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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<tr>
<th>Diane Mooney</th>
<th>Young Oh</th>
<th>Janet Bauermeister</th>
<th>Sam Tsoming</th>
<th>Christine Kelley</th>
<th>Bob Deane</th>
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INDUSTRY

USCS-Seattle Director

AEROSPACE & DEFENSE
- Aircraft, aircraft parts, airport and ground support, aviation services, composite materials, defense industry equipment.

CONSUMER GOODS

EDUCATION
- Education, Education & Training Services

TRAVEL & TOURISM
- Travel & Tourism

Automotive & Transportation
- Autos, Trucks, Rail Car

MARITIME
- Commercial Ships, Pleasure Boats, Underwater Technology

Agribusiness
- Processed Foods and Equipment

ADVANCED MANUFACTURING/ICT
- Cybersecurity, Industrial Automation, Telecom; Robotics, Research & Technology

Safety & Security Equipment & Services
- Energy
- Oil/Gas, Renewable, Power systems

ENVIRONMENTAL
- Water Resources, Pollution Control

eCommerce
- New Client Development

HEALTHCARE
- Biotechnology, Pharmaceuticals, Medical Devices, Dental, Surgical, Laboratory Supplies and Equipment, Health IT Services

Infrastructure
- Architecture, Construction, Design; Equipment & Services

SelectUSA
- Building Products
- Forest Products, Pulp, Paper

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

 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

 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.