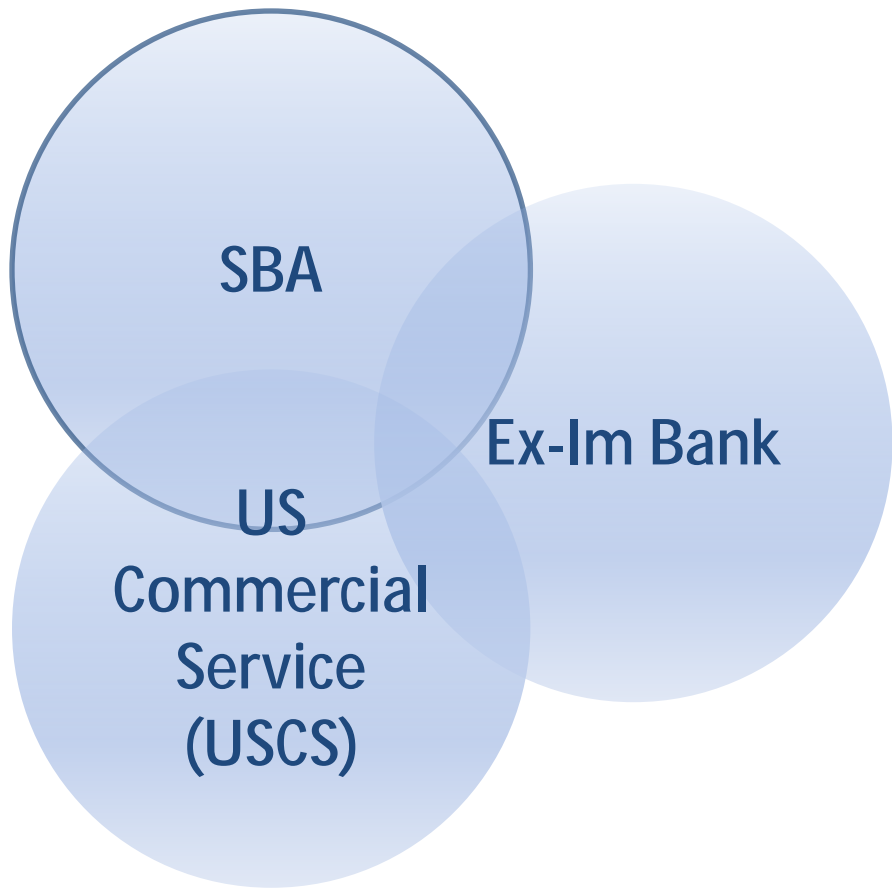


US Export Assistance Center (USEAC)



USCS & State EDO

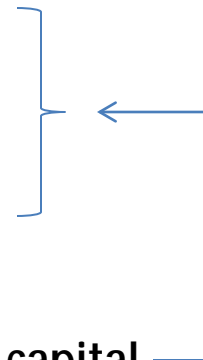
- Market analysis
- Match making
- Buyer due diligence

SBA

- Export activity working capital
- Transaction working capital
- Fixed asset and real estate term loans

Ex-Im Bank

- Export working capital
- *Credit insurance*



SBA Export Financing Programs

- Export Express
 - 90% guarantee for amounts up to \$350,000 (for up to 7 years)
 - 75% guarantee for amounts between \$350,000 and \$500,000 (for up to 7 years)
 - Lender uses its own loan approval process and documents
 - For financing of inventory, accounts receivable and export development activities
- Export Working Capital Program
 - 90% guarantee for amounts up to \$5,000,000
 - Use of funds for purchase order financing, accounts receivable and inventory financing
- International Trade Loan Program
 - 90% guarantee for amounts up to \$5,000,000
 - For working capital term loans for financing and refinancing of fixed assets used for exporting (loan tenures up to 10 years for plant & equipment and 25 years for real estate)
- Developing an Export Business Plan
 - www.sba.gov/exportbusinessplanner





U.S. Small Business Administration

Bill Houck, Regional Manager

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SBA Export Business Planner

Developing an Export Business Plan

– www.sba.gov/exportbusinessplanner

- A downloadable tool to save and customize
- How to determine your export readiness
- Training and counseling information
- Worksheets for global market research
- Financing information and options
- Customizable Export Business Plan and Marketing Plan templates
- Helpful resources for exporters
- Glossary of Export Terms
- And more!

