



NEWS RELEASE

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SBA, Mexican Agencies to Cooperate in Promoting Trade Between Small Businesses in Both Countries

SAN FRANCISCO, Calif. – The Small Business Administration has signed a memorandum of understanding with two leading economic Mexican agencies, aimed at expanding bi-lateral cooperation, developing stronger commercial ties, and spurring increased trade between small businesses in both countries.

The agreement between the SBA, the Secretaria de Economia (Mexican Department of Economy) and Nacional Financiera (National Financing Agency) was signed June 10, 2003 in San Francisco, Calif., during the Partnership for Prosperity international conference, a U.S.-Mexico forum focusing on business investments and trade across the border.

“The United States and Mexico have a long tradition of trade and mutual cooperation, and this agreement is designed to further strengthen those bonds,” said SBA Administrator Hector V. Barreto. “By helping small businesses across the border to increase their productivity and competitiveness, as well as promoting more bi-lateral trade, this agreement will encourage a climate of economic development and job creation in both countries.”

The document, signed by SBA Administrator Barreto, the Mexican Undersecretary for Small and Medium Enterprises Sergio Garcia de Alba, and Nacional Financiera Director General Mario Laborin, calls for cooperation in the following areas:

- Promoting business linkages between individual U.S. and Mexican small and medium enterprises.
- Promoting development of cooperative relationships between U.S. and Mexican service providers and resource partners.
- Exchanging information on training methods and services.
- Developing programs that will benefit the small business sectors in both countries to increase trade relationships between them.
- Synchronizing efforts to work toward the objectives of the Partnership for Prosperity; and
- Evaluating and sharing information to facilitate joint ventures, licensing, subcontracting and commercial alliances and distributorship opportunities between small businesses in the U.S. and Mexico.

The cooperative memorandum will be in effect for two years.

For more information about all of the SBA's programs for small businesses, call the SBA Answer Desk at 1-800 U ASK SBA, or visit the SBA's extensive Web site at www.sba.gov.

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