

Subject: Q2 2016 Export Plan quarterly report

Regional Export Plan Partners,

Thank you for the opportunity to work with you to provide export services to companies in the 10-county south central Kansas region.

.... To all the lead partner organizations thank you for being such a great regional export team.

.... To our private and public funders, we could not provide these services and results without you. Your feedback and input help us with continuous improvement; thank you.

Good news—Despite the headwinds of a strong dollar and weak global economy, companies who used the export plan services reported new exports of \$6.8 million thus far. We are in the process of speaking with firms about more recent export performance, including those who received an Export Accelerator grant and have completed their scheduled project.

Export Accelerator Grant... By the Numbers

- 26 applications received
- 21 projects approved: 7 in aviation; 1 in services; 13 in non-aviation goods
- \$361,000 in total project value
- \$93,000 in grant monies approved (out of \$100,000)
- \$23,513 paid out to 5 companies for completed projects
- \$1.5 million in new exports and \$180,000 in savings reported by 4 companies (data collected Q1 2016)
- Company names (alpha): Balco, BG Products, Inc., Bunting Magnetics, Compass Aircraft Group, Continental Agra Equipment, Cox Machine, Inc, Global Parts, Aero, Harlow Aerostructures, LLC, Harper Industries, Inc., Kuhn Krause, Inc, Lee Aerospace Inc., Metal Finishing Company, Mid-Continent Instruments, Mize & Company, Inc., Moridge Manufacturing, NCAT/WATC, Nitride Solutions Inc., PWI Inc., and RedGuard

Please find attached the Q2 (April-June) 2016 export plan performance report, consisting of:

- Q2 2016 Export Plan quarterly report for performance through June 30, 2016
- Export Plan Metric excel workbook - includes all the detail, to date

If you have any questions, please let me know. As always, thank you for your support of exports in Kansas!

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