

**Kildare County Council & County Kildare Chamber New Market opportunities 2019**

**Boston (30th Sept -4th Oct 2019)**

**Closing Date for Expressions of Interest (EoI):**

**Friday June 7th 2019**

**Thank you for your interest in this trade opportunity.**

**Background to Event**

Kildare County Council & County Kildare Chamber New Market Opportunities Event 2019 are being led by the Mayor and Chief Executives of Kildare County Council and President and CEO Kildare Chamber .

Both parties have been building relationships in the NE USA market as part of a wider investment strategy to promote Kildare’s compelling and attractive investment proposition. Over this time the local authority and Chamber have continued to build relationships in-market with key education, political and economic stakeholders. Visits such as this facilitate connections to high level government contacts and US business leaders.

The dual aims are to assist indigenous companies to do business in export markets and to raise the profile of Kildare in the NE coast of USA market as an investment destination. **The objectives are to facilitate market entry for SMEs that are export-ready and have an ability to enter the US market;** establish new partnerships and strengthen economic, political and cultural relationships between Ireland MidEast and the US.

The Council & Chamber will be working with business support organisations and Chambers of Commerce in Boston to organise business matching, B2B meetings, B2C and networking opportunities for participating companies.

**Market Overview**

**Why Boston?**

Boston is located in the Northeastern region of the USA and is the USA’s most economically developed, densely populated, and culturally diverse region. The Northeastern region comprises 9 states (Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, and Pennsylvania). These states account for approximate 23% of USA GDP.

The United States Bureau of Economic Analysis estimates that the Massachusetts gross state product in 2015 was US$485 billion, Thirteen Fortune 500 companies are located in Massachusetts. The state is consistently recognised as one of the best states to do business in the USA and the most innovative state in the USA. With a population of 6,811,779 Massachusetts provides access to a large number of potential customers. There are 50 cities and 301 towns in Massachusetts.

Boston is the state capital and largest city in Massachusetts. A global city, Boston is placed among the top 30 most economically powerful cities in the world. Encompassing $363 billion, the Greater Boston metropolitan area has the sixth-largest economy in the country and 12th-largest in the world.

Key economic sectors include higher education, biotechnology, information technology, finance, health care, tourism, and defence. The state has recently witnessed significant growth in the professional and business services sector.

**Who should consider joining the trade event ?**

**If your company has serious intentions to enter the US market, this opportunity could be for you.**

Companies should be looking to initiate, develop and expand export relationships in the US market. This event presents unique opportunities and benefits to participants including access to key economic and government decision-makers, in-market intelligence, unparalleled networking opportunities, business-to-business meetings with potential partners and an opportunity to seek valuable market insight and expose your business to new market opportunities.

**The Benefits of Joining this Trade Event :**

* Saves you time and money
* In-market professional expertise
* Meet other Kildare based companies, share intelligence and valuable networks with other trade Oppertunity participants
* Pre-Opportunity assistance programme including pre-visit briefings, guidance on market entry strategies and tax and Pre-Opportunity preparation workshops
* One-to-one B2B appointments and business networking events screened to match specific objectives of the business
* Positive opportunities to further develop relationships with high-level decision makers across business, political and civic contacts
* Extensive local media coverage to heighten your presence in the market
* Post-opportunity follow-up support

**Financial Support**

Selected companies under 10 employees will be eligible for financial assistance to partly cover travel and accommodation costs. Eligible companies can claim up to 50% towards flight costs (economy fares only) and up to (€117) per night hotel accommodation for max 4 nights. (we will have details of over all costs shortly )

**Travel and Accommodation Costs**

You can make your own travel arrangements but it is highly recommended that you stay in the Seapoint hotel in order to make the most of networking opportunities.

**Eligibility**

To participate in this trade opportunity event your business must be established within County Kildare, participation is limited and companies will be selected based on their export readiness, and the suitability of their service/product offering for the relevant markets.

**Services not included in the visit:**

Insurance has not been included. Members are strongly advised to take out adequate travel and sickness insurance.

**Express Your Interest**

Business is invited to complete an Expression of Interest form. Your expression of interest does not guarantee participation.

A Local Enterprise Office representative will contact you to facilitate further assessment and advise on conducting specific market research for your company and products/service, in an effort to assess the potential opportunities that are matched for your business.

**Contact:**

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| For companies operating in County Kildare :    Kildare Local Enterprise Office    Jacqui Mc Nabb,  Head of Enterprise  Kildare County Council  jmcnabb@kildarecoco.ie |

**Terms & Conditions**

* The organisers will allocate places according to suitability to the Trade Opportunity Event
* Places are limited and not all companies may get the opportunity to participate on this occasion however may be considered for future delegations
* Until your place has been confirmed you should not pay for any travel/accommodation
* The Organisers are not responsible for the conduct and safety of individual participants whilst it will take measures to ensure a safe visit



**Trade Opportunities in Boston for Kildare based clients , Closing Date for Expressions of Interest (EoI): Friday June 7th 2019**

**Expression of Interest Form**

|  |  |
| --- | --- |
| Company: |  |
| Company Registration no. |  |
| Registered Business Address |  |
| Name of Representative; |  |
| Job Title: |  |
| Tel: |  |
| Email: |  |
| Website: |  |
| No. of Employees |  |
| Business Sector (please indicate): |  |
| Is your company currently exporting to the US? | Yes/No |
| Who are your target customers (or sectors) in the proposed market? |  |
| What preliminary work have you undertaken on the potential export market? |  |
| Have you participated on any previous trade Oppertunity s – when, where & with who? |  |
| Current export markets & value: | GB  NI  ROI  Other EU  US (please specify)  Non EU (please specify) |

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| --- | --- |
| Annual Turnover  (€) | 2017/18  2016/17 |

**Declaration**

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| --- | --- |
| Name: |  |
| Position in Company: |  |
| Signature: |  |
| Date: |  |