

Advanced Export Controls Seminar and Open Forum

Thursday March 5, 2009 8:00 AM -through- Friday March 6, 2009 5:00 PM

Trump Taj Mahal Casino Resort

1000 Boardwalk
at Virginia Avenue
Atlantic City, NJ 08401

Cost: \$395

Register: <https://www.regonline.com/AdvancedExportControlsForum>

The International Traffic in Arms Regulations (ITAR) are administered by the State Department's Directorate of Defense Trade Controls (DDTC). The regulations promulgate the Arms Export Control Act (AECA) and govern the export of defense articles from the United States (U.S.).

The EAR's export control requirements are intended to prevent U.S. exports from being used in activities that are related to chemical and biological warfare, terrorism, nuclear proliferation, and other threats to national security. Such was the original intent of these regulations when they were first enforced.

However, after 9/11, coupled with the administration's counterterrorism agenda, the regulation now includes many other products that broadly fall within the various categories in the EAR. Such other products have been included even though by virtue of their intended use they are not used for military purposes, nuclear and missile technology, or chemical and biological warfare.

In essence, the EAR's control provisions are applied to restrict access to exported dual-use products, especially if their use may be inimical to U.S. interests. In addition, U.S. policy decisions, such as economic sanctions, may extend export restrictions beyond dual-use products for certain countries.

Join us for a specially designed two-day advanced program analyzing the principles and key advanced issues in arms exporting through the International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR) after 9/11.

This advanced seminar is designed for business executives, international contracting specialists, contract managers and administrators, program and project managers, marketing professionals, legal advisors, and others involved in the international marketplace.

This seminar is designed to **provide an in-depth analysis** of several key exporting issues focusing on the International Traffic in Arms Regulations. **The seminar provides a forum** for an extensive, incisive analysis of critical issues confronting exporters in a dynamic, changing exporting environment. The seminar features a participative, interactive methodology of discussion, hypothetical problems and discussions.

Brought to you by the U.S. Commercial Service/Trenton Export Assistance Center and the Mid-Atlantic District Export Council

Registration Powered by **RegOnline**

<https://www.regonline.com/AdvancedExportControlsForum>

Questions?

Kathleen Phippen 609-989-2100, Kathleen.Phippen@mail.doc.gov or

Debora Sykes 856-722-1032, Debora.Sykes@mail.doc.gov or

Michael Manning 856-722-0958 Michael.Manning@mail.doc.gov

BREAKING INTO THE TRADE GAME

This exclusive training program has been carefully designed to give the business owner or government official, the skills, strategies, insights, and network of contacts, that are necessary to expand sales through exporting from around the world. Special emphases are placed on global destinations although could be applied to import.

Mr. Robert L. Elsas, Regional Manager, Export Solutions Group, U.S. Small Business Administration, facilitates the course material over six to seven sessions, drawing upon his insights and various international trade experts he will invite to instruct in the latest international strategies. Course activities and discussions will focus on developing a strong foundation for beginning and intermediate exporters. Textbook and workbook are included in course price.

Executives successfully completing a minimum of four sessions will receive a "Certificate of Export" and are encouraged to participate in a mission directly following the training through the U.S. Commercial Service; which features face-to-face on-site meetings with potential clients in the export country of your choice.

Topic	Date	Locations
"Making the Export Decision"	February 12, 2009	Philadelphia US Export Assistance Center (USEAC)
"Making the Connection - Selecting the Best Markets"	March 12, 2009	Delaware Industrial Resource Center (DVIRC)
"Transporting Goods Internationally"	April 9, 2009	Chester County Economic Development Council (EDC)
"Legal Issues for Exporters"	May 7, 2009	Lehigh University Small Business Development Center (SBDC)
"Creating Effective International Payment Structures"	June 11, 2009	North Penn Chamber of Commerce
" How to Approach a Bank for Financing"	July 9, 2009	Philadelphia US Export Assistance Center (USEAC)

Dates: Every 2nd Thursday starting February 2009 Every Month Thereafter

Time: 9:00am – 2:00pm

Location: "Road-Show" Style (Various Locations)

Cost: \$35.00 Per Session

Morning refreshments will be provided. Price does not include lunch.

Speakers

Session 1

U.S. Embassy, Mexico City, Mexico (video conference)

U.S. Export Assistance Center, Philadelphia

Honorary Consul of Chile, Philadelphia

Session 2

ATD American

Global Arena

Delaware Valley Resource Center (DVIRC)

Session 3

BDP International, Inc.

Session 4

Fitzpatrick Lentz & Bubba, P.C.,

Session 5

American Export Training Institute

Session 6

Small Business Administration (SBA)

Financing Exports During the Credit Crunch

The National Association of Manufacturers (NAM) and The U.S. Commercial Service

Bring You a Webinar on Export Financing:

Is Your Ability to Export Getting Caught In The Credit Squeeze?

Webinar: Financing your Exports: Current Outlook on the Credit Crunch

Feb 3, 2009 -- Time 12:00 noon EST, 11:00 am CST, 10:00 am MST, 9:00 am PST

Venue: Your office computer and phone; Cost: \$25

Has trade finance really been impacted and if so how? You may have seen reports in the news of this company or that one having problems finding export financing. In this era of economic swings, find out what has changed and what hasn't and what you can do. While the credit crisis may be affecting the ability of companies to borrow money, banks are still lending to firms.

The landscape of export financing is changing. Get up-to-the-minute information from export finance lenders on this one hour webinar with no need to leave your office. Find out what bankers are saying about trade and financing and understand what you need to know for your export risk mitigation strategy.

Speakers:

Patricia Mears, Director, International Commercial Affairs, National Association of Manufacturers
U.S. Small Business Administration -- invited

Thomas Cummings, Regional Director, Northeast and Mid-Atlantic Regions, U.S. Export – Import Bank

Martha I. Gabrielse, Vice President, Global Trade Services, JPMorgan Chase & Co.

Links

1

<http://www.nam.org/SmallMediumManufacturers/HelpWithExporting/UpcomingExportingEvents.aspx>

Documents

Credit Crisis Webinar Flyer

PDF, 54KB [Download](#)

Inga Fisher Williams
Regional Manager
Export Solutions Group
Office of International Trade
U.S. SMALL BUSINESS ADMINISTRATION

Export Assistance Center, Portland
121 SW Salmon Ave. , Suite 242, Portland, Oregon USA
503.326.5498
www.sba.gov/localresources/district/or/or_itresources.html

WTCGP's 6th Annual Global Business Conference and Education Events!

2/4 - 6th Annual Global Business Conference
3/12 - Quarterly Briefing: Discovery Trade Mission to North Africa
3/27 - Briefings and Counseling with PA Authorized Trade Representatives
More WTCGP events



2/4 - 6th Annual Global Business Conference

Luncheon Conference

Drexel University
Creese Student Union
Complex

Behrakis Grand Hall

3210 Chestnut Street
Philadelphia, PA

Wed., Feb. 4, 2009
8:00am - 3:00pm

[REGISTER TODAY!](#)

Please join the World Trade Center of Greater Philadelphia, and Drexel's LeBow College of Business, on **Wednesday, February 4th** for the **6th Annual Global Business Conference: Sustainable Energy: From Global Evolution to Local Execution.**

Attendees will hear from an expert roster of speakers, including: **Anthony Bartolomeo, P.E.**, president, *Pennonni Associates, Inc*; **John Gattuso**, senior vice president and regional director, urban and national development, *Liberty Trust*; **Sarah Hetznecker**, director, project development, *Conergy*; **Marty Borruso**, chief executive officer, *Fuel Bio Holdings, LLC*; **David Stangis**, vice president of corporate social responsibility, *Campbell Soup Company*; **Julius Steiner**, chairman, *Gamesa USA*; and **Jim Tucker**, senior vice president of student life and administrative services, *Drexel University*. **Jeanne Fox**, president of the *New Jersey Board of Public Utilities*, and **Jeanne Dworetzky**, executive director of the *Pennsylvania Energy Development Authority* will serve as keynote luncheon speakers. *Sponsorship opportunities are still available.* For more information on how to become a sponsor of this exciting event, please contact Emily Olson at 215-586-4247 or eolson@wtcphila.org.

Sponsors:

[Burns Engineering](#)
[KEMA Registered Quality, Inc.](#)
[Nathan Sports](#)
[PA Office of International Business Development](#)
[PECO](#)
[Penn Lauder CIBER](#)
[Pennonni Associates, Inc.](#)
[Philadelphia Business Journal](#)

Supporting Organizations:

City of Philadelphia - Department of Commerce
MDC Systems
Urban Land Institute
World Affairs Council
World Trade Center Delaware

3/12 - Quarterly Briefing: Discovery Trade Mission to North Africa

Quarterly Briefing and Trade Mission

Temple University Center
City

1515 Market Street

Room 320
Philadelphia, PA

Thurs., Mar. 12, 2009
8:30am - 11:30am

[REGISTER TODAY!](#)

Discover how tourism and infrastructure development is transforming North Africa. The WTCGP will lead a discovery mission to **Algeria, Libya, and Morocco** from **May 14-23, 2009** where participants learn about business opportunities in the region as well as take part in the *6th International Building & Construction Exhibition*. Also, join us on **Thursday, March 12th** to learn about the emerging markets of North Africa and the upcoming trade mission to this region.

Registration Information:

Deadline is March 25, 2009

First 10 qualified companies will be accepted

Companies unable to be in-country may choose to be represented by a WTCGP representative (for a fee)

Travel:

Participating companies are responsible for securing their transportation from and to the U.S. The WTCGP will suggest specific flights for travel between trade mission destinations. Further details are to be determined.

For additional information or to register, please contact:

Andrea Townrow

Manager - Business Development, WTCGP

Phone: 215.586.4240 ext. 123

Email: atownrow@wtcphila.org

3/27 - Briefings and Counseling with PA Authorized Trade Representatives

Educational Briefings and One-on-one Appointments

Chester County Economic
Development Council

Eagleview Corporate Center

737 Constitution Ave.
Exton, PA 19341

Fri., Mar. 27, 2009
8:30am - 5:00pm

As the Regional Export Network (REN) Representative for the State of Pennsylvania's Center for Trade Development, the WTCGP is pleased to announce that on **March 27th** from **8:30am - 11:00am**, the **PA Authorized Trade Representatives (ATR's) from Australia/New Zealand, Brazil, Canada, Chile, Eastern Mediterranean, Saudi Arabia, South Africa, and United Kingdom** will provide educational briefings on the following sectors: Mining, Rail, Oil & Gas, Renewable Energy, Life Sciences & Medical, and Environmental Technologies.

Following the briefings, the ATR's will be available for **one-on-one meetings** with qualified export ready companies. One-on-one meetings are by appointment only and are limited to 3 appointments per company. The briefings and appointments are free to Pennsylvania companies, but **REGISTRATION IS REQUIRED**.

To register for the educational briefings, please send an email to eolson@wtcphila.org.

To schedule your one-on-one appointments, please contact your WTCGP Trade Specialist: *For Chester, Montgomery, and Delaware counties:*

Ron Drozd at rdrozd@wtcphila.org or 215-586-4240 ext. 122.

For Bucks and Philadelphia counties:

Dale Foote at dfoote@wtcphila.org 215-586-4240 ext. 117.

More WTCGP events

You can find more information about other WTCGP events in 2009 and register for our programs online at the [WTCGP Event Calendar](#).

To learn more about events organized by our partners and supported by the WTCGP, please visit our [Regional Calendar](#). *For past events, please visit our [Events Photo Gallery](#) or go to the archives of our bi-weekly newsletter [WorldLinks](#).*

World Trade Center of Greater Philadelphia

Two Penn Center, Suite 305
1500 John F. Kennedy Blvd.
Philadelphia, PA 19102
215-586-4240
wtcgpnews@wtcphila.org
<http://www.wtcphila.org>

The mission of the World Trade Center of Greater Philadelphia is to provide a world-class portfolio of services that enhances international trade growth and leads the Greater Philadelphia region to economic prosperity. We offer a number of programs, such as one-on-one counseling, market research reports, customized export/import strategies, and educational opportunities through seminars, international trade missions and networking events. The WTCGP is a licensed and certified member of the World Trade Centers Association and is a Pennsylvania 501(c)(3) non-profit corporation. Visit our website at www.wtcphila.org.

Wednesday, February 25, 9 am to 4 pm
Alter Hall, the Fox Business School, MBA Commons Auditorium

WHAT?

Ongoing advances in innovative technology have created unparalleled prospects for U.S. companies in the international arena. The Commerce Department's International Trade Administration Market Access and Compliance and Philadelphia U.S. Commercial Service, in partnership with the Economic Development Administration, the Minority Business Development Agency, and several strategic regional partners, has developed a no cost half day seminar. This seminar targets two distinct audiences highlighting the broad range of international opportunities in the Western Hemisphere, created through the success of existing free trade agreements. The morning session addresses the business community, while the afternoon session addresses educational institutions, organizations serving the academic community and students.

Seminar participants will engage senior government representatives, and leading experts from the private sector and academia, on key issues related to the U.S. economy and its relationship to the global marketplace. The program includes keynote speakers, panel discussions, and one-on-one meetings. For additional information, please see the draft agenda.

WHY?

The Western Hemisphere is an ideal export market for potential entrepreneurs, as well as existing U.S. companies. For example, the North American Free Trade Agreement (NAFTA), in part due to geographic proximity, has given U.S. products a substantial competitive edge over goods from other countries. In 2007, total trade between the United States and Canada, one of our NAFTA partners, exceeded \$560 billion. Mexico, our other NAFTA partner, is the second largest market in the world for U.S. exports. In 2007, two-way U.S.-Mexico trade in goods and services exceeded \$1 billion per day. In 2006, U.S.-Mexico bilateral trade increased 377 percent. We have also seen substantial growth in the demand for U.S. exports following the implementation of the U.S.-Chile and U.S. -Central American free trade agreements.

The purpose of this event is to increase the knowledge of both established and potential business owners concerning regional export opportunities and to increase their understanding of the overall benefits of free trade.

Each speaker will provide a practical overview of the fundamentals of doing business with our trading partners, which is key to developing a successful export strategy. Presenters will also discuss the broad range of career opportunities in the fields of international affairs and trade policy. Entrepreneurs will benefit from the private and public sector industry experts on hand to provide insight into identifying and targeting potential customers abroad.

WHO?

Are you an aspiring entrepreneur with a unique idea, but in need of additional resources or tools to conduct crucial research that will enable you to successfully introduce your product or service to a foreign market? Are you an existing small, medium-sized, or minority-owned U.S. company looking to expand your customer base? Are you a faculty member or student of an academic institution who desires a greater understanding of the global job market, and how U.S. exports support the U.S. economy? Are you interested in a career in the field of international business? Then you should make plans to attend this event!

WHEN?

The event will take place on Wednesday, February 25.

9:00 a.m. - 12:00 p.m. session which will address the business community will begin at

1:00 p.m. - 4:00 p.m. session which will address the academic community will begin at

Both sessions will take place at Temple University's Alter Hall, Fox Business School, MBA Commons Auditorium, 1810 N. 13th Street, Philadelphia, PA 19122.

This event is being held in partnership with Temple University's Innovation and Entrepreneurship Institute (IEI), and the Center for International Business and Education and Research (CIBER).

Dear All: Our upcoming trade missions offer a cost-effective way for your clients to position themselves for long-term business in promising export markets as they seek to expand their client base and ride out the challenges of today's economy. Please steer your clients to these missions. There is still time to apply, but deadlines are approaching fast.

Best Regards,

Anne

Trade Mission to Poland in conjunction with Trade Winds Forum Europe

April 19-22, 2009

Apply by January 30, 2009

Learn more/register: Bill.Burwell@mail.doc.gov

The 2009 Trade Winds Forum Europe will include conference sessions on pan-European business issues and consultations with Senior Commercial Officers from U.S. Embassies throughout Europe. The multi-sector trade mission will provide business-to-business meetings with firms in Poland. For information on the mission, contact Bill Burwell at the above-listed e-mail or by phone at 410-962-3097. For to learn more about the 2009 Trade Winds Forum Europe, visit: <http://www.buyusa.gov/poland/en/tradewinds.html>.

Trade Mission to Colombia

March 8-13, 2009

Apply by February 16, 2009

Learn more/register: Email: Brie.Knox@mail.doc.gov

This multi-sector mission to Bogota, Barranquilla, and Cartagena will help U.S. firms position themselves for long-term business in Latin America's fifth largest market for U.S. exports. The pending U.S.-Colombia Trade Promotion Agreement stands to boost opportunities for U.S. suppliers of consumer and industrial exports in most sectors. Contact Brie Knox at the above-listed e-mail address or by phone: 504-589-6703.

Textiles Trade Mission to Hong Kong, China, and Singapore

March 18-24, 2009

Apply by February 9, 2009

Learn more/register: Email: Lawrence.Brill@ita.doc.gov

U.S. providers of hospitality, contract, and related technical textiles are invited to join this mission to Hong Kong (including Macau), Hainan Island, and Singapore. Contact Larry Brill, Office of Textiles and Apparel, at the above-listed e-mail address or by phone: 202-482-1856.

Solar Trade Mission to India

March 22-27, 2009

Apply by February 13, 2008

Learn more/register: <http://www.buyusa.gov/pacificsouth/indiatrademission.html>

This groundbreaking mission will put U.S. firms in direct contact with potential business partners and government decision-makers who are on the forward edge of shaping India's solar energy sector. Visit the website or contact Cynthia Torres by phone at 760-342-1310 or by email at Cynthia.Torres@mail.doc.gov.

Environmental and Clean Energy Trade Mission to Croatia, Italy, and Greece

March 30-April 4, 2009

Apply by February 12, 2009

Learn more/register: www.export.gov/enviro-cleanenergymission

Europe seeks innovative technologies for renewable energy, recycling, green building, waste management, water treatment, remediation, energy conservation, and alternative fuels. This package combines business matchmaking in three cities, networking at EcoTec 2009 (Athens), and a bonus day. Visit the website or call Bill Cline at 775-784-5203 or Jessica Arnold at 202-482-2026.

British Columbia Mining Opportunities 2009: Trade Mission to Vancouver, Canada

March 24-25, 2009

Apply by February 22, 2009

Learn more/register: <http://www.buyusa.gov/canada/en/bcminingoportunities2009.html>

U.S. suppliers of mining equipment and services won't want to miss this opportunity to make valuable contacts in western Canada's dynamic mining sector. Contact Judy Simonite by e-mail at Judy.Simonite@mail.doc.gov or by phone at 604-685-3382.

Aerospace Executive Service at Latin America Aero and Defence 2009

April 14-17, 2009

Apply by March 1, 2009

Learn more/register: <http://www.buyusa.gov/connecticut/laad2009.html>

This aerospace trade mission to the Latin America Aero and Defence 2009 show in Rio de Janeiro, Brazil, will include pre-screened business appointments at the Riocentro trade show location, exhibitor access to the trade show, and a product literature display at the show. Visit the event website or contact Melissa Grosso by e-mail at Melissa.Grosso@mail.doc.gov or by phone at 860-638-6955.

Building for the Future: U.S. Building Products Trade Mission to Hong Kong, Singapore, and Bangkok

April 20-28, 2009

Apply by February 20, 2009

Learn more/register: www.buyusa.gov/globaldesignbuild/futurebuildmission.html

Opportunities for U.S. suppliers of green technologies are opening up in Southeast Asia. This mission will promote eco-friendly, energy-efficient U.S. design and engineering services, building systems, lighting, heating/ventilation/air conditioning, and building products. Visit the website or call Sean Timmins at 202-482-1841.

Healthcare and Medical Equipment Trade Mission to Astana and Almaty, Kazakhstan

May 11-14, 2009

Apply by March 15, 2009

Learn more/register: http://www.buyusa.gov/kazakhstan/en/medical_trademission.html

The mission will include one-on-one business appointments, site visits, participation in a health products seminar, and promotion in a catalog show at the 16th annual Kazakhstan International Health Care Exhibition in Almaty. Visit the website or contact Tembi Secrist by phone at 206-553-5615 x229 or by e-mail at Tembi.Secrist@mail.doc.gov.

January 6, 2009

Dear WTCGP Supporters:

This year's Global Business Conference promises to be an exciting event. "*Sustainable Energy: From Global Evolution to Local Execution*" will explore global innovations in sustainable energy and their impact on our regional economy.

This is the sixth anniversary of this distinguished event and we invite you to join Drexel University, the Philadelphia Business Journal, and Nathan Sports as a sponsor.

This year's conference will feature an outstanding roster of speakers who will address sustainable energy trends around the world and how our region is embracing these trends through local application. Speakers include:

- **Anthony Bartolomeo, P.E.**, president, *Pennoni Associates, Inc.*
- **John Gattuso**, senior vice president & regional director, urban and national development, *Liberty Trust*
- **Sarah Hetznecker**, director, project development, *Conergy*
- **David Stangis**, vice president of corporate social responsibility, *Campbell Soup Company*
- **Julius Steiner**, chairman, *Gamesa USA*
- **Jim Tucker**, senior vice president of Student Life and Administrative Services, *Drexel University*

We are also very honored to have **Jeanne Fox**, president of the New Jersey Board of Public Utilities, and **Jeanne Dworetzky**, executive director of the Pennsylvania Energy Development Authority as our keynote luncheon speakers.

As a sponsor of this event, your company will build its brand awareness with a targeted audience of mid-market company owners and managers, international business executives and the economic development community. This is an excellent venue to demonstrate your commitment to the international business community.

Please review the attached Sponsorship Opportunities Form. We look forward to your support. If you have any questions about this conference or other WTCGP programs, please do not hesitate to contact me.

Bruce Pansius
Chief Financial Officer



“Sustainable Energy: From Global Evolution to Local Execution”

Wednesday, February 4, 2009 ~ 8:00 AM to 3:00 PM



In cooperation with:

LeBow College of Business ~ Drexel University
Behrakis Grand Hall in the Creese Student Union Complex
3210 Chestnut Street, Philadelphia, PA 19104



COLLEGE OF BUSINESS
LeBow

Sponsorship Options

\$3,000 Platinum Sponsor (2 Available)

- Introduce speaker from PA or NJ Government
- Company name in all promotional materials
- Table to display and distribute company literature
- Company name and logo displayed during conference
- Dedicated article in WTCGP newsletter distributed to 5,000+ subscribers
- Corporate table for 10

\$1,000 Gold Sponsor (Unlimited)

- Opportunity to introduce a speaker
- Company name in all promotional materials
- Table to display and distribute company literature
- Company name and logo displayed during the conference
- 2 tickets to conference

\$500 Breakfast & Break Sponsors (Unlimited)

- Company name in all press & promotional materials
- Table to display and distribute company literature
- Company name displayed during conference
- 2 tickets to conference

***Individual Conference Tickets**

On-line registration available (see below)

- \$ 125 for WTCGP members
- \$ 150 for non-members

Please enter information exactly as you would like to be listed in acknowledgements.

Company: _____

Contact Name: _____

Address: _____

Phone: _____ Fax: _____ E-mail: _____ Website: _____

Check enclosed for: \$ _____ made payable to "World Trade Center of Greater Philadelphia"

Charge my credit card for: \$ _____ (AMEX, VISA, MC, or DISCOVER)

Expiration: ____/____ CC Number: _____ For verification purposes, CCV code _____

Name as it Appears on Card: _____ Signature: _____

Please circle your sponsorship option and return completed form with payment by January 23, 2009 to:

**World Trade Center of Greater Philadelphia • Attn: Emily Olson • Two Penn Center, Suite 305,
1500 John F. Kennedy Blvd, Philadelphia, PA 19102 • tel: 215-586-4247 • fax: 215-636-9026 • eolson@wtcphila.org**

Registration is also available on-line through WTCGP Events Calendar at www.wtcphila.org

Please note that we require two business days notice for all cancellations.

The World Trade Center of Greater Philadelphia, Inc. is a 501(c)(3) Pennsylvania non-profit corporation. Written information about the organization and this event may be obtained by calling 215-586-4240 or submitting a request to World Trade Center of Greater Philadelphia, Attn: Emily Olson, 1500 John F. Kennedy Blvd., Philadelphia, PA 19102. The official registration and financial information of the World Trade Center of Greater Philadelphia, Inc. may be obtained from the Pennsylvania Department of State by calling toll-free, within Pennsylvania, 717-783-1720. Registration does not imply endorsement. Filings with the Attorney General of the State of New Jersey concerning this charitable solicitation may be obtained from the Attorney General of the State of New Jersey by calling 973-504-6215.

News Release

PRESS OFFICE

Release Date: Jan. 12, 2009	Contact: Carol Chastang (202) 205-6987
Release Number: 09-01	Internet Address: www.sba.gov/news

Office of the National Ombudsman Is Available to Assist America's Small Businesses with Federal Regulatory Enforcement Actions

WASHINGTON – When America's small businesses face unfair or excessive federal regulatory enforcement actions, the Office of the National Ombudsman at the U.S. Small Business Administration is available to ensure fairness in the enforcement process.

Created by Congress through the Small Business Regulatory Enforcement Fairness Act, the Office of the National Ombudsman's primary function is to work with small businesses and federal agencies to ensure that regulatory or compliance actions are handled and enforced fairly by all federal agencies. The National Ombudsman is empowered to receive, substantiate, and report to Congress complaints and comments from small business owners regarding regulatory enforcement actions taken against small businesses by federal agencies.

“The National Ombudsman helps small businesses navigate the seas of federal regulatory enforcement. With a strengthening regulatory paradigm, it is essential that regulatory enforcement be effective, and not excessive,” National Ombudsman and Assistant Administrator for Regulatory Enforcement Fairness Nicholas N. Owens said. “The National Ombudsman's focus will continue to enhance transparency for small businesses served, and strengthen the relationship between the small business community and the government.”

It is the primary mission of the Office of the National Ombudsman to assist small businesses when they experience excessive or unfair federal regulatory enforcement actions, such as repetitive audits or investigations, excessive fines, penalties, threats, retaliation or other unfair enforcement action by a federal agency.

Also, the National Ombudsman's office works with 10 regional fairness boards whose membership is comprised of 50 small business owners from across the country. The ONO works closely with more than 35 federal regulatory agencies to resolve complaints about excessive enforcement of federal regulations brought to the attention of the National Ombudsman during hearings and roundtables held in cities nationwide.

Additional information about the Office of the National Ombudsman is available at www.sba.gov/ombudsman.

###

Financing Exports During the Credit Crunch

The National Association of Manufacturers (NAM) and The U.S. Commercial Service

Bring You a Webinar on Export Financing:

Is Your Ability to Export Getting Caught In The Credit Squeeze?

Webinar: Financing your Exports: Current Outlook on the Credit Crunch

Feb 3, 2009 -- Time 12:00 noon EST, 11:00 am CST, 10:00 am MST, 9:00 am PST

Venue: Your office computer and phone; Cost: \$25

Has trade finance really been impacted and if so how? You may have seen reports in the news of this company or that one having problems finding export financing. In this era of economic swings, find out what has changed and what hasn't and what you can do. While the credit crisis may be affecting the ability of companies to borrow money, banks are still lending to firms.

The landscape of export financing is changing. Get up-to-the-minute information from export finance lenders on this one hour webinar with no need to leave your office. Find out what bankers are saying about trade and financing and understand what you need to know for your export risk mitigation strategy.

Speakers:

Patricia Mears, Director, International Commercial Affairs, National Association of Manufacturers

U.S. Small Business Administration -- invited

Thomas Cummings, Regional Director, Northeast and Mid-Atlantic Regions, U.S. Export – Import Bank

Martha I. Gabrielse, Vice President, Global Trade Services, JPMorgan Chase & Co.

Links

1. <http://www.nam.org/SmallMediumManufacturers/HelpWithExporting/UpcomingExportingEvents.aspx>

Documents

Credit Crisis Webinar Flyer

PDF, 54KB [Download](#)

Inga Fisher Williams

Regional Manager

Export Solutions Group

Office of International Trade

U.S. SMALL BUSINESS ADMINISTRATION

Export Assistance Center, Portland

121 SW Salmon Ave. Suite 242, Portland, Oregon USA

503.326.5498

www.sba.gov/localresources/district/or/or_itresources.html

US Companies seeking to promote their products and services in the **United Arab Emirates and the Middle East** can register for **free** at:
www.usexportsonline.com **The leading online trading platform in The Middle East.**

Showcase your company, publish your product catalogue and issue trade leads in your own virtual showroom with Tejari's next generation eEXHIBIT service

Tejari a successful business unit of Dubai World, is the leading B2B online marketplace in the UAE and Middle East.

Tejari enables buyers and US sellers to transact and share information about a variety of goods and services via a secured Internet environment.

Tejari provides a single point of contact for an open and growing community of buyers and suppliers, permitting spot-purchasing and on-line auctions that enable participants' real-time access to new markets and greater cost savings.

Send and receive trade enquiries through a sophisticated messaging centre and establish long term business relationships with new trading partners through Tejari's business matchmaking service.

US Export Council

Tel: +1(212) 904-0248

Fax: +1(310) 868-0449

allisonkane@usexportcouncil.com

<http://www.usexportcouncil.com/>

e-News & Events Update

Greetings!

In which Southeast Asian country did President Barack Obama live for part of his childhood?

- A) Indonesia
B) Malaysia
C) The Philippines
D) Thailand

IN THIS ISSUE

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Certificates of Origin](#)
[Business Opportunities in the Middle East](#)
[China, Taiwan and Korea Export Seminar](#)
[International Business Certificate Series](#)
[Upcoming Regional Events](#)

Understanding Free Trade Agreements and Certificates of Origin

March 6, 2009

Speaker: JoAnn Queen

International Trade Specialist

U.S. Commercial Service

Location: Small Business Development Center of Delaware

One Innovation Way, Suite 301

Newark, DE

[Download Flyer](#)

[Register Online](#)

"Business Opportunities in the Middle East"

March 18, 2009

Business Opportunities in the Middle East

Speaker: Seth Vogelmann, Delaware Representative, Middle East

Location: New Castle County

More Information TBA

March 19, 2009

Business Opportunities in the Middle East

Speaker: Seth Vogelmann, Delaware Representative, Middle East

Location: Kent County

More information TBA

Growing Your Export Business: China, Taiwan and Korea Export 2009

March 20, 2009

Speakers:

Janée Pierre-Louis, *Commercial Officer, US Export Assistance Center*

Prior to her current assignment, Ms. Pierre-Louis served as Principal Commercial Officer at the American Institute in Taiwan (AIT) - Kaohsiung Branch Office, managing operations in southern Taiwan.

Kenneth C. Duckworth, *Commercial Officer, U.S. Export Assistance Center*

Mr. Duckworth joined the Commercial Service in 2005, bringing with him over fourteen years of experience working in the private, government and non-profit sectors in government relations, higher education and international development. Mr. Duckworth's first overseas tour with the Commercial Service was as Commercial Officer at the U.S. Embassy in Seoul, Korea from 2005 - 2008.

Louisa Chiang, *International Trade Specialist, US Export Assistance Center*

Ms. Chiang is currently assigned to the Baltimore Export Assistance Center where she has been in charge of the information technology, and security and safety. Before that, she was on detail during her first assignment as Trade Facilitation Officer to China in the Beijing 'Embassy.

Ambassador of Colombia to the United States

Date TBA

Ms. Carolina Barco Isakson

Luncheon Looking at the Colombia Free Trade Agreement and Beyond

More information TBA

Ambassador of the Kingdom of Bahrain to the United States

April 2009 (tentative)

Ms. Houda Ezra Nonoo

More information TBA



IMPACT ANALYSIS

Issues Impacting Global Business
January - February 2009

Through grassroots coalitions, more American businesses are getting out the word that trade expansion can quickly mitigate the effects of the current economic crisis, create jobs and achieve higher levels of domestic growth well into the future. But more needs to be done (p1-2).

The global financial crisis has suppressed economic growth rates worldwide. China is no exception. Consequently, Chinese business and government positions are more flexible, creating opportunities that didn't exist several months ago (p3).

Last October, Singapore and China established a free trade agreement. This trade agreement will not only benefit both countries, but can also help U.S. firms that partner with Singaporean companies (p4).

Conducting market research isn't easy. A number of factors must be considered and analyzed (p5).

Impact Analysis



WEBINARS

U.S. Commercial Service Online Training ***Creating International Sales and Profiles***

The U.S. Commercial Service is pleased to offer you some of the same international business training that our trade specialists and commercial officers receive at a special discount provided online by Texas Tech University.

More Information & Registration

Webinar: Selling Dental Equipment in Europe

Venue: Your computer
Date: January 22, 2009
Time: 11:00 am EST

The U.S. Commercial Service is offering U.S. dental equipment and supply companies a unique opportunity to learn about five European markets of interest - Germany, Austria, Bulgaria, Belgium and the Czech Republic - in one session. These markets, with a combined population of over 100 million, offer tremendous opportunity for your dental products.

More Information & Registration



ONLINE LIBRARY

FileShare System

The newest addition to WTC Delaware's resources is the FileShare system. This online resource is available to WTC Delaware members and offers Country Profiles as well as industry information for specific countries. From the WTC Delaware website, enter your email address and password in the WTC Delaware FileShare Login section in the left column, and select the folder labeled "Seminar Presentations." If you do not have your password, please contact us at 302-656-7905 or info@wtcde.com and we will send it to you.

The FileShare system also provides members with a place to upload company information and brochures as well as access to WTC Delaware Member logos available for use by members.

DELAWARE TRADE LEADS

This is a great way to get your company's information to overseas buyers, sellers, or distributors - at NO COST to you!

Are you a Supplier, Exporter, Manufacturer, Importer, Buyer or Trading Company?

Twice each month a Delaware Trade Lead Bulletin, comprised of leads from companies in Delaware, is sent out via email not only to World Trade Centers all over the world, but to American Chambers of Commerce and other business organizations as well. The bulletin is also posted on our website in the Trade Leads section. A link to the January 19th bulletin is below.

Delaware Trade Leads

Categories include: environmental consulting, water activated gummed tapes, real estate services, contract manufacture of metal work, passport/visa service, mobile interactive communication, strategic advisory services, business research services, scientific instruments.



TRADE FACTS

Office of the United States Trade Representative
Reform Agenda with Japan Yields Results; Important Work Remains
January 2009

The United States remains actively engaged with Japan on a broad agenda of regulatory and related reforms to further open Japan's market and help spur greater economic growth and competition through new commercial opportunities and improvements to Japan's business environment.

The focal point for this intensive engagement has been the U.S.-Japan Regulatory Reform and Competition Policy Initiative (Regulatory Reform Initiative), launched in mid-2001 and now in its eighth year.

Industry Categories Include: Telecommunications, Medical & Health-related Services, Transparency & Business Environment Issues, Financial Services/Insurance, Agriculture, Commercial Law & Legal Services

More Information

REGIONAL INTERNATIONAL EVENTS - 2009

Philadelphia, PA

6th Annual Global Business Conference

World Trade Center of Greater Philadelphia in partnership with
Drexel University's LeBow College of Business

Location: Drexel University

Wednesday, February 4, 2009

Get a global look at innovations in energy. Hear from experts in the field as they present on the status of energy generation worldwide - - its trends and applications, as well as how U.S. companies and governments are embracing sustainable energy.

Download Flyer

Philadelphia, PA

Breaking Into the Trade Game

Philadelphia U.S. Export Assistance Center

Thursday, February 12, 2009

A Small Business Guide to Exporting is a 6-session series designed to take new exporters through the steps necessary for exporting, from licensing to trade finance and finding new customers overseas. Trade experts with both experience and knowledge of international markets will serve as guest speakers for several of the sessions.

More Information

New York City, NY

The Global Trade Challenge

The U.S. Exports Conference

Wednesday and Thursday, February 4 & 5, 2009

U.S. exports reached record highs in 2008 thanks to the weak dollar, but the global downturn, the credit crunch and the recent strengthening of the dollar have slowed growth in exports. Besides these immediate challenges, U.S. exporters face a host of perennial challenges: tariff and non-tariff trade barriers, U.S. regulatory hurdles and trade finance.

Speakers at the U.S. Exports Conference will discuss how government programs can help exporters survive the downturn, how to cope with trade barriers, transportation and trade issues, regulatory hurdles, and opportunities and challenges in Europe and emerging Asian markets.

To register for the U.S. Exports Conference, contact JoC Conferences at (760) 294-5563, at events@joc.com or go to www.joc.com/conferences/USEC.



INTERNATIONAL CONFERENCES

UK: London; France: Toulouse
Mexico's Aerospace Industry Conference
January 27, 2009, January 29, 2009

The Aerospace Industry in Mexico and its sponsors present the chance to obtain detailed analysis of present and future business conditions of the Aerospace Industry in Mexico. Attendees will interact with Mexico's aerospace plant managers and learn about and participate in Mexico's Aerospace Industry value chain. Conferences are presented in London on January 27th and in Toulouse on January 29th.

For conference registration over telephone call 1-877-864-8528. [Click Here](#) for online registration. For more information please contact aerospace@mnconference.com.

Egypt: Cairo
Food & Health International Exhibition and Conference
April 21 - April 23, 2009

The Egyptian Commercial Service presents this exhibition and conference to gather all main parties in food industry and investment sector that are looking for good investment and great business networking opportunities in the industry.

For more information please contact Ms. Walaa Seleem via email at info@grand-event.org

Bosnia and Herzegovina: Sarajevo
4th Business Conference: Discover Business Opportunities in Emerging Markets
May 11 - May 12, 2009

The 4th Business Conference: "Discover Business Opportunities in Emerging Markets" is pleased to present financing infrastructure, municipalities and regional development in the Balkans and Bosnia and Herzegovina in 2009; as well as the investment projects, privatization, up-to-date experiences and perspectives, infrastructure for development and support of SMEs in the region - international support projects & funds, media in the region and all the aspects of tourism development.

Please contact Mrs. Slavica Korica at fipa@fipa.gov.ba for more information or if you are interested in attending this conference.

China: Shenzhen
International Import Procurement Fair
June 2009

The World Trade Center of Shenzhen, China presents a fair for the advancement of foreign companies entering the Chinese market. The Chinese import market is expected to grow over the next several years. WTC Shenzhen structures the fair to be a platform for communication and cooperation between foreign exporters and domestic importers.

Please contact Mr. Joe Wang at specialwayjoe@hotmail.com for more information or if you are interested in attending this conference.



INTERNATIONAL TRADE SHOWS

January 2009 - April 2009

Brazil: Sao Paulo
Sao Paulo Dental Show January 24 - January 28, 2009

The South American Dental Show in Sao Paulo is the largest event of its type in Latin America, with over 60,000 people from throughout Brazil and the rest of Latin America attending each year. The U.S. Commercial Service in Sao Paulo will have a booth at the show to offer market and regulatory information to U.S. firms. American exhibitors and visitors will also have access to matchmaking services to meet potential business partners as well as the option to participate in a catalog show program to identify trade leads and check market acceptance for products.

For more information contact Jefferson Oliveira at jefferson.oliveira@mail.doc.gov or by phone at 55-11-5186-7136.

Saudi Arabia: Riyadh
Public Health Trade Mission
January 30 - February 1, 2009

This two-day Public Health Trade Mission offers a timely way for U.S. firms to make valuable business contacts in Saudi Arabia's fast-growing health care market. The mission starts in Riyadh immediately following Arab Health in Dubai, making it an ideal venue for U.S. businesses seeking to maximize their time in the region. Saudi Arabia is projected to invest more than \$20 billion in healthcare by 2016, driven by demands of an increasing population and rapid urbanization. Promising public health sectors for U.S. firms include hospital and clinical laboratory equipment, pharmaceuticals, health care technologies, public health education, hospital construction and design, and IT software, such as patient record keeping systems.

Please contact Karen Dubin at 202-482-3786 or Karen.Dubin@mail.doc.gov for information and an application kit.

Egypt: Cairo
Cairo Inter Leather 2009
February 19 - February 22, 2009

Since the inception of the Qualified Industrial Zones agreement, Egypt has increased its exports substantially, which gives the U.S. buyer an opportunity to buy duty-free premium Egyptian leather products. The Egyptian Exporters Association - Expolink would like to assist foreign importers in sourcing leather quality products from Egypt through a Cairo Inter Leather trade show.

Please contact Dr. Ashraf El-Rabiey at (202) 265-91111 or comegyus@verizon.net for more information and a chance to qualify for a 3-days trip to Cairo Inter Leather 2009.

Germany: Hanover
CeBIT 2009

March 3 - March 8, 2009

This event is will attract an estimated 500,000 visitors from around the world (over 20% non-German), making it the largest and most reputable information technology trade show. Over 6,000 exhibitors from 77 countries will be represented at CeBIT. An estimated 50% of the visitors are IT decision makers who represent various industry sectors. Highlights for 2009 include eHEALTH, internet and mobile solutions, and eLEARNING, which will be addressed in the CeBIT Global Conferences.

Please contact David Mathe at (302) 577-8467 or david.mathe@state.de.us for more information or if you are interested in attending this event.

India: Mumbai, Maharashtra
Innovative Technologies for Manufacturing Expo

March 5 - March 7 , 2009

The ITM Expo provides an ideal platform for the innovative global companies & SMEs from various sectors for global partnering. It gives an opportunity for every business organization to explore and showcase the innovative trends and capabilities, to gain business processing efficiency and to forge new business alliances. The objective of this Expo is to assist technology upgradation and modernization.

Please contact Rebecca Faber at (302) 656-7905 or rfaber@wtcde.com for more information or if you are interested in attending this show.

Italy: Milan
U.S. Pavilion at MIDO 2009

March 6 - March 9, 2009

MIDO 2009 is the leading international trade show for the optical sector. Over 1,200 exhibitors, most of which were foreign companies, and about 46,000 visitors, about 60 percent of which were international, attended the show in 2008.

For more information contact Federico.Bevini@mail.doc.gov or visit the following website:
[U.S. Commercial Service Website.](#)

Japan: Tokyo
Wine & Gourmet Japan

April 22 - April 24, 2009

Wine & Gourmet Japan is the first dedicated professional exhibition for wine & spirits, gourmet & fine food, confectionery, food catering and foodservice equipment & supplies for the Japanese market.

More Information



LAST WEEK'S TRIVIA QUESTION

Who was the only president to walk to and from his inaugural, as well as the first president to be inaugurated at the Capitol?

- A) George Washington C) Thomas Jefferson
B) John Adams D) Abraham Lincoln

Answer: C)

In 1801 Thomas Jefferson was the first and last president to walk to his own inaugural. Thomas Jefferson was also the first president to be inaugurated in Washington, D.C..

Welcome Last Month's New & Renewed Members!

December 2008 Members:

STANDARD CORPORATE

Ion Power

Marjorie Rothberg Architecture

Martinez Schmitt, LCC

OVERSEAS CORPORATE

CS Crystal Solutions, LLC

Geoworld, LCC

Keep In Touch Systems, Inc.

The Leaders Legend Institute

Sharpeners Links, Inc.

Sovereign International Group, LCC

Taras, LCC

WTC Delaware Sustaining Corporate Members





WILMINGTON TUG, INC.

The World Trade Center Delaware is a non-profit organization that assists small and medium-sized companies in expanding their markets overseas, as well as raising awareness of international issues and their importance in regards to international growth.

World Trade Center Delaware

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Wilmington, DE 19801
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fax: 302-656-7956
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www.wtcde.com

PRESS OFFICE

Release Date: January 12, 2009	Contact: Mike Stampler (202) 205-6919
Release Number: 09-02	Internet Address: http://www.sba.gov/news

SBA Employees See Significant Agency Improvement; OPM Survey Shows Major Gains From 2006

WASHINGTON – The 2008 Federal Human Capital Survey, conducted last fall, gave the U.S. Small Business Administration the highest overall improvement among agencies in two categories: Leadership and Knowledge Management, and Talent Management. The agency also had the second largest gain in Job Satisfaction, and the sixth largest gain for establishing a Results-Oriented Performance Culture.

The SBA, which rated last among federal agencies in the 2006 “Best Places to Work” survey, has improved significantly, according to survey data released last week by the Office of Personnel Management.

Nearly 80 percent of eligible SBA employees completed the survey – the highest percentage among all federal agencies – further compelling evidence of SBA’s employees’ vastly improved opinion of the agency and their jobs. OPM conducts the survey every two years.

“These impressive results for 2008, taken on top of 2007’s positive findings, strongly indicate that SBA’s Reform Agenda – initiated by former Administrator Steve Preston in summer 2006 – has led to a dramatic turnaround in employee development and agency effectiveness,” said SBA Acting Administrator Sandy K. Baruah.

Two years ago, SBA ranked 30th out of 30 among federal agencies for best places to work, according to a Partnership for Public Service analysis of OPM data. The Partnership for Public Service will analyze the data just released by OPM and issue rankings based on that data in March.

The Reform Agenda, initiated by Preston and advanced by Baruah, focused on providing employees with comprehensive training, improved internal communication, and increased operational transparency, accountability, and performance.

“I’m tremendously gratified by these results,” said HUD Secretary Steve Preston, who served as SBA Administrator from 2006 to 2008. “They demonstrate government can be made to work better, smarter and leaner, and be a more positive environment for employees. Real change is possible in a very short time frame. SBA’s operations are more impactful, they reach underserved markets more effectively, and they provide better service to customers and partners. I’m proud of the SBA staff for their hard work.”

Other survey highlights:

- Employees have a better sense of the agency’s goals. Over 80 percent said they know how their work relates to agency goals and priorities. Over 60 percent agreed that managers communicate the organization’s goals and priorities.
- Employees felt positive about their personal work experiences. Over 80 percent enjoyed their work and agreed their co-workers cooperated to get the job done. Over 70 percent said their work gives them a feeling of personal accomplishment.
- Employees as a whole were satisfied with their work. Nearly 90 percent said they feel the work they do is important.

“This survey shows the investment SBA has made in employee training, performance management, and reorganization has paid off,” said Baruah. “SBA today is better equipped to help small businesses and to assist disaster survivors. Thanks to the hard work of SBA’s leadership and civil servants, the next administration will have a markedly improved agency to meet the needs of America’s entrepreneurs.”

This notice is provided solely as a courtesy and does not constitute a U.S. Department of Commerce or U.S. Small Business Administration or U.S. Export Assistance Center endorsement of the events or of the organizer(s)/sponsor(s). For a more complete listing of international events in your area visit www.export.gov

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