



☆☆☆☆ United States Senator for Ohio ☆☆☆☆
Sherrod Brown



International Trade for Small Businesses

Online Resources

www.sba.gov/international Offers a Guide to Exporting

www.sba.gov/training
Free Export Training Course

www.export.gov
(1-800-USA-TRADE)
Market research, trade leads, finance information, etc.

www.sba.gov/tools/audiovideo/index.html
Podcasts and videos about exporting

http://www.export.gov/exportbasics/eg_main_017483.asp
The Trade Information Center

<http://www.trade.gov/cs/>
U.S. Commercial Service

For Counseling and Assistance:
www.sba.gov/localresources
www.score.org
www.sba.gov/sbdc

www.sba.gov/services and select "Women's Business Centers"

The United States Small Business Administration and several other agencies offer assistance to small businesses that want to export into new markets. Please see the links below for detailed information.

For further assistance, please contact Patrick Hayes at the U.S. Export Assistance Center Cleveland office at 216-522-4731 or patrick.hayes@sba.gov.

Just Getting Started?

If you are considering expanding to international trade, please visit the links below for useful information.

How to Create a Strategic Plan http://www.export.gov/salesandmarketing/eg_main_018206.asp

Market Research & Due Diligence http://www.export.gov/salesandmarketing/eg_main_018204.asp

Advertising/Promoting http://www.export.gov/salesandmarketing/eg_main_018202.asp

Market Entry & Expansion http://www.export.gov/salesandmarketing/eg_main_018205.asp

Export Credit Insurance <http://www.exim.gov/products/insurance/index.cfm>

Advocacy & Dispute Resolution http://www.export.gov/salesandmarketing/eg_main_018201.asp

Legal Assistance <http://www.exportlegal.org>

Trade Financing Programs

The Export Working Capital Program is for one contract or can be used as a line of credit for up to 12 months. Loans are designed for small businesses that are already able to generate export sales, and only need additional working capital to do so.

For more information go to www.sba.gov/international and click on *Export Working Capital Program*.

The Export Express Program offers less than 24 hour eligibility review time on loans up to \$250,000. Funds may be used to fund any export development activity.

For more information go to www.sba.gov/international and click on *Export Express Loan Program*.

The International Trade Loan Program is for small businesses that plan to start or continue exporting or have been adversely affected by import competition. Maximum gross amount is \$2 million.

For more information go to www.sba.gov/international and click on *International Trade Loan Program*.