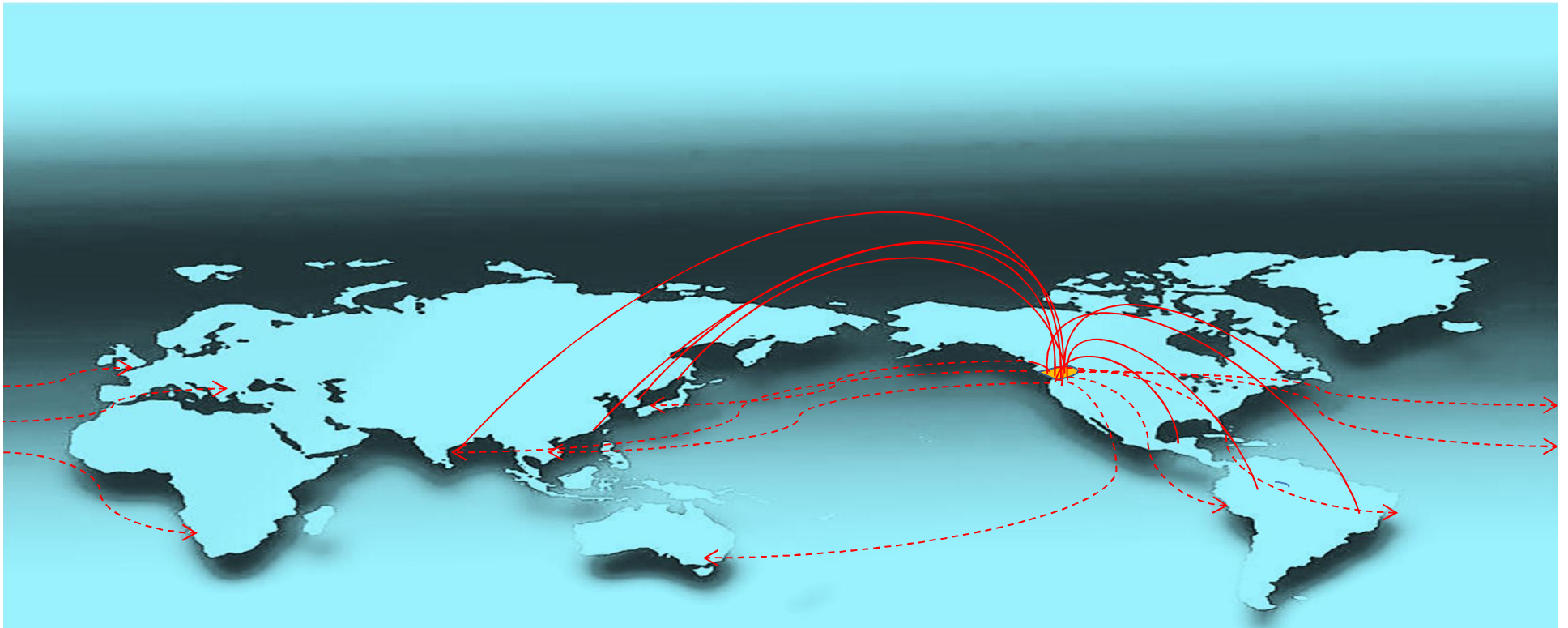




WASHINGTON STATE SBDC EXPORT READINESS CENTERS

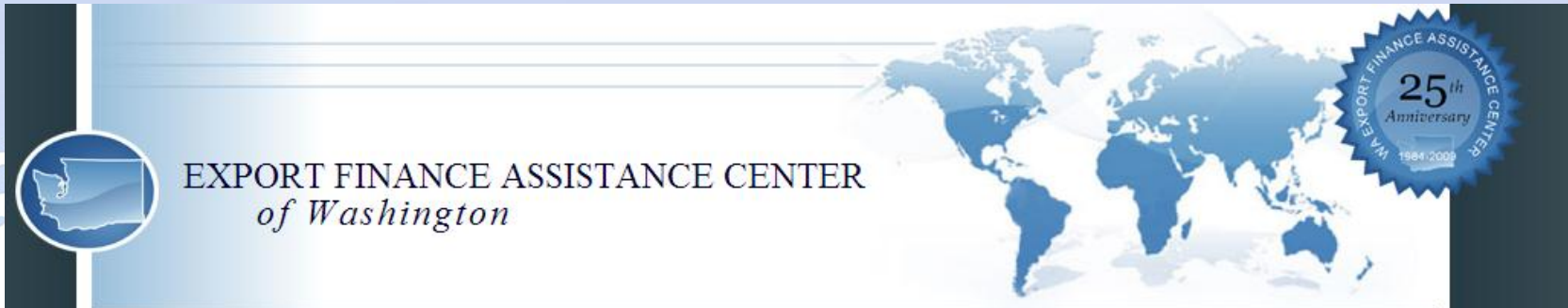
This video was funded by the Washington State Community Economic Revitalization Board (CERB) through a grant from Washington State.



*WSBDC International Trade Specialists Provide Your Business with
Export Advising Expertise, Market Research and Market Entry Planning*



Financing International Trade

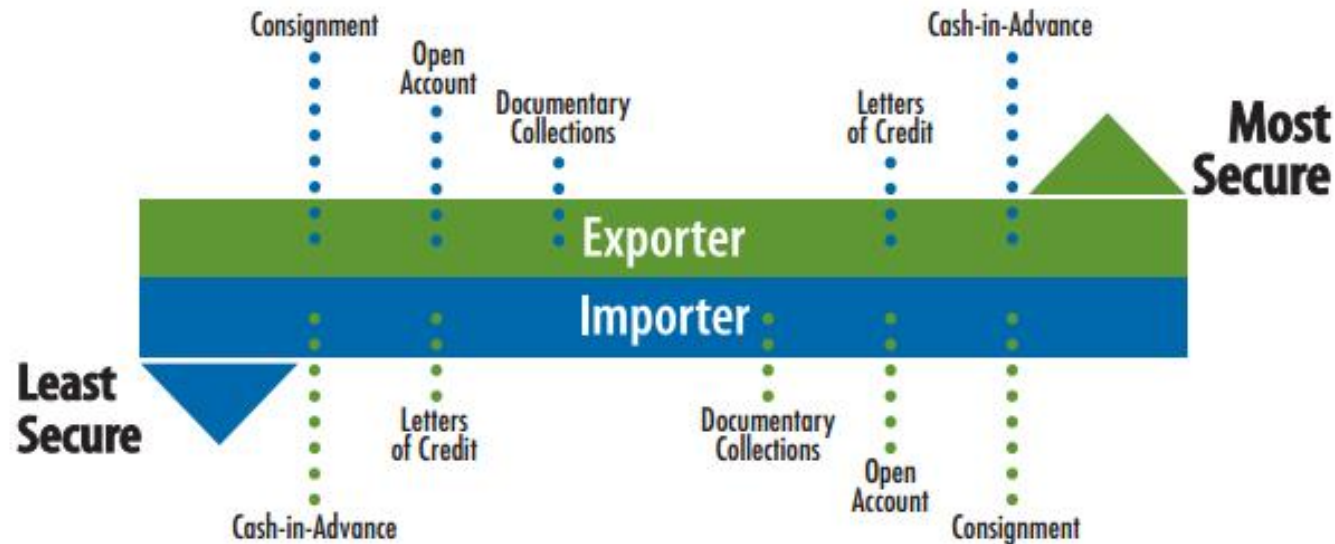


Export Finance Assistance Center
of Washington

Doug Kemper, President and CEO

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

Financing Risk Transfer



- “ Cash in Advance to Open Account
- “ What is most secure to the seller is least secure to the buyer
- “ Payment options reflect each party’s perception of transaction risk



EFACW Education/Training

The Basics of Export Finance:

- “ Getting paid – payment options and risk mitigation
- “ Financing the export sales



EFACW Services

Consulting and matchmaking:

- Formal Partnerships
 - ” Federal: Ex-Im Bank; OPIC; USTDA
 - ” State: Departments of Commerce and Agriculture
- Informal Partnerships
 - ” USEAC, SBDC, WUSADA
 - ” Credit insurance brokers & other service providers



Additional Q & A

- “ What should a business owner have completed and what information do they need before they call you?
- “ Does the Export Finance Assistance Center loan money directly?
- “ Do you cover the entire State?



On-Line Resources

- “ Trade Finance Guide: A Quick Reference for U.S. Exporters (2012) – Complete Guide – (**English Version**)http://export.gov/static/TradeFinanceGuide_All_Latest_eg_main_043219.pdf
- “
- “ Trade Finance Guide: A Quick Reference for U.S. Exporters (2012) – Complete Guide – (**Spanish Version**)http://export.gov/static/Trade%20Finance%20Guide_SPANISH_LoRes_Latest_eg_main_061423.pdf



Export Readiness Centers

Trade Specialist Contacts

[https://export.wsbdc.org/cms/
contact-and-bios](https://export.wsbdc.org/cms/contact-and-bios)

Export Web Portal

<https://export.wsbdc.org/>