



U.S. Small Business  
Administration

# **SBA Resources for Small Business Exporters**

**Office of International Trade**

**April 26, 2022**

# The SBA Can Keep You Competitive

1



## Business Intelligence for Changing Times

Connect to SBA's trade  
hotline and trade  
information at

[www.sba.gov/tradetools](http://www.sba.gov/tradetools)

or [international@sba.gov](mailto:international@sba.gov)

2



## Grants to Reach International Buyers

See if your state/territory  
offers grants at

[sba.gov/step](http://sba.gov/step)

3



## Financing for Your International & Supply Chain Sales

Contact your local export  
finance manager at

[sba.gov/international](http://sba.gov/international)

# Business Intelligence for Changing Times

**SBA's Trade Tools website:** [www.sba.gov/tradetools](http://www.sba.gov/tradetools). Available in English and Spanish.

- One-Stop Website for information on exporting and importing for Small Businesses. Connect to Federal and local resources available to help small businesses
- Identifying markets, including information about U.S. trade agreements, such as USMCA.
- Information on customs, tariffs, intellectual property, and e-commerce.

## **SBA's International Trade Hotline:**

- Call SBA toll free at (855) 722-4877 or send an email to [international@sba.gov](mailto:international@sba.gov) for questions about international trade
- One-on-One Counseling Service, called **Fast Track Service**: Meet privately with SBA trade experts to discuss unique needs

# Grants to Reach International Buyers



The **State Trade Expansion Program** or STEP provides grants to U.S. states/territories to help small businesses to go international.

Your small businesses may qualify for a grant and/or training to:

- Cover expenses to:
  - Participate in virtual trade missions
  - International Partner Search Plus Virtual Introductions
  - Website optimization for global sales
  - Obtain services to support foreign market entry including market research and initial market check to determine opportunities
  - Training workshops (e.g. ExportTech)
- Translate websites to attract foreign buyers
- Design marketing media and more

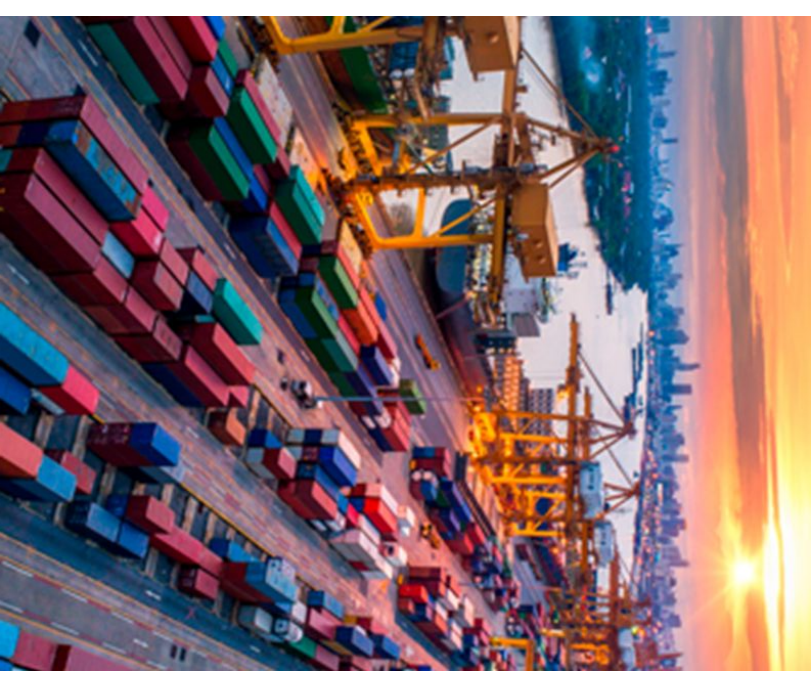


Visit [sba.gov/step](https://www.sba.gov/step) to find out if your state/territory is participating in SBA's State Trade Expansion Program.

# Financing Your International Sales

Examples of uses:

- Offer **payment terms** to customers to make your bid more competitive
- Proactive **marketing**
- Purchase **machinery or equipment** to meet international demand for your product
- Finance **international purchase orders**
- Issue a **bid bonds, advanced payment or performance guarantees** to secure an international contract.



Contact your local export finance manager at [sba.gov/international](https://www.sba.gov/international)

# Financing Your International Sales

Loan options for direct and indirect exporters:

- **Export Express** for business development
  - \$500,000 limit
- **Export Working Capital** to fulfill your international & supply chain orders
  - \$5 million limit
- **International Trade Loan** for expanding your production capacity, re-financing debt, and reshoring
  - \$5 million limit

The logo for SBA Export Resources features the SBA logo (a stylized 'S' and 'B' with an 'A' inside a square) to the left of the text 'U.S. Small Business Administration' in a smaller font. Below this, the words 'SBA Export Resources' are written in a large, bold, sans-serif font. The 'SBA' part is white, and 'Export Resources' is blue. A red horizontal line is positioned behind the 'SBA' text.

U.S. Small Business  
Administration  
**SBA Export Resources**

Search “SBA Export Business Planner” or “Find an SBDc”

Trade Tools: [sba.gov/tradetools](https://sba.gov/tradetools)

State Trade Expansion Program (STEP):  
[sba.gov/step](https://sba.gov/step)

SBA Office of International Trade:  
[sba.gov/international](https://sba.gov/international)

Email [international@sba.gov](mailto:international@sba.gov)