

Are you a new exporter unsure about international regulations, marketing issues or finance options? Or an established business looking to get your staff up to speed on sales or distribution agreements or international logistics. Do you have questions regarding intellectual property protection for your product or the tax implications of selling internationally?

*We're here to help*

We are the Export Council of Oregon (ECO) – a group of volunteer experts from the local international business community, appointed by the Secretary of Commerce, who are committed to expanding the capacity of local exporters. In this role, we have developed a curriculum of customizable on-site training modules aimed at meeting your company's unique needs at an affordable price. Our panel of industry experts and business leaders will provide you with concise, comprehensive training on topics your company selects covering multiple aspects of international business, such as the legal, financial, logistical, regulatory, and strategic concerns. Our wide range of Council expertise will be able to provide your company with functional, industry- and country-specific information tailored to your requirements.

The training can be scheduled at your site at a mutually beneficial time. Payment is per module only, meaning your company may bring as many attendees as desired without increasing the cost. This is particularly useful for smaller and start-up companies. Each customized module lasts from 60 to 90 minutes and costs only \$200.

These Export 201 training modules are offered in conjunction with individual and group training activities conducted by the Portland Export Assistance Center and other partners locally and are intended to be more in-depth and focused to company needs. ECO members also work with the Export Assistance Center to counsel firms on individual issues. For more information on ECO and Export University, please visit [www.ExportCouncilofOregon.org](http://www.ExportCouncilofOregon.org). For more information on the Portland Export Assistance Center, please visit [www.buyusa.gov/oregon](http://www.buyusa.gov/oregon).

#### *Customized Training Modules Available*

- *Evaluating Export Readiness*
- *Finding Distributors Overseas*
- *Legal Aspects of Working with Distributors Overseas*
- *Creating a Global Software Distribution Network*
- *“Going Direct”*
- *Customs/Freight Forwarding Issues*
- *International Supply Chain Issues*
- *Export Finance/Credit Insurance*
- *Protecting Intellectual Property Worldwide*
- *Establishing an Export Compliance Program*
- *Export Licensing*
- *International Tax Issues*
- *Cultural Considerations*

*For more information please contact  
Scott Goddin, ECO Executive Secretary  
Email: [Scott.Goddin@mail.doc.gov](mailto:Scott.Goddin@mail.doc.gov)  
Tel: 503-326-3001*

Training Offered in  
Cooperation with



## What is the Export Council of Oregon?

The Export Council of Oregon (“ECO”) is an official US “District Export Council.” In 1973 the US President directed the Secretary of Commerce to establish District Export Councils (“DECs”) throughout the US to increase exports. Since that time, approximately 60 DECs have been established across the US. ECO has been providing a variety of export-oriented services to businesses in Oregon and southwest Washington for several decades.

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. DECs 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.

## What Is ECO's mission?

The Export Council of Oregon promotes international trade through various educational, advocacy and other programs designed to enhance the economic vitality of the region. ECO’s activities include:

- Counseling local businesses on international business matters
- Sponsoring programs to create greater export awareness in the local community
- Encouraging international education
- Identifying export financing sources
- Identifying issues that impact export trade
- Building local export assistance partnerships
- Supporting programs and services of the US Export Assistance Center in Portland

## CONTACT US:

The Export Council of Oregon welcomes contact from businesses, government and community organizations throughout Oregon and southwest Washington on matters related to international business. Feel free to use any of the contact points listed below, or directly contact any one of ECO’s officers or other members, as listed on the Members page at our website at [exportcounciloforegon.com](http://exportcounciloforegon.com).

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

Email contact:

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

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