



Export Working Capital Program

U.S. Export Assistance Centers

The U.S. Small Business Administration's resources and programs targeting small businesses provide an advantage necessary to help small businesses effectively compete in the marketplace and strengthen the overall U.S. economy.

Working in partnership with the U.S. Commercial Service and the Export-Import Bank of the United States, SBA staff provide potential and existing exporters with a unified, one stop approach to export expansion through 18 U.S. Export Assistance Centers nationwide.

For more information and to locate a U.S. Export Assistance Center near you, please visit www.sba.gov/international

All SBA programs and services are provided on a nondiscriminatory basis

In today's highly competitive and ever-changing, global business environment, a lender must be prepared to handle the varying needs of their clients.

The U.S. Small Business Administration's Export Working Capital Program equips you, the lender, with an outstanding tool to help meet the needs of your clients who are involved in filling orders from overseas buyers.

Benefits of the EWCP

- Support Client Growth
 - Clients who export realize that exporting is essential to market expansion and continued viability.
 - Clients who export are usually more profitable than their non-exporting counterparts.
- Minimize Risk & Accommodate Customer Needs
 - The EWCP provides you with a 90% guarantee on the performance of your exporting client, thus bridging the financing gap between order receipt and final payment.
- Increased Fee Income
 - Fees from wire transfers, letters of credit and bank servicing add directly to your bottom line.
- Program Flexibility
 - Finance single, large, transaction-backed lines or multiple transactions with an asset-based line.
 - Take advantage of local SBA Trade Credit Officers for guidance and client-focused, custom-tailored deal structuring.
- Competitive Advantage
 - Adding a trade finance capability to your tool chest provides you with market differentiation in the small business banking environment.
- Quick turnaround
 - Decisions usually rendered in 5-10 working days.
 - Or, apply for Preferred Lender status which provides a 1-2 day turnaround.

Program Features

- Guaranty Coverage
 - Maximum loan amount is \$5,000,000
 - 90% of principal and accrued interest up to 120 days
 - Low guaranty fee of $\frac{1}{4}\%$ of the guaranteed portion for loans with a maturity of 12 months or less
 - Loan maturities are generally for 12 months or less
- Use of Proceeds
 - To pay for the manufacturing costs of goods for export
 - To purchase goods or services for export
 - To support Standby Letters of Credit to act as bid or performance bonds
 - To finance foreign accounts receivable
- Advance Rates
 - Up to 90% on Purchase Orders
 - Up to 90% on Documentary Letters of Credit
 - Up to 90% on Foreign Accounts Receivable
 - Up to 75% on eligible foreign inventory located within the U.S.
 - In all cases, not to exceed the exporter's costs.
- Collateral Requirements
 - Collateral for the manufacturing sector typically consists of a first lien on all export-related inventory and export-related accounts receivable.
 - Collateral for the service sector typically consists of assignment of proceeds of export-related contracts or purchase orders and a first lien on export-related accounts receivable.