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
The Basics of Export Finance:
Å Getting paid – payment options and risk mitigation
Å 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
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


Export Readiness Centers

Trade Specialist Contacts

https://export.wsbdc.org/cms/contact-and-bios

Export Web Portal

https://export.wsbdc.org/