

AN EXPORTER'S GUIDE TO FEDERAL GOVERNMENT ASSISTANCE



PROBLEM SOLVING

International Trade Administration

- Industry specific advice on and in-country resolution of market barriers (including corruption and tariff barriers)
- Government-to-government efforts to address market barriers

U.S. Patent and Trademark Office

- Guidance, regulatory information, and advice on protecting intellectual property

MARKET INFO

International Trade Administration

- **U.S. Commercial Service**
 - Country Commercial Guides
 - Market counseling with specialists in U.S. and abroad
 - www.trade.gov website
- **Industry & Analysis**
 - Top Export Market Rankings
 - Sector specific reports on foreign markets

Local Partner Network

- Global SF
- San Francisco Chamber of Commerce
- Bay Area Council
- [Local Business Service Providers](#)

POLICES AND REGULATIONS

International Trade Administration

- **Industry & Analysis**
 - Sector specific international business policy development

Bureau of Industry and Security

- Export licensing
- Export regulation compliance

PARTNERS ABROAD

International Trade Administration

- **U.S. Commercial Service**
 - Matchmaking services to find foreign partners
 - Bonafides checks on potential foreign partners

MONEY

Small Business Administration

- Loans related to international sales of goods and services

Export-Import Bank of the U.S. (EXIM)

- Working capital loan guarantees
- Loan guarantees or direct loans to foreign buyers of U.S. capital equipment
- Direct loans for U.S.-based new manufacturing facilities or plant expansion with an export focus

Development Finance Corporation

- Debt financing for businesses investing in strategic sectors in developing countries

California Governor's Office of Business and Economic Development (Go-Biz)

- State Trade Expansion Program (STEP) funds to support U.S. company export efforts

INSURANCE

Export-Import Bank of the U.S. (EXIM)

- Insurance against foreign buyer non-payment risk

Development Finance Corporation

- Political, expropriation, and currency inconvertibility risk insurance

OPPORTUNITIES AND ADVOCACY

International Trade Administration

- **U.S. Commercial Service**
 - In-country support
 - Company promotions and international trade events
 - Multilateral development bank business opportunities
- ### California Governor's Office of Business and Economic Development (Go-Biz)
- International trade events

Next Step? Contact your local Trade Specialist for further guidance.