



## FEDERAL EXPORT RESOURCES

### INTRODUCTION

The International Trade Division of the Virginia Economic Development Partnership has many resources to assist Virginia businesses with exporting, including one-on-one counseling, foreign offices in three countries, market research, group market visits, and the VALET and AIM programs. The federal government also has a wide array of programs and services available to exporters, and this Fast Fact gives an overview of some of those resources. For a more exhaustive list of resources offered to U.S. exporters from the Federal Government, please see the 2009 edition of the U.S. Department of Commerce Export Programs Guide online at: <http://www.export.gov/exportprogramsguide/>

Please note that most of this information was taken from the Export.gov website, which is the U.S. federal government's official web portal for export resources. The VEDP is not responsible for the content or accuracy of any of the information or websites listed below. Please contact VEDP Client Services (804-545-5764) or 1-800-USA-TRADE with any questions.

The federal export resources in this document are divided into five categories:

- General
- Industry Specific
- Country Specific
- Export Financing and Insurance
- Export Licensing and Regulations

### GENERAL

| <b>Name/Acronym</b>   | <b>Contact Information</b>  |
|---|---|
| Export.gov  | <a href="http://www.export.gov">http://www.export.gov</a><br>800 USA TRADE (872-8723)                                     |
| A multi-agency trade portal with information on exporting, trade partners, markets, trade problems trade events, statistics, tariffs, documentation, and market research. Export.gov provides market data on a host of countries and issues, like standards and trade regulations, distribution, tariffs, customs difficulties, and opportunities for U.S. companies. The Trade Information Center, which used to be a separate website, is now part of Export.gov. |   |
| Foreign Trade Statistics of the U.S. Census Bureau  | <a href="http://www.census.gov/foreign-trade/index.html">http://www.census.gov/foreign-trade/index.html</a>               |
| FOREIGN TRADE is the official source for U.S. export and import statistics and is responsible for issuing regulations governing the reporting of all export shipments from the United States. This resource contains import and export statistics, information on export regulations, and commodity classifications.  |   |
| District Export Councils  | <a href="http://www.export.gov/exportbasics/eg_main_017481.asp">http://www.export.gov/exportbasics/eg_main_017481.asp</a> |
| Organizations of leaders from local communities who provide international business advice to local companies.   |   |



## FEDERAL EXPORT RESOURCES

### GENERAL (CONT.)

| <b>Name/Acronym</b>   | <b>Contact Information</b>  |
|---|---|
| Office of International Trade and Small Business Development Centers  | (800) U ASK SBA (827-5722)<br><a href="http://www.sba.gov/oit">http://www.sba.gov/oit</a>           |
| OIT works with the Small Business Administration to encourage small businesses to export through regional initiatives in Mexico, Egypt, Argentina, Russia, and Ireland, and through the small group assistance program E-TAP.                                       |   |
| Export Legal Assistance Network   | (800) U ASK SBA (827-5722)<br><a href="http://www.exportlegal.org/">http://www.exportlegal.org/</a> |
| Nationwide group of private attorneys with experience in international trade that provides free initial consultations to new-to-export businesses on export matters, available through Small Business Administration centers.                                       |   |
| Service Corps of Retired Executives (SCORE)   | (800) 634-0245<br><a href="http://www.score.org">http://www.score.org</a>                           |
| Helps small firms to evaluate export potential and to strengthen domestic operations, provides one-on-one counseling and training on international trade through experienced program members.   |   |
| Minority Business Development Agency  | (202) 482-5061<br><a href="http://www.mbda.gov">http://www.mbda.gov</a>                             |
| Provides management and technical assistance as well as access to domestic and international markets, conducts trade missions, matchmaking programs, seminars, special events, and individual counseling.   |   |
| Office of Energy, Infrastructure, and Machinery (OEIM)  | <a href="http://www.ita.doc.gov/td/oeim">http://www.ita.doc.gov/td/oeim</a>                         |
| Project managers for major transportation, power, industrial, telecom, and other industrial infrastructure projects coordinate government assistance for U.S. companies to compete for overseas contracts. Includes Global Infrastructure Projects Database online. |   |

### INDUSTRY SPECIFIC

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|---|---|
| International Trade Administration Industry Analysis  | <a href="http://www.trade.gov/tradestats">http://www.trade.gov/tradestats</a> |
| Industry-focused arm of the International Trade Administration, industry information organized by sector available online with statistics, staff develop export marketing programs and obtain industry advice on trade matters. |   |
| U.S. Army Corps of Engineers  | <a href="http://www.hq.usace.army.mil">http://www.hq.usace.army.mil</a>       |
| Assists U.S. companies in competition for or having been awarded a contract for international work, provides information on its engagements with other countries to enhance market potential of U.S. companies.                 |   |



## FEDERAL EXPORT RESOURCES

### INDUSTRY SPECIFIC (CONT.)

#### *Environmental Technology*

| <i>Name/Acronym</i>   | <i>Contact Information</i>  |
|---|---|
| ECOLINKS Partnership Grants   | (202) 326-7814<br><a href="http://www.ecolinks.org/services/grants.cfm">http://www.ecolinks.org/services/grants.cfm</a> |
| Promotes environmental technology partnerships linking businesses, local government, and associations through grants  |   |
| Environmental Technology Verification Program   | <a href="http://www.epa.gov/etv">http://www.epa.gov/etv</a>   |
| Provides potential purchasers and permittees in the U.S. and abroad with an independent and credible assessment of innovative environmental technologies, and verifies technologies for drinking water systems, pollution prevention, recycling and waste treatment, coatings, advanced monitoring systems, and more. |   |

#### *Textiles*

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| International Trade Administration<br>Office of Textiles and Apparel   | (202) 482-5153<br><a href="http://otexa.ita.doc.gov">http://otexa.ita.doc.gov</a> |
| Provides information on exporting U.S. textile and apparel, including comprehensive overseas market profiles, directories of overseas buyers and U.S. suppliers, and assistance with exporting problems related to textiles. |   |

#### *Tourism*

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|---|---|
| U.S. Travel and Tourism<br>Statistical Program  | (202) 482-4029<br><a href="http://tinet.ita.doc.gov">http://tinet.ita.doc.gov</a> |
| Collects, analyzes, and disseminates travel and tourism statistics nationwide, includes basic market analysis, surveys of air travelers, pleasure travel market studies, impact of international visitor spending on state economies. |   |

### COUNTRY SPECIFIC

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|---|--|
| CIA World Factbook  | <a href="http://www.cia.gov/library/publications/the-world-factbook/index.html">www.cia.gov/library/publications/the-world-factbook/index.html</a> |
| General overview of government, history, economy, and culture of over 260 countries and territories.  |  |
| Country Commercial Guides   | <a href="http://www.export.gov">www.export.gov</a><br>(under Market Research)  |
| Database of country and industry-specific reports covering 115 countries, prepared annually by U.S. embassies. CCGs analyze a country's business and economic climate, trade statistics, development, and other issues. |  |
| Business Information Service<br>for Newly Independent States  | (202) 482-4655<br><a href="http://www.bisnis.doc.gov">http://www.bisnis.doc.gov</a>  |
| Provides commercial information on the newly-independent states of the former Soviet Union. Covers legal issues, prospective product markets, corporate matchmaking, financial resources, and email market updates.     |  |



## FEDERAL EXPORT RESOURCES

### COUNTRY SPECIFIC (CONT.)

| <b>Name/Description</b>  | <b>Contact Information</b>  |
|--|---|
| U.S. Census Bureau<br>Foreign Trade Statistics   | (800) 923-8282<br><a href="http://www.census.gov/foreign-trade/www/">http://www.census.gov/foreign-trade/www/</a> |
| Has information on current and historical trade statistics, including trade balance with the U.S., top trading partners, the Automated Export System, and Schedule B classification information.   |   |
| U.S. Commercial Service<br>Export Assistance Centers   | 1 800 USA TRADE<br><a href="http://www.export.gov/eac/index.asp">http://www.export.gov/eac/index.asp</a>          |
| Network of export and industry specialists located in more than 100 U.S. cities and over 80 countries who provide counseling, products, and services to assist small and mid-sized U.S. businesses export their products and services.                 |   |
| National Technical Information<br>Service  | (800) 553-6847<br><a href="http://www.ntis.gov">http://www.ntis.gov</a>   |
| Official source for government-sponsored scientific, technical, engineering, and business information for the benefit of U.S. industry, export promotion, international trade advice.  |   |
| Overseas Security Advisory<br>Council  | (571) 345-2223<br><a href="http://www.osac.gov/">http://www.osac.gov/</a>   |
| Promotes security cooperation between American businesses and private sector interests worldwide. Also features U.S. State Department security guidelines for U.S. citizens and businesses operating abroad.   |   |
| Trade Compliance Center  | (202) 482-1191<br><a href="http://tcc.export.gov/">http://tcc.export.gov/</a>                                     |
| Ensures foreign compliance with trade agreements for U.S. companies experiencing compliance problems, online service to file complaints and view full text of trade agreements and identify market barriers.   |   |
| U.S. Census Bureau<br>International Database   | <a href="http://www.census.gov/ipc/www/idb/">http://www.census.gov/ipc/www/idb/</a>                               |
| The International Programs Center compiles and maintains current global demographic and social information (by country) in an online database.   |   |
| STAT-USA<br>(Subscription)   | 1 800 STAT USA (782-8872)<br><a href="http://www.stat-usa.gov">http://www.stat-usa.gov</a>                        |
| Trade, economic, and market information organized by country and industry in an online database, USA Trade Online provides statistics of U.S. imports and exports, and trade leads with the federal government and multilateral lending organizations. |   |



## FEDERAL EXPORT RESOURCES

### EXPORT FINANCING AND INSURANCE

| Name/Description   | Contact Information   |
|--|---|
| Export Import Bank   | (202) 565-3946<br><a href="http://www.exim.gov/portals/usexporter/index.cfm">http://www.exim.gov/portals/usexporter/index.cfm</a> |
| <p><b>Export Financing Hotline:</b> 1 800 565 EXIM (3946), info center provides information on export credit insurance, pre-export financing, and medium/long-term loans and guarantees to overseas buyers.</p> <p><b>Working Capital Guarantee Program:</b> helps small and medium companies obtain pre-export financing.</p> <p><b>Export Credit Insurance:</b> offers policies depending on company size and annual export sales at a low premium.</p> <p><b>Direct Loans and Guarantees:</b> extends direct loans to foreign buyers or guarantees to financing intermediaries for U.S. purchases, special support programs for environmental exports, architecture, and engineering services.</p> <p><b>Limited Recourse Project Finance Program:</b> provides financing for projects dependent on project cash flows for repayment, can include political risk only coverage or comprehensive guarantees for commercial bank loans.</p> |   |

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| Small Business Administration  | 1 800 U ASK SBA (827-5722)<br><a href="http://www.sba.gov">http://www.sba.gov</a> |
| <p><b>Business Loan Guarantee Program:</b> Federal loan guarantees helping small businesses get financial assistance from banks.</p> <p><b>Export Working Capital Program:</b> Short-term, transaction-specific financing for exporters.</p> <p><b>International Trade Loan Guarantee Program:</b> Guarantees a portion of a loan to a bank for international exports.</p> <p><b>Export Express:</b> Allows lenders to use streamlined and expedited loan review and approval procedures to process SBA guaranteed export loans up to \$150,000.</p> |   |

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|---|---|
| U.S. Dept of Commerce<br>International Trade Administration   | (202) 482-3050<br><a href="http://www.trade.gov/">http://www.trade.gov/</a> |
| <p><b>Export Finance Matchmaker:</b> matches U.S. exporters with sources of export financing or risk mitigation online, supports export financing products including pre-export working capital, direct loans to foreign buyers, and export credit insurance.</p> |   |

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| U.S. Trade and Development<br>Agency, Feasibility Studies  | (703) 875-4357<br><a href="http://www.tda.gov">http://www.tda.gov</a> |
| <p>Funds grants of feasibility studies and other major projects in developing and middle income countries.</p> |   |



## FEDERAL EXPORT RESOURCES

### EXPORT LICENSING AND REGULATIONS

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|---|---|
| National Institute of Standards and Technology  | (301) 975-4500<br><a href="http://ts.nist.gov">http://ts.nist.gov</a>                     |
| Provides information on U.S. and international voluntary standards, regulations, and rules of conformity assessment for non-agricultural products, referral service for information about standards.  |   |
| Office of Defense Trade Controls  | (202) 663-2980<br><a href="http://www.pmddtc.state.gov/">http://www.pmddtc.state.gov/</a> |
| Handles export license applications for items regulated under International Traffic in Arms Regulations (ITAR) and on the U.S. Munitions List, provides related data and maintains lists.   |   |
| Office of Foreign Assets Control  | (202) 622-2000<br><a href="http://www.treas.gov/ofac">http://www.treas.gov/ofac</a>       |
| Administers and enforces economic and trade sanctions against targeted foreign countries, terrorists, and traffickers, publishes fact sheets on sanctions programs, maintains a list of entities with whom U.S. businesses may not deal.  |   |
| U.S. Department of Commerce<br>Bureau of Industry and Security  | (202) 482-4811<br><a href="http://www.bis.doc.gov">http://www.bis.doc.gov</a>             |
| Provides counseling and information regarding the Export Administration Regulations including licensing requirements, applications, processing timeframes, required documentation, and emergency license processing, some electronic requests processed in 24 hours through Simplified Network Application Process (SNAP) database. |   |

### VEDP SERVICES

The VEDP offers a number of export-related services to Virginia businesses, including group market visits and market research by our Global Network of in-country consultants. These services are available to all Virginia exporters. For more information, please visit our website: [www.exportvirginia.org](http://www.exportvirginia.org).

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