

As the world faces growing challenges that threaten America's interests and its people, the United States must advance, not retreat, its global leadership. Consistent with President Trump's America First Policy Directive, international assistance is critical to this leadership and essential for making America stronger, safer, and more prosperous. The private sector remains an important partner in international assistance, delivering innovation, efficiency, and expertise to improve lives abroad, while creating jobs and spurring economic growth across the U.S. A dynamic community of highly reliable and nimble small businesses is at the heart of this U.S. private sector and must be engaged and leveraged to achieve the international assistance goals that advance U.S. interests.

Small businesses represent **the best of American ingenuity, values, and problem-solving**, deepening U.S. economic power through job creation, inclusive technology, and sustainable enterprise.

Goal

A refined U.S. international assistance system where small businesses are central architects and implementers – not peripheral participants—bringing their innovation, agility, and community-driven solutions to complex global challenges, while simultaneously expanding economic opportunity across America.

Key Characteristics of This Future



Innovation as a Core Mandate

- U.S. small businesses as primary **drivers of innovation**, particularly in fields like:
 - Agricultural technology and precision farming
 - Digital infrastructure and cybersecurity
 - Health technology and mobile diagnostics
 - Education and remote learning
- International assistance that prioritizes **pilots, prototypes, and scalable solutions** developed by small businesses—especially those with proven results.



A Built-in “U.S. Small Business Preference”

- International assistance that incorporates **procurement frameworks and contract structures** that favor U.S. small business participation.
- Contracts that are designed with **lower overhead, fewer compliance burdens, and milestone-based financing**, aligning with small firms’ operating models.
- Small business utilization goals for **international assistance funding** that are robust and measurable, both for prime contracts and subcontracts.



Enhanced Transparency and Reduced Bureaucratic Hurdles

- Simplified and streamlined **procedures for small businesses to bid on** international assistance programs and contracts.
- **Timely and accurate information about pending and future opportunities and requirements that are readily accessible** and understandable for small businesses.
- **Transparent reporting systems** that track the involvement in and success of small businesses in international initiatives.



Equitable Geographic Distribution of Opportunity

- Small businesses from rural and underserved regions of the U.S. that are recruited and supported to participate in global work—through **incubators, regional hubs, and localized matchmaking with international partners**.



Small Business-Led Diplomacy

- U.S. embassies act as **facilitators of economic diplomacy**, regularly engaging American small businesses in local development challenges and opportunities.



Metrics that Reflect Dual Impact

- Performance indicators for U.S. international assistance that measure both:
 - **Impact abroad:** Lives improved, systems strengthened, resilience built.
 - **Impact at home:** Jobs created in the U.S., small businesses grown, and the regional diversification of international assistance contracts.



A Culture of Agility and Results

- The culture of international assistance that shifts from bureaucracy to **entrepreneurial problem-solving**—with small businesses leading with speed, innovation, and real-world solutions.
- Success that is defined by **measurable impact, mutual benefit, and continuous alignment with the principle of making America safer, stronger, and more prosperous.**



Continuous Engagement and Outreach

- International assistance that continues to benefit from **strong engagement and consultation with industry partners**, including small businesses.
- Small businesses utilization to contribute their **on-the-ground insights, operational experience, and partnerships** to design and implement practical, effective, and accountable development strategies.

Conclusion

The future of U.S. international assistance, when designed around the strengths of U.S. small businesses, becomes a **strategic economic development tool at home and a more effective instrument of diplomacy abroad**. It is a future where foreign aid is an investment in fulfilling U.S. foreign policy objectives through **global partnerships driven by American small business excellence**.

ABOUT SBAIC

The Small Business Association for International Companies is a coalition of more than 150 small, American businesses that implement U.S. international development programs. Learn more at www.sbaic.org.