



## **NEWS RELEASE**

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**Contact: Andrea Townrow**

**Manager, Business Development**

**215-586-4242**

**[atownrow@wtcphila.org](mailto:atownrow@wtcphila.org)**

### **WORLD TRADE CENTER OF GREATER PHILADELPHIA OFFICIALLY BECOMES CITY / STATE PARTNER WITH EXPORT-IMPORT BANK OF THE UNITED STATES**

On Thursday November 5, 2009, Mayor Michael J. Nutter of Philadelphia joined Linda Conlin, President of the World Trade Center of Greater Philadelphia (WTCGP) and John Richter, Senior Vice President of Small Business of the Export-Import Bank of the United States (Ex-Im) in the official signing of a "City/State" partnership agreement. The City/State Partners Initiative of the Export-Import Bank brings state, county, and local non-profit economic development entities together with Ex-Im Bank in a partnership initiative designed to expand export opportunities.

"The World Trade Center of Greater Philadelphia is very proud of our new partnership with the City of Philadelphia and Ex-Im Bank," said Conlin. "It enables both the WTCGP and the City of Philadelphia to support our mutual goals of helping area businesses succeed in international markets, while positioning the City and the Greater Philadelphia Region as a key global player."

"I am proud to have signed an agreement between the City of Philadelphia, the WTC and the Export-Import Bank of the United States, which will increase the financing opportunities for small and mid-size exporters in the Philadelphia region," said Nutter. "From a City perspective, this agreement means that WTC will be able to work with more resources, linking Philadelphia companies to the global economy which ultimately creates more jobs for our region."

"Ex-Im Bank is delighted to widen the reach of its financing for exporters in Philadelphia and surrounding counties," said Richter. "We plan to put Ex-Im Bank loan guarantees and insurance behind these businesses to support U.S. jobs and spur economic growth."

As a first initiative of the partnership, the WTCGP, the City of Philadelphia, and Ex-Im will work with the region's leading banks--PNC, TD Bank, UPS/UPS Capital, and Wells Fargo-- in organizing a series of export finance workshops that will provide area exporters with the financial tools they need to win and expand international sales. The first of these workshops will be held on December 3, 2009, at the Union League, in Philadelphia. For more information, please visit the WTCGP website at [www.wtcphila.org](http://www.wtcphila.org).

The WTCGP is the leading international trade service organization helping area companies succeed in global markets. In 2008, the WTCGP helped generate \$73M in incremental sales of goods and services for over 400 Pennsylvania and New Jersey companies. The organization provides one-on-one trade counseling, market research, global trade missions, educational programs, and peer group networking. Its professional staff has experience in over 75 international markets and speaks nine languages. WTCGP membership provides you with access to over 750,000 World Trade Center members in 92 countries.

**World Trade Center of Greater Philadelphia**  
Two Penn Center, 1500 JFK Boulevard, Suite 305  
Philadelphia, PA 19102  
215-586-4240 telephone