

# Security Compliance Loan

**If you are shipping to the United States you need to understand how Customs-Trade Partnership against Terrorism (C-TPAT) can affect your business. Are you missing out on sales opportunities because you are not C-TPAT approved? Can your business survive if your shipments get delayed at the border?**

C-TPAT was launched by the United States in 2001 to strengthen overall supply chain and border security by encouraging companies to enhance their security programs. To become C-TPAT compliant, companies must meet certain physical, personnel, and procedural security requirements. The costs of these upgrades may be difficult for some to absorb.

That's where Export Development Canada (EDC) can provide assistance. EDC has developed a loan program to help Canadian companies fund the costs to meet the required standards and to help them qualify to become C-TPAT compliant.

## LOAN HIGHLIGHTS

- EDC provides a term loan for up to \$150,000 to finance the costs related to becoming C-TPAT compliant.
- The loan can be for up to 85% of the specific costs identified.
- Up to \$5,000 of the fees associated with the security gap analysis can be included in the aggregate loan amount.
- 3-year repayment terms.
- Loans will generally be unsecured.

## LOAN ELIGIBILITY

To be eligible for the loan, the company must:

- be the Importer of Record into the United States or a Canadian Highway Carrier;
- be a registered Canadian company; and
- have been in business for at least three years.

## LOAN APPLICATION

EDC will use the following documentation to assess the loan application:

- a completed C-TPAT loan application form;
- a security gap analysis validated by an EDC approved third party;
- a completed summary sheet detailing the expenses required; and
- most recent audited or accountant prepared financial statements (three years).

## KEY BENEFITS

Get your goods across the border with the Security Compliance Loan.

### 1. Reduce border inspections

C-TPAT compliance means greater access with less fuss.

### 2. Minimize border clearance times

Compliance allows for predictable transit times and transportation costs even during a red alert.

### 3. Less paperwork; less cost

Reduces compliance costs with customs requirements.

### 4. Increases competitive edge

Allows companies to compete for opportunities that require a security clearance.

## ► FIND OUT MORE

To learn more about this loan program or about EDC's partners, call **1-800-368-6664** or visit [www.edc.ca/CTPAT](http://www.edc.ca/CTPAT).

Ce document est également disponible en français.