

Exporter Financing

Whether your company is exporting to Singapore or to Canada, MassDevelopment offers several programs that can help your company leverage the necessary capital to broaden your business in the foreign market. MassDevelopment programs include loans, guarantees, and export credit insurance, and partners with the Massachusetts Export Center and the Massachusetts Office of International Trade & Investment to provide additional assistance to help companies that export their products or services.

100% Export Loans

With our newest program exporters can obtain 100% financing from MassDevelopment. Terms include:

- 100% financing for new equipment, leasehold improvements and term working capital.
- Competitive interest rate.
- Interest-only payments for the first 12 months.
- Up to 7 year term and amortization.
- Loan amounts to \$2 million.

Export Loan Guarantees for Banks and Lenders

We offer loan guarantees against losses of up to 90% of the loan amount on export working capital lines of credit up to \$1,000,000. The guarantee allows a lender to accept foreign accounts receivable and inventory for foreign sale as collateral. Guarantees on term loans for equipment and other purposes up to 70% of the loan amount or \$500,000. With the loan guarantee in place, a bank or financial institution is able to extend more credit.

Export Credit Insurance

With assistance from MassDevelopment, exporters can obtain export credit insurance from Ex-Im Bank. Export credit insurance helps you to get paid and provides your international customers with competitive credit terms.

- Eliminates most risk of nonpayment by international buyers.
- Provides credit terms to international buyers that can increase sales.

Export Resource Center Website

The Massachusetts Export Center and MassDevelopment partnered to develop the Massachusetts Export Resource Center website, a one-stop resource to help businesses grow and take advantage of international opportunities. Presentation topics include planning, business development, logistics, banking and finance, and regulatory compliance. Visit the Massachusetts Export Resource Center at msbdc.org/ResourceCenter.

International Trade Resources

MassDevelopment works with partner organizations to provide exporters additional business assistance.

Massachusetts Export Center

The Massachusetts Export Center provides one-on-one export counseling and technical assistance, export workshops, training programs and conferences, overseas market research, statistics and publications, international marketing activities and assistance. Contact the Massachusetts Export Center at 617.973.8664 or visit mass.gov/export for more information.

Massachusetts Office of International Trade & Investment

The Massachusetts Office of International Trade & Investment (MOITI) works to expand the Massachusetts economy by marketing the state's business internationally. For example, participation through MOITI enables companies to exhibit at international trade shows at a significant cost savings with a number of value-added services not available to companies exhibiting on their own. Contact MOITI at 617.830.5400 or visit mass.gov/moiti for further details.

Case Studies

DAHlicious, LLC

Leominster

MassDevelopment provided a \$500,000 equipment loan to DAHlicious, LLC in Leominster. DAHlicious manufactures smoothie's made with Indian-style yogurt and fresh nuts and are known as DAHlicious Lassi's. DAHlicious Lassi's are sold nationally by organic and natural food retailers and in parts of Canada and outside of the U.S. The loan is enhanced with a MassDevelopment 70% Export Loan Guarantee.

Fancypants Baking Company

Walpole

MassDevelopment issued a \$327,000 equipment loan to Fancypants Baking Company, a Walpole bakery specializing in nut-free baked goods. Fancypants Baking used loan funds to move its operation to a new 15,000-square-foot facility and purchase new equipment. The upgraded facility provides Fancypants with space to grow its business in response to strong growth in recent years. The loan is enhanced with a MassDevelopment 70% Export Loan Guarantee.

Newburyport Brewing Company

Newburyport

MassDevelopment provided a \$280,000 equipment loan to Newburyport Brewing Company. Loan proceeds were used to purchase aging tanks that will allow the company to increase production and export to Sweden. Established in 2012, Newburyport Brewing Company is Massachusetts' only "keg and can" brewery with three ales. The loan is enhanced with a MassDevelopment 70% Export Loan Guarantee.

MassDevelopment Regional Offices

Central Massachusetts

89 Shrewsbury Street, Suite 300
Worcester, MA 01604
508.363.2799

Devens

33 Andrews Parkway
Devens, MA 01434
978.784.2900
DevensCommunity.com

Greater Boston

99 High Street
Boston, MA 02110
617.330.2000

Northeastern Massachusetts

360 Merrimack Street, Building 5
Lawrence, MA 01843
978.459.6100

Southeastern Massachusetts

275 Martine Street, Suite 201
Fall River, MA 02723
508.678.0533

Western Massachusetts

1350 Main Street, Suite 1110
Springfield, MA 01103
413.731.8848

