



Washington State  
Department of  
**Commerce**

**We strengthen communities**

OFFICE OF ECONOMIC DEVELOPMENT AND COMPETITIVENESS

## Small Business Export Assistance

**Whether you're new to the idea of exporting or an old hand at it**, our Small Business Export Assistance team is here to guide you every step of the way. We can help you open doors overseas, connect you with foreign partners and new customers, enter new markets, remove roadblocks to trade and maximize the potential and success of your export program.

### Services include:

**Trade missions and trade shows.** Our export assistance team will help you identify which trade show or overseas trade mission is right for you. We help you get the most out of your participation, such as arranging introductory meetings and networking opportunities.

**Business matchmaking.** Our trade experts are happy to work with you to identify prospective customers and partners and set up opportunities to meet with key decision makers. We can also help you find international licensing and distribution partners.

**Market research.** If you are looking for new growth, our team can help you analyze potential markets so that you can develop and execute your export plans with confidence.

**Export financing and risk mitigation.** We can help research prospective trading partners and customers overseas to minimize your financial risks due to terms, credit and currency fluctuations. Our team assists in identifying financing options and connecting with potential state, federal and private resources.

**STEP export voucher program.** Funded in part by the SBA's State Trade Expansion Program (STEP), the program provides direct cash assistance to reimburse qualifying small businesses, helping expand international sales. Qualifying companies can get up to \$10,000 to offset expenses.

**Advocacy.** Our team helps convey the importance of exporting to management and works with you to overcome obstacles, such as shipping documentation, customs, logistics, visas, etc.

**Other support.** Exporting plans, international trade law issues, interpreters, and introductions to foreign buyers are just a few other forms of support. We also help you determine when and where to open an overseas office.



## Our Small Business Export Assistance Team

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## Contact Us

The Washington State Department of Commerce's Office of Economic Development & Competitiveness is dedicated to your success in international trade.

To get started, contact us at:

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