

# INTERNATIONAL TRADE INCENTIVES

## Kansas

The Kansas Department of Commerce works with new and existing businesses wishing to expand their service reach to the international marketplace. The department also takes an active role in bringing international business to the state. The state currently has representatives in Brazil, China, Europe, India, Japan, Korea, Mexico and Taiwan involved in both trade promotion and recruitment of investment. Services to Kansas businesses include the following:

- International investment recruitment
- Export assistance to Kansas companies
- Kansas International Trade Show Assistance Program

The Kansas International Trade Show Assistance Program (KITSAP) helps introduce Kansas companies to foreign markets through participation in international trade shows. Eligible companies are those whose products or services originate in Kansas or whose products receive substantial value-added processing in Kansas.

A company must first apply to KITSAP, be approved and then sign and return the KITSAP contract before attending a funded trade show. After the company attends the trade show, the program will reimburse one-half of a company's eligible direct expenses - up to \$3,500 per show. A company may not exceed \$7,000 in total combined financial assistance during a state fiscal year (July 1 - June 30).

KITSAP will only consider trade shows where the applicant is exhibiting for the first time or has a new technology/product that is being introduced into that market for the first time.

## Missouri

The International Trade and Investment Group in the Business and Community Division of the Missouri Department of Economic Development works to increase the number of Missouri companies exporting; increase the dollar volume of Missouri exports; and to increase the level of foreign investments to the State of Missouri. Building relationships with organizations across the globe creates resource linkages that enhance the competitive position of Missouri firms. There are State of Missouri offices in China, Europe, Japan, Mexico and Taiwan.

The International Trade and Investment Group assists companies with trade information, trade counseling, trade missions, trade shows, business protocol, global market research, agent/distribution searches, competitive analysis, export finance assistance, and certificates of Free Sale.

The state of Missouri Export Finance Program is a cooperative effort between the Missouri Department of Economic Development and the Missouri Development Finance Board. The State of Missouri Export Finance Program focuses on the export finance programs of several federal and international agencies. Missouri companies exporting can use the export finance programs of the Export – Import Bank of the United States (Ex-Im Bank) and the international programs of the Small Business Administration (SBA). There are primarily two programs available to small and medium-sized companies: the Export Working Capital Program and the Export Credit Insurance Program. These programs are designed to help small and medium-sized businesses that have exporting potential obtain export working capital and also mitigate risks in international transactions.

Missouri companies export to countries around the world and often export dependent jobs pay higher wages. Global markets greatly impact export dependent industries in the State of Missouri. If you would like to learn more about the International Trade and Investment Group, please visit their website at [www.missouridevelopment.org](http://www.missouridevelopment.org).

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## Oklahoma

Oklahoma's place in the heart of North America gives your operation cost-effective access to your suppliers and customers. Learn more about how Oklahoma is ideal for serving U.S., NAFTA, and world markets. Oklahoma's foreign-owned companies support more than 48,000 jobs in the state and represent a major source of business investment. Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Australia, the Netherlands, Mexico, Ireland and Sweden. Oklahoma's trade office in Mexico provides extraordinary access to the Mexican market.

Generally, in order to qualify to do business in Oklahoma, a foreign corporation must file a signed Certificate of Qualification with the Secretary of State. Also, a certificate issued by an authorized office of the jurisdiction of its incorporation evidencing its corporate existence (dated within the past 60 days) must be filed with the Secretary of State. If the certificate is in a foreign language, a translation must be attached.

A filing fee of \$1 per \$1,000 on the total authorized capital or on the amount of capital to be invested in Oklahoma during the current fiscal year is required for profit corporations. If the invested capital is more than the total authorized capital, corporations pay only on that authorized. The minimum filing fee is \$300.00. The filing fee for a not for profit corporation is \$300.00.

Oklahoma law requires the Secretary of State to be the primary registered agent for foreign corporations. An additional agent may be appointed for service of process. The additional agent must be an individual residing in Oklahoma when appointed, or a corporation, limited liability Company, or limited partnership authorized to transact business in this state and in good standing.

A registered agent fee in the amount of \$100 per year is payable upon qualification and July 1st of each subsequent year. The registered agent fee MUST be made payable and MAILED to the Oklahoma Tax Commission, 2501 N. Lincoln Blvd., Oklahoma City, Ok 73194 (18 O.S., Section 1142).