



## **Export Finance Workshop Duty Drawback and Financing Exports April 14, 2016 | 8:00 am to 12:00 pm**

### Agenda

8:00 a.m. **Registration and Networking**

8:30 a.m. **Welcome and Introductory Remarks**

**Linda Mysliwy Conlin**, *President*, World Trade Center of Greater Philadelphia  
**Dr. Alla Wilson**, *Dean*, School of Global Business, Arcadia University

8:45 a.m. **Duty Drawback**

Many exporters are entitled to file claims for refunds of U.S. Customs duties that are paid not only on finished goods that are re-exported, but also on imported raw materials and components that are exported as part of finished goods. Learn about:

- The basics of Duty Drawback
- Changes in Duty Drawback regulations that will go into effect in 2016.

**Mark Tully**, *Licensed Customs Broker, UPS Supply Chain Solutions*

9:15 a.m. **Export Financing and Credit Insurance Panel:**

Learn from experts on export financing and export credit insurance.

Moderator: **Linda Mysliwy Conlin**, *President*, World Trade Center Greater Philadelphia

Panelists: **Regina Gordin**, *Deputy Managing Director*, Export-Import Bank of the U.S.

**Patricia Kratz**, *International Trade Officer*, U.S. Small Business Administration

### **Export-Import (Ex-Im) Bank of the U.S.: Export Finance and Insurance Products**

Ex-Im provides a range of export financing products including:

- Export Working Capital Loan Guarantees
- Export Credit Insurance
- Financing for International Buyers through Medium and Long-Term Loans and Loan Guarantees

## **U.S. Small Business Administration (SBA): Export Finance Products**

SBA has an array of trade finance services specifically designed to help small and medium-sized enterprises expand or develop export markets – including military goods and a non-U.S. content rule. SBA offers the following programs:

- Export Working Capital Loan Guarantees
- International Trade Loans
- Export Express

### 10:15 a.m. **Break and Networking with Speakers and Lenders**

### 10:45 a.m. **Exporters Panel: “Advice and Lessons Learned from Experienced Exporters”**

Conversations with business leaders using export financing and credit insurance to grow their profits and mitigate risks.

Moderator: **Dino Ramos**, *Chief Operating Officer*, World Trade Center of Greater Philadelphia

Panelists: **Dominic Rawson**, *Managing Director*, R&M International Sales Corporation

**Karl Brown**, *President*, SB Global Foods, Inc.

### 11:15 a.m. **“Meet the Experts”:** Networking with Speakers and Lenders

Speakers and lenders will be available to meet one-on-one with attendees. This will provide an opportunity for you to have your specific needs and questions addressed.

### 12:00 p.m. **Adjournment**