

# U.S. EXPORT RESOURCES AVAILABLE FOR BUSINESSES

Market Research · Finding Buyers and Making Contacts · Financing & Insurance · Compliance

## MARKET RESEARCH

### Trade Statistics

- Trade Stats Express | [tse.export.gov](http://tse.export.gov)
- State and Metro Export Reports | [www.trade.gov/mas/ian/statereports](http://www.trade.gov/mas/ian/statereports)

### Market Research Library/Country Commercial Guides

- Get free access to reports on countries, industries, and commercial developments written by our Commercial Service officers in country | [www.export.gov/mrktresearch](http://www.export.gov/mrktresearch)

### FTA Tariff Tool

- Find out the tariffs with our trading partners on specific products and create reports and charts of trends under different agreements | [www.export.gov/ftatarrifftool](http://www.export.gov/ftatarrifftool)

### A Basic Guide to Exporting

- The nuts-and-bolts information a company needs to meet the challenges of the global economy. Includes real-life principles of exporting | [www.export.gov/basicguide](http://www.export.gov/basicguide)

## OPPORTUNITIES: FINDING BUYERS AND MAKING CONTACTS

### U.S. Export Assistance Centers

- Located in over 100 cities , specializing in helping small businesses export | [www.export.gov/eac/index.asp](http://www.export.gov/eac/index.asp)

### Trade Counseling

- Develop a market entry strategy, find the best export finance options, navigate export controls and complete the required trade documentation

### Business Matchmaking

- Get connected with pre-screened foreign buyers, participate in trade events, and set up meetings with government officials in your target markets

### Market Intelligence

- Conduct analysis of market potential and foreign competition, complete background checks on companies, and get help from USEAC staff on navigating any cultural differences

### “Gold Key” Services

- The Department’s “Gold Key” suite of service includes: customized matchmaking meetings scheduled overseas to find business partners and customers, pre-screened appointments arranged before travelling, market and industry briefings with trade specialists, post-meeting debriefings and assistance in developing appropriate follow-up strategies, and help with travel, accommodations, interpreter service, and clerical support

### Trade Missions


- Participate in overseas trips with U.S. government personnel to meet with potential business partners and explore potential market opportunities

### Foreign Buyer Delegations

- Exhibit your products to vetted potential foreign buyers at trade shows in the United States

### Major Foreign Trade Shows

- Showcase your products and services in U.S. pavilions at overseas trade shows

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Learn more and find out how to contact a specialist in your area at: [www.export.gov](http://www.export.gov) and [www.trade.gov/neinext](http://www.trade.gov/neinext)

## OPPORTUNITIES: FINDING BUYERS AND MAKING CONTACTS (CONT.)

### Reverse Trade Missions

- Meet foreign delegates coming to see U.S. products and technologies.
- The U.S. Trade and Development Agency connects international buyers with U.S. manufacturers and service providers in order to open new export markets and commercial opportunities world-wide | [www.ustda.gov](http://www.ustda.gov)

### Advocacy

- The Advocacy Center coordinates U.S. government efforts to advocate on behalf of U.S. exporters bidding on public-sector contracts with foreign governments and government agencies | [www.export.gov/advocacy](http://www.export.gov/advocacy)

### Agricultural products

- The U.S. Department of Agriculture provides several of the aforementioned services through the Foreign Agricultural Service and partner State-Regional Trade Groups | [www.fas.usda.gov/getting-started](http://www.fas.usda.gov/getting-started) and [www.fas.usda.gov/programs/market-access-program-map/state-regional-trade-groups](http://www.fas.usda.gov/programs/market-access-program-map/state-regional-trade-groups)

## FEDERAL EXPORT FINANCING AND INSURANCE OPTIONS

### Export Financing and Insurance

- Federal export financing options can make your company more competitive by helping you offer a potential buyer more attractive payment terms

### The Small Business Administration (SBA)

- Take advantage of a wide range of financing options for small businesses, including the Export Express Program, Export Working Capital Program, and International Trade Loan | [www.sba.gov](http://www.sba.gov)

### Export-Import Bank (Ex-Im Bank)

- Use federally-backed export financing credit insurance to take on the risk associated with selling to overseas buyers. Products include Global Credit Express, Working Capital Guarantee Program, Export Credit Insurance, and Foreign Buyer Guarantees | [www.exim.gov](http://www.exim.gov)

## COMPLIANCE WITH FEDERAL LAWS AND REGULATIONS

### Export Licenses (BIS)

- Obtain information on exports requiring a license before shipping | [www.bis.doc.gov](http://www.bis.doc.gov)

### Economic and Trade Sanctions (Treasury)

- Find out the countries, entities, and individuals with whom U.S. firms cannot do business | [treas.gov/ofac](http://treas.gov/ofac)

### Electronic Export Information (Census)

- Upon exporting any good value at over \$2500, information must be submitted to the Automated Export System. Get help on filing AES, classifying merchandise, regulations and trade data | **1-800-549-0595**

For more info contact:

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