

City/State Partners

Contacts:

State of Alaska
Alaska Industrial Development & Export Authority
(AIDEA)
813 West Northern Lights Blvd.
Anchorage, AK 99503
(907) 269-3030 FAX: (907) 269-3044
Email: jmcmillan@aidea.org
Homepage: <http://www.aidea.org>
Contact: Jim McMillan, Deputy Director

State of Arkansas
Arkansas Development Finance Authority
100 Main St., Suite 200
(501)682-5900 FAX: (501) 682-5939
Email: hpauke@adfa.state.ar.us
Homepage: <http://www.accessarkansas.org/adfa/>
Contact: J. Helen Pauke, Finance Specialist

City of Los Angeles, California
125 Paseo de la Plaza
Los Angeles, CA 90012
(213) 473-6400
Email: eklement@mayor.lacity.org
Contact: Eloise Klementich, Director of International Trade

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

State of Georgia
Export Assistance Center
285 Peachtree Center Avenue, NE
Marquis Two Tower, Suite 900
Atlanta, GA 30303-1229
(404) 657-1964 FAX: (404) 657-1970
Email: bbounds@georgia.org
Homepage: <http://www.georgia.org>
Contact: William G. Bounds, Export Finance Manager

Programs:

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

Ex-Im Bank Umbrella
policy, direct financing
for insured receivables,
WCG, fixed asset financing.

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

Trade finance structuring
fixed asset financing, insurance
counseling & WCG packaging.

State of Illinois
*International Trade Center at University of Illinois,
Urbana-Champaign*
430 Wholers Hall, 1206 S. 6th St.
Champaign, IL 61820
(217) 244-1585 FAX: (217) 333-7410
Email: tmorriso@uiuc.edu
Contact: Tess Morrison, Director

Trade finance structuring
fixed asset financing, insurance
counseling, WCG and federal
assistance program packaging.

State of Indiana
*Indiana Department of Commerce/
International Trade Division*
One N. Capitol St., Suite 700
Indianapolis, IN 46204-2288
(317) 232-8845 FAX: (317) 233-1680
Email: pvande@commerce.state.in.us
Contact: Paula Vandevanter, Central Regional Trade Specialist

Trade finance structuring,
insurance counseling &
WCG packaging.

State of 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
(225) 342-5680 FAX: (225) 342-0142

State of Maryland
*Maryland Industrial Development
Financing Authority (MIDFA)*
Maryland Trade Finance Program
217 E. Redwood St., 22nd Floor
Baltimore, MD 21202
(410) 767-6352 FAX: (410) 333-6931

Trade finance structuring,
WCG packaging,
& preparation of applications
for all Ex-Im Bank programs.

State of 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.

State of Michigan
State of Michigan/Jobs Commission
Keesee & Associates
18289 Devonshire,
Beverly Hills, MI 48025
(248) 540-2615 FAX: (248) 540-2250
Email: keesee@tir.com
Contact: Don Keesee, President

Trade finance structuring,
insurance, & WCG
packaging.

State of Minnesota
Minnesota Trade Office
1000 World Trade Center
St. Paul, MN 55101-4902
(651) 296-3373 FAX: (651) 296-3555
Email: carolyn.deeb@state.mn.us
Contact: Carolyn Deeb

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

State of Mississippi
Mississippi Department Authority
P.O. Box 849
Jackson, Mississippi 39205
(601) 359-3155 FAX: (601) 359-3605
Email: lcleveland@mississippi.org
Homepage: <http://www.mississippi.org>
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.

State of Missouri
*Missouri Development Finance Board/
State of Missouri Office of International Marketing*
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.ecodev.state.mo.us/intermark>
<http://www.mdfb.org>
Contact: Alice Bernard-Jones, Export Finance Officer

WCG packaging, trade
finance, counseling.

State of Montana
Montana World Trade Center
Gallagher Business Building, Suite 257
The University of Montana
Missoula, MT 59812-1216
(406) 243-5850 FAX: (406) 243-5259
Email: megan@mwtc.org
Homepage: <http://www.mwtc.org>
Contact: Megan Harrington, Project Manager

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

State of Nebraska
Department of Economic Development
Office of International Trade and Investment
11133 A Street
Omaha, Nebraska 68137
(402) 595-1416 FAX: (402) 597-0194
Email: jchapuran@neded.org
Contact: Joseph J. Chapuran, International Development Manager

State of Nevada
Nevada State Development Corporation
6572 South McCarran Blvd.
Reno, NV 89509
(775) 826-6172 FAX: (775) 826-6398
Email: bbennett@nsdc-loans.com
Homepage: <http://www.nsdcl-loans.com>
Contact: Bobbie Bennett, President

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

Nevada State Development Corporation
1551 Desert crossing Road, 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 utilizing SBA and Ex-Im Bank products.

State of 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: amyj@dred.state.nh.us
Homepage: <http://www.exportnh.com>
Contact: Amy Johnson, Export Finance Officer

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

State of New Jersey
New Jersey Commerce and Economic Growth Commission
Office of International Trade & Protocol
20 West State St., 12th Fl., P.O. Box 820
Trenton, NJ 08625
(609) 292-5431 FAX: (609) 633-3672
Email: isaac.inyang@commerce.state.nj.us
Homepage: <http://www.state.nj.us/commerce/inttrade.htm>
Contact: Isaac Inyang, International Account Executive

Trade finance structuring, insurance, & WCG packaging.

State of New York
Erie County Industrial Development Agency (ECIDA)
275 Oak Street
Buffalo, NY 14203
(716) 856-6525 FAX: (716) 856-6754
Email: earnold@ecidany.com
Homepage: <http://www.ecidany.com>
Contact: Edward Arnold, Director of International Trade

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

Monroe County Planning and Development Department
50 West Main Street, Suite 8100
Rochester, NY 14614
(585) 428-5347 FAX: (585) 428-5336
Email: mmalone@growmonroe.com
Homepage: <http://www.co.monroe.ny.us/ecodev/>
Contact: Martha M. Malone, Business Dev. Analyst

WCG packaging, marketing information and counseling.

State of North Carolina
Small Business and Tech. Dev. Center (SBTDC)
5 West Hargett Street, Suite 212
Raleigh, NC 27601-1348
(919) 715-2652 FAX: (919) 715-7777
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 for Ex-Im Bank and SBA products; international business development assistance including joint counseling with USDOC trade specialists at Export Assistance Centers and at client offices; one-on-one field calls, cooperative work with other trade partners.

State of North Dakota
North Dakota Department of Commerce
Economic Development and Finance Division
1600 East Century Ave., Suite 2
Bismarck, ND 58501
(701) 328-5300 Fax: (701) 328-5320
Email: Susanne@chezsusanne.com
Contact Susanne Gieb

State of Ohio
International Trade Division
Ohio Department of Development
77 S. High St., 29th Floor
P.O. Box 1001
Columbus, OH 43216-1001
(614) 466-0519 FAX: (614) 463-1540
Email: tlaporte@odod.state.oh.us
Homepage: <http://exportohio.state.oh.us>
Contact: Tom LaPorte, Manager

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

State of Oklahoma
Oklahoma Department of Commerce
Export Finance Program
900 N. Stiles Ave.
P.O. Box 26980
Oklahoma City, OK 73126-0980
918-594-8507 FAX: (918) 594-8413
Email: michael_hughes@odoc.state.ok.us
Homepage: <http://www.odoc.state.ok.us>
Contact: Michael Hughes, Director of Export Solutions

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

State of 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
Email: mmcglinche@state.pa.us
Homepage: <http://www.dced.state.pa.us>
Contact: Mary McGlinchey, International Business Development Representative

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
Promoexport Puerto Rico
P.O. Box 195009
San Juan, Puerto Rico 009919-5009
(787) 294-0101 ext :470
FAX: (787) 294-0718
Email: asosa@promo.gobierno.pr
Contact: Antonio Sosa Pascual, Executive Director

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

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.

State of South Carolina
Export Financial Services Inc.
P.O. Box 25968
Greenville, SC 29616-5968
(864) 848-3718 FAX: (770) 936-1932
Email: Exportfinancial@earthlink.net
Contact: Wayne Trotter, President

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

State of South Dakota
South Dakota International Business Institute
Northern State University
620 SE 15th Avenue
Aberdeen, SD 57401
(605) 626-3098 FAX: (605) 626-3004
Email: bollenj@northern.edu
Contact: Joop Bollen, Director

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

State of 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.

State of Texas
Texas Department of Economic Development
1700 N Congress Ave.
P. O. Box 12728
Austin, TX 78711-2728
(512) 936-0133 FAX: (512) 936-0520
Contact: Daniel "Dan" Martin, Director of Finance

Trade finance structuring, private funding sources, WCG packaging, fixed asset financing, insurance referrals, trade shows, preparation of applications for all Ex-Im Bank products & packaging for SBA WCG.

North Texas City/State
World Trade Center
1201 Elm Street, Suite 2000
Dallas, TX 75270
(214) 712-1933 FAX: (214) 746-6799
Email: svenable@dallaschamber.org
Homepage: <http://www.gdc.org/global.htm>
Contact: Sharon Venable, VP - Int'l Trade

Full service export support, SBA packaging, WCG packaging, insurance counseling, medium-term insurance.

Northwest Texas International Trade Center
2579 S. Loop 289, Suite 210
Lubbock, Texas 79423
(806)745-3973 FAX: (806) 745-6207
Email: r.laurent@nwtitc.org
Homepage: <http://www.nwtitc.org>
Contact: Didier "Ray" Laurent, Director Trade Finance

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: aag@UTB.edu
Contact: Abraham A. Greenspan, Program Services Coordinator
International Innovation Center (IIC)

State of Utah
Utah Technology Finance Corporation
699 E. South Temple, Ste. 220
Salt Lake City, UT 84102-1185
(801) 741-4220 FAX: (801) 741-4249
Homepage: <http://www.utfc.org>

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

State of Virginia
Virginia Small Business Finance Authority
707 E. Main St., Suite 300
Richmond, VA 23218
(804) 371-8255 FAX: (804) 225-3384
Email: AMackleyCobb@DBA.State.VA.US
Contact: Anna B. Mackley-Cobb, Project Finance Manager

State of Washington
Export Finance Assistance Center of Washington
2601 Fourth Avenue, Suite 320
Seattle, WA 98121
(206) 441-2280 FAX: (206) 441-2279
Email: warren.gross@mail.doc.gov
Contact: Warren Gross, Managing Director & President

WCG packaging, trade finance
structuring.

Trade finance structuring,
fixed asset financing,
insurance counseling, WCG
and domestic state programs.

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

Trade finance structuring,
counseling, WCG packaging.

Trade Finance Structuring,
WCG and Insurance Counseling.

State of Wisconsin
International Division
Wisconsin Department of Commerce
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 Madison,
counseling.

State of Wyoming
Wyoming Small Business Development Center
Laramie County Community College
1400 East College Drive
Cheyenne, WY 82007
(307) 632-6141 FAX: (307) 632-6061
Email: asoto@wyoming.com
Contact: Arlene Soto, Regional Director

Trade financing structuring
& WCG packaging and SBA
packaging.

Wyoming Business Council
300 South Wolcott, Suite 200
Casper, WY 82601
(307) 237-4692 FAX: (307) 237-4699

Mid-America Manufacturing Technology Center
P.O. Box 3362 Laramie, WY 82071-3362
(307) 766-4811 FAX: (307) 766-4818
Email: lstewart@uwyo.edu
Contact: Larry Stewart, Regional Ops Director