U.S. EXPORT ASSISTANCE CENTERS

USEACs

A POWERFUL PORTAL OF OPPORTUNITY FOR U.S. SMALL BUSINESS EXPORTERS
U.S. Export Assistance Centers (USEACs)

American businesses are increasingly turning to exports as a source of opportunity, growth and diversification. Though foreign markets are more accessible than ever, exporting can be more complicated than doing business domestically and presents a unique set of challenges. Business owners with an eye on the international marketplace should not be deterred. There are powerful resources to empower exporters to overcome obstacles to global growth. One such resource—the network of U.S. Export Assistance Centers (USEACs)—should be on every exporter's radar.

What is a USEAC?

USEACs are one-stop shops that equip U.S. businesses to compete globally. USEAC offices are staffed with the three premier federal agencies engaged in helping you with your export business: the International Trade Administration (ITA), the Small Business Administration (SBA) and the Export-Import bank of the U.S. (EXIM Bank). These centers are located in metropolitan areas throughout the United States and serve as ground-level support for American exporters and exporters-to-be.

The ITA can help you locate new international markets to sell your products and identify key buyers in your existing or new markets. The ITA offers free counseling on a variety of topics, conducts export events, business matchmaking, seminars, webinars and overseas trade missions. Their Gold Key Matching Service connects you with potential international distributors and buyers.

The SBA offers guarantees to your lender. SBA guarantees support Purchase Order financing as well as the purchase of fixed assets to manufacture your export products.

EXIM Bank provides tools you need to help you grow your export business while minimizing your risks. Many companies use EXIM Bank’s Export Credit Insurance policies not only as protection against buyer non-payment, but also as a marketing tool to extend open account terms to attract new customers and increase existing sales. Insuring your foreign receivables also allows you to use them as eligible collateral with your lender.

“EXIM provides the credit insurance [needed] in case of a financial default by one of our customers in the export market. If we didn't have the ability to borrow against our receivables, [we] could not survive in this business.”

Lee Levenberg, Controller | Ben Kaufman Sales | Medley, FL (Beachwear Importer & Distributor)

1 2 www.export.gov
3 4 www.sba.gov
4 www.exim.gov
A Powerful Opportunity for Small Business Exporters

Business Matchmaking Services at USEACs

Business matchmaking is one of the most powerful tools available to American exporters. The Gold Key Matching Service, provided by the International Trade Administration, arranges business meetings with prescreened overseas agents, distributors, sales representatives and business partners. It allows American businesses to tap the vast network of U.S. Foreign Commercial Service Officers on the ground at embassies throughout the world and their robust rolodex of local contacts.

Commerce trade specialists at USEACs work to understand exporters’ products and potential customers, providing customized market and industry briefings and connecting U.S. businesses with prospective trade partners that are a good match. USEACs can help with travel, accommodation and interpretation or the opportunity to meet potential partners via videoconferencing. Finally, the service includes assistance in closing deals and shipping products.

In addition to the Gold Key Service, the International Trade Administration offers an International Buyer Program, which introduces exporters to pre-screened buyers at domestic trade shows. The program leverages embassy networks, trade associations, chambers of commerce and other channels to extensively promote its trade show presence. Participants get the opportunity to meet with prospective foreign buyers and distributors and access hundreds of industry-specific international trade leads, as well as global promotion of their businesses through the Export Interest Directory.

Exporters also have the opportunity to participate in trade missions led by senior U.S. government leaders, during which they can conduct in person meetings with prescreened international business people. Trade missions are tailored to specific industries and generally target two to four countries per trip. Logistics and appointments are arranged by the U.S. Commercial Service.

1,2,3 www.export.gov
How USEACs Can Help Your Business

What Kind of Support is Available at USEACs?

EXIM regional trade specialists provide personal guidance on export finance solutions available to U.S. businesses. They help exporters explore their options and develop a plan of action with solutions tailored to their needs. EXIM experts can equip a business to:

• Borrow against export-related assets and unlock working capital loans1 from its lender
• Protect open account terms2 and offer potential customers the credit necessary to win sales
• Leverage credit risk management expertise and confidently enter new markets
• Secure term financing for foreign buyers of capital equipment at advantageous interest rates
• Support performance and bid guarantees required to take on major projects, with lower collateralization requirements

The Small Business Administration (SBA) also has loan programs3 to help exporters that need access to working capital. SBA’s Export Express Loan Program4 guarantees loans of up to $500,000 to facilitate streamlined financing of export activities. Finally, the International Trade Loan Program5 can help exporters seeking to acquire fixed assets or produce goods for export.

Market Intelligence

USEACs offer access to free country and industry reports and customized market research to help exporters better understand the sales potential of their product in a given market, opportunities and threats to consider and characteristics of prospective customers. Finally, background reports and international company profiles7 are available to analyze the financial health of potential partners.

Trade Counseling

The U.S. International Trade Administration offers trade counseling6 services to help exporters:

• Craft international business plans
• Navigate legal and regulatory issues
• Understand documentation and product requirements
• Overcome customs-related obstacles
• Verify tariff rates for products
• Leverage the appropriate trade finance support from EXIM

No transaction is too large or too small.

1-2 www.exim.gov
3-5 www.sba.gov
6 www.trade.gov
7 www.export.gov
EXIM Regional Offices & USEAC Locations

EXIM Regional Offices

U.S. USEAC Locations

For information on a specific country see our International Offices1.

Alabama
Birmingham
Anchorage
Alaska
Phoenix
Tucson
Arizona
Phoenic
Little Rock
Arkansas
Bakersfield
California
Fresno
Indio
Los Angeles
Los Angeles (West)
Monterey
Newport Beach
Oakland
Ontario
Sacramento
San Diego
San Francisco
San Jose
San Rafael
Ventura
Colorado
Denver

Connecticut
Middletown
District of Columbia
Washington D.C.
Florida
Clearwater
Fort Lauderdale
Jacksonville
Miami
Orlando
Tallahassee
Georgia
Atlanta
Savannah
Hawaii
Honolulu
Idaho
Boise
Illinois
Chicago
Libertyville
Peoria
Rockford
Indiana
Indianapolis
Iowa
Des Moines
Kansas
Wichita
Kentucky
Lexington
Louisville
Louisiana
New Orleans
Shreveport
Maine
Portland
Maryland
Baltimore
Massachusetts
Boston
Michigan
Detroit
Grand Rapids
Pontiac
Ypsilanti
Minnesota
Minneapolis
Mississippi
Jackson
Missouri
Kansas City
St. Louis
Montana
Missoula
Nebraska
Omaha
Nevada
Las Vegas
Reno
New Hampshire
New Hampshire
New Jersey
Northern New Jersey
Trenton
New York
Buffalo
Harlem
Long Island
New York
Rochester
White Plains
North Carolina
Charlotte
Greensboro
Raleigh
North Dakota
Fargo
Ohio
Cincinnati
Cleveland
Columbus
Toledo
Oklahoma
Tulsa
Oregon
Portland
Pennsylvania
Harrisburg
Philadelphia
Pittsburgh
Rhode Island
Providence
South Carolina
Charleston
Greenville
South Dakota
Sioux Falls
Tennessee
Knoxville
Memphis
Nashville
Texas
El Paso
Austin
Fort Worth
Grapevine
Houston
McAllen
Midland
San Antonio
Utah
Salt Lake City
Vermont
Montpelier
Virginia
Richmond
Virginia (Northern)
Washington
Seattle
Spokane
Taco
West Virginia
Charleston
Wheeling
Wisconsin
Milwaukee
Puerto Rico
San Juan, PR

1export.gov/worldwide_us/index.asp
Additional Information

How Do I Get in Touch with My Local USEAC?

EXIM has 12 regional offices across the United States, most of which are located in USEACs.

Get a free export finance consultation today with your regional specialist. grow.exim.gov/contact-a-trade-finance-specialist.

Helpful Export Information:

**TRADE FINANCE GUIDE**

Learn the basic fundamentals of trade finance and turn export opportunities into sales. grow.exim.gov/finance-guide

**GUIDE TO EXPORT CREDIT INSURANCE**

Learn how to protect your foreign receivables from bad transactions. grow.exim.gov/eci-ebook

**EXIM.GOV**

For more in-depth information about EXIM, visit our website. exim.gov