



Southwest Illinois Trade & Investment Council Resource Directory



Alan J. Dunstan, Madison County Board Chairman

Mark Kern, St. Clair County Board Chairman

Local Resources

International Trade Center at Southern Illinois University Edwardsville

Silvia Torres Bowman, Director
Southern Illinois University Edwardsville
Campus Box 1107, Alumni Hall, Suite 2126
Edwardsville, Illinois 62026-1107

Phone: 618-650-2452

Fax: 618-650-2647

E-mail: sitorre@siue.edu

<http://www.siue.edu/business/itc>

Programs/Services: ITC is a not-for-profit export information center designed to assist Illinois businesses successfully sell their products/services abroad. Export services include readiness evaluations, access to foreign market info, assistance with documentation and state export grants automated trade leads, local trade mission coordination, educational workshops. Assists foreign direct investments through assistance on access to state and local economic development services.

Madison County

Frank Miles M.P.A., Administrator
Madison County Community Development
130 Hillsboro Ave, Suite 100
Edwardsville, IL 62025

Phone: 618-692-8940

Fax: 618-692-7022

E-mail: fomiles@co.madison.il.us

www.co.maddison.il.us

Programs/Services: Technical assistance to access state and federal export services. Assists foreign direct investment through site & building selection, demographic data, business loans, enterprise zone tax credits /exemptions, permits /zoning, property tax abatements, workforce development, access to municipal incentives.

St. Clair County

Terry Beach, Executive Director
St. Clair County Intergovernmental Grants Dept.
19 Public Square, Suite 200

Belleville, IL 62220

Phone: 618-825-3203

Fax: 618-236-1190

E-mail: tbeach@co.st-clair.il.us

www.co.st-clair.il.us

Programs/Services: Technical assistance to access state and federal export services. Assists foreign direct investment with site & building selection, demographic data, business loans, enterprise zone tax credits /exemptions, permits /zoning, property tax abatements, workforce development, access to municipal incentives.

World Trade Center St. Louis

Tim Nowak, Executive Director
7733 Forsyth Blvd., Suite 2200
St. Louis, MO 63105

Phone: 314-615-8141

Fax: 314-615-8140

Email: info@worldtradecenter-stl.com

<http://www.worldtradecenter-stl.com/>

Programs /Services: A membership based organization providing services from customized research to business training and accessible resources.

America's Central Port

Dennis Wilmsmeyer, Executive Director
1635 West First Street
Granite City, IL 62040

Phone: 618-877-8444

Fax: 618-452-3402

E-mail: dwilmsmeyer@americascentralport.com

<http://www.americascentralport.com/>

Programs/ Services: Public, full service, multi-modal port located on the Mississippi River. Open lock-free navigation to the Gulf. Barge, rail, and truck commodity transfers. Small Business Incubator, available land for

commercial and industrial development located in a Foreign Trade zone.

Kaskaskia Regional Port District

Ed Weilbacher, General Manager

336 N. Main Street

Red Bud, IL 62278

Phone: 618-282-3807

Fax: 618-282-3808

E-mail: ed@kaskasiaport.com

<http://www.kaskasiaport.com>

Programs/Services: Inland port handling the shipment of product on both the Mississippi and Kaskaskia rivers for the counties of Monroe, Randolph, and southern half of St. Clair county. Multi-modal shipping opportunities. Available land for industrial and commercial development.

MidAmerica St. Louis Airport

Tim Cantwell, Airport Director

9656 Air Terminal Drive, Suite 100

Mascoutah, IL 62258

Phone: 618-566-5240

Fax: 618-566-5299

E-mail: director@flymidamerica.com

www.flymidamerica.com

Programs/Services: Joint use airport offering both civilian and military operations through Scott Air force Base. International cargo hub with designated U.S. Customs Port 4581, and foreign trade zone. Passenger service offered through Allegiant Air. Home to Boeing and North Bay Produce with perishable center for produce shipping service, development sites featuring enterprise benefits.

St. Louis Downtown Airport

Erick Dahl, Director of Operations

6100 Archview Dr.

Cahokia, IL 62206

Phone: 618-337-6060

Fax: 618-337-7578

E-mail: director@stlouisdowntownairport.com

www.stlouisdowntownairport.com

Programs/Services: Class IV commercial service airport and gateway airport for Washington D.C. Airport equipped to handle any business aviation aircraft from blimps to Boeing 757s.

Home to 300 based aircrafts and 26 business tenants including two FBOs. Developable land located in the American Bottoms Enterprise Zone.

St. Louis Regional Airport

David Miller, Director

8 Terminal Dr.

East Alton, IL 62024

Phone: 618-259-2531

Fax: 618-233-0672

E-mail: davecoramiller@aol.com

www.stlouisregional.com

Programs/Services: Handles corporate activity, air cargo, recreational flights, and civilian and military flight training. Major repair and overhaul is a key niche where anchor tenant West Star Aviation specializes in airframe and engine repair and maintenance, interior refurbishments. Developable land is available.

Foreign Trade Zone 31

Grantee: America's Central Port District

Ms. Robbie Williams, FTZ Administrator

1635 W. First Street

Granite City, IL 62040

Phone: 618-452-8440

Fax: 618-452-3402

E-mail: rwilliams@americascentralport.com

www.americascentralport.com

Programs/Services: A designated site location allowing domestic activity involving foreign items to take place prior to formal customs entry. FTZ #31 has 4 designated sites: 2 at America's Central Port, 1 at Gateway Commerce Center, and 1 at MidAmerica St. Louis Airport. Manufacturers and distributors using the zone program get relief from inverted tariffs, duty exemption on re-exports, duty elimination on waste, scrap, and yield loss, weekly entry savings, and duty deferral.

Transportation Club of St. Louis

Anna Hickman-Davis

President

P.O. Box 11544

Clayton, MO 63105

Phone: 618-806-4411

E-mail: stltrafficclub@yahoo.com
<http://transportationclubofstlouis.com/>

Programs/Services: A group of people dedicated to transportation and supply chain resources in the area.

Commerce Bank

Paul Toskin
VP Trade Service Group
8000 Forsyth Boulevard
St. Louis MO 63105
Phone: 314-746-7317

E-Mail: paul.toskin@commercebank.com

Programs/Services: Offer financial products and services that allow companies to efficiently and safely source products globally. Help with foreign credit risk mitigation solutions and working capital solutions.

Regions Bank

Al Li
VP Global Trade Finance
8182 Maryland Ave.
St. Louis, MO 63105
Phone:

Email: al.li@regions.com

Programs/Services: Offer financial products and services that allow companies to efficiently and safely source products globally. Help with foreign credit risk mitigation solutions and working capital solutions

LR International

Ric Frantz, CEO
3720 River Road, Suite 300
Franklin ark, IL 60131
Phone:

Email: ricf@lrinternational.com

Programs/Services: Freight Forwarding.

UniGroup Logistics

Arijana Hoormann, Manager
One Premier Drive
Fenton, MO 63026
Phone: 636-305-6023

E-Mail: arijana_hoorman@unigroup.com

Program/Services: Freight Forwarding .

State Resources

Illinois Department of Commerce and Economic Opportunity (DCEO)

Office of Trade and Investment
Margo Markopoulos, Deputy Director
100 W. Randolph Street, Suite 3-400
Chicago, IL 60601-3219
Phone: 312-814-7179
Fax: 312-814-6581

E-mail: margo.markopoulos@illinois.gov
<http://www.illinois.gov/dceo/SmallBizAssistance/Export/Pages/default.aspx>

Programs/Services: Assists export ready businesses to export or grow their market through activities such a group trade missions, individual foreign market sales missions, 10 international trade offices, and financial assistance for website translation services, brand development and overall foreign (country specific) website development, product compliance certification, and to defray company costs in trade missions. Assists with foreign direct investments through lead generation, delegation visits, foreign trade office outreach to foreign investors, economic development tax credits, job training grants, participation loans.

Illinois Department of Agriculture

Kim Hamilton, International Marketing Representative
Bureau of Marketing and Promotion
P.O. Box 19281
State Fairgrounds
Springfield, IL 62794-9281
Phone: 217-782-5809
Fax: 217-524-5960

E-mail: Kim.Hamilton@illinois.gov
<https://www.agr.state.il.us/exporting-assistance>

Programs/Services: International market development and product promotion for the state's food and agribusiness sectors. Services include International trade exhibitions, inbound and outbound trade missions, buyers missions,

export/ import/markets advice, export marketing plan development; trade leads, informational seminars, international buyers/companies meetings, international offices in Hong Kong, and Mexico, marketing publications, financing for consumer promotions, market research, trade servicing (MAP); Branded program.

Food Export Association of the Midwest USA

Lisa Vollen
309 West Washington, Suite 600
Chicago, IL 60606 USA
Phone: 312-334-9217
Fax: 312-334-9230

E-mail: lvollen@foodexport.org
<https://www.foodexport.org/>

Programs/Services: A non-profit organization composed of 12 Midwestern state agricultural promotion agencies that provide U.S. companies with the programs and services needed to export and sell their products internationally.

Federal Resources

U.S. Commercial Service (St. Louis)

Margaret Gottlieb
International Trade Specialist
U.S. Department of Commerce
International Trade Administration
U.S. Commercial Service
4300 Goodfellow Blvd.
Bldg. 110, Suite 1100-A
St. Louis, MO 63120
Phone: 314-260-3782
Fax: 314-260-3792

E-mail: office.StLouis@trade.gov
Local website:
www.export.gov/missouri/st.louis
National Website: www.export.gov

Programs/Services: The U.S. Commercial Service, part of the U.S. Department of Commerce, provides export assistance to U.S. companies who are developing international

markets. The St. Louis office covers Madison and St. Clair Counties.

U.S. Commercial Service (Chicago)

Hovan Asdourian
Director
U.S. Department of Commerce
International Trade Administration
U.S. Commercial Service
200 West Adams Street
Suite 2450
Chicago, IL 60606
Phone: 312-353-8040
Fax: 312-353-8120

E-mail: Office.Chicago@trade.gov
Local website: <http://www.export.gov/illinois/>
National Website: <http://www.export.gov/>
Programs and Services: same as St. Louis

Trade Information Center (Washington, D.C.)

call M-F 8:30 am-6:00 pm Eastern time.
1-800-USA-TRADE (1-800-872-8723)

Programs and services: The Trade Information Center works in conjunction with your local office. For immediate export assistance or for answers to your technical questions on exporting.

Export-Import Bank of the United States (EXIM)

Michael Howard
Midwest Regional Director
200 W. Adams Street, Suite 2450
Chicago, IL 60606
Phone: 312-353-8093
Fax: 312-353-8098
E-mail: Michael.howar@exim.gov
Michael.howard@exim.gov

Jan Blaho
Regional Director (covers Illinois)
Phone: 312-353-8072
E-mail: Jan.Blaho@exim.gov
www.exim.gov

Programs/Services: The official export credit agency of the United States providing services including export credit insurance, working capital and loan guarantees.

U.S. Small Business Administration (SBA)

Dennis Foldenauer, Regional Manager
Export Solutions Group
SBA - Office of International Trade
U.S. Export Assistance Center
200 West Adams St, Suite 2450
Chicago, IL 60606
Phone: 312-353-8065
E-mail: dennis.foldenauer@sba.gov
www.sba.gov

Programs/Services: SBA has made it a priority to help small business exporters by providing a number of loan programs, including Export Express, Export Working Capital, and Int'l. Trade Loans, specifically designed to help develop or expand export activities.

**U.S. Foreign Agricultural Service
(works through State Departments of
Agriculture and local U.S. Commercial Service
Offices)**

Programs and Services: The Foreign Agricultural Service (FAS) is responsible for collecting, analyzing, and disseminating information about global supply and demand, trade trends, and market opportunities. FAS seeks improved market access for U.S. products; administers export financing and market development programs; provides export services; carries out food aid and market-related technical assistance programs; and provides linkages to world resources and international organizations.

<http://www.fas.usda.gov/>

Missouri District Export Council

Eugene Robinett, Chairman
c/o U. S. Commercial Service St. Louis
4300 Goodfellow Blvd.
Bldg. 110, Suite 1100-A
St. Louis, MO 63120
Phone: 314-260-3780
E-mail: Officestlouis@trade.gov
www.missouriexports.com
Programs and Services: District Export Councils

are organizations of business leaders from local communities, appointed by various U.S. Secretaries of Commerce, whose knowledge of and expertise in international business provides a source of professional advice for their region's local firms. Closely affiliated with the U.S. Commerce Department's Export Assistance Centers and the U.S. and Foreign Commercial Service, the 59 DEC's that exist The Missouri District Export Council covers Madison and St. Clair Counties.

Illinois District Export Council

Richard Paullin, Chairman
c/o U.S. Commercial Service Chicago
200 W. Adams Street, Suite 2450
Chicago, IL 60606
Phone: 312-353-8040
http://export.gov/illinois/ildistrictexportcouncil/eg_us_il_022908.asp
Programs and Services: same as MO but for IL

SelectUSA**U.S. Department of Commerce Foreign Direct Investment**

Vinai K. Thummalappally
Executive Director, SelectUSA
U.S. Department of Commerce, Washington, D.C.
Phone: 202-482-6800
Email: info@selectusa.gov
www.selectusa.commerce.gov
Programs/Services:

NASBITE

Dr. Kelly E. Fish
Board President
Phone: 216-802-3381
E-mail: info@nasbite.org
<http://www.nasbite.org/>
Programs and Services: Coordinates and administers the Certified Global Business Professional (CGBP) credential.

Midwest Trade Adjustment Assistance Center
(Serving Illinois, Iowa, Minnesota, Wisconsin)
Applied Strategies International, Ltd.

150 North Wacker Drive, Suite 2240

Chicago, IL 60606

Toll Free: 800- 333-2148

Phone: 312-368-4600

Fax: 312-368-9043

E-mail: info@appliedstrategiesintl.com

Website: www.appliedstrategiesintl.com

Programs/Services: Trade Adjustment Assistance for Firms (TAAF) is a cost sharing federal assistance program for companies affected by import competition. A portion of consultant or industry-specific expert's cost for projects that improve a firm's competitiveness are eligible.

Other Resource Web links

Federal Government Agencies

http://build.export.gov/main/about/eg_hq_022607

Education and Tips

Export U -Online Training
<http://www.export-u2.com/>

Basic Guide to Exporting
<https://new.export.gov/basic-guide>

Free Trade Agreements
<http://www.export.gov/fta/>

International Travel Tips
http://build.export.gov/main/exportbasics/eg_hq_022623

International Scams
http://www.export.gov/tradeproblems/eg_main_018586.asp

International Market Research

Find Hs/Schedule B Numbers
<http://www.census.gov/foreign-trade/schedules/b/index.html>

Export Statistics

<http://www.export.gov/tradedata/>

Duties/Tariffs

http://www.export.gov/logistics/eg_main_018130.asp

Country Commercial Guides

<http://export.gov/ccg/>

Industry & Analysis Industry/Sector Offices <http://trade.gov/industry/>

Customized Market Research Trade Leads

http://www.export.gov/mrktresearch/eg_main_018208.asp

Trade Associations

<http://www.fita.org/>

Newspapers of the World

<http://www.onlinenewspapers.com/>

Find and Engage Trading Partners

U.S. Commercial Service Programs and Services

<http://export.gov/salesandmarketing/index.asp>

Trade Shows

http://www.export.gov/eac/trade_events.asp

Trade Leads

<http://www.export.gov/tradeleads/index.asp>

The Advocacy Center – Assisting U.S. companies to compete internationally

<http://www.export.gov/advocacy/>

Export Forms and Tools

Export documentation Templates

http://build.export.gov/main/logistics/eg_hq_022636

Export Documentation Examples
http://build.export.gov/main/logistics/eg_hq_022637

NAFTA and Other Free Trade Agreements
<http://www.export.gov/FTA/nafta/index.asp>

World Clock
<http://www.timeanddate.com/>

Financing Tools

SBA Business Export Planner
<https://www.sba.gov/exportbusinessplanner>

Overseas Private Investment Corporation (OPIC)
<https://www.opic.gov/>

The World Bank
<http://www.worldbank.org/>

Shipping

Automated Export System
<http://www.census.gov/foreign-trade/regulations/forms/index.html>

Pre-Shipment Inspection
http://export.gov/logistics/eg_main_018120.asp

Inco terms
http://export.gov/faq/eg_main_023922.asp

Labeling
http://export.gov/logistics/eg_main_018123.asp

Export Compliance and Regulation

Find HS/Schedule B Numbers
<http://www.census.gov/foreign-trade/schedules/b/index.html>

[trade/schedules/b/index.html](http://www.census.gov/foreign-trade/schedules/b/index.html)

Duties/Tariffs
http://www.export.gov/logistics/eg_main_018130.asp

CE Marking
<http://export.gov/cemark/index.asp>

CCC Marking
http://export.gov/china/doingbizinchina/eg_cn_027471.asp

Foreign Standards and Certification Information
http://build.export.gov/main/faq/eg_main_017513

International Electricity Regulation
http://build.export.gov/main/faq/eg_main_017515

Export Licensing (non-military) - Bureau of Industry and Security (BIS)
<http://www.bis.doc.gov/>

Export Licensing (military use) –State Department, Defense Trade Controls
<http://www.pmdtcc.state.gov/index.html>

Temporary Imports/Tools of the Trade/ATA Carnet
http://export.gov/logistics/eg_main_018129.asp

U.S. Customs and Border Protection
<http://www.cbp.gov/>

Lists of Parties of Concern
<http://www.bis.doc.gov/index.php/policy-guidance/lists-of-parties-of-concern>

Embargoed Countries
<https://www.treasury.gov/resource-center/sanctions/Programs/Pages/Programs.aspx>

Antidiversion Clause/Antiboycott
Regulations/Foreign Corrupt Practices
Act
<https://new.export.gov/basic-guide/10-legal-considerations>

Legal Considerations

Export Legal Assistance
http://build.export.gov/main/faq/eg_main_017516

Other Legal Resources
http://build.export.gov/main/faq/eg_main_020935

Legal Disputes
http://build.export.gov/main/regulation/eg_main_018226

Alternative Dispute Resolution (ADR)
http://build.export.gov/main/regulation/eg_main_018227

Trade Disputes
http://build.export.gov/main/regulation/eg_main_018228

Trade Problems
http://build.export.gov/main/faq/eg_main_017518

Foreign Trade Barriers
http://build.export.gov/main/faq/eg_main_017519

Foods and Agricultural Products

General information on Foods and
Agricultural Products
<http://www.fas.usda.gov/>

Country Data and Information
<http://www.fas.usda.gov/data>

Other Topics of Interest

Country & Industry Regulations and
Updates
<https://tsapps.nist.gov/notifyus/data/index/index.cfm>

E-commerce Resources
<http://www.export.gov/sellingonline/index.asp>

IPR Information and Assistance
<http://www.stopfakes.gov/>

Exporting a Motor Vehicle
<http://www.cbp.gov/trade/basic-import-export/export-docs/motor-vehicle>

World Clock
<http://www.timeanddate.com/worldclock/>