# Georgia Department of Economic Development

# G.R.O.W. Incoming Buyer/Representative Application

The Georgia Department of Economic Development (GDEcD) is accepting applications for the G.R.O.W. (Georgia Reaching Out Worldwide) program which brings international buyers and reps to Georgia to meet with Georgia suppliers. To apply, complete and return this application in its entirety no later than March 1, 2014. This written application is the first of a two-step application process. The second step is an interview via telephone or Skype with GDEcD’s Atlanta office. Conditions for participation are listed on the last page of this application and include a requirement to provide results of the G.R.O.W. program.

Company:

Address:

Website address:

Contact: Title:

Work Phone:

Cell Phone:

E-Mail Address:

Year established: Total number of employees:

If publically available information, total revenues from the most recent fiscal year:

Company overview (50 words max):

Type(s) of operations:

Distributor \_\_\_\_\_\_\_\_

Representative/Agent \_\_\_\_\_\_\_\_

Import Trading Company \_\_\_\_\_\_\_\_

Import Management Company \_\_\_\_\_\_\_\_

Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

In what provinces, states or regions of the country in which you are based do you provide distributor or representation services?

If your distribution coverage includes other countries, please list the countries:

What types of products do you currently distribute or represent (please be specific):

Into what industries/sectors do you sell the products that you distribute or rep?

What is your goal for participating in this event?

Do you attend major international trade shows/conferences? If yes, which ones?

Do you have a U.S. travel visa, if applicable? Yes\_\_\_ No\_\_\_ If not, how long do you anticipate that it will take for you to obtain one? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Describe the kinds of products that you are seeking in Georgia. Please describe what the product is used for, in what sector or industry it is sold, any important characteristics or requirements with which the product should comply, and alternative or substitute products in which you might be interested:

Are you currently representing any other U.S. manufacturers? If yes, please provide names and products, if possible:

What percentage of your company’s business is import-related?

How many years of import experience does your company have?

Do you have experience with foreign product registration, if required in your country? If yes, in what industry(ies)?

From which countries has your company imported during the past two years?

Please rate your English-speaking capabilities:

Poor Fair Good Excellent

Please rate your English-writing capabilities:

Poor Fair Good Excellent

If referred by one of GDEcD’s International Representatives, which Representative and what is your affiliation with this individual?

Participation Agreement

For the G.R.O.W. Program, Applicant agrees:

1. To promptly respond to all qualified trade leads generated through this initiative.
2. To complete and submit two evaluation forms to GDEcD. The first form will be submitted to GDEcD within one week following the event. The second form will be completed and submitted within two months following the event. The information in the Evaluation forms will remain confidential between GDEcD and the grant provider as a method of tracking success and measuring effectiveness of this initiative. Only aggregate information about the initiative will be made available publically as individual results will remain confidential.
3. To not hold GDEcD or the grant provider responsible or liable for any illness, injury, loss of life, damage, or loss of property occurring because of or in connection with any G.R.O.W. event, activity and/or service.
4. That the Applicant and its employees or representatives travel at their own risk. It is recommended that Applicants be covered by adequate travel and medical insurance.
5. GDEcD will provide each qualifying Applicant with an honorarium of $4,000 to help offset the cost of his/her travel. While GDEcD will provide logistical arrangements in Georgia, each Applicant is expected to pay for its own logistical and travel expenses.
6. Upon conclusion of the event, receipt of the first completed evaluation and receipt of Applicant’s invoice for the honorarium by GDEcD, two-thirds of the honorarium will be paid to Applicant within 30 days. Within two months after the event, GDEcD will email a second evaluation form to Applicant. The final one-third of the honorarium will be paid to Applicant within 30 days after GDEcD receives the second completed evaluation form. All payment will be in U.S. dollars.
7. That companies that do not provide to GDEcD the required evaluation forms in a timely manner will be disqualified from participating in any future Program events or activities and payment of the honorarium may be affected.

*The undersigned has read, understands, and agrees to abide by the terms and conditions stated above.*

Signature (signed):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Printed Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Date: \_\_\_\_\_\_\_\_\_\_\_\_

Please send this completed Incoming Buyer Application and signed Participation Agreement to Ms. Taube Ponce either by email to [TPonce@georgia.org](mailto:TPonce@georgia.org) or by fax to (+1) 404-962-4121.