



# OREGON TRADE FINANCE GUIDE

## & Other Resources for Export Assistance

**2009 Edition**

This document can be downloaded from:

[http://www.sba.gov/localresources/district/or/or\\_itresources.html](http://www.sba.gov/localresources/district/or/or_itresources.html)

This directory does not constitute an endorsement by the Export Council of Oregon, the Portland Export Assistance Center, the Small Business Administration nor by any agency of the U.S. Government of any listed organizations & services.

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## INTRODUCTION

This Guide is published by the Export Council of Oregon, SBA and the Portland Export Assistance Center as a quick reference tool. It is a compilation of local, regional and national export resources with a focus on financing to provide exporters in Oregon with current information.

The Portland U.S. Export Assistance Center (USEAC) helps companies that are export-ready and interested in expanding into international markets with marketing assistance, financing information and SBA export loan applications.

- **Start-up exporter** services – see page 4
- **Licensing** for exports – see page 5
- **Export Council of Oregon** – see page 6
- **Export Assistance Center** – see page 7

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### ***Export Trade Financing Issues***

Export financing questions may pertain to methods of payment, payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for SBA export loans. Here's survey of the main issues:

- ❖ **Payment method:** May involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The International Departments of major banks (page 17) assist the exporter with these services. If your bank of account does not have an international department, it still may have a correspondent banking relationship that provides these services. Contact the USEAC office (page 7) for Letter of Credit template and instructions. See also due diligence resources, page 18.
- ❖ **Financing the export transaction:** Requires identifying a source of working capital to fund the export transaction. The needed financing may be pre-shipment financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, often a bank's Small Business Lending Divisions is the best place to begin. Early stage exporters may need a government-guaranty, i.e., SBA export loan guaranty, to get financing. See SBA programs, page 8. A few banks provide export financing through their international banking departments mainly for receivable financing and larger accounts.
- ❖ **Extending credit to overseas buyers:** Is less risky with proper due diligence on buyers and insurance. See the listing of specialized risk insurance brokers, page 19.

**Buyer financing:** For longer terms and/or larger transactions may be available through the Export-Import Bank of the United States (Ex-Im Bank) or, for agricultural / commodity financing, through the U.S. Department of Agriculture; see CCC information, page 15.

## BEGINNING EXPORTER'S RESOURCE GUIDE

[www.buyusa.gov/oregon/beginningexporter.pdf](http://www.buyusa.gov/oregon/beginningexporter.pdf)

### A. NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

- *Breaking Into the Trade Game* – This book is a pre-assessment guide for your business to decide if exporting is right for you; includes work book.  
[www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/index.htm](http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/index.htm)
- *Basic Guide to Exporting* – Export resource book with forms & examples  
This book provides information regarding the foundations of exporting, from developing an export strategy to making international contacts.  
[www.unzco.com/basicguide/index.html](http://www.unzco.com/basicguide/index.html)
- *International Trade Online Library:*  
[www.sba.gov/localresources/district/or/or\\_itresources.html](http://www.sba.gov/localresources/district/or/or_itresources.html)

### B. EARLY STAGE EXPORT BUSINESS ADVISING

For appointments, once you have begun to formulate a business plan/export strategy and want to get advice on specific issues:

For export / import business start-up help, contact / see [www.bizcenter.org](http://www.bizcenter.org).

- Portland SBDC, Tom Lowles (503) 978-5088 or [tlowles@pcc.edu](mailto:tlowles@pcc.edu).
- Publications on Importing from U.S. Customs & Border Protection website:  
[www.cbp.gov/xp/cgov/newsroom/publications/trade/](http://www.cbp.gov/xp/cgov/newsroom/publications/trade/)

*Oregon Small Business Development Centers* – A network of 20 offices with free, confidential business counseling services to small and start-up businesses on all questions related to business regs, licensing, etc.

For more information, visit: [www.bizcenter.org](http://www.bizcenter.org).

*SCORE, Counselors to America's Small Business* – Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE nearest you, please visit: [www.score.org](http://www.score.org).

### C. MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, incl. financing:

- The U.S. Export Assistance Center offers market research, business counseling, regulatory assistance, and seminars. See page 7 or visit the 'Our Services' page at:  
[www.buyusa.gov/oregon/services.html](http://www.buyusa.gov/oregon/services.html)
- *Export Legal Assistance Network (ELAN)* – Free legal advice on specific issues related to exporting, available ONE TIME ONLY, contact the USEAC office for referral: (503) 326-3001. [www.exportlegal.org](http://www.exportlegal.org)
- State of Oregon, International Trade Services to Oregon exporters with special focus on key industry cluster. See page 22 or [www.oregon4biz.com](http://www.oregon4biz.com).

## EXPORT LICENSING: Regulatory & Control Agencies

Export businesses don't need a separate "export" license aside from the local business license required for all businesses. While most products can be shipped abroad without special approval by the U.S. government, there are exceptions. These exceptions include prohibited countries, prohibited entities, both businesses and individuals, and prohibited products or goods that require an export license. Usually, the special licensing is for so-called dual-use products which have a military application; they require an application for a 'validated' export license. Included here is also the access point for temporary, duty free exports, the ATA Carnet.

### 1. **Prohibited Countries**

The Country Limitation Schedule (CLS) compiled by Ex-Im Bank identifies legally prohibited countries for U.S. exporters with the footnote #7; see [www.exim.gov/tools/country/country\\_limits.html](http://www.exim.gov/tools/country/country_limits.html).

### 2. **Prohibited Entities**

The International Money Laundering Abatement and Anti-Terrorism Act makes it illegal for U.S. businesses to trade with prohibited companies and individuals. A list of these special designated nationals (SDN) is compiled by the Office of Foreign Assets Control, U.S. Treasury Department. For the list which is continuously updated, posted online and searchable, see [www.ustreas.gov/offices/enforcement/ofac/](http://www.ustreas.gov/offices/enforcement/ofac/).

### 3. **Export Licensing for Controlled Products**

For the classification of products, regulations for controlled products and countries, information on licensing and applications for a validated license of controlled products are handled by the Bureau of Industry and Security, U.S. Department of Commerce. For general information, see [www.bis.doc.gov](http://www.bis.doc.gov).

**Contact:** For application information:

Western Regional Office, Bureau of Industry and Security, Newport Beach, CA  
Tel: (949) 660-0144 Ext. 112 Fax: (949) 660-9347

### 4. **Licensing for Military Products and Weapons**

For military products, weapons, munitions and some gun components, the U.S. State Department has jurisdiction. For product classification and licensing information, including the new paperless arms export license application, contact [www.pmdtc.state.gov](http://www.pmdtc.state.gov) or the office in Washington, D.C.:

**Contact:** U.S. Department of State, Directorate of Defense Trade Controls (DDTC)  
2401 E Street, NW, Washington, DC 20520  
Tel: (202) 663-1282 Fax: (202) 261-8199

### 5. **Temporary Export of Products (Duty Free), ATA Carnet**

The Carnet allows for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries. Carnets eliminate the payment of VAT and duties and act as a U.S. Customs registration. Carnets can be used for unlimited trips for a period of up to one year. Carnets are now available online; applications have a 24-hour turnaround. See [www.uscib.org](http://www.uscib.org) and click on ATA Carnet Export Service.

**Contact:** U.S. Council for International Business (USCIB)  
Tel: (202) 371-1316 Fax: (202) 371-8249

## EXPORT COUNCIL OF OREGON

[www.exportcounciloforegon.org](http://www.exportcounciloforegon.org)

The Export Council of Oregon (ECO) is an official US “District Export Council” (DEC) member, and has been providing a variety of export-oriented services to businesses in Oregon and Southwest Washington.

DEC members are local business people and government officials appointed by the US Secretary of Commerce whose knowledge of international business provides a source of professional advice to companies seeking to expand international sales. DEC members play a major role in the planning and coordination of export expansion activities of the US Department of Commerce and serve as a communication link between the business community and the Department. ECO works very closely with the US Department of Commerce [Export Assistance Center](#) located in Portland.

Each DEC has approximately 30 members, at least half of whom are exporters. Members also include export trading or management company representatives; bankers; international lawyers and accountants; freight forwarders; and others whose profession supports the U.S. government’s export promotion mission.

### ***Export University***

As part of its efforts to educate private businesses on aspects of exporting and other international business, the Export Council of Oregon sponsors seminars for private companies and governmental and nongovernmental organizations in Oregon and in southwest Washington: Export 101 and Export 201.

**Contact: Export Council of Oregon**  
One World Trade Center  
121 SW Salmon St., Suite 242  
Portland, OR 97204  
Tel: 503-326-3001  
Fax: 503-326-6351

### ***E-mail contact:***

Scott Goddin  
Executive Secretary  
[scott.goddin@mail.doc.gov](mailto:scott.goddin@mail.doc.gov)

Paul Taylor  
Chair  
[ptaylor@taylorballlaw.com](mailto:ptaylor@taylorballlaw.com)

## U.S. EXPORT ASSISTANCE CENTER

[www.buyusa.gov/oregon](http://www.buyusa.gov/oregon)

The Portland Export Assistance Center helps companies in Oregon and SW Washington who want to increase their export sales and expand into the global marketplace. The Export Center is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing and SBA export loan guarantees.

The office is staffed by international trade specialists of the U.S. Department of Commerce and a finance specialist from the U.S. Small Business Administration who coordinates and leverages federal and state resources in export development assistance.

### ***U.S. Department of Commerce, Commercial Service***

- Research and counseling on identifying appropriate international markets
- Identifying potential international agents and distributors
- Participating in international trade exhibitions
- Qualifying international business partners
- Developing international documentation
- E-Commerce Services

### ***U.S. Small Business Administration***

- Information on export financing methods, strategies and programs
- SBA loan application information to finance export sales of small business exporters
- Loan packaging services for SBA's Export Working Capital Program applications
- Information on export credit insurance programs and brokers' contact list

**Contact: U.S. Export Assistance Center**  
 Portland Office  
 One World Trade Center  
 121 SW Salmon Street, Suite 242  
 Portland, OR 97204  
 Tel: (503) 326-3001  
 Fax: (503) 326-6351

**Scott Goddin, Director**  
 Commercial Service  
 Tel: (503) 326-5156;  
[scott.goddin@mail.doc.gov](mailto:scott.goddin@mail.doc.gov)

**Gail Snyder, International Trade Specialist**  
 Commercial Service  
 Tel: (503) 326-5155  
[gail.snyder@mail.doc.gov](mailto:gail.snyder@mail.doc.gov)

**Allan Christian, International Trade Specialist**  
 Commercial Service  
 Tel: (503) 326-5450  
[allan.christian@mail.doc.gov](mailto:allan.christian@mail.doc.gov)

**Jennifer Woods, International Trade Specialist**  
 Commercial Service  
 Tel: (503) 326-5290  
[jennifer.woods@mail.doc.gov](mailto:jennifer.woods@mail.doc.gov)

**Kellie Holloway, International Trade Specialist**  
 Commercial Service  
 Tel: (503) 326-3002  
[kellie.holloway@mail.doc.gov](mailto:kellie.holloway@mail.doc.gov)

**Inga Fisher Williams, Export Finance Manager**  
 U.S. Small Business Administration  
 Tel: (503) 326-5498  
[inga.fisherwilliams@mail.doc.gov](mailto:inga.fisherwilliams@mail.doc.gov)

## SBA EXPORT FINANCE PROGRAMS

[www.sba.gov/localresources/district/or/or\\_itresources.html](http://www.sba.gov/localresources/district/or/or_itresources.html)

When exporters are not bankable without a government loan guarantee, the U.S. Small Business Administration (SBA) offers a guarantee of 90% to lenders on export loans in 2009. The loans have varying loan size limits with \$2 million the maximum. Interest rates are market-based, (not subsidized) and negotiated between the bank and borrower. SBA fees vary by loan terms / amounts and for some loans may be waived during 2009. A personal guaranty is required and other conditions may apply.

### ELIGIBILITY

- Meet SBA's size standards for small businesses
- Have been in business for at least 12 continuous months
- For all types of businesses, incl. service exporters
- Also businesses not directly exporting but who produce or sell product / services for export

Depending on the type of export financing, i.e., export transaction financing, export market development and start-up or long term financing for construction and equipment, four SBA loan programs are available.

#### A. **Export Working Capital Program (EWCP)**

[www.sba.gov/services/financialassistance/SpecialPurposeLoans/ewcp/index.html](http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/ewcp/index.html)

For single orders or multiple sales (line of credit) the Export Working Capital Program (EWCP) provides export working capital for pre-shipment or post-shipment financing or both for terms of 12 months or less. While the maximum SBA guarantee is \$1.5 million, with an Ex-Im Bank co-guaranty, the loan limit is \$2 million. It can be used for a Stand by Letter of Credit in bid bonds and performance guarantees. SBA's fee is ¼ %; the Guarantee 90%.

- Pre-shipment: for the manufacture of goods, to purchase finished goods or services for export. WIP eligible.
- Post-shipment: to finance accounts receivable resulting from export sales (180 days maximum).
- Combination: to finance both the acquisition or production of export goods and services and the resulting accounts receivable; especially well-suited for contract financing of export sales.

#### B. **Export Express**

[www.sba.gov/services/financialassistance/SpecialPurposeLoans/exportexpress/index.html](http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/exportexpress/index.html)

For a variety of export financing, i.e., marketing, trade shows, transactions, equipment, expansion, etc., Export Express loans are available through designated SBA Express Lenders. As a sub-program of SBA Express these loans have the same expedited review; maximum loan size is \$250,000. During 2009, the guaranty is 90% for lenders.

#### C. **Export Expansion Loan – ITL**

[www.sba.gov/services/financialassistance/SpecialPurposeLoans/tradeloans/index.html](http://www.sba.gov/services/financialassistance/SpecialPurposeLoans/tradeloans/index.html)

This program offers long term financing to support growing export businesses which can be used for fixed asset uses, i.e., construction, buildings, equipment, etc. Companies adversely affected by import competition are also eligible. SBA's usual guarantee of \$1.5 million is increased for a combination term ITL loan and EWCP to \$1.75 million with a sub-limit for working capital of \$1.25 million.

#### D. **504 Loan Program**

[www.sba.gov/services/financialassistance/sbaloantopics/cdc504/index.html](http://www.sba.gov/services/financialassistance/sbaloantopics/cdc504/index.html)

Major business expansion, equipment, construction and modernization financing for long term (10 or 20 years) and fixed rates based on U.S. Treasury notes is available through SBA designated CDCs (Community Development Corporation) and requires at least 10% equity participation by the borrower.

*Inga Fisher Williams, SBA Regional Export Finance Manager*  
 U.S. EXPORT ASSISTANCE CENTER, One World Trade Center  
 121 SW Salmon St., Suite 242, PORTLAND, OR 97242  
 Tel: (503) 326-5498 - [inga.fisherwilliams@mail.doc.gov](mailto:inga.fisherwilliams@mail.doc.gov)

## EXPORT-IMPORT BANK OF THE UNITED STATES

[www.exim.gov](http://www.exim.gov)

The Export-Import Bank of the United States (Ex-Im Bank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and / or loan guarantee programs.

### ***Ex-Im Bank Programs***

- Working Capital Guarantee Program, similar to SBA's EWCP program, except for some features (no cap on loan size; no limit on business size; domestic content requirement on export goods) [www.exim.gov/smallbiz/index.html](http://www.exim.gov/smallbiz/index.html)
- Loan guarantees to foreign buyers of U.S. goods and services  
[www.exim.gov/portals/buyer/index.cfm](http://www.exim.gov/portals/buyer/index.cfm)
- Risk insurance for open account sales; see Export Credit Insurance, page 19  
For small exporters Ex-Im has a special program; see Small Business Export Credit Insurance website: [www.exim.gov/products/insurance/small\\_bus\\_multi\\_buyer.cfm](http://www.exim.gov/products/insurance/small_bus_multi_buyer.cfm)

Ex-Im Bank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.

**Contact:**      **Ex-Im Bank field representative for Oregon**  
San Francisco Office, Ex-Im Bank  
Jim Lucchesi, Senior Business Development Officer  
250 Montgomery Street, 14th floor  
San Francisco, CA 94101  
Tel:    (415) 705-2285  
Fax:    (415) 705-1156

## OVERSEAS PRIVATE INVESTMENT CORPORATION

[www.opic.gov](http://www.opic.gov)

The Overseas Private Investment Corporation (OPIC) provides project financing, loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies throughout the world.

**Finance** - To foster investment, OPIC offers medium- and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.

**Insurance** - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political violence, inconvertibility of currency, and expropriation.

**Investor Services** - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

**Contact:**      **Small Business Center**  
[www.opic.gov/financing/guide/index.asp](http://www.opic.gov/financing/guide/index.asp)

**OPIC Small Business Hotline**  
Tel:   (202) 336-8799  
[www.opic.gov/financing/sbc/index.asp](http://www.opic.gov/financing/sbc/index.asp)  
[info@opic.gov](mailto:info@opic.gov)

## MULTILATERAL DEVELOPMENT BANKS (MDBs)

[www.export.gov/tradeleads/MDBOpportunities.asp](http://www.export.gov/tradeleads/MDBOpportunities.asp)

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects. Registry in the DACON system (<http://tenders.dgmarket.com/daconindex.do>) is required for consultants to be eligible to bid on MDB projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

### **African Development Bank**

15 Avenue du Ghana  
P.O. Box 323-1002  
Tunis-Belvédère, Tunisia  
Tel: (+216) 71 333 511 / 7110 3450  
Fax: (+216) 71 351 933  
[www.afdb.org](http://www.afdb.org)

### **Inter-American Development Bank**

1300 New York Avenue, N.W.  
Washington, D.C. 20577  
United States of America  
Tel: (202) 623-1000  
Fax: (202) 623-3096  
[www.iadb.org](http://www.iadb.org)

### **Asian Development Bank**

6 ADB Avenue  
Mandaluyong City 1550, Metro Manila  
Philippines  
Tel: (+632) 632 4444  
Fax: (+632) 636 2444  
[www.adb.org](http://www.adb.org)

### **The World Bank**

1818 H Street, NW  
Washington, DC 20433 USA  
Tel: (202) 473-1000  
Fax: (202) 477-6391  
[www.worldbank.org](http://www.worldbank.org)

### **European Bank for Reconstruction and Development**

One Exchange Square  
London EC2A 2JN  
United Kingdom  
Tel: (+44) 20 7338 6000  
Fax: (+44) 20 7338 6100  
[www.ebrd.com](http://www.ebrd.com)

## U.S. TRADE & DEVELOPMENT AGENCY

[www.ustda.gov](http://www.ustda.gov)

The U.S. Trade and Development Agency (USTDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. U.S. companies or consortia must perform USTDA-funded studies. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a USTDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with host country officials and project managers leading to additional business opportunities.

USTDA operates in developing and middle-income countries. The types of projects USTDA funds include energy and natural resource development, transportation, telecommunications, and the environment. USTDA reviews project proposals to determine whether they meet project criteria, e.g., being an economic development priority for the country, creating U.S. export potential, and falling within funding availability.

### ***Feasibility Studies***

USTDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Host countries using competitive procedures select feasibility study contractors.

Requests for proposals are listed in *Commerce Business Daily*\*

\*For on-line information on *Commerce Business Daily*, please go to [cbdnet.access.gpo.gov](http://cbdnet.access.gpo.gov).

### ***USTDA News and Information***

USTDA publishes a newsletter called the *USTDA News and Information*, which provides U.S. suppliers and manufacturers with up-to-date information on USTDA supported projects. Small businesses may identify subcontracting opportunities through the publication. To sign up for a bi-weekly E-mail Update, see [www.ustda.gov/pubs/](http://www.ustda.gov/pubs/).

## U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

[www.usaid.gov](http://www.usaid.gov)

The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.

USAID's Center for Trade and Investment Services promotes increased business activity between U.S. businesses and foreign entrepreneurs in Asia, the Near East, Africa, Latin America, Eastern Europe, and the Newly Independent States of the former Soviet Union. CTIS provides information on USAID-financed procurement opportunities.

**Contact:** USAID  
U.S. Agency for International Development  
Ronald Reagan Building  
Washington, DC 20523-0229  
Tel: (202) 712-4810  
Fax: (202) 216-3524  
[pinquries@usaid.gov](mailto:pinquries@usaid.gov)

**WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION**  
 U.S. DEPARTMENT OF AGRICULTURE  
[www.wusata.org](http://www.wusata.org)

**Also see information on Oregon Department of Agriculture and  
 Commodity Credit Corporation, USDA (page 15)**

The Western United States Agricultural Trade Association (WUSATA) is funded by the Foreign Agricultural Service (FAS), USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States (Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington and Wyoming).

**Programs**

- **Company Matching Funds**

Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets available on the WUSATA web site.

- **Industry Programs**

Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to WUSATA or the Oregon Department of Agriculture, International Division.

- **Export Readiness Seminars**

For new-to-market or new-to-export firms; free advice from technical specialists.

**Contact:**

**WUSATA**

4601 NE 77th Avenue, Suite 240  
 Vancouver, WA 98662  
 Tel: (360) 693-3373  
 Fax: (360) 693-3464

Andy Anderson, Executive Director  
[andy@wusata.org](mailto:andy@wusata.org)

Bob Gerber, IT Coordinator  
[bob@wusata.org](mailto:bob@wusata.org)

Ann Buczkowski, Branded Program Manager  
[ann@wusata.org](mailto:ann@wusata.org)

## COMMODITY CREDIT CORPORATION

FOREIGN AGRICULTURAL SERVICE, USDA

[www.fas.usda.gov/excredits/ecgp.asp](http://www.fas.usda.gov/excredits/ecgp.asp)

Export credit guarantees for purchases of US agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation (CCC). Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits ([www.fas.usda.gov/info/factsheets/gsm102-03.asp](http://www.fas.usda.gov/info/factsheets/gsm102-03.asp)).

- (a) GSM 102 – for a period of 6 months to 3 years
- (b) GSM 103 – for more than 3 years

Under both programs, CCC underwrites credit extended by the private US banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% US origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

### **Steps for Reviewing CCC Export Credit Guarantee Program Eligibility:**

1. Identify current CCC coverage for export product and target country.
2. Identify banks in importing country that are CCC approved.
3. Identify participating US bank.
4. Request letter of credit for transaction from eligible foreign bank.
5. Apply for CCC approval.

- **The National Bank of Cooperatives**

very active in financing agricultural exports using USDA programs

**Contact:** CoBank, International Division  
 John C. Holsey  
 PO Box 5110  
 Denver, CO 80217  
 Tel: (303) 740-6562  
 Fax: (303) 740-4002  
[jholsey@cobank.com](mailto:jholsey@cobank.com)  
[www.cobank.com/default.htm](http://www.cobank.com/default.htm)

- **Farmers Financial Services**

**Contact:** Rob Diesel  
 1200 NW Naito Parkway, Suite 450  
 Portland, OR 97209  
 Tel: (503) 808-1548  
 Fax: (503) 808-1560

## U.S. SMALL BUSINESS ADMINISTRATION, Portland District Office

[www.sba.gov/or](http://www.sba.gov/or)

The U.S. Small Business Administration offers loan guarantees for all types of business loans. The loans may be used for start-up or expansion capital, working capital and fixed asset financing. **Applications are made directly to lenders; for a list see the office web site link.**

Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans Enterprises, or information on government contracting is also available through the Portland SBA Office.

During 2009, for some loans the SBA loan fee is waived and a 90% guaranty may be available.

### Contact for

#### Business Loan Information:

Sue Richardson  
Business Service Center Representative  
U.S. Small Business Administration  
Portland District Office  
601 SW Second Avenue, Suite 950  
Portland, OR 97201-3192  
Tel: (503) 326-2682  
[sue.richardson@sba.gov](mailto:sue.richardson@sba.gov)

Special loans for exporters (see page 9).

### Contact for

#### Export Financing:

Inga Fisher Williams  
Regional Export Finance Manager  
U.S. Small Business Administration  
US Export Assistance Center, Portland  
Tel: (503) 326-5498  
[inga.fisherwilliams@mail.doc.gov](mailto:inga.fisherwilliams@mail.doc.gov)

### **Business Resource Center**

The Portland Business Resource Center offers businesses access to information in a large variety, i.e., books, periodicals, video and on-line. Computer software programs for business planning, projections, and loan applications are available.

The Business Resource Center is located in the SBA District Office; its services are free.

#### Contact:

SCORE, Counselors to America's Small Business  
601 SW Second Avenue, Suite 950  
Portland, OR 97201-3192  
Tel: (503) 326-3441  
[scorepdx@wa-net.com](mailto:scorepdx@wa-net.com)

## INTERNATIONAL BANKING SERVICES

For international banking services, i.e., opening / negotiating export or import documentary letters of credit, documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. An early call is advised, before negotiating a method of payment, to ask about pricing for services, correspondent banking relationships and each bank's services.

### **Bank of America**

Global Trade Services  
Vincent Correia  
Oregon Financial Center, 7th Floor  
121 SW Morrison, Suite 700  
Portland, OR 97204-3117  
Tel: (503) 973-6698  
Fax: (503) 973-6731  
[vincent.a.correia@bankofamerica.com](mailto:vincent.a.correia@bankofamerica.com)

### **Bank of the West**

International Banking Division  
Brooke Park  
222 SW Columbia, Suite 1200  
Portland, OR 97201  
Tel: (503) 294-6306  
Fax: (503) 223-2922  
[brooke.park@bankofthewest.com](mailto:brooke.park@bankofthewest.com)

### **Banner Bank**

Christine Martin / Debbie Gelbach  
2815 Second Avenue, Suite 360  
Seattle, WA 98121  
Tel: (206) 269-8381  
Fax: (206) 269-8389  
[comartin@bannerbank.com](mailto:comartin@bannerbank.com)  
[dgelbach@bannerbank.com](mailto:dgelbach@bannerbank.com)

### **Columbia Bank**

International Banking  
Kathy Peterman, SVP & Manager  
1102 Broadway Plaza, MS6400  
PO Box 2156  
Tacoma, WA 98401-2156  
Tel: (253) 305-0816  
Fax: (253) 272-0105  
[kpeterman@columbiabank.com](mailto:kpeterman@columbiabank.com)

### **Key Bank National Association**

Global Trade Services  
Ling Wang  
601 108th Avenue NE, 3rd Floor  
Bellevue, WA 98004  
Tel: (425) 709-4328  
Fax: (425) 709-4334  
[ling\\_wang@keybank.com](mailto:ling_wang@keybank.com)

### **Union Bank**

Global Trade Sales  
John Brislin, VP  
901 Fifth Avenue, Suite 1200  
Seattle, WA 98164  
Tel: (206) 587-4761  
Fax: (206) 587-4794  
[john.brislin@uboc.com](mailto:john.brislin@uboc.com)

### **U.S. Bank**

International Division  
Spiro Papadimos, VP  
111SW Fifth Avenue  
Portland, OR 97228-6979  
Tel: (503) 275-4347  
Fax: (503) 275-3437  
[spiro.papadimos@usbank.com](mailto:spiro.papadimos@usbank.com)

### **Wells Fargo Bank**

Yafen Field  
1300 SW Fifth Avenue, 13th Floor  
Portland, OR 97201  
Tel: (206) 292-3317  
Fax: (206) 447-9851  
[yafen.field@wellsfargo.com](mailto:yafen.field@wellsfargo.com)

## DUE DILIGENCE & CREDIT REPORTS

- [www.creditworthy.com/providers](http://www.creditworthy.com/providers)  
Listing of credit reporting agencies are organized by country, industry, etc.; see sample below.
- [www.export.gov/salesandmarketing/ICP.asp](http://www.export.gov/salesandmarketing/ICP.asp)  
International Company Profile, a Commercial Service program that provides information on the financial strength of a company, available in over 80 countries. Call a trade specialist at the USEAC to order.
- [www.nacm-or.org/](http://www.nacm-or.org/)  
NACM Oregon has been providing business credit services since 1896. Services include business credit reports from Experian and Equifax; consumer reports for accessing reports on the principal of a company; Equifax Canadian Reports and International Reports from various vendors. Credit Report discounts are offered to members of NACM Oregon.

**Contact:** Kathy Linscott  
Tel: (971) 230-1164  
[klinscott@nacmoregon.org](mailto:klinscott@nacmoregon.org)

### **Credit Reporting Agencies**

#### **For Foreign Companies:**

**Graydon America, Inc.**  
[www.graydoninternational.com/index.asp](http://www.graydoninternational.com/index.asp)

**Coface North America**  
[www.coface-usa.com/](http://www.coface-usa.com/)  
(877) 626-3223

**Kreller Business Information Group**  
[www.kreller.com](http://www.kreller.com)

**Owens Online Inc.**  
[www.owens.com/](http://www.owens.com/)  
(800) 745-4656

#### **For U.S. Companies:**

**Equifax Canada Inc**  
[www.equifax.com/EFX\\_Canada/](http://www.equifax.com/EFX_Canada/)

**Experian**  
[www.experian.com](http://www.experian.com)  
[smallbusiness@experian.com](mailto:smallbusiness@experian.com)

**Finance, Credit, & International Business (FCIB)**  
[www.fcibglobal.com](http://www.fcibglobal.com)

**National Association of Credit Management (NACM)**  
Kathy Linscott  
7931 NE Halsey, Suite 200  
Portland, OR 97213  
Tel: (971) 230-1164  
Fax: (971) 230-1165  
[klinscott@nacmoregon.org](mailto:klinscott@nacmoregon.org)

## EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage protects against default due to war or adverse sovereign actions. Export credit insurance may give exporters a competitive advantage and lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing. Private sector and government policies are offered through brokers.

### **Brokers Active in the Pacific Northwest & Montana**

#### **AON Trade Credit Services, Inc.**

James Morrell  
199 Fremont Street, Suite 400  
San Francisco, CA 94105  
Tel: (415) 486-7267  
Fax: (866) 243-5071  
[james\\_morrell@ars.aon.com](mailto:james_morrell@ars.aon.com)

#### **Atradius**

Michael Lee, Regional Manager  
PO Box 5399  
Aloha, OR 97006-0399  
Tel: (503) 649-7722  
Mob: (503) 881-7722  
Fax: (503) 649-7753  
[michael.lee@atradius.com](mailto:michael.lee@atradius.com)  
[www.atradius.us](http://www.atradius.us)

#### **Brett Tarnet Insurance Services**

Brett Tarnet  
414 Pacific Circle  
Newbury Park, CA 91320  
Tel: (805) 375-2373  
Fax: (805) 375-2433  
[brett@btarnet.com](mailto:brett@btarnet.com)  
[www.btarnet.com](http://www.btarnet.com)

#### **Coface North America**

David P. Byko  
12901 SE 97th Avenue, Suite 370  
Clackamas, OR 97015  
Tel: (503) 794-8100  
Fax: (503) 794-8500  
[david\\_byko@coface-usa.com](mailto:david_byko@coface-usa.com)

#### **Credit Insurance Source**

Stu Schechter  
21 Union Street  
Matawan, NJ 07747  
Tel: (732) 566-1664  
Fax: (732) 441-9585  
[stu@creditinsurancesource.com](mailto:stu@creditinsurancesource.com)  
[www.creditinsurancesource.com](http://www.creditinsurancesource.com)

#### **Euler Hermes**

Mike Lyons  
1001 SW Westwood Drive  
Portland, OR 97239  
Tel: (503) 452-7300  
Fax: (503) 452-7374  
[michael.lyons@eulerhermes.com](mailto:michael.lyons@eulerhermes.com)  
[www.eulerhermes.com](http://www.eulerhermes.com)

#### **Meridian Finance Group**

Gary Mendell  
1247 7th Street, Suite 200  
Santa Monica, CA 90401  
Tel: (310) 260-2130  
Fax: (310) 260-2140  
[gmendell@meridianfinance.com](mailto:gmendell@meridianfinance.com)  
[www.meridianfinance.com](http://www.meridianfinance.com)

#### **NaviTrade Structured Finance LLC**

Brent F. Hoots  
Colorado Office:  
6523 West Gould Drive  
Littleton, CO 80123  
Tel: (847) 756-4092  
(303) 652-2400  
(303) 347-0140  
Fax: (303) 632-2690  
[www.navitrade.com](http://www.navitrade.com)

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#### **Export-Import Bank Small Business Export Credit Insurance Policy**

[http://www.exim.gov/products/insurance/small\\_bus\\_multi\\_buyer.cfm](http://www.exim.gov/products/insurance/small_bus_multi_buyer.cfm)

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## NON-BANK LENDERS

Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.

### ShoreBank Enterprise Cascadia

203 Howerton Way SE  
PO Box 826  
Ilwaco, WA 98624  
Tel: (360) 642-4265  
Fax: (360) 642-4078  
[www.sbpac.com](http://www.sbpac.com)

### Willamette Financial Funding Services, LLC

Herm Roberts, Owner  
11820 SW King James Place, Suite #10  
Portland, OR 97224  
Tel: (503) 639-6171  
Fax: (503) 639-6231  
[hroberts@willamette-financial.com](mailto:hroberts@willamette-financial.com)  
[www.willamette-financial.com](http://www.willamette-financial.com)

### King Trade Capital

Edward King  
5944 Luther Lane, Suite 300  
Dallas, TX 75225  
Tel: (214) 368-5100  
Fax: (214) 368-5105  
[eking@kingtradecapital.com](mailto:eking@kingtradecapital.com)  
[www.kingtradecapital.com](http://www.kingtradecapital.com)

### MFR Funding Group

Bart Fenmore  
20 Duke Drive  
Rancho Mirage, CA 92270  
Tel: (760) 324-1516  
Fax: (760) 324-8255  

- P.O. Financing
- Letters of Credit
- Import Finance

[bfenmore@mfrgroup.net](mailto:bfenmore@mfrgroup.net)  
[www.mfrgroup.net](http://www.mfrgroup.net)

## FINANCE COMPANIES

### Capital Associates

2594 East Barnett Road, Suite C  
Medford, OR 97504  
Tel: (800) 727-3377  
Fax: (541) 773-3407  
[www.capitalassociates.com](http://www.capitalassociates.com)

### Sunset Mortgage Co.

4230 Galewood Street, Suite 200  
Lake Oswego, OR 97035  
Tel: (503) 635-7393  
Fax: (503) 635-6198  
[www.sunsetmortgageco.com](http://www.sunsetmortgageco.com)

## VENTURE CAPITAL COMPANIES

### Fluke Venture Partners

11400 SE 6<sup>th</sup> Street, Suite 230

Bellevue, WA 98004

Tel: (425) 453-4590

Fax: (425) 453-4675

[www.flukeventures.com](http://www.flukeventures.com)

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, healthcare, specialty retail and companies providing innovative business and consumer services

### OVP

5550 SW Macadam Avenue, Suite 300

Portland, OR 97239

Tel: (503) 697-8766

Fax: (503) 697-8863

- Leading technology-focused venture capital firm in the Pacific Northwest
- Equity investments in early stage companies

### Veber Partners

605 NW 11<sup>th</sup> Avenue

Portland, OR 97209

Contact: Gayle Veber

Tel: (503) 229-4400

Fax: (503) 227-5067

[gveber@veber.com](mailto:gveber@veber.com)

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital, company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

### Pacific Horizon Ventures

701 Fifth Ave, Suite 4970

Seattle, WA 98104

Tel: (206) 682-1181

Fax: (206) 682-8077

[phv@pacifichorizon.com](mailto:phv@pacifichorizon.com)

- Invests in venture-stage technology companies in the life science industry
- Actively seeking early stage opportunities in North America

### Marsh USA

111 SW Columbia, #500

Portland, OR 97201

Tel: (503) 248-6400

Fax: (503) 248-6595

- Leading international risk consulting, insurance and reinsurance brokering, employee benefits and financial services groups

### D.A. Davidson & Co.

Norman B. Duffett, Managing Director

Two Centerpointe Dr, Suite 400

Lake Oswego, OR 97035-8629

Tel: (503) 603-3069

Fax: (503) 603-3065

[nduffett@dadco.com](mailto:nduffett@dadco.com)

[www.dadco.com](http://www.dadco.com)

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest and Rocky Mountain States
- Provide custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

See also:

- Oregon Entrepreneurs Network, [www.oen.org](http://www.oen.org) and their resource networking
- Oregon Startups, [www.oregonstartups.com](http://www.oregonstartups.com) and their list of Local VC firms

## STATE OF OREGON

### Oregon Department of Agriculture (ODA)

Development & Int'l Marketing Division  
1207 NW Naito Parkway, Suite 104  
Portland, OR 97209  
Tel: (503) 872-6600  
Fax: (503) 872-6601  
[www.oregon.gov/ODA](http://www.oregon.gov/ODA)

### Oregon Economic & Community Development Department (OECD)

775 Summer Street NE, Suite 200  
Salem, OR 97301  
Tel: (503) 986-0123  
Fax: (503) 581-5115  
[econ.oregon.gov](http://econ.oregon.gov)

### ODA Export Service Center

(Assistance and Testing)  
Jeff Hyatt, Export Lab Manager  
1207 NW Naito Parkway, Suite 204  
Portland, OR 97209  
Tel: (503) 872-6630  
Fax: (503) 872-6615  
[www.oregon.gov/ODA/LAB](http://www.oregon.gov/ODA/LAB)

### Business Finance, OECD

775 Summer Street NE  
Salem, OR 97301  
Tel: (503) 986-0165  
Fax: (503) 986-0764  
[econ.oregon.gov](http://econ.oregon.gov)

### OECD International Trade Services

Derrick Olsen, International Trade Manager  
One World Trade Center  
121 SW Salmon Street Suite 205  
Portland, OR 97204  
Tel: (503) 229-6060  
Fax: (503) 222-5050  
[econ.oregon.gov](http://econ.oregon.gov)  
[www.oregon4biz.com](http://www.oregon4biz.com)

Helping Oregon small and medium business and industries expand their exports of goods and services is the primary focus of OECD's International Trade Services. Overseas trade representatives located in China, Taiwan, Japan, Korea, and Europe help key industry clusters and individual companies develop and foster important business and government contacts. International Trade Officers are specialists in global marketing with private sector experience and assist Oregon companies to develop and expand their export markets. In coordination with the overseas trade representatives they help Oregon companies with:

- Preliminary market assessment
- Qualified agents and distributors search
- Direct sales opportunities and project bidding opportunities
- Company background investigation
- Industry specific analysis
- One-on-one business meetings and matchmaking
- Overseas trade leads
- International trade shows
- Trade missions
- Product seminars
- Consultation on government policy and regulation
- Strategic use of limited grant funds for official trade missions and trade shows overseas

## OREGON MANUFACTURING EXTENSION PARTNERSHIP

[www.omep.org](http://www.omep.org)

The Oregon Manufacturing Extension Partnership (OMEP) offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.

Experienced consultants with specific industry knowledge work directly with the company staff; deliver services in concert with other state and local partners to help businesses compete in a global economy.

### ***Specialty Areas for Assistance:***

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- E-Commerce
- Facility Planning

**Contact:** Patrick Murphy  
20175 NW Amber-Glen Court, Suite 100  
Beaverton, OR 97006  
Tel: (503) 821-1300  
Fax: (503) 533-5357  
[pmurphy@omep.org](mailto:pmurphy@omep.org)

## SMALL BUSINESS DEVELOPMENT CENTERS

[www.bizcenter.org](http://www.bizcenter.org)

### Blue Mountain CC

Art Hill, Director  
PO Box 100  
Pendleton, OR 97801  
Tel: (541) 276-6233, 1-888-441-7232  
Fax: (541) 276-6819  
[ahill@bluecc.edu](mailto:ahill@bluecc.edu), [jpursel@bluecc.edu](mailto:jpursel@bluecc.edu)

### Central Oregon CC

Beth Wickham, Director  
2600 NW College Way  
Bend, OR 97701  
Tel: (541) 383-7290  
Fax: (541) 318-3751  
[bwickham@cooc.edu](mailto:bwickham@cooc.edu)

### Chemeketa CC

Jimmie Wilkins, Director  
365 Ferry Street SE  
Salem, OR 97301  
Tel: (503) 399-5088  
Fax: (503) 581-6017  
[jimmiew@chemeketa.edu](mailto:jimmiew@chemeketa.edu)

### Clackamas CC

Tim Shea, Director  
7736 SE Harmony Road  
Milwaukie, OR 97222  
Tel: (503) 656-4447  
Fax: (503) 650-7358  
[tshea@clackamas.edu](mailto:tshea@clackamas.edu)

### Clatsop CC

Terri Williams, Director  
1455 N Roosevelt Drive  
Seaside, OR 97138  
Tel: (503) 738-3346  
Fax: (503) 738-7843  
[rgardner@clatsopcc.edu](mailto:rgardner@clatsopcc.edu)

### Oregon Coast CC

Guy Faust, Director  
1206 SE 48th Street  
Lincoln City, OR 97367  
Tel: (541) 994-4166  
Newport Office:  
Tel: (541) 574-7122  
[guyfaust@hotmail.com](mailto:guyfaust@hotmail.com)

### Columbia Gorge CC

Mary Merrill, Director  
400 E Scenic Drive, Suite 257  
The Dalles, OR 97058  
Tel: (541) 506-6121  
Fax: (541) 506-6122  
[mmerrill@cgcc.cc.or.us](mailto:mmerrill@cgcc.cc.or.us)

### Eastern Oregon University

Greg Smith, Director  
1607 Gekeler Lane  
La Grande, OR 97850  
Tel: (541) 962-1532  
Fax: (541) 962-1532  
[gregory.smith@eou.edu](mailto:gregory.smith@eou.edu)

### Lane CC

Jim Lindly, Director  
1445 Willamette Street, Suite 1  
Eugene, OR 97401  
Tel: (541) 463-5255  
Fax: (541) 686-0096  
[lindlyj@lanecc.edu](mailto:lindlyj@lanecc.edu)

### Linn-Benton CC

Alan Fudge, Director  
6500 SW Pacific Boulevard  
Albany, OR 97321  
Tel: (541) 917-4929  
Fax: (541) 917-4831  
[alan.fudge@linnbenton.edu](mailto:alan.fudge@linnbenton.edu)

### Mt. Hood CC

Julia Peterson, Interim Director  
323 NE Roberts Street  
Gresham OR 97030  
Tel: (503) 491-7658  
Fax: (503) 666-1140  
[julia.peterson@mhcc.edu](mailto:julia.peterson@mhcc.edu)

### Oregon Institute of Technology

Jamie Albert, Director  
3201 Campus Drive Boivin Hall #119  
Klamath Falls, OR 97601  
Tel: (541) 885-1760  
[jamie.albert@oit.edu](mailto:jamie.albert@oit.edu)

### Portland CC

Tom Lowles, Director  
2025 Lloyd Center Mall  
Portland, OR 97232  
Tel: (503) 978-5080  
Fax: (503) 288-1366  
[tlowles@pcc.edu](mailto:tlowles@pcc.edu)

**Rogue CC**

John Lopez, Director  
 214 SW Fourth Street  
 Grants Pass, OR 97526  
 Tel: (541) 956-7494  
 Fax: (541) 471-3589  
[jlopez@rogucecc.edu](mailto:jlopez@rogucecc.edu)

**Southern Oregon University**

Jack Vitacco, Director  
 673 Market Street  
 Medford, OR 97504  
 Tel: (541) 756-6866  
[vitaccoja@sou.edu](mailto:vitaccoja@sou.edu)

**Southwestern Oregon CC**

Arlene Soto, Director  
 2455 Maple Leaf Lane  
 North Bend, OR 97459  
 Tel: (541) 756-6866  
 Fax: (541) 756-5735  
[asoto@socc.edu](mailto:asoto@socc.edu)

**Tillamook Bay CC SD**

Teri Williams, Director  
 2510 First Street  
 Tillamook, OR 97141  
 Tel: (503) 842-8222 Ext 1101  
 Fax: (503) 842-2214  
[williamst@tillamookbay.cc](mailto:williamst@tillamookbay.cc)

**Treasure Valley CC**

Andrea Testi, Director  
 650 College Boulevard  
 Ontario, OR 97914  
 Tel: (541) 881-8822 Ext 356  
 Fax: (541) 881-2743  
[atesti@tvcc.cc](mailto:atesti@tvcc.cc)

**Umpqua CC**

Terry Swagerty, Director  
 2555 NE Diamond Lake Boulevard  
 Roseburg, OR 97470  
 Tel: (541) 440-4669  
 Fax: (541) 440-4607  
[terry.swagerty@umpqua.edu](mailto:terry.swagerty@umpqua.edu)

**Oregon State SBDC Network HQs**

99 W 10th Avenue, Suite 390  
 Eugene, OR 97401  
 Tel: (541) 463-5250  
[krygierc@lancecc.edu](mailto:krygierc@lancecc.edu)

**WASHINGTON SMALL BUSINESS DEVELOPMENT CENTERS:****Lower Columbia College**

Susan Hoosier, Director  
 Don Talley Bldg, 1st Floor  
 1600 Maple Street, Room 103A  
 Longview, WA 98632  
 Tel: (360) 442-2946  
 Fax: (360) 442-2609  
[shoosier@wsu.edu](mailto:shoosier@wsu.edu)

**Washington State University**

Janet A Harte, Director  
 12000 NE 95th Street, Suite 504  
 Vancouver, WA 98663  
 Tel: (360) 260-6372  
 Fax: (360) 260-6369  
[harte@vancouver.wsu.edu](mailto:harte@vancouver.wsu.edu)

**TRAINING SEMINARS ONLY:****Clark College**

Adeline Martinez, Program Coordinator  
 1800 E McLoughlin Boulevard  
 Vancouver, WA 98663  
 Tel: (360) 992-2484  
 Fax: (360) 992-2883  
[amartinez@clark.edu](mailto:amartinez@clark.edu)

## SCORE “Counselor to America’s Small Business”

### Chapter Locations

If you want individual counseling, contact the closest SCORE Chapter address listed below. When calling by telephone, please ask for "SCORE Counseling."

#### SCORE Chapter #11

601 S.W. Second Avenue, #950  
Portland, OR 97204-3192  
Tel: (503) 326-3441  
Fax: (503) 326-2808  
[scorepdx@wa-net.com](mailto:scorepdx@wa-net.com)  
[www.scorepdx.org](http://www.scorepdx.org)

North Coast (Seaside) (503) 338-9749  
[jcapellen@wwestsky.net](mailto:jcapellen@wwestsky.net)

#### SCORE Southern Oregon

c/o Medford Chamber of Commerce  
101 East Eighth Street  
Medford, OR 97501  
Tel: (541) 608-8528  
Fax: (541) 484-4942  
[russkenn@charter.net](mailto:russkenn@charter.net)

South Coast (541) 332-4003

#### SCORE Chapter #416

c/o Chamber of Commerce  
1401 Willamette St  
Eugene, OR 97401  
Tel: (541) 465-6600  
Fax: (541) 484-4942  
[score@eugenechamber.com](mailto:score@eugenechamber.com)  
[www.willamettescore.org](http://www.willamettescore.org)

#### SCORE Chapter #460

P.O. Box 4024  
Salem, OR 97302-1024  
Tel: (503) 370-2896  
[score460@gmail.com](mailto:score460@gmail.com)  
[www.salem.scorechapter.org](http://www.salem.scorechapter.org)

#### SCORE Chapter #566

Clark College  
SCORE, TBG 232  
1933 Fort Vancouver Way  
Vancouver, WA 98663  
Tel: (360) 699-1079  
Fax: (360) 699-1079  
[scorevan@iinet.com](mailto:scorevan@iinet.com)  
[www.scorevancouver.org](http://www.scorevancouver.org)

#### SCORE Chapter #701

1604 S. Highway 97, Suite 2  
PMB -166  
Redmond, OR 97756  
Tel: (541) 923-8615  
[office@centraloregonscore.org](mailto:office@centraloregonscore.org)  
[www.centraloregonscore.org](http://www.centraloregonscore.org)

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Fax: (619) 696-9005  
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(800) 979-5009  
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[www.swiservice.com](http://www.swiservice.com)

**ViaLanguage**

309 SW 6th Avenue, Suite 1200  
Portland, OR 97204  
Tel: (503) 243-2007  
(800) 737-8481  
Fax: (503) 243-1968  
<http://vialanguage.com>

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## INTERNATIONAL ACCOUNTING FIRMS

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3900 US Bancorp Tower  
111 SW Fifth  
Portland, OR 97204-3642  
Tel: (503) 222-1341  
Fax: (503) 224-2172  
[www.deloitte.com](http://www.deloitte.com)

### **Geffen Mesher & Co.**

888 SW 5th, Suite 800  
Portland, OR 97204  
Tel: (503) 221-0141  
(800) 819-0141  
Fax: (503) 227-7924  
[www.gmco.com](http://www.gmco.com)

### **Isler & Co.**

1300 SW Fifth Avenue, Suite 2900  
Portland, OR 97201-5692  
Tel: (503) 224-5321  
Fax: (503) 224-8605  
[www.isler.com](http://www.isler.com)

### **KPMG LLP**

1300 SW Fifth Avenue Suite 3800  
Portland, OR 97201  
Tel: (503) 221-6500  
Fax: (503) 820-6565  
[www.kpmg.com](http://www.kpmg.com)

### **Moss Adams**

805 SW Broadway, Suite 1200  
Portland, OR 97205  
Tel: (503) 242-1447  
Fax: (503) 274-2789  
[www.mossadams.com](http://www.mossadams.com)

### **Perkins & Co.**

1211 SW Fifth Avenue, Suite 1000  
Portland, OR 97204  
Tel: (503) 221-0336  
Fax: (503) 294-4378  
[www.perkinsaccounting.com](http://www.perkinsaccounting.com)

### **PricewaterhouseCoopers**

1300 SW Fifth Avenue, Suite 3100  
Portland, OR 97201  
Tel: (971) 544-4000  
Fax: (971) 544-4100  
[www.pwc.com](http://www.pwc.com)

### **Maginnis & Carey**

220 NW Second Avenue, Suite 1000  
Portland, OR 97209-3971  
Tel: (503) 227-0519  
Fax: (503) 295-1019  
[www.maginnis-carey.com](http://www.maginnis-carey.com)

### **Moss Adams**

975 Oak Street, Suite 500  
Eugene, OR 97401  
Tel: (541) 686-1040  
Fax: (541) 686-9673  
[www.mossadams.com](http://www.mossadams.com)

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### Allports Forwarding Inc.

5933 NE Win Sivers Drive, Suite 301  
Portland, OR 97220

Tel: (503) 242-1201  
Fax: (503) 242-1712

[www.allports.com](http://www.allports.com)

### Associated Global Systems

5964 NE 87th  
Portland, OR 97220

Tel: (503) 253-6592  
Fax: (503) 253-9350

### Bax Global

5510 NE Courier Court, Suite 100  
Portland, OR 97218

Tel: (503) 484-2591  
Fax: (503) 284-4292

### James J. Boyle & Co.

7505 NE Ambassador Place, Suite B  
Portland, OR 97220

Tel: (503) 284-0909  
Fax: (503) 284-6902

[www.jjboyle.com](http://www.jjboyle.com)

### Geo. Bush & Co., Inc.

600 NW Naito Parkway  
Portland, OR 97209

Tel: (503) 228-6501  
Fax: (503) 294-0432

[www.geosbush.com](http://www.geosbush.com)

### W.J. Byrnes & Co.

8383 NE Sandy Boulevard, Suite 138  
Portland, OR 97230

Tel: (503) 252-6400  
Fax: (503) 252-1970

[www.byrnesnet.com](http://www.byrnesnet.com)

### CEVA Freight Management

Amy Dugan  
8830 NE Alderwood Road  
Portland, OR 97220

Tel: (503) 528-3500  
Fax: (503) 528-3798

[www.cevalogistics.com](http://www.cevalogistics.com)

### Coppersmith

6135 NE 80th Avenue, Suite A4  
Portland, OR 97218

Tel: (503) 249-1400  
Fax: (503) 249-3950

[www.coppersmith.com](http://www.coppersmith.com)

### DHL Danzas Air & Ocean

15509 NE Airport Way  
Portland, OR 97230

Tel: (503) 256-0620  
Fax: (503) 256-2103

[www.us.danzas.com](http://www.us.danzas.com)

### Expeditors International

2508 N Marine Drive  
Portland, OR 97217

Tel: (503) 254-3707  
Fax: (503) 254-3758

[www.expeditors.com](http://www.expeditors.com)

### Gallagher Transport Int'l, Inc.

2705 East 20th Street  
Vancouver, WA 98661

Tel: (503) 255-8101  
(360) 750-8830

Fax: (360) 750-8722

[www.gallaghertransport.com](http://www.gallaghertransport.com)

### Global Trading Resources, Inc.

12695 NE Marx Street, Building 12  
Pacific Business Park  
Portland, OR 97230

Tel: (503) 262-5506  
Fax: (503) 262-5511

### TLR (Total Logistics Resource)

Terri Bartle  
5362 NE 112th  
Portland, OR 97220

Tel: (503) 257-0513  
Fax: (503) 257-0510

[terrib@shipTLR.com](mailto:terrib@shipTLR.com)

### UPS Supply Chain Solutions, Inc.

5337A NE Courier Court  
Portland, OR 97218-2864

Tel: (503) 288-9550

[www.ups-scs.com](http://www.ups-scs.com)

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## INTERNATIONAL LAW FIRMS

New-to-Export businesses can receive a one-time-only free appointment from a participating law firm to discuss specific issues / questions related to their export plan. Contact The Portland US Export Assistance center for a referral.

The **Export Legal Assistance Network (ELAN)** [www.exportlegal.org](http://www.exportlegal.org) is a cooperative program of the Federal Bar Association, The U.S. Department of Commerce and the U.S. Small Business Administration.

### **Ater Wynne, LLP**

Attorneys at Law  
1331 NW Lovejoy, Suite 900  
Portland, OR 97209  
Tel: (503) 226-1191  
Fax: (503) 226-0079  
[www.aterwynne.com](http://www.aterwynne.com)

### **Bartoloni Law Group, PC**

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Portland, OR 97204  
Tel: (503) 225-0702  
Fax: (503) 227-0739  
[www.bartoloni.com](http://www.bartoloni.com)

### **Davis Wright Tremaine LLP**

1300 SW Fifth Avenue, Suite 2300  
Portland, OR 97201-5682  
Tel: (503) 241-2300  
Fax: (503) 778-5299  
[www.dwt.com](http://www.dwt.com)

### **Emory Law Group, PC**

Umpqua Bank Plaza  
1 SW Columbia, Suite 777  
Portland, OR 97258  
Tel: (503) 226-6499  
Fax: (503) 226-2201  
[www.emorylaw.com](http://www.emorylaw.com)

### **Miller, Nash, LLP**

111 SW 5th, Suite 3400  
Portland, OR 97204  
Tel: (503) 224-5858  
Fax: (503) 224-0155  
[www.millernash.com](http://www.millernash.com)

### **K & L Gates LLP**

222 SW Columbia Street, Suite 1400  
Portland, OR 97204  
Tel: (503) 228-3200  
Fax: (503) 248-9085  
[www.klgates.com](http://www.klgates.com)

### **Taylor Global Law Office**

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Lake Oswego, OR 97035  
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Fax: (503) 620-4878  
[www.taylorgloballaw.com](http://www.taylorgloballaw.com)

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## TRADE ASSOCIATIONS

### **African Chamber of Commerce-PNW (ACCPN)**

2001 6th Avenue, Suite 2600  
Seattle, WA 98121  
Tel: (206) 256-6139  
Fax: (206) 256-6158

### **American Electronics Assoc.**

5285 SW Meadows Rd., Suite 200  
Lake Oswego, OR 97035  
Tel: (503) 624-6050

### **American Marketing Association-Oregon**

PO Box 82  
Portland, OR 97207  
Tel: (503) 222-9204

### **Clean Rivers Cooperative**

200 SW Market Street, Suite 190  
Portland, OR 97201  
Tel: (503) 220-2040  
Fax: (503) 295-3660

### **Columbia Corridor Association**

PO Box 55651  
Portland, OR 97238  
Tel: (503) 287-8686  
Fax: (503) 287-0223

### **Columbia River Customs Brokers Association**

5933 NE Win Sivers Drive, #301  
Portland, OR 97220  
Tel: (503) 251-9109  
Fax: (503) 251-9105

### **Columbia River Economic Development Council**

805 Broadway, Suite 412  
Vancouver, WA 98660  
Tel: (360) 694-5006  
Fax: (360) 567-1054

### **Columbia River Shippers Assoc.**

200 SW Market, Suite 190  
Portland, OR 97201  
Tel: (503) 220-2043  
Fax: (503) 295-3660

### **Eugene Area Chamber of Commerce**

1401 Willamette Street  
Eugene, OR 97401  
Tel: (541) 484-1314

### **Export Council of Oregon**

c/o U.S. Dept. of Commerce  
One World Trade Center  
121 SW Salmon Street, Suite 242  
Portland, OR 97204  
Tel: (503) 326-3001

### **Fort Vancouver Seafarers Center**

PO Box 1102  
Vancouver, WA 98666  
Tel: (360) 694-9300

### **Foundation for Russian American Economic Coop.**

2601 4th Avenue, Suite 600  
Seattle, WA 98121  
Tel: (206) 443-1935  
Fax: (206) 443-0954

### **The Greater Chinese Chamber of Commerce**

PO Box 3182  
Seattle, WA 98114  
Tel: (206) 332 1933

### **Greater Vancouver Chamber of Commerce**

Broadway Business Center  
1101 Broadway, Suite 100  
Vancouver, WA 98660  
Tel: (360) 694-2588  
Fax: (360) 693-8279

### **International Assoc. of Business Communicators**

601 Montgomery St., Suite 1900  
San Francisco, CA 94111  
Tel: (415) 544-4700

### **Japan-America Society of Oregon (JASO)**

312 NW Second Avenue  
Portland, OR 97209  
Tel: (503) 552-8811  
Fax: (503) 552-8815

### **JETRO- San Francisco**

201 Third Street, Suite 1010  
San Francisco, CA 94103  
Tel: (415) 392-1333  
Fax: (415) 788-6927

### **Korean Trade Promotion Corp.**

4801 Wilshire Blvd., Suite 104  
Los Angeles, CA 90010  
Tel: (323) 954-9500

### **Maritime Fire & Safety Assoc.**

200 SW Market Street, Suite 190  
Portland, OR 97201  
Tel: (503) 220-2055

### **Merchant's Exchange of Portland**

200 SW Market Street, Suite 190  
Portland, OR 97201  
Tel: (503) 228-4361

### **National Association of Credit Managers Oregon Inc. (NACM Oregon)**

7931 NE Halsey Street, Suite 200  
Portland, OR 97213  
Tel: (503) 257-0802

### **National U.S.- Arab Chamber of Commerce**

8921 South Sepulveda Blvd., #206  
Los Angeles, CA 90045  
Tel: (310) 646-1499  
Fax: (310) 646-2462

### **Northwest Environmental Business Council (NEBC)**

AK, ID, MT, OR, WA  
620 SW Fifth Avenue, Suite 1008  
Portland, OR 97204  
Tel: (503) 227-6361  
Fax: (503) 222-5050

### **Northwest China Council**

127 NW 3rd Avenue  
Portland, OR 97209  
Tel: (503) 973-5451

### **Northwest Food Processors Association**

8338 NE Alderwood Street, Suite 160  
Portland, OR 97220  
Tel: (503) 327-2200

**Oregon Agricultural Commodity Commission**

Department of Agriculture  
1207 NW Naito Pkwy., Suite 104  
Portland, OR 97209  
Tel: (503) 872-6600

**Oregon Association of Minority Entrepreneurs**

4134 N Vancouver Avenue  
Portland, OR 97217  
Tel: (503) 249-7744  
Fax: (503) 249-2027

**Oregon Bioscience Association**

Bob Lanier, Executive Director  
2828 SW Corbett Avenue  
Portland, OR 97201  
Tel: (503) 784-6183

**Oregon Environmental Council**

222 NW Davis Street, Suite 309  
Portland, OR 97209  
Tel: (503) 222-1963

**Oregon Feed and Grain Assoc.**

2380 NW Roosevelt  
Portland, OR 97210  
Tel: (503) 226-2758  
Fax: (503) 224-0947

**Oregon Specialty Foods Assoc.**

1200 NW Naito Parkway #290  
Portland, OR 97209  
Tel: (503) 241-1487 #3

**ONABEN- A Native American Business Network**

11825 SW Greenburg Rd, Ste. B-3  
Tigard, OR 97223  
Tel: (503) 968-1500  
Fax: (503) 968-1548

**Oregon State Bar**

16037 SW Upper Boones Ferry Rd  
Tigard, OR 97224  
Tel: (503) 620-0222

**Oregon Society of Certified Public Accountants**

10206 SW Laurel Street  
Beaverton, OR 97005  
Tel: (503) 641-7200

**Oregon Trucking Associations, Inc.**

4005 SE Naef Road  
Portland, OR 97267  
Tel: (503) 513-0005

**Oregon Wheat Commission**

1200 NW Naito Parkway, Suite 370  
Portland, OR 97209  
Tel: (503) 229-6665  
Fax: (503) 229-6584

**Pacific Maritime Association**

101 SW Main Street, Suite 330  
Portland, OR 97204  
Tel: (503) 827-4000

**Pacific Northwest Grain & Feed Association, Inc.**

200 SW Market, Suite 190  
Portland, OR 97201  
Tel: (503) 227-0234  
Fax: (503) 227-0059

**Pacific Northwest Waterways Association**

9115 SW Oleson Road, Suite 101  
Portland, OR 97223  
Tel: (503) 234-8550  
Fax: (503) 234-8555

**Philippine American Chamber of Commerce Of Oregon (PACCO)**

5424 N. Michigan Avenue  
Portland, OR 97217  
Tel: (503) 285-1994  
Fax: (503) 283-4445

**Portland Business Alliance, PNITA**

200 SW Market Street, Suite 1770  
Portland, OR 97201  
Tel: (503) 224-8684  
Fax: (503) 323-9186

**Software Association of Oregon**

US Bank Tower  
111 SW 5th Avenue, Suite 120  
Portland, OR 97204  
Tel: (503) 228-5401

**US-ASEAN Business Council**

1101 17th Street NW, Suite 411  
Washington, DC 20036  
Tel: (202) 289-1911  
Fax: (202) 289-0519

**U.S. Wheat Associates**

1200 NW Naito Parkway, Suite 600  
Portland, OR 97209  
Tel: (503) 223-8123  
Fax: (503) 223-5026

**Washington Public Ports Assoc.**

PO Box 1518  
Olympia, WA 98507  
Tel: (360) 943-0760  
Fax: (360) 753-6176

**Western Wood Products Association**

522 SW 5th Avenue, Suite 500  
Portland, OR 97204  
Tel: (503) 224-3930  
Fax: (503) 224-3934

**World Affairs Council of Oregon**

620 SW Main, Suite 333  
Portland, OR 97205  
Tel: (503) 274-7488  
Fax: (503) 274-7489

## ECONOMIC DEVELOPMENT AGENCIES

### **CCD Business Develop. Corp.**

Eileen Ophus, Community  
Development Director  
744 SE Rose Street  
Roseburg, OR 97470  
Tel: (541) 672-6728  
Fax: (541) 672-7011

### **Central Oregon**

#### **Intergovernmental Council (COIC)**

Andrew Spreadborough,  
Community & Economic Develop.  
Program Administrator  
2363 SW Glacier Place  
Redmond, OR 97756  
Tel: (541) 504-3306  
Fax: (541) 504-3302

### **Columbia-Pacific Economic Development District**

Mary McArthur, Exec. Director  
PO Box 598  
St. Helens, OR 97051  
Tel: (503) 397-3099  
Fax: (503) 397-6924

### **Greater Eastern Oregon Development Corp. (GEODC)**

Melisa Drugge, Exec. Director  
PO Box 1041  
Pendleton, OR 97801  
Tel: (541) 276-6745  
Fax: (541) 276-6071

### **Mid-Columbia Economic Development District**

Ray Teasley, Community  
Development Director  
105 High Street SE  
Salem, OR 97301  
Tel: (503) 588-6177  
Fax: (503) 588-6094

### **Mid-Willamette Valley Economic Council of Governments**

Amanda Remington, Exec. Dir.  
515 E 2nd Street  
The Dalles, OR 97058  
Tel: (541) 296-2266  
Fax: (541) 296-3283

### **Northeast Oregon Economic Development District**

Lisa Dawson, Exec. Director  
101 NE First Street, Suite 100  
Enterprise, OR 97828  
Tel: (541) 426-3598  
Fax: (541) 426-9058

### **Cascades West Economic Development District Oregon Cascades West Council of Governments**

Cynthia Solie, Community  
Development Director  
1400 Queen Avenue SE  
Albany, OR 97322  
Tel: (541) 924-8465  
Fax: (541) 967-4651

### **Portland-Vancouver Regional Economic Development District**

Pamela Treece, Exec. Director  
Tel: (503) 913-8199

### **South Central Oregon Economic Development District**

Betty Riley, Exec. Director  
PO Box 1529  
Klamath Falls, OR 97601  
Tel: (541) 884-5593  
Fax: (541) 884-6738

### **Southern Oregon Regional Economic Development, Inc.**

Ron Fox, Executive Director  
673 Market Street  
Medford, OR 97504  
Tel: (541) 773- 8946  
Fax: (541) 779-0953

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### **U.S. Department of Commerce, Economic Development Administration**

David Porter

[dporter@eda.doc.gov](mailto:dporter@eda.doc.gov)

One World Trade Center  
121 SW Salmon Street, Suite 244  
Portland, OR 97204  
Tel: (503) 326-3078  
Fax: (503) 326-6351

**FOREIGN TRADE ZONES (FTZs)****Zone No. 45, Portland**

Port of Portland  
Suzanne Brooks  
PO Box 3529  
121 NW Everett  
Portland, OR 97209  
Tel: (503) 944-7509  
Fax: (503) 944-7250

**Zone No. 184, Klamath Falls**

City of Klamath Falls Dock Commission  
Jeff Ball, City Manager  
PO Box 237  
500 Klamath Avenue  
Klamath Falls, OR 97601  
Tel: (541) 883-5316  
Fax: (541) 883-5399

**Zone No. 132, Coos County**

International Port of Coos Bay Commission  
Martin Callery, Director of Marketing  
125 Central, Suite 300  
PO Box 1215  
Coos Bay, OR 97420  
Tel: (541) 267-7678  
Fax: (541) 269-1475

**Zone No. 206, Medford-Jackson County**

Jackson County  
Susan Slack  
10 South Oakdale  
Medford, OR 97501  
Tel: (541) 774-6035  
Fax: (541) 774-6455