

NASBITE 29th Annual Conference
Hyatt Regency Newport
Newport, RI
April 6-8, 2016

Session VI-B
Ballroom B
2:00 p.m.-3:15 p.m.
Friday, April 8, 2016

Session Title: U.S. Government Export Assistance and Financing Resources

Presenters:

- Linda Abbruzzese, CGBP, Senior International Trade Specialist, Office of Digital Initiatives, International Trade Administration, U.S. Department of Commerce
- Jim Paul, Director, Boston U.S. Export Assistance Center, International Trade Administration, U.S. Department of Commerce
- Chris Williams, Outreach Coordinator, Credit Programs, Foreign Agricultural Service, U.S. Department of Agriculture
- Dennis R. Chrisbaum, Director, International Trade Finance, Office of International Trade, U.S. Small Business Administration
- Gregory Smith, Regional Director, New York City Office, U.S. Export-Import Bank

Description:

U.S. Government Export Assistance and Financing Resources

This session brings together representatives from key U.S. government export promotion agencies to discuss the resources available to U.S. small and medium-sized enterprises that are interested in entering, growing, and succeeding in global markets for their export business and financing needs. Participants will learn about: (1) U.S. government export assistance resources and programs; (2) U.S. Commerce Department's Market Development Cooperator Program, a matching grant program that has helped to generate more than \$9 billion in U.S. exports; (3) U.S. government agricultural and commodity export finance programs; (4) export finance programs for small business exporters; (5) how to mitigate the risk of non-payment or delayed-payment by foreign buyers; and (6) how to access and utilize U.S. government-backed trade finance solutions when commercial financing is not available for export sales.

The session agenda is as follows:

- 2:00 pm: Introduction and Seminar Objectives by the Moderator
- Linda Abbruzzese, CGBP
Senior International Trade Specialist
International Trade Administration, U.S. Department of Commerce
- 2:05 pm: U.S. Government Export Assistance Resources and Programs
- Jim Paul (presenting via teleconference)
Director, Boston U.S. Export Assistance Center
International Trade Administration, U.S. Department of Commerce

- 2:20 pm: U.S. Government Agricultural and Commodity Export Finance Programs
- Chris Williams (presenting via teleconference)
Outreach Coordinator, Credit Programs
Foreign Agricultural Service, U.S. Department of Agriculture
- 2:35 pm: Export Finance Programs for Small Business Exporters
- Dennis R. Chrisbaum (presenting via teleconference)
Director, International Trade Finance
U.S. Small Business Administration
- 2:50 pm: U.S. Government-Backed Trade Finance Solutions
- Gregory Smith (presenting via teleconference)
Regional Director, New York City Office
U.S. Export-Import Bank
- 3:05 pm: Questions & Answers
- 3:15 pm: Session Adjourns