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Small Business Administration Trade and Export Promotion Programs

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Small Business Administration Trade And Export Promotion Programs



United States

Small Business Administration Trade And Export Promotion Programs:

Small Business Administration Trade and Export Promotion Programs Congressional Research Service, 2015-02-03 According to Census Bureau data approximately 1% of small businesses in the United States currently export With roughly three quarters of world purchasing power and almost 95% of world consumers living outside U S borders more attention is being paid to the potential of small business export promotion programs to grow small businesses and contribute to the national economic recovery In addition some Members of Congress believe the contributions of small businesses to commercial innovation and economic growth could be enhanced through greater access to growing international markets Consistent with these policy goals the Small Business Administration SBA provides export promotion and financing services to small businesses through its loan guaranty programs management and training programs and other initiatives SBA s Office of International Trade OIT coordinates these activities as it assists with four stages of export promotion 1 identifying small businesses interested in export promotion 2 preparing small businesses to export 3 connecting small businesses to export opportunities and 4 supporting small businesses once they find export opportunities The Small Business Jobs Act of 2010 P L 111 240 elevated trade within SBA by establishing an assistant administrator to lead OIT and report directly to the SBA administrator The act also authorized SBA to establish a three year State Trade and Export Promotion STEP pilot grant initiative Under the STEP initiative which was appropriated 30 million both in FY2011 and FY2012 SBA awarded grants to states with the goal of assisting eligible small business concerns with exporting The STEP program s authorization expired at the end of FY2013 but Congress appropriated 8 million for STEP in FY2014 and 17 4 million for FY2015 SBA s export related loans amounted to approximately 1 3 billion comprising approximately 5 7% of SBA s annual loan portfolio in FY2014 Although SBA has three loan programs that are specifically targeted toward exporters many of SBA s broader loan programs support export related activities Surveys indicate that relatively few clients of SBA s management and training programs request trade related counseling and that some choose to receive this information from other federal programs such as those provided by the Department of Commerce This report begins with the history role and scope of SBA s export promotion activities and the creation of OIT Next it uses quantitative data from SBA and qualitative data from other sources to provide performance analysis of SBA s international programs This report concludes with a presentation of three issues for consideration during an era in which concerns of fiscal responsibility and economic recovery are high priorities for many policy makers First are there market barriers impeding smaller firms from exporting Second is there a compelling interest for the government to promote exports in the name of national competitiveness Third are SBA s export promotion policies duplicative of other federal programs In the 113th Congress several bills were introduced to improve efficiencies among small business export promotion programs e g H R 1909 H R 1926 H R 1916 and S 1179

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U.S. Export Promotion Programs United States. Congress. Senate. Committee on Banking, Housing, and Urban Affairs. Subcommittee on International Finance and Monetary Policy,1992 Export Promotion United States. General Accounting Office,1992 **Export Promotion and Small Business** United States. Congress. House. Committee on Small Business. Subcommittee on Export Opportunities and Special Small Business Problems,1984 *Export Promotion* Allan I. Mendelowitz,1993 The State of Small Business ,1984 Annual Report - U. S. Small Business Administration United States. Small Business Administration,1989 The Fiscal Year 2011 Budget Request for the Small Business Administration United States. Congress. Senate. Committee on Small Business and Entrepreneurship,2013 Export promotion : federal agencies' activities and resources in fiscal year 1999 : report to the Chairman, Subcommittee on Criminal Justice, Drug Policy, and Human Resources, Committee on Government Reform, House of Representatives , **Export Promotion Activities of U.S. Government Agencies** United States. Congress. House. Committee on Government Operations. Commerce, Consumer, and Monetary Affairs Subcommittee,1990 **U.S. Exports** United States. Congress. House. Committee on Small Business. Subcommittee on Development of Rural Enterprises, Exports, and the Environment,1993 Congressional Record United States. Congress,1996 The Congressional Record is the official record of the proceedings and debates of the United States Congress It is published daily when Congress is in session The Congressional Record began publication in 1873 Debates for sessions prior to 1873 are recorded in The Debates and Proceedings in the Congress of the United States 1789 1824 the Register of Debates in Congress 1824 1837 and the Congressional Globe 1833 1873 **Oversight of the SBA's Office of International Trade** United States. Congress. House. Committee on Small Business. Subcommittee on Exports, Tax Policy, and Special Problems,1992 *CRS Report* Lowry,2014 Public Statutes at Large of the United States of America United States,2012 Vols for 1950 19 contained treaties and international agreements issued by the Secretary of State as United States treaties and other international agreements **United States Statutes at Large** United States,2010 Volumes for 1950 19 contained treaties and international agreements issued by the Secretary of State as United States treaties and other international agreements *Handbook for Small Business* ,1969 **Abstracts of Reports and Testimony** ,1992 **Indexes for Abstracts of Reports and Testimony** ,1993

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