

EXPORT GROWTH SERVICES FOR MBEs



Institute for Economic Development
The University of Texas at San Antonio

Did you know that Minority Business Enterprises (MBEs) ...

- Are twice as likely to export as non-minority firms?
- Have a competitive advantage in global trade based on their cultural ties, language skills and nimbleness
- Involved in wholesale trade export more than non-minority-owned firms?

<http://www.mbda.gov/pressroom/news-and-announcements/minority-owned-businesses-are-exporting>

San Antonio Minority Business Development Agency (MBDA) Export Center

Our mission is to **help minority-owned enterprises succeed as exporters**. We are funded in part by the MBDA (www.mbda.gov), an agency within the U.S. Department of Commerce, and operated by UTSA's Institute for Economic Development (www.iedtexas.org).

Export Growth Services

The MBDA Export Center provides high-performance, minority-owned enterprises with **export planning and international business development services** to successfully expand into global markets. Our core services are:

- Export Consulting
- Access to Capital for Exporters and Trade Finance
- Access to International Procurement and Contracts
- Access to International Markets

Our Team

The San Antonio MBDA Export Center's staff are Certified Global Business Professionals experienced in international trade, ready to **guide you through the export process** and **assist you with critical international business know-how**. Also, our team will introduce you to a network of global contacts encompassing U.S. and foreign trade promotion agencies, trade associations, chambers of commerce and a diverse number of economic institutions and private entities who can provide in-country opportunities and intelligence to help you succeed.

The Difference

- Real world experience
- Access to federal resources
- Personalized service
- Assistance in export execution

Client Profile

We seek to assist MBEs anywhere in the United States that meet the following eligibility criteria:

- Annual revenues of over \$1,000,000
- Currently involved in export activities or new-to-export companies, yet willing and ready to commit time and resources to successfully export
- Exhibit rapid growth potential
- Currently exporting or planning on exporting to Latin America

Next Steps

Contact us today at (210) 458-2480 to schedule a consultation with one of our export professionals!