

Helping Rural Businesses be Part of the Global Market

Jill Foys, Director of Enterprise Development
North Central PA Regional Planning and Development Commission

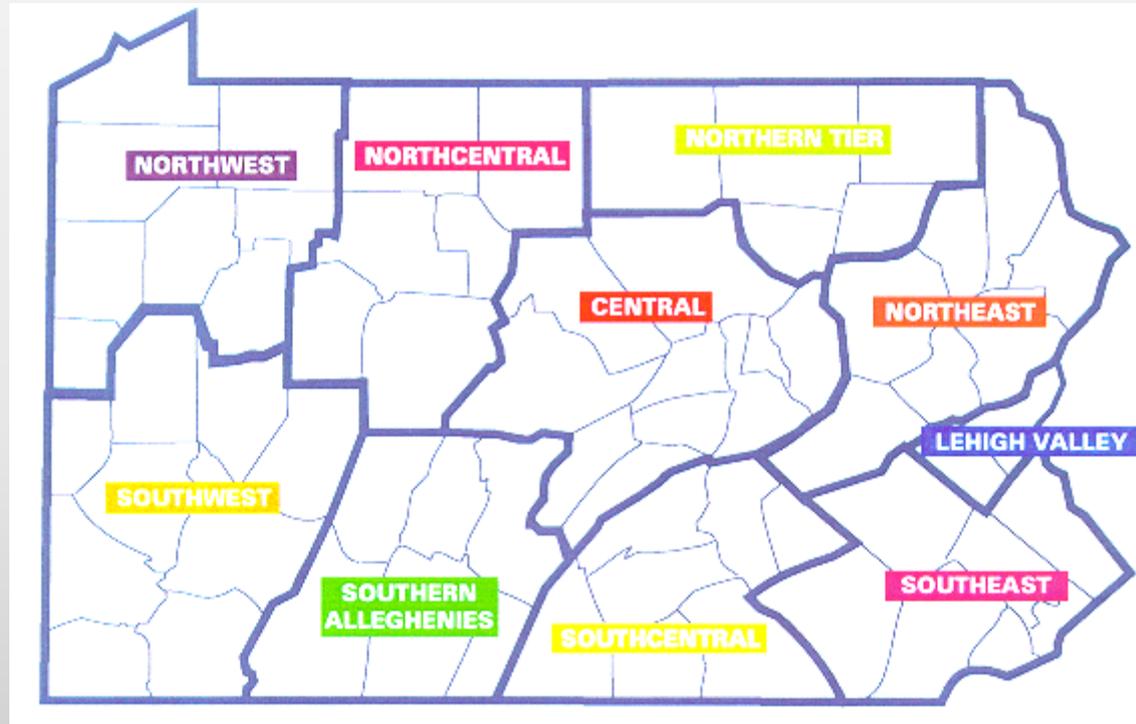
North Central Pennsylvania Regional Planning and Development Commission

Population of North Central

224,478

Land Mass

5,091 Square Miles



Pennsylvania's Center for Trade Development

Directs Pennsylvania's Export Assistance Program through the Department of Community and Economic Development by providing:

- ▶ Center for Trade Development-led Trade Missions and Exhibitions at International Trade Shows
- ▶ Access to trade promotion programs offered by CTD, federal government and private organizations
- ▶ Partnering with Regional Export Network
- ▶ Managing the Authorized Trade Representatives



Pennsylvania's Center for Trade Development

Authorized Trade Representatives

21 International Representatives

62 Countries

Local professionals with extensive knowledge of their country/region's business, social, and political environment.

Regional Export Network

Ten REN's in the state

7 Local Development Districts

2 World Trade Centers

1 Small Business Development Center



Pennsylvania's Authorized Trade Representatives

> ready > set > succeed

- 
1. **Australia**
> Sydney
Australia, New Zealand
2. **Brazil**
> São Paulo
Brazil
3. **Canada**
> Toronto
Canada
4. **Chile**
> Santiago
Chile
5. **China**
> Beijing & Shanghai
China
6. **France**
> Paris
France
7. **Germany**
> Münster
Germany, Austria, Italy, Switzerland
8. **India**
> Bangalore
India
9. **Israel**
> Jerusalem
Eastern Mediterranean:
Israel, Egypt, Greece, Jordan,
Turkey
10. **Japan**
> Tokyo
Japan
11. **Mexico**
> Mexico City
Mexico
12. **Netherlands**
> The Hague
Netherlands, Belgium
13. **Saudi Arabia**
> Riyadh
Saudi Arabia
14. **Singapore**
ASEAN: Singapore, Brunei
Darussalam, Cambodia,
Indonesia, Laos, Malaysia,
Myanmar, Philippines,
Thailand, Vietnam
15. **South Africa**
> Highveld
Southern African
Development Community
(SADC): South Africa,
Angola, Botswana,
Democratic Republic of
Congo, Lesotho, Madagascar,
Malawi, Mauritius,
Mozambique, Namibia,
Seychelles, Swaziland,
Tanzania, Zambia, Zimbabwe
16. **South Korea**
> Seoul
South Korea
17. **Taiwan**
> Taipei
Taiwan
18. **United Arab Emirates**
> Dubai
Arab Gulf: United Arab
Emirates, Bahrain, Kuwait,
Oman, Qatar, Yemen
19. **United Kingdom**
> London, England
United Kingdom, Ireland,
Denmark, Finland, Norway,
Sweden
20. **Vietnam**
> Ho Chi Minh City
Vietnam
- 21 Trade Offices
covering 62 countries

pennsylvania
INTERNATIONAL BUSINESS
DEVELOPMENT



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Pennsylvania's Center for Trade Development

Authorized Trade Representatives

Assistance for Companies located in PA

- Customized searches for Qualified Buyers and Distributors
- Review of Company Marketing Materials
- Trade Leads
- Trade Regulations and Tariffs
- Company Background Checks



Pennsylvania's Center for Trade Development

Authorized Trade Representatives

Assistance for PA Companies Traveling Internationally

- Tailored Appointment Schedules
- Logistical Support for Business trips, Trade Missions, Trade Shows
- Use of Office Facilities and meeting space
- Introductions to Government and Industry Leaders
- Market Briefings
- Assistance with in-country travel and accommodations



Pennsylvania's Center for Trade Development

Regional Export Network

- Market Research
- Market Entry Strategy
- Education Programs
- One on one counseling
- Trade Seminars
- Technical Assistance
- Documentation, Licensing, Duties and Tariffs
- Geographic and Cultural Profiles
- Access to Grants
- Access to Financing Programs
 - North Central's loan funds, EXIM Bank



North Central Loan Program

Federally Funded Loan Resources

EDA	\$ 800,000.00	\$ 8,918,600.00
ARC	\$1,557,548.00	\$10,909,245.00
SBA	\$ 575,000.00	\$ 741,414.00
USDA IRP		
I	\$ 500,000.00	\$ 2,805,729.00
II	\$ 1,500,000.00	\$ 7,461,618.00
III	\$ 1,000,000.00	\$ 2,891,100.00
IV	\$ 825,000.00	\$ 1,492,500.00
V	\$ 500,000.00	\$ 669,200.00
	<u>\$ 6,682,548.00</u>	<u>\$35,147,992.00</u>

Total NC Lending: \$80,119,373.00





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North Central Pennsylvania Regional Planning and Development
Commission, Ridgway, PA
jfoys@ncentral.com