Export Assistance for Small Business

If your business currently exports the SBA’s Office of International Trade (OIT) can help.

The SBA offers export loan programs to assist existing and potential exporters. All of SBA’s export loan programs work in conjunction with participating banks. The SBA provides the banks with a credit enhancement (in the form of guarantees) to make loans on terms and conditions that would otherwise be unavailable.

The Export Working Capital Program (EWCP) is designed to meet the short-term working capital needs of small businesses. Banks receive a 90% guarantee on EWCP loans. The program has a maximum loan amount of $5 Million and a guarantee fee only ¼ of 1% on loans with a term of 12 months or less. Loan funds may be used for working capital needs to support direct or indirect export sales in the form of either foreign purchase order or foreign receivable financing.

The Export Express program is a streamlined loan program with a maximum loan amount of $500,000. Export Express allows exporters to finance those costs incurred in expanding an existing or entering a new overseas market. These include: the costs of traveling overseas in search of large Purchase Orders, small working capital needs and small U.S. based plant expansion. Banks receive a 75% to 90% guarantee. Export Express can accommodate loans with terms of up to 25 years. Guarantee fees range from ¼ of 1% (for loans with terms of 12 months or less) to between 2.0% and 3.75% for loans with terms of up to 25 years.

The International Trade Loan (ITL) – is designed to finance domestic capital expenditures for companies that are exporting, have been adversely affected by foreign competition or are insourcing an operation back to US shores. Banks receive a 90% Guarantee on loans up to $5million. Guarantee fees range between 2.0% up to 3.75% depending on the term.

If your company needs capital to support export expansion, the SBA export loan programs may be able help.

Who do you call for assistance?

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