



MAKE ONSHOREING GREAT AGAIN

Handbook | July 2025



U.S. Small Business
Administration

LETTER FROM ASSOCIATE ADMINISTRATOR LISA SHIMKAT

Across the country, businesses are recognizing what Washington is finally embracing: America is strongest when we build here at home. Under President Donald J. Trump's leadership, the federal government is investing in our domestic industry, prioritizing American workers, and ending our dependence on foreign competitors.

In partnership with the U.S. Small Business Administration (SBA) and National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP), we have developed the Make Onshoring Great Again Handbook, to equip small to medium sized manufacturers (SMMs) and Original Equipment Manufacturers (OEMs) with the tools to lead this industrial comeback. This handbook will give you guidance towards bringing your supply chains back home, gaining access to capital, reducing reliance on your foreign competitors, and restoring American jobs.

SBA's Make Onshoring Great Again Portal is the pathway to identify suppliers and manufacturers across the U.S. to support your business needs. According to the SBA's Office of Advocacy Manufacturing Statistics, the U.S. was home to over 603,000 small manufacturing businesses, employing 4.8 million workers, and paying more than \$277 billion in annual payroll. Small manufacturers make up more than 98% of all manufacturing businesses, underscoring their importance to America's industrial base. Supporting these manufacturers is not just smart economics, it is a strategic investment in the country's long-term stability and competitiveness.

Through our Made in America Manufacturing Initiative, we have met with hundreds of manufacturing businesses – who shared their pain points, as well as suggested solutions. The challenges for manufacturing businesses go beyond just onshoring. More than half of small manufacturers report difficulties with hiring or retaining qualified staff, 55% face roadblocks in growing their customer base, and 28% report that complying with government regulations is a significant operational hurdle, making SBA's support and guidance even more vital.

SBA Administrator Kelly Loeffler is committed to reducing regulations, cutting red tape and strengthening our American manufacturing base – all of which is critical to bringing manufacturing back to the U.S.



LISA SHIMKAT

Associate Administrator of the
Office of Field Operations and
Office of Manufacturing and Trade

A handwritten signature in blue ink that reads "Lisa Shimkat".

Lisa Shimkat
Associate Administrator
Office of Field Operations
Office of Manufacturing and Trade
U.S. Small Business Administration



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SECTION I.

PARTNER INFORMATION

Since 1953, the U.S. Small Business Administration has empowered entrepreneurs and small businesses to successfully launch and expand across our Nation. On March 10, 2025, SBA Administrator Kelly Loeffler, launched the Made in America Manufacturing Initiative to strengthen U.S. manufacturing, support small businesses, reduce burdensome regulations, and boost economic security. This initiative removes barriers for small manufacturers, expands access to SBA programs like the 504 Loan and 7(a) Working Capital Pilot, and funds training partnerships and opportunities to build a skilled workforce through the SBA's Office of Entrepreneurial Development (OED).

SBA's partnership with local Small Business Development Centers (SBDCs), throughout the country, is a key resource to help businesses get the help they need to grow and navigate regulatory requirements. Department of Commerce's National Institute of Standards and Technology (NIST) and its Manufacturing Extension Partnerships (MEPs) also support U.S. manufacturers with resources, training, and expert guidance across nearly 1,400 advisors and 475 centers nationwide. The MEPs help companies succeed in domestic production, workforce development, and global market access.



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Made in America isn't just a label; it's a commitment to **quality, reliability,** and **the very fabric of our communities.** Every component we produce here in our facilities means jobs for American families and strengthens our supply chains against global disruptions. 'Reshoring' isn't just a buzzword; it's the **future of secure and sustainable manufacturing.**

- As stated by a New York-based small business defense contractor.

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SECTION II.

WHY “NOW” IS THE RIGHT TIME TO ONSHORE YOUR BUSINESS

As global supply chains face increasing challenges and uncertainties, many U.S. manufacturers are reconsidering their production strategies. Onshoring— the practice of moving manufacturing operations back to the U.S.— has emerged as the solution to traditional offshore production models. This shift represents a strategic business decision that can reshape your company’s operational resilience, quality standards, and competitive positioning.

The U.S. Government recognizes the strategic importance of domestic manufacturing and offers programs designed to support companies making the transition. The SBA’s Made in America Manufacturing Initiative and NIST MEP provide targeted assistance to manufacturers seeking to establish or expand domestic operations. This includes reducing regulatory barriers for small manufacturers, improving access to capital through favorable lending terms, and connecting businesses with essential onshoring resources and expertise.

KEY REASONS TO BRING PRODUCTION BACK TO THE UNITED STATES:

- **Supply Chain Resilience:** Onshoring avoids delays from bottlenecks, disasters, and global tensions by creating shorter, more reliable supply chains.
- **Economic Considerations:** Rising wages abroad, high shipping costs, and currency risks have reduced offshore cost advantages.
- **Quality Assurance and Control:** Being closer to production helps companies oversee operations, reduce defects, and meet U.S. standards. This cuts down on recalls and regulatory issues.
- **Intellectual Property Security:** Keeping production in the U.S. makes it easier to protect designs and technologies.



SECTION III.

CHECKLIST TO ONSHORE YOUR BUSINESS

□ **Engage with the Federal, State, and Local Manufacturing Support Ecosystem**

- Connect with resources like your local MEP Center or SBDC
- Assess business costs
- Develop a supply chain plan
- Formulate a strategy

□ **Strategic Planning and Feasibility of your Operations**

- Define goals, review supply chain, and evaluate customer impacts
- Include a total cost of ownership (TCO) analysis to understand the long-term benefits of onshoring

□ **Site Selection and Infrastructure**

- Identify the best U.S. locations for your operations
- Consider logistics, incentives, available facilities, and regulatory requirements of each location

□ **Cost and Financial Overview**

- Understand all potential costs, from labor to logistics to transitional expenses
- Seek funding through federal, state, and local programs

□ **Workforce and Talent**

- Ensure access to a skilled workforce
- Partner with workforce boards, local agencies, and community colleges to recruit and train employees for domestic operations

□ **Supply Chain and Procurement**

- Use onshoring as an opportunity to find U.S. suppliers
- Review current supply chain, identify domestic vendors, and restructure sourcing strategies for reliability and cost-effectiveness

□ **Technology and Automation**

- Explore new technologies and automation to offset higher labor costs and improve productivity
- Look into research and development incentives, latest industry trends, and stronger cybersecurity measures

□ **Legal, Regulatory, and Compliance**

- Familiarize yourself with federal, state, and local regulations
- Work with experts to ensure full compliance and avoid disruptions

SECTION IV.

RESOURCES TO ONSHORE YOUR BUSINESS

SBA'S MAKE ONSHORIZING GREAT AGAIN PORTAL

This free tool from SBA helps connect businesses with verified U.S. manufacturers, producers, and suppliers. It's built to support companies that want to onshore operations, strengthen their supply chains, and source the components they need—all proudly Made in the USA.

Click the link or scan the QR code for more information.



Access the onshoring portal using any of our onshoring cosponsor networks:

- **IndustryNet:** lists over 350,000 U.S. suppliers of machinery, parts, supplies, and services organized by category.

Click or scan the QR code to set-up a free account.



- **ThomasNet:** helps small and medium businesses find and compare over 500,000 trusted American suppliers by location, company size, and more.

Click or scan the QR code to more information.



- **CONNEX:** connects U.S. manufacturers and suppliers into a searchable supply chain solution.

Click or scan the QR code to more information.



7(A) WORKING CAPITAL PILOT PROGRAM

The 7(a) WCP is a line of credit program engineered to meet the needs of growing manufactures. It provides manufacturers with the liquidity necessary to take on new business, maintain strategic inventory levels, and expand into international markets.

Email 7aWCP@SBA.gov to contact a local subject matter expert or click or scan the QR code to more information.



504 LOAN PROGRAM

The 504 Loan Program provides long-term, fixed rate financing for major fixed assets that promote business growth and job creation. 504 loans are available through Certified Development Companies (CDCs), SBA's community-based nonprofit partners who promote economic development within their communities. CDCs are certified and regulated by SBA.

Click or scan the QR code for more information.



SMALL BUSINESS DEVELOPMENT CENTERS (SBDC)

SBDCs are a nationwide network that aid small businesses and entrepreneurs. They are funded in part by the SBA and provide a variety of services tailored to meet the needs of small business owners. These services include Access to Capital, One-on-One Counseling, Training programs, and Technical Assistance.

Click or scan the QR code for more information.



SECTION IV. CONTINUED

VETERANS BUSINESS OUTREACH CENTERS (VBOC)

The VBOC program offers resources to veterans, service members, and military who are starting or growing a small business.

Click or scan the QR code for more information.



WOMEN'S BUSINESS CENTERS (WBC)

WBCs are a part of a national network of entrepreneurship centers throughout the U.S. and its territories, which are designed to assist women in starting and growing small businesses. WBCs seek to “level the playing field” for women entrepreneurs, who still face unique obstacles in the business world.

Click or scan the QR code for more information.



SCORE BUSINESS MENTORING

SCORE, the nation's largest network of volunteer, expert business mentors, is dedicated to helping small businesses plan, launch, manage and grow. SCORE is a nonprofit organization that is driven to foster vibrant small business communities through mentoring and educational workshops.

Click or scan the QR code for more information.



APEX ACCELERATOR

APEX Accelerators provide local, in-person counseling, and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments. Their services are available either free of charge, or at a nominal cost.

Click or scan the QR code for more information.



MEP NATIONAL NETWORK

This network advances U.S. manufacturing by helping SMMs grow, make operational improvements and reduce risk. MEP Centers and partners have developed an array of services and initiatives designed to help manufacturers identify opportunities that will enhance growth and competitiveness, supporting onshoring efforts.

Click or scan the QR code for more information.



NIST MEP RESHORING WHITE PAPER

The NIST white paper outlines how U.S. manufacturers can benefit from reshoring by addressing supply chain challenges and leveraging domestic opportunities. It emphasizes evaluating costs, risks, and reliability to bring production back to the U.S. The document highlights building agile supply chains and value-driven partnerships to boost competitiveness.

Click or scan the QR code for more information.



SECTION IV. CONTINUED

NIST MEP EXPORTING INFOGRAPHIC

Click or scan the QR code for more information.



EXPORTECH™

ExporTech™, run by NIST's Manufacturing Extension Partnership and the U.S. Commercial Service, helps small manufacturers create strategic export plans through a 10–11 week program. It combines group workshops with personalized coaching to boost global market growth. Since 2006, it has aided over 1,390 companies, increasing export sales and jobs.

Click or scan the QR code for more information.



SMALL BUSINESS DEVELOPMENT CENTER (SBDC) ONSHOREING MANUFACTURING CENTER

Launching the National Center for Onshoring:

SBA is partnering with the Ohio Small Business Development Center (SBDC) and America's SBDC (ASBDC association) to establish a National Center for Onshoring to serve as a model and online hub of information and resources for manufacturers. This center is dedicated to domestic manufacturing which will leverage SBA's national network of resource partners with 1,000 locations and aggregate and deliver information on access to capital, supplier databases, and personalized counseling. The manufacturing hub will also equip and coordinate all SBA-funded resource partners (SBDC, WBC, SCORE, VBOC), other federal (MEP, APEX), and state partners. SBDCs across the nation will use the hub as a model and provide similar resources. A dedicated team of advisers will support SBDCs and others that may lack specific expertise.

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Our company originally outsourced our bike manufacturing overseas; however, by 2022, **we faced rising supply chain costs and growing customer demand for American-made products.** The local SBDC was instrumental in helping us open a new manufacturing facility in Indiana, which created **250 new jobs.**
- As stated by a Indiana-based small business bike manufacturer.

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Thank you to NIST MEP for supporting the SBA with the creation of the Make Onshoring Great Again Handbook.



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