



The U.S. Small Business Administration's international trade programs and resources can help small businesses effectively compete in the global marketplace and strengthen the overall U.S. economy.

Working in partnership with the Alabama International Trade Center (part of the Alabama SBDC Network), the U.S. Commercial Service and the Export-Import Bank of the United States, SBA staff provide potential and existing exporters with financing programs that facilitate expansion and job growth.



Export Express Program for Small Businesses

Small business exporters are taking advantage of global markets and selling billions of dollars of goods and services overseas every year. In fact, 77% of all U.S. exporters have fewer than 20 employees. If you are one of those businesses, or would like to join in this growing trend, and you think you are too small to receive government-guaranteed export financing, think again.

The SBA's *Export Express* program provides exporters and lenders with a streamlined process that expedites an SBA guaranty on term loans and lines of credit up to \$500,000. Lenders use their own documentation and credit decision process. The SBA determines eligibility and typically provides an approval in 36 hours or less.

Use of Funds

Loan proceeds may be used to finance any export development activity including:

- standby letters of credit when required as a bid bond, performance bond or advance payment guaranty;
- participation in a trade show outside the U.S.;
- developing foreign markets and product literature translation;
- general lines of credit for export purposes;
- performing service contracts from foreign buyers;
- working capital to support specific export orders;
- acquisition, construction, renovation, modernization, improvement or expansion of real estate, production facilities or equipment in the U.S. to be used in the production of goods or services for export.

Loans for working capital have a maximum term of seven years; for equipment up to 10 years; for real estate, up to 25 years.

Applicants must have been in business for at least 12 months and begin exporting, or expand export sales, as a result of the loan. The one year in business requirement may be waived if the lender uses its conventional commercial underwriting procedures, not relying solely on credit scoring or credit matrices, and the applicant has valuable business experience and exporting expertise.

Contact your lender to determine if they are an SBA *Export Express* lender or visit <https://www.sba.gov/managing-business/exporting/export-loans/export-lenders/export-express-program-lenders> to find a participating lender near you. Or, contact an Export Finance Specialist at the Alabama International Trade Center to discuss other export financing options or concerns: <https://aitc.ua.edu>