MINNESOTA EXPORT RESOURCES

GREATER MSP
Delivering Innovation EXPORTS

GETTING STARTED (COMPANIES NEW TO EXPORTING)

Minnesota SCORE

» Free One-on-One business planning assistance from volunteer experts.
Minneapolis: Tel: (952) 938-4570-www.minneapolis.score.org/
St. Paul: Tel: (651) 632-8937 -www.stpaul.score.org/
South Metro: Tel: (952) 890-7020 - www.southmetro.score.org/

Small Business Development Center (St. Thomas –Twin Cities)

» The Small Business Development Center matches small businesses currently in operation with experienced consultants who provide these services: business planning, market research, financial planning and analysis, debt and equity financing, new product development, and other aspects of business development. No charges to the client.
Tel: (651) 962-4500 -www.stthomas.edu/sbdc

EXPORT EDUCATION

Metro calendar of export events www.exportminnesota.com

EXPORT QUESTIONS AND INFORMATION

Minnesota Trade Office

» This office offers companies the information, skills, resources, and contacts they need to successfully export goods and services worldwide. The STEP program provides financial and technical assistance to qualifying Minnesota small businesses interested in exporting products or services to foreign markets.
Tel: (651) 259-7498 -www.exportminnesota.com

U.S. Commercial Service Minnesota

» The U.S. Commercial Service is the local federal government office with a global network that provides customized solutions that enable Minnesota companies to sell U.S. made products and services internationally. The U.S. Commercial Service provides trade counseling, market intelligence, business matchmaking and commercial diplomacy by leveraging our global network and proven trade expertise to meet companies' exporting needs.
Tel: (612) 348-1638 -www.export.gov/Minnesota

Minnesota Department of Agriculture

» The Minnesota Department of Agriculture works to discover and develop potential markets for Minnesota's farmers and agribusinesses. We provide assistance to individuals and businesses in evaluating foreign market entry methods, understanding and obtaining regulatory requirements, finding qualified buyers, understanding logistics, and locating financing options and market promotion funds.
Christina Connelly Tel: (651)201-6220 -www.mda.state.mn.us

EXPORT FINANCING

Export-Import Bank of the United States

» The Export-Import Bank is an excellent resource for small businesses interested in entering foreign markets. The Export-Import Bank provides small businesses with export credit insurance, working capital loan guarantees, and foreign buyer financing.
Denis Griffin Tel: (612) 348-1213 -www.exim.gov

Small Business Administration Office of International Trade: Minnesota District

» The SBA offers Trade Finance Programs that assist small exporters in obtaining: loans to finance general export expenses, lines of credit to finance the cost of filling foreign purchase orders, lines of credit to finance export accounts receivable and export inventory, term loans to purchase equipment and land (in the U.S.) to support export sales.
Carlos Sosa Tel: (612) 348-1642 -www.sba.gov

MINNEAPOLIS-SAINT PAUL EXPORT TRAINING PROGRAM MENU

GREATER MSP
Delivering Innovation EXPORTS

EXPORT EDUCATION RESOURCES

STATE			
Minnesota Trade Office	MTO	651-259-7498	www.exportminnesota.com
Minnesota Department of Agriculture	MDA	651-201-6220	www.mda.state.mn.us/international
Center for International Business Education and Research (University of Minnesota)	CIBER	612-626-4423	www.carlsonschool.umn.edu/ciber
Midwest Global Trade Association	MGTA	651-290-7482	www.mgta.org
FEDERAL			
U.S. Commercial Service Minnesota	USCS	612-348-1638	www.export.gov/Minnesota
U.S. Small Business Administration	SBA	612-348-1642	www.sba.gov
Export-Import Bank of the United States	EXIM	612-348-1213	www.exim.gov

MENU OF EXPORT SERVICES

BASICS OF EXPORTING	PREPARING AN EXPORT PLAN AND COACHING	EXPORT COMPLIANCE AND LOGISTICS
» Export Process: An Introduction to Exporting (MTO) » International Market Research (MTO) » International Trade Resources (MTO)	» Export by Design (comprehensive plan development with coaching by MTO) » Export Plan "Light" (condensed plan development – MTO)	» An Export Transaction: From the Order to Out the Door (MTO & MGTA) » Export Management System (MTO & MGTA) » NAFTA: Completing the Certificate of Origin (MTO) » CE Marking (MTO) » Incoterms (MGTA)
INTERNATIONAL FINANCE AND PAYMENT	**LEGAL ASSISTANCE**	**FOOD AND AGRICULTURAL PRODUCTS**
» Export Finance and Methods of Payment (SBA, EXIM Bank) » STEP Grant (MTO) – Export assistance/grants for eligible SME's	» Consulting by the Export Legal Assistance Network (ELAN) for New to Export Companies www.exportlegal.org	» Food Export Advisor Program (MDA and Food Export-Midwest) » Exporting 101 for Food/Ag Companies (MDA)
INTERNATIONAL SALES AND MARKETING STATE TRADE EXPORT PROMOTION	**INTERNATIONAL BUSINESS CULTURE AND ETIQUETTE**	**COUNTRY MARKET AND SECTOR EVENTS (MTO)**
» Finding and Motivating the Right Foreign Business Partner (MTO) » International Market Research (MTO)	» Global Road Warrior (access through MTO) www.globalroadwarrior.com » Executive Planet www.executiveplanet.com » Culture Grams (access via public library system) www.culturegrams.com » Geert-Hofstede www.geert-hofstede.com	» China Practicum » India Practicum » Latin America Breakfast Series » Middle East/Africa Roundtables » Water Roundtable » Environment Roundtable

This Menu identifies core export training programs and is not a comprehensive list of events. Please visit the MTO Calendar of Events for more information: www.exportminnesota.com