



# FAST FACTS 2007



## **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, trade representatives in six countries, market research, trade missions, and the VALET & AIM programs. The federal government also has a wide array of programs and services available to exporters. Many of these programs are listed below.

Please note that most of this information was taken from the “Export Programs Guide”, available from the U.S. Department of Commerce, and updated. The VEDP is not responsible for the content, viability or accuracy of the information or websites listed below. Please contact the VEDP at (804) 545-5764 or 1-800-USA-TRADE with any questions.

The federal export resources below are divided into five categories:

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

### **GENERAL**

<b>Name/Acronym</b>	<b>Contact Information</b>
Export.gov	<a href="http://www.export.gov">http://www.export.gov</a>
A multi-agency trade portal with information on exporting, trade partners, markets, trade problems trade events, statistics, tariffs, documentation, and market research	
U.S. & Foreign Commercial Service	1 800 USA TRADE <a href="http://www.usatradeonline.gov">http://www.usatradeonline.gov</a>
Promotes U.S. exports, particularly those of small and medium-sized businesses, protects U.S. business interests abroad through 180+ export assistance centers in the U.S. and overseas, includes the cooperation of the U.S. Small Business Administration, the Export-Import Bank, USAID, and the U.S. Department of Agriculture	
District Export Councils	<a href="http://www.export.gov/exportbasics/DECs.asp">www.export.gov/exportbasics/DECs.asp</a>
Organizations of leaders from local communities who provide international business advice to local companies	
Office of International Trade: Small Business Administration	<a href="http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html">www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html</a>
OIT works with the Small Business Administration to encourage small businesses to export through regional initiatives.	



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### **GENERAL (CONTINUED)**

Export Legal Assistance Network	1 800 U ASK SBA <a href="http://www.export-legal-assistance.org">http://www.export-legal-assistance.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	1 800 634 0245 <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 <a href="http://www.mbda.gov">http://www.mbda.gov</a>
Provides management and technical assistance as well as access to domestic & international markets, conducts trade missions, matchmaking programs, seminars, special events, and individual counseling	
Office of Energy, Infrastructure, and Machinery	202 482 4436 <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.	

### **INDUSTRY SPECIFIC**

#### ***Environmental Technology***

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	
ECOLINKS Partnership Grants	202 326 7814 <a href="http://www.ecolinks.org">www.ecolinks.org</a>
Promotes environmental technology partnerships linking businesses, local government, and associations through grants	

#### ***Textiles***

Export Advantage: Office of Textiles & Apparel	202 482 5153 <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	



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### INDUSTRY SPECIFIC (CONTINUED)

#### Tourism

U.S. ITA Office of Travel & Tourism Industries	202 482 4029 <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	

#### General, Industry-Specific

Industry Analysis (International Trade Administration)	1 800 USA TRADE <a href="http://ita.doc.gov/td/industry/otea">http://ita.doc.gov/td/industry/otea</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	

### COUNTRY SPECIFIC

Export.gov	1 800 USA TRADE <a href="http://web.ita.doc.gov/ticwebsite/tic.nsf">http://web.ita.doc.gov/ticwebsite/tic.nsf</a>
Country-specific counseling regarding standards, intellectual property, government procurement, distribution channels, tariffs, best market prospects, commercial difficulties/problem solving, and more	

CIA World Factbook	<a href="http://www.cia.gov/cia/publications/factbook/">http://www.cia.gov/cia/publications/factbook/</a>
General overview of a country's government, history, economy, and culture	

Country Commercial Guides U.S. Dept of Commerce	<a href="http://www.stat-usa.gov/tradtest.nsf">http://www.stat-usa.gov/tradtest.nsf</a> under Market & Country Research
Database of country and industry-specific reports covering 115 countries, prepared annually by U.S. embassies, analyzes a country's business and economic climate, trade statistics, development, and other issues	

U.S. Census Bureau Foreign Trade Statistics	704 333 4886 <a href="http://www.census.gov/foreign-trade/www/">http://www.census.gov/foreign-trade/www/</a>
Has information on current & historical trade statistics, including trade balance with the U.S., top trading partners, the Automated Export System, and Schedule B classification information	



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## **FEDERAL EXPORT RESOURCES**

### **COUNTRY SPECIFIC (CONTINUED)**

Business Information Service for Newly Independent States	202 482 4655 <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	
U.S. Department of State Foreign Commercial Service	1 800 USA TRADE <a href="http://www.export.gov/eac/index.asp">http://www.export.gov/eac/index.asp</a>
Staff provide political and economic briefings, advice, and reports, and business practical information to U.S. companies to promote export to foreign markets, often information from staff working in foreign embassies and consulates	
National Technical Information Service	703 605 6050 <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	
STAT-USA Electronic Information Products	1 800 STAT USA <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, subscription fee of \$75/quarter or \$175/year for access, Trade Opportunity Program (TOP) international sales leads are also available via STAT-USA	
Overseas Security Advisory Council	571 345 2223 <a href="http://www.osac.org/">http://www.osac.org/</a>
Official source for government-sponsored scientific, technical, engineering, and business information for the benefit of U.S. industry, export promotion, international trade advice	
Trade Compliance Center	202 482 1191 <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 International Database	<a href="http://www.census.gov/lpc/www/idb">http://www.census.gov/lpc/www/idb</a> <a href="http://www.census.gov/foreign-trade/www">http://www.census.gov/foreign-trade/www</a>
The International Programs Center compiles and maintains current global demographic and social information (by country) in an online database. The Export Import database contains U.S. export and import statistics tracked by mode of transportation at various levels of product classification. Custom reports prepared starting at \$25.	



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## FEDERAL EXPORT RESOURCES

### EXPORT FINANCING & INSURANCE

Name/Description	Contact Information
Export Import Bank	202 565 3946 <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, 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 &amp; 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>	
Small Business Administration	1 800 U ASK SBA <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>	
U.S. Dept of Commerce Intl Trade Administration	202 482 3050 <a href="http://trade.gov">http://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> <p><b>Untied Aid Initiative:</b> central source for information on how to access foreign donor aid programs for export sales, in infrastructure especially</p> <p><b>Multilateral Development Bank Operations:</b> counsels U.S. companies about opportunities associated with funding by the World Bank, International Development Banks, and the European Bank for Reconstruction and Development</p>	
U.S. Trade & Development Agency, Feasibility Studies	<a href="http://www.tda.gov">http://www.tda.gov</a>
Funds grants of feasibility studies and other major projects in developing and middle income countries	



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## **FEDERAL EXPORT RESOURCES**

### **EXPORT LICENSING & REGULATIONS**

<b>Name/Description</b>	<b>Contact Information</b>
Office of Foreign Assets Control	202 622 2490 <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	
National Institute of Standards & Technology	301 975 4500 <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 1282 <a href="http://www.pmdtc.state.gov">http://www.pmdtc.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	
U.S. Department of Commerce Bureau of Industry & Security	202 482 4811 <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	
U.S. Customs and Border Protection	<a href="http://www.customs.ustreas.gov">http://www.customs.ustreas.gov</a>
Offers information related to the Automated Export System (AES), several lists of entities with whom U.S. businesses may not deal, harbor maintenance fees, shipping documentation, and Schedule B export classification numbers	

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