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

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’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

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDA</td>
<td>$800,000.00</td>
<td>$8,918,600.00</td>
</tr>
<tr>
<td>ARC</td>
<td>$1,557,548.00</td>
<td>$10,909,245.00</td>
</tr>
<tr>
<td>SBA</td>
<td>$575,000.00</td>
<td>$741,414.00</td>
</tr>
<tr>
<td>USDA IRP</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I</td>
<td>$500,000.00</td>
<td>$2,805,729.00</td>
</tr>
<tr>
<td>II</td>
<td>$1,500,000.00</td>
<td>$7,461,618.00</td>
</tr>
<tr>
<td>III</td>
<td>$1,000,000.00</td>
<td>$2,891,100.00</td>
</tr>
<tr>
<td>IV</td>
<td>$825,000.00</td>
<td>$1,492,500.00</td>
</tr>
<tr>
<td>V</td>
<td>$500,000.00</td>
<td>$669,200.00</td>
</tr>
</tbody>
</table>

Total NC Lending: $80,119,373.00
Jill Foys,
Director of Enterprise Development

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