As one of the largest trade assistance organizations in Texas, the UTSA SBDC International Trade Center provides businesses with high-value trade advising services, international market research and innovative training programs.

- World Class One-on-One Trade Advising
- Customized Market Research
- Cutting-Edge Trade Training

texastrade.org
Since 1992, the University of Texas at San Antonio (UTSA) Small Business Development Center (SBDC) International Trade Center has assisted thousands of Texas companies enter new markets, grow export sales and become globally competitive firms. With an experienced staff of Certified Global Business Professional International Business Advisors, who are supported by a skilled market research team, small business clients receive the market information, technical assistance and guidance necessary for success.

Since 2011, TIBA has been responsible for helping clients create 4,000 direct new jobs and attracting over $152 million in foreign direct investment for the Texas economy.

Created in 2011 by the SBDC International Trade Center, the Texas International Business Accelerator (TIBA) assists foreign small and medium-sized businesses successfully invest in Texas. TIBA provides foreign investors with advising, research, and business development services that are tailored to the particular needs of a client and that promote job creation in the U.S. This includes helping clients create business plans that can be presented to the U.S. Citizenship & Immigration Services as part of their visa applications.
MCMILLAN FLOW CONTROL

A leader in its industry, McMillan Flow Control is a Georgetown, Texas-based manufacturer of compact flow sensors, switches, and controllers that are used in semiconductor manufacturing equipment, fuel consumption and pharmaceutical research, water quality monitoring, and scientific research. McMillan Flow Control products can be found on nearly every continent and account for above 40 percent of sales. In 2016, Administrator Mariann Jones began working with SBDC International Trade Center Assistant Director, Doug Smith.

With less than 50 employees, McMillan Flow Control regularly deals with challenges including timely payments from foreign buyers, cultural and language issues, and finding distributors interested in selling solutions, rather than simply adding their product line. Smith assisted McMillan Flow Control in identifying new customers in the United Kingdom and Canada, and conducted a study of business opportunities in Australia. Currently, McMillan Flow Control’s major export markets include Japan, Taiwan, and Germany.

DOMOS WATER TECHNOLOGIES

Founded 27 years ago, Grupo Oneo has become a well-regarded public works and construction company in Mexico. A branch of the company known as Domos Agua, designs, builds, and operates water treatment plants throughout Mexico. To expand operations to the U.S., President Francisco Arias contacted the TIBA program and worked with Sr. Project Manager Jaime Martinez. Arias expanded services to Dallas and established a new company – Domos Water Technologies, which manages sales and projects for water treatment plants.

TIBA provided business planning expertise, business advising, and resources to develop a strategic expansion plan. Foreign Investment Specialist Jocelyn Garcia, a UTSA student researcher, completed the company’s investment plan. Domos Water Technologies created 3 new jobs and the company is working toward $900,000 in sales during its first year of operations.
Connecting Businesses Through SBDCGlobal

By the Numbers

<table>
<thead>
<tr>
<th>NO. OF COUNTRIES</th>
<th>SBDCs LAUNCHED</th>
<th>ENTREPRENEURIAL PROJECTS:</th>
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</thead>
<tbody>
<tr>
<td>22</td>
<td>279</td>
<td>65,000</td>
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The SBDC International Trade Center leads the expansion of the Small Business Network of the Americas, an initiative that has guided 22 western countries to adopt UTSA’s Small Business Development Center (SBDC) methodology. The U.S. SBDC model has evolved over 35 years at 1,100 universities and colleges across the nation and has become an international best practice.

In addition, the SBDC International Trade Center created SBDCGlobal.com, a powerful and free online trade platform designed to provide business opportunities to SBDC clients in the U.S. and other countries in the Americas where SBDC networks have developed. Small businesses using SBDCGlobal.com have instant access to online buying and selling opportunities, as well as extended one-on-one advising services provided by their local SBDC.

SBDCGlobal is a special initiative of the SBDC International Trade Center that has led the expansion of the SBDC model throughout the Americas. SBDCGlobal has supported over 22 national governments in adopting the SBDC model as a means to grow the competitiveness of their small business sectors. Today, 279 Centers operate in Latin America and the Caribbean, having served over 65,000 entrepreneurial projects.

Supported by partners such as the U.S. State Department, the Organization of American States and through direct contracts with the beneficiary countries, SBDCGlobal advises governments on how to structure, fund, launch and administer a successful national SBDC network.