



U.S. Commercial Service-Seattle

Dedicated to Helping You to Succeed in International Markets


The **Seattle U.S. Export Assistance Center** is a partnership of **U.S. Commercial Service**, the export assistance agency of the U.S. Department of Commerce, and the Office of International Trade, for the **U.S. Small Business Administration (SBA)**. The U.S. Commercial Service offers solutions to help businesses enter and succeed in international markets. The Small Business Administration offers export finance options through a number of Export Working Capital, Credit Insurance and loan guarantee programs. For more information about the SBA's programs and services please contact Mr. Leland Gibbs at 206-553-5615 x 228, 206-553-0051, or email him at Leland.Gibbs@sba.gov

What we can do for you:

- Identify your most promising export markets
- Locate and qualify international buyers, distributors and agents
- Provide expert help at every stage of the export process
- Assist by advocating on your behalf in foreign government bids
- Introduce you to U.S. Government export financial programs
- Promote your company through trade shows and trade missions
- Help you to enter new markets faster and more profitably

International Trade Specialists located in:

- 100 U.S. Cities
- 80 U.S. Embassies and Consulates
- Washington, DC

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CONTACT					
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INDUSTRY					
USCS-Seattle Director AEROSPACE & DEFENSE <i>Aircraft, aircraft parts, airport and ground support, aviation services, composite materials, defense industry equipment.</i>	CONSUMER GOODS <i>Sporting Goods, Textiles, Apparel, Art, Entertainment, Publishing, Pet Products</i> Education <i>Education & Training Services</i> Travel & Tourism Automotive & Transportation <i>Autos, Trucks, Rail Car</i>	MARITIME <i>Commercial Ships, Pleasure Boats, Underwater Technology</i> Agribusiness <i>Processed Foods and Equipment</i>	ADVANCED MANUFACTURING/ ICT <i>Cybersecurity; Industrial Automation, Telecom; Robotics, Research & Technology</i> Safety & Security <i>Equipment & Services</i> Energy <i>Oil/Gas, Renewable, Power systems</i>	ENVIRONMENTAL <i>Water Resources, Pollution Control</i> eCommerce New Client Development 	HEALTHCARE <i>Biotechnology, Pharmaceuticals, Medical Devices, Dental, Surgical, Laboratory Supplies and Equipment, Health IT Services</i> Infrastructure <i>Architecture, Construction, Design; Equipment & Services</i> Building Products <i>Forest Products, Pulp, Paper</i>

Resources

Export Finance Assistance Center of Washington www.efacw.org

Consultation services in payment risk mitigation and export finance including credit insurance, letters of credit, foreign exchange. Ms. Zara Castillo, ph: 206-256-6115 Zara.Castillo@efacw.org

Export-Import Bank of the United States www.exim.gov/

The official export credit agency of the United States; ensures that U.S. companies have access to the financing they need in order to turn export opportunities into sales. Sharyn Koenig, Managing Director, Eastern and Western, 305-526-7436 x 17, sharyn.koenig@exim.gov

U.S Small Business Administration <https://www.sba.gov> <https://www.sba.gov/managing-business/exporting>

Loan guarantees, counseling sessions and other forms of assistance to small businesses.

Mr. Lee Gibbs, ph: 206-553-0051, or 206-553-5615 x 228, Leland.Gibbs@sba.gov

U.S. Department of Commerce, U.S. Commercial Service www.export.gov

Portal for Federal Government resources, export assistance, market research, trade statistics and trade leads, etc.

Advocacy Center <https://2016.export.gov/advocacy/>

The Center works to assist U.S. firms and advocate on their behalf when competing for foreign government opportunities. Also, Commercial Service liaisons to four Multilateral Development Banks (World Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, and Asian Development Bank).

Basic Guide to Exporting <https://www.export.gov/article?id=Why-Companies-should-export>

Bureau of Industry and Security www.bis.doc.gov

Export controls, denied parties, country information.

Country Commercial Guides. www.export.gov/ccg

Each Country Commercial Guides include elements of the political and economic environment, local business practices, selling U.S. products and services, leading sectors for U.S. export and investment, trade regulations, business travel, etc.

Export Information by Industry <http://export.gov/industry>

Market research reports, trade leads and event information. Serves as a focal point of Industry Sector Teams.

Top Markets Reports: www.trade.gov/topmarkets

Future-oriented reports designed to help exporters determine next export market by comparing opportunities across borders.

U.S Department of Justice www.usdoj.gov/criminal/fraud/fcpa/

Foreign Corrupt Practices Act.

Washington Small Business Development Center <http://wsbdc.org/about/our-leadership-staff/>

Export Readiness Center promotes economic vitality by providing export advice, training and research to entrepreneurs and existing businesses. Mr. Vern Jenkins, ph: 509-358-7998, vern.jenkins@wsbdc.org

Washington State Department of Commerce <https://www.commerce.wa.gov/promoting-washington-state/export-assistance/>

An experienced team to help you open doors overseas, connect you with foreign partners, generate leads, and tap into new markets through trade shows, etc., ph: 206-256-6100.