

About SBA

- SBA was founded over sixty years ago to “aid, protect and assist” small business concerns
- Our core programs focus on what we call the 3 C’s: capital, counseling, and contracting
 - Two of them, capital and counseling, are particularly important for exporters
- It’s our goal to provide programs and services that will enable American businesses to be successful in the global marketplace

Why the SBA Thinks You Should Export

- With growth in global networks and communication, new markets have opened up for small businesses
- Exporting gives small businesses the opportunities to increase sales, generate economies of scale, improve inventory turnover, maintain global competitiveness, and create jobs
- Since 2003, America's small business exports have grown 80%, now accounting for almost \$500 billion
 - However, more than half of small business exporters only export to one country
- Buying "American" still a strong message

SBA's Counseling Programs Help Prepare You For Exporting

- Export Trade Assistance Partnership (ETAP) Program
- SBA-affiliated counselors through the Small Business Development Centers and SCORE have “been there and done that” and can provide advice, motivation & link to opportunities
- SBA is using its counseling and training network to prepare small businesses as they begin exporting. Once a small business starts exporting, SBA is there to support them with loans and continued counseling

Conclusion

Take advantage of the resources available to you to help you do business abroad

1. It's good for your business
2. It's good for your employees
3. It's good for the country

Want to know more? For counseling related questions and exporting opportunities, please contact Paul Smith at (714) 560-7448.