

111<sup>TH</sup> CONGRESS  
2<sup>D</sup> SESSION

# H. R. 5832

To amend the Small Business Act to improve the Office of International Trade, and for other purposes.

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IN THE HOUSE OF REPRESENTATIVES

JULY 22, 2010

Mrs. DAHLKEMPER introduced the following bill; which was referred to the Committee on Small Business

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## A BILL

To amend the Small Business Act to improve the Office of International Trade, and for other purposes.

1       *Be it enacted by the Senate and House of Representa-*  
2       *tives of the United States of America in Congress assembled,*

3       **SECTION 1. SHORT TITLE.**

4       This Act may be cited as the “Small Business Export  
5       Enhancement Act of 2010”.

6       **SEC. 2. DEFINITIONS.**

7       (a) DEFINITIONS.—In this Act—

8               (1) the terms “Administration” and “Adminis-  
9       trator” mean the Small Business Administration  
10       and the Administrator thereof, respectively;

1           (2) the term “Associate Administrator” means  
2 the Associate Administrator for International Trade  
3 appointed under section 22(a)(2) of the Small Busi-  
4 ness Act, as amended by this Act;

5           (3) the term “Export Assistance Center” means  
6 a one-stop shop referred to in section 2301(b)(8) of  
7 the Omnibus Trade and Competitiveness Act of  
8 1988 (15 U.S.C. 4721(b)(8));

9           (4) the term “rural small business concern”  
10 means a small business concern located in a rural  
11 area, as that term is defined in section 1393(a)(2)  
12 of the Internal Revenue Code of 1986; and

13           (5) the term “small business concern” has the  
14 meaning given that term under section 3 of the  
15 Small Business Act (15 U.S.C. 632).

16 (b) TECHNICAL AND CONFORMING AMENDMENTS.—

17           (1) DEFINITIONS.—Section 3 of the Small  
18 Business Act (15 U.S.C. 632) is amended by adding  
19 at the end the following:

20           “(t) SMALL BUSINESS DEVELOPMENT CENTER.—In  
21 this Act, the term ‘small business development center’  
22 means a small business development center described in  
23 section 21.

24           “(u) REGION OF THE ADMINISTRATION.—In this  
25 Act, the term ‘region of the Administration’ means the

1 geographic area served by a regional office of the Adminis-  
2 tration established under section 4(a).”.

3 (2) CONFORMING AMENDMENT.—Section  
4 4(b)(3)(B)(x) of the Small Business Act (15 U.S.C.  
5 633(b)(3)(B)(x)) is amended by striking “Adminis-  
6 tration district and region” and inserting “district  
7 and region of the Administration”.

8 **SEC. 3. OFFICE OF INTERNATIONAL TRADE.**

9 (a) ESTABLISHMENT.—Section 22 of the Small Busi-  
10 ness Act (15 U.S.C. 649) is amended—

11 (1) by striking “SEC. 22. (a) There” and in-  
12 serting the following:

13 **“SEC. 22. OFFICE OF INTERNATIONAL TRADE.**

14 “(a) ESTABLISHMENT.—

15 “(1) OFFICE.—There”; and

16 (2) in subsection (a)—

17 (A) in paragraph (1), as so designated, by  
18 striking the period and inserting “for the pri-  
19 mary purposes of increasing—

20 “(A) the number of small business con-  
21 cerns that export; and

22 “(B) the volume of exports by small busi-  
23 ness concerns.”; and

24 (B) by adding at the end the following:

1           “(2) ASSOCIATE ADMINISTRATOR.—The head of  
2           the Office shall be the Associate Administrator for  
3           International Trade, who shall be responsible to the  
4           Administrator.”.

5           (b) AUTHORITY FOR ADDITIONAL ASSOCIATE AD-  
6           MINISTRATOR.—Section 4(b)(1) of the Small Business Act  
7           (15 U.S.C. 633(b)(1)) is amended—

8                   (1) in the fifth sentence, by striking “five Asso-  
9                   ciate Administrators” and inserting “Associate Ad-  
10                   ministrators”; and

11                   (2) by adding at the end the following: “One  
12                   such Associate Administrator shall be the Associate  
13                   Administrator for International Trade, who shall be  
14                   the head of the Office of International Trade estab-  
15                   lished under section 22.”.

16           (c) DISCHARGE OF INTERNATIONAL TRADE RESPON-  
17           SIBILITIES OF ADMINISTRATION.—Section 22 of the Small  
18           Business Act (15 U.S.C. 649) is amended by adding at  
19           the end the following:

20                   “(h) DISCHARGE OF INTERNATIONAL TRADE RE-  
21                   SPONSIBILITIES OF ADMINISTRATION.—The Adminis-  
22                   trator shall ensure that—

23                           “(1) the responsibilities of the Administration  
24                           regarding international trade are carried out by the  
25                           Associate Administrator;

1           “(2) the Associate Administrator has sufficient  
2 resources to carry out such responsibilities; and

3           “(3) the Associate Administrator has direct su-  
4 pervision and control over—

5                   “(A) the staff of the Office; and

6                   “(B) any employee of the Administration  
7 whose principal duty station is an Export As-  
8 sistance Center, or any successor entity.”.

9           (d) **ROLE OF ASSOCIATE ADMINISTRATOR IN CAR-**  
10 **RYING OUT INTERNATIONAL TRADE POLICY.**—Section  
11 2(b)(1) of the Small Business Act (15 U.S.C. 631(b)(1))  
12 is amended in the matter preceding subparagraph (A)—

13                   (1) by inserting “the Administrator of” before  
14 “the Small Business Administration”; and

15                   (2) by inserting “through the Associate Admin-  
16 istrator for International Trade, and” before “in co-  
17 operation with”.

18           (e) **IMPLEMENTATION DATE.**—Not later than 90  
19 days after the date of enactment of this Act, the Adminis-  
20 trator of the Small Business Administration shall appoint  
21 an Associate Administrator for International Trade under  
22 section 22(a) of the Small Business Act (15 U.S.C.  
23 649(a)), as added by this section.

1 **SEC. 4. DUTIES OF THE OFFICE OF INTERNATIONAL TRADE.**

2 (a) AMENDMENTS TO SECTION 22.—Section 22 of  
3 the Small Business Act (15 U.S.C. 649) is amended—

4 (1) by striking subsection (b) and inserting the  
5 following:

6 “(b) TRADE DISTRIBUTION NETWORK.—The Asso-  
7 ciate Administrator, working in close cooperation with the  
8 Secretary of Commerce, the United States Trade Rep-  
9 resentative, the Export-Import Bank of the United States,  
10 the Overseas Private Investment Corporation, and other  
11 relevant Federal agencies, small business development  
12 centers engaged in export promotion efforts, Export As-  
13 sistance Centers, regional and district offices of the Ad-  
14 ministration, the small business community, and relevant  
15 State and local export promotion programs, shall—

16 “(1) maintain a distribution network, using re-  
17 gional and district offices of the Administration, the  
18 small business development center network, net-  
19 works of women’s business centers, the Service  
20 Corps of Retired Executives authorized by section  
21 8(b)(1), and Export Assistance Centers, for pro-  
22 grams relating to—

23 “(A) trade promotion;

24 “(B) trade finance;

25 “(C) trade adjustment assistance;

26 “(D) trade remedy assistance; and

1           “(E) trade data collection;

2           “(2) aggressively market the programs de-  
3           scribed in paragraph (1) and disseminate informa-  
4           tion, including computerized marketing data, to  
5           small business concerns on exporting trends, market-  
6           specific growth, industry trends, and international  
7           prospects for exports;

8           “(3) promote export assistance programs  
9           through the district and regional offices of the Ad-  
10          ministration, the small business development center  
11          network, Export Assistance Centers, the network of  
12          women’s business centers, chapters of the Service  
13          Corps of Retired Executives, State and local export  
14          promotion programs, and partners in the private  
15          sector; and

16          “(4) give preference in hiring or approving the  
17          transfer of any employee into the Office or to a posi-  
18          tion described in subsection (c)(9) to otherwise  
19          qualified applicants who are fluent in a language in  
20          addition to English, to—

21                 “(A) accompany small business concerns  
22                 on foreign trade missions; and

23                 “(B) translate documents, interpret con-  
24                 versations, and facilitate multilingual trans-

1 actions, including by providing referral lists for  
2 translation services, if required.”;

3 (2) in subsection (c)—

4 (A) by striking “(c) The Office” and in-  
5 serting the following:

6 “(c) PROMOTION OF SALES OPPORTUNITIES.—The  
7 Associate Administrator”;

8 (B) by redesignating paragraphs (1)  
9 through (8) as paragraphs (2) through (9), re-  
10 spectively;

11 (C) by inserting before paragraph (2), as  
12 so redesignated, the following:

13 “(1) establish annual goals for the Office relat-  
14 ing to—

15 “(A) enhancing the exporting capability of  
16 small business concerns and small manufactur-  
17 ers;

18 “(B) facilitating technology transfers;

19 “(C) enhancing programs and services to  
20 assist small business concerns and small manu-  
21 facturers to compete effectively and efficiently  
22 against foreign entities;

23 “(D) increasing the ability of small busi-  
24 ness concerns to access capital;



1           “(E) disseminating information concerning  
2 Federal, State, and private programs and initia-  
3 tives; and

4           “(F) ensuring that the interests of small  
5 business concerns are adequately represented in  
6 trade negotiations;”;

7           (D) in paragraph (2), as so redesignated,  
8 by striking “mechanism for” and all that fol-  
9 lows through “(D) assisting” and inserting the  
10 following: “mechanism for—

11           “(A) identifying subsectors of the small  
12 business community with strong export poten-  
13 tial;

14           “(B) identifying areas of demand in for-  
15 eign markets;

16           “(C) prescreening foreign buyers for com-  
17 mercial and credit purposes; and

18           “(D) assisting”;

19           (E) in paragraph (3), as so redesignated,  
20 by striking “assist small businesses in the for-  
21 mation and utilization of” and inserting “assist  
22 small business concerns in forming and using”;

23           (F) in paragraph (4), as so redesignated—

24           (i) by striking “local” and inserting  
25 “district”;

1 (ii) by striking “existing”;

2 (iii) by striking “Small Business De-  
3 velopment Center network” and inserting  
4 “small business development center net-  
5 work”; and

6 (iv) by striking “Small Business De-  
7 velopment Center Program” and inserting  
8 “small business development center pro-  
9 gram”;

10 (G) in paragraph (5), as so redesignated—

11 (i) in subparagraph (A), by striking  
12 “Gross State Produce” and inserting  
13 “Gross State Product”;

14 (ii) in subparagraph (B), by striking  
15 “SIC” each place it appears and inserting  
16 “North American Industry Classification  
17 System”; and

18 (iii) in subparagraph (C), by striking  
19 “small businesses” and inserting “small  
20 business concerns”;

21 (H) in paragraph (6), as so redesignated,  
22 by striking the period at the end and inserting  
23 a semicolon;

24 (I) in paragraph (7), as so redesignated—

- 1 (i) in the matter preceding subpara-  
2 graph (A)—
- 3 (I) by inserting “concerns” after  
4 “small business”; and
- 5 (II) by striking “current” and in-  
6 serting “up to date”;
- 7 (ii) in subparagraph (A), by striking  
8 “Administration’s regional offices” and in-  
9 serting “regional and district offices of the  
10 Administration”;
- 11 (iii) in subparagraph (B) by striking  
12 “current”;
- 13 (iv) in subparagraph (C), by striking  
14 “current”; and
- 15 (v) by striking “small businesses”  
16 each place that term appears and inserting  
17 “small business concerns”;
- 18 (J) in paragraph (8), as so redesignated,  
19 by striking and at the end;
- 20 (K) in paragraph (9), as so redesignated—
- 21 (i) in the matter preceding subpara-  
22 graph (A)—
- 23 (I) by striking “full-time export  
24 development specialists to each Ad-

1           ministration regional office and as-  
2           signing”; and

3                   (II) by striking “person in each  
4           district office. Such specialists” and  
5           inserting “individual in each district  
6           office and providing each Administra-  
7           tion regional office with a full-time ex-  
8           port development specialist, who”;

9           (ii) in subparagraph (B)—

10                   (I) by striking “current”; and

11                   (II) by striking “with” and in-  
12           serting “in”;

13           (iii) in subparagraph (D)—

14                   (I) by striking “Administration  
15           personnel involved in granting” and  
16           inserting “personnel of the Adminis-  
17           tration involved in making”; and

18                   (II) by striking “and” at the end;

19           (iv) in subparagraph (E)—

20                   (I) by striking “small businesses’  
21           needs” and inserting “the needs of  
22           small business concerns”; and

23                   (II) by striking the period at the  
24           end and inserting a semicolon;

25           (v) by adding at the end the following:

1           “(F) participate, jointly with employees of  
2           the Office, in an annual training program that  
3           focuses on current small business needs for ex-  
4           porting; and

5           “(G) develop and conduct training pro-  
6           grams for exporters and lenders, in cooperation  
7           with the Export Assistance Centers, the De-  
8           partment of Commerce, small business develop-  
9           ment centers, women’s business centers, the  
10          Export-Import Bank of the United States, the  
11          Overseas Private Investment Corporation, and  
12          other relevant Federal agencies;” and

13                   (vi) by striking “small businesses”  
14                   each place that term appears and inserting  
15                   “small business concerns”; and

16           (L) by adding at the end the following:

17           “(10) make available on the website of the Ad-  
18           ministration the name and contact information of  
19           each individual described in paragraph (9);

20           “(11) carry out a nationwide marketing effort  
21           using technology, online resources, training, and  
22           other strategies to promote exporting as a business  
23           development opportunity for small business con-  
24           cerns;

1           “(12) disseminate information to the small  
2 business community through regional and district of-  
3 fices of the Administration, the small business devel-  
4 opment center network, Export Assistance Centers,  
5 the network of women’s business centers, chapters of  
6 the Service Corps of Retired Executives authorized  
7 by section 8(b)(1), State and local export promotion  
8 programs, and partners in the private sector regard-  
9 ing exporting trends, market-specific growth, indus-  
10 try trends, and prospects for exporting; and

11           “(13) establish and carry out training programs  
12 for the staff of the regional and district offices of  
13 the Administration and resource partners of the Ad-  
14 ministration on export promotion and providing as-  
15 sistance relating to exports.”;

16           (3) in subsection (d)—

17           (A) by redesignating paragraphs (1)  
18 through (5) as clauses (i) through (v), respec-  
19 tively, and adjusting the margins accordingly;

20           (B) by striking “(d) The Office” and in-  
21 serting the following:

22           “(d) EXPORT FINANCING PROGRAMS.—

23           “(1) IN GENERAL.—The Associate Adminis-  
24 trator”; and

1           (C) by striking “To accomplish this goal,  
2           the Office shall work” and inserting the fol-  
3           lowing:

4           “(2) TRADE FINANCE SPECIALIST.—To accom-  
5           plish the goal established under paragraph (1), the  
6           Associate Administrator shall—

7                   “(A) designate at least 1 individual within  
8                   the Administration as a trade finance specialist  
9                   to oversee international loan programs and as-  
10                  sist Administration employees with trade fi-  
11                  nance issues; and

12                   “(B) work”;

13           (4) in subsection (e), by striking “(e) The Of-  
14           fice” and inserting the following:

15           “(e) TRADE REMEDIES.—The Associate Adminis-  
16           trator”;

17           (5) by amending subsection (f) to read as fol-  
18           lows:

19           “(f) REPORTING REQUIREMENT.—The Associate Ad-  
20           ministrators shall submit an annual report to the Com-  
21           mittee on Small Business and Entrepreneurship of the  
22           Senate and the Committee on Small Business of the  
23           House of Representatives that contains—

24                   “(1) a description of the progress of the Office  
25                   in implementing the requirements of this section;

1           “(2) a detailed account of the results of export  
2 growth activities of the Administration, including the  
3 activities of each district and regional office of the  
4 Administration, based on the performance measures  
5 described in subsection (i);

6           “(3) an estimate of the total number of jobs  
7 created or retained as a result of export assistance  
8 provided by the Administration and resource part-  
9 ners of the Administration;

10           “(4) for any travel by the staff of the Office,  
11 the destination of such travel and the benefits to the  
12 Administration and to small business concerns re-  
13 sulting from such travel; and

14           “(5) a description of the participation by the  
15 Office in trade negotiations.”;

16           (6) in subsection (g), by striking “(g) The Of-  
17 fice” and inserting the following:

18           “(g) STUDIES.—The Associate Administrator”; and

19           (7) by adding after subsection (h), as added by  
20 section 3 of this Act, the following:

21           “(i) EXPORT AND TRADE COUNSELING.—

22           “(1) DEFINITION.—In this subsection—

23           “(A) the term ‘lead small business develop-  
24 ment center’ means a small business develop-



1           ment center that has received a grant from the  
2           Administration; and

3           “(B) the term ‘lead women’s business cen-  
4           ter’ means a women’s business center that has  
5           received a grant from the Administration.

6           “(2) CERTIFICATION PROGRAM.—The Adminis-  
7           trator shall establish an export and trade counseling  
8           certification program to certify employees of lead  
9           small business development centers and lead wom-  
10          en’s business centers in providing export assistance  
11          to small business concerns.

12          “(3) NUMBER OF CERTIFIED EMPLOYEES.—  
13          The Administrator shall ensure that the number of  
14          employees of each lead small business development  
15          center who are certified in providing export assist-  
16          ance is not less than the lesser of—

17                  “(A) 5; or

18                  “(B) 10 percent of the total number of em-  
19          ployees of the lead small business development  
20          center.

21          “(4) REIMBURSEMENT FOR CERTIFICATION.—

22                  “(A) IN GENERAL.—Subject to the avail-  
23          ability of appropriations, the Administrator  
24          shall reimburse a lead small business develop-  
25          ment center or a lead women’s business center

1 for costs relating to the certification of an em-  
2 ployee of the lead small business center or lead  
3 women’s business center in providing export as-  
4 sistance under the program established under  
5 paragraph (2).

6 “(B) LIMITATION.—The total amount re-  
7 imbursed by the Administrator under subpara-  
8 graph (A) may not exceed \$350,000 in any fis-  
9 cal year.

10 “(j) PERFORMANCE MEASURES.—

11 “(1) IN GENERAL.—The Associate Adminis-  
12 trator shall develop performance measures for the  
13 Administration to support export growth goals for  
14 the activities of the Office under this section that in-  
15 clude—

16 “(A) the number of small business con-  
17 cerns that—

18 “(i) receive assistance from the Ad-  
19 ministration;

20 “(ii) had not exported goods or serv-  
21 ices before receiving the assistance de-  
22 scribed in clause (i); and

23 “(iii) export goods or services;

24 “(B) the number of small business con-  
25 cerns receiving assistance from the Administra-

1           tion that export goods or services to a market  
2           outside the United States into which the small  
3           business concern did not export before receiving  
4           the assistance;

5           “(C) export revenues by small business  
6           concerns assisted by programs of the Adminis-  
7           tration;

8           “(D) the number of small business con-  
9           cerns referred to an Export Assistance Center  
10          or a small business development center by the  
11          staff of the Office;

12          “(E) the number of small business con-  
13          cerns referred to the Administration by an Ex-  
14          port Assistance Center or a small business de-  
15          velopment center; and

16          “(F) the number of small business con-  
17          cerns referred to the Export-Import Bank of  
18          the United States or to the Overseas Private  
19          Investment Corporation by the staff of the Of-  
20          fice, an Export Assistance Center, or a small  
21          business development center.

22          “(2) CONSISTENCY OF TRACKING.—The Asso-  
23          ciate Administrator, in coordination with the depart-  
24          ments and agencies that are represented on the  
25          Trade Promotion Coordinating Committee estab-

1 lished under section 2312 of the Export Enhance-  
2 ment Act of 1988 (15 U.S.C. 4727) and the small  
3 business development center network, shall develop a  
4 system to track exports by small business concerns,  
5 including information relating to the performance  
6 measures developed under paragraph (1), that is  
7 consistent with systems used by the departments  
8 and agencies and the network.”.

9 (b) TRADE DISPUTES.—The Administrator shall  
10 carry out a comprehensive program to provide technical  
11 assistance, counseling, and reference materials to small  
12 business concerns relating to resources, procedures, and  
13 requirements for mechanisms to resolve international  
14 trade disputes or address unfair international trade prac-  
15 tices under international trade agreements or Federal law,  
16 including—

17 (1) directing the district offices of the Adminis-  
18 tration to provide referrals, information, and other  
19 services to small business concerns relating to the  
20 mechanisms;

21 (2) entering agreements and partnerships with  
22 providers of legal services relating to the mecha-  
23 nisms, to ensure small business concerns may  
24 affordably use the mechanisms; and

1           (3) in consultation with the Director of the  
2           United States Patent and Trademark Office and the  
3           Register of Copyrights, designing counseling services  
4           and materials for small business concerns regarding  
5           intellectual property protection in other countries.

6           (c) REPORT.—Not later than 60 days after the date  
7           of enactment of this Act, the Administrator shall submit  
8           a report to the Committee on Small Business and Entre-  
9           preneurship of the Senate and the Committee on Small  
10          Business of the House of Representatives on any travel  
11          by the staff of the Office of International Trade of the  
12          Administration, during the period beginning on October  
13          1, 2004, and ending on the date of enactment of the Act,  
14          including the destination of such travel and the benefits  
15          to the Administration and to small business concerns re-  
16          sulting from such travel.

17       **SEC. 5. EXPORT ASSISTANCE CENTERS.**

18          (a) EXPORT ASSISTANCE CENTERS.—Section 22 of  
19          the Small Business Act (15 U.S.C. 649), as amended by  
20          this Act, is amended by adding at the end the following:

21               “(k) EXPORT ASSISTANCE CENTERS.—

22                       “(1) EXPORT FINANCE SPECIALISTS.—

23                               “(A) MINIMUM NUMBER OF EXPORT FI-  
24                               NANCE SPECIALISTS.—On and after January 1,  
25                               2011, the Administrator, in coordination with

1 the Secretary of Commerce, shall ensure that  
2 the number of export finance specialists is not  
3 less than the number of such employees so as-  
4 signed on January 1, 2003.

5 “(B) EXPORT FINANCE SPECIALISTS AS-  
6 SIGNED TO EACH REGION OF THE ADMINISTRA-  
7 TION.—On and after the date that is 2 years  
8 after the date of enactment of this subsection,  
9 the Administrator, in coordination with the Sec-  
10 retary of Commerce, shall ensure that there are  
11 not fewer than 3 export finance specialists in  
12 each region of the Administration.

13 “(2) PLACEMENT OF EXPORT FINANCE SPE-  
14 CIALISTS.—

15 “(A) PRIORITY.—The Administrator shall  
16 give priority, to the maximum extent prac-  
17 ticable, to placing employees of the Administra-  
18 tion at any Export Assistance Center that—

19 “(i) had an Administration employee  
20 assigned to the Export Assistance Center  
21 before January 2003; and

22 “(ii) has not had an Administration  
23 employee assigned to the Export Assist-  
24 ance Center during the period beginning  
25 January 2003, and ending on the date of

1           enactment of this subsection, either  
2           through retirement or reassignment.

3           “(B) NEEDS OF EXPORTERS.—The Ad-  
4           ministrators shall, to the maximum extent prac-  
5           ticable, strategically assign Administration em-  
6           ployees to Export Assistance Centers, based on  
7           the needs of exporters.

8           “(C) RULE OF CONSTRUCTION.—Nothing  
9           in this subsection may be construed to require  
10          the Administrator to reassign or remove an ex-  
11          port finance specialist who is assigned to an  
12          Export Assistance Center on the date of enact-  
13          ment of this subsection.

14          “(3) GOALS.—The Associate Administrator  
15          shall work with the Department of Commerce, the  
16          Export-Import Bank of the United States, and the  
17          Overseas Private Investment Corporation to estab-  
18          lish shared annual goals for the Export Assistance  
19          Centers.

20          “(4) OVERSIGHT.—The Associate Adminis-  
21          trator shall designate an individual within the Ad-  
22          ministration to oversee all activities conducted by  
23          Administration employees assigned to Export Assist-  
24          ance Centers.

25          “(1) DEFINITIONS.—In this section—

1           “(1) the term ‘Associate Administrator’ means  
2 the Associate Administrator for International Trade  
3 described in subsection (a)(2);

4           “(2) the term ‘Export Assistance Center’ means  
5 a one-stop shop for United States exporters estab-  
6 lished by the United States and Foreign Commercial  
7 Service of the Department of Commerce pursuant to  
8 section 2301(b)(8) of the Omnibus Trade and Com-  
9 petitiveness Act of 1988 (15 U.S.C. 4721(b)(8));

10           “(3) the term ‘export finance specialist’ means  
11 a full-time equivalent employee of the Office as-  
12 signed to an Export Assistance Center to carry out  
13 the duties described in subsection (e); and

14           “(4) the term ‘Office’ means the Office of  
15 International Trade established under subsection  
16 (a)(1).”.

17           (b) STUDY AND REPORT ON FILLING GAPS IN HIGH-  
18 AND-LOW-EXPORT VOLUME AREAS.—

19           (1) STUDY AND REPORT.—Not later than 6  
20 months after the date of enactment of this Act, and  
21 every 2 years thereafter, the Administrator shall—

22                   (A) conduct a study of—

23                           (i) the volume of exports for each  
24 State;



1 (ii) the availability of export finance  
2 specialists in each State;

3 (iii) the number of exporters in each  
4 State that are small business concerns;

5 (iv) the percentage of exporters in  
6 each State that are small business con-  
7 cerns;

8 (v) the change, if any, in the number  
9 of exporters that are small business con-  
10 cerns in each State—

11 (I) for the first study conducted  
12 under this subparagraph, during the  
13 10-year period ending on the date of  
14 enactment of this Act; and

15 (II) for each subsequent study,  
16 during the 10-year period ending on  
17 the date the study is commenced;

18 (vi) the total value of the exports in  
19 each State by small business concerns;

20 (vii) the percentage of the total vol-  
21 ume of exports in each State that is attrib-  
22 utable to small business concerns; and

23 (viii) the change, if any, in the per-  
24 centage of the total volume of exports in

1 each State that is attributable to small  
2 business concerns—

3 (I) for the first study conducted  
4 under this subparagraph, during the  
5 10-year period ending on the date of  
6 enactment of this Act; and

7 (II) for each subsequent study,  
8 during the 10-year period ending on  
9 the date the study is commenced; and

10 (B) submit to the Committee on Small  
11 Business and Entrepreneurship of the Senate  
12 and the Committee on Small Business of the  
13 House of Representatives a report containing—

14 (i) the results of the study under sub-  
15 paragraph (A);

16 (ii) to the extent practicable, a rec-  
17 ommendation regarding how to eliminate  
18 gaps between the supply of and demand  
19 for export finance specialists in the 15  
20 States that have the greatest volume of ex-  
21 ports, based upon the most recent data  
22 available from the Department of Com-  
23 merce;

24 (iii) to the extent practicable, a rec-  
25 ommendation regarding how to eliminate

1 gaps between the supply of and demand  
2 for export finance specialists in the 15  
3 States that have the lowest volume of ex-  
4 ports, based upon the most recent data  
5 available from the Department of Com-  
6 merce; and

7 (iv) such additional information as the  
8 Administrator determines is appropriate.

9 (2) DEFINITION.—In this subsection, the term  
10 “export finance specialist” has the meaning given  
11 that term in section 22(1) of the Small Business Act,  
12 as added by this Act.

13 **SEC. 6. RURAL EXPORT PROMOTION.**

14 Not later than 6 months after the date of enactment  
15 of this Act, the Administrator, in consultation with the  
16 Secretary of Agriculture and the Secretary of Commerce,  
17 shall submit to the Committee on Small Business and En-  
18 trepreneurship of the Senate and the Committee on Small  
19 Business of the House of Representatives a report that  
20 contains—

21 (1) a description of each program of the Ad-  
22 ministration that promotes exports by rural small  
23 business concerns, including—

24 (A) the number of rural small business  
25 concerns served by the program;

1 (B) the change, if any, in the number of  
2 rural small business concerns as a result of par-  
3 ticipation in the program during the 10-year  
4 period ending on the date of enactment of this  
5 Act;

6 (C) the volume of exports by rural small  
7 business concerns that participate in the pro-  
8 gram; and

9 (D) the change, if any, in the volume of  
10 exports by rural small businesses that partici-  
11 pate in the program during the 10-year period  
12 ending on the date of enactment of this Act;

13 (2) a description of the coordination between  
14 programs of the Administration and other Federal  
15 programs that promote exports by rural small busi-  
16 ness concerns;

17 (3) recommendations, if any, for improving the  
18 coordination described in paragraph (2);

19 (4) a description of any plan by the Administra-  
20 tion to market the international trade financing pro-  
21 grams of the Administration through lenders that—

22 (A) serve rural small business concerns;

23 and

24 (B) are associated with financing programs  
25 of the Department of Agriculture;

1           (5) recommendations, if any, for improving co-  
 2           ordination between the counseling programs and ex-  
 3           port financing programs of the Administration, in  
 4           order to increase the volume of exports by rural  
 5           small business concerns; and

6           (6) any additional information the Adminis-  
 7           trator determines is necessary.

8   **SEC. 7. INTERNATIONAL TRADE COOPERATION BY SMALL**  
 9                           **BUSINESS DEVELOPMENT CENTERS.**

10          Section 21(a) of the Small Business Act (15 U.S.C.  
 11   648(a)) is amended—

12           (1) by striking “(2) The Small Business Devel-  
 13           opment Centers” and inserting the following:

14           “(2) COOPERATION TO PROVIDE INTER-  
 15           NATIONAL TRADE SERVICES.—

16                   “(A) INFORMATION AND SERVICES.—The  
 17           small business development centers”; and

18           (2) in paragraph (2)—

19                   (A) in subparagraph (A), as so designated,  
 20           by inserting “(including State trade agencies),”  
 21           after “local agencies”; and

22           (B) by adding at the end the following:

23                   “(B) COOPERATION WITH STATE TRADE  
 24           AGENCIES AND EXPORT ASSISTANCE CEN-  
 25           TERS.—A small business development center

1           that counsels a small business concern on issues  
2           relating to international trade shall—

3                   “(i) consult with State trade agencies  
4                   and Export Assistance Centers to provide  
5                   appropriate services to the small business  
6                   concern; and

7                   “(ii) as necessary, refer the small  
8                   business concern to a State trade agency  
9                   or an Export Assistance Center for further  
10                  counseling or assistance.

11                  “(C) DEFINITION.—In this paragraph, the  
12                  term ‘Export Assistance Center’ has the same  
13                  meaning as in section 22.”.

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