

MassDevelopment



MassDevelopment, the state's finance and development agency, works with businesses, nonprofits, financial institutions, and communities to stimulate economic growth across the Commonwealth. During FY2014, MassDevelopment financed or managed 314 projects generating investment of more than \$2.9 billion in the Massachusetts economy. These projects are projected to create more than 6,300 jobs and build or rehabilitate more than 1,600 residential units. MassDevelopment offer an Exporter Financing Program which provides loans to companies which currently export or plan to export.

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U.S. Small Business Administration



The U.S. Small Business Administration (SBA) helps businesses get financing in the form of bank loans. To do this, SBA provides a Federal Government guaranty to the lending bank. If the loan is to be used to support export sales, then the bank can receive a higher percentage guaranty, up to 90%, in order to encourage banks to support small businesses that are growing their international sales. The SBA programs for export financing are: Export Express – for financing up to \$500,000. This is the simplest export loan product offered by the SBA and allows lenders to use their own forms and credit procedures. The SBA determines eligibility and provides an approval in 36 hours or less. The Export Working Capital Program (EWCP) provides lines of credit up to \$5 million to fund export transactions from purchase order to collections. This loan can cover 100% of a company's cost of filling export orders. The International Trade Loan (ITL) is a term loan of up to \$5 million designed to help small businesses enter and expand into international markets and, when adversely affected by import competition, make the investments necessary to better compete. The ITL offers a combination of fixed asset, working capital financing and debt refinancing with the SBA's maximum guaranty of 90 percent to the lending bank.

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U.S. Commercial Service, U.S. Department of Commerce



The U.S. Commercial Service in Massachusetts, a division of the U.S. Department of Commerce, is your local federal government office with a global network that provides customized solutions to enable Massachusetts companies to sell U.S. made products and services internationally. Whether it is your first export sale expanding your business to additional markets, we offer the experience and services that you need to grow your international sales of U.S. made products and services. We offer free consulting to companies in a variety of areas and a number of cost recovery services including customized market research, international matchmaking services, due diligence vetting of potential partners, single company promotions of your products or services abroad, trade events, advocacy for foreign tenders and assistance in overcoming trade obstacles.

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