



WORLD TRADE CENTER®
GREATER PHILADELPHIA

Export Finance Workshop

“Using Export Finance Tools to Minimize risk and Grow Your Global Business”

November 19, 2014 | 8:00 a.m. – 12:00 p.m.

Agenda

8:00 a.m. Registration and Networking

8:30 a.m. Welcome and Introductory Remarks

Linda Mysliwy Conlin, President, World Trade Center of Greater Philadelphia
Clarence Fullard, Director, Rutgers-Camden Small Business Development Center

8:45 a.m. Export-Import Bank of the United States: Export Finance and Credit Insurance

You will know how to:

- Take advantage of Working Capital Loan Guarantee
- Provide financing for your buyers
- Increase your export sales by using export credit insurance
- Insure foreign receivables to use as collateral for working capital loans
- Use single buyer, multi-buyer and special policies for small and medium-sized businesses.
- Learn about new products such as Global Credit Express and Express Insurance

Regina Gordin, *Regional Director Eastern Region*, Export- Import Bank of the United States

9:15 a.m. U.S. Small Business Administration: Export Finance Products

The Small Business Administration (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**

Toni Corsini, New York / New Jersey Regional Manager, Export Solutions Group, Office of International Trade, U.S. Small Business Administration

9:45 a.m. Break and Networking

10:00 a.m. Exporters Panel: “Global Access for Small and Medium Size Businesses”

Conversations with business leaders using export financing and credit insurance to grow their profits.

Moderator: **Dino Ramos**, Senior Vice President, Trade Services,
World Trade Center of Greater Philadelphia

Panelists: **Sivakumar Balasubramian**, President, Anbakam Metals
Christine Henry, Treasurer, The Jet Pulverizer Co.

10:30 a.m. “Meet the Experts”: Concurrent Breakout Sessions with Presenters and Lenders

Lenders and Speakers will rotate every 10 minutes around the tables for short networking sessions. This will provide an opportunity for you to have your specific needs and questions addressed.

12:00 p.m. Adjournment