



OREGON TRADE FINANCE GUIDE

& Other Resources for Export Assistance

2017 Edition

This document can be downloaded from:
<http://www.exportcounciloforegon.org/2017Directory.pdf>

This directory does not constitute an endorsement by the Export Council of Oregon, the U.S. Commercial Service - Portland, and the Small Business Administration nor by any agency of the U.S. Government of any listed organizations & services.

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INTRODUCTION

This Guide is published by the U.S. Commercial Service - Portland, the Export Council of Oregon and the Small Business Administration as a quick reference tool. It is a compilation of local, regional and national export resources with a focus on financing to provide export businesses in Oregon with current information.

The U.S. Commercial Service - Portland (USCS Portland) helps companies which are export-ready and interested in expanding into international markets with marketing assistance; financing information and SBA export loan applications.

- **Start-up exporter services** – see page 4
- **Licensing for exports** – see page 5
- **Export Council of Oregon** – see page 6
- **U.S. Commercial Service – Portland** – see page 7

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Export Trade Financing Issues

Export financing questions may pertain to methods of payment, payment options, risk assessment and mitigation, how to structure a transaction, how to find local contacts for export financing or how to apply for SBA export loans. Here is a summary of the main issues:

- ❖ **Payment method:** May involve documentary letters of credit, documentary collections, wire transfers, or foreign currency exchange. The International Departments of major banks (page 17) assist the exporter with these services. If your bank of account does not have an international department, it still may have a correspondent banking relationship that provides these services. Contact the USEAC office (page 7) for a Letter of Credit template and instructions. See also due diligence resources, page 18.
- ❖ **Financing the export transaction:** Requires identifying a source of working capital to fund the export transaction. The needed financing may be pre-shipment working capital financing for the production cycle (materials, inventory, labor), post-shipment financing to extend credit terms, or both. Typically, such financing is available from the commercial lending departments of a bank, often a bank's Small Business Lending Division is the best place to begin. Early stage exporters may need a government-guaranty, i.e., SBA export loan guaranty, to get financing. See SBA export loan programs, page 8. Some banks provide export financing through their international banking departments, typically for larger accounts and mainly for foreign receivable financing.
- ❖ **Extending credit to overseas buyers:** Is less risky with proper due diligence on buyers and export credit insurance. See the listing of specialized risk insurance brokers, page 19.

Buyer financing: For longer terms and/or larger transactions may be available through the Export-Import Bank of the United States (Ex-Im Bank) or, for agricultural / commodity financing, through the U.S. Department of Agriculture; see CCC information, page 15.

BEGINNING EXPORTER'S RESOURCE GUIDE

A. NEW TO EXPORT, NEW BUSINESS OR START UP COMPANY

Basic Guide to Exporting: <https://www.export.gov/article?id=Why-Companies-should-export>

DOC Export portal: <http://www.export.gov/begin/assessment.asp>

SBA Video: Take Your Business Global: <https://www.sba.gov/tools/sba-learning-center/training/take-your-business-global-introduction-exporting>

B. EARLY STAGE EXPORT BUSINESS ADVISING

For appointments, once you have begun to formulate a business plan/export strategy and want to get advice on specific issues:

For export/import business start-up help, contact/see <http://www.bizcenter.org/>.

Portland Community College (PCC) SBDC: (971) 722-5080

Publications from U.S. Customs & Border Protection website: <https://www.cbp.gov/trade>.

Oregon Small Business Development Centers - A network of 19 offices with free, confidential business counseling services to small and start-up businesses on all questions related to business plan, regulations, licensing, etc.

SCORE, *Counselors to America's Small Business* - Free assistance from successful, retired executives that will help you develop your business plan. To find the SCORE chapter nearest you, please visit: <http://www.score.org/>.

C. MORE ESTABLISHED EXPORTERS

A one-stop center for access to federal export assistance programs, including financing, USCS Portland offers market research, business counseling, regulatory assistance, and seminars. See page 7 or visit the "Our Services" page at: www.export.gov/oregon/ourservices/index.asp.

Export Legal Assistance Network (ELAN) - Free legal advice on specific issues related to exporting, available ONE TIME ONLY. Contact USCS Portland for referral: (503) 326-3001. <http://www.exportlegal.org/>.

State of Oregon, Global Connections Team assists Oregon exporters with special emphasis on key industry clusters. See page 22 or <http://www.oregon4biz.com/Global-Connections/>.

EXPORT LICENSING: Regulatory & Control Agencies

Export businesses do not need a separate “export” license aside from the local business license required for all businesses. While most products can be shipped abroad without special approval by the U.S. government, there are exceptions. These exceptions include prohibited countries, prohibited entities, both businesses and individuals, and restricted products or goods that require an export license. Usually, the special licensing is for so-called dual-use products which have a military application; they require an application for a ‘validated’ export license. Included here is also the access point for temporary, duty free exports, the ATA Carnet.

1. **Prohibited Countries**

The Country Limitation Schedule (CLS) compiled by Ex-Im Bank identifies legally prohibited countries for U.S. exporters with the footnote #7; see <https://www.exim.gov/tools-for-exporters/country-limitation-schedule>.

2. **Prohibited Entities**

The International Money Laundering Abatement and Anti-Terrorism Act makes it illegal for U.S. businesses to trade with prohibited companies and individuals. A list of these special designated nationals (SDN) is compiled by the Office of Foreign Assets Control, U.S. Treasury Department. For the list which is continuously updated, posted online and searchable, see <http://www.ustreas.gov/offices/enforcement/ofac/> and/or <https://www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx>.

3. **Export Licensing for Controlled Products**

For the classification of products, regulations for controlled products and countries, information on licensing and applications for a validated license of controlled products are handled by the Bureau of Industry and Security, U.S. Department of Commerce. For general information, see <http://www.bis.doc.gov/>.

Contact: For application information:
Western Regional Office, Bureau of Industry and Security, Irvine, CA
Tel: (949) 660-0144

4. **Licensing for Military Products and Weapons**

For military products, weapons, munitions and some gun components, the U.S. State Department has jurisdiction. For product classification and licensing information, including the paperless arms export license application, contact <http://www.pmddtc.state.gov/> or the office in Washington, DC:

Contact: U.S. Department of State, Directorate of Defense Trade Controls (DDTC)
2401 E Streets, NW, Washington, DC 20520
Tel: (202) 663-1282

5. **Temporary Export of Products (Duty Free), ATA Carnet**

The Carnet allows for temporary duty free customs clearance of commercial samples, professional equipment and items for exhibitions and fairs into more than 75 countries. Carnets eliminate the payment of VAT and duties and act as a U.S. Customs registration. Carnets can be used for unlimited trips for a period of up to one year. Carnets are available online; applications have a 24-hour turnaround. See <http://www.uscib.org/> and click on ATA Carnet & Trade Services.

Contact: U.S. Council for International Business (USCIB)
Tel: (202) 371-1316

EXPORT COUNCIL OF OREGON

<http://exportcounciloforegon.org/>

The Export Council of Oregon (ECO) is an official U.S. "District Export Council" (DEC) member, and has been providing a variety of export-oriented services to businesses in Oregon and Southwest Washington.

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. DEC's play a major role in the planning and coordination of export expansion activities of the U.S. Department of Commerce and serve as a communication link between the business community and the Department. ECO works very closely with the U.S. Department of Commerce [U.S. Commercial Service](#) located in Portland.

Each DEC has approximately 30 members, at least half of whom are exporters. Members also include export trading or management company representatives; bankers; international lawyers and accountants; freight forwarders; and others whose profession supports the U.S. government's export promotion mission.

Export University

As part of its efforts to educate private businesses on aspects of exporting and other international business, the Export Council of Oregon sponsors seminars for private companies and governmental and nongovernmental organizations in Oregon and in southwest Washington: Export 101 and Export 201.

Contact: Export Council of Oregon

One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204
Tel: (503) 326-3001

E-mail contact:

Scott Goddin
Executive Secretary
scott.goddin@trade.gov

Barry Horowitz
Chair
barryh@cms-cs.com

U.S. COMMERCIAL SERVICE - PORTLAND

<http://www.export.gov/oregon>

The U.S. Commercial Service - Portland helps companies in Oregon and SW Washington who want to increase their export sales and expand into the global marketplace. USCS Portland is a quick access point for all federal export assistance programs and offers business counseling in the following areas: information on markets abroad, international contacts, product promotion and export financing and SBA export loan guarantees.

The office is staffed by international trade specialists of the U.S. Department of Commerce and a finance specialist from the U.S. Small Business Administration who coordinate and leverage federal and state resources in export development assistance.

U.S. Department of Commerce, Commercial Service

- Research and counseling on identifying appropriate international markets
- Identifying potential international agents and distributors
- Participating in international trade exhibitions
- Qualifying international business partners
- Developing international documentation
- E-Commerce Services

U.S. Small Business Administration

- Information on export financing methods, strategies and programs
- SBA loan application information to finance export sales of small business exporters
- Loan packaging services for SBA's Export Working Capital Program applications
- Information on export credit insurance programs

Contact: U.S. Commercial Service - Portland

One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204
Tel: (503) 326-3001

Scott Goddin

Director
Commercial Service
Tel: (503) 326-5156
Scott.Goddin@trade.gov

Allan Christian

Senior International Trade Specialist
U.S. Commercial Service
Tel: (503) 326-5450
Allan.Christian@trade.gov

Kellie Holloway

Senior International Trade Specialist
Commercial Service
Tel: (503) 326-3002
Kellie.Holloway@trade.gov

Jim Newton

Regional Export Finance Manager
U.S. Small Business Administration
Tel: (503) 326-5498
James.Newton@sba.gov

SBA EXPORT FINANCE PROGRAMS

<http://www.sba.gov/international.html>

SBA offers several loan programs specifically for exporters. Participating banks can receive up to a 90% guaranty on export loans to small businesses. The loans have varying loan size limits with \$5 million being the maximum. Interest rates are market-based, (not subsidized) and negotiated between the bank and borrower. SBA fees vary by loan terms/amounts. A personal guaranty is required of owners with a 20% of greater interest and other conditions may apply.

ELIGIBILITY

- Meet SBA's size standards for small businesses
- Have been in business for at least 12 months
- For all types of businesses, incl. service exporters

Depending on the type of export financing (i.e., export transaction financing, export market development and start-up or long-term financing for construction and equipment), there are three SBA loan programs available.

A. Export Working Capital Program (EWCP)

For single orders or multiple sales the Export Working Capital Program (EWCP) provides export working capital for pre-shipment or post-shipment financing or both for terms of 12 months or less. The loan limit is \$5 million. It can also be used for a Stand-by Letter of Credit in bid bonds and performance guarantees. SBA's guarantee fee is 0.25% for 1 year maturities; the loan guarantee to banks is 90%.

Eligible Uses:

- Pre-shipment: for the manufacture or purchase of goods or services for export.
- Post-shipment: to finance accounts receivable resulting from export sales (180 days maximum).
- Combination: to finance both the acquisition or production of export goods and services and the resulting accounts receivable.

B. Export Express

For a variety of export financing needs, i.e., marketing, trade shows, transactions, equipment, expansion, etc., Export Express loans are available through designated SBA Express Lenders. Maximum loan size is \$500,000. The SBA guaranty for lenders is 90% up to \$375,000 and 75% for loans above \$350,000.

C. International Trade Loan – ITL

This program offers long-term financing to develop and expand export businesses. It can be used to purchase fixed assets (i.e., construction, buildings, equipment, etc). Companies adversely affected by import competition are also eligible. Maximum loan size is \$5 million and the lender guaranty is 90%.

EXPORT-IMPORT BANK OF THE UNITED STATES

<http://www.exim.gov/>

The Export-Import Bank of the United States (Ex-Im Bank) is the primary U.S. agency charged with providing financing support for American exports through credit risk protection and / or loan guarantee programs.

Ex-Im Bank Programs

- Working Capital Guarantee Program, similar to SBA's EWCP program, except for certain features (no cap on loan size; no limit on business size; 50%+ domestic content requirement on export goods; no defense-related exports).
<https://www.exim.gov/what-we-do/working-capital>
- Loan guarantees to foreign buyers of U.S. goods and services
https://www.exim.gov/sites/default/files/managed-documents/fly-lgp-01_loan_guarantee.pdf
- Export Credit Insurance (see page 19)
Ex-Im has a special program for small exporters
<https://www.exim.gov/what-we-do/export-credit-insurance>

Ex-Im Bank's toll-free hotline, **1-800-565-EXIM**, provides information on seminars and the programs available to finance the sale of U.S. goods and services abroad.

Contact: **Ex-Im Bank field representative for Oregon**
Irvine Office, Ex-Im Bank
Greg Moore, Business Development Officer
2302 Martin Court, Suite 315
Irvine, CA 92612
Tel: (949) 224-4245

Ex-Im City / State Partner for Oregon
Alexa Byers, Global Trade Specialist
Business Oregon
One World Trade Center, Suite 205
Portland, OR 97204
Tel: (503) 229-6056

OVERSEAS PRIVATE INVESTMENT CORPORATION

<http://www.opic.gov/>

The Overseas Private Investment Corporation (OPIC) provides loan guarantees or insurance on foreign investments and a variety of investor services for U.S. companies in some 140 developing nations and emerging economies around the world.

Finance - To foster investment, OPIC offers medium- and long-term project financing. Direct loans are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored by U.S. investors, starting at \$2 million per project. OPIC also sponsors several funds offering equity capital for investment projects in targeted countries.

Insurance - To mitigate the risks of investing overseas, OPIC insures U.S. investments against political unrest, inconvertibility of currency, and expropriation.

Investor Services - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

Contact: Small Business Center

<https://www.opic.gov/doing-business-us/small-business-center/small-business-guide>

OPIC InfoLine

Tel: (202) 336-8799

<https://www.opic.gov/doing-business-us/contact-us>
info@opic.gov

MULTILATERAL DEVELOPMENT BANKS (MDBs)

<https://www.export.gov/article?id=Multilateral-Development-Banks>

The U.S. Department of Commerce assists U.S. firms with information on MDB-funded project opportunities, ensuring that project information is available on a timely basis. Liaison officers located in each of these institutions identify projects at the earliest stage possible and serve as advocates for U.S. bidders. The MDBs assist primarily developing countries in financing social and economic infrastructure and privatization projects.

Registry in the DACON system (<http://tenders.dgmarket.com/dacon>) is required for U.S. exporters to be eligible to bid on MDB projects.

Subscription fees for individual bank publications and on-line information services may apply. For subscriptions to MDB publications contact each bank directly.

African Development Bank

Private Sector Department
B.P. 1387, Abidjan 01,
Cote d'Ivoire
Tel: (225) 20 20 40 57
Email: private-sector@afdb.org
<http://www.afdb.org/>

Asian Development Bank

6 ADB Avenue
Mandaluyong City 1550, Metro Manila
Philippines
Tel: (+632) 632 4444
<http://www.adb.org/>

European Bank for Reconstruction and Development

One Exchange Square
London EC2A 2JN
United Kingdom
Tel: (+44) 20 7338 6000
<http://www.ebrd.com/>

Inter-American Development Bank

1300 New York Avenue, NW
Washington, DC 20577
United States of America
Tel: (202) 623-1000
<http://www.iadb.org/>

The World Bank

1818 H Street, NW
Washington, DC 20433
United States of America
Tel: (202) 473-1000
<http://www.worldbank.org/>

U.S. TRADE & DEVELOPMENT AGENCY

<http://www.ustda.gov/>

The U.S. Trade and Development Agency (USTDA) provides grants to foreign countries for feasibility studies and other planning services for major projects in those countries. U.S. companies or consortia must perform USTDA-funded studies. The host country plays an active role in developing the scope of work for the study, selecting (on a competitive basis) the U.S. firm to complete it, and then monitoring the progress of the study. By participating in a USTDA-funded study, a U.S. company is usually able to establish a presence in the country and initiate what could well develop into a long-term relationship with the host country officials and project managers leading to additional business opportunities.

USTDA operates in developing and middle-income countries. The types of projects USTDA funds include energy and natural resource development, transportation, telecommunications, and the environment. USTDA reviews project proposals to determine whether they meet project criteria (e.g., an economic development priority for the country, creating U.S. export potential, and falling within funding availability).

Feasibility Studies

USTDA funds studies to determine the technical, economic and financial feasibility of major development projects. Feasibility studies provide detailed data that support decisions on whether and how to proceed with project implementation. Host countries using competitive procedures select feasibility study contractors.

Requests for proposals are listed in *Federal Business Opportunities (FedBizOpps)* *.

*For information on *FedBizOpps*, please go to <https://www.fbo.gov/>.

USTDA News and Information

USTDA publishes a newsletter called the *USTDA News and Alerts*, which provides U.S. suppliers and manufacturers with up-to-date information on USTDA-supported projects. Small businesses may identify subcontracting opportunities through the publication. To sign up for a bi-weekly e-mail update, see <https://www.ustda.gov/news/ustda-news-and-alerts>.

U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT

<http://www.usaid.gov/>

The U.S. Agency for International Development (USAID) implements U.S. foreign economic assistance programs in nearly 100 countries throughout the developing world by providing loans and grants to eligible countries to support technical assistance projects and economic development programs which often require the procurement of services and/or commodities from U.S. suppliers.

USAID Trade and Investment Engagement supports increasing U.S. companies' access to African markets, but also Africa's access to the U.S. and global economies: <https://www.usaid.gov/trade-and-investment-engagement>.

Contact: USAID
U.S. Agency for International Development
Ronald Reagan Building
Washington, DC 20523-1000
Tel: (202) 712-4810 (main)
Tel: (202) 712-1200 (Management Bureau)
<https://www.usaid.gov/partnerships>
pinquiries@usaid.gov

WESTERN U.S. AGRICULTURAL TRADE ASSOCIATION
 U.S. DEPARTMENT OF AGRICULTURE
<http://www.wusata.org/>

**Also see information on Oregon Department of Agriculture and
 Commodity Credit Corporation, USDA (page 15)**

The Western United States Agricultural Trade Association (WUSATA) is funded by the Foreign Agricultural Service (FAS), as part of USDA, and helps agri-businesses to develop and expand their export sales. WUSATA is one of four non-profit regional trade groups and serves 13 Western States (Alaska, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, **Oregon**, Utah, Washington and Wyoming).

Programs

- **Company Matching Funds**

Also called 'branded program', it reimburses qualified companies for 50% of the costs of promoting branded products in the foreign market(s) of their choice. Companies must be pre-qualified and may claim reimbursements for half of eligible promotional expenses, i.e., trade shows, travel to international shows, in-store demonstrations, point-of-sale materials, print and broadcast advertising, etc. Pre-qualification worksheets are available on the WUSATA web site.

- **Industry Programs**

Two or more companies can participate in industry-wide projects managed jointly by WUSATA staff and marketing specialists from a member States' Department of Agriculture. Funded activities include trade missions, trade shows, in-store promotions, market research, trade seminars, etc. Application for funds is through member States' agricultural departments. Individual companies can apply to WUSATA or the Oregon Department of Agriculture, International Division.

- **Export Readiness Seminars**

For new-to-market or new-to-export firms; free advice from technical specialists.

Contact:

WUSATA

4601 NE 77th Avenue, Suite 240
 Vancouver, WA 98662
 Tel: (360) 693-3373

Andy Anderson, Executive Director
andy@wusata.org

Janet Kenefsky, Deputy Director and International Marketing Director
janet@wusata.org

Tricia Stein, FundMatch Manager
tricia@wusata.org

COMMODITY CREDIT CORPORATION

FOREIGN AGRICULTURAL SERVICE, USDA

<http://www.fas.usda.gov/excredits/ecgp.asp>

Export credit guarantees for purchases of U.S. agricultural commodities are offered through a variety of programs available through the Commodity Credit Corporation (CCC). Coverage is typically 98% of the port value of the export item. Two major programs provide coverage for short term and medium term credits (<http://www.fas.usda.gov/info/factsheets/gsm102-03.asp>).

- (a) GSM 102 – for a period of 6 months to 3 years
- (b) GSM 103 – for more than 3 years

Under both programs, CCC underwrites credit extended by the private U.S. banking sector for food and agricultural products sold to foreign buyers using dollar-denominated irrevocable letters of credit. The letters of credit must be opened by a CCC-approved foreign bank. Any product must be 100% U.S. origin; manufactured inputs, i.e., pesticides, fertilizers, machinery, etc., are not covered.

Steps for Reviewing CCC Export Credit Guarantee Program Eligibility:

1. Identify current CCC coverage for export product and target country.
2. Identify banks in importing country that are CCC approved.
3. Identify participating U.S. bank.
4. Request letter of credit for transaction from eligible foreign bank.
5. Apply for CCC approval.

- **The National Bank of Cooperatives**

Very active in financing agricultural exports using USDA programs

Contact: CoBank
 Karen Lowe
 Division Manager, Agricultural Export Finance Division
 PO Box 5110
 Denver, CO 80217
 Tel: (303) 740-6517
klowe@cobank.com
<http://www.cobank.com>

U.S. SMALL BUSINESS ADMINISTRATION, Portland District Office

<http://www.sba.gov/about-offices-content/2/3140>

The U.S. Small Business Administration offers loan guarantees for all types of business loans. The loans may be used for start-up or expansion capital, working capital and fixed asset financing. **Applications are made directly to lenders; for a list see the Portland District Office web site link or call the contact shown.**

Other non-export program assistance, i.e., Minority Enterprise Development, Women Entrepreneur or Veterans Enterprises, or information on government contracting is also available through the Portland SBA Office.

Contact for

Business Loan Information:

Larry Trujillo
Lead Lender Relations Specialist
U.S. Small Business Administration
Portland District Office
620 SW Main Street, Suite 313
Portland, OR 97205
Tel: (503) 326-5205
larry.trujillo@sba.gov

Special loans for exporters (see page 9).

Contact for

Export Financing:

Jim Newton
Regional Export Finance Manager
U.S. Small Business Administration
U.S. Export Assistance Center, Portland
Tel: (503) 326-5498
james.newton@sba.gov

Business Resource Center

The Portland Business Resource Center offers businesses access to information in a large variety of books, periodicals, and videos. Computer software programs for business planning, projections, and loan applications are available.

The Business Resource Center is located in the SBA District Office; its services are free.

Contact:

SCORE, Counselors to America's Small Business
620 SW Main Street, Suite 314
Portland, OR 97205
Tel: (503) 326-5211
scorepdx@scorevolunteer.org

INTERNATIONAL BANKING SERVICES

For international banking services, i.e., opening / negotiating export or import documentary letters of credit, documentary collections, wire transfers and foreign exchange, contact the international divisions of major banks. An early call is advised, before negotiating a method of payment, to ask about pricing for services, correspondent banking relationships and each bank's services.

Bank of America

Vincent Correia
Oregon Financial Center, 7th Floor
121 SW Morrison, Suite 700
Portland, OR 97204-3117
Tel: (503) 973-6698
vincent.a.correia@baml.com

Bank of the West

Global Trade Services
Rajendra Parshad, VP & Senior Trade Mgr.
180 Montgomery Street, 4th Floor
San Francisco, CA 94104
Tel: (415) 765-4831
Cell: (415) 990-5794
rparshad@bankofthewest.com

Banner Bank

Debbie Gelbach
1000 Second Avenue, Suite 1580
Seattle, WA 98104
Tel: (206) 269-8381
dgelbach@bannerbank.com

Columbia Bank

International Banking
Kathy Peterman, SVP & Manager
1102 Broadway Plaza, MS6400
PO Box 2156
Tacoma, WA 98401-2156
Tel: (253) 305-0816
kpeterman@columbiabank.com

JPMorgan Chase & Co.

Michael Hurley
Executive Director
888 Southwest 5th Avenue
Ste #415, Floor 4
Portland, OR 97204-2012
Tel: (503) 382-1616
michael.w.hurley@chase.com

Umpqua Bank

Tony Oriti, SVP/Managing Director
International Banking Group
50 California Street, Suite 800
San Francisco, CA 94111
Tel: (415) 248-8029
tonyoriti@umpquabank.com

U.S. Bank

Scott Smithhisler
Global Trade and Payment
111 SW Fifth Avenue
PD-OR-P4TM
Portland, OR 97204
Tel: (503) 275-4347
scott.smithhisler@usbank.com

Wells Fargo Bank

Yafen Field
999 3rd Avenue, 12th Floor
Seattle, WA 98104
Tel: (206) 292-3317
yafen.field@wellsfargo.com

DUE DILIGENCE & CREDIT REPORTS

- <http://www.creditworthy.com/>
Listing of credit reporting agencies is organized by country, industry, etc.; see sample below.
- http://www.export.gov/salesandmarketing/eg_main_018198.asp
International Company Profile, a Commercial Service program that provides information on the financial strength of a company, available in over 80 countries. Call a trade specialist at the USEAC to order.
- <http://www.nacmnorthwest.org/>
NACM Northwest has been providing business credit services since 1896. Services include business credit reports from Experian and Equifax; consumer reports for accessing reports on the principal of a company; Equifax Canadian Reports and International Reports from various vendors. Credit Report discounts are offered to members of NACM Northwest.

Contact: Kathy Linscott
VP Sales and Service
Tel: (971) 230-1164
klinscott@nacmnorthwest.org

Credit Reporting Agencies

For Foreign Companies:

Graydon America, Inc.
<http://www.graydoninternational.com/>

Coface North America
<http://www.coface-usa.com/>
(877) 626-3223
cofaceusa@coface.com

Kreller Group
<http://www.kreller.com/>

Owens OnLine, Inc.
<http://www.owens.com/>
(800) 745-4656

For U.S. Companies:

Equifax Canada Inc
http://www.equifax.com/home/en_ca

Experian
<http://www.experian.com/>

Finance, Credit, & International Business (FCIB)
<http://www.fcibglobal.com/>

National Association of Credit Management (NACM)
Kathy Linscott
VP Sales and Service
7931 NE Halsey Street, Suite 200
Portland, OR 97213
Tel: (971) 230-1164
klinscott@nacmnorthwest.org

EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage protects against default due to war or adverse sovereign actions. Export credit insurance may give exporters a competitive advantage and lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing. Private sector and government policies are offered through brokers.

Brokers and Insurers Active in the Pacific Northwest & Montana

ARI Global, Inc.

Keith McCardell
10 Coventry Court
San Francisco, CA 94127
Tel: (415) 505-0150
keith@ariglobal.com
www.ariglobal.com/

Atradius

Christopher Criblez, VP, Sales - West Coast
300 Spectrum Center Drive, Suite 980
Irvine, CA 92618
Tel: (949) 336-6520
chris.criblez@atradius.com
<http://www.atradius.us/>

Brett Tarnet Insurance Services

Brett Tarnet
414 Pacific Circle
Newbury Park, CA 91320
Tel: (805) 375-2373
brett@btarnet.com
tarnetinsurance.com

Heffernan Insurance Brokers

Ernest Kangas
5100 SW Macadam Ave, Suite 440
Portland, OR 97239
Tel: (503) 226-1320
ekangas@heffins.com
<https://www.heffins.com/>

Euler Hermes North America

Elizabeth Bell
1001 SW Westwood Drive
Portland, OR 97239
Tel: (503) 244-7574
elizabeth.bell@eulerhermes.com
<http://www.eulerhermes.com/en/>

Meridian Finance Group

Mabel Luen
1247 7th Street, Suite 200
Santa Monica, CA 90401
Tel: (310) 260-2130
mabel@meridianfinance.com
<http://www.meridianfinance.com/>

NaviTrade Structured Finance LLC

Brent F. Hoots
Fox Point - 130 Cold Spring Road
Barrington, IL 60010
Tel: (847) 756-4092
bhoots@navitrade.com
<http://www.navitrade.com/>

Export-Import Bank Small Business Export Credit Insurance Policy

<http://grow.exim.gov/eci-ebook?hsCtaTracking=35328c5f-4f45-4562-97ba-d4f5146c5728%7C90ad9671-92ff-463f-82fe-cbc3bcfe3ec6>

<https://www.exim.gov/what-we-do/export-credit-insurance>

NON-BANK LENDERS

Transaction financing from non-bank lenders may assist companies that are not able to qualify for bank financing or government-guaranteed loans.

Craft 3

54 SW Yamhill Street
Portland, OR 97204
Tel: (888) 231-2170
<https://www.craft3.org/>

Willamette Financial

Courtney DeWhitt
14845 SW Murray Scholls Drive
Suite 110-510
Beaverton, OR 97007
Tel: (503) 639-6171
courtney@wffsp.com
<http://www.willamette-financial.com/>

King Trade Capital

Edward King
5944 Luther Lane, Suite 300
Dallas, TX 75225
Tel: (214) 368-5100
eking@kingtradecapital.com
<http://www.kingtradecapital.com/>

ExWorks Capital

Brian Rush
333 West Wacker Drive, 16th Floor
Chicago, IL 60606
Tel: (312) 443-8500
<http://www.exworkscapital.com/>

VENTURE CAPITAL COMPANIES

Fluke Venture Partners II, LP

Kevin Gabelein
 Managing Director
 520 Kirkland Way, Suite 300
 Kirkland, WA 98033
 Tel: (425) 896-4322
gabelein@flukeventures.com
<http://www.flukeventures.com/>

- Venture capital firm
- Invests in early and later stage companies located in the Pacific Northwest
- Primary preferences include information technology, healthcare, specialty retail and companies providing innovative business and consumer services

Veber Partners, LLC

Gayle Veber
 605 NW 11th Avenue
 Portland, OR 97209
 Tel: (503) 345-5843
gveber@veber.com
<http://www.veber.com/>

- Private Investment Banking for Northwest Companies
- Financial Advisory Services
- Raising capital, company sales, strategic partnering, ownership transitions, financial restructuring, strategic decision-making for mid-market companies

Pacific Horizon Ventures

500 Union Street, Suite 835
 Seattle, WA 98104
 Tel: (206) 682-1181
phv@pacifichorizon.com
<http://www.pacifichorizon.com/>

- Invests in venture-stage technology companies in the life science industry

D.A. Davidson Companies

Brad Gevurtz
 Managing Director, International Banking
 2 Centerpointe Dr, Suite 450
 Lake Oswego, OR 97035-8629
 Tel: (503) 603-3060
bgevurtz@dadco.com
<http://www.dadco.com/>

- Regional investment bank raising capital and selling businesses for corporate clients in the Pacific Northwest and Rocky Mountain States
- Provides custom corporate financial solutions
- Registered broker/dealer with the Security and Exchange Commission, Member of the National Association of Securities Dealers and the Securities Investor Protection Corporation

See also:

- Oregon Entrepreneurs Network (<http://www.oen.org/>) and their resource network
- Oregon Startups (<http://www.oregonstartups.com/>) and their list of Local VC firms

STATE OF OREGON

Oregon Department of Agriculture (ODA)

Agricultural Development & Marketing
1207 NW Naito Parkway, Suite 104
Portland, OR 97209
Tel: (503) 872-6600
agmarket@oda.state.or.us
<http://www.oregon.gov/ODA>

Business Oregon

775 Summer Street NE, Suite 200
Salem, OR 97301
Tel: (503) 986-0123
<http://www.oregon4biz.com>

ODA Export Service Center

(Assistance and Testing)
1207 NW Naito Parkway, Suite 204
Portland, OR 97209
Tel: (503) 872-6633
<http://www.oregon.gov/ODA/programs/ISCP/Pages/LaboratoryServices.aspx>

Finance Programs

775 Summer Street NE
Salem, OR 97301
Tel: (503) 383-8612
<http://www.oregon4biz.com/How-We-Can-Help/Finance-Programs/>

Business Oregon Global Strategies Section

Amanda Welker, Global Strategies Manager
One World Trade Center
121 SW Salmon Street, Suite 205
Portland, OR 97204
Tel: (503) 229-6063
<http://www.oregon4biz.com/Global-Connections/>

Helping Oregon small and medium business and industries expand their exports of goods and services is the primary focus of the State of Oregon's International Trade Services. Overseas trade representatives help key industry clusters and individual companies develop and foster important business and government contacts. International Trade Officers are specialists in global marketing with private sector experience and assist Oregon companies to develop and expand their export markets. They help Oregon companies with:

- Preliminary market assessments
- Qualified agents and distributors searches
- Direct sales opportunities and project bidding opportunities
- Company background investigations
- Industry specific analysis
- One-on-one business meetings and matchmaking events
- Overseas trade leads
- International trade shows
- Trade missions
- Product seminars
- Consultation on government policy and regulation
- Strategic use of limited grant funds for official trade missions and trade shows overseas

OREGON MANUFACTURING EXTENSION PARTNERSHIP

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

The Oregon Manufacturing Extension Partnership (OMEP) offers on-site consulting to manufacturing companies regarding manufacturing procedures, new technologies, quality control, energy and resource efficiency and best practices.

Experienced consultants with specific industry knowledge work directly with the company staff to deliver services in concert with other state and local partners to help businesses compete in the global economy.

Specialty Areas for Assistance:

- Value Stream Mapping
- Visual Workplace
- Set up Reduction
- Cellular Manufacturing
- Pull System
- Total Preventive Maintenance
- Activity based costing (ABC)
- E-Commerce
- Facility Planning

Contact: Oregon Manufacturing Extension Partnership
7650 SW Beveland Street, Suite 170
Portland, OR 97223
Tel: (503) 406-3770

SMALL BUSINESS DEVELOPMENT CENTERS

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

OREGON SMALL BUSINESS DEVELOPMENT CENTERS

BLUE MOUNTAIN CC

Carol Frink, Director
2411 NW Carden Avenue
PO Box 100
Pendleton, OR 97801
(541) 276-6233
carol.frink@bluecc.edu

CENTRAL OREGON CC

Steve Curley, Director
1027 NW Trenton Avenue
Bend, OR 97701
(541) 383-7290
scurley@coecc.edu

CHEMEKETA CC

Celia Nunez, Director
626 High Street NE, #210
Salem, OR 97301
(503) 399-5088
celia.nunez@chemeketa.edu

CLACKAMAS CC

Rob Campbell, Director
7736 SE Harmony Road, #275
Milwaukie, OR 97222
(503) 594-0738
rcampbell@clackamas.edu

CLATSOP CC

Kevin Leahy, Director
1455 Roosevelt Drive
Seaside, OR 97138
(503) 338-2402
k Leahy@clatsopcc.edu

COLUMBIA GORGE CC

Rick Leibowitz, Regional Director
400 E Scenic Drive, Suite 2.108
The Dalles, OR 97058
(541) 506-6121
rleibowitz@cgcc.edu

EASTERN OREGON UNIVERSITY

Greg Smith, Director
1607 Gekeler Lane, Room 148
La Grande, OR 97850
(541) 962-1532
gregory.smith@eou.edu

LANE CC

101 W. 10th Avenue, Suite 304
Eugene, OR 97401
(541) 463-6200
LaneSBDC@lanecc.edu

LINN-BENTON CC

Barbara Bessey, Director
6500 SW Pacific Blvd., Room LM-126
Albany OR 97321
(541) 917-4929
barbara.bessey@linnbenton.edu

MT. HOOD CC

Kedma Ough, Director
484 SE 187th Avenue
Portland OR 97233
(503) 491-7658
kedma.ough@mhcc.edu

OREGON COAST CC

Dave Price, Director
3788 SE High School Drive
Lincoln City, OR 97367
(541) 994-4166
dave.price@oregoncoastcc.org

KLAMATH CC

Kathryn Rutledge, Director
803 Main Street, Suite 204
Klamath Falls, OR 97603
(541) 205-5404

PORTLAND CC

Tammy Marquez-Oldham
1626 SE Water Avenue
Portland, OR 97214
(971) 722-5080
tammy.marquez@pcc.edu

ROGUE CC

Ron Goss, Director
214 SW Fourth Street
Grants Pass, OR 97526
(541) 956-7494
rgoss@roguecc.edu

SOUTHERN OREGON UNIVERSITY

Marshall Doak, Director
101 S. Bartlett Street
Medford, OR 97501
(541) 552-8300
doakm@sou.edu

SOUTHWESTERN OREGON CC

Arlene Soto, Director
Newmark Center - SOCCS Campus,
Suite 211
1988 Newmark Avenue
Coos Bay, OR 97420
(541) 756-6866
asoto@socc.edu

TILLAMOOK BAY CC

4506 Third Street
Tillamook, OR 97141
(503) 842-8222 x1420

TREASURE VALLEY CC

Andrea Testi, Director
650 College Boulevard
Ontario, OR 97914
(541) 881-8822 Ex.356
atesti@tvcc.edu

UMPQUA CC

Debbie Caterson, Director
522 SE Washington Avenue Roseburg,
OR 97470
(541) 440-7824
debbie.caterson@umpqua.edu

OREGON SBDC NETWORK OFFICE

Mark Gregory, State Director
John Downing, Deputy State Director
1445 Willamette Street, Suite 5
Eugene, OR 97401
(541) 463-5250
support@bizcenter.org

WASHINGTON SMALL BUSINESS DEVELOPMENT CENTERS

LONGVIEW

Jerry Petrick
1946 Third Avenue
Longview, WA 98632
(360) 442-2946
jerry.petrick@wsbdc.org

VANCOUVER

Buck Heidrick
802A Officers Row
Vancouver, WA 98661
(360) 314-4248
buck.heidrick@wsbdc.org

TRAINING SEMINARS ONLY

CLARK COLLEGE

Jennifer Ward, Program Coordinator
1933 Fort Vancouver Way
Vancouver, WA 98663
(360) 992-2484
jward@clark.edu

SCORE “Counselor to America’s Small Business”

Chapter Locations

If you want individual counseling, contact the closest SCORE Chapter address listed below. When calling by telephone, please ask for "SCORE Counseling."

PORTLAND

620 SW Main Street, Suite 313
 Portland, OR 97205
 Tel: (503) 326-35211
scorepdx@scorevolunteer.org
<https://portlandor.score.org/>

WILLAMETTE

1401 Willamette St
 Eugene, OR 97401
 Tel: (541) 465-6600
<https://willamette.score.org/form/contact-us>
<http://willamette.score.org/>

SALEM

922 NW Circle Boulevard, Suite 160
 Corvallis, OR 97330
 Tel: (503) 370-2896
<http://salem.score.org/>

VANCOUVER

4001 Main Street, Suites 120, 121
 Vancouver, WA 98663
 Tel: (360) 545-3210
<http://vancouver.score.org/>

CENTRAL OREGON

P.O. Box 6416
 Bend, OR 97708
 Tel: (541) 316-0662
<http://centraloregon.score.org/>

Electronic Counseling via INTERNET E-mail can be done via <http://www.score.org/>.

TRANSLATION SERVICES

Transatlantic Translations Group

411 Theodore Fremd Avenue
Rye, NY 10580
Tel: (844) 329-7088
<http://ttgtranslates.com>

TransPerfect

One SW Columbia Street, Suite 560
Portland, OR 97258
Tel: (503) 222-0080
Portland@transperfect.com
<http://www.transperfect.com/>

Teneo Linguistics Co.

4700 Bryant Irvin Court, Suite 301
Fort Worth, TX 76107
Tel: (817) 441-9974
<http://www.tlctranslation.com/>

Ubiquis

2222 Martin Street, Suite 212
Irvine, CA 92612
Tel: (949) 477-4972
(800) 979-5009
<http://www.ubiquis.com/>

VIA

700 SW Taylor Street, Suite 300
Portland, OR 97205
Tel: (503) 243-2007
info@viadelivers.com
<http://viadelivers.com/>

Oregon Certified Interpreter's Network, Inc.

Tel: (503) 213-3191
scheduler@oregoncertified.com
<https://www.oregoncertified.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

INTERNATIONAL ACCOUNTING FIRMS

Deloitte & Touche, LLP

3900 US Bancorp Tower
111 SW Fifth Avenue, Suite 3900
Portland, OR 97204-3642
Tel: (503) 222-1341
<http://www.deloitte.com/>

Geffen Mesher

888 SW Fifth Avenue, Suite 800
Portland, OR 97204
Tel: (503) 221-0141
(800) 819-0141
<http://www.gmco.com/>

Isler Northwest LLC

1300 SW Fifth Avenue, Suite 2900
Portland, OR 97201-5692
Tel: (503) 224-5321
<http://www.isler.com/>
portland@isler.com

KPMG LLP

1300 SW Fifth Avenue, Suite 3800
Portland, OR 97201-5692
Tel: (503) 221-6500
<http://www.kpmg.com/>

Moss Adams

805 SW Broadway, Suite 1200
Portland, OR 97205
Tel: (503) 242-1447
<http://www.mossadams.com/>

Perkins & Co.

1211 SW Fifth Avenue, Suite 1000
Portland, OR 97204
Tel: (503) 221-0336
<http://www.perkinsaccounting.com/>

PricewaterhouseCoopers

805 SW Broadway, Suite 800
Portland, OR 97205
Tel: (971) 544-4000
<http://www.pwc.com/>

Maginnis & Carey LLP

220 NW Second Avenue, Suite 1000
Portland, OR 97209-3971
Tel: (503) 227-0519
<http://www.maginnis-carey.com/>

Moss Adams

975 Oak Street, Suite 500
Eugene, OR 97401
Tel: (541) 686-1040
<http://www.mossadams.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

Allports Forwarding Inc.

5933 NE Win Sivers Drive, Suite 301
Portland, OR 97220
Tel: (503) 242-1201
<http://www.allports.com/>

Associated Global Systems

5964 NE 87th Avenue
Portland, OR 97220
Tel: (503) 253-6592
www.myags.com/

James J. Boyle & Co.

7505 NE Ambassador Place, Suite B
Portland, OR 97220
Tel: (503) 284-0909
<http://www.jjboyle.com/>

Geo. S. Bush & Co., Inc.

825 NE Multnomh Street, Suite 910
Portland, OR 97232
Tel: (503) 228-6501
<http://www.geosbush.com/>

W.J. Byrnes & Co.

8383 NE Sandy Boulevard, Suite
138 Portland, OR 97220
Tel: (503) 2-6400
<http://byrnesglobal.com/>

CEVA Logistics

8830 NE Alderwood Road
Portland, OR 97220
Tel: (503) 528-3500
<http://www.cevalogistics.com/>

Coppersmith

6135 NE 80th Avenue, Suite A4
Portland, OR 97218
Tel: (503) 249-1400
<http://www.coppersmith.com/>

DHL Global Forwarding

15509 NE Airport Way
Portland, OR 97230
Tel: (503) 256-0620
<http://www.dhl-dgf.com/>

Expeditors International

2508 N Marine Drive
Portland, OR 97217
Tel: (503) 254-3707
<http://www.expeditors.com/>

Gallagher Transport

2705 East 20th Street
Vancouver, WA 98661
Tel: (503) 255-8101
(360) 750-8830
<http://www.gallaghertransport.com/>

Global Trading Resources, Inc.

5933 NE 80th Avenue
Portland, OR 97218
Tel: (503) 262-5506
www.gtri.net

TLR (Total Logistics Resource)

Terri Bartle
11855 NE Glenn Widing Drive
Portland, OR 97220
Tel: (503) 257-0513
www.shiptlr.com
terrib@shipTLR.com

UPS Supply Chain Solutions, Inc.

5337A NE Courier Court, Suite 200
Portland, OR 97218-2864
Tel: (503) 484-2820
<http://www.ups-scs.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

INTERNATIONAL LAW FIRMS

New-to-Export businesses can receive a one-time-only free appointment from a participating law firm to discuss specific issues / questions related to their export plan. Contact The Portland US Export Assistance center for a referral.

The **Export Legal Assistance Network (ELAN)** <http://www.exportlegal.org/> is a cooperative program of the Federal Bar Association, The U.S. Department of Commerce and the U.S. Small Business Administration.

Ater Wynne, LLP

1331 NW Lovejoy, Suite 900
Portland, OR 97209
Tel: (503) 226-1191
<http://www.aterwynne.com/>

Davis Wright Tremaine LLP

1300 SW Fifth Avenue, Suite 2400
Portland, OR 97201-5682
Tel: (503) 241-2300
<http://www.dwt.com/>

Miller, Nash, Graham, & Dunn

111 SW Fifth Avenue, Suite 3400
Portland, OR 97204
Tel: (503) 224-5858
<http://www.millernash.com/>

K & L Gates

One SW Columbia Street, Suite 1900
Portland, OR 97204
Tel: (503) 228-3200
<http://www.klgates.com/>

Perkins Coie LLP

1120 NW Couch Street, 10th Floor
Portland, OR 97209
Tel: (503) 727-2000
<http://www.perkinscoie.com/>

This is a partial listing. For a comprehensive listing, please see the Yellow Pages.

TRADE ASSOCIATIONS

African Chamber of Commerce-PNW (ACCPN)

2001 6th Avenue, Suite 2600
Seattle, WA 98121
Tel: (206) 256-6139
<http://www.africanchamberofcommercepnw.com/>

American Marketing Association-PDX Chapter

PO Box 82
Portland, OR 97207
Tel: (503) 222-9204
www.ama-pdx.org/

Clean Rivers Cooperative

200 SW Market Street, Suite 190
Portland, OR 97201
Tel: (503) 220-2040
www.cleanriverscooperative.com/

Columbia Corridor Association

PO Box 55651
Portland, OR 97238
Tel: (503) 287-8686
<http://www.columbiacorridor.org/>

Columbia River Customs Brokers Association

5933 NE Win Sivars Drive, #301
Portland, OR 97220
Tel: (503) 251-9109
<https://www.crcbfa.org/>

Columbia River Economic Development Council

805 Broadway Street, Suite 412
Vancouver, WA 98660
Tel: (360) 694-5006
<http://www.credc.org/>

Columbia River Shippers Assoc.

200 SW Market, Suite 190
Portland, OR 97201
Tel: (503) 220-2043
crsa@pdxmex.com

Eugene Area Chamber of Commerce

1401 Willamette Street
Eugene, OR 97401
Tel: (541) 484-1314
www.eugenechamber.com/

Export Council of Oregon

c/o U.S. Dept. of Commerce
One World Trade Center
121 SW Salmon Street, Suite 242
Portland, OR 97204
Tel: (503) 326-3001
<http://export.gov/oregon/>

Fort Vancouver Seafarers Center

PO Box 1102
Vancouver, WA 98666
Tel: (360) 694-9300
<http://www.fvseafarers.org/>

The Greater Seattle Chinese Chamber of Commerce

PO Box 3182
Seattle, WA 98114
Tel: (206) 332-1933
<http://www.seattlechinesechamber.org/>

Greater Vancouver Chamber of Commerce

1101 Broadway, Suite 100
Vancouver, WA 98660
Tel: (360) 694-2588
<http://www.vancouverusa.com/>

International Assoc. of Business Communicators

155 Montgomery St., Suite 1210
San Francisco, CA 94104
Tel: (415) 544-4700
<https://www.iabc.com/>

Japan-America Society of Oregon (JASO)

221 NW Second Avenue, Suite 202
Portland, OR 97209
Tel: (503) 552-8811
<http://jaso.org/>

JETRO- San Francisco

575 Market Street, Suite 2400
San Francisco, CA 94105
Tel: (415) 392-1333
<https://www.jetro.go.jp/usa/contact/sfc.html/>

Korean Trade Investment Promotion Agency

4801 Wilshire Blvd., Suite 104 Los Angeles, CA 90010
Tel: (323) 954-9500
<http://www.kotrala.com/>

Maritime Fire & Safety Assoc.

200 SW Market Street, Suite 190
Portland, OR 97201
Tel: (503) 220-2055
<https://www.mfsa.com/>

Merchants Exchange of Portland

200 SW Market Street, Suite 190
Portland, OR 97201
Tel: (503) 228-4361
<https://www.pdxmex.com/>

National Association of Credit Managers Oregon Inc. (NACM Oregon)

7931 NE Halsey Street, Suite 103
Portland, OR 97213
Tel: (503) 257-0802
<https://www.nacmnorthwest.org/>

National U.S.-Arab Chamber of Commerce

350 S Bixel Street, Suite 260
Los Angeles, CA 90017
Tel: (310) 646-1499
<http://www.nusacc.org/>

Northwest Environmental Business Council (NEBC)

AK, ID, MT, OR, WA
620 SW Fifth Avenue, Suite 708
Portland, OR 97204
Tel: (503) 227-6361
<http://www.nebc.org/>

Northwest China Council

221 NW 2nd Avenue
Portland, OR 97209
Tel: (503) 973-5451
<http://nwchina.org/>

Northwest Food Processors Association

8338 NE Alderwood Rd., Suite 160
Portland, OR 97220
Tel: (503) 327-2200
<https://www.nwfp.org/>

Oregon Commodity Commissions

Department of Agriculture
1207 NW Naito Parkway, Suite 104
Portland, OR 97209
Tel: (503) 872-6604
<http://www.oregon.gov/ODA/programs/MarketAccess/Pages/OregonCommodityCommissions.aspx>

Oregon Association of Minority Entrepreneurs

731 N. Hayden Meadows Drive
Portland, OR 97217
Tel: (503) 249-7744
<https://www.oame.org/>

Oregon Bioscience Association

2828 SW Corbett Avenue, Suite 115
Portland, OR 97201
Tel: 503-548-4432
<https://www.oregonbio.org/>

Oregon Environmental Council

222 NW Davis Street, Suite 309
Portland, OR 97209
Tel: (503) 222-1963
<http://www.oeconline.org/>

Oregon Feed and Grain Assoc.

PO Box 304
Harrisburg, OR 97446
Tel: (541) 521-9087
www.oregonfeedandgrain.com/

ONABEN - Our Native American Business Network

PO Box 25477
Portland, OR 97298
Tel: (503) 968-1500
<http://www.onaben.org/>

Oregon State Bar

16037 SW Upper Boones Ferry Rd
Tigard, OR 97224
Tel: (503) 620-0222
(800) 452-8260
<https://www.osbar.org/>

Oregon Society of Certified Public Accountants

10206 SW Laurel Street
Beaverton, OR 97005
Tel: (503) 641-7200
<https://www.orcpa.org/>

Oregon Trucking Associations, Inc.

4005 SE Naef Road
Portland, OR 97267
Tel: (503) 513-0005
<https://www.ortrucking.org/>

Oregon Wheat Commission

1200 NW Naito Parkway, Suite 370
Portland, OR 97209
Tel: (503) 467-2161
<http://www.owgl.org/about-us/oregon-wheat-commission/>

Pacific Maritime Association

101 SW Main Street, Suite 330
Portland, OR 97204
Tel: (503) 827-4000
<http://www.pmanet.org/>

Pacific Northwest Grain & Feed Association, Inc.

200 SW Market, Suite 190
Portland, OR 97201
Tel: (503) 227-0234
<http://www.pnwgfa.org/>

Pacific Northwest Waterways Association

516 SE Morrison Street
Portland, OR 97214
Tel: (503) 234-8551
<http://www.pnwa.net/>

Philippine American Chamber of Commerce of Oregon (PACCO)

5424 N. Michigan Avenue
Portland, OR 97217
Tel: (503) 285-1994
<http://www.pacco.org/>

Portland Business Alliance, PNITA

200 SW Market Street, Suite 150
Portland, OR 97201
Tel: (503) 224-8684
<https://portlandalliance.com/>

Technology Association of Oregon

123 NE Third Avenue, Suite 210
Portland, OR 97232
Tel: (503) 228-5401
<http://www.techoregon.org/>

US-ASEAN Business Council

1101 17th Street NW, Suite 411
Washington, DC 20036
Tel: (202) 289-1911
<https://www.usasean.org/>

U.S. Wheat Associates

1200 NW Naito Parkway, Suite 600
Portland, OR 97209
Tel: (503) 223-8123
<http://www.uswheat.org/>

Washington Public Ports Assoc.

1501 Capital Way, Suite 304
Olympia, WA 98507
Tel: (360) 943-0760
<http://washingtonports.org/>

Western Wood Products Association

1500 SW First Avenue, Suite 870
Portland, OR 97201
Tel: (503) 224-3930
<https://www.wvpa.org/>

World Affairs Council of Oregon

1200 SW Park Ave, Third Floor
Portland, OR 97205
Tel: (503) 306-5252
<http://worldoregon.org/>

ECONOMIC DEVELOPMENT AGENCIES

CCD Business Develop. Corp.

Eileen Ophus, Executive Director
522 SE Washington Ave., Suite 111A
Roseburg, OR 97470
Tel: (541) 672-6728
<https://ccdbusiness.org/>

Central Oregon Intergovernmental Council (COIC)

Andrew Spreadborough, Community & Economic Develop. Program Administrator
334 NE Hawthorne Avenue
Bend, OR 97701
Tel: (541) 548-8163
<https://coic2.org/>

Columbia-Pacific Economic Development District

Mary McArthur, Exec. Director
375 S 18th Street
St Helens, OR 97051
Tel: (503) 397-3099
<http://nworegon.org/default.asp?deptid=2&deptmainpage=true>

Greater Eastern Oregon Development Corp. (GEODC)

Susan Christiansen, Exec. Director
PO Box 1041
2016 Airport Rd.
Pendleton, OR 97801
Tel: (541) 276-6745
<https://www.geodc.net/>

Mid-Columbia Economic Development District

Amanda Hoey, Exec. Dir.
515 E 2nd Street
The Dalles, OR 97058
Tel: (541) 296-2266
<http://www.mcedd.org/>

Mid-Willamette Valley Council of Governments

Sean O'Day, Exec. Dir.
100 High Street SE
Salem, OR 97301
Tel: (503) 588-6177
<http://www.mwvcog.org/>

Northeast Oregon Economic Development District

Lisa Dawson, Exec. Director
101 NE First Street, Suite 100
Enterprise, OR 97828
Tel: (541) 426-3598
<http://www.neoedd.org/>

Cascades West Economic Development District

Phil Warnock
1400 Queen Avenue SE, Suite 205A
Albany, OR 97322
Tel: (541) 967-8720
<http://www.ocwcog.org/community-development/cascades-west-economic-development-district/>

South Central Oregon Economic Development District

Betty Riley, Exec. Director
803 Main Street, Suite 202
Klamath Falls, OR 97601
Tel: (541) 884-5593
<http://www.scoedd.org/>

Southern Oregon Regional Economic Development, Inc.

Colleen Padilla, Executive Director
100 E. Main Street, Suite A
Medford, OR 97501
Tel: (541) 773-8946
<https://soredi.org/>

U.S. Department of Commerce, Economic Development Administration

David Porter
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620 SW Main Street, Suite 302
Portland, OR 97205
Tel: (503) 326-3078

FOREIGN TRADE ZONES (FTZs)

Zone No. 45, Portland

Grantee: Port of Portland

Isaac Barrow

7200 NE Airport Way

Portland, OR 97218

Tel: (503) 415-6561

Isaac.Barrow@portofportland.com

Zone No. 132, Coos County

Grantee: International Port of Coos Bay Commission

Margaret Barber

PO Box 1215

Coos Bay, OR 97420

Tel: (541) 266-3713

mbarber@portofcoosbay.com

Zone No. 296, Vancouver

Grantee: Port of Vancouver USA

Deb Taylor

3103 NW Lower River Road

Vancouver, WA 98660

Tel: (360) 992-1100

dtaylor@portvanusa.com