



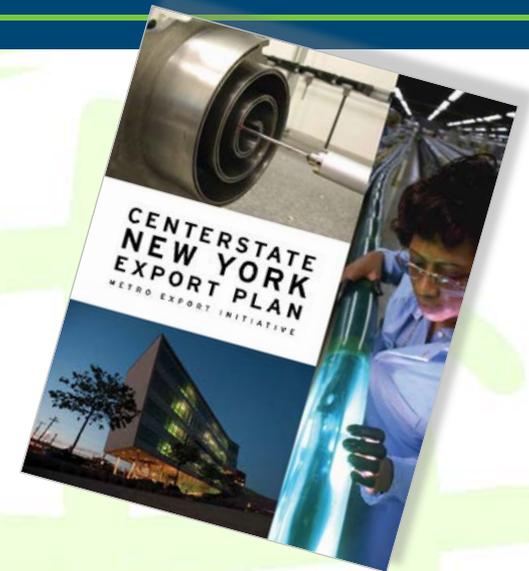
The CNYIBA

Regional resource for Exporters

Steven King, Director CNYIBA



Onondaga County Office of Economic Development



- Significant export experience
- Strong connections to Regional & National resources
- Community & Region focused
- Funded
 - (No fees to you – but membership encouraged)

- Bridge knowledge gaps
- Educational Programs & Events e.g. ExportNY
- “Resource Mountain” Regional , National, International
- Mentoring Assistance
- Trade Missions / Trade Shows / Research

- Ex-Im Bank – Credit Insurance
- Mentorship – 3PL Europe
- Advocacy for EU Government contract
- New to export – “My 1st order...help! ”
- CE Marking
- Russian Sanctions assistance
- Distributor agreements
- Export plans
- Medical Devices – ANVISA, Iran
- Service Engineers to Canada
- Export Readiness Assessments
- Pricing Strategies & Duty / Landed Cost assistance

- Company Readiness to Go Global
- Finding & Evaluating Potential Partners
- International Business Planning
- Harmonized Codes System
- Foreign Market Entry Strategies - Direct & Indirect
- Export Regulations & Barrier Issues
- Export Compliance
- International Business Law
- International Product Marketing
- Product Design, Adaptation, & Certification
- International Trade Shows
- International Marketing Communications
- Preliminary Target Market Research
- Trade Finance & International Banking
- Foreign Exchange Risk Management
- US Export-Import Bank Programs
- Domestic International Sales Companies (DISC's)
- International Supply Chain Management
- Export Logistics
- INCOTERMS & Customs Brokerage
- International Product Support & Reverse Logistics
- -→ Export Plans

CNYIBA HELD EXPORTER EVENTS	6 events & more than 200 attendees
EXPORTNY PROGRAM	15 companies through the program
ITA GRANT – MARKET DEVELOPER COOPERATOR PROGRAM	7 companies taken on 1 st Trade Mission to Singapore and ASEAN nations (Singapore, Vietnam, Philippines, Indonesia and Malaysia)
PROMOTING THE CNYIBA AND EXPORTING TO THE REGION	20+ events , sharing exporting with over 600 attendees
MEMBERSHIP	43 members joined during 2014, increase to over 50 in 2015 so far
CNYIBA ACTIVITY WITH AM-TEC CLUSTER COMPANIES	22 regional companies
CONNECTIONS TO EXPORTERS OR 'EXPORTERS TO BE' 2014	120+ Exporters
CONNECTIONS TO EXPORT SERVICE PROVIDER ORGANIZATIONS	50+ companies
CONNECTIONS TO OTHER ORGANIZATIONS	60+ organizations

Questions & Thank you

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