

International Development

Export Working Capital Program2
Global Issues Fund (GIF)3
International Trade Loans.....4
Trade Adjustment Assistance for Firms5
Trade Show Assistance Program (TSAP)6

Export Working Capital Program

Agency US Small Business Administration

Address 8500 Keystone Crossing, Suite 400
Indianapolis, IN 46204

P.O. Box

Telephone (317) 226-7272

Fax (317) 226-7259

TDD (317) 226-5338

Website <http://www.sba.gov>

Contact Luann Lieurance, Lender Relations

Telephone: 3172267272 ext 114

Program Objective:	To assist participant commercial lenders in providing short-term and/or revolving credit to small businesses, specifically engaged in exporting. This program of loan guarantees encourages lenders to help small businesses complete their export sales by significantly reducing the lender's exposure to loss.
Type of assistance:	The SBA increases access to export financing by offering a 90% loan guaranty to participant lenders (commercial banks or other SBA qualified lenders). The participant lender services the loan for the SBA and the small business, just as it would any of its own conventional loans.
Eligible activities and applicants:	The Export Working Capital Program can support single transactions or multiple export sales. For-profit businesses must meet SBA's size standard requirement for their industry (SIC #) and must have been in operation for at least one (1) year (though not necessarily exporting).
Application steps and deadlines:	Potential applicants should apply through a participant lender using application, "EIB-SBA Form 84-1." If a participant lender is not readily available, the small business may apply directly to the SBA for a "preliminary commitment." All applications for this specialized program are processed by the SBA loan specialist located at the Chicago, Illinois, U.S. Export Assistance Center, (312) 353-8065.
Reporting procedures:	All SBA guaranteed loans are fully serviced by the participant lender. Small businesses will transact all loan transactions with the lender and the lender will provide monthly updates to the SBA.
Total amount of funds available:	Not applicable.
Maximum award amount:	Maximum loan of \$2,000,000.
Cash and in-kind match required:	Not applicable.
Limitations on use of funds:	Loan funds may finance labor and material costs to manufacture or purchase finished goods or services for export. Loan funds may also finance accounts receivable generated from export sales. Loans are usually for a term of one (1) year or less, with up to two options to renew, for a total of three (3) years in the program.
Which finance programs/tools are particularly well suited to be used in conjunction with this program?	Not applicable.
How have local organizations used this program?	Not applicable.
Technical term or acronyms unique to this program:	SBA: Small Business Administration

Global Issues Fund (GIF)

Agency Purdue University Center for International Business Education and Research (CIBER)

Address Krannert Building, 403 W. State Street **P.O. Box**

West Lafayette, IN 47907

Telephone (765) 494-4467 **Fax** (765) 494-9658 **TDD**

Website <http://www.mgmt.purdue.edu/centers/ciber>

Contact Greg Cutchin, Managing Director

Telephone: (765) 494-4467

Program Objective:	To support community programs that will educate and inform Indiana businesses and the general public on issues of international trade and global commerce.
Type of assistance:	Grants
Eligible activities and applicants:	Eligible applicants include: non-profit community resource organizations, private companies and academic institutions. Typical projects funded include, but are not limited to, workshops on export fundamentals, seminars on doing business in foreign markets and conferences on economic globalization challenges.
Application steps and deadlines:	Visit the CIBER website at http://www.mgmt.purdue.edu/centers/ciber to complete an online application form and to view the application materials needed. Grants are typically awarded throughout the year, as long as funds are available.
Reporting procedures:	Award recipients are obligated to submit a summary of participant evaluations after the event.
Total amount of funds available:	Not applicable.
Maximum award amount:	Awards typically range from \$500 to \$1,000.
Cash and in-kind match required:	Not applicable.
Limitations on use of funds:	Grants can not be used to cover charges for food or beverages.
Which finance programs/tools are particularly well suited to be used in conjunction with this program?	Not applicable.
How have local organizations used this program?	For example, these grants can help pay the cost of speaker's fees on subjects related to international trade, or they can be used to offset overhead expenses of workshops or conferences (with the exception of food or beverage charges) on globalization, international issues, or the basics of exporting. They might also be used for international business education programs on which your organization may want to partner with high schools in your area to emphasize the importance of international trade to our state's economy.
Technical term or acronyms unique to this program:	GIF: Global Issues Fund CIBER: Center for Business Education and Research

International Trade Loans

Agency US Small Business Administration

Address 8500 Keystone Crossing, Suite 400
Indianapolis, IN 46204

P.O. Box

Telephone (317) 226-7272

Fax (317) 226-7259

TDD (317) 226-5338

Website <http://www.sba.gov>

Contact Luann Lieurance, Lender Relations

Telephone: 3172267272 ext 114

Program Objective:	To help qualified small businesses compete more effectively and to expand or develop export markets. Applicants must be able to establish that either the loan proceeds will significantly expand existing export markets or develop new ones, or that their business has been adversely affected by import competition.
Type of assistance:	In addition to the SBA Loan Guaranty Program, the Indiana Small Business Development Center Network (SBDC) has 14 locations designated as Export Assistance Centers. They provide counseling, training, seminars and resource materials to help small businesses enter into and compete in the International marketplace. Individual mentoring is also available from the Service Corps of Retired Executives (SCORE).
Eligible activities and applicants:	Applicants must meet SBA size standards. Manufacturers must have 500 or fewer employees. Wholesalers must have 100 or fewer employees. Retail and service providers must have annual revenues that average under \$5,000,000 and construction firms under \$7,000,000. Loan proceeds may be used to purchase or upgrade facilities or equipment and to make other improvements that will be used within the United States. No debt refinancing is allowed. Up to \$250,000 may be designated for permanent working capital.
Application steps and deadlines:	Applicants must complete a standard 7(A) SBA application package at their commercial lender's office. The lender provides the funds and negotiates all loan terms with the borrower. The SBA guarantees, to the lender, 75% or 80% of the loan balance in case of default. The applicant should have a completed business plan, including a 2-year income statement projections, and must be able to convince the lender and the SBA that the small business has adequate management ability and cash flow to support loan repayment.
Reporting procedures:	All SBA guaranteed loans are fully serviced by the participant lender. Small businesses will transact all loan transactions with the lender and the lender will provide monthly updates to the SBA.
Total amount of funds available:	\$1,000,000 for tangible business fixed assets, plus up to \$250,000 for permanent working capital.
Maximum award amount:	Not applicable.
Cash and in-kind match required:	No direct borrower match required. However, down payments or equity injections may be needed to keep applicants within normal leverage ratios. Small businesses must have a positive net worth to meet credit requirements.
Limitations on use of funds:	Not applicable.
Which finance programs/tools are particularly well suited to be used in conjunction with this program?	Not applicable.
How have local organizations used this program?	None listed.
Technical term or acronyms unique to this program:	SBA: Small Business Administration

Trade Adjustment Assistance for Firms

Agency Great Lakes Trade Adjustment Center
Address 506 East Liberty Street, 3rd Floor
Ann Arbor, MI 48104 **P.O. Box**
Telephone (734) 998-6213 **Fax** (734) 998-6224 **TDD**
Website <http://www.gлтаac.org>

Contact Ruth Ann Church, Project Manager of Marketing & Sales
Telephone: (734) 998-6596

Program Objective:	To assist small/medium-sized manufacturers better-compete against foreign imports.
Type of assistance:	a) Recovery strategy development and project planning assistance for trade-injured firms, and b) cost-shared implementation assistance (of business improvement projects identified in the planning process).
Eligible activities and applicants:	Applicants should be manufacturers who have lost sales and reduced employment due to import competition.
Application steps and deadlines:	Call or e-mail the Great Lakes TAAC for assistance.
Reporting procedures:	None listed.
Total amount of funds available:	Varies on annual basis.
Maximum award amount:	\$75,000 in federal funds for technical assistance implementation, typically over a 2-3 year period.
Cash and in-kind match required:	Firm typically pays \$1,000-\$3,000 for planning, assistance; matches technical assistance expenditures with the program 50/50 (for private sector consultants to implement projects). Management must dedicate adequate time and effort to planning process and business improvement project participation.
Limitations on use of funds:	Funds can only be used to pay for project-specific consulting assistance. Program funds cannot be used for: physical assets; regular, recurring business expenses; cash infusions; or costs already incurred.
Which finance programs/tools are particularly well suited to be used in conjunction with this program?	Formal partnerships with other programs can be explored on a case-by-case basis. TAA participation does not preclude client firms from accessing other business assistance resources.
How have local organizations used this program?	The Great Lakes TAAC has over 20 years of success helping Indiana manufacturers improve their global competitiveness. Recent technical assistance projects include: productivity improvement; new product development; lean manufacturing; ISO certification; marketing plan development; cost accounting; MIS; marketing material/website development; sales rep selection; and ERP selection/implementation.
Technical term or acronyms unique to this program:	TAA: Trade Adjustment Assistance Trade Remedy: This is not an "export program" although exporting could be, in appropriate cases, included in the plan.

Trade Show Assistance Program (TSAP)

Agency Indiana Economic Development Corporation
Address One North Capitol, Suite 600
Indianapolis, IN 46204 **P.O. Box**
Telephone (317) 232-8800 **Fax** (317) 233-5123 **TDD**
Website <http://www.iedc.in.gov>
Contact Office of International Development,
Telephone: (317) 232-8800

Program Objective:	The Trade Show Assistance Program (TSAP) provides financial assistance for small Indiana businesses to participate in international trade shows. TSAP is designed to promote Indiana exports by encouraging companies to explore overseas markets.
Type of assistance:	Reimbursement grants.
Eligible activities and applicants:	<p>Small businesses eligible for this program are to be defined as a manufacturing concern with worldwide employment of 500 employees or less within the preceding 12 months (this includes parent companies, subsidiaries, divisions of, etc). Eligible businesses must also manufacture at least 51% of their product in Indiana to be eligible for funding.</p> <p>Indiana businesses may receive reimbursement to cover the cost of exhibit space rental fees (i.e. floor space, walls, table, chairs, carpet).</p>
Application steps and deadlines:	<p>Call the Indiana Economic Development Corporation, Office of International Development for an application. Firms must be pre-qualified with the IEDC in order to receive reimbursement. Applications must be submitted three months prior to the date of the show you plan to attend.</p> <p>To receive assistance, firms must:</p> <ul style="list-style-type: none">-promote their company's products at the applicable trade show;-have an official company representative attend the show;-have less than 500 employees worldwide;-manufacture at least 51% of their product in Indiana;-provide market research for applicable market. <p>Also, companies:</p> <ul style="list-style-type: none">-may utilize the program one (1) time per fiscal year-may not receive funding to attend the same show every year-may not exhibit by catalog only <p>While companies may not use TSAP funding to attend the same trade show for two consecutive years, they may apply for funding to attend a different show in the same market for two consecutive years.</p> <p>Full stay at the show is required. Those companies not exhibiting ALL days of the show are disqualified from receiving funding from TSAP.</p>
Reporting procedures:	Participants must provide post show, six and twelve month evaluations.
Total amount of funds available:	\$200,000 per fiscal year.
Maximum award amount:	The maximum amount of funding is \$5,000, or 100% of exhibit space rental fees, whichever is less. Companies may not receive more than \$5,000 in funding per fiscal year. The State Fiscal Year runs from July 1 through June 30. Funding for trade shows is limited to one (1) show per company per fiscal year.
Cash and in-kind match required:	None.
Limitations on use of funds:	Reimbursement covers the following expenses: actual floor space, walls, carpet, table and chairs only.
Which finance programs/tools are particularly well suited to be used in conjunction with this program?	N/A
How have local organizations used this program?	Many Indiana companies have benefited by using this program to attend shows in new export markets.

Trade Show Assistance Program (TSAP)

Technical term or
acronyms unique to
this program:

TSAP - Trade Show Assistance Program