

International Sales May Require New Building, Expansion, or Retooling

Help Small Businesses Position Themselves for Growth in International Markets

For many small businesses to enter and expand into international markets, some may need to retool or make other improvements in order to better compete. The SBA's **International Trade Loan (ITL) Program** offers a combination of fixed asset and working capital financing with the SBA's maximum guaranty—90 percent—to help small businesses adversely affected by import competition.

Finance facilities and equipment

Proceeds may be used to acquire, construct, renovate, modernize, improve or expand facilities or equipment in the U.S. to produce goods or services involved in international trade.

Permanent working capital

Financing up to \$4 million. Refinancing of debt is available if it qualifies for refinancing under the SBA 7(a) Loan Program.

To learn about SBA programs supporting U.S. small business exporters, contact an SBA office near you or visit [SBA.gov/InternationalTrade](https://www.sba.gov/InternationalTrade).

FOR LENDERS



Example

Company: Craft beer brewery, in business 6 years

Order: Contract to sell award-winning beer to Chinese distributors.

Transaction: Fixed-Asset Term Loan

Financing needed to increase production capacity with new tanks, bottling and labeling equipment.

Loan Amount: \$1,500,000

Use: Purchase equipment and working capital

Term: 15 Years

Collateral:

- 1st lien on purchased assets
- 3rd lien all other assets of company
- Personal guaranty of principals

Benefit to Business:

With expanded capacity from re-tooling and available working capital, company landed new contracts in Netherlands, Canada, and Malaysia. In 2018, they opened a 2nd location.



U.S. Small Business Administration

[SBA.GOV](https://www.sba.gov)