



SBA Export Programs

Agenda:

- **STEP Grant: Sales Development**
- **Export Express: Export Development**
- **International Trade Loan: Expanding Capacity**
- **Export Working Capital: Fulfill Export Orders**

Start Exporting, Grow And Expand International Sales

State Trade Expansion Program (STEP) Grant

You can enter and grow in the international marketplace using STEP to:

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



Export Express Program

Capital for Export Development

- **Up to \$500,000 in Financing**
- **Your business can use Export Express for:**
 - Export development: participate in foreign trade shows, translation services, secure patents and trademarks
 - Financing export orders: buy inventory, pay staff wages, offer credit terms to foreign buyers
 - Freeing-up cash: issue standby letters of credit that serve as bid bonds, performance bonds, and advance payment guarantees
 - Purchasing fixed assets: acquire equipment or real estate to support international sales



International Trade Loan Program

Capital for Expanding Exporter Capacity

- Up to \$5 Million in Financing
- Your business can use the International Trade Loan for:
 - Purchasing fixed assets: acquire machinery or equipment to expand production in order to meet foreign demand
 - Retooling: fund expenses necessary to meet foreign product standards or licensing
 - Permanent working capital
 - Acquiring a bigger facility: for real estate needed as a result of expanding export sales



Export Working Capital Program (EWCP)

Capital to Fulfill Export Orders

- Up to \$5 Million in Financing
- Support a single transaction, multiple contracts, or revolving sales over the year
- Your business can use EWCP for:
 - Financing export orders:
 - Inventory, materials, labor, other production costs
 - Foreign accounts receivable and offering sales terms
 - Insurance and freight costs
 - Bank fees related to the transactions
 - Freeing-up cash:
 - Issue standby letters of credit for bid, performance, or advance payment bonds or guarantees



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