



The Charlotte U.S. Export Assistance Center

“Your Global Business Partner”

Your source for EXPORT finance, marketing strategy, transaction information, and overseas matchmaking, the Charlotte U.S. Export Assistance Center is a joint venture of the U.S. Department of Commerce’s U.S. Commercial Service and the U.S. Small Business Administration

The Charlotte U.S. Export Assistance Center is here to serve you, call us at 704-333-4886 or visit www.BuyUSA.gov/NorthCarolina for more information on:

Export Marketing and Transaction Assistance

Our Team of industry specialists, listed in the box on the right of this flyer, can help you with your strategy or solving export challenges. Examples:

- Determine your best target markets for export
- Assess and recommend the best methods of market entry
- Locate relevant global market information
- Help you solve export transaction problems
- Link you to other relevant federal and state export resources, including **The North Carolina Export Team**

Finding Overseas Buyers

Via the U.S. Commercial Service network of 150 overseas offices, the U.S. Export Assistance Center provides avenues for you to meet with, and begin negotiation for establishing, overseas distribution channels. Some of our more successful Matchmaking Services:

- Set up one-on-one meetings between you and pre-qualified potential business partners via our hallmark Gold Key Service
- Provide exposure and direct access to buyers at Trade Shows and during Trade Missions, and via Commercial News USA

Trade Finance

Dan Holt, the U.S. Small Business Administration’s International Trade Finance Specialist in the Charlotte U.S. Export Assistance Center, provides one-on-one counseling on export finance options and has direct access to financial service providers to help you:

- Ramp up working capital for export sales
- Insure your export sales receivables
- Secure overseas buyer financing
- Finance pre-export marketing and operations costs

Charlotte Staff and Focus Areas:

Dan Holt – Trade Finance - SBA

Juanita Harthun - Info Tech, Medical, Safety & Security, Processed Foods

Shannon Christenbury - Sports Equipment, Plastics & Chemicals, Education

George Thomas – Textiles, Forestry Products, Travel & Tourism

Ree Russell – Power Generation, Environmental, ACE/Design-Build

Greg Sizemore - Automotive



U.S. Small Business Administration



Your Small Business Resource