



U.S. Small Business
Administration

SME Ecosystems Best Practices

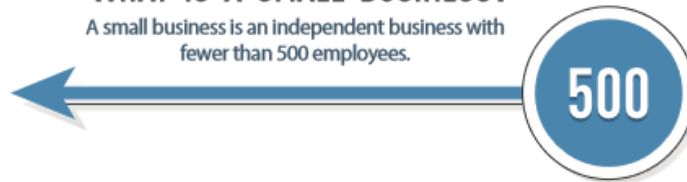
November 15, 2018

Eugene Cornelius, Jr.

Small Businesses Are Global Job Creators

WHAT IS A SMALL BUSINESS?

A small business is an independent business with fewer than 500 employees.

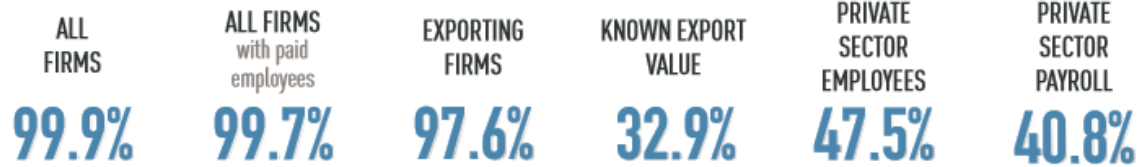


NET NEW JOBS



BED, [2000-2017]

SMALL BUSINESSES COMPRISE:

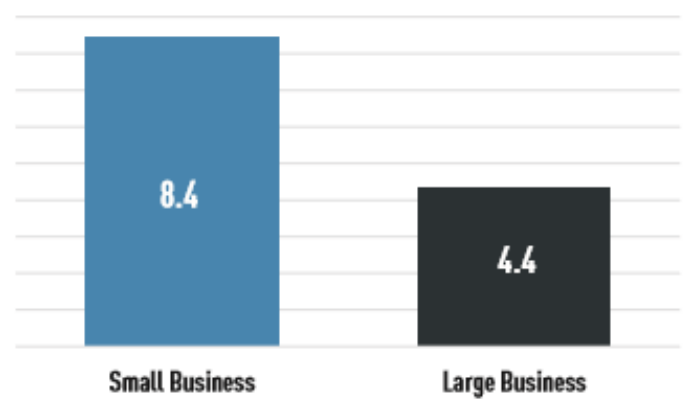


SUSB, NES [2015], ITA [2015]

Ecosystems focus on governing with small business in mind ***because small business is big business!***

Figure 2. Net New Jobs 2000-2017

(Millions; BED, Office of Advocacy)





Intro to SBA

The U.S. Small Business Administration (SBA) was created in 1953 and since January 13, 2012 has served as a Cabinet-level agency of the federal government.

SBA aids and assists small businesses through four pillars:

1. Capital access
2. Counseling and training
3. Contracting opportunities
4. Conducive policies and regulations

Capital Access

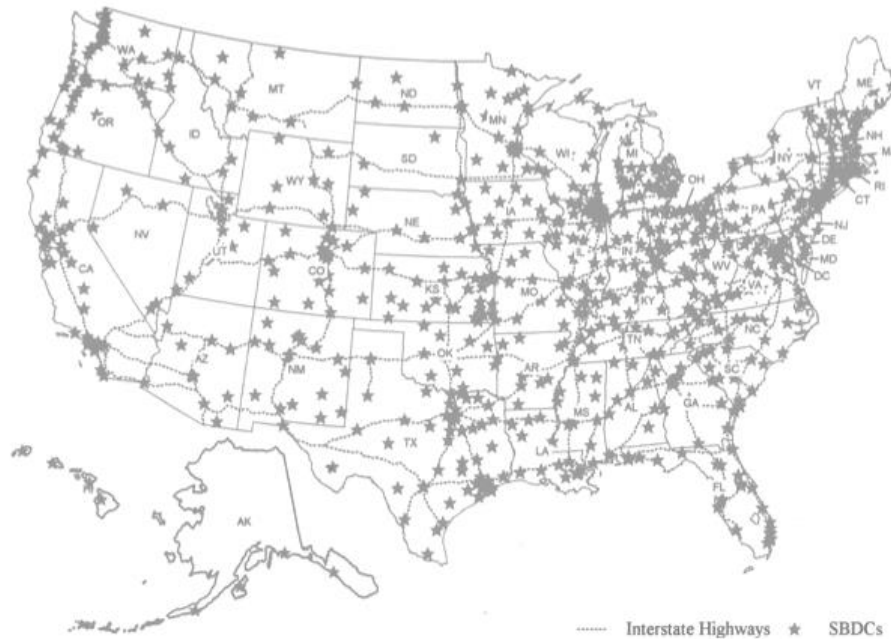


FY2017 Results of loan programs delivered through a national distribution system of SBA lending partners:

- >68,000 loans
- > \$30 billion to small businesses, supporting nearly 630,000 jobs.

Counseling and Training

SBA District Office and Resource Partners are “on ramps” to local small business ecosystems and empower small businesses to reach their capacity



INTERNATIONAL TRADE

UGA SBDC Center



WALK YOU THROUGH AN INTERNATIONAL TRANSACTION



INVESTIGATE INTERNATIONAL FINANCING



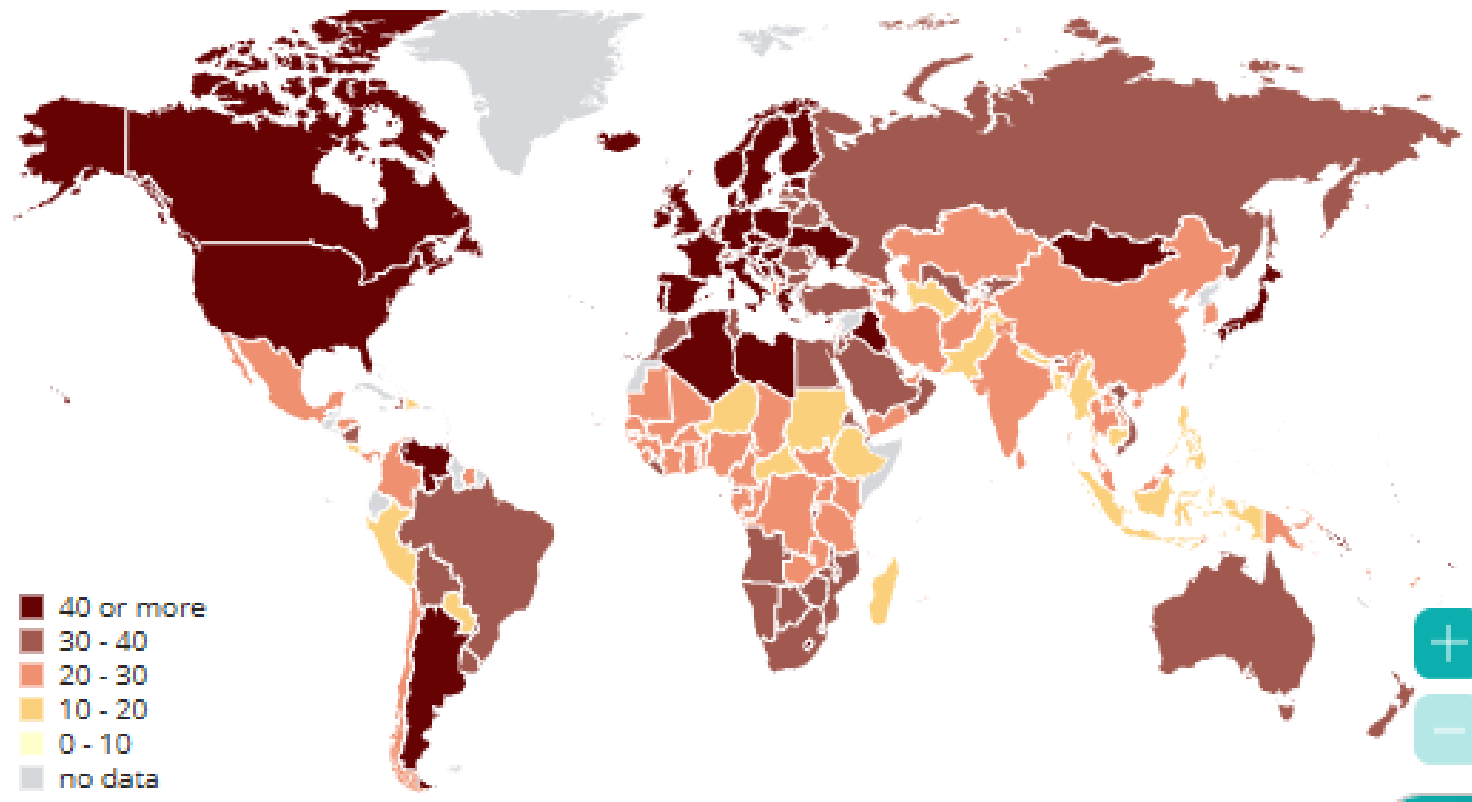
HELP LOOK FOR OPPORTUNITIES INTERNATIONALLY



HELP WITH SPECIFIC ISSUES IN A TRADE DEAL

International trade can open up a world of opportunities for businesses of all sizes. Did you know that 95% of the world's consumers live outside of the United States?

Contracting Opportunities



IMF Government expenditure, percent of GDP

Conducive policies and regulations





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10x10 Program

ISCB collaboration with SBA

- 10 participating countries
- 10 months
- Result: Establish new and stronger small business support agencies to enable the growth of strong SME ecosystems.



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