

## **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](http://www.arwtc.org)  
[dhendrix@arwtc.org](mailto: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](http://www.citd.org)  
Email: [jwilliamson@cccwd.net](mailto: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](http://www.lachamber.org)  
Email [Jgonzalez@lachamber.org](mailto: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](mailto: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)  
Washington, DC 20006  
Email: [alex.stjames@usfedgroup.org](mailto:alex.stjames@usfedgroup.org)  
Homepage: [www.usfedgroup.org](http://www.usfedgroup.org)

US FED Group mandate is in US  
Overseas private-public sector market  
development, private-public partnership,  
friendship and economic development  
to increase exports of US products and  
services to Sahel and Sub-Saharan  
Africa 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.

Contact: Alex-St. James A. Railey-Cisco  
VP, Marketing

#### 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](mailto:brian.maxwell@state.de.us)  
Contact: Brian Maxwell

Export Counseling

#### FLORIDA

Florida Export Finance Corp  
10400 N.W., 33<sup>rd</sup> Street, Suite 200  
Miami, FL 33172-5902  
845-0400 FAX: (786) 845-0404  
Email: [fefc@gate.net](mailto: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](mailto: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](http://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](mailto: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](mailto: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](mailto: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., 12<sup>nd</sup> Floor  
Baltimore, MD 21202  
(410) 767-0680  
Email: [rwalker@choosemaryland.org](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](http://www.nmiba.com)  
Email [jerry@nmiba.com](mailto: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](mailto: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](http://www.empire.state.ny.us)  
Email : [gshaye@empire.state.ny.us](mailto: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](http://www.bitdc.org)  
Email [rmorrison@mec.cuny.edu](mailto: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](mailto: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](mailto: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](mailto: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, 4<sup>th</sup> 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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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 6<sup>th</sup> Avenue, Suite 2600  
Seattle, WA 98121  
(206) 256-6127 FAX: (206) 256-6153  
Email: [tim.schipke@efacw.org](mailto:tim.schipke@efacw.org)  
Contact: Tim Schipke, President  
Home Page: [www.efacw.org](http://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](mailto: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](mailto: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](mailto: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](mailto: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](mailto:lstewart@uwyo.edu)  
Contact: Larry R. Stewart, Center Director

Trade financing structuring