



## EXPORT RESOURCES

### Basics of Exporting

- [A Basic Guide to Exporting - US Commercial Service](http://www.export.gov/basicguide/)
- [Import Export Basics pdf](http://sandiego.score.org/resources/tab-a)
- [Customs Brokers in SD pdf](http://sandiego.score.org/resources/tab-a)
- [Exporter's Resource Database](http://www.export.gov/california/sandiego/exportersresourcedatabase/index.asp)
- [SBA's Learning Center](http://www.sba.gov/learning)
- [Steps to Begin Exporting](http://www.sba.gov/content/explore%20-exporting)

### Export Readiness

- [Export.gov Export Readiness Assessment](http://new.export.gov/export-readiness-assessment/login)
- [San Diego CITD Export Readiness Assessment](http://www.sandiegocitd.org/?q=node/1844)

### Preparing an Export Plan and Coaching

- [Online International Trade Training videos and webinars](http://www.sandiegocitd.org/?q=international_trade_training)
- [Export Business Planner](http://www.sba.gov/exportbusinessplanner)
- [ExporTech](http://www.cmtc.com/exporting)
- [U.S. Department of Commerce – International Trade Administration and U.S. Commercial Service](http://www.export.gov/sandiego)
- [District Export Counsel \(DEC\) Trade Counseling Team](#)

### Export Compliance and Logistics

- [Export Administration Regulation, Bureau of Industry and Security, U.S. Dept. of Commerce](http://www.bis.doc.gov/index.php/regulations/export-administration-regulations-ear)
- [Export Management and Compliance](http://www.bis.doc.gov/index.php/compliance-a-training/export-management-a-compliance)

### International Finance & Payment

- [SBA Export Loan Programs](http://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs/7a-loan-program/sb)
- [Export-Import Bank of the United States Working Capital Guarantee Program](http://www.exim.gov)

### Legal Assistance

- [Export Legal Assistance Network](http://exportlegal.org/)
- [Office of the Chief Counsel for International Commerce](http://www.osec.doc.gov/ogc/occic/)

### Upcoming Export Events

- [CalChamber International](http://www.calchamber.com/International/Pages/Default.aspx)
- [iBiz247 International Business Center](http://www.ibiz247.com/community-2/events/)

### International Sales & Marketing State Trade Export Promotion

- [Market Research and Trade Leads – U.S. Commercial Service](http://export.gov/expand/index.asp)
- [California STEP Market Development Program](http://citd.org/market-development-program-mdp/)

### International Business Culture & Etiquette

- [Executive Planet](http://executiveplanet.com)
- [The Hofstede Centre](http://geert-hofstede.com/)
- [iBiz247 Culture and Protocol by Country](http://www.ibiz247.com/research-2/the-countries/)

### Country & Sector Markets

- [Border Export Program – Center for International Trade Development](http://www.sandiegocitd.org/programs/border-export-program/#)
- [California-Mexico Border Trade Office](http://www.export.gov/sandiego)
- [Foreign Offices of U.S. Commercial Service](http://www.export.gov/worldwide_us/index.asp)
- [Mexico Trade Resources](http://sdidec.wordpress.com/resources/mexico-trade-key-resources/)

**JPMORGAN CHASE & Co.**

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**QUESTIONS?** [info@sandiegobusiness.org](mailto:info@sandiegobusiness.org) or 619-234-8484



# GOVERNMENT-FUNDED EXPORT RESOURCES

## LOCAL



### SCORE San Diego

Free small business advice from volunteer experts and events for entrepreneurs including Start-Up Essentials Workshops, Executive Leadership Forums, and Women's Networking Breakfasts.

score0140@scorevolunteer.org | (619) 557-7272 | [sandiego.score.org](http://sandiego.score.org)



### San Diego Small Business Development Center (SBDC)

Offers professional consulting, expert training, and online resources. SBDC can help small businesses to determine if they should export and to tap export markets. Workshops on international trade and other topics are available.

Debbie Trujillo, Director, San Diego SBDC | [dtrujillo@swccd.edu](mailto:dtrujillo@swccd.edu) | (619) 482-6391 | [www.growmybiz.org](http://www.growmybiz.org)



### San Diego Center for International Trade Development (CITD)

Hosted by Southwestern College

Helps small and medium-sized businesses with international trade. International Trade Specialists provide free assistance both to businesses with no prior exporting experience and to seasoned exporters.

Victor Castillo, Director | [support@sandiegocitd.org](mailto:support@sandiegocitd.org) | (619) 482-6393 | [www.sandiegocitd.org](http://www.sandiegocitd.org)



### San Diego and Imperial Counties District Export Council (DEC)

Provides mentoring and training in exporting for local businesses and builds local export assistance programs with other trade-related organizations.

Matt Andersen | DEC Executive Secretary | [matt.andersen@trade.gov](mailto:matt.andersen@trade.gov) | (858) 467-7033 | [sdipec.wordpress.com](http://sdipec.wordpress.com)



### International Trade Administration San Diego Export Assistance Center

Free, in person counseling from international trade specialists to analyze opportunities and win international sales.

Matt Andersen, USEAC Director | San Diego & Imperial Region | [matt.andersen@trade.gov](mailto:matt.andersen@trade.gov) | (858) 467-7033  
[www.export.gov/california/sandiego](http://www.export.gov/california/sandiego)



### Small Business Administration: San Diego District

Free, in person counseling from international trade specialists to analyze opportunities and win international sales. SBA also provides a number of loan programs specifically designed to help develop or expand export activities.

[sandiego@sba.gov](mailto:sandiego@sba.gov) | (619) 557-7250  
For Export Trade, Cynthia Harris, Economic Development Specialist | [cynthia.harris@sba.gov](mailto:cynthia.harris@sba.gov) | (619) 727-4883  
[www.export.gov/california/sandiego](http://www.export.gov/california/sandiego)



### Center for International Business Education & Research San Diego State University

Supports research, education, and outreach activities for the local business community to enhance their competitiveness abroad.

Mark Ballum, Managing Director | [mballum@mail.sdsu.edu](mailto:mballum@mail.sdsu.edu) | (619) 594-2947 | [cbaweb.sdsu.edu/ciber](http://cbaweb.sdsu.edu/ciber)

## STATE



### CalChamber Council for International Trade

CalChamber lists a wide array of global resources and international contacts. CalChamber also organizes trade and investment missions, educational programs and conferences, as well as trade and catalogue shows.

(916) 444-6670 | [www.calchamber.com/international/ccit/pages/default.aspx](http://www.calchamber.com/international/ccit/pages/default.aspx)



### California Governor's Office of Business and Economic Development

Collaborates with federal, local and international partners to identify and assist small to medium size companies in developing markets abroad for their products and services.

International Affairs and Trade Development Unit

Brian Peck, Deputy Director | [brian.peck@gov.ca.gov](mailto:brian.peck@gov.ca.gov) | 916) 322-0694 or (877) 345-4633 | [business.ca.gov/](http://business.ca.gov/)

## FEDERAL



### Export-Import Bank of the United States (EXIM)

The Export-Import Bank of the United States (Ex-Im Bank) is an independent, self-sustaining agency with an 80-year record of supporting U.S. jobs by financing the export of American goods and services.

Sandra Donzella, Portfolio Manager, Western Region Director | [sandra.donzella@exim.gov](mailto:sandra.donzella@exim.gov) | (858) 467-7035  
[www.exim.gov](http://www.exim.gov)