

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

Diane Mooney	Young Oh	Karen Taylor	Sam Tsoming	Bob Deane
CONTACT				
206-553-5615 x 236 Diane.Mooney@trade.gov	253-973-5386 Young.Oh@trade.gov	206-553-5615 x 234 Karen.Taylor@trade.gov	206-553-5615 x 232 Sam.Tsoming@trade.gov	206-553-5615 x 225 Bob.Deane@trade.gov
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> Energy <i>Oil/Gas, Renewable, Power systems</i> Agribusiness <i>Processed Foods and Equipment</i> Environmental <i>Pollution Control</i>	ADVANCED MANUFACTURING/ICT <i>Cybersecurity; Industrial Automation, Hardware/Software Telecom; Robotics, Research & Technology, Advanced Manufacturing</i> Safety & Security <i>Equipment & Services</i>	HEALTHCARE <i>Biotech, Pharma, Medical Devices, Dental, Health IT Services</i> Infrastructure <i>Architecture, Construction, Design; Equipment & Services</i> Building Products <i>Forest Products, Pulp, Paper</i>

► **Eastern Washington:** Janet Bauermeister. Ph: 509-344-9398, Fax: 509-353-2449, Janet.Bauermeister@trade.gov
 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

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 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

Washington Small Business Development Center <http://wsbdc.org> <https://www.sba.gov/tools/local-assistance/sbdc>

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

Washington State Department of Commerce www.choosewashington.com www.ExportWashington.com

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/>