

City/State Partner List (as of December 12, 2008)

Contacts:

ALASKA

Alaska Industrial Development & Export Authority (AIDEA)
813 West Northern Lights Blvd.
Anchorage, AK 99503
(907) 269-3030 FAX: (907) 269-3044
Email: canderson@aidea.org
Homepage: <http://www.aidea.org>
Contact: Chris Anderson, Associate Director

ARKANSAS

Arkansas World Trade Center
3300 Market Street, Suite 400
Rogers, Arkansas 72758
(479) 418.4800
Homepage: www.arwtc.org
dhendrix@arwtc.org
Contact: W. Dan Hendrix, President and CEO

CALIFORNIA

Centers for International Trade Development (CITD)
14745 Riverside Drive
Riverside, CA 92518
(909) 556-6639 FAX: (951) 653-1051
Homepage: www.citd.org
Email: jwilliamson@cccwd.net
Contact: Jeffrey A. Williamson, Statewide Director

Los Angeles Area Chamber of Commerce
350 South Bixel Street
Los Angeles, CA 90017
(213) 580.7569 FAX (213) 580. 7511
Homepage: www.lachamber.org
Email: Jgonzalez@lachamber.org
Contact: Jasmine Gonzalez, International Trade Coordinator

COLORADO

Office of International Affairs
2 N. Cascade, Suite 110
Colorado Springs, CO 80903
(719) 575.4314 FAX (719) 575.4368
Email : Internationalaffairs@cscc.org
Contact: George T. Boutin, Executive Director

DISTRICT OF COLUMBIA

Programs:

Business finance assistance,
loan packaging and referral
service for Ex-Im Bank
products, referral
for SBA programs.

Export Counseling

Trade Finance Counseling
14 Offices in CA

Trade Finance Counseling

Export Counseling

United States Friendship and Economic
Development Group (US FED GROUP)
1700 Pennsylvania Avenue NW (Suite 400)
partnership,
Washington, DC 20006
Email: alex.stjames@usfedgroup.org
Homepage: www.usfedgroup.org
Africa
Contact: Alex-St. James A. Railey-Cisco,

VP, Marketing

US FED Group mandate is in US
Overseas private-public sector market
development, private-public

friendship and economic development
to increase exports of US products and
services to Sahel and Sub-Saharan

Emerging and Frontier Economies
working
as C/S Partner with Ex-Im Bank using
the bank's export assistance program, its
working capital guarantees, export
credit insurance, loans and guarantees.

DELAWARE

World Trade Center Delaware/
Delaware Economic Development Office
540 S. Dupont Highway, Suite 4
Dover, DE 19901
(302) 672-6711 FAX: (302) 739-5635
Email: brian.maxwell@state.de.us
Contact: Brian Maxwell

Export Counseling

FLORIDA

Florida Export Finance Corp
10400 N.W., 33rd Street, Suite 200
Miami, FL 33172-5902
845-0400 FAX: (786) 845-0404
Email: fefc@gate.net
Homepage: <http://www.dos.state.fl.us/fefc>
Contact: Steve Fancher, President

State program offering both pre and
post export financing via direct loans
or bank guarantees; consulting (786)
structuring and packaging of all
Ex-Im Bank and SBA programs both
short and medium term;
Ex-Im Bank and private credit
insurance.

GEORGIA

International Trade Center
Small Business Development Center Network
10000 University Center Drive
Building A, Suite 1520
Lawrenceville, GA 30043
(678) 407-5385 FAX (678) 407-5386
Email : cboyanton@sbdc.uga.edu
Contact : Charles E. Boyanton- Director

Export Counseling

HAWAII

Department of Business, Economic Development & Tourism
Foreign-Trade Zone No 9
521 Ala Moana Blvd., Suite 201
Honolulu, Hawaii 96813
(808) 587-5372 FAX: (808) 586-2512
Homepage: <http://www.ftz9.org>
Contact: Gregory P. Barbour, Administrator

IDAHO

Idaho Commerce and Labor
700 West State Street
Boise, Idaho 83720
(208) 334-2470 FAX: (208) 334-2783
Web :www.idahotrade.com
Contact: **Roger B. Madsen, Director**

Trade financing structuring
and market information

ILLINOIS

Illinois Global Partnership, Inc.
150 North Michigan, Suite 2500
Chicago, Ill 60601-7553
(312) 423-9030 Fax (312) 423-9011
Email: kbatorski@illinoisglobal.org
Contact: Katarzyna (Kasia) Batorski,
Business Development Manager

Trade finance structuring
insurance and WCG packaging

INDIANA

Indiana Department of Commerce/
International Trade Division
One N. Capitol St., Suite 700
Indianapolis, IN 46204-2288
(317) 234-2083 FAX: (317) 232-4146
Email: sakard@iedc.in.gov
Contact: Stephen Akard, Director of International Development

Trade finance structuring,
insurance counseling &
WCG packaging.

LOUISIANA

Louisiana Economic Development Corp.
P.O. Box 44153
Baton Rouge, LA 70804
(225) 342-5675 FAX: (225) 342-0142
Email: mwilliam@lded.state.la.us
Contact: Michael Williams, Deputy Director

Export Counseling

MARYLAND

Department of Business and Economic Development
International Operations
217 E. Redwood St., 12nd Floor
Baltimore, MD 21202
(410) 767-0680
Email: rwalker@choosemaryland.org
Contact: Bob Walker, Director

Trade Finance structuring.
Working Capital Packaging

MASSACHUSETTS

MassDevelopment
75 Federal Street, 10th Floor
Boston, MA 02110
(617) 330-2000 FAX: (617) 330-2001
Email: ehunter@massdevelopment.com
Homepage: <http://www.massdevelopment.com>
Contact: Eric Hunter, Vice President

WCG & Insurance packaging .
Export Guarantee Program.

MICHIGAN

Van Andel Global Trade Center
Grand Valley State University
401 W. Fulton, Grand Rapids, MI 49504
(616) 331-6811 FAX: (616) 331-6744
Email: johnsoso@gvsu.edu
Homepage: <http://www.vagtc.org>
Contact: Sonja Johnson, Associate Director

Trade Finance Counseling

MINNESOTA

Minnesota Trade Office
1000 World Trade Center
St. Paul, MN 55101-4902
(651) 296-3373 FAX: (651) 296-3555

Export finance counseling,
packaging of MEFA, Ex-Im
Bank and SBA working capital
guarantees supporting exports,
open account credit insurance.

MISSISSIPPI

Mississippi Development Authority
P.O. Box 849
Jackson, Mississippi 39205
(601) 359-3155 FAX: (601) 359-3605
Email: lcleveland@mississippi.org
Homepage: <http://www.mississippi.org>
Contact: Liz Cleveland, Manager, International Trade Office

Full service export marketing
assistance, trade promotion,
trade shows, & trade missions,
business development, trade
finance structuring, insurance
counseling, and WCG packaging.

MISSOURI

Missouri Development Finance Board/
Department of Economic Development
International Trade & Investment Section
Harry S. Truman Building
301 West High Street, Room 720
P.O. Box 118, Jefferson City, MO 65102
(573) 526-4967 FAX: (573) 526-1567
Email: alice.bernard-jones.mdfb@ded.mo.gov
Homepage: <http://www.missouridevelopment.org>
Contact: Alice Bernard-Jones, International Finance Manager

WCG packaging, trade
finance, counseling

MONTANA

Montana World Trade Center
Gallagher Business Building, Suite 257
University of Montana
Missoula, MT 59812-1216
(406) 243-5856 FAX: (406) 243-5259
Email: Nicole.hagerman@mwtc.org
Homepage: <http://www.mwtc.org>
Contact: Nicole D. Hagerman, Project Manager

Full service export marketing
assistance, trade promotion, trade The
shows, business
development, trade finance
structuring, insurance
counseling, and Ex-Im Bank
and SBA WCG packaging

Prospera Business Network
222 East Main Street, Suite 102
Bozeman, MT 59715
(406) 587.3113 FAX (406) 587.9565
Email: bhietala@ProsperaBusinessNetwork.com
Contact: Bob Hietala, CEO

Export Finance Counseling

NEBRASKA

Department of Economic Development
Office of International Trade and Investment
13006 West Center Road
Omaha, Nebraska 68144
(402) 595-1416 FAX: (402) 595-1194
Email: joe.chapuran@ded.ne.gov
Contact: Joseph J. Chapuran, International Development Manager

NEVADA

Nevada State Development Corporation
1551 Desert Crossing Court, Suite 100
Las Vegas, NV 89144
(702) 877-9111 FAX: (702) 877-2803
Email: dalexandre@nsdc-loans.com
Homepage: <http://www.nsdcl-loans.com>
Contact: Debra Alexandre, Vice President

Counseling and financing
assistance using SBA and
Ex-Im Bank products.

Nevada State Development Corporation
6572 State McCarran Blvd.
Reno, NV 89509
(775) 826-6172 Ext. 13 FAX: (775) 826-6398
Email: bbennett@nsdc-loans.com
Homepage: [http:// www.nsdcl-loans.com](http://www.nsdcl-loans.com)
Contact: Bobbie Bennett

Counseling and financing
assistance utilizing SBA and
Ex-Im Bank products.

NEW HAMPSHIRE

Office of International Commerce
International Trade Resource Center
17 New Hampshire Avenue
Portsmouth, NH 03801-2838
(603) 334-6074 FAX: (603) 334-6110
Email: rbarry@dred.state.nh.us
Homepage: <http://www.exportnh.com>
Contact: Robert Barry, Export Finance Office

Trade finance structuring,
counseling, Ex-Im and SBA
WCG packaging, and
assistance with all other
Ex-Im Bank products

NEW JERSEY

New Jersey Economic Development Authority
20 West State Street
PO Box 820
Trenton , NJ 08625-0820
(609) 943-4445 FAX: (609) 633-3672
email: aszymelewicz@njeda.com
Contact: Anthony Szymelewicz, International Trade Specialist

Trade finance structuring,
Insurance and Working
Capital Packaging.

NEW MEXICO

International Business Accelerator (IBA)
Office of Institutional Advancement
Economic Development, and Community Affairs
Western New Mexico University
113 Sundance Ct., Santa Teresa, New Mexico 88008
505 589.2200
Homepage: www.nmiba.com
Email jerry@nmiba.com
Contact: Jerry Pacheco, Executive Director

Trade finance structuring,
insurance, & WCG
packaging.

NEW YORK

Erie County Industrial Development Agency (ECIDA)
275 Oak Street,
Buffalo, NY 14203
(716) 856-6 525 x120 FAX: (716) 856-6754
Email: mstein@ecidany.com
Homepage: <http://www.ecidany.com>
Contact: Maryann K Stein, Director , International Programs

Export trade finance, WCG
and other loan packaging,
market research &
counseling; insurance
brokers (including Ex-Im
Bank insurance programs)

Empire State Development
New York State Department of Economic Development
433 River Street Suite 1003, Troy, New York 12180
(518) 270 1130 Fax (518) 270 1141
Homepage: www.empire.state.ny.us
Email : gshaye@empire.state.ny.us
Contact : Gerald R. Shaye, Director, International Trade Development

Trade finance structuring
insurance, & WCG packaging

Brooklyn International Trade Development Center
Medger Evers College of the City University of New York
1650 Bedford Avenue
Brooklyn, New York 11225
(718) 270.6905
Homepage: www.bitdc.org
Email rmorrison@mec.cuny.edu
Contact: Ruth J Morrison, Executive Director

Trade finance and export
counseling.

NORTH CAROLINA

Small Business and Tech. Dev. Center (SBTDC)
NCSU Centennial Campus, Venture II
920 Main Campus Drive, Suite 101
Raleigh, NC 27606
(919) 424-4544 FAX: (919) 424-4543
Email: mseibert@sbtcd.org
Homepage: <http://www.sbtcd.org>
Contact: Dr. Mike Seibert, Assistant State Director

Ex-Im bank export credit insurance &
loan guarantee counseling/application
assistance; Ex-Im and
SBA EWCG assistance; marketing
Ex-Im Bank and SBA products;
international business development
assistance including joint counseling
assistance including joint counseling

NORTH DAKOTA

North Dakota Trade Office
815 N. Mandan
Bismarck, ND 58501
(701) 235-3638 Fax:(701) 258-7733
Email: susan@ndto.com
Homepage: <http://www.ndto.com>
Contact: Susan Geib, Executive Director

OHIO

International Trade Division
Ohio Department of Development
77 S. High St., 29th Floor
P.O. Box 1001
Columbus, OH 43216-1001
(614) 466-6133 FAX: (614) 463-1540
Email: pat.perrin@development.ohio.gov
Homepage: <http://exportohio.state.oh.us>
Contact: Pat Perrin, Business Manager

Technical export assistance,
agent/distributor searches,
market research, ten overseas
offices, export payment &
finance assistance,
WCG packaging,
market Ex-Im programs.

OKLAHOMA

Oklahoma Department of Commerce
700 N. Greenwood Avenue, Suite 1400
Tulsa, OK 74106-0703
918-594-8588 FAX: 405 605.2888
Homepage: <http://www.okcommerce.gov>

Trade financing structure,
WCG packaging, & foreign
accounts receivable financing.

PENNSYLVANIA

Pennsylvania Department of Community and
Economic Development
Office of International Business Development
Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225
(717) 720-7370 FAX: (717) 772-5106
Homepage: [http:// www.dced.state.pa.us](http://www.dced.state.pa.us)

Direct export loans: Pre-export
working capital and post-export
accounts receivable financing.
Packaging of applications for
Ex-Im Bank products. Full range
of export marketing assistance
including export counseling, trade
shows, trade missions, 17 overseas
offices and market access grants.

City of Philadelphia
Department of Commerce
One Parkway
1515 Arch Street, 12th floor
Philadelphia, PA 19102
(215) 683-2127 FAX: (215) 557-8538
Email: carol.brooks@phila.gov
Contact: Carol Brooks, Manager of International Trade

WCG packaging.

PUERTO RICO

International Trade Center and
The Puerto Rico Small Business
Development Center
Union Plaza Building, Suite 701
416 Ponce de Leon Plaza
Hato Rey, Puerto Rico 00918
(787) 763-6811 FAX: (787) 763-6875
Email: smurtas@inter.edu
Contact: Sandro Murtas, International Trade Director

Full range of export related,
services and financing assistance
including SBA, and Ex-Im
Bank packaging, venture
capital, and direct loans.

Compania de Comercio y Expotacion
Chardon Ave 159
New San Juan Building
Hato Rey, Puerto Rico 00918
(787) 294.0101 FAX (787) 294.0718
Email: ZAbadia@comercioyexportacion.com
Contact: Zayda Abadia, International Trade Specialist

Trade Finance Counseling

SOUTH CAROLINA

Export Financial Services, Inc.
P.O. Box 25968
Greenville, SC 29616-5968
(864) 848-3718 FAX: (770) 936-1932
Email: wayne.trotter@exportfinancialservices.com
Contact: Wayne Trotter, President

Export-readiness profiles and assessments, market research, export strategy development and implementation, WCG and insurance counseling.

SOUTH DAKOTA

South Dakota International Business Institute
Northern State University
620 SE 15th Avenue
Aberdeen, SD 57401
(605) 626-3098 FAX: (605) 626-3004

Full service export support, market research, business plans & trade finance structuring, WCG packaging & insurance counseling.

TENNESSEE

The Knoxville Area Chamber Partnership
International Trade Center
601 West Summit Hill Drive
Knoxville, TN 37902-2011
(865) 632-2990 FAX: (865) 521-6367
Email: itc-knoxville@kacp.com
Homepage: <http://www.knoxville.org>
Contact: Bob Jenkins

Trade finance and export. Counseling

TEXAS

The University of Texas at Brownsville and
Texas Southmost College (UTB/TSC)
301 Mexico Blvd., Suite F-6
Brownsville, Texas 78520
(956) 548-8740 FAX: (956) 548-8737
Email: abraham.greenspan@utb.edu
Contact: Abraham A. Greenspan, Program Services Coordinator
International Innovation Center (IIC)

WCG packaging, trade finance structuring.

Greater Dallas Chamber of Commerce
Plaza of the Americas
700 N. Pearl St., Suite 1200
Dallas, TX 75201
(214) 712-1933 FAX: (214) 746-6799
Email: srush@dallaschamber.org
Homepage: <http://www.gdc.org>
Contact: Sara Carabias-Rush, Manager, International
Business Development

Trade Finance Counseling

UTAH

Miller Global Business Center at
Salt Lake Community College
9690 South 300 West –MCPC 215-D
Sandy, UT 84070
Tel (801) 957-5556 FAX (801) 957-3488
Email stan.rees@slcc.edu
Contact: Stanley K. Rees, Director

VERMONT

Vermont Economic Development Authority
58 East State Street, Suite 5
Montpelier, VT 05602
(802) 828-5461 FAX: (802) 828-5474
Email: maried@veda.org
Contact: Marie Dussault, Loan Officer

WCG packaging, counseling
and referral service for export
trade structuring.

VIRGINIA

Virginia Small Business Financing Authority/Virginia
Dept. of Business Assistance
707 E. Main St., Suite 300
Post Office Box 446
Richmond, VA 23218
(804) 371-8255 FAX: (804) 225-3384
Email: anna.mackleycobb@dba.virginia.gov
Contact: Anna B. Mackley Cobb, Project Finance Manager

Trade finance structuring,
counseling, WCG packaging

WASHINGTON

Export Finance Assistance Center of Washington
2001 6th Avenue, Suite 2600
Seattle, WA 98121
(206) 256-6127 FAX: (206) 256-6153
Email: tim.schipke@efacw.org
Contact: Tim Schipke, President
Home Page: www.efacw.org

Trade Finance Structuring ,WCG and
Insurance Counseling.

WEST VIRGINIA

West Virginia High Technology
Consortium Foundation
2001 Main Street, Suite 400
Wheeling, WV 26003
(304) 230-7229 FAX (304) 230-7289
Email; dgattesco@wvhtf.org
Contact: Diego Gattesco, Export Program Manager

Trade Finance Structuring
and Counseling

WISCONSIN

Wisconsin Department of Commerce
Division of Investment and Export
201 West Washington Avenue
Madison, WI 53703
(608) 266-1480 FAX: (608) 266-5551
Email: byeap@commerce.state.wi.us
Contact: Beng Yeap, International Consultant

Technical export assistance,
agent/distributor searches &
market information; trade
finance, WCG & insurance
counseling.

WYOMING

Wyoming Small Business Development Center
1400 East College Drive
Cheyenne, WY 82007
(307) 632 6141 FAX (307) 632-6061
Email: apeter35@uwyo.edu
Contact: Ms Anya Petersen-Freye , Director

Trade Finance Structuring

Wyoming Business Council
Manufacturing - Works
POB 606 Laramie, WY 82073
(307) 760 2505 FAX: (307) 766 4818
Email: GVR.Sendrex@hotmail.com
Contact: George V. Rex, International Trade Specialist

Trade financing structuring
& WCG packaging and SBA
packaging.

Wyoming Business Council
Manufacturing - Works
P.O. Box 3362 Laramie, WY 82071-3362
(307) 766-4811 FAX: (307) 766-4818
Email: lstewart@uwyo.edu
Contact: Larry R. Stewart, Center Director

Trade financing structuring