



WORLD TRADE CENTER®  
HARRISBURG  
SERVING CENTRAL PENNSYLVANIA

# Export Finance Programs

Tuesday, June 16, 2015 — 8:30-11:00 am  
York County Economic Alliance, 144 Roosevelt Ave, York, PA 17401  
\$25 WTC Members / \$35 Non-Members

**Come learn more about the various export finance programs that are available to you! Learn how to increase your bottom line by selling into new markets and to larger buyers with confidence. One-on-one meetings can also be scheduled with each of the presenters following the event.**

## Agenda:

### 8:30—9:00 am: Registration, Breakfast & Networking

### 9:00—9:30 am: Export Import (Ex-Im) Bank of the U.S.

Regina Gordin, Regional Director, Eastern Region

The Ex-Im Bank is an independent federal agency that fills gaps in private export finance in order to bolster U.S. job growth at no cost to American taxpayers. EXIM provides trade financing solutions to empower exporters of U.S. goods and services.

The Ex-Im Bank offers the following programs:

- Export Credit Insurance
- Working Capital Guarantees
- Guarantees of Commercial Loans to Foreign Buyers



### 9:30—10:00 am: U.S. Small Business Administration (SBA)

Bob Elsas, Regional Manager, Export Solutions Group

SBA has an array of trade finance services specifically designed to help small and medium-sized enterprises expand or develop export markets – including military goods and a no U.S. content rule.

The SBA offers the following programs:

- Export Working Capital Loan Guarantees
- International Trade Loans
- Export Express



### 10:00—10:30 am: PA Dept. of Community & Econ. Development

Joan Wallett, Economic Development Analyst

Pennsylvania Industrial Development Authority Program provides

working capital and accounts receivables lines of credit to PA businesses with 250 or fewer full time employees and exporting products manufactured or assembled in Pennsylvania.



### 10:30—11:00 am: Q & A Session with the Presenters

### 11:00—12:00 pm: (optional) One-on-One Meetings with the Presenters

This will provide an opportunity for you to have your specific needs and questions answered. Please contact our office to schedule your meeting(s). Meetings with the presenters are available on a first-come, first-serve basis. We will try our best to accommodate your requests.



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### Registration

Visa/MC#: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Additional Participants: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

#### Register By:

- Phone: (717) 843-1090
- Fax: (717) 854-0087
- Online: [www.wtccentralpa.org](http://www.wtccentralpa.org)
- Mail: 600 N. Hartley St., Ste 110, York, PA 17404

Checks payable to: *World Trade Center Harrisburg*

Note that cancellations must be received by June 14, 2015.  
Cost includes breakfast and all session materials.