



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](#)¹ 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](#)² connects you with potential international distributors and buyers.



The SBA [offers guarantees](#)³ 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](#)⁴ 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](#)¹, 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](#)² 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](#)³, 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 loans](#)¹ from its lender
- [Protect open account terms](#)² 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 programs](#)³ to help exporters that need access to working capital. SBA's [Export Express Loan Program](#)⁴ guarantees loans of up to \$500,000 to facilitate streamlined financing of export activities. Finally, the [International Trade Loan Program](#)⁵ can help exporters seeking to acquire fixed assets or produce goods for export.

Trade Counseling

The U.S. International Trade Administration offers [trade counseling](#)⁶ 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

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 profiles](#)⁷ are available to analyze the financial health of potential partners.

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No transaction is too large or too small.
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^{1,2} www.exim.gov

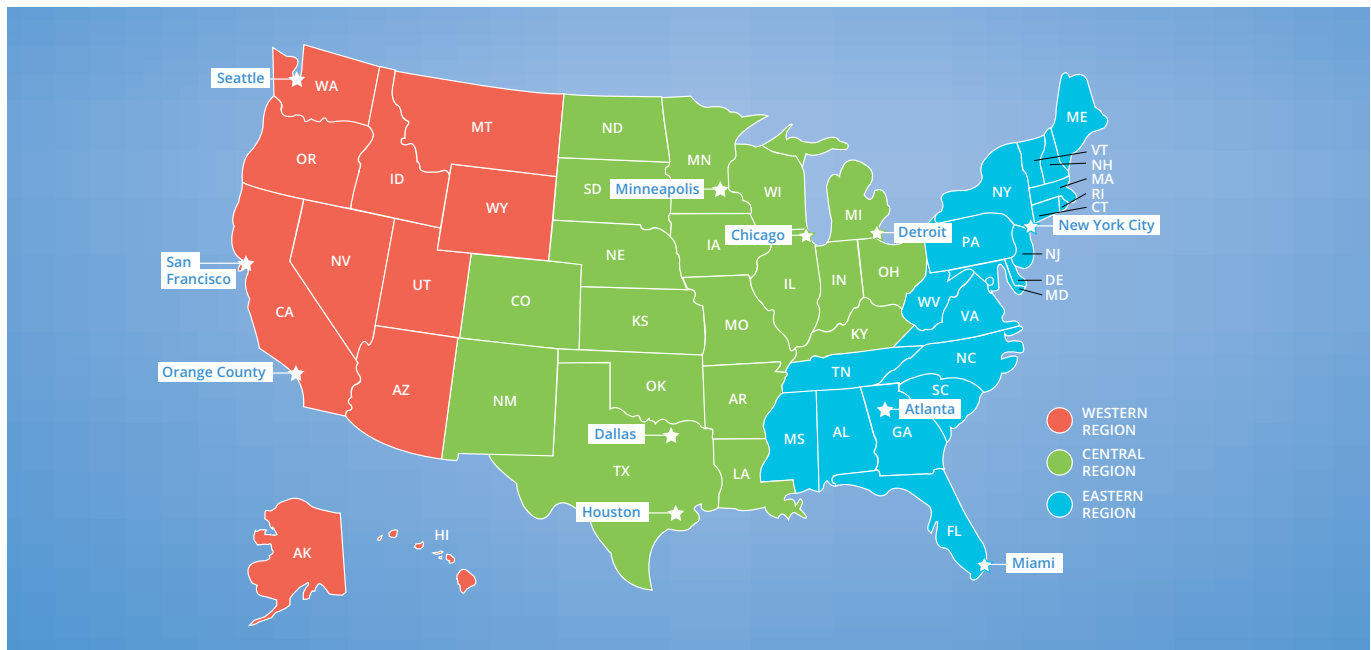
^{3,4,5} www.sba.gov

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 Offices](#)¹.

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

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

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

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