

# 2011 ECIDA International Business Seminar

## Financing Exports in 2011 and Beyond

Thursday, May 19, 2011  
UB Center for Tomorrow



# Participating Agencies

- ABC- Amega
- BHG Commercial Credit
- The Binational Alliance
- Buffalo State College SBDC
- Empire State Development
- Export-Import Bank
- NCCC SBDC
- USDOC BEC

# 2011 ECIDA International Business Seminar

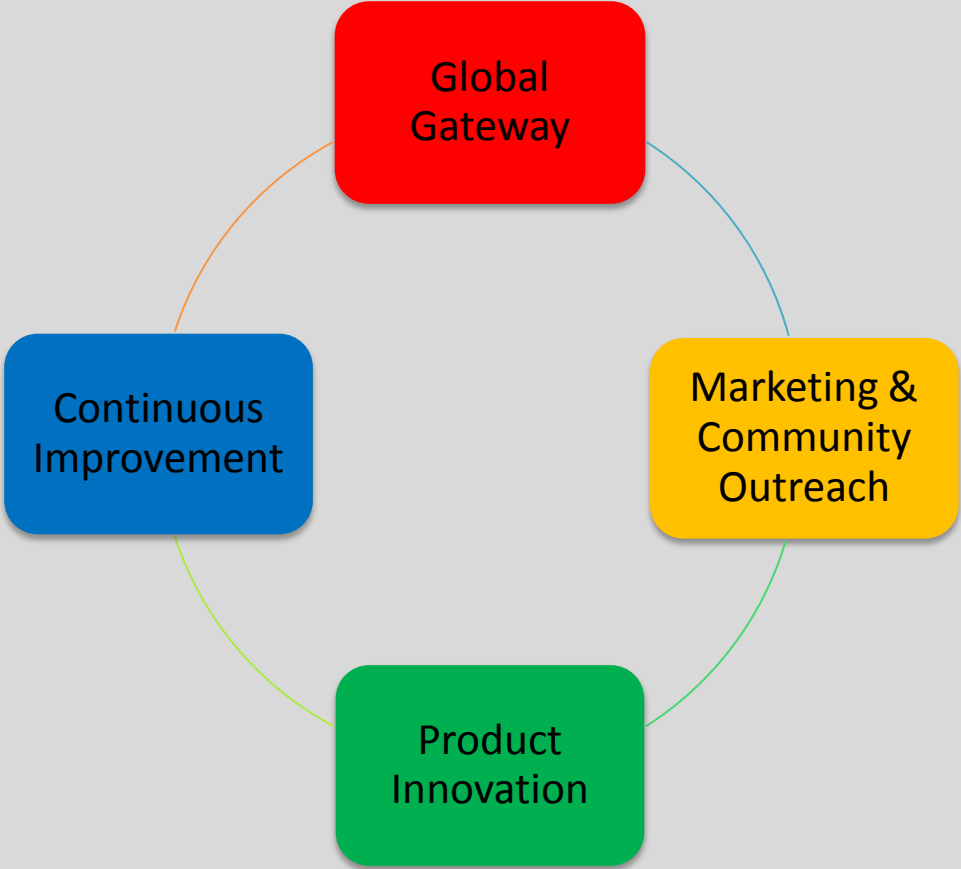
## Financing Exports in 2011 and Beyond

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# MISSION STATEMENT

*The mission of the Erie County IDA is to provide the resources that encourage investment, innovation, growth and global competitiveness - creating a successful business climate that improves the quality of life for the residents of the region.*

# Three Year Strategic Initiatives



# ECIDA's Global Gateway Strategic Initiative



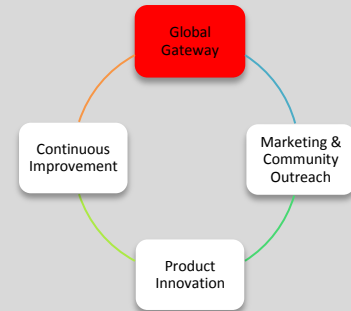
ECIDA will expand its economic development programs to include the tourism and arts & culture industries.



ECIDA will expand its cross-border and International initiatives to capitalize on Erie County's location as a Gateway Community.

# ECIDA's Global Gateway Strategic Initiative

ECIDA will expand its cross-border and International initiatives to capitalize on Erie County's location as a Gateway Community.



- Develop bi-national economic development coordination

Niagara Region collaboration

Border Study & Remedial Action Plan



# ECIDA's Global Gateway Strategic Initiative





# **ECIDA - International Division**

**The export finance services provider for WNY companies**

- **Export Credit Insurance**
- **Export Working Capital**
- **Foreign Trade Zone**
- **Worldwide Credit Reports**
- **International Seminar Series**

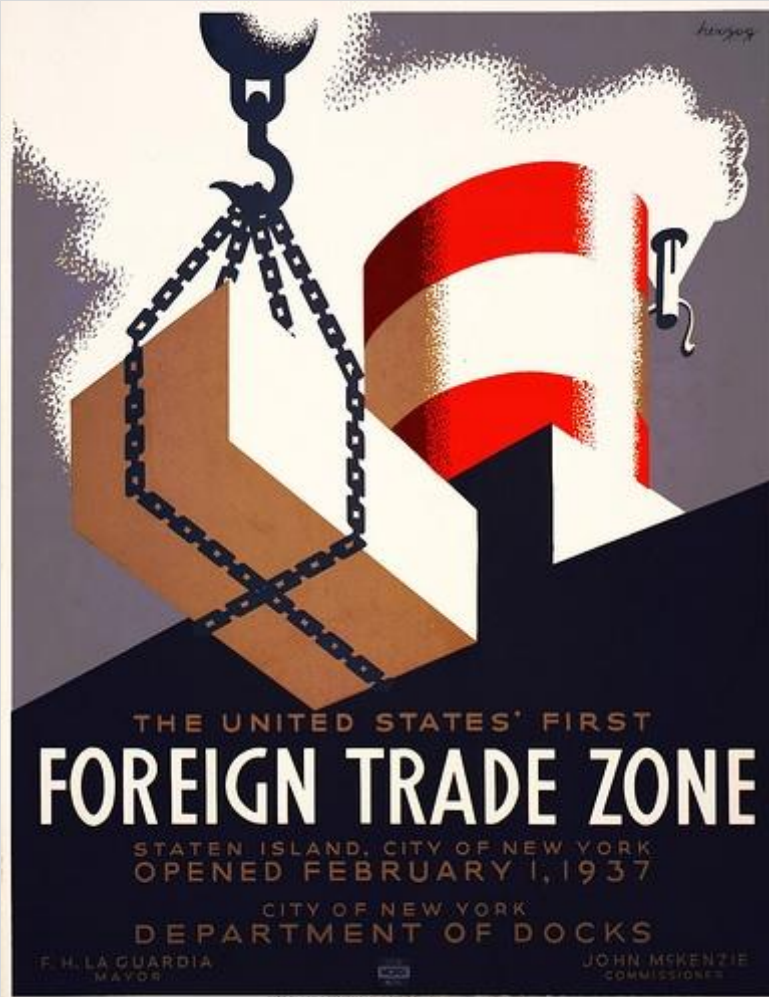


# Ex-Im Bank City State Partner

**“...double  
U.S. exports  
in 5 years.”**



**“Government at the  
Speed of Business”**



# Foreign Trade Zone #23 Erie County

# FOREIGN TRADE ZONE #23 –OPERATORS and ACREAGE

## SITE 1 - 225 acres

WNYFTZ Operators, Inc  
Gateway Trade Center, Inc.  
Buffalo

## SITE 5 – 55 acres

Danasons Border Services, Inc.  
Grand Island

## SITE 6 – 11 acres

Speed Global Transportation  
Buffalo



## SITE 9 – 5 acres

Starline USA, Inc.  
Grand Island

## SITE 10 – 14.2 acres

Sonwil Distribution  
Buffalo

## SITE 11 – 5.8 acres

Sonwil Distribution  
West Seneca

**Present: processing application for Synchronous Support System, Blasdell, a GM supplier.**

***In 2010, more than \$47Million in merchandise moved through FTZ #23.***



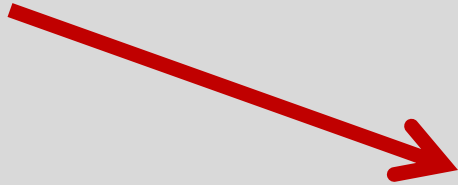
# Foreign Trade Zone #23 Erie County

Sonwil Distribution – Sites 10 & 11



# *Is this your company?*

Accounting



Sales





Do  
you  
know  
your  
customers?



# Worldwide Credit Reports





**“Fresh”**

# International Division Seminar Series

## Annual International Business Seminar

### Monthly Global Trade Seminars



**June 15<sup>th</sup>**

**“What to do when Customs  
Picks On You!”**

**9:00 – 11:00**

**@ ECIDA**





We have the Solutions to your Questions and Needs!

**Maryann K. Stein**

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