



NATIVE AMERICAN SMALL BUSINESS RESOURCES AND USMCA EXPORT ASSISTANCE

USMCA can help more American small businesses grow and support jobs in their communities, by increasing sales to international customers in Canada and Mexico, and supporting regional trade and investment in North America.

The U.S. Small Business Administration (SBA) is dedicated to help small business and provides counseling, capital, and contracting expertise.

ONLINE RESOURCES

SBA's Office of Native American Affairs (ONAA):

<https://www.sba.gov/about-sba/sba-locations/headquarters-offices/office-native-american-affairs>

Supports the prosperity of American Indians, Alaska Natives and Native Hawaiians entrepreneurs, offering training and technical assistance, including Entrepreneurial Empowerment Workshops through ONAA partners.

ONAA partners

<https://www.sba.gov/business-guide/grow-your-business/native-american-owned-businesses#section-header-2>



EXPORT ASSISTANCE FOR AMERICAN INDIAN, ALASKA NATIVE AND NATIVE HAWAIIAN EXPORTERS

American Indians, Alaska Natives and Native Hawaiians are encouraged to explore all resources available from SBA and our Federal Partners to achieve success internationally.

BUSINESS COUNSELING

SBA Trade Tools:

www.sba.gov/tradetools

Trade Tools is a one-stop shop for identifying resources across the U.S. Government for small business selling internationally, including exploring opportunities in other markets, learning about U.S. trade agreements, such as USMCA, and exploring programs and services for small businesses who want to go global. It is available in English and Spanish. SBA's OIT also provides free counseling to help small businesses export. Contact the hotline via email at or international@sba.gov.

Small Business Development Centers (SBDCs):

<https://americassbdc.org>

Native American-owned small businesses can also access no-cost business counseling and low-cost training from SBA's SBDCs.

Find your local SBDC

www.sba.gov/sbdc

Service Corps of Retired Executives (SCORE):

www.score.org

Through a network of 10,000 dedicated volunteers, SCORE provides business mentoring and most services at no cost.

Find a mentor specialized in your area of focus

[https://www.score.org/content/search-mentor?f\[0\]=content](https://www.score.org/content/search-mentor?f[0]=content)

Minority Business Development Agency (MBDA):

<https://www.mbda.gov/>

The U.S. Department of Commerce's MBDA's national network of MBDA Business Centers, Specialty Centers, and Grantees offer customized business development and industry-focused services for minority business enterprises. MBDA also has Grantee American Indian Alaska Native/Native Hawaiian (AIANNH) Projects.

U.S. Commercial Service:

<https://www.trade.gov/commercial-services-offices-us>

The International Trade Administration's network of U.S. Commercial Service offices are located in more than 100 cities across the United States. They are staffed by international trade specialists who can help you develop an export strategy. Some locations include Export-Import Bank of the United States (EXIM) and SBA trade finance specialists. To find a location near you for free counseling or fee-based customized services sell your products and services to Canada, Mexico and other export destinations, visit their website.

U.S. Department of Commerce International Trade Administration Office of Textiles and Apparel (OTEXA):

<https://www.trade.gov/otexa-grow-america>

OTEXA experts support U.S textile and apparel good treatment under trade agreements and can advise on special duty-free provisions for Native American handicrafts and apparel under the U.S.-Mexico-Canada Agreement (USMCA). Exporters can claim duty-free treatment for qualifying hand-loomed fabrics, traditional folklore handicrafts, and indigenous handicrafts following other USMCA and destination market rules. To learn more about the USMCA benefits and requirements for Native American handicrafts and apparel, email Laurie.Mease@trade.gov.

State Regional Trade Groups:

<https://www.fas.usda.gov/state-regional-trade-groups>

The U.S. Department of Agriculture supports four non-profit regional groups focused on assisting small businesses of agricultural products export, by providing training; analysis of export opportunities; trade shows; and support for international marketing.

ONLINE RESOURCES

SME Trade Financing:

<https://www.sba.gov/about-sba/sba-locations/headquarters-offices/office-international-trade/sba-export-products#section-header-0>

SBA's loan portfolio features a variety of export financing products that provide lenders with up to a 90 percent guaranty, and can cover things like day-to-day operations, advance orders with suppliers, and refinancing existing debts.

Find your local SBA Export Finance Manager

<https://www.sba.gov/article/2017/nov/01/list-useacs-sba-staff>

Additional solutions offered through EXIM

<https://grow.exim.gov/small-business-overview>

Additional solutions offered through USDA

<https://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102>

E-commerce & Export Solutions:

<https://www.trade.gov/export-solutions>

ITA's export solutions website helps U.S. exporters develop an export plan, conduct market research, and learn about export mechanics. create successful international sales strategies and provides additional online training and resources for companies.

The E-Commerce Innovation Lab

<https://www.trade.gov/ecommerce>

Provides assistance with improving your global online presence and digital strategy.

Menu of Virtual Services

<https://www.trade.gov/virtual-services>

Available to help small businesses identify new customers and foreign partners.

Rural America's Intelligence Service for Exporters (RAISE):

The U.S. Commercial Service operates a Rural Export Center, which provides American Indian, Alaska Native and Native Hawaiian-owned companies in rural areas with one-on-one market intelligence from a team that curates customized industry-specific insights and contacts. RAISE market intelligence can help identify target markets, deliver in-depth country reports, and develop a potential partner list. The Rural Export Center also offers website globalization training and services for rural businesses. <https://www.trade.gov/raise>

Going Green: The SBA's Green Business Guide:

<https://proxy.www.sba.gov/managing-business/running-business/green-business-guide>

Provides insights into marketing, certification and ecolabeling, green business practices, and U.S. federal agency resources available.

Small Business Innovation Research (SBIR) Grant:

www.sbir.gov

The SBIR program is highly competitive and encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization.