

Financing Exports in 2011 and Beyond

Thursday, May 19, 2011

8:15am - 12:30pm

UB Center for Tomorrow



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The 2011 **ECIDA** International Business Seminar
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Meet the Specialists

ABC Amega

Headquartered in Buffalo, New York since 1929, ABC-Amega Inc. is a respected global account receivable management firm providing a full range of credit-to-cash solutions for clients around the world. With offices in China, Europe and the United States, ABC-Amega has a proven track record of successfully helping commercial creditors manage their receivables, wherever they are located. Services help clients improve effectiveness, increase efficiency, and gain better control of the receivable process. ABC Amega is the first and only private receivable management firm to receive the U.S. President's "E" and "E Star" Awards for export service.

BHG Commercial Credit

Founded in 2009, BHG Commercial Credit is a private lender that offers trade financing solutions catered to the needs of US-based exporters. BHG Commercial Credit is a direct lender that focuses on serving the trade finance needs of small to medium size companies. Their goal is to provide a level of service to those small-medium sized companies that may have been denied financing in this tight credit market. The financing solutions offered facilitate order completion while providing exporters with liquidity and the ability to extend better terms to customers and expand the scope of their business.

The Binational Alliance (BTA)

BTA is a membership organization representing over 7,500 operators from a variety of different sectors. Its mission is to provide the platform for U.S. and Canadian businesses and organizations to work collaboratively on cross-border economic and tourism development initiatives, in order to raise the regional and national awareness of the importance of cross-border communities to the North American economy. BTA connects organizations to like-minded groups interested in cross-border economic development and business growth, while connecting operators to new customers, suppliers, research, financing, marketing, and cross-border business opportunities.

Buffalo State College Small Business Development Center (SBDC)

The Buffalo State College SBDC assists entrepreneurs to open and expand businesses. The Center provides one on one counseling, typically over a series of several meetings. All counseling is confidential. Counseling includes assistance with business plan development, export planning, human resource management, market analysis, advertising, and financial analysis. The center does not charge business owners for its one to one consultations.

Empire State Development – International Division

ESD's International Division is there to help New York State businesses improve their exporting skills, obtain insight and expertise about global markets and find sales agents or distributors for their products. Global Export Marketing Service (GEMS) provides matching grants to advance the export prospects and global competitiveness of small and mid-sized firms through participation in the global marketplace in selected overseas trade shows. Export Marketing Assistance Services (EMAS) offers a range of for-free services such as agent-distributor searches, ID of strategic venture partners, and competitive pricing analysis.

Export-Import Bank of the United States (Ex-Im Bank)

The Ex-Im Bank is the official export credit agency of the U.S. and its mission is to assist in financing the export of U.S. goods and services to international markets. The ECIDA is a City/State Partner of the Ex-Im Bank. The City/State Partners Program brings state, county, and local non-profit economic development entities together with Ex-Im Bank in a partnership designed to expand export opportunities. The ECIDA markets Ex-Im products to local companies – large and small – to turn potential export deals into real sales that help to maintain and create U.S. jobs and contribute to a stronger economy.

Niagara County Community College Small Business Development Center (SBDC)

The Niagara County Community College SBDC provides management and technical assistance to start-up and existing small business firms. This assistance includes: business planning, marketing strategies, cash flow projections, financial analysis, and International trade assistance. The center specializes in providing free one-on-one counseling on small business opportunities and problems.

U.S. Department of Commerce

The U.S. Department of Commerce's Export Assistance Centers, with offices across the United States and in more than 75 countries, use their global network and international resources to connect U.S. companies with international buyers worldwide through various services.

Upcoming Events

June 15: - Global Trade Seminar @ ECIDA

“What to do when Customs picks on you”

July - Global Trade Seminar @ECIDA

Topic TBA

September - Global Trade Seminar @ ECIDA

Topic TBA

September 20 & 21 - US-China Business & Trade Conference

Niagara Falls, NY

“Like” us on Facebook to stay connected with our events, quick news items, and plenty of pictures from our projects around the community!

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The mission of the **ECIDA** 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.

Maryann K. Stein

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