



National Association of District Export Councils (NADEC) represents America's Small & Medium-sized exporters

Market Access is our #1 issue.

Did you know that these firms substantially impact our economy and are dependent upon...

U.S. Global Competitiveness

- China and the European Union each enjoy more than twice as much advantage from trade agreement tariff reductions than the U.S?¹
- The U.S. has 41 active Bilateral Investment Treaties while China has over 100?²
- The U.S.-Mexico-Canada Agreement, signed in 2019, is our most-recent Free Trade Agreement and that China is actively negotiating eight new FTAs right now?³

Impact of Small Businesses

- America's small businesses export over \$1 trillion each year?⁴
- Two thirds of small exporters have fewer than five employees and three quarters have fewer than ten?⁵
- 42% of all small-employer businesses fit into SBA's definition of 'tradable industries'?⁶

Impact on Jobs

- Over 9m jobs across the U.S. are supported by exports?⁷
- Jobs supported by exports pay 18% more than the national average?⁸
- 6,000 new jobs are created for every \$1b increase in U.S. goods exports?⁹

The Time for New Free Trade Agreements is NOW!

Potential markets include:

- Taiwan
- United Kingdom
- European Union
- Kenya
- Abraham Accords signatories
- Vietnam
- Philippines

The information supplied above was derived from the sources listed below.

¹ <https://www.reuters.com/markets/us/us-farm-food-groups-urge-congress-pass-authority-new-trade-deals-2023-03-16/>

² <https://www.trade.gov/country-commercial-guides/china-trade-agreements>

³ <https://www.trade.gov/country-commercial-guides/china-trade-agreements>

⁴ <https://www.sba.gov/sites/default/files/2023-02/SBA%20Total%20Addressable%20Market%20Study%20FINAL-508%20%281%29.pdf>

⁵ <https://www.sba.gov/sites/default/files/2023-02/SBA%20Total%20Addressable%20Market%20Study%20FINAL-508%20%281%29.pdf>

⁶ <https://www.sba.gov/sites/default/files/2023-02/SBA%20Total%20Addressable%20Market%20Study%20FINAL-508%20%281%29.pdf>

⁷ <https://www.trade.gov/data-visualization/jobs-supported-us-exports>

⁸ <https://ustr.gov/map/state-benefits/sd>

⁹ <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2011/october/trade-agreements-and-jobs>

DEC
NATIONAL ASSOCIATION OF
DISTRICT EXPORT COUNCILS
Working for America's Exporters™

By the Numbers

- **8 Regions**
- **61 Local District Export Councils**
- **1,500 Members**

www.USAExporter.org

About us...

The pillars of the NADEC network are to **inform, educate, advocate** and **support** local members to become successful exporters, working in collaboration with the US Department of Commerce and relevant stakeholders.

The NADEC's support the local chapters in their mission by focusing on increasing **awareness and understanding of the importance of exports to the US economy through education, legislative outreach, and engagement**. There are 61 DEC chapters across the United States.

The main constituents of the NADEC are Small and Medium Enterprises (SMEs). The current NADEC Chair, **Jonathan Szucs** of Advanced Superabrasives Inc., is the President of a small business in western North Carolina. He often states that one of the reasons that he became a DEC member was to be a voice for SMEs.

Local DEC members assist companies throughout the lifecycle of the export. They organize training programs in their regions, offer advice and often mentor companies in their areas, across a wide swath of industries. Many members have active business relationships and export sales around the world, while other DEC members, who are service providers, can promote and facilitate trade using their specific expertise.

The NADEC further supports these efforts through national committees, namely:

- The **NADEC Education and Outreach committee** produces monthly webinars on relevant topics to companies looking to export and shares best practices. These webinars are open to all. Please check out the NADEC website for more information on upcoming topics.
- The **Trade Policy committee** identifies trade policy issues that need to be addressed and contributes to new initiatives to expand SME engagement in global markets.

Another priority of the NADEC is **advocacy**.

This comes in many forms, but is primarily focused on reaching stakeholders in Washington, D.C. For example, NADEC was instrumental in getting the 2022 Shipping Reform Act passed which helped open up containers to SMEs who were negatively impacted by trade practices outside of their control.
