



U.S. Small Business Administration



Export Lines of Credit



Helping you start, grow and succeed.



Loan Programs for Exporters

- **Export Working Capital Program**
- **SBA Export Express**



Export Working Capital Program



- 90% Guarantee to the bank
- \$2 million maximum loan amount
- \$1.5 million is maximum SBA guaranteed portion
- Co-guaranty by Ex-Im Bank



Export Working Capital Program



- Transaction financing
- No minimum financial ratios
- Single Project or Revolving
- Quick turnaround time
- Preliminary commitment availability



EWCP Eligibility

- Product is titled and shipped from the United States
 - SBA has no U.S. content requirement
 - Military sales are allowed
 - Indirect exports are eligible
- The borrower must be in business 12 months or with proven expertise
- The borrower may be new to exporting



EWCP Use of Proceeds

- Loan is used to acquire/produce goods or services for export and to finance the accounts receivable of such foreign sales.
- Pre-shipment Guarantee
 - Labor, Material and Overhead costs
 - Purchase of products for resale
- Post-shipment Guarantee
 - Foreign Accounts Receivable financing
- Combination Guarantee



EWCP Fees

SBA guaranty fee of 1/4 of 1% of the guaranteed portion for loans with a 12 month maturity or less, e.g: \$2,250. for a \$1 million line of credit

Business and lender negotiate interest rate and fees, not subject to normal SBA 7(a) limitations.



Export *Express*

- Applications are processed using the existing SBAExpress procedures
- Eligibility:
 - Applicant must have been in business for at least 12 months
 - proceeds are to be used to develop or expand their export markets



Export *Express*

- Loans and Lines of Credit up to \$250,000.
- Lines of credit for up to seven years maturity
- Banks that are currently authorized under the SBAExpress program are automatically approved for Export Express.
- Approved banks make their own credit decision, use their own forms and receive a 75% or 85% guarantee from the SBA.



Use of Proceeds

Proceeds may be used for any of the following purposes:

- Transaction-specific financing of export sales, including backing standby letters of credit
- General lines of credit for export purposes
- Export marketing activities such as brochure translation or participation in a trade mission
- Term loans for permanent working capital, machinery and equipment, or real estate



www.sba.gov/international



John P. Joyce
SBA Export Finance Manager
New England Region
U.S. Export Assistance Center
Boston, MA

john.joyce@sba.gov
tel: (617) 565-4305