

# Take Your Business Global

Do you think your business is too small to compete in the world market? Think again.

- Ninety-seven percent of all U.S. exporters are small businesses.
- Two-thirds of the world's customers reside outside of the United States.

## Why Should You Export?

- To increase your sales and profits
- To reduce your dependence on one market alone
- To extend the sales potential of your existing products
- To stabilize seasonal market and sales fluctuations

## How Can SBA Help?

SBA's Office of International Trade helps small businesses like yours to go global by providing business intelligence, grants to find customers overseas, and financing for your international sales.



U.S. Small Business  
Administration

**SBA.GOV**



## Business Intelligence

**Looking for information to help you get started?**

SBA's Trade Tools for International Sales (<https://www.sba.gov/tradetools>) website includes information on developing an export plan, identifying target markets, U.S. trade agreements, protecting your intellectual property, and using digital and e-commerce tools. It also connects you to resources at SBA, other federal agencies, as well as state and local resources.

**Do you need advice from an expert?** Free counseling

is available from a nationwide network resource partners, including U.S. Export Assistance Centers, providing one-stop trade promotion, financing, and export insurance programs. To find one near you <http://www.sba.gov/local>.

**Still not sure where to start?** Call SBA's International

Trade Hotline toll free (855) 722-4877 or email your contact information and trade issue to [international@sba.gov](mailto:international@sba.gov).

## Grants to Find Overseas

**Are you concerned about the costs of exporting?**

The State Trade Expansion Program (STEP) provides businesses with grants to cover the costs associated with entering and expanding into international markets. STEP can help you

- Learn how to export
- Participate in foreign trade missions, market sales trips and trade shows
- Obtain services for market entry
- Develop websites to attract foreign buyers
- Design international marketing products or campaigns

Visit <https://www.sba.gov/step> to discover whether your state/district/territory is participating.

## Financing Your International Sales

Are you having trouble securing capital to meet your small business exporting needs? The SBA's export loans cover short or long-term costs necessary to sell goods or services abroad for both existing and potential exporters. Loans can be used for working capital to finance foreign sales or for fixed assets, helping you better compete globally. You can apply for lines of credit prior to finalizing an export sale to ensure the financing will be in place by the time you win your contract.

- **Export Express** supports term and working capital needs up to \$500,00 and is particularly useful for small businesses entering international markets.
- **Export Working Capital Program** loans provide exporters with flexible credit lines to support individual orders or under structured using a borrowing base. (This is awkward wording) Loans support an exporter's ability to offer extended sales terms and assist with purchase order financing up to \$5 million,
- **International Trade Loans** help small businesses enter international markets and make investments to compete with other importers. These loans offer a combination of fixed asset, permanent working capital financing, and debt refinancing with SBA's maximum limit of \$5 million.



All SBA Programs and services are extended to the public on a nondiscriminatory basis.  
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