



Export University

Export 301 – Exporting Financing Solutions

Who should attend: CFO's, CEO's, Controllers or Credit Managers for companies actively involved in exporting that are looking to finance the growth of export sales and mitigate payment risks.

Date & Time: October 8, 2008

Location: Feather Sound Country Club, 2201 Feather Sound Drive, Clearwater, FL 33762

8:30 – 9:00 AM - Registration

9:00 – 9:15 - Welcome, Housekeeping Items & Agenda Overview
George Martinez, Director Tampa Bay U.S. Export Assistance Center

9:15 – 10:30 – Panel

- I. Export Financing Programs – Panel of Experts discuss different export financing programs; their uses, features, requirements and how they work together

SunTrust Bank- Global Trade Solutions – Moderator, Charlotte Starfire

Global Trade Specialist from SunTrust Bank will introduce panelists and lead discussion-
How banks approach export working capital and work with guaranty providers

Export-Import Bank of the United States – Dario Avello

Ex-Im Bank Working Capital and Export insurance programs

SBA Export Working Capital Programs- Mary Hernandez

SBA EWCP and Export Express

Export Insurance Provider – Parker Freeman

Private insurance and managing insurance products

Marco Munera, Melimar Company (invited)

How their company addresses their working capital needs (SBA user)

10:30 – 11:20

II. Sales Terms, Payment Risk and How they affect Working Capital

SunTrust Global Trade Solutions Specialist – Moderator, Charlotte Starfire

Review International Methods of Payment and payment terms

Export Credit Management-

Best Practices, Export Credit Management

International Credit Reporting Products- Bob Schmidt

Obtaining credit information overseas

Beckwith Electric, Laurie Tudor, CFO

Methods of payment used and experiences

11:30- 1:30 –Lunch sponsored by SunTrust Bank

Speaker – Congressman Bill Young

U.S. Commercial Service Export Achievement Awards Presented

1:30 – 1:50

III. Foreign Exchange – Mitigating the Risks of selling in other currencies

Isabel Kramer, SunTrust Foreign Exchange Trader

1:50 – 2:10

IV. Preparing Financial Packages – tips on preparing financial statements and supporting documentation required for Export Working Capital facilities

Jordan Young, Senior Vice President Commercial Relationship Manager, SunTrust Bank

2:10 – 2:30 pm

V. International Tax Considerations for Exporters

Ranko Princip, Pender Newkirk

2:30- 2:50

VI. Conclusion, Recap and Q & A with Panelists, Speakers & Exporters

George Martinez, Director Tampa Bay U.S. Export Assistance Center
