



Beginning Exporter's Resource Guide

{A} NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

A book, free and online, to assess your current export business potential:

- *Breaking Into the Trade Game* – This book is a 1 pre-assessment guide for you and your business to decide if exporting is right for you.

<http://www.sba.gov/oit/info/Guide-To-Exporting/index.html>

Export resource book – with forms & examples – free and online:

- *Basic Guide to Exporting* – This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts; includes common forms. <http://www.unzco.com/basicguide/index.html>

- *International Trade Online Library:*

http://www.sba.gov/localresources/district/or/or_itresources.html

{B} EARLY STAGE EXPORT BUSINESS

For export / import business start-up help, contact & web site:

- *Portland SBDC*, Tom Lowles, (503) 978-5088 or tlowles@pcc.edu

- Publications on Importing from *U.S. Customs & Border Protection* website:

<http://www.cbp.gov/xp/cgov/toolbox/publications/trade/>

Oregon Small Business Development Centers – A network of 20 offices with free, confidential business counseling services to small and start-up businesses on all questions related to business regs, licensing, etc.

For more information, visit: <http://www.bizcenter.org>

SCORE, Counselors to America's Small Business – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: <http://www.score.org>

{C} MORE ESTABLISHED EXPORTERS

- *U.S. Export Assistance Center, Portland* - a one-stop center for access to federal export assistance programs, incl. financing offers market research, business counseling, regulatory assistance, and seminars. Please visit the Our Services page at our website: <http://www.buyusa.gov/oregon/services.html>

- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact our office for referral <http://www.export-legal-assistance.org>

- *State of Oregon, International Trade Services*, help for Oregon exporters with a focus on key industry clusters, <http://www.econ.oregon.gov/ECDD/BDD/index.shtml>