

# SMALL BUSINESS AND THE INTERNATIONAL MARKETPLACE



A Report by the U.S. Small Business Administration- Office of International Trade



# Small Business Exports are Exploding!

- In 2006, SBA reported 3,302 loans for \$1.03 billion to small business exporters. Surpassing \$1 billion mark for the first time
- SBA not only set a record in export financing, it also:
  - Supported \$2.1 billion in export sales
  - Counseled and trained close to 10,000 small business; and
  - Trained 2,853 export lenders
- During 2006, small business exported a record \$375 billion more than \$1 billion a day, which means that exports grew three times as fast as the overall economy. U.S. production shifting to export sector

# California Small Business Opportunities?: Know this....

- California is the eighth largest economy in the world having produced \$1.73 trillion in goods and services in 2006.
- California Economy represents 13.4% of U.S. Gross Domestic Product
- California with 37 million people represents 12.5% of U.S population. In other words, one of eight persons reside in California
- It is the Global Export Leader reporting in 2006, \$147 billion in exports!
- Number one state for attracting foreign direct investment
- In 2006, California received 48% of all \$25.75 billion VC dollars invested in the U.S.
- Export Opportunities? More than 95 percent of the world's population and two thirds of the world's purchasing power is located outside of the United States.



# Trade Finance Products

- **SBA Export *Express***
- **International Trade Loan (ITL)**
- **Export Working Capital Program  
(EWCP)**



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