



Trade Financing Solutions

Export-Import Bank of the United States

811 Vermont Avenue, N.W.
Washington, DC 20571
800.565.3946
202.565.3380 fax
202.565.3377 tdd
bdd@exim.gov
www.exim.gov

Northeast - New York
212.916.0320

Mid-Atlantic - Washington,
DC
202.565.3940

Southeast - Miami
305.526.7436

Midwest - Chicago
312.353.8081

Southwest - Houston
281.721.0465

West - Long Beach
562.980.4580

San Francisco
415.705.2285

Orange County
949.660.1688, ext. 150

City/State Partners

The City/State Partners Program is a joint effort between Ex-Im Bank and state and local entities around the country to bring Ex-Im Bank's financing services to small and medium-sized U.S. companies that are ready to export. Small business represents the economic sector where the greatest potential for American jobs and export growth lies. But despite the competitiveness of their products, smaller businesses often cannot get commercial bank export financing. Frequently they are unaware of Ex-Im Bank's programs and how to use them.

To bridge the gap, Ex-Im Bank has formed partnerships with 38 state and local government offices and private sector organizations to bring its products to the exporter at the lowest cost to the American taxpayer. Ex-Im Bank has resources in the form of loans, guarantees and insurance. State and local representatives have the staff and the knowledge of the local market and how to reach it. By pooling strengths in a local-federal partnership, both accomplish what neither could do alone—creating high-quality U.S. jobs and expanding the local tax base through exports.

How does the program work ?

Ex-Im trains the staff of its City/State partners to market Ex-Im Bank's products to local businesses and commercial banks, teach seminars, counsel exporters and banks, and package transactions. The expense of packaging a small deal is often prohibitive for a bank. By packaging transactions for the banks, City/State partners facilitate many commercial loans that otherwise would not go forward.

To join the City/State Partners Program, a state export finance or development agency must:

- prepare a three-year budget and marketing plan
- send two qualified professionals to a two-day seminar on Ex-Im Bank products and,
- an additional week of advanced training in Washington, D.C.
- sign a City/State operating agreement with Ex-Im Bank

What services are available ?

All Ex-Im Bank resources are available through its City/State partners, including two programs found particularly useful by small exporters:

- The Working Capital Guarantee
which provides guarantees of working capital loans to finance companies export- related and pre-export activity.
- The Export Credit Insurance
insures companies against payment default by foreign customers.

Ex-Im Bank also provides medium-term credits and guarantees.

Export Assistance Center Liaison

City/State partners also represent Ex-Im Bank in the U.S. Export Assistance Centers set up around the country by the Trade Promotion Coordinating Committee to bring a wide range of federal government trade promotion services to smaller exporters.

Where are programs operating ?

City/State partners programs presently are operating in 32 states, two counties, one city, a Chamber of Commerce and the Commonwealth of Puerto Rico. The addresses of these programs and contacts are listed on the following pages. Other interested agencies should contact:

Mr. Augustine A. Grace
City/State Partner Coordinator
202.565.3910

Ms. Diana Huynh
Management Assistant
202.565.3947

Contacts:

State of Alaska
Alaska Industrial Development & Export Authority
(AIDEA)
480 West Tudor Road
Anchorage, AK 99503
(907) 269-3000 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
Little Rock, AR 72203-8023
(501)682-5919 FAX: (501) 682-5939
Email: hpauke@adfa.state.ar.us
Homepage: <http://www.accessarkansas.org/adfa/>
Contact: J. Helen Pauke, Finance Specialist

State of California
California Export Finance Office
One World Trade Center, Suite 900
Long Beach, CA 90831-0900
(562) 499-6014 FAX: (562) 499-6080
Email: pkim@commerce.ca.gov
Homepage: <http://commerce.ca.gov/international/cefo>
Contact: Peter Kim, Portfolio Manager

State of California
California Export Finance Office
801 K Street, Suite 1700
Sacramento, CA 95814
(916) 323-9576 FAX: (916) 324-5791
Email: javila@commerce.ca.gov

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.

Ex-Im Bank Umbrella Policy and pre/post shipment loan guarantee packaging. SBA packaging.

Ex-Im Bank Umbrella Policy and pre/post shipment loan guarantee packaging. SBA packaging.

Contact: Jerry R. Avila, Director
State of Florida
Florida Export Finance Corp
5600 North West 36th Street, Suite 615
P.O. Box 526524
Miami, FL 33152-6524
(305) 870-5027 FAX: (305) 870-5017
Email: fefc@gate.net
Homepage: <http://www.dos.state.fl.us/fefc>
Contact: Steve Fancher, President

Trade finance structuring
insurance counseling &
WCG packaging.

State of Georgia
Export Assistance Center
285 Peachtree Center Avenue, NE-Suite 200
Atlanta, GA 30303-1229
(404) 657-1964 FAX: (404) 657-1970
Email: bbounds@itt.state.ga.us
Homepage: <http://www.itt.state.ga.us>
Contact: Bill Bounds, Export Finance Director

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@mail.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

Trade finance structuring,
WCG packaging, Ex-Im Bank
umbrella policy & prepara-
tion of applications for
all Ex-Im Bank programs.

Baltimore, MD 21202
(410) 767-6383 FAX: (410) 333-6931
Email: wgreen@mdbusiness.state.md.us
Contact: William L. Green, Relationship Manager
State of Massachusetts
MassDevelopment
75 Federal Street, 10th Floor
Boston, MA 02110
(617) 451-2477 FAX: (617) 330-2001
Email: ehunter@massdevelopment.com
Homepage: <http://www.massdevelopment.com>
Contact: Eric Hunter, Vice President

WCG packaging,
Export Guarantee Program,
trade finance structuring,
Ex-Im Bank Umbrella Policy.

State of Michigan
State of Michigan/Jobs Commission
Keesee & Associates
600 N. Old Woodward Ave. Suite 302
Birmingham, MI 48009
(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: elaine.bliss@state.mn.us
Contact: Elaine Bliss, Deputy Commissioner

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 of Economic
and Community Development*
P.O. Box 4398
Jackson, Mississippi 39205-0849
(601) 359-6672 FAX: (601) 359-3605
Email: bscaggs@mississippi.org
Homepage: <http://www.decd.state.ms.us>
Contact: Bill Scaggs, Trade Specialist

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: abernard@mail.state.mo.us
Homepage: <http://www.ecodev.state.mo.us/intermark>
<http://www.mdff.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) 243-6982 FAX: (406) 243-5259
Email: mwtc@mwtc.org
Homepage: <http://www.mwtc.org>
Contact: F. Ron Newbury, Account 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 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: Bobbi Bennett, President

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

Nevada State Development Corporation
4800 Alpine Place, Suite 17
Las Vegas, NV 89107
(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
Department of International Trade
20 West State St., P.O. Box 820
Trenton, NJ 08625
(609) 633-3641 FAX: (609) 633-3672
Email: ceecira@commerce.state.nj.us
Homepage: <http://www.state.nj.us/commerce/inttrade.htm>
Contact: Joseph F. Cirafici, International Account Executive

Trade finance structuring, insurance, & WCG packaging.

State of New York
Erie County Industrial Development Agency (ECIDA)
275 Oak Street

Export trade finance, WCG and other loan packaging, market research &

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

Monroe County Planning and Development Department
50 West Main Street, Suite 8100
Rochester, NY 14614
(716) 428-5347 FAX: (716) 428-2147
Email: phohensee@growmonroe.com
Homepage: <http://www.co.monroe.ny.us/ecodev/>
Contact: Paul Hohensee, Business Dev. Analyst

State of North Carolina
Small Business and Tech. Dev. Center (SBTDC)
5 West Hargett Street, Suite 600
Raleigh, NC 27601-1348
(919) 715-7272 FAX: (919) 715-7777
Email: abrady@sbtnc.org
Homepage: <http://www.sbtnc.org>
Contact: Annetta Brady, Int'l. Trade Director

SBTDC -- Winston-Salem
Winston-Salem State University
Anderson Center, Room 118
P.O. Box 19483
Winston-Salem, NC 27110
(336) 750-2036 FAX: (336)750-2031
Email: kedwards@sbtnc.org
Contact: Kathy Edwards, Int'l Trade Counselor

SBTDC -- Charlotte
c/o The Ben Craig Center
8701 Mallard Creek Road
Charlotte, NC 28262
(704) 548-1090 FAX: (704) 548-9050
Email: currently vacant
Contact: currently vacant

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://exporthio.state.oh.us>
Contact: Tom LaPorte, Manager

counseling; insurance
brokers (including Ex-Im
Bank insurance programs)

WCG packaging, mar-
keting information and
counseling.

Ex-Im bank export credit insurance
& loan guarantee counseling/
application assistance; Ex-Im and
SBA wcg packaging; marketing for
Ex-Im Bank and SBA products;
international business development
assistance including market
research; 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.

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

State of Oklahoma
Oklahoma Department of Commerce
Export Finance Program
900 N. Stiles Ave.
P.O. Box 26980
Oklahoma City, OK 73126-0980
(405) 815-6552 FAX: (405) 815-5142
Email: bddinfo@odoc.state.ok.us
Homepage: <http://www.odoc.state.ok.us>
Contact: Rana Brown, Economic Development Specialist

Trade financing structure,
WCG packaging, Ex-Im Bank
Umbrella Policy & 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
Hato Rey, Puerto Rico 00919-5009
(787) 765-2727 ext :2038/2021
FAX: (787) 765-4260
Email: ebobonis@promoexport.com
Contact: Ernesto Bobonis Pinero, 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 Pince de Leon Plaza
Hato Rey, Puerto Rico 00918
(787) 763-6811
FAX: (787) 765-4629

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

Email: smurtas@bc.inter.edu
Contact: Sandro Murtas-Pitzalis, International Trade Specialist

State of South Carolina
Export Financial Services Inc.
P.O. Box 2877
Greenville, SC 29602
(864) 241-6351 FAX: (864) 241-6357
Email: Exportfinancial1@msn.com
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@wolf.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>

Trade finance and export counseling.

State of Texas
Texas Department of Economic Development
Business Development Division
P. O. Box 12728
Austin, TX 78711-2728
(512) 936-0283 FAX: (512) 936-0520
Email: danm@tded.state.tx.us
Contact: Daniel 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
2050 Stemmons Freeway, Suite 150
Dallas, TX 75207
(214) 712-1933 FAX: (214) 748-5774
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.

State of Utah
Utah Technology Finance Corporation
177 East 100 South

Trade finance structuring, fixed asset financing, insurance counseling, WCG

Salt Lake City, UT 84111
(801) 741-4220 FAX: (801) 741-4249
Email: kvance@utfc.org
Homepage: <http://www.utfc.org>
Contact: Kent Vance, Director, Trade Finance

and domestic state programs.

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

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

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, Fin. Services Rep.

Trade finance structuring,
counseling, WCG packaging
& Ex-Im Bank Umbrella Policy.

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

Trade financing structuring
& WCG packaging and SBA
packaging.

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
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

Email: bbunce@state.wy.us

Contact: Bill Bunce, Director

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, Director