

EXPORT SESSION 5: FINANCING OPTIONS FOR EXPORTING

Guam State Trade and Expansion Program (STEP) Training Series



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TRAINING AGENDA

- USDA Foreign Agricultural Service (FAS) – USDA’S Export Credit Guarantee Program
 - Ms. Maria Dorsett, Agricultural Marketing Specialist (Credit Programs Division | Global Programs, Foreign Agricultural Service)
- Export-Import Bank of the United States (EXIM) – EXIM’s Insurance Program
 - Sandra Donzella, Deputy Managing Director (Export-Import Bank of the U.S. - Western Region)
- U.S. Small Business Administration (SBA) - SBA Export Express Program
 - Josette Mueller (Gigi), Lender Relations Specialist (SBA Guam Branch Office)

NEXT STEPS FOR GUAM STEP FINANCIAL ASSISTANCE

- Continue one-on-one business counseling
- Complete export plan by April 30th
- Export plan review and presentation by May 14th
- Financial assistance determination by May 21st

EVALUATION FOR GUAM STEP FINANCIAL ASSISTANCE

- Met requirements – trainings and business counseling
- Domestic/Local success
- Export experience
- Production & operational analysis – ability to scale up
- Demonstrate demand for product/service
- How financial assistance translates to sales

QUESTIONS?



FOR QUESTIONS ABOUT GUAM STEP PROGRAM AND APPLICATION

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FOR EXPORT PLAN ASSISTANCE, TRAINING, AND BUSINESS COUNSELING

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IN SUMMARY



- Do your research! There are many tools available to you.
- Work with a Guam SBDC advisor to help you with your export plan.
- Scan the QR code below to schedule a counseling session and/or sign up for other business training.
- Please complete the post-training survey.
- Thank you and have a great day!

