

Federal Government Financial Assistance

U.S. Small Business Administration (SBA)

SBA provides start-up business counseling as well as guarantees for a variety of business loans. Among them is the **SBA Export Express Program** (described above) and the **International Trade Loan Program**, which permits SBA to provide guarantees of up to \$1.75 million on loans going to businesses that a) are expanding because of increased export sales, or b) have been adversely impacted by imports and need to retool or diversify to meet foreign competition. Loans are available for fixed assets, working capital, or a combination, with terms out up to 25 years. Refinancing existing debt is now an option under this program. For information on these and other SBA loan programs, please see SBA's local contact information on page 10.

Export-Import Bank of the United States (Ex-Im Bank)

Ex-Im Bank is the primary U.S. agency charged with providing support for American exports through credit risk protection and lending programs. Ex-Im Bank programs fall into three major categories:

- 1) Working capital guaranty program
- 2) Loan guarantees to foreign buyers of U.S. goods and services
- 3) Credit insurance on open account sales

For additional information, you may call *1-800-565-EXIM*. To speak with the Ex-Im Bank's field representative serving your state, please refer to the office numbers on page 10. Ex-Im Bank's home page contains an excellent description of its programs and services and the countries it covers at: <http://www.exim.gov>.

Overseas Private Investment Corporation

The Overseas Private Investment Corporation (OPIC) provides project financing, insurance on foreign investments and a variety of investor services for U.S. companies investing in some 150 developing countries and emerging markets throughout the world.

Finance - To foster investment, OPIC offers medium- and long-term project financing for projects having at least 25% U.S. ownership. Direct loans between \$100,000 and \$10 million are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored with U.S. investors, starting at \$2 million per project and generally going as high as \$250 million. OPIC also sponsors several equity funds offering venture capital for investment projects in targeted countries or regions of the world, including Africa.

Insurance - To mitigate the risks of investing overseas, OPIC will insure U.S. investments in the qualifying countries against political violence, inconvertibility of currency, and expropriation.

Investor Services - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

Contact: Overseas Private Investment Corporation
Information Officer
1100 New York Avenue, NW
Washington, DC 20528
Tel: (202) 336-8400; fax: (202) 408-9859

Automated basic information: Telephone (202) 336-8799. OPIC's home page, which includes an excellent and frequently updated newsletter, is located at <http://www.opic.gov>.

Multilateral Development Banks (MDB)

The U.S. Department of Commerce counsels U.S. firms on MDB-funded projects, ensuring that project information is available on a timely basis. The MBDs fund projects primarily in developing countries with a focus on infrastructure, social and economic development. The U.S. Department of Commerce maintains liaison officers at each of the institutions to help identify projects at the earliest stage possible and to serve as advocates for U.S. bidders. Banks with DOC liaison officers include:

- African Development Bank, Tunis, Tunisia (temporarily from Abidjan)
- Asian Development Bank, Manila, The Philippines
- European Bank for Reconstruction & Development, London, U.K.
- Inter-American Development Bank, Washington, D. C.
- The World Bank, Washington, D. C.

Multilateral Development Banks' Home Pages

Africa Development Bank

www.afdb.org

Asian Development Bank

www.adb.org

European Bank for Reconstruction and Development

www.ebrd.org

Inter-American Development Bank

www.iadb.org

World Bank

www.worldbank.org