



U.S. Small Business Administration

Office of International Trade



**SBA's International Trade Programs:
Helping small businesses enter, succeed and
thrive in global markets!**

SBA Virtual Conference
January 18, 2017

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It's a Big World Out There!



• World Population:	7.365 billion	= 100%
• U.S. Population:	324 million	= 4.4%
• World Population Outside U.S.	7.0 billion	= 95.6%



• World GDP:	\$75.7 Trillion	= 100%
• U.S. GDP:	\$18.6 Trillion	= 24.5%
• GDP Outside the U.S.	\$57.1 Trillion	= 75.5%

Small businesses that can tap into this global market have the potential for vast expansion and growth.

Authority of SBA



In 1953 the United States Congress unified government's small business efforts into one independent, now cabinet-level, agency.

SMALL BUSINESS ACT

[The Act of July 18, 1958]



Rev. 14

15 U.S.C. 631 et seq.; 72 Stat. 384 et seq.

As Amended Through P.L. 113-291
Enacted December 19, 2014

Created

U.S. SMALL BUSINESS ADMINISTRATION

"aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns."

Small Business Export Expansion Act of 1980: Established SBA's **Office of International Trade.**

Small Business Jobs Act of 2010: Expanded SBA's international trade programs.

2016 Small Business Export Survey —National Small Business Association and Small Business Exporters Association



EXPORTING OPINIONS AMONG NON-EXPORTERS ONLY

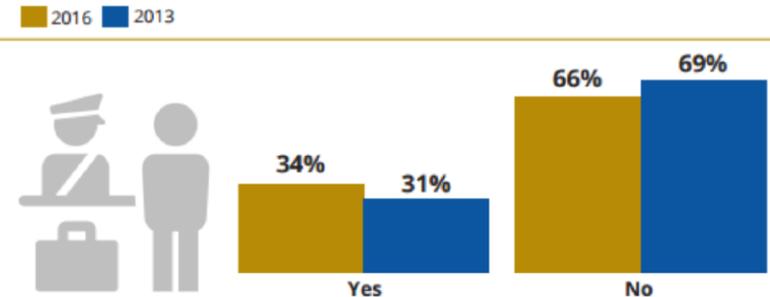
Nearly half of non-exporting firms surveyed said they would be interested in exporting if some of their concerns could be addressed.

What do you consider the main barriers to selling your goods and/or services to foreign customers? (Check all that apply)

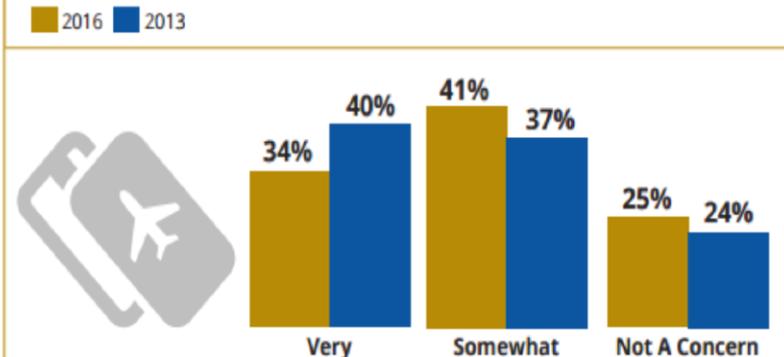
I don't have goods and/or services that are exportable	39%
Don't know much about it and not sure where to start	37%
I'd worry too much about getting paid	24%
Regulatory barriers/complexity	24%
Unaware how to utilize free/foreign trade agreements	22%
Can't get financing to offer foreign customers	17%

CHALLENGES OF EXPORTING AMONG EXPORTERS ONLY

Have you ever had trouble exporting your product to any countries due to foreign import restrictions?



How significant a concern is receiving payment from a foreign customer to you?



Three Challenges for Small Biz Exporters



INFORMATION

CAPITAL

MARKET ACCESS

1. Lack of necessary information for exporting
2. Lack of necessary capital for exporting
3. Lack of necessary market access for exporting



Agency Priority and Performance Goals: Exports

U.S. Small Business Administration

Strategic Plan
Fiscal Years 2014 – 2018



Table of Contents

- Message from the Administrator.....
- Overview.....
- Strategic Objective 1.1 – Capital.....
- Strategic Objective 1.2 – Contracting.....
- Strategic Objective 1.3 – Entrepreneurship
- Strategic Objective 1.4 – Exports.....**
- Strategic Objective 1.5 – High-Growth and Start-ups.....
- Strategic Objective 1.6 – Disaster Assistance.....

Enhance the ability of current and future small business exporters to succeed in global markets by expanding access to financing, counseling, training and other export tools.



- Strategies:**
1. Expand market export opportunities
 2. Increase access to trade financing
 3. Provide tailored training and counseling to lenders and small businesses
 4. Engage Trade Promotion Coordinating Committee and state and resource partners for export promotion and support

Helping small businesses enter, succeed and thrive in global markets!



SBA provides counseling, business development, capital, and trade affairs support as part of its Export Assistance Programs for small businesses—areas for collaboration, including NEI/Next.



SBA Office of International Trade

State Trade Expansion Program

Grants to States for U.S. small business exporting assistance

Goals → Increase the number of U.S. small businesses that are exporting; increase the value of U.S. exports for those small businesses that are currently exporting

Next customer: Help more businesses export to more markets

International Trade Finance

Loans for U.S. small business exporters and interagency trade finance collaboration

Goals → Increase the number of U.S. companies that can access SBA export loan programs; increase the number of lenders (banks) that are making export loans

Next transaction: Expand access to export finance

International Trade Affairs

Education and outreach, economic diplomacy and policy engagement, strategic/marketing communication

Goals → Increase the number of U.S. small-business exporters; advance the trade policy agenda; support bilateral and multilateral diplomacy efforts with priority countries

Next global opportunity: Expand and level the playing field for U.S. companies



What Might an SME Exporter Need?



Life-Cycle of an SME Exporter's Financing Needs

- Funds for training to get started and then to explore and develop foreign markets.
- Funds to finance the export transaction cycle.
- Funds to expand plant and equipment due to export success.



State Trade Expansion Program (STEP)



STEP Overview

Program Authorization

- Trade Facilitation and Trade Enforcement Act of 2015 (HR 644)

Program Purpose

- Provide matching-fund awards to eligible applicants to assist U.S. small businesses enter and succeed in the international marketplace
 - Awards earned through a competitive process
 - For export development only; focused on goods and services

Program Outcomes

- Increase the number of U.S. small business exporters
- Increase the value of U.S. small business exports





STEP Overview

Funding Instrument

- Cooperative Agreement – STEP team is substantially involved in the execution of STEP awards

Funding of STEP Awards to date:

- 211 awards, \$102 million (5 award years including FY 2016)
- Average award of \$486k

STEP export markets

- STEP supported export activities in 128 country markets





STEP Overview

Eligible Applicants for STEP Awards

- 50 states
- District of Columbia
- Commonwealth of Puerto Rico
- U.S. Virgin Islands
- Guam
- Commonwealth of Northern Mariana Islands
- American Samoa





STEP Overview

STEP financial support helps small businesses:

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





STEP Continuous Improvement



Reduced frivolous expenditures by

- Focusing STEP funds solely on the statutory purposes (2 CFR 200.408)
- Implementing the Direct Benefit Rule, currently at **90%**.
 - STEP applicants and awardees must apply 90% of the Federal award to:
 1. Cover export activity costs of Eligible Small Business Concerns (ESBC), **OR**
 2. Provide services that directly benefit ESBC export activities

90% of Federal award must hit the bulls-eye (cover ESBC costs) or the first concentric ring (provide services to ESBCs)





STEP Success – Years 1 through 3

STEP Year 1 – 3 Awards are complete

- **\$66.9** million awarded
- Over **34,000** STEP-supported export activities completed by ESBCs
- Almost **\$1.5** billion in incremental U.S. export sales reported
- Federal taxpayer return on investment of **\$22** in export sales for every **\$1** awarded





STEP Promotion



U.S. Small Business Administration State Trade Expansion Program (STEP)

STEP provides financial awards to state and territory governments to assist small businesses with export development. This program's mission is to increase the number of U.S. small business exporters and increase their export sales.

STEP financial support helps U.S. small businesses:

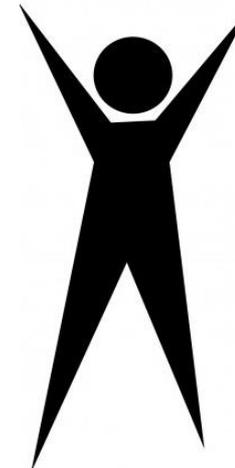
- Learn how to export
- Participate in foreign trade missions and trade shows
- Obtain services to support foreign market entry
- Develop websites to attract foreign buyers
- Design international marketing products or campaigns

To find your next global customer

1. Visit the SBA STEP webpage at www.sba.gov/STEP
2. Click on your state/territory on the U.S. map to find out if your state/territory has an award.
3. Call or email your state/territory point of contact about eligibility and next steps.



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



STEP Webpage

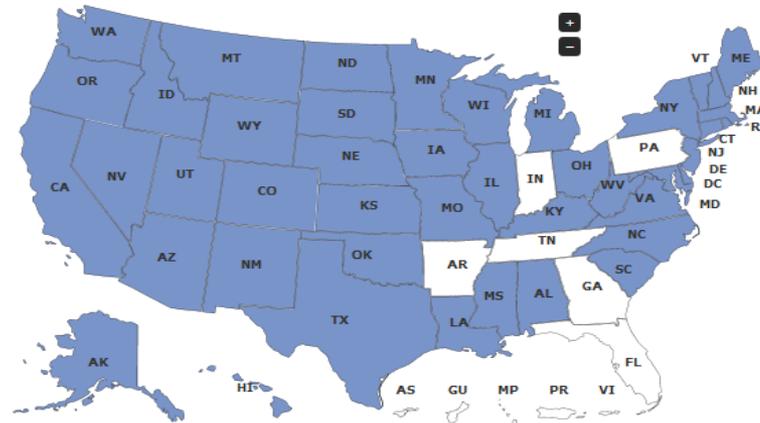


www.sba.gov/STEP



State Trade Expansion Program (STEP)

Current STEP Awardees by State (in Blue)



STEP provides financial awards to state and territory governments to assist small businesses with export development. This program's mission is to increase the number of US Small Business exporters and increase their export sales.

STEP financial support helps US small businesses:

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

To find your next global customer:

1. Click on your state/territory on the US map above to find out if it has an award.
2. Then call or email your state/territory point of contact about eligibility and next steps.

View all the [FY 2016 STEP awards](#) 📄.

Other Materials

- [STEP Annual Report on FY 2014 Awards](#) 📄
- [FY 2016 STEP FAQ](#) 📄

For further information, you may contact STEP@sba.gov 📧.



STEP: <https://www.sba.gov/STEP>

SBA Locations

- ▶ [Headquarters Offices](#)
 - ▶ [Office of International Trade](#)
 - [About Us](#)
 - [Leadership](#)
 - Resources**
 - [STEP Program](#)
 - [CA](#)

- ▶ [Regional Offices](#)
- ▶ [District Offices](#)
- ▶ [Disaster Offices](#)

STEP Awardee: California

Office Information:

Chancellor's Office of the
California Community
Colleges
1102 Q Street
3rd Floor
Sacramento, CA 95811-6549

Contact:

Mr. Jeffrey A. Williamson
California STEP Project
Director
152 E. Sixth Street
Corona, CA 92875
909-556-6639

[Email](#) 

Federal Funding: \$844,214

Match: \$454,575

Total: \$1,298,789

Description:

State Organization: Chancellor's Office of the California Community Colleges

The State of California will use STEP award funds to support California's leading export sectors: information technologies, food and agricultural products, transportation equipment, miscellaneous manufactures (consumer products), and medical and scientific equipment. ESBCs will have the opportunity to participate in twelve foreign trade show exhibitions in China, Spain, Australia, Mexico, the United Arab Emirates, Vietnam, and Japan. California will also use STEP funds to support planned trade missions to South Korea, Vietnam/Philippines, China, and the larger South-East Asian region. ESBCs can also request funding for individualized export promotion activities.



Trade Finance

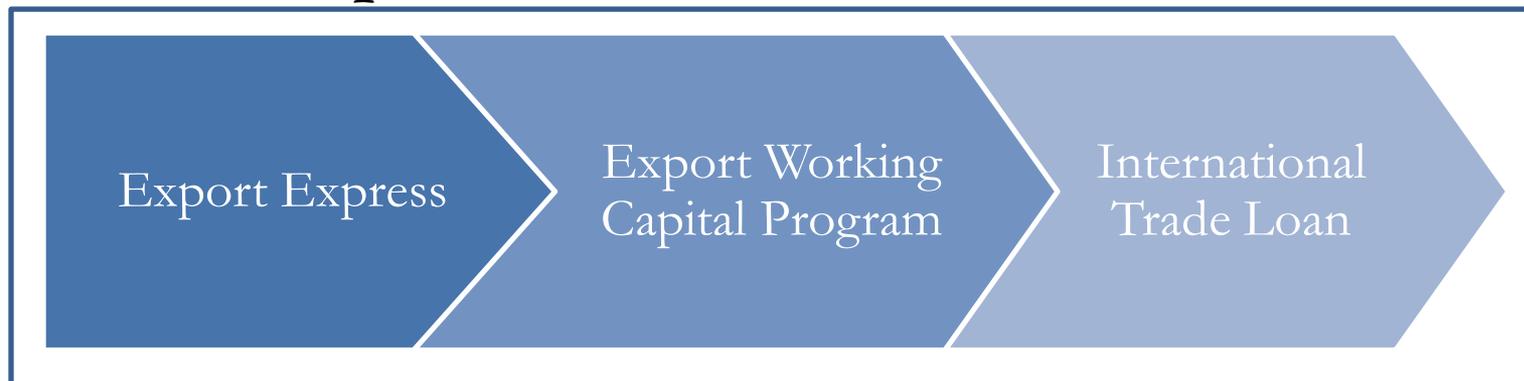
SBA Loans for Exporters



SBA Export Financing Solutions

- Working capital or fixed-asset financing
 - ✓ Financing to support export development activities
 - ✓ Financing to support export orders or export transactions
 - ✓ Long-term financing for export expansion

SBA Export Finance Products



What Might an SME Exporter Need?



Working Capital for Export Development:

- Attend trade shows
- Secure CE mark, international patent or trademark
- Meet potential business partners
- Vet potential buyers, agents or distributors and purchase foreign credit reports
- Legal fees
- In-country promotions
- Translation of website/product literature and other marketing costs



Solution: *Export Express*

Profile:

- to \$350,000 with 90% guaranty
- \$500,000 with 75% guaranty
- Processed by SBA-approved *Export Express* lenders
- Working capital: 7 years; Fix assets: up to 25 years

Required:

- Entering or expanding in foreign market
- In business for at least 12 months (can be waived by lender if the applicant's key personnel have export expertise and successful business experience and lender does conventional underwriting, not relying on credit scoring)



Solution: *Export Express*

*Proceeds may be used for any “**export development activity,**” such as:*

- 1) **export development** including participation in a foreign trade show or translation services,
- 2) **export transactions**, including export purchase orders and foreign accounts receivables;
- 3) issuance of **standby letters of credit** that serve as performance bonds, completion bonds, and advance payment guarantees, and
- 4) **fixed assets** for equipment or real estate.



What Might an SME Exporter Need?

Working Capital to Produce Export Orders:

- Inventory, materials, labor, other production costs
- Foreign accounts receivable insurance
- Insurance and freight costs
- Bank fees related to the transactions
- Standby-letters of credit to guarantee bid, performance, or advance payments

Solution: *Export Working Capital Program*



- 90% guarantee on loans/lines of credit up to \$5,000,000
- For small businesses that can generate export sales and need additional working capital.
- Must be used for **export transactions only**, including 100% of exporter's costs of the transaction from purchase order to collections
- Can fund the entire transaction cycle:
 - Advance rates: inventory, 75%; LCs & insured A/R, 90%
 - Guaranty fee: $\frac{1}{4}$ of 1% for 12 months or less
- Can be structured to fund:
 - **single or multiple transactions** or
 - as an **asset-based line of credit** with advances made against a borrowing base of export inventory and foreign accounts receivable.

Transaction Based EWCP Self Liquidating Line of Credit



- Transaction Based EWCPs can be utilized for single export orders or multiple orders on a revolving basis. No funds are disbursed until there is an export order in place. Funds are used by the borrower to produce goods for a specific export order. SBA requires secure payment method from foreign buyer which will be directed to pay down the EWCP through a control account or lockbox account.

Export Working Capital: Transaction-based



Pre-shipment

Order: \$160K:

- Flooring products and equipment for South Korea

Transaction:

- \$15K Advance payment
- \$145K L/C payable at sight
- Ex-Im Bank insures L/C payment
- Expiry, four months; 4-month loan

Working Capital Needed:

- \$115K to produce order



Asset Based EWCP

MAXIMIZING THE BORROWING BASE

	ASSET-BASED FACILITY			SBA EWCP GUARANTEE	
	Amount	% Advance	Collateral	% Advance	Collateral
<u>Exportable Inventory</u>					
Raw Materials	\$200,000	40	\$80,000	75	\$150,000
Work-In-Progress	200,000	0	0	75	150,000
Finished Goods	600,000	50	300,000	75	450,000
Subtotal	<u>\$1,000,000</u>		<u>\$380,000</u>		<u>\$750,000</u>
<u>Foreign Accounts Receivable</u>					
Open Account	\$400,000	0	\$0	90	\$360,000
L/C Backed A/R	600,000	70	420,000	90	540,000
Subtotal	<u>1,000,000</u>		<u>420,000</u>		<u>900,000</u>
Total Borrowing Base	<u>\$2,000,000</u>		<u>\$800,000</u>		<u>\$1,650,000</u>

Export working Capital – Success story

Asset-based line

- Japan sales (70% of total sales):
 - Animal supplements
 - \$1.5 million/year – one distributor
- Transaction:
 - Ongoing sales
 - Contract manufacturer – 30 day terms
 - Buyer – 60 day terms
 - Ex-Im Bank: Single Buyer Credit Insurance Policy
- Working Capital Needed:
 - \$360K revolving, asset based line
 - 75% advance rate



Bid & Performance Bonds and Advance Payment Guarantees



- Standby letters of credit issued by a commercial bank can serve as a performance or bid bond or as an advance payment guaranty.
- Funding support for Standby Letters of Credit can be provided by the following guaranty loan programs:
 - *Export Express*
 - Export Working Capital Program
- The guaranty serves as an incentive to the bank to issue the standby letter of credit with less than full, 100% cash collateral.

Standby Letter of Credit—Advance Payment Guaranty



Performance Guarantee

Order

- \$660K for 9 modular pumping units for a mine in Chile

Transaction:

- 50% (\$330k) advance payment
- 20%, final shipment;
- 20% delivery to mine site;
- 10% held back as 12-month warranty

Working Capital Need

- \$330k to support Standby L/C for advance payment, 3 months



What Might an SME Exporter (and Lender) Need? Reduce the Risk of Not Getting Paid!



Trade Credit Insurance!

Risk Mitigation Tool: Insure foreign receivables against non-payment due to commercial and political risks

Marketing Tool: Exporters can extend competitive credit terms to foreign buyers to increase sales

Financing Aid: Add previously ineligible foreign receivables into the borrowing base as collateral

Health Aid: You can sleep at night!

Export Credit Insurance



Available through credit insurers, private brokers, and Export-Import Bank of the U.S.

Coverage:

- In the event of buyer default - up to 95% of invoice amount
- Single buyer coverage – up to 90% of invoice amount

Cost:

- ExIm Bank: \$0.65 on \$100 invoice – pay as you go – \$100,000 invoice=\$650 premium
- 25% discount for SBA customers
- Private: \$5,000 - \$10,000 annual premium

Export-Import Bank's Small Business Express Credit Insurance



- No deductible / No application fee
- No minimum sales volume or premium.
- Pay only on the gross invoice value of *what* you ship, *when* you ship:
 - i.e. premium rate for private sector buyers on 60-day terms:
\$0.65 per \$100 of gross invoice value--\$100,000
invoice=\$650!
- 25% discount available if paired with an SBA export loan

What Might an SME Exporter Need?



Term Loan for fixed assets:

- Machinery or equipment to expand production in order to meet foreign demand
- Retooling expenses necessary for metric production or to meet other standards
- Permanent working capital
- Real estate needed as a result of expanding export sales



Solution: *International Trade Loan*

- Maximum loan amount - \$5 million
- Maximum SBA guarantee portion of \$4.5 million - 90%
- Maximum SBA guarantee for working capital: \$4 million
- Maximum maturity: 10 years working capital; equipment, 10 years or useful life; 25 years, real estate
- Eligibility requirements: The applicant
 - Will expand an existing export market or develop new export markets as a result of financing, **or**
 - Can demonstrate it has been adversely impacted by imports and needs to modernize or retool operations;
and
 - The loan will improve the applicant's competitive position.

Indirect Exports



- Applicants who produce products or services that enter into the export channel, but do not directly export their products:
 - Manufacturers using an Export Trading Company
 - Suppliers to other domestic manufacturers that export directly: **supply chain financing solution**
- Requires certification from domestic customer that goods are, in fact, being exported.
- Can now be supported by all three of SBA's core export loan programs: EWCP, Export Express, International Trade Loan
- Also, having any one of these three loans will allow a 25% discount on Ex-Im Bank's credit insurance policy premiums.

Small Business Definition



- Manufacturers (<500 employees generally; can go as high as 1,500);
- Wholesalers, including export trading companies (<100 employees);
- Services companies are eligible based on annual sales (\$7.0 million to \$35.5 million);
- Or applicant can use the *Alternative Size Standard*: a firm with less than an average of \$5 million in net income for the past two years and a net worth less than \$15 million.

What Is a U.S. Export for SBA Financing Purposes?

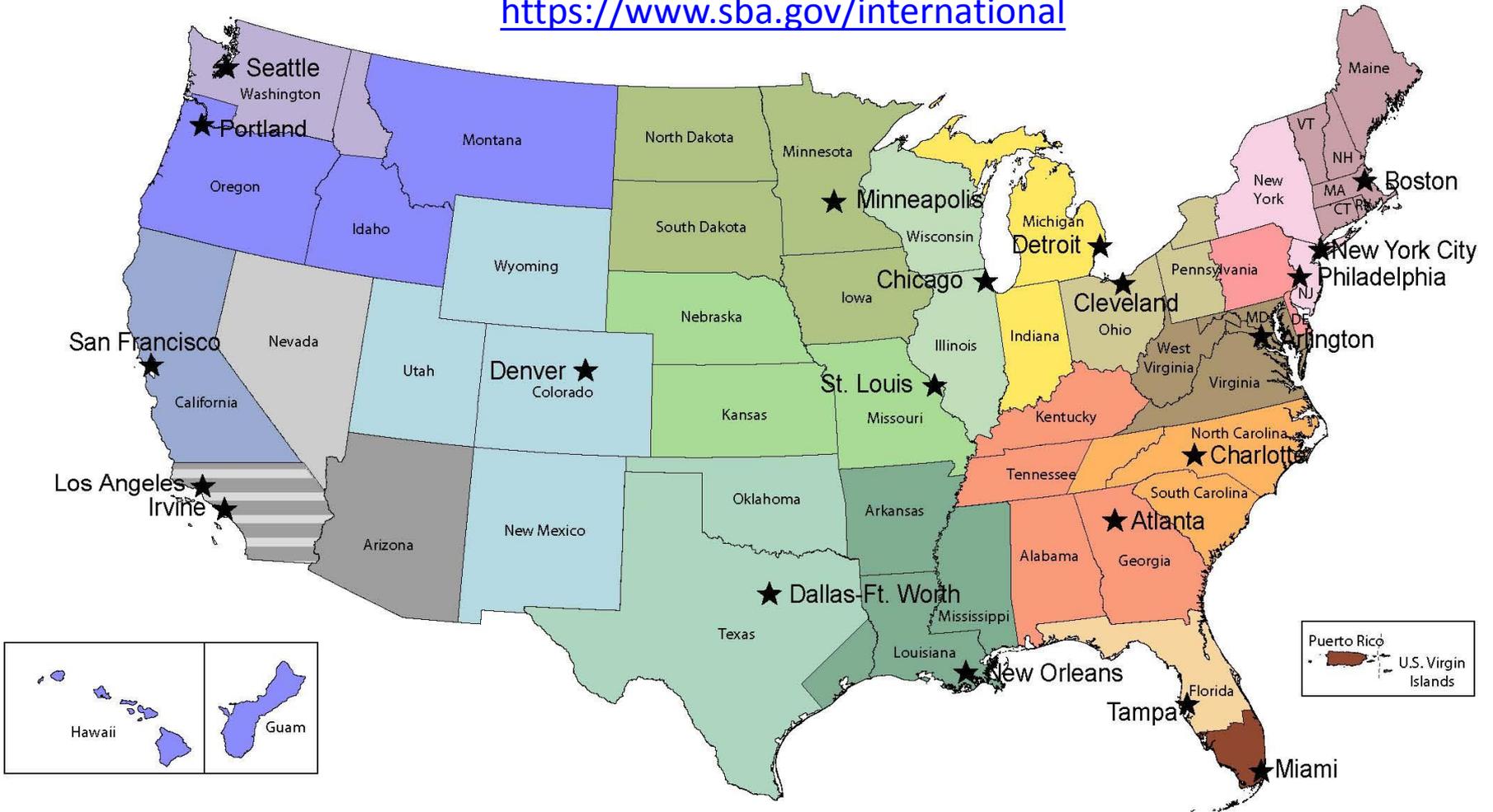


	Yes	No
Goods shipped from the U.S. states and its territories?		
Goods sold to the U.S. military at a base overseas?		
Services provided drilling for hydrothermal resources in E. Africa?		
Consultancy services for a conference in, or to provide management advice to, a customer in U.K.?		
Marketing and expansion of U.S.-based hospitality assets to attract and serve foreign visitors from Germany?		
Selling logistics services to a Chinese company exporting to the U.S., i.e. freight and/or insurance and in-country (USA) transportation services?		
U.S. designed and ordered goods, manufactured in China and shipped directly to buyer in Japan?		



★ U.S. Export Assistance Centers (USEACs)

<https://www.sba.gov/international>



SBA's Network of Export Finance Specialists at U.S. Export Assistance Centers

ATLANTA

Territory: Georgia, Alabama, Kentucky,
West/Central Tennessee

David.Leonard@sba.gov -- 404-815-1496

ARLINGTON, VA

Territory: Virginia, Maryland, District of
Columbia, West Virginia

William.Houck@sba.gov 202-557.4063

BOSTON

Territory: Maine, Vermont, New Hampshire,
Massachusetts, Connecticut, Rhode Island

John.Joyce@sba.gov 617-565-4305

CALIFORNIA

IRVINE

Territory: Southern California, Nevada
Martin.Selander@sba.gov 949.660-8935

LOS ANGELES

Territory: Southern California, Arizona
Pellson.Lau@sba.gov 213-894-8267

SAN FRANCISCO

Territory: Northern California – Bakersfield
to the Oregon border
Jeff.Deiss@sba.gov --415-744-7730

CHARLOTTE

Territory: North Carolina, South Carolina,
Eastern Tennessee

Dan.Holt@sba.gov 704-333-4886 x226

CHICAGO

Territory: Wisconsin, Illinois
Dennis. Foldenhauer@sba.gov 312-353-8065

CLEVELAND

Territory: Ohio, Western New York, Western
Pennsylvania,

Patrick.Hayes@sba.gov 216-522-4731

DALLAS/FORT WORTH

Territory: West/North/Central Texas, Oklahoma
Alale.Allal@sba.gov 817.684.5506

DENVER

Territory: Colorado, New Mexico, Utah, Wyoming
Bryson.Patterson@sba.gov 303-844-6622

DETROIT

Territory: Michigan, Indiana
John.Ogara@sba.gov 313-226-3038

FLORIDA

MIAMI

Territory: S. Florida , Puerto Rico, Virgin Islands
Mary.Hernandez@sba.gov 305-526-7425 ext. 21

TAMPA

Territory: Central & North Florida
Sandro.Murtas@sba.gov 727-464-7177

MINNEAPOLIS

Territory: Minnesota, North Dakota, South
Dakota, Iowa

Carlos.Sosa@sba.gov 612-348-1642

NEW ORLEANS- Louisiana, Arkansas, Mississippi,
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Reginald.Harley@sba.gov 504-589-6730

NEW YORK CITY

Territory: New York City & 5 Boroughs, Eastern
Upstate New York, New Jersey

Toni.Corsini@sba.gov 212-809-2645

PHILADELPHIA

Territory: Eastern Pennsylvania, Delaware
Robert.Elsas@sba.gov 610-382-3069

PORTLAND

Territory: Oregon, S. Idaho, Montana; Hawaii &
Guam

James.Newton@sba.gov; 503.326.5498

SEATTLE

Territory: Washington, Alaska, N. Idaho,
Leland.Gibbs@sba.gov; 206-553-0051 ex.228

ST. LOUIS

Territory: Kansas, Missouri, Nebraska
Larry.Cresswell@sba.gov; 314.260.3788





Trade Affairs/Trade Policy

Trade Affairs



Administrator Maria Contreras-Sweet has traveled to 12 countries and engaged with senior government officials from over 40 countries to advance entrepreneurship and small business priorities.



Trade Affairs



Accomplishments:

- **Promoting Global Entrepreneurship**

SBA has led three **Global SME Ministerial** meetings, convening Ministers and senior officials from over 25 nations to discuss best practice for supporting SMEs. In 2016, SBA signed a Strategic Alliance Memorandum with the Global Entrepreneurship Network to establish the Global SME Ministerial as part of the Global Entrepreneurship Congress.

- **Connecting U.S. Small Businesses to Small Businesses in Latin America**

SBA has worked with countries around the world to successfully adapt SBA model. This includes 20 countries in the Americas that are part of the Small Business Network of the Americas (SBNA) announced by President Obama in 2012.

- **Advancing New International Cooperation Initiative with Argentina**

On April 27, 2016, SBA Administrator signed with Buenos Aires a new Memorandum of Understanding (MOU) on “Promoting Entrepreneurship and the Growth of Small to Medium-size Enterprises,” which advocates for:

- 1) Small Business Development Center (SBDCs) information and counseling services
- 2) Transparency and other good regulatory practices (GRPs)

Trade Policy



Section 2(b) of the Small Business Act (15 USC 631) states that SBA, in cooperation with the Department of Commerce and other relevant State and Federal agencies, **should aid and assist small businesses, as defined by the Act, to increase their ability to compete in international markets.**

The “No Wrong Door” policy adopted by the inter-agency Trade Promotion Coordinating Committee (TPCC) integrates and advances the objectives of Section 2(b), by **enabling small businesses to receive a more coordinated level of support**, and by providing a higher quality of, and easier access to, export promotion programs and services.

As set forth in Section 2(b) and Section 7(a)(14) (15 USC 636(a)(14)) of the Act, the key SBA programs and services to assist small businesses in increasing their ability to compete in international markets include: 7(f) **ensuring that the interests of small businesses are adequately represented in bilateral and multilateral trade negotiations.**

WTO/GATT Agreements



The United States helped spearhead the negotiations which established the World Trade Organization (1995) with three elements:

- **Global rules for trade (e.g., customs valuation)**
- **Enforcement procedures (dispute settlement)**
- **Monitoring/reporting Member trade policies**



Global Rules for Trade (three goals):

- **Non-discrimination of Good and Services**
- **Tariff Reductions**
- **Transparency and Predictability**
 - The WTO guarantees all Members the “right to regulate” to protect human health, safety, and environment, so long as their regulations are **not arbitrary, discriminatory, or developed “behind closed doors.”**

U.S. Bilateral Trade Agreements



The United States had negotiated free trade agreements (FTAs) with 20 nations:

- In 2015, 47 percent of U.S. goods exports went to U.S. FTA partner countries.
- U.S. merchandise exports to our 20 FTA partners totaled \$711.4 billion.
- The United States also enjoyed a trade surplus in manufactured goods with our FTA partners totaling \$13 billion in 2015.



U.S. Bilateral Rules for Trade (three goals):

- **Affirm the WTO Agreements**
- **Strengthen or “tighten up” existing WTO/U.S. FTA commitments**
- **Create brand new U.S. FTA disciplines**
 - For example, the TPP contains several brand new chapters and sector annexes on Small and Medium-size Enterprises; Regulatory Coherence; and Medical Devices; Cosmetics; ICT; and Wine & Distilled Spirits.

Trade Policy



Accomplishments:

- **Hired new Global Market Access Team**

SBA/OIT has hired international trade policy staff to help ensure that small business interests are adequately in bilateral and multilateral trade negotiations

- **Publicized the benefits of the Trans-Pacific Partnership (TPP) Agreement**

SBA/OIT has conducted public outreach, highlighted its first-of-its-kind Small and Medium-sized Enterprise (SME) Chapter, and publicized the many other innovations and benefits of the TPP Agreement for small business

- **Enhanced the Transatlantic Trade and Investment Partnership (T-TIP)**

SBA/OIT has helped advance the textual negotiations of specific T-TIP chapters, including the Small and Medium-size Enterprise Chapter, Regulatory Coherence Chapter, Intellectual Property Right Chapter, e-Commerce Chapter, and several others.

- **Designed 100% small business-dedicated Foreign Trade Barrier “Hotline”**

SBA/OIT is helping U.S. small business: 1) articulate their trade problems—a formidable challenge, 2) assemble necessary documentation and conduct “due diligence;” and 3) coordinate interagency to help resolve legitimate small business concerns



Opening Markets//Report a Trade Barrier

Opening Global Market Access for Small Businesses

U.S. small business exporters, often without even realizing it, depend and rely on the outcomes of negotiated U.S. bilateral and multilateral trade agreements for access to key global and emerging markets. The rules-based global trade system under the World Trade Agreement (WTO) Agreements, plus the 20 U.S. bilateral free trade agreements and other such arrangements, help provide U.S. companies, large and small, predictable and fair trade in international commerce. The U.S. Small Business Act, as amended, entrusts SBA to increase the ability of small businesses to compete in international markets and, in cooperation with our interagency partners, help to “ensure that the interests of small businesses are adequately represented in bilateral and multilateral trade negotiations.”

The United States has recently concluded negotiations of a regional, 12-nation Asia-Pacific trade agreement, known as the Trans-Pacific Partnership (TPP) Agreement and is in negotiations with the European Union and its 28 member nations in the Transatlantic Trade and Investment Partnership (TTIP) with the objective of shaping a high standard for increased transparency, openness, and market access. Each of these large, regional trade initiatives is expected to contain specific Small to Medium-sized Enterprise (SME) Chapters, as well as other SME-focused commitments to ensure small businesses receive the maximum benefits of these agreements.

SBA's Office of International Trade is committed to helping publicize the small business benefits of U.S. trade agreements, as well as playing its part with other agencies in helping to field small business trade agreement compliance concerns to help ensure small businesses receive the full benefit of their rights under these agreements.

Does your small business face a foreign trade barrier? Let SBA's Office of International Trade help resolve the problem: Call toll free: (855) 722-4877 or send us an email:

international@sba.gov (Please include your name, company name, mailing address, and phone number, as well as a brief description of the export problem or challenge you are encountering).

SBA's Office of International Trade



Thank you!

Questions?

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