

THE WORLD
TRADE CENTER
OF GREATER
PHILADELPHIA



2019 ANNUAL REVIEW



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The World Trade Center of Greater Philadelphia
One Penn Center, Suite 1690
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Philadelphia, PA 19103

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THE WORLD TRADE CENTER OF GREATER PHILADELPHIA



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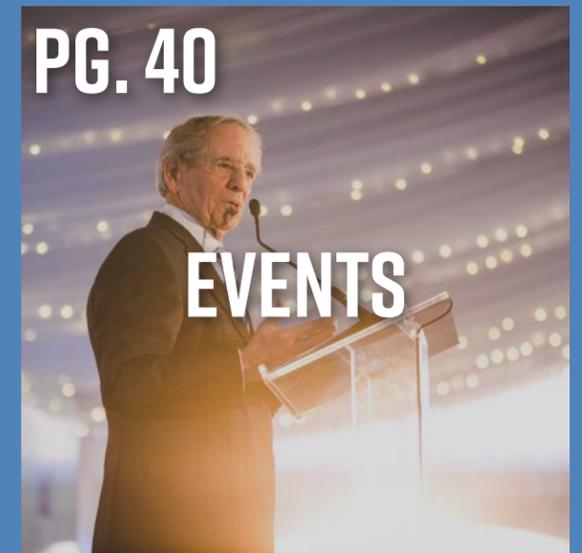
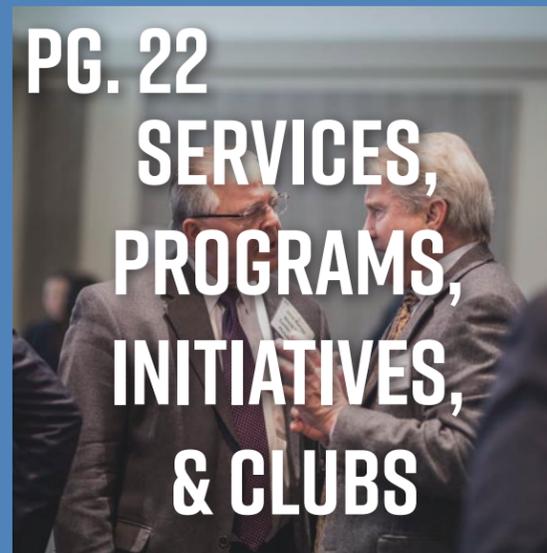
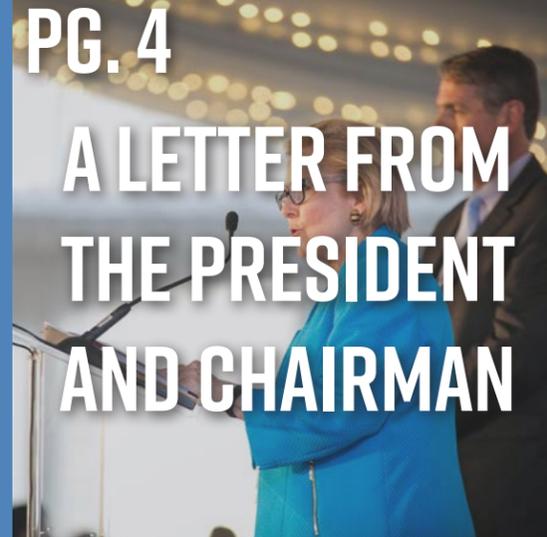
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Thank you to KPMG for printing our Annual Review!

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A LETTER FROM THE PRESIDENT AND CHAIRMAN

It has never been more important for our region to have a World Trade Center ready to help navigate today's changing trade landscape. We have seen the ebb and flow of global markets and despite changing tides, we have and will continue to grow trade for the Greater Philadelphia region.

By growing trade, we grow jobs.

Since 2002, we have assisted companies in generating more than \$2 billion in increased export sales, creating more than 26,600 jobs. This year our client companies reported over \$128 million in increased export sales, creating more than 1,600 jobs. We are so proud of our entire team that makes this possible.

As we enter a fresh new decade, it is quite timely for us to be launching our new, three-year strategic plan with a re-defined mission – to bring growth and prosperity to businesses, communities, and neighborhoods in Greater Philadelphia and worldwide through global trade and investment. Our focus in 2020 will be to reach underserved communities by inspiring and empowering them to think and succeed globally – particularly, women- and minority-owned businesses.

Every company we touch impacts economic growth and quality of life locally, regionally, and internationally. We tell this story through the member successes you will read about in this Annual Review.

As you read through our 2019 accomplishments, which include programs, workshops, signature events, and high-level meetings with dignitaries, all of it was made possible through support from our Federal U.S. Economic Development Administration and State of PA grants, sponsorship and membership. Our sincere thanks also to the members of our Board and Advisory Council and to the many who have contributed.

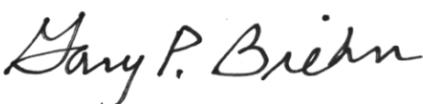
We are very grateful.

We are honored for the opportunity to serve Southeastern PA and Southern NJ as one of over 325 World Trade Centers around the globe. Please join us on our growth journey in 2020 to contribute to global prosperity and peace through trade...our new vision statement.

Sincerely,

Linda Mysliwy Conlin, President

Gary P. Biehn, Chairman





WE COUNSEL WE CONNECT WE GROW TRADE

The World Trade Center of Greater Philadelphia is a 501(c)(3) non-profit international trade services organization. We assist companies in the five counties of Southeastern Pennsylvania and eight counties of Southern New Jersey. We belong to the World Trade Centers Association of over 325 world trade centers in 91 countries and serve as the Commonwealth of Pennsylvania's Regional Export Network partner for Southeastern Pennsylvania. We help local companies seeking to expand globally and international companies interested in doing business in the Greater Philadelphia Region by providing individual trade counseling, market research, trade mission support, educational programs, business networking events, and powerful worldwide connections.



THE WORLD TRADE CENTERS ASSOCIATION

The World Trade Centers Association (WTCA) in New York City oversees over 325 World Trade Centers located in North America, Central and South America, Europe, Africa and the Middle East, and Asia and the Pacific. These exclusive WTC branded properties and WTC trade service organizations are located in 91 countries, connect 15,000 professional staff members, and represent more than 750,000 business members worldwide.

The WTCA stimulates trade and investment opportunities for commercial property developers, economic development agencies, and international businesses looking to connect globally and prosper locally. The WTCA serves as an “international ecosystem” of global connections, iconic properties, and integrated trade services under the umbrella of a prestigious brand, dedicated to:

- Encouraging the expansion of world trade
- Promoting strong international business relationships
- Fostering mutual assistance and cooperation among members

More than a building or an organization, a World Trade Center (WTC) brings together businesses and government agencies involved in international trade, provides essential trade services and stimulates the economy of the region it serves. A WTC puts all the services associated with global commerce under one roof. A WTC address gives a business prime and continuous access and exposure to all the services, organizations, and individuals essential for success in world trade.

Membership requirements and costs vary according to each WTC, but many offer reciprocal services and benefits to WTCGP members. With over 2,000,000 people in it, the WTCA network is invaluable to businesses expanding internationally.



2019 WTCA EVENTS

- The WTCA celebrated its 50th anniversary! To commemorate, the WTCA introduced the Champions Awards and Global Mural Competition.
- Over 150 WTCA Members met in New York City from October 6-8 for the 2019 Member Seminar.
- The 2019 Trade and Investment Report: Navigating Uncertainty, is the result of original city-level data analysis, surveys, and interviews with business leaders from around the world, using the WTCA’s network of more than 325 cities, representing more than 35 percent of global gross domestic product and 1.24 billion people.
- WTC Querétaro hosted the 50th Annual WTCA General Assembly. WTCGP staff attended and was joined by Dr. Ignazio Marino of Jefferson Health and Edgar Vesga of Philadelphia International Medicine.

THE WORLD TRADE CENTER OF GREATER PHILADELPHIA

Our Vision

Contribute to global prosperity and peace through trade.

Our Mission

To bring growth and prosperity to businesses, communities, and neighborhoods in Greater Philadelphia and worldwide through global trade and investment.

Who We Are

The World Trade Center of Greater Philadelphia is the Region's leading non-profit international trade services organization. We assist companies in the five counties of Southeastern Pennsylvania and eight counties of Southern New Jersey. We belong to the World Trade Centers Association of over 325 world trade centers in nearly 100 countries and serve as the Commonwealth of Pennsylvania's Regional Export Network partner for Southeastern Pennsylvania.



What We Do

We help local companies seeking to expand globally and international companies interested in doing business in Greater Philadelphia by providing individual trade counseling, market research, trade mission support, educational programs, business networking events, and powerful worldwide connections.

Why We Do It

We are a critical catalyst for economic growth and job creation for Greater Philadelphia, serving as a trusted advisor with the international expertise and worldwide connections to inspire and empower companies to think and succeed globally.

"Having worked as an export sales executive in the private sector for over 25 years, I enjoy assisting WTCGP clients in Southeast Pennsylvania and Southern New Jersey with international trade counseling and market research, as well as connecting them with buyers and trade service providers. Also, I emphasize the importance to our clients to participate in overseas trade exhibitions and missions, and to attend our many educational seminars and workshops on international trade."

Dino Ramos, Chief Operating Officer, WTCGP



OUR TEAM



LINDA CONLIN
President



DINO RAMOS
Chief Operating Officer



CHRIS SEVCIK
Director of International
Trade Services



DALE FOOTE
International Trade
Specialist



GRAZIELLA DINUZZO
Director of Communications
and Development



SUSAN MILLS MACDONALD
Office Manager and
Membership Coordinator



LAUREN UDIT
Marketing Coordinator



PROUDLY SERVING GREATER PHILADELPHIA SINCE 2002

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“White and Williams has seen, first-hand, the powerful impact of the WTCGP, the value it provides to its members and our clients, and the contribution it makes to our region’s economy. We have supported WTCGP for nearly 12 years and encourage international businesses in Southeast PA and Southern New Jersey to join one of the most powerful World Trade Centers around the globe to help you grow your business.”

Gary Biehn, Chair of the China Business Group and International Group, Chair, WTCGP

OUR 2019 IMPACT



WHEN YOU ADD IT ALL UP, THE WTGCP HELPS COMPANIES SUCCEED IN GLOBAL MARKETS!

In 2019, our Members and Clients increased their export sales by a combined

\$128,000,000

Since 2002, we have helped our Members and Clients increase their export sales by a combined

\$2,000,000,000

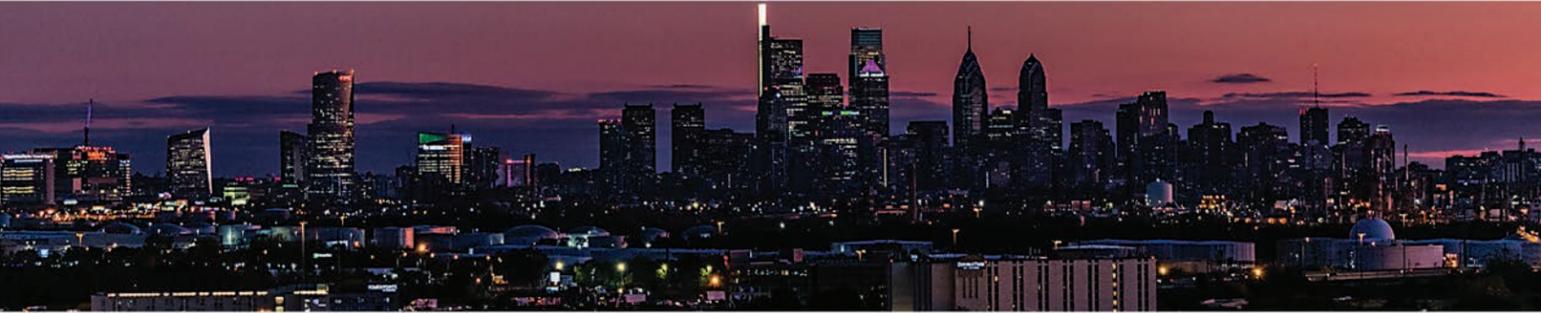
In 2019, our Members and Clients increased their workforces by a combined

1,600

Since 2002, our Members and Clients have increased jobs in the region by

26,600

Helping Philadelphia businesses take off globally



Philadelphia International Airport
is a proud supporter of the
World Trade Center of Greater Philadelphia



WTGGP SPEAKING ENGAGEMENTS

- **FEBRUARY 8, 2019** WWDB-AM Talk 860, Tone and Tenor Interview | Linda Conlin
- **MARCH 19, 2019** International Business Global Studies Presentation, Temple University | Dino Ramos
- **MARCH 21, 2019** "Growth Company Speaker Series", Economics Department, Temple University | Dino Ramos
- **JUNE 26, 2019** "Small Business Administration Associates Training" | Dino Ramos
- **AUGUST 21, 2019** "Foreign Delegation on U.S. Trade Policy," Citizen Diplomacy International | Dino Ramos
- **SEPTEMBER 10, 2019** Team Bucks County Presentation | Dale Foote
- **OCTOBER 24, 2019** Keynote Address at Southern Chester County Chamber of Commerce Annual Fall Luncheon | Linda Conlin
- **OCTOBER 28, 2019** Presentation at Global Marketing and Management and International Trade Class, Community College of Philadelphia | Dale Foote
- **NOVEMBER 6, 2019** International Business Association Presentation, Temple University | Chris Sevcik
- **NOVEMBER 7, 2019** Prosper Africa, USA - Cote d'Ivoire Business Development Forum - Panel | Dale Foote



IN THE PRESS

- **MARCH 13, 2019** "Mexico has a strategy to deal with Trump's wall and rejection of migrants," Trudy Rubin | Appeared in The Philadelphia Inquirer
- **MAY 6, 2019** Run of 45 radio spots (30 seconds) promoting World Trade Centers Day | Broadcasted on KYW Newsradio 1060 featuring the voice of John Grady
- **MAY 24, 2019** "World Trade Centers Day Was a Grand Celebration" | Appeared in WTCA Meridian Magazine
- **JUNE 13, 2019** "Dave DeLizza Appointed President of Pennoni" | Appeared in WTCA Meridian Magazine
- **AUGUST 5, 2019** "VHM Provides the Right Ingredients Customers Need" | Appeared in WTCA Meridian Magazine
- **AUGUST, 26, 2019** "Montco Company Takes Big Hit During U.S. Trade War With China" | Appeared on Trade Talks, NBC10 feature story with Lauren Mayk
- **OCTOBER 8, 2019** "Visual Software Revolutionizing Health and Education" | Appeared in WTCA Meridian Magazine
- **DECEMBER 20, 2019** "PACPROINC® For Safe, Efficient Food Packaging" | Appeared in WTCA Meridian Magazine



OUR MEMBER COMPANIES ARE FINDING SUCCESS AROUND THE GLOBE. HAVE YOUR STORY SEEN BY OUR EXTENSIVE INTERNATIONAL NETWORK.

Contact Graziella DiNuzzo at gdinuzzo@wtcphila.org or 215-454-6226 for press inquiries.

Powering partnerships.

At PECO, we recognize the immense value of economic and community development. We're committed to providing best-in-class services to our region's businesses and providing over \$6 million to local non-profits each year to help our communities grow and prosper.

PECO is proud to partner with the World Trade Center of Greater Philadelphia driving growth and prosperity for our region.



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www.peco.com

SERVICES, PROGRAMS, INITIATIVES, & CLUBS

The WTCGP provides a range of services that are designed to help develop and manage all aspects of your international business. From our online training program to our seminars and conferences, your company will learn how to identify and assess the risks and rewards of selling into global markets. Our initiatives, programs, and clubs are designed to help you succeed in international markets. Some focus on specific country or regional opportunities. Others are designed to promote leading regional industries and prepare future generations of global business professionals.



INTERNATIONAL TRADE COUNSELING

Companies rely on our trade specialists for their expertise and connection to services to help them grow their global business.

For companies in Southeastern Pennsylvania: The Commonwealth of Pennsylvania has one of the most comprehensive international trade development programs in the USA. Increasing exports results in jobs for Pennsylvanians.

The Pennsylvania Export Assistance Program, managed by the Office of International Business Development, provides companies with the infrastructure needed to research new markets, locate qualified buyers and provide on-going export support.

The WTCGP serves as one of then Regional Export Network (REN) Partners providing trade services to companies in Southeastern Pennsylvania. Some of the services that we administer on behalf of the program include:

- One-on-one counseling and technical support
- Developing a market entry strategy
- Access to grants and financing programs

WTCGP works with 15 Authorized Trade Representatives (ATRs) covering 51 countries who are contracted by the Commonwealth of Pennsylvania.

What do the Pennsylvania Authorized Trade Representatives do?

The PA ATRs are on-the-ground business professionals who are deeply knowledgeable

about the business, social, and political environments of their countries and regions

WTCGP Trade Specialists connect qualifying Southeastern PA companies with the ATRs who provide a range of free services to facilitate export market development, including:

- Foreign company background checks and market intelligence
- Customized searches for qualified buyers, agents, distributors and partners
- Tailored appointment schedules and in-country logistical support

Since its inception in 2002, at the Delaware River Port Authority in Camden, the WTCGP has played an increasingly important role in assisting Southern New Jersey companies compete in global markets. A WTCGP international trade specialist is dedicated to counseling and assisting Southern New Jersey companies, helping them access advice and expertise specific to their businesses.

The WTCGP trade specialists also partner with the State of New Jersey's Business Action Center's Office of Export Promotion and the U.S. Commercial Service Export Assistance

Centers in Philadelphia and Trenton to connect companies with international business opportunities.

For companies in the Greater Philadelphia region which includes Southeastern PA and Southern New Jersey: Under the auspices of a grant from the U.S. Economic Development Administration, the WTCGP focuses on industry sectors that have the greatest potential for regional economic growth and future job creation. The program provides an opportunity for companies to be mentored by experienced exporters and legal, lending and accounting professionals.



“Thanks again, WTCGP, for giving us the opportunity to transform the way we work and who we serve.”

Rob Hutchison, President and CEO, Visual Software

ONLINE TRAINING

The Pennsylvania International Trade Guide was developed by the World Trade Center of Greater Philadelphia and funded by a grant from the Commonwealth of Pennsylvania's Department of Community and Economic Development.

The Pennsylvania International Trade Guide (exportingPA.org), an online resource that helps companies assess their export readiness, provides essential tools to help clients develop and implement market entry strategies.

This e-learning website was developed for Pennsylvania-based companies as an introduction to exporting. The trade guide offers customized, self-scheduled learning. In addition, the site connects users with international trade specialists at the World Trade Center of Greater Philadelphia or with partners throughout the Commonwealth for additional information and guidance.

Features include:

EXPORT TUTORIALS – These lessons provide advice and practical solutions for reaching new customers and making sales around the world. Each lesson takes approximately 20 minutes.

EXPORT READINESS ASSESSMENT – This 23-question assessment helps identify a company's strengths, available resources and opportunities in order to make the decision to "go global." The assessment provides a point-by-point diagnostic of a company's preparedness for entering international markets.

EVENTS CALENDAR – This comprehensive calendar provides information about all Pennsylvania-wide export-related events such as seminars, trade missions, and webinars.

EDUCATIONAL SEMINARS & CONFERENCES

The WTCGP's educational seminars and conferences are designed to provide the tools and business intelligence needed to make informed business decisions. Our events feature:

INTERNATIONAL BUSINESS AND GLOBAL TRADE EXPERTS

Learn from experts who provide the latest information on international and national trade trends and policies affecting the global economy.

A FORUM TO SHARE KNOWLEDGE

Network with globally-focused senior business leaders. Learn from one another by discussing shared experiences in doing business in global markets. These interactions can help companies save time and avoid costly mistakes.

CASE STUDIES

Hear from local companies that have demonstrated success in international markets. Learn how they came to thrive in international markets.

AN OVERVIEW OF MARKET OPPORTUNITIES

Receive an in-depth look at the latest market opportunities and gain insight into the economic trends.

OPPORTUNITIES TO LEARN FROM TRADE SERVICE PROFESSIONALS

Network with providers at WTCGP events, seminars, and meetings. As businesses grow, they often need assistance and subject advice from professional service providers, including financial, legal, accounting, shipping, and language services.



INBOUND DELEGATION SUPPORT

The region enjoys a highly diversified economic base with pronounced strengths in energy, life sciences, information and communications technology, nanotechnology, advanced manufacturing, and higher education. Whether seeking to distribute, identify joint venture partners, or establish facilities in the United States, WTCGP is a company's first point of contact when visiting Southeastern Pennsylvania or Southern New Jersey.

The World Trade Center of Greater Philadelphia has hosted inbound trade delegations from Canada, Greece, France, Wales, China, Japan, Ukraine, Colombia, Panama, and Uruguay. For further information on bringing a visiting delegation to the Greater Philadelphia region, contact the WTCGP.

The WTCGP creates a custom program for delegations basing the program on each company's particular industry and needs.

- We conduct market research, organize business matchmaking meetings, and assist with logistics.
- We coordinate meetings with local, state, and private sector organizations that specialize in facilitating inward investment.
- We arrange cultural tours and orientation programs.
- We connect companies with trade associations, industry leaders, academic institutions, government officials, and with member and client companies.

Find all visiting delegations from 2019 in our Events section.

TRADE MISSIONS & SHOWS

Meeting in person plays a pivotal role in negotiating deals, selling products, and building long-term relationships. Trade missions can "fast track" market development, often resulting in immediate sales orders.

Participating in a trade mission is a cost-effective way to meet potential customers, agents, distributors, and joint venture partners while traveling with like-minded professionals.

The WTCGP supports, recruits for, and actively promotes the trade missions and shows organized through the Commonwealth of Pennsylvania's Regional Export Network Grant Program and the U.S. Commercial Service of the U.S. Department of Commerce.

Through trade missions, the WTCGP provides:

- Pre-mission seminars on business opportunities and cultural considerations before going to the market
- A discovery consultation to determine a company's objectives and strategy for the market
- Pre-arranged business matchmaking meetings with potential buyers, distributors, and partners based on their objectives
- Opportunities to meet with key government and industry officials to get their perspective on in-country opportunities and economic trends
- Networking events to discuss opportunities with fellow trade mission attendees and local professionals



PARTNERING WITH EDUCATIONAL INSTITUTIONS

The Greater Philadelphia region is home to more than 150 colleges, universities, and community colleges, making the higher education sector one of the most significant in the region.

Accordingly, this industry is a key economic driver in terms of jobs provided to the region's citizens. In addition, the thriving academic hub of Southeastern Pennsylvania and Southern New Jersey attracts start-up businesses, particularly in the high-tech, bio-tech, and medical device industries. Finally, employers outside higher education appreciate the well-educated workforce offered by the region. As a result of these factors, businesses often look favorably on the Greater Philadelphia Region as a potential area for relocation or business expansion.



Our partnerships with academic institutions are deliberately student-centric. When working with this population, the WTCGP educates students about the value of global competitiveness, cultural fluency, and international trade.

Currently, the WTCGP has partnerships with Drexel University's Charles D. Close

School of Entrepreneurship and Temple University's Fox School of Business and Center for International Business Education and Research (CIBER.) The WTCGP and universities partner to:

- Leverage international expertise and connections of the WTCGP to broaden students' exposure to global markets
- Assist universities in recruiting international students
- Collaborate with faculty to support global initiatives and seek out ways to partner with higher education institutions on international programs
- Assist with development of global business curriculum
- Identify internship opportunities for students
- Prepare students to excel in a global economy and prepare the next generation of global business leaders

The WTCGP's collaborations with these outstanding academic institutions offer area students meaningful opportunities to learn the intricacies of global trade from experts in these areas – government and trade officials with crucial knowledge of national and international trade policies, as well as business leaders who offer pragmatic, tried-and-true business wisdom from the real world.

The WTCGP also assists university partners with international student recruitment and global business curriculum development. Many such programs are customized for each specific institution and student population.

EXPAND THE HORIZON OF ENTREPRENEURSHIP

We founded the first free-standing, degree-granting, accredited school of entrepreneurship in the nation and are now pioneering corporate entrepreneurship education and forming strategic partnerships with corporations.

“The Vertex Innovation Fellows program is designed to empower teams to move rapidly, work smarter, and activate entrepreneurial processes to fundamentally change how Vertex explores new ways to solve our customers’ problems.”

- GREG WILRICH

Director of Enterprise Incubation at Vertex

IT'S TIME FOR INTERNATIONAL ENTREPRENEURSHIP

The Charles D. Close School is expanding the horizon of entrepreneurship and incorporating programs with strategic corporate partners that provide experiential learning opportunities for students and top notch talent for corporations.

*Our experiential entrepreneurship partners:
Vertex | TiVo | Real Industry | Ciright | GoPuff | You?*

Be the first to pioneer an international entrepreneurship program at the Charles D. Close School of Entrepreneurship.

Contact **Damian Salas** at ds578@drexel.edu to get started.



DREXEL UNIVERSITY
Charles D. Close
School of Entrepreneurship

DREXEL.EDU/CLOSE



@THECLOSESCHOOL

GREATER PHILADELPHIA - A GATEWAY TO DOING BUSINESS IN THE UNITED STATES

The Export Revenue Assistance Program (ERAP™) is an initiative that aims to help international companies achieve their business expansion goals by selling their products and services into the USA.

Our team provides consulting services to international companies who are interested in:

- Investigating the viability of selling their products and services
- Developing an appropriate sales channel
- Establishing a physical presence, preferably in the Greater Philadelphia region, or elsewhere in the USA

Our strategic three-phase process is designed to be cost effective without making a long-term commitment. Each stand-alone phase delivers valuable market intelligence and can be concluded without moving on to the next phase.

PHASE ONE

A company and product overview

PHASE TWO

Market assessment including competitive analysis, market entry strategies, and identification of potential partners

PHASE THREE

Tactical implementation of the ERAP™ initiative actively managed by our exclusive partner, USA Strategic Ventures LLC

The Ameri-Business Partner Search Program (APS)™ focuses exclusively on identifying, contacting, and introducing overseas World Trade Centers Association Members and other companies to potential US partners, distributors, resellers, direct end-users, manufacturing facilities, or potential joint ventures.

APS provides an effective method for international companies to investigate and penetrate the US market with new partners and customers for their products.

With a combination of experience, dedication, and passion, our professional team will develop the best US market entry strategy and execute it with precision.

For more information on ERAP and APS, contact Al Basilicato, Director of International Business Development, at 215-454-6225 or abasilicato@wtcphila.org

DRIVING ECONOMIC GROWTH & JOBS THROUGH EXPORTS

This program, made possible by a grant from the Economic Development Administration of the U. S. Department of Commerce, is a comprehensive economic development effort to promote the growth of exports, specifically among Southeastern Pennsylvania and Southern New Jersey companies, both in the number of companies participating in exporting and in the revenues earned by these companies that can be credited to their involvement in global trade.

The WTCGP's expertise and success in providing comprehensive trade counseling services, mentoring, educational programs, and business networking programs positions the organization well to play a lead role in scaling these services to implement, in part, the following Plan strategies:

- Build export awareness and capacity among the region's small and mid-sized enterprises (SMEs)
- Conduct export workshops with international service providers and their clients to increase the number of SMEs considering exporting as a viable option, with particular attention to women- and minority-owned businesses
- Expand awareness of export services and access to mentoring programs within targeted industry and services sectors
- Increase coverage of exports and export success stories to build awareness of exports
- Catalyze export growth in the Greater Philadelphia region's high-growth sectors – life sciences, health, and architecture, design, engineering and construction management



IMPORT & GLOBAL PROCUREMENT ASSISTANCE

Suppliers worldwide have the potential to increase a product's value by lowering input costs. U.S. companies, for example, may be able to find lower-priced components that offer a competitive edge or new products that complement an existing product line. Just as when sourcing within the U.S. domestic market, it is important to find reliable and credible suppliers in foreign markets.

Importing has its challenges, such as managing time constraints, cultural differences, arranging trade financing, transportation, and customs clearance. The WTCGP can assist in developing your import strategy, identifying reliable suppliers, and helping to implement systems to ensure a total supply chain solution.

Our global network and professional expertise help companies navigate different business and legal systems, U.S. regulatory and customs issues as well as logistical obstacles. The WTCGP:

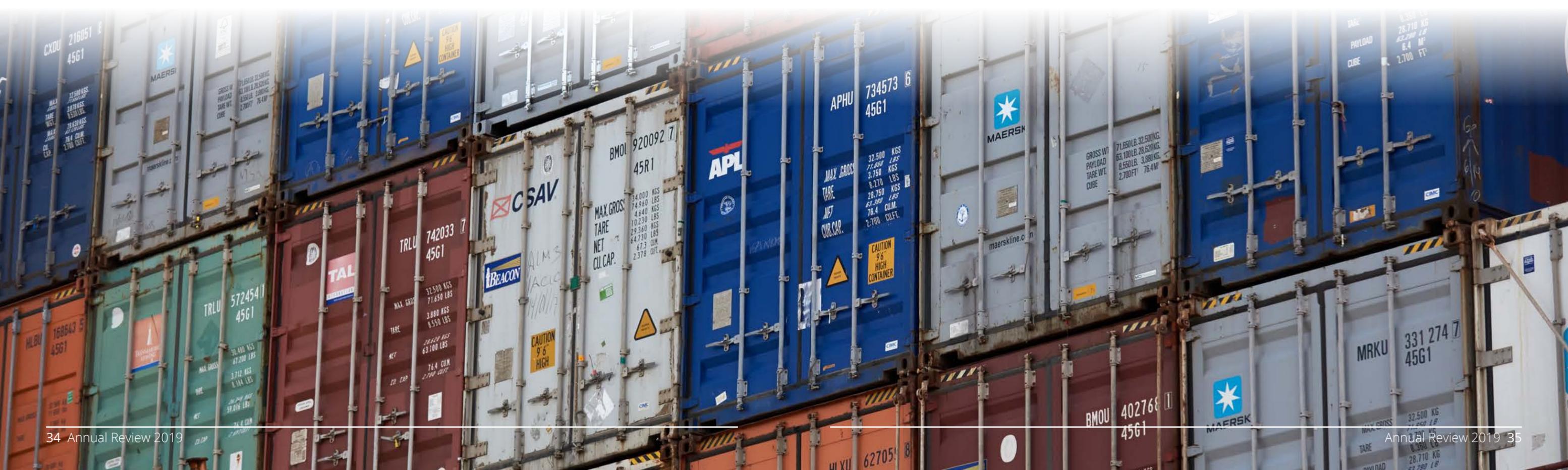
- Researches overseas markets
- Identifies and manages overseas suppliers
- Navigates international transport and establishes relationships with logistics companies
- Understands import compliance and acquisition procedures
- Mitigates risk by facilitating trade finance and foreign currency tools
- Determines precise import duties, tariffs and quotas

MAKING GLOBAL LOCAL INITIATIVE

Making Global Local is an initiative designed to connect towns and cities across the country with the U.S. Trade and Development Agency's (USTDA) export-promoting programs. The aim of Making Global Local is to increase the number of U.S. businesses that are benefitting from the Agency's programs in order to expand their exports to emerging markets and create high-paying jobs in their communities.

USTDA has been utilizing the information gathered from their partner organizations to more effectively plan and coordinate reverse trade missions so even more U.S. companies can connect with foreign buyers.

USTDA has formed partnerships with more than 30 state and local economic development organizations across the country, such as the World Trade Center of Greater Philadelphia, to promote the Agency – and its U.S. Government partners – as an effective tool to help U.S. companies increase their international sales. This strategy utilizes USTDA's reverse trade missions as a catalyst to expand and deepen their relationship with local business communities.



We may be local.

But we can help take your business global.

We're your neighborhood bank who can introduce your business to a world of opportunities.

- Letters of Credit
- Documentary Collections
- Bankers Acceptances
- Export Financing
- Standby Letters of Credit



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America's Most Convenient Bank®

GLOBAL FINANCE SERVICES

The Export Finance Program provides a roadmap to export finance products and global banking services, accessible through the area's leading international lenders with the backing of government agencies like Export-Import Bank of the U.S. (EXIM Bank) and the U.S Small Business Administration (SBA).

Since the signing of a City/State Partnership Agreement between the WTCGP and EXIM Bank, this partnership has expanded to include SBA, the area's leading trade finance lenders and insurance brokers, the City of Philadelphia, the Commonwealth of Pennsylvania, and the State of New Jersey.

This program provides information on accessing capital to fill export orders, minimizing risk by obtaining export credit insurance, developing a competitive advantage by offering financing or credit terms to prospective international buyers, and accessing global banking services to facilitate and ease cross-border trade.

The WTCGP would like to thank the principal sponsors of this program, TD Bank and Wells Fargo.



"We at EXIM Bank are proud to be able to call the World Trade Center of Greater Philadelphia one of our best Regional Export Promotion Program partners.

The work they do is instrumental in helping U.S. exporters gain major footholds in international markets. We value this relationship and the support the WTCGP provides in helping us reach those small business exporters who directly benefit from the use of our trade finance products."

Regina Gordin, Regional Director, Eastern Region, EXIM Bank

INTERNATIONAL DESIGN AND ENGINEERING CONSORTIUM (IDEC)

The International Design and Engineering Consortium (IDEC) comprises leading architectural, engineering, and construction management services companies in the Greater Philadelphia area, collaborating to provide coordinated services to participate in winning international project bids.

The Consortium's mission is to leverage the WTCGP's network of contacts to support infrastructure development projects from U.S. or multilateral development agency tenders to local technical services and international landmark projects. The group provides a global platform of services that includes architectural, engineering, construction, project management, design, and IT-related services to developers of port, transportation, environmental, office, residential, and commercial real estate projects.

By combining expertise and a comprehensive service portfolio, this Consortium strengthens its competitiveness in bidding on international projects by working as a single, unified unit. Consortium companies meet to exchange knowledge and experiences, gain introductions and connections to other senior engineering executives, and share information on upcoming prospective projects with greater potential. To participate in IDEC, firms must be corporate members of the World Trade Center of Greater Philadelphia and have demonstrated institutional capabilities relevant to international construction or infrastructure projects.

CHINA CLUB

China Club familiarizes companies with the nuances of the Chinese market and provides a forum for peer-to-peer sharing of experiences gained from conducting business in China. With more than 40 member companies, this distinctive, award-winning program allows participants to share best practices and identify business opportunities in one of the world's fastest growing economies. The program focuses on the key issues surrounding U.S. - China commercial opportunities and trade. Past roundtable meetings have focused on:

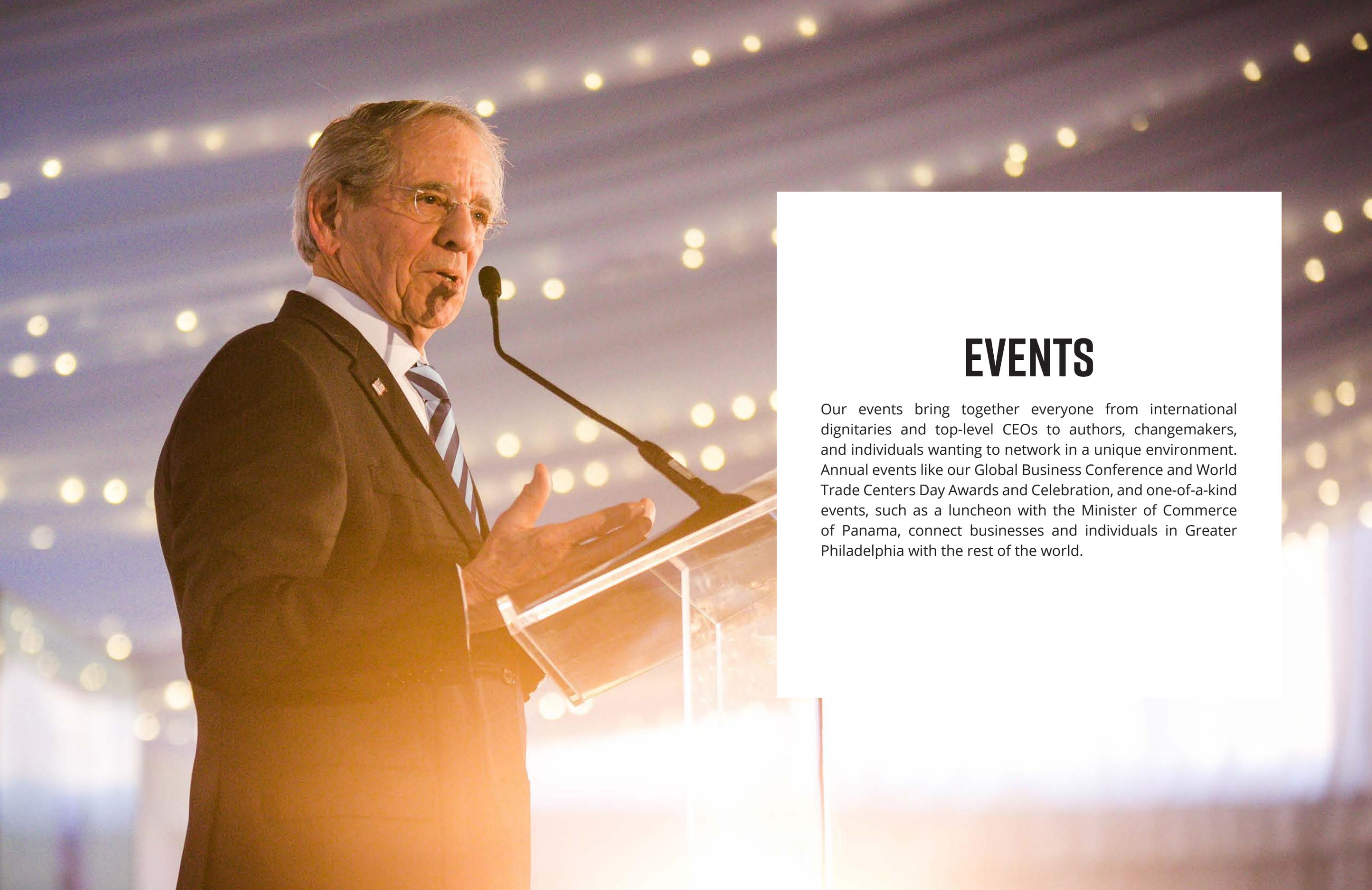
- Cyber security
- Protecting intellectual property
- Sourcing products and selecting vendors
- Developing a risk management strategy
- Overcoming banking and financing challenges
- Environmental impacts on foreign business
- Marketing strategies and sales tactics

Key to the success of this popular program is its dedicated members and sponsors. WTCGP would like to thank the principal sponsor of this program, White and Williams LLP, whose expertise in China provides a continuing resource for our members. We would like to thank all the members for their engagement in the programs.

2019 CHINA CLUB EVENTS

- **JANUARY 29, 2019** Chinese New Year Concert featuring the Shanghai Philharmonic Orchestra at the Kimmel Center for the Performing Arts
- **JUNE 4, 2019** "Grow Your Global Business in Hong Kong" with the Hong Kong Economic and Trade Office of New York featuring Joanne Chu and Charles Ng
- **JUNE 20, 2019** -Breakfast Roundtable with members of The Consulate General of the People's Republic of China in New York
- **OCTOBER 10, 2019** Panel Discussion led by Amy Gadsden, Associate Vice Provost for Global Initiatives and Executive Director of Penn China Initiatives, University of Pennsylvania
- **DECEMBER 4, 2019** Presentation by Anna Fan, Director, New York, Hong Kong Trade Development Council





EVENTS

Our events bring together everyone from international dignitaries and top-level CEOs to authors, changemakers, and individuals wanting to network in a unique environment. Annual events like our Global Business Conference and World Trade Centers Day Awards and Celebration, and one-of-a-kind events, such as a luncheon with the Minister of Commerce of Panama, connect businesses and individuals in Greater Philadelphia with the rest of the world.

GLOBAL BUSINESS CONFERENCE

MARCH 7, 2019

The 16th Annual Global Business Conference: **The Global Economy - Agile or Fragile? Navigating for Success in 2019**, was presented in cooperation with Drexel University's LeBow College of Business. Featured Speakers and Moderators included:

- H.E. Martha Bárcena Coqui, Ambassador of Mexico to the US
- Dr. Kris Singh, Founder, President, and CEO of Holtec International
- Craig Allen, President, US-China Business Council
- Edward McGinnis, Principal Deputy Assistant Secretary for Nuclear Energy, US Department of Energy
- Kei Sasaki, CFA, Regional Chief Investment Officer, Northeast, Wells Fargo Private Bank
- Ross Allen, Director, UK Department for International Trade, North America and UK Deputy Consul General in New York
- Claire Casey, Managing Director, FP Analytics
- Craig Snyder, President & CEO, World Affairs Council of Philadelphia



Kei Sasaki



Claire Casey and Craig Allen



Craig Snyder, H.E. Martha Bárcena Coqui, and Ross Allen



Edward McGinnis and Dr. Kris Singh

WORLD TRADE CENTERS DAY AWARDS AND CELEBRATION

MAY 15, 2019

The 17th Annual World Trade Centers Day Awards and Celebration, presented by Independence Blue Cross, was held for the first time at The Fairmount Waterworks on May 15th. This gala reception is dedicated to recognizing the global achievement of the Greater Philadelphia region and to celebrate local business leaders who have made a significant contribution to regional and national economic growth through international trade. Ian Bush, broadcaster of KYW 1060 Newsradio, served as emcee for the evening. The WTCGP's chief fundraising event attracted over 300 attendees and recognized the following business leaders:

- Legacy Award for Lifetime Achievement to Walt D'Alessio
- 2019 Global Business Leadership Award to Rastelli Global
- 2019 Member of the Year Award to Sandmeyer Steel Company
- Inaugural Charles D. Close School of Entrepreneurship Global Excellence Award to Phenom People



Legacy Award for Lifetime Achievement - Walt D'Alessio



Global Business Leadership Award - Rastelli Global



Member Company of the Year - Sandmeyer Steel Company



Inaugural Charles D. Close School of Entrepreneurship Global Excellence Award - Phenom People

BRINGING THE WORLD TO PENNSYLVANIA (BTW2PA)

SEPTEMBER 19-20, 2019

During Bringing the World to Pennsylvania, the World Trade Center of Greater Philadelphia arranges meetings between export-ready Southeastern Pennsylvania companies and Authorized Trade Representatives (ATRs) to discuss specific market opportunities. As the Regional Export Network (REN) representative in Southeastern Pennsylvania, WTCGP organizes this event for Southeast PA companies, supporting the Commonwealth's efforts to grow international trade.

In 2019, ATRs met with 40 clients resulting in 170 individual meetings.

"Both the meetings and the after-event at the Clef Club were great. The WTCGP provides such a unique opportunity to work with associates from around the globe. What a terrific resource for the business community!"

Bob Kritzer, Director, International Division, Harold Beck & Sons





GLOBAL CONNECTIONS INTERNATIONAL RECEPTION

SEPTEMBER 20, 2019

After a day filled with one-on-one meetings with client companies and PA Authorized Trade Representatives (ATRs) at BTW2PA, we invited the international business community to mix, mingle, and Motown with us. It was the perfect environment for the ATRs to loosen up after a long month of traveling to RENs across Pennsylvania.

The evening was held at the legendary Philadelphia Clef Club of Jazz and Performing Arts where attendees enjoyed a tribute to the music of Motown performed by The Arpeggio Jazz Ensemble.

The highlight of the event took place on stage when the band's leader invited all of the ATRs, PA's Office of International Business Development staff, and the WTCGP team to a line dance performance to the tune of "Dancing in the Street."



"Music is a language that unites us."

Graziella DiNuzzo, Director of Communications and Development, WTCGP



PARTNER EVENTS

- **FEBRUARY 28, 2019** Roundtable Discussion with the Netherlands Foreign Investment Agency, featuring Esther Smith, Director from Atlanta. Wilfred Muskens, a member of the WTCGP Advisory Council, coordinated this event as the Honorary Consul of the Kingdom of The Netherlands in Philadelphia.

- **APRIL 26, 2019** “Doing Business with Jamaica” in partnership with Jamaica Promotions (JAMPRO) Corp. Featured speakers included: Diane Edwards, President, JAMPRO, Jamaica; H.E. Audrey Marks, Jamaican Ambassador to the U.S.; Hon. Audley Shaw, Minister of Industry, Commerce, Agriculture & Fisheries, Jamaica; Philip Rose, Regional Director, Jamaica Tourist Board; and Ron McKay, CEO, ADS Global, Inc. In attendance - 84 exporters, importers, trade service providers, and government officials.

- **JUNE 11, 2019** Export Compliance Seminar in partnership with Temple CIBER and the US Commercial Service. Featured speakers were from the US Department of Commerce, US Customs and Border Protection, BDP International (freight forwarder), and Morgan Lewis (law firm). In attendance - over 70 exporters, trade service providers, students and government officials.

- **JUNE 11, 2019** WorldCity TradeNumbers “Philaport” in partnership with the City of Philadelphia, Philaport, and South Jersey Port Corp. Featured speaker, Ken Roberts, President, WorldCity, briefed exporters, importers, trade service providers, and government officials on import data from the Greater Philadelphia ports and Philadelphia International Airport.

- **JUNE 19, 2019** Seminar on International Business Insurance. Featured speakers included: Susan Lutz, Managing Director, Insight Ciber Group; John Scales, National Practice Leader, International Group, USI; Doug O’Brien, National Practice Leader, Casualty & Alternative Risk, USI; and Kevin Shea, New Business Manager, Cigna Global Health. In attendance - over 30 exporters and trade service providers.

- **AUGUST 21, 2019** “US Trade Policy” in partnership with Citizen Diplomacy International. Representatives from seven (7) countries (as part of the US Department of State’s International Visitor Leadership Program), briefed attendees. Dino Ramos, WTCGP COO, provided a presentation.

- **SEPTEMBER 24, 2019** “Doing Business In Panama” in partnership with the Consulate General of Panama in Philadelphia and The American Chamber of Commerce of Panama. Featured speakers included: Ramon Martinez, Minister of Commerce and Industries of Panama; Georgia Athanasapulos, Consul General of Panama in Philadelphia; Silvia de Marucci, VP for Transit Business, Panama Canal Authority; Eric Holt, VP, Holt Logistics; Robert Bright, President, Talson Solutions; Edgar Vesga, Executive President and CEO, Philadelphia International Medicine; and WTCGP President Linda Conlin. In attendance - over 50 exporters, trade service providers, and government officials. (Pictured on facing page from left to right: Linda Conlin, Ramon Martinez, and Georgia Athanasapulos)



- **SEPTEMBER 26, 2019** Trade Relations with Canada. Business roundtable with Khawar Nasim, Deputy Consul General of Canada in New York, who discussed the current and future trade relations between the U.S. and Canada including the pending US-Mexico-Canada Free Trade Agreement. In attendance - 16 exporters, trade service providers and government officials.

- **NOVEMBER 7, 2019** Prosper Africa Roundtable Discussion. Featured speakers included: Ned Rauch-Mannino, Senior Advisor for Global Markets, International Trade Administration, US Department of Commerce; John Hansen, Trade Facilitation Advisor, Prosper Africa Executive Secretariat; Greg Simkins, Senior Advisor for the Africa Bureau, US Agency for International Development; Jillian

Foerster, Country Manager, Sub-Saharan Africa, US Trade Development Agency; Rick Angiuoni, Director, Africa Global Business Development, Export-Import Bank of US; and Derek D’Agostino, Officer for International Affairs, US Customs and Border Protection. Leo Holt, President, Holt Logistics, received an award for Export Achievement. In attendance - over 30 exporters, trade service providers, and government officials.

- **NOVEMBER 20, 2019** Millennium Challenge Corporation briefing to IDEC members. Featured speakers included Mike McEntire, Senior Director, Program Procurement, MCC, and Holly Vineyard, Senior Advisor, Department of Compact Operations, Procurement, MCC. In attendance - over 25 architects, engineers, and interior designers.

MEMBERSHIP

The World Trade Center of Greater Philadelphia is a non-profit and membership-based organization. Our Members and Partners have access to one-on-one trade counseling, exclusive opportunities to take part in regional and international VIP programs, and access to a network of companies with international expertise. If you want a competitive advantage in international business, become a Member or Partner of the WTCGP.



OUR MEMBERSHIP LEVELS MAKE JOINING WTCGP ACCESSIBLE TO BUSINESSES OF ALL SIZES.

Corporate Member - \$1,000

- A dedicated international trade specialist to assist with your international business strategy
- Discounts (typically ranging from \$15-50) on admission to educational programs and networking events)
- A weekly market intelligence update (ISA report) by email, valued between \$1,900 and \$2,000
- A dedicated company listing in the WTCGP membership directory (available to members only)
- Introductions to select World Trade Center offices in markets of interest
- Access to World Trade Center conference rooms/business centers around the globe
- Opportunity to attend invitation-only industry and/or foreign market related special meetings and events
- Opportunity for membership in exclusive International Design and Engineering Consortium (for engineering, architectural, and design firms)

All higher levels receive Corporate level membership benefits

Our members are busy taking care of their day-to-day business. WE'RE HERE TO HELP THEM GET TO THE NEXT LEVEL.



YOUR STAMP OF APPROVAL FOR GLOBAL TRADE
Join a select network of companies recognized for their excellence in international business.

Club Level Member - \$1,500

- Participation in invitation-only VIP events and private receptions
- A complimentary market research report on top markets for US industries, valued between \$300-\$1,000
- Introductions to key business leaders and government officials
- Membership in CEOs' China Operations Club and India and Southeast Asia Club

Premier Member - \$5,000

- A customized business mentoring session with peer business leaders and industry advisors
- Participation in invitation-only VIP events and private receptions
- Introductions to key business leaders and government officials

Leadership Council - \$10,000

- Recognition as a designated sponsor of a specific program (Export Finance, China Club, etc.)
- Recognition of your company logo on the WTCGP website
- Priority access to limited availability sponsorship opportunities

Sustaining Member - \$25,000 +

- Recognition as a sponsor at all WTCGP signature events
- A speaking opportunity at a designated WTCGP signature event
- Nomination for one individual to serve on WTCGP Board of Directors
- The opportunity to develop and sponsor a signature initiative or program
- Customized benefits available depending on your business objectives
- All Leadership Council level membership benefits

MEMBERS LIST

SUSTAINING MEMBERS

- KPMG LLP
- White and Williams LLP

LEADERSHIP COUNCIL

- City of Philadelphia
- Drexel University, Charles D. Close School of Entrepreneurship
- Mazars USA LLP
- PECO Energy, an Exelon Company
- Pennoni
- Philadelphia International Airport
- TD Bank, N.A.
- Temple University's Fox School of Business and Center for International Business Education and Research (CIBER)
- Wells Fargo Bank, N.A.

PREMIER MEMBERS

- Bradford White
- Knoll, Inc.

ENHANCED MEMBER

- Securitas Global Risk Solutions, LLC

CLUB LEVEL MEMBERS

- Bracalente Manufacturing Company
- Bryn Mawr Trust
- Chiral Technologies, Inc.
- Data-Core Systems
- Devon International Group
- DFT, Inc.
- Dunmore Corporation
- F.W. Winter Inc. & Co.
- Genesis Rehabilitation Services
- Harold Beck & Sons, Inc.
- Kibow Biotech, Inc.
- Lasko Products, Inc.
- Metal Edge International, Inc.
- NDRI
- NAVPAC Advisors LLC
- PARIS Technologies International, Inc.
- Premier Dental Products Company
- Schramm, Inc.
- Steadfast Entities LLC
- Sunhillo Corporation
- The Fredericks Company
- U-Combination Technology
- Valtech Corporation
- Van Horn, Metz & Co., Inc.

- Visual Software
- VE Source LLC
- VideoRay LLC
- Wheatley US Limited

CORPORATE MEMBERS

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- Annie International Inc.
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- BDP International
- Bentley Systems, Inc.
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- DePaul and Company
- Dontech
- Drone Workforce Solutions
- Eclipse Surface Technologies
- Electro-Tech Systems, Inc.

- Epitek, Inc./Epismart Nutrition, LLC
- Fitzpatrick, Lentz & Bubba, P.C.
- Fulton International Group
- Global Traveler Magazine
- Helicopter Tech, Inc.
- Honorary Consul of The Kingdom of The Netherlands
- Julian Krinsky Camps and Programs (JKST Inc.)
- Kreischer Miller
- MAECI
- MDC Corporation LLC
- Moberg Research, Inc.
- MTM Linguasoft
- Navarro & Wright Consulting Engineers, Inc.
- Obermayer Rebmann Maxwell & Hippel LLP
- Panitch Schwarze Belisario & Nadel LLP
- Philadelphia International Medicine LLC
- RichardsApex Incorporated
- Sandmeyer Steel Company
- Temple University, Office of International Affairs
- USA Strategic Ventures LLC
- Veritas Medical Solutions

PARTNER ORGANIZATIONS

- African-American Chamber of Commerce
- Ben Franklin Technology Partners of Southeastern Pennsylvania
- British American Business Council
- Bucks County Economic Development Corporation
- Bucks County International Trade Council
- Capital Analytics
- Center City Proprietors Association
- Central Bucks Chamber of Commerce
- Chamber of Commerce of Southern New Jersey
- Chester County Economic Development Council
- Chilean – American Chamber of Commerce
- Citizens Diplomacy Council
- Consular Corps Association Philadelphia
- Consulate General of Canada
- Consulate General of Panama
- Consulate of Mexico in Philadelphia
- Delaware County Commerce Center
- Delaware Valley Regional Planning Commission
- Delaware River Port Authority
- Delaware Valley Industrial Resource Center
- Economy League of Greater Philadelphia
- Foreign Policy Research Institute
- French - American Chamber of Commerce
- German - American Chamber of Commerce Philadelphia
- Global Interdependence Center
- Global Philadelphia Association
- Greater Philadelphia Chamber of Commerce
- Greater Philadelphia Hispanic Chamber of Commerce
- Initiative for Global Environmental Leadership
- International House Philadelphia
- Irish – American Business Chamber & Network
- Italy – American Chamber of Commerce of Greater Philadelphia
- Japan American Society of Greater Philadelphia
- Main Line Chamber of Commerce
- Maritime Exchange for the Delaware River and Bay
- Montgomery County Economic Development Corporation
- National Association of Manufacturers - New Jersey
- New Jersey Business Action Center
- New Jersey Chamber of Commerce
- Pennsylvania Biotechnology Center of Bucks County
- Philadelphia Convention and Visitors Bureau
- Philadelphia Industrial Development Corp.
- Philadelphia – Israel Chamber of Commerce
- Philadelphia Regional Port Authority
- Select Greater Philadelphia
- S.M.A.R.T. Strengthening the Mid-Atlantic Region for Tomorrow
- South Jersey Port Corporation
- Southern Chester County Chamber of Commerce
- Swedish – American Chamber of Commerce
- Team PA Foundation
- Temple University Small Business Development Center
- The Enterprise Center at Burlington County Community College
- University City Science Center
- University of Pennsylvania Small Business Development Center
- Upper Bucks Chamber of Commerce
- Villanova University
- Visit Philadelphia
- Welcoming Center for New Pennsylvanians
- World Affairs Council of Philadelphia
- World Trade Association of Philadelphia
- WTC Delaware
- WTC Harrisburg



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 CAPITAL ANALYTICS ASSOCIATES

MORE THAN A MEMBERSHIP

HEAR WHAT MEMBERS AND PARTNERS HAVE TO SAY ABOUT THE BENEFITS OF BEING IN THE WTCGP NETWORK.

“It was six years ago that we began exporting and we are currently doing business in Canada, Germany, Brazil, Mexico, the UK, and China. Doing business outside the US has helped VHM grow. We thank the WTCGP for connecting us with our global supply partners and it was our introduction to White and Williams law firm that has helped us with critical legal advice we need to continue our work internationally. I am also a proud member of the WTCGP Advisory Council.”

Barry Fisher, President, Van Horn, Metz & Co

“As an independent member firm of an international organization, it’s important for Mazars USA to be connected to businesses locally and globally. Membership in the World Trade Center of Greater Philadelphia allows us to showcase our expertise, network with business leaders, make international connections, and assist members in adapting to a dynamically changing business landscape. We’re proud to support the World Trade Center today, and we look forward to the new initiatives it’s planning for the future.”

Jim Welsh, CPA, Pennsylvania Office Managing Partner, Mazars USA LLP

“We have, and will continue to recommend the valuable services of the World Trade Center of Greater Philadelphia for all companies in Southeastern Pennsylvania and New Jersey looking to take advantage of global business opportunities. The market intelligence, customized research, and international networking expertise opens doors in a way that no single company could accomplish on its own.”

Bruce Carnevale, Executive Vice President and COO, Bradford White



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[MeetMazars.com](https://www.meetmazars.com)

Mazars USA is a client-centered, full-service accounting, tax and consulting firm with global reach and deep local market knowledge. As one of the nation's leading professional services firms, Mazars USA provides the resources, experience and global expertise to help you adapt in a dynamically changing business landscape.

Jim Welsh
Pennsylvania Office Managing Partner
Jim.Welsh@MazarsUSA.com



ACCOUNTING | TAX | CONSULTING

Mazars USA LLP is an independent member firm of Mazars Group.



CONVERSATIONS

Get to know each other!

Our Member Conversations allow members to meet each other in a relaxed atmosphere to share ideas, get inspired, and grow their social and professional network.

Member Conversations is a free event held at the WTCGP office four times per year and includes coffee, sweets, beer, wine and snacks. Make new connections, share ideas, learn from others, get inspiration, grow your social/professional network, or even discover new business opportunities.

To take advantage of our unique networking experience and opportunity to grow your business contacts, consider becoming a member.

Contact Graziella DiNuzzo at gdinuzzo@wtcphila.org or call 215-454-6226 for more information.

"The Member Conversation format was very unique and worthwhile. It was valuable to be able to speak with other WTCGP members in an informal setting about current market opportunities and concerns for international businesses. I learned a lot more about the attending members and their businesses than I would have from any typical networking event format."

Patrick Riley, Vice President, Property & Casualty, USI Insurance Services LLC



MEMBER SUCCESS STORIES

We're proud of our Member Companies and the work they do each day to contribute to the economic success of our region. By telling their stories, we dig a little deeper and shed some light on how they make our world a better place to live.



PHILADELPHIA INTERNATIONAL MEDICINE AND PANAMA CLINIC SIGN MEMORANDUM OF UNDERSTANDING PROVIDING ACCESS TO EIGHT WORLD-RENOWNED PHILADELPHIA HOSPITALS

1/23/19 BY GRAZIELLA DINUZZO

Philadelphia International Medicine signed a Memorandum of Understanding (MOU) with Panama Clinic on Wednesday, January 16th in Panama City. The Panama Clinic is scheduled to open its state-of-the-art clinic and medical offices in May 2019 within a multifunctional property located inside the Pacific Center Complex, which will also contain a Marriott Residence Inn, Office Tower, supermarket, theater, gym, restaurants, and a picnic area for

children. The MOU was signed by Edgar Vesga, Executive President and CEO of Philadelphia International Medicine, Theodoro Constantinau, President of the Panama Clinic, and Dr. Edwin A. Villalobos, Medical Director of Panama Clinic. Also in attendance were Georgia Athanasopulos, Consul General of Panama in Philadelphia and representatives from the PHL Airport and PHL Convention and Visitors Bureau.

The partnership between PIM and Panama Clinic was brought together by Georgia Athanasopulos, who has been Consul General of Panama in Philadelphia since 1996.

“Philadelphia International Medicine represents the greatest medical institutions in the Philadelphia area. Panama City is a hub, and many will benefit from the top-level care they can now receive. Before the attention was given to opening of the canal, now Panama City is investing in the medical community. I am excited to be working with Edgar who has vision and moved so quickly,” says Athanasopulos.

“This MOU will allow the Panama Clinic to collaborate with our hospitals and physicians in education and clinical care; particularly in areas of neurology, ophthalmology, cardiology, and telemedicine,” says Edgar Antístenes Vesga-Arias, Executive President and CEO, Philadelphia International Medicine.

The Panama Clinic is led by Dr. Edwin Villabos, Medical Director.

“We see Philadelphia International Medicine as a major health gateway for our communities in Panama, providing access to high level medical technologies and research,” says Villabos.

Some of PIM’s current partnerships include the Mexican Society of Cardiology, Cancer Tec 100 Hospital, San Javier Hospital in Mexico; the Dominican Society of Neurology, Center for Diagnosis and Medical Advancement in Telemedicine and Dominican Society of Hematology and Oncology in Dominican Republic; and the Medical Association of Jamaica in Jamaica.

About Philadelphia International Medicine:

Since its inception in 1999, healthcare organization Philadelphia International Medicine (PIM) has been dedicated to connecting international patients, doctors and practitioners with specialized services from world-renowned Philadelphia area hospitals. PIM’s current network of eight (8) hospitals includes Fox Chase Cancer Center, Temple University Hospital, and Thomas Jefferson University Hospital as anchor organizations, and affiliate healthcare organizations include Wills Eye Hospital, Rothman Institute, the Vincera Institute, Magee Rehabilitation Hospital, and the Renfrew Center.

“The WTCGP are great connectors! I am grateful for the opportunity to have participated in the WTCA Member Seminar in New York and the General Assembly in Querétaro. I have built valuable relationships with World Trade Centers in Mexico, China, Panama, and Australia, and working to develop a relationship in India.”

Edgar Antístenes Vesga-Arias, Executive President and CEO, Philadelphia International Medicine



“Pennoni is like my second family.”

PENNONI HAS BEEN HOME TO NEWLY APPOINTED PRESIDENT AND CEO DAVE DELIZZA SINCE 1979 6/11/19 BY GRAZIELLA DINUZZO

It's not surprising that Dave DeLizza chose to major in engineering at Drexel University.

“I remember Dad would take me to his jobsites while the bridges were under construction to show me how they were built,” says DeLizza. “The two I remember the most are the Girard Avenue Bridge (completed in 1972), and the Spring Garden Street Bridge over the Schuylkill (completed in 1965).” DeLizza was nine years old when his dad, who spent 30 years working for the City of Philadelphia as a Civil Engineer, took him to the ribbon cutting ceremony for the Spring Garden Street Bridge.

“Dad also had a drafting board set up at our house. I enjoyed watching him prepare house plans for side renovation projects,” recalls DeLizza.

Born and raised in the Port Richmond section of Philadelphia, DeLizza learned to respect hard work while helping at his family's neighborhood sandwich shop.

Today, photos of children and grandkids line the shelves of Dave DeLizza's office at Pennoni in Philadelphia. On July 1st, DeLizza will officially begin his role as the fourth President and CEO of Pennoni, succeeding Tony Bartolomeo who held that position for the past 20 years. DeLizza sits comfortably in his chair to talk about his career at Pennoni, which technically began in 1976 when he worked on the survey crew as a Drexel University co-op student. He would continue to complete all three of his co-op periods at Pennoni.

“I love my job,” smiles DeLizza.

Upon graduating from Drexel University in 1979, DeLizza asked founder and then President, C.R. “Chuck” Pennoni for a full time job and was told there weren't any immediate openings. However, a few days later, DeLizza received a phone call that would place him on his successful career journey. “When I met with Mr. Pennoni he told me one of the engineers had resigned and he offered me the position of staff engineer.”

“Dave has a proven track record of demonstrating our goals of excellent reputation, profit, and growth through strong leadership, as well as expressing Pennoni's core values of honesty, integrity, and service in all business dealings with both external and internal clients,” said Chuck Pennoni, in the recent press release announcing DeLizza's appointment.

DeLizza has held various roles at Pennoni from Haddon Heights Office Director to New Jersey Regional Manager, Director of Strategic Growth and most recently Chief Operating Officer. Founded more than 50 years ago, Pennoni is an ENR Top 500 consulting engineering firm with 35 offices across the United States.

“When I worked out of the Absecon Office in New Jersey, working with the Casino Reinvestment Development Authority in Atlantic City, it was like an engineer's dream. We had so many challenges.”

DeLizza eased into global business for Pennoni after accompanying then President of the WTCGP, Joanna Savvides to the World Trade Centers Association General Assembly in Barcelona, Spain. Chuck Pennoni was one of the founders of the WTCGP and first Board Chairman. DeLizza also attended the General Assembly in Pescara, Italy.

“I met Joanna in 2004 when we were looking

at international opportunities,” says DeLizza. “Joanna helped us make some great connections.”

DeLizza credits the WTCGP for “doing all the leg work.” He attended several trade missions between 2007-2008 with Dino Ramos, then Director of Trade Services. “We went to Dubai, Abu Dhabi, and Panama. I learned so much watching Dino navigating his way in these countries. Dino was a wealth of knowledge and has so much international experience.”

DeLizza has been a Board Member of the WTCGP since 2014 and served on the Advisory Council from 2010 through 2014. He has also helped lead the WTCGP International Design and Engineering Consortium (IDEC) since 2008.

As President of Pennoni, DeLizza plans to use Pennoni's 5-year Strategic Plan as a guide for the company's future.

“We are a 100% employee-owned company. I want to focus on the growth of the firm – both organic growth as well as M&A opportunities.”

DeLizza is grateful for his co-op opportunity at Pennoni, which helped fuel his long career with the firm.

His advice to recent college graduates, “Just get into the workforce and find something that you like to do. Get involved in organizations like the WTCGP where you can expand your network of contacts which will help you throughout your career.”

In his acceptance speech, DeLizza remarked, “I follow in the footsteps of Chuck Pennoni, Rick Piccoli, and Tony Bartolomeo. To say I have some big shoes to fill would certainly be an understatement.”

While pointing at family photos, DeLizza wants me to know, “Pennoni is like my second family.”



VAN HORN, METZ AND COMPANY, PROVIDE JUST THE RIGHT INGREDIENTS COMPANIES NEED 9/03/19 BY GRAZIELLA DINUZZO

Did you ever look at the interior of a car and wonder how it was made, or why the paint is so shiny? Most likely not. After visiting with member company Van Horn, Metz & Company (VHM), I look at these things differently.

“Take a walk through Home Depot,” says President Barry Fisher. “It is safe to say that at least one or more of the raw materials we sell was used to make just about everything in the store.”

From Pigments like Iron Oxides and Titanium Dioxide to Additives like UV Stabilizers and Hyperdispersants and Resins like Epoxy Esters and Low VOC alkyds to Dyes like Lake Pigments

and FD&C, and Extenders like Attapulgite Clay and Barium Sulfate...whew...VHM has everything the Industrial markets need to formulate their products.

Anamaria Tanase, Market Development Manager for Van Horn, Metz & Company, agrees that sorting through their vast product line is overwhelming for folks outside the industry. “Think of baking a cake,” she says. The ingredients the customer may need are some Pigment, Additive, Resin, Extender, etc. ...mix it all or some together and the end result might become a bio-based sealant or paint for your deck.

Navigating through VHM’s product line may also be daunting for new and established customers as well, which is why VHM has a team of 18 specialized technical experts with vast industry experience, training, and education, to assist with product development every step of the way from production to placement. The VHM team is located across the central and eastern US, and their logistics and warehouse capabilities include 12 warehouses and six sales offices.

“We bring value with the products we sell,” says Mr. Fisher. “Our team develops long-standing relationships with our customer’s team to ensure they get it right the first time.”

The VHM story began in 1950 when Harold Van Horn and Donald Metz joined forces to form Van Horn, Metz. The idea for their business came about while the men were working on camouflage paint formulations for the US government during World War II, beginning the journey for VHM to become the leading specialty raw materials distributor in North America.

As distributors for over 25 renowned companies including Chemours, Evonik, Cargill, Lubrizol, and others, VHM maintains its position to provide the most advanced products – safely.

“All personnel are required to complete Hazmat training. Handling chemicals is taken seriously,” adds Mr. Fisher.

VHM is a long-standing member of the National Association of Chemical Distributors (NACD) and recently passed its sixth NACD Responsible Distributor verification. VHM also belongs to the American Coatings Association (ACA), Society of Plastics Engineers (SPE), the Federation of Societies for Coating Technology, and the World Trade Center of Greater Philadelphia (WTCGP).

“It was six years ago that we began exporting,” Mr. Fisher explains. “We are currently doing business in Canada, Germany, Brazil, Mexico, the UK, and China.”

Mr. Fisher is a member of the WTCGP Advisory Council. “WTCGP has been a help for VHM, most importantly, it was our introduction to White and Williams law firm that has given us the critical legal advice we need to continue our work internationally.”

Mr. Fisher also credits a Temple University intern who joined the VHM team almost a year ago. “Fresh eyes are helping us with our inventory management and our supply chain challenges.”

The Greek Philosopher Plato once said that necessity is the mother of invention. Each year thousands of products are invented and for those that succeed, VHM may have a little something to do with it...not to mention the ink to print this article.





VISUAL SOFTWARE'S TECHNOLOGY WILL REVOLUTIONIZE HEALTHCARE AND EDUCATION IN REMOTE REGIONS AROUND THE WORLD 10/18/19

BY GRAZIELLA DINUZZO

In Swaziland (now officially Eswatini) Africa, a man with AIDS walks many miles through precarious terrain to arrive at the nearest clinic. If he is lucky to be seen that day, the clinic attendant will need to conduct testing to determine a diagnosis-testing alone may kill him, the attendant, or any number of people who might mishandle his infectious blood. The clinic does not know this man's history – no computer, no database, no medical record.

The narrative is the same in a mountainous village in Lesotho, Africa where a young child's already limited education, anchored in a primitive one-room schoolhouse, makes him virtually invisible – no computer, no school record, no access to the world.

When Robert Hutchison, President and CEO of Visual Software, attended a networking event hosted by the World Trade Center of Greater Philadelphia, US Commercial Service, and Bucks County Community College, he met Victoria Senome, President of the African and Caribbean Business Council.

"Victoria said our software would be revolutionary in Africa," said Hutchison, "and I am learning firsthand that she's right."

Two weeks later, in October 2018, Hutchison found himself on his first trip to Lesotho, Africa, with a mission group from the National Baptist Convention and meeting with the minister of education who welcomed him with open arms.

Since then, Hutchison has made four trips to six countries in Africa, Jordan, and the Kurdistan Region of Iraq...and he's getting ready to leave for Africa again next month.

"Globally, we had already worked in Australia and England, but what led me to Africa was a desire to use the software we developed to maximize impact, not profit."

Hutchison is now on a mission.

"I had been praying about how to use our products to make a significant contribution to the world, and then opportunities in Africa opened up."

IT has always been Hutchison's calling. His 40 years in the computer/software industry includes working at Bell Laboratories on the UNIX Operating System project, and developing advanced mathematical modeling software for internationally known clients. He also created an advanced warning system for one of the largest telephone systems in the world and written three textbooks.

Hutchison and his team at Visual Software created Sustainable Applications and Solutions optimized for use in rural settings and large communities. Using a private cloud-based system, the software can maintain basic and advanced information for healthcare and education sectors.

"From building databases and providing individual IDs to e-based learning and more, lives will be improved and saved. In some places, 14 out of 100 women now die in childbirth. Technology will make a huge difference and improve that statistic."

Since 2001, Visual Software has served

millions of students and companies in the US, Canada, Europe, Africa, and Australia. With close working relationships with Microsoft, Oracle, and many regional systems integrators throughout the US, UK, and Australia, they are able to provide custom, integrated platforms. Visual Software has been a Microsoft Certified Partner since 2003 and an Oracle Gold Certified Partner since 2014. They are also members of the international security group OWASP.

So with no electricity, how does a poor village power up computers? "We are working with solar equipment providers to create a low-voltage solar energy package that supplies the needs of schools and clinics without generating the heat normally associated with such systems," Hutchison explains.

"By eliminating the solar inverter, the heat generated is far less and the system runs more efficiently. By reducing the heat, the need for cooling fans is eliminated, thereby reducing the amount of dust making its way into the equipment. By reducing dust, the equipment lasts longer."



Robert Hutchison wheels out a black metal rolling cart with several shelves. He places a laptop on top of the cart and lifts it to point out the encased heavy rubber covering.

“Students will use hardened laptops, tested to the Military standard 810G for durability and resistance to moisture and dust. The carts will hold the equipment inside and the outside will be fitted with solar panels. Wireless networking will connect to the Internet. The cart can be wheeled between rooms. Having all components pre-packaged eliminates much of the work of deploying the solutions in these remote locations.”

And what about wireless connectivity? “Having nearly universal wireless connectivity throughout Africa was initially one of the factors that opened the door for opportunities such as these. Much of Africa is still hard to get to via typical transportation methods, but at least in terms of information, connecting these rural communities has become much easier. It’s surprising how well-connected Africa is – in some countries, they even have 5g connectivity.”

The Visual Software team had to re-write the software for low bandwidth, in consideration of markets like Africa with high internet access costs. “In Africa, Internet customers pay for their wireless internet data by the gigabyte; there are no unlimited data plans as is common in the US. As of May 2019, data rates for 10GB of data range from USD \$8.37 (Egypt) to \$279 (Equatorial Guinea).”

In Sierra Leone, there is a hospital called Emergency, established by an Italian NGO in 2001. To date, Emergency has treated 798,496 patients and was a critical

resource during the Ebola crisis – all without technology.

“Outside the hospital in Sierra Leone there are extreme environmental challenges, like dirt, mud, and flooding from monsoon rains but inside the hospital is spotless. They even have white PVC encased doors so they can be wiped down. But they still log all of their patient blood tests in big ledger books.”

Since 1994, Emergency has opened its doors free of charge to victims of war, refugees, and the sick at its hospitals located in Afghanistan, Central African Republic, Iraq, Sicily, Sierra Leone, and Sudan.

As the son of a refugee, Hutchison has a deep understanding of the long lasting affect of humanitarian aid. His mother and aunt were part of the massive child refugee evacuation called “Los Niños”, during the Spanish Civil War”, cramming nearly 4,000 children into a steamship to England, who were also come to be known as the “Basque Children.” His mother was eventually adopted by a family in Northern England.

His grandparents were captured by Franco’s forces, put into slavery and then moved to concentration camps. After the war, his grandparents lived out the remainder of their lives in Mexico.

Hutchison is paying it forward.

“I have been donating my time and resources to this project in Africa. The best part of Africa is the people.”

Once the technology is implemented, the goal is to create jobs and set up the project to be self-sustaining. Visual Software will provide support when needed.

“Within the first year of our education deployment, we intend to deploy classroom technology to 1,000 schools with an eventual target of over 30,000 schools in the first five years.”

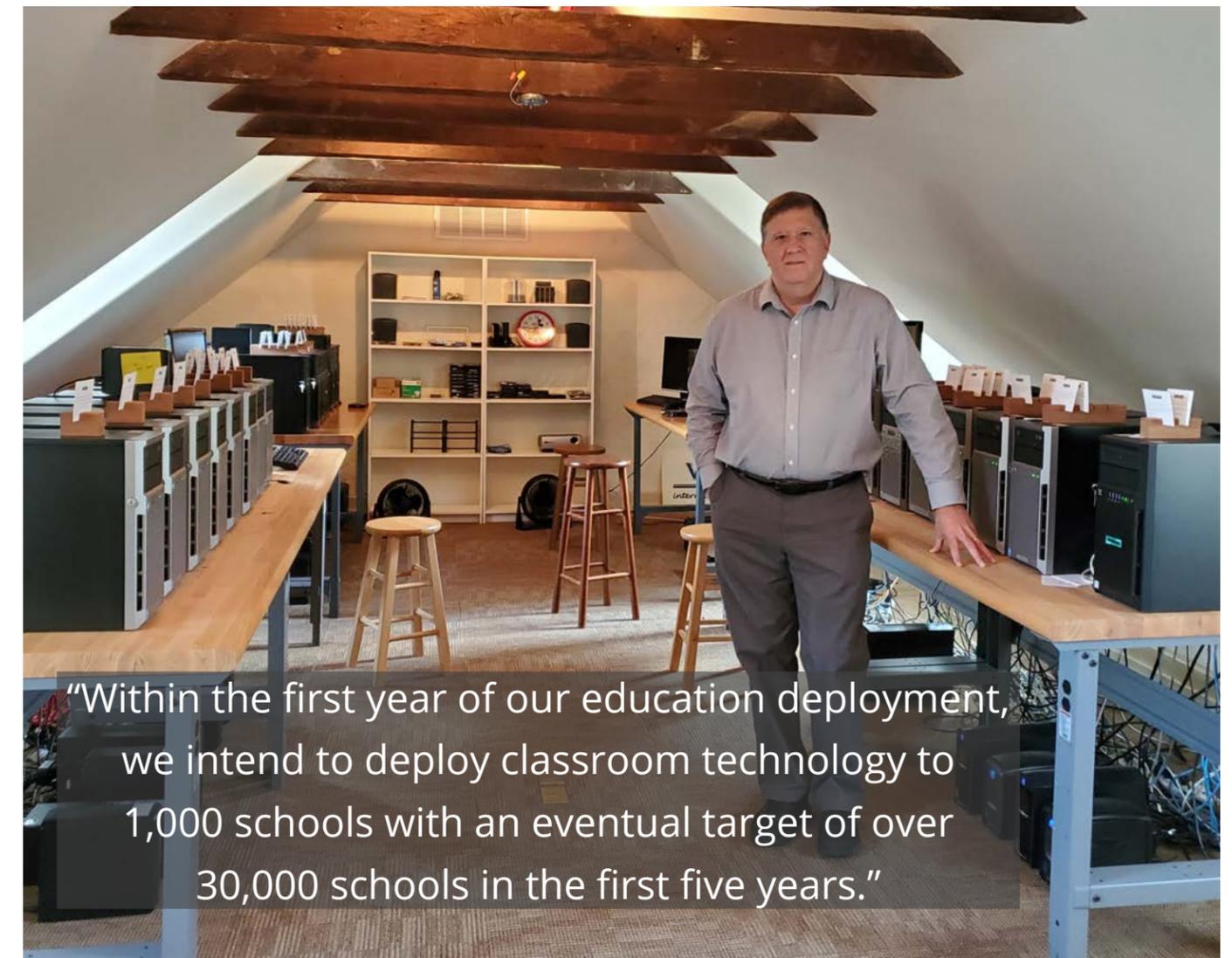
What’s next?

“Visual Software recently connected with several of the PA Overseas Authorized Trade Representatives (ATRs) during our recent September 19 and 20, 2019, Bringing the World to PA (BTW2PA) events in Philadelphia. During their one-on-one ATR meetings they discussed market expansion in the UK and Australia, as well as market entry strategies

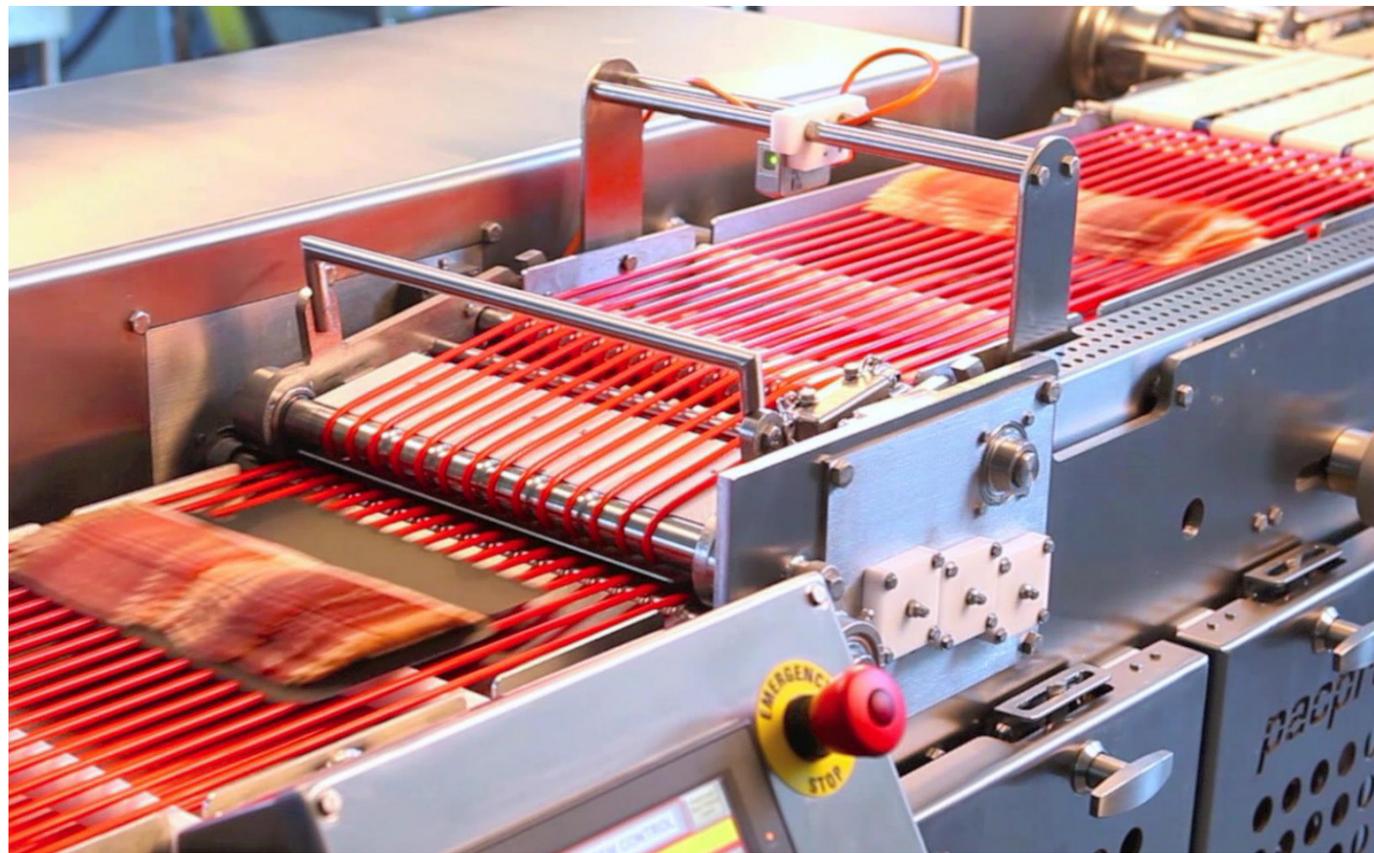
for Scandinavia, the Czech Republic, Jordan, and the United Arab Emirates (Arab Gulf region). Visual Software has already done some great work in Australia with many more opportunities to expand upon their initial success,” said Dale Foote, International Trade Specialist for the World Trade Center of Greater Philadelphia.

In Iraq, Hutchison’s team is currently working on software that will be used to reconnect families dispersed by war and chemical weapons attacks.

Robert Hutchison and his team are transforming lives, one byte at a time.



“Within the first year of our education deployment, we intend to deploy classroom technology to 1,000 schools with an eventual target of over 30,000 schools in the first five years.”



PACKAGING PROGRESSIONS: PROVIDING SAFE, CLEAN AND EFFICIENT HANDLING OF YOUR FOOD 12/20/19 BY GRAZIELLA DINUZZO

Ever wonder how the piece of paper you find in between beef patties gets there? Most probably not. At one time, human hands painstakingly placed the paper, one at a time, to separate each patty in an assembly line, until engineer Lawrence Ward had an idea that would revolutionize the meat industry. In 1989, Ward invented the ArcTronic Hole Perforator – Packaging Progressions Inc. was born.

Dante Pietrinferni was working as a Production Manager at Mechtronics Industries, a machine building company, when Mr. Ward discovered him and offered him a job. It was 1992 and with only six employees, Pacproinc® was designing and manufacturing automatic, high-speed interleavers and stackers, eventually obtaining a patent for their “Inline Foldover” method in 1995.

Pietrinferni became President of Packaging Progressions in 2011.

“Our machines operate at the highest speeds, we have superior customer service and the most industry expertise. We were first to market and consider ourselves number one in the world,” smiles Pietrinferni.

Applications for Pacproinc® began with Philly steaks and now include bacon, cheese, cookie dough, puff pastry, empanadas and tortillas, pasta sheets, burger patties, flatbreads and pizza bases, and sliced deli meats.

“We are able to take our core technology and adapt it to many products.”

Popular brands packaged on Pacproinc® machines include Domino’s Pizza, Subway, and McDonald’s.

“As we grew we were able to develop other packaging solutions within the food industry.”

Today, Pacproinc® has expanded its line of hole perforators, interleavers and stackers to include custom and standard conveyors, value-added services, and a full range of interleaving materials.

“Our biggest domestic sellers are bacon and burger packaging machines.”

Pacproinc® began exporting in the mid-90s, but not without some challenges and lessons learned.

“We learned the hard way that a handshake deal is not a good idea. We worked with a man named Mr. Slegers, whom we met at a trade show and eventually became our European representative. We knew we needed a local presence in order to provide the level of service our customers are used to.”

“We had various levels of success in Europe through 2000, until Mr. Slegger decided to reverse engineer our machines and make his own version. He essentially took over our European market.”

In July 2019, Pacproinc® was acquired by Middleby Corporation, a global leader in the foodservice industry.

“The benefit that excites us the most is being able to leverage Middleby’s international assets to help us sell our products all over the world. Our biggest challenge to selling internationally was our lack of service and sales support within a territory. International customers were reluctant to buy from a company that did not have a local presence and provided support from the U.S.”

In 2019, Pacproinc® sold their machines into

Canada, Malaysia, Peru, and the U.K.

“We have sold parts, materials and machines to Australia, Thailand, Israel, Jordan, Saudi Arabia, Germany, France, The Netherlands, Denmark, Sweden, Poland, Canada, Peru, Mexico, and the U.K.”

Pietrinferni recalls a meeting organized by WTCGP and the Korean PA Authorized Trade Representative, “We were meeting with a South Korean company, in a Greek restaurant in Germany. The South Koreans seemed angry. By learning some cultural awareness from our WTCGP contact, we understood that was just their communication style.”

As the food industry grows to changing consumer demands, Pietrinferni understands that Pacproinc® will need to adapt.

“We have a lot of discussion about using paper versus plastic, and are looking for more sustainable methods. Some clients require a heavier wax coating on the paper. We are always working on different formulations.”

During a tour of the plant, Mr. Pietrinferni demonstrated a robotic arm that the engineers are looking to integrate with their machines.

“We have developed new designs that work with our core technologies and created about 8 to 10 patents over the years.”

Today, Packaging Progressions (Pacproinc®) has 65 employees and during the last three years have consistently recorded 15% growth each year.

The future is bright for Packaging Progressions.

“We not only provide a safe and sanitary solution to packaging fresh and frozen food, we also have superior 24/7 customer service. No one else can do what we do.”



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