



OREGON TRADE FINANCE GUIDE

& Other Resources for Export Assistance

2010 Edition

This document can be downloaded from:

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.

EDITOR
Inga Fisher Williams, Regional Manager
Export Solutions Group, Office of International Trade
U.S. Small Business Administration
Portland Export Assistance Center, 503.326.5498

This edition was prepared with the assistance of Caitlin Gould and Elizabeth Songvilay, International Trade Assistants, Spring 2010

TABLE OF CONTENTS

I.	INTRODUCTION	3
	◆ Beginning Exporter’s Resource Guide.....	4
	◆ Export Licensing and Regulations.....	5
	◆ Export Council of Oregon.....	6
	◆ U.S. Export Assistance Center, Portland.....	7
II.	FINANCING: Federal Government	
	◆ SBA Export Loans for Small Businesses.....	8
	◆ U.S. Export-Import Bank Programs.....	9
	◆ Overseas Private Investment Corporation.....	10
	◆ Multilateral Development Banks (MDBs).....	11
	◆ U.S. Trade and Development Agency.....	12
	◆ U.S. Agency for International Development	13
	◆ Western U.S. Agricultural Trade Association (USDA).....	14
	◆ Commodity Credit Corporation (Foreign Agricultural Service).....	15
	◆ U.S. Small Business Administration, Portland District Office.....	16
III.	FINANCING: Banking and Other Services	
	◆ International Banking Services.....	17
	◆ Due Diligence and Credit Reports.....	18
	◆ Export Credit Insurance.....	19
	◆ Non-Bank Lenders and Finance Companies.....	20
	◆ Venture Capital Companies.....	21
IV.	RESOURCES for Business Assistance	
	◆ State of Oregon, International Division.....	22
	◆ Oregon Manufacturing Extension Partnership.....	23
	◆ Oregon Small Business Development Centers.....	24
	◆ SCORE “Counselors to America’s Small Business.....	25
V.	Resources for EXPORT SERVICES	
	◆ Translation Services.....	26
	◆ International Accounting Firms.....	27
	◆ Freight Forwarders and Customhouse Brokers.....	28
	◆ International Law Firms.....	29
VI.	APPENDIX	
	◆ Trade Associations.....	30
	◆ Economic Development Agencies, Oregon.....	32
	◆ Foreign Trade Zones.....	33

INTRODUCTION

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

The Portland U.S. Export Assistance Center (USEAC) helps companies which 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

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

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

<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.
<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.
<http://www.unzco.com/basicguide/index.html>
- *International Trade Online Library*:
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 <http://www.bizcenter.org/>.

- Portland SBDC, (503) 978-5080
- Publications on Importing from U.S. Customs & Border Protection website:
<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: <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: <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:
<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.
<http://www.exportlegal.org/>
- State of Oregon, International Trade Services to Oregon exporters with special focus on key industry cluster. See page 22 or <http://www.oregon4biz.com/>.

Oregon Trade Finance Guide & Resource Information for Export Assistance, 2010 Edition
Export Council of Oregon, U.S. Small Business Administration, Portland Export Assistance Center

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 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 <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 <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 <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 <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

<http://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@trade.gov

Paul Taylor
Chair
ptaylor@taylorgloballaw.com

U.S. EXPORT ASSISTANCE CENTER

<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@trade.gov

Allan Christian, International Trade Specialist

Commercial Service
 Tel: (503) 326-5450
allan.christian@trade.gov

Gail Snyder, International Trade Specialist

Commercial Service
 Tel: (503) 326-5155
gail.snyder@trade.gov

Jennifer Woods, International Trade Specialist

Commercial Service
 Tel: (503) 326-5290
jennifer.woods@trade.gov

Inga Fisher Williams, Export Finance Manager

U.S. Small Business Administration
 Tel: (503) 326-5498
inga.fisherwilliams@sba.gov

SBA EXPORT FINANCE PROGRAMS

http://www.sba.gov/localresources/district/or/or_itresources.html

When exporters are not bankable on their own and need a government guaranteed loan, the U.S. Small Business Administration (SBA) offers several loan programs specifically for exporters. Participating banks can receive up to a 90% guaranty on export loans to small businesses. 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. 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 businesses not directly exporting but who produce or sell product / services for export
- For all types of businesses, incl. service exporters

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)

<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 Loan Guarantee 90%.

Eligible Uses:

- 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

<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.

C. Export Expansion Loan – ITL

<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

<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@sba.gov

EXPORT-IMPORT BANK OF THE UNITED STATES

<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)
<http://www.exim.gov/smallbiz/index.html>
- Loan guarantees to foreign buyers of U.S. goods and services
<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: 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

<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**

<http://www.opic.gov/financing/small-business-center/small-business-guide>

OPIC Small Business Hotline

Tel: (202) 336-8799

<http://www.opic.gov/about/contact>

info@opic.gov

MULTILATERAL DEVELOPMENT BANKS (MDBs)

http://www.export.gov/articles/marketofmonth/eg_main_020102.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/dacon>) 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
<http://www.afdb.org/>

Asian Development Bank

6 ADB Avenue
Mandaluyong City 1550, Metro Manila
Philippines
Tel: (+632) 632 4444
Fax: (+632) 636 2444
<http://www.adb.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
<http://www.ebrd.com/>

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
<http://www.iadb.org/>

The World Bank

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

U.S. TRADE & DEVELOPMENT AGENCY

<http://www.ustda.gov/>

The U.S. Trade and Development Agency (USTDA) provide 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 <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 <http://www.ustda.gov/pubs/>.

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

<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
pinquiries@usaid.gov

WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION
 U.S. DEPARTMENT OF AGRICULTURE
<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

Danielle Utter, IT Coordinator
danielle@wusata.org

Ann Buczkowski, Branded Program Manager
ann@wusata.org

COMMODITY CREDIT CORPORATION

FOREIGN AGRICULTURAL SERVICE, USDA

<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 (<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
<http://www.cobank.com>

- **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

<http://www.sba.gov/localresources/district/or/index.html>

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:

Russ Hooker
Dennis Lloyd
U.S. Small Business Administration
Portland District Office
601 SW Second Avenue, Suite 950
Portland, OR 97201-3192
Tel: (503) 326-2682
pdxhelp@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@sba.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

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

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@baml.com

Bank of the West

Global Trade Services
Rajendra Parshad, VP & Senior Trade Mgr.
180 Montgomery Street, 4th Floor
San Francisco, CA 94104
Tel: (415) 765-4831
Cell: (415) 990-5794
rparshad@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
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

Key Bank National Association

Global Trade Services
Michelle Biggs
601 108th Avenue NE, 3rd Floor
Bellevue, WA 98004
Tel: (425) 709-4342
Fax: (425) 709-4334
michelle_biggs@keybank.com

Umpqua Bank

Tony Oriti, SVP/Managing Director
International Group
2 Embarcadero, Suite 2260
San Francisco, CA 94111
Tel 415-248-8029
fax 415-986-2127
tonyoriti@umpquabank.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@u.com

U.S. Bank

International Division
Spiro Papadimos, VP
111SW Fifth Avenue
PD-OR-P4TM
Portland, OR 97204
Tel: (503) 275-4347
Fax: (503) 275-3437
spiro.papadimos@usbank.com

Wells Fargo Bank

Yafen Field
999 3rd Ave., 12th Floor
Seattle, WA 98104
Tel: (206) 292-3317
Fax: (206) 447-9851
yafen.field@wellsfargo.com

DUE DILIGENCE & CREDIT REPORTS

- <http://www.creditworthy.com/providers/>
Listing of credit reporting agencies is organized by country, industry, etc.; see sample below.
- http://www.export.gov/salesandmarketing/eg_main_018198.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.
- <http://www.nacmoregon.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
VP Sales and Service
Tel: (971) 230-1164
Fax: (971) 230-1165
klinscott@nacmoregon.org

Credit Reporting Agencies

For Foreign Companies:

Graydon America, Inc.
<http://www.graydoninternational.com/>

Coface North America
<http://www.coface-usa.com/>
(877) 626-3223

Kreller Business Information Group
<http://www.kreller.com/>

Owens Online Inc.
<http://www.owens.com/>
(800) 745-4656

For U.S. Companies:

Equifax Canada Inc
http://www.equifax.com/home/en_ca

Experian
<http://www.experian.com/smallbusiness@experian.com>

Finance, Credit, & International Business (FCIB)
<http://www.fcibglobal.com/>

National Association of Credit Management (NACM)
Kathy Linscott
VP Sales and Service
7931 NE Halsey, Suite 200
Portland, OR 97213
Tel: (971) 230-1164
Fax: (971) 230-1165
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

Atradius

Christopher Criblez, VP Sales West Region
19200 Von Karman Ave, Suite 600
Irvine, CA 92612
Tel: (949) 477-8047
Fax: (949) 477-8048
chris.criblez@atradius.com
<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
<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

Credit Insurance Source

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

Heffernan Insurance Brokers

Ernest Kangas
5100 SW Macadam Ave, Suite 440
Portland, OR 97239
Tel: (503) 419-1966
Toll Free: (800) 208-6912
Fax: (800) 215-0147
ekangas@heffins.com

Euler Hermes

Mike Lyons
1001 SW Westwood Drive
Portland, OR 97239
Tel: (503) 244-7574
michael.lyons@eulerhermes.com
<http://www.eulerhermes.com/en/>

International Risk Consultants, Inc.

Greg Knox
655 N. Central Ave. 17th Floor
Glendale, CA 91203
Tel: (818) 550-8410
Fax: (818) 286-9500
gknox@irc-group.com
www.irc-group.com

Meridian Finance Group

Claudia Pena
909 5th Avenue PH3
Seattle, WA 98164
Tel: (206) 467-5537
cpena@meridianfinance.com
<http://www.meridianfinance.com/>

NaviTrade Structured Finance LLC

Brent F. Hoots
Fox point—130 Cold Spring Road
Barrington, IL 60010
Tel: (847) 756-4092
(720) 841-6371
Fax: (303) 632-2690
bhoots@navitrade.com
<http://www.navitrade.com/>

Export-Import Bank Small Business Export Credit Insurance Policy

http://www.exim.gov/products/insurance/small_bus_multi_buyer.cfm

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) 455-4879
<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
<http://www.willamette-financial.com/>

CFS International Capital Corporation

20 Pacifica, Suite 360
Irvine, California 92618
Tel 949-336-8500
Fax 949-336-7789
<http://xportmanager.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
<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
<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
<http://www.capitalassociates.com/>

Sunset Mortgage Co.

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

VENTURE CAPITAL COMPANIES

Fluke Venture Partners

11400 SE 6th Street, Suite 230

Bellevue, WA 98004

Tel: (425) 453-4590

Fax: (425) 453-4675

<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 Venture Partners

One SW Columbia, Suite 1675

Portland, OR 97258

Tel: (503) 697-8766

Fax: (503) 697-8863

<http://www.ovp.com/>

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

Veber Partners

605 NW 11th Avenue

Portland, OR 97209

Contact: Gayle Veber

Tel: (503) 229-4400

Fax: (503) 227-5067

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

<http://www.pacifichorizon.com/>

- Invests in venture-stage technology companies in the life science industry

Marsh USA

111 SW Columbia, #500

Portland, OR 97201

Tel: (503) 248-6400

Fax: (503) 248-6595

www.marsh.com

- 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 450

Lake Oswego, OR 97035-8629

Tel: (503) 603-3069

Fax: (503) 603-3065

nduffett@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, <http://www.oen.org/> and their resource networking
- Oregon Startups, <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
<http://www.oregon.gov/ODA>

ODA Export Service Center

(Assistance and Testing)
1207 NW Naito Parkway, Suite 204
Portland, OR 97209
Tel: (503) 872-6630
Fax: (503) 872-6615
<http://www.oregon.gov/ODA/LAB>

Business Oregon

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

Business Finance, OECDD

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

Business Oregon International Trade Services

Marian Hammond, International Relations Officer
One World Trade Center
121 SW Salmon Street Suite 205
Portland, OR 97204
Tel: (503) 229-6060
Fax: (503) 222-5050
<http://econ.oregon.gov/>
<http://www.oregon4biz.com/>

Helping Oregon small and medium business and industries expand their exports of goods and services is the primary focus of OECDD'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

<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 AmberGlen Court, Suite 100
Beaverton, OR 97006
Tel: (503) 821-1300
Fax: (503) 533-5357
pmurphy@omep.org

SMALL BUSINESS DEVELOPMENT CENTERS

<http://www.bizcenter.org/>

OREGON SMALL BUSINESS DEVELOPMENT CENTERS

BLUE MOUNTAIN CC

Art Hill, Director
2411 NW Carden
PO Box 100
Pendleton, OR 97801
(541) 276-6233 Fax 276-6819
1-888-441-7232
(Toll Free Within Oregon)
Art.hill@bluecc.edu

CENTRAL OREGON CC

Beth Wickham, Director
2600 NW College Way
Bend, OR 97701
(541) 383-7290 Fax: 383-7503
bwickham@cooc.edu

CHEMEKETA CC

Marcia Bagnall, Interim Director
626 High Street NE, #210
Salem, OR 97301
(503) 399-5088 Fax 581-6017
Marcia.bagnall@chemeketa.edu

CLACKAMAS CC

Tim Shea, Director
7736 SE Harmony Rd
Milwaukie, OR 97222
(503) 594-0738 Fax 594-0726
tshea@clackamas.edu

CLATSOP CC

Rick Gardner, DIRECTOR
1455 Roosevelt
Seaside, OR 97138
(503) 738-3346 Fax 738-7843
rgardner@clatsopcc.edu

COLUMBIA GORGE CC

Mary Merrill, Director
400 E Scenic Dr., Suite 2.258
The Dalles, OR 97058
(541) 506-6121 Fax (541) 506-6122
mmerrill@cgcc.cc.or.us

EASTERN OREGON UNIVERSITY

GREG SMITH, Director
1607 Gekeler Lane
LA GRANDE, OR 97850
(541) 962-1532 Fax (541) 962-1532
gregory.smith@eou.edu

LANE

Jim Lindly, Director
1445 Willamette St. STE 1
Eugene, OR 97401
(541) 463-5255 Fax (541) 686-0096
lindlyj@lanecc.edu

LINN-BENTON CC

Alan Fudge, Director
6500 SW Pacific Blvd., RM WH-120
Albany OR 97321
(541) 917-4929 Fax 917-4831
alan.fudge@linnbenton.edu

MT. HOOD CC

Antonio Paez, Director
323 NE Roberts AVE
Gresham OR 97030
(503) 491-7658 Fax 666-1140
Antonio.paez@mhcc.edu

OREGON COAST

Guy Faust, Director
3788 SE High School Dr.
Lincoln City, OR 97367
(541) 994-4166 Fax 996-4958
Newport Office:
(541) 574-7122 Fax: 265-3820
gfaust@occc.cc.or.us

OREGON INSTITUTE OF TECHNOLOGY

Jamie Albert, Director
3201 Campus Dr. Boivin Hall #119
Klamath Falls OR 97601
(541) 885-1760 Fax 885-1761
Jamie.albert@oit.edu

PORTLAND CC

Tammy Marquez-Oldham, Interim
2025 Lloyd Center Mall
Portland, OR 97232
(503) 978-5080 Fax:288-1366
Tammy.marquez@pcc.edu

ROGUE CC

John Lopez, Director
214 SW Fourth St
Grants Pass, OR 97526
(541) 956-7494 Fax 471-3589
jlopez@rogucecc.edu

SOUTHERN OREGON UNIVERSITY

Jack Vitacco, Director
101 S. Bartlett St.
Medford, OR 97501
(541) 552-8300 Fax (541) 552-8101
vitaccoja@sou.edu

SOUTHWESTERN OREGON CC

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

TILLAMOOK BAY CC SD

Marshall Doak, DIRECTOR
1906-A Third St.
Tilamook, OR 97141
(503) 842-2236 Fax 842-9368
m.doak@edctc.com

TREASURE VALLEY CC

Andrea Testi, Director
650 College BLVD.
Ontario, OR 97914
(541) 881-8822 Ex.356 Fax 881-2743
atesti@tvcc.cc

UMPQUA CC

Terry Swagerty, Director
2555 N.E. Diamond Lake BLVD.
Roseburg, OR 97470
(541) 440-4669 Fax 440-4607
terry.swagerty@umpqua.edu

OREGON STATE SBDC NETWORK HQs.

Michael Lainoff, Director
Mark Gregory, Assoc. Director
99 W. 10th AVENUE #390
Eugene, OR 97401
(541) 463-5250 Fax 345-6006
waldl@lanec.edu

WASHINGTON SMALL BUSINESS DEVELOPMENT CENTERS

LOWER COLUMBIA COLLEGE

Susan Hoosier, Director
Don Talley BLDG, 1ST FLOOR
1600 Maple ST. RM 103A
Longview, WA 98632
(360) 442-2946 Fax(360) 442-2948
shoosier@wsu.edu

WASHINGTON STATE UNIVERSITY

Janet A. Harte, Director
12000 NE 95th St., SUITE 504
Vancouver, WA 98682
(360) 260-6372 Fax (360) 260-6369
jharte@vancouver.wsu.edu

TRAINING SEMINARS ONLY

CLARK COLLEGE

Jennifer Ward, Program Coordinator
1933 Fort Vancouver Way
Vancouver, WA 98663
(360) 992-2484 Fax (360) 992-2883
jward@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."

PORTLAND Chapter #11

601 SW Second Avenue, #950
Portland, OR 97204-3192
Tel: (503) 326-3441
Fax: (503) 326-2808
scorepdx@wa-net.com
<http://www.scorepdx.org/>

North Coast (Seaside) (503) 338-9749
jcapellen@wwestsky.net

WILLAMETTE Chapter #416

1401 Willamette St
Eugene, OR 97401
Tel: (541) 465-6600
Fax: (541) 484-4942
score@eugenechamber.com
<http://www.willamettescore.org/>

SALEM Chapter #460

445 Union Street NE, Suite 204
Salem, OR 97303
Tel: (503) 370-2896
score460@gmail.com
<http://www.salem.scorechapter.org/>

VANCOUVER Chapter #566

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

CENTRAL OR Chapter #701

1604 S. Highway 97, Suite 2
Redmond, OR 97756
Tel: (541) 923-8615
office@centraloregonscore.org
<http://www.centraloregonscore.org/>

Electronic Counseling via INTERNET E-mail can be done via <http://www.score.org/>.

TRANSLATION SERVICES

Transatlantic Translations LLC

411 Theodore Fremd Ave.
Suite 206 South
Rye, NY 10580
Tel: (888) 723-3799
<http://www.transatlantictranslations.com/>

TransPerfect

1230 Columbia Street, Suite 900
San Diego, CA 92101
Tel: (619) 696-9000
Fax: (619) 696-9005
<http://www.transperfect.com/>

Ubiquis**Simultaneous Wireless Interpretation**

2222 Martin Street, Suite 212
Irvine, CA 92612
Tel: (949) 477-4972
(800) 979-5009
Fax: (949) 553-1302
<http://www.swiservice.com/>

ViaLanguage

700 SW Taylor Street, Suite 310
Portland, OR 97205
Tel: (503) 243-2007
(800) 737-8481
Fax: (503) 243-1968
<http://vialanguage.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

INTERNATIONAL ACCOUNTING FIRMS

Deloitte & Touche, LLP

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

Isler & Co.

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

KPMG LLP

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

Moss Adams

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

Perkins & Co.

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

PricewaterhouseCoopers

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

Maginnis & Carey

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

Moss Adams

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

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

Allports Forwarding Inc.

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

Tel: (503) 242-1201

Fax: (503) 242-1712

<http://www.allports.com/>

Associated Global Systems

5964 NE 87th Ave

Portland, OR 97220

Tel: (503) 253-6592

Fax: (503) 253-9350

www.agsystems.com

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) 284-8397

<http://www.jjboyle.com/>

Geo. Bush & Co., Inc.

600 NW Naito Parkway

Portland, OR 97209

Tel: (503) 228-6501

Fax: (503) 294-0432

<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

<http://www.byrnesnet.com/>

CEVA Freight Management

Amy Dugan

8830 NE Alderwood Road

Portland, OR 97220

Tel: (503) 528-3500

Fax: (503) 528-3798

<http://www.cevalogistics.com/>

Coppersmith

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

Tel: (503) 249-1400

Fax: (503) 249-3950

<http://www.coppersmith.com/>

DHL Danzas Air & Ocean

15509 NE Airport Way

Portland, OR 97230

Tel: (503) 256-0620

Fax: (503) 256-2103

<http://www.us.danzas.com/>

Expeditors International

2508 N Marine Drive

Portland, OR 97217

Tel: (503) 254-3707

Fax: (503) 254-3758

<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

<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

www.shiptlr.com

terrib@shipTLR.com

UPS Supply Chain Solutions, Inc.

5337A NE Courier Court

Portland, OR 97218-2864

Tel: (503) 288-9550

<http://www.ups-scs.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

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)** <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
<http://www.aterwynne.com/>

Bartoloni Law Group, PC

One World Trade Center
121 SW Salmon Street, Suite 1030
Portland, OR 97204
Tel: (503) 225-0702
Fax: (503) 227-0739
<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
<http://www.dwt.com/>

Emory Law Group, PC

Umpqua Bank Plaza
1 SW Columbia Street, Suite 777
Portland, OR 97258
Tel: (503) 226-6499
Fax: (503) 247-9306
<http://www.emorylaw.com/>

Miller, Nash, LLP

111 SW 5th Avenue, Suite 3400
Portland, OR 97204
Tel: (503) 224-5858
Fax: (503) 224-0155
<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
<http://www.klgates.com/>

Perkins Coie

1120 NW Couch Street
Portland, OR 97209
Tel: (503) 727-2000
Fax: (503) 727-2222
<http://www.perkinscoie.com/>

Taylor Global Law Office

Three Centerpointe Drive, Suite 250
Lake Oswego, OR 97035
Tel: (503) 906-2207
Fax: (503) 620-4878
<http://www.taylorgloballaw.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

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 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 Silvers 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

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 Investment Promotion Agency

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 St., 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

John Tortorici
 Executive Director (Interim)
 2828 SW Corbett
 Portland, OR 97201
 503-548-4432
www.oregonbio.org

Oregon Environmental Council

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

Oregon Feed and Grain Assoc.

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

Oregon Specialty Foods Assoc.

7320 SW Hunziker Road, Suite 100
 Portland, OR 97223
 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
 Fax: (503) 827-4049

Pacific Northwest Grain & Feed Association, Inc.

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

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

Tech America

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

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

1200 SW Park Ave
 Portland, OR 97205
 Tel: (503) 306-5252
 Fax: (503) 219-2030

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

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

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

Mid-Willamette Valley Council of Governments

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

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, Suite 205A
Albany, OR 97322
Tel: (541) 924-8465
Fax: (541) 967-4651

Portland-Vancouver Regional Partners Council for Economic Development

Pamela Treece, Exec. Director
111 SW 5th Ave, Suite 1150
Portland, OR 97204
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

U.S. Department of Commerce, Economic Development Administration

David Porter

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