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 or 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>Karen Taylor</th>
<th>Sam Tsoming</th>
<th>Bob Deane</th>
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<tr>
<td><a href="mailto:Diane.Mooney@trade.gov">Diane.Mooney@trade.gov</a></td>
<td><a href="mailto:Young.Oh@trade.gov">Young.Oh@trade.gov</a></td>
<td><a href="mailto:Karen.Taylor@trade.gov">Karen.Taylor@trade.gov</a></td>
<td><a href="mailto:Sam.Tsoming@trade.gov">Sam.Tsoming@trade.gov</a></td>
<td><a href="mailto:Bob.Deane@trade.gov">Bob.Deane@trade.gov</a></td>
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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 & Training Services
Travel & Tourism
Automotive & Transportation
Autos, Trucks, Rail Car

MARITIME
Commercial Ships, Pleasure Boats, Underwater Technology
Energy
Oil/Gas, Renewable, Power systems
Agribusiness
Processed Foods and Equipment
Environmental Pollution Control

ADVANCED MANUFACTURING/ICT
Cybersecurity; Industrial Automation, Hardware/Software Telecom; Robotics, Research & Technology, Advanced Manufacturing
Safety & Security Equipment & Services

HEALTHCARE
Biotech, Pharma, Medical Devices, Dental, Health IT Services
Infrastructure
Architecture, Construction, Design; Equipment & Services
Building Products
Forest Products, Pulp, Paper

Janet Bauermeister is responsible for all industry sectors on the Eastern side of the State.
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.  Mr. Bryan Petersen, ph: 206-256-6127  Bryan.Petersen@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.  Mr. John Brislin, ph: 206-728-2264, John.Brislin@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  http://export.gov/advocacy/eg_main_022753.asp
Commercial Service liaisons to four Multilateral Development Banks (World Bank, Inter-American Development Bank, European Bank for Reconstruction and Development, and Asia Development Bank) to assist U.S. firms and advocate on their behalf when they compete for overseas opportunities.

Basic Guide to Exporting  http://export.gov/basicguide/

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 consists of the following chapters:
Chapter 1: Doing Business In (Country)
Chapter 2: Political and Economic Environment
Chapter 3: Selling U.S. Products and Services
Chapter 4: Leading Sectors for U.S. Export and Investment
Chapter 5: Trade Regulations, Customs, Standards
Chapter 6: Investment Climate
Chapter 7: Trade and Project Financing
Chapter 8: Business Travel
Chapter 9: Contacts, Market Research and Trade Events
Chapter 10: Guide to Our Services

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

Our Overseas Colleagues web sites  www.export.gov/COUNTRY
For the English-version of our colleague’s websites in whichever country you may be interested in researching, each follow the same template:  Canada would be  www.export.gov/canada

U.S Department of Justice  www.usdoj.gov/criminal/fraud/fcpa/
Foreign Corrupt Practices Act

Export Readiness Center promotes economic vitality by providing export advice, training and research to entrepreneurs and existing businesses.  Ms. Sharon Sappington, ph: 206-439-378, sharon.sappington@wsbdc.org

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, moreinfo@choosewa.com
http://www.sidoamerica.org/