EXPORT & TRADE EVENTS

U.S. Commercial Service,

Virginia & Washington, D.C.

U.S. International Trade Administration

http://www.export.gov/virginia/

8th Annual Minority Business Expo

Join the Greater Washington Hispanic Chamber of Commerce in their biggest event of the year. The Minority Business Expo is an incredible opportunity to connect with the region's leading minority owned businesses.

Hear from leaders on the following panels:

- The Key Role of Technologies in Today's World
- Government Contracting: The Inside Scoop
- Workforce Development that Works
- Certification Boot Camp
- Social Media Dos and Don'ts
- Navigating Future Trade Strategies
- Branding and Pitching Your Business
- The How Tos of Attracting a Diverse Workforce

Date: April 18, 2017
Time: 7:00 am - 8:00 pm

To register go here or contact Ms. Sandra Collazo

Emerging Markets Forum

Over the years, this conference series has worked to increase awareness of Emerging Markets, has examined what the rise of new economic powers means for the U.S., and has disseminated information about how U.S. companies can best succeed there. Global events such as Brexit, point to the possibility of a new relationship with Emerging Markets. A distinguished line-up of speakers and panelists will explore what the future holds for this critical relationship, and also address how businesses might formulate a strategy for the new paradigm.

Questions? Please contact ciber@rhsmith.umd.edu or register here

When: Friday, April 21, 2017, 8:30 a.m. – 4 p.m. Ronald Reagan Building.

Export Management Bootcamp

Take advantage of the opportunity to network with local and national leaders in the export industry at the 2-Day Export Management Bootcamp for Industry Professionals, **April 28-29**, 2017, in Baltimore, Md.

Representatives from the organizations below will be on hand to provide regional expertise to companies in the Maryland, D.C., and Virginia area that are interested in exporting their goods internationally.

· Maryland Department of Commerce
· U.S. Department of Commerce
· District Export Council
· John S. Connor
· Port of Baltimore
· UPS

REGISTER NOW

This intensive two-day training will equip you with a solid foundation in global strategy, market analysis and other resources and tangible tools to help you move goods on the market for international export - the right way.

The training will be held at our BioPark campus in Baltimore and the cost to attend is $525. Discounted rates may be available. Please contact CIBER@rhsmith.umd.edu for more details.

Worried about overseas buyer nonpayment? Want to increase your exports sales?

Need help with overseas buyer financing or accessing additional credit? The Export-Import Bank of the U.S. (EXIM) and the Small Business Administration (SBA) have programs designed to take the worry out of exporting and give you the competitive edge to win more sales. With **ExIM's** export credit insurance you are protected from the commercial and political risks that the private sector is unable or unwilling to accept, and the working capital loan guarantee program provides the cash you need to fulfill international orders. With SBA financial assistance programs, you can meet key financing needs, including debt financing, surety bonds, and equity financing.

Elizabeth Thomas from ExIM and William Houck from SBA, will be at our office twice a month to reach out to Virginia and Washington, DC exporters.

If you are new to export, or are just interested in learning more ***at no cost*** about their programs please come on **Wednesday, April 26th from 10:00 AM to 11:00 AM** for a group overview.

If you are already exporting and have a specific transaction you would like to discuss, please make an one-on-one appointment for **April 26th, *at no cost***

Address: U.S. Commercial Service Northern Virginia and Washington, D.C. office
1501 Wilson Blvd. (entrance to building on N. Oak St.)
Suite 1225, Arlington, VA 22209

For more information and to register for the ExIm overview or a one-on-one meeting, please contact: Sandra Collazo

---

Interested in Learning About the Purchasing Process of Medical Devices to Canada?

The U.S. Commercial Service in Canada is proud to introduce the **U.S. Delegation at ProcurMed** taking place in Montreal on **May 11, 2017.**

ProcurMed 2017 is a forum for SMEs organized by Pharmed Canada, (Canada's health industries manufacturing and outsourcing network) to understand and succeed procurement of medical devices and health I.T. equipment. This event gathers key decision-makers in the medical technology field to share information and ideas regarding the medical equipment and supplies purchasing process.

Benefits of Participating:

U.S. companies will gain greater access to Canadian buyers, distributors and business partners in the medical equipment and technology industry.

With a developed and competitive advantage, Canada's healthcare industry offers lucrative prospects for U.S. business representatives.

For more information on the U.S. Delegation package, please contact **Connie Irrera at Connie.irrera@trade.gov**

Doing Business with the United Nations

Please join the U.S. Commercial Service New York and the U.S. Mission to the United Nations for the 4th annual "**Doing Business with the United Nations**" seminar in downtown Manhattan, May 17, 2017.

This seminar will offer an introduction to the **UN's $17.6 billion procurement market** and feature speakers from the largest procurers (in $ volume) in the UN system including:

- United Nations Procurement Division (UN/PD)
- United Nations Development Programme (UNDP)
- UN International Children's Emergency Relief Fund (UNICEF)
- UN Office for Project Services (UNOPS)

Presentations and panels will address headquarter and international field tenders, followed by a networking lunch and optional one-on-one appointments* with UN representatives. This event will be informative both for suppliers who may have already bid on UN tenders (but not yet had success) as well as for companies who need help getting started.

To Register: Please Visit: Here
Registration Fee: $35.00 per person
Registration Deadline: May 6, 2017

For questions and registration, please contact Susan Hettleman at 212-471-0060 or Susan.Hettleman@trade.gov

*One-on-one appointments are subject to application and availability. Appointments will only be granted to companies who have registered with the UN's procurement portal United Nations Global Marketplace (www.ungm.org).

11th Biennial U.S.-Africa Business Summit.

On June 13-16, 2017 the Corporate Council on Africa (CCA) will convene business and government leaders at its 11th biennial U.S.-Africa Business Summit in Washington, DC. This Summit will be a results-driven conference, featuring **conversations** on the challenges on doing business in Africa, **actionable solutions for businesses** looking to seize opportunities, and a **focus on business development**. The 2017 Summit will be one of the first opportunities for the U.S. and African private sectors to engage with the new U.S. administration and shape policy discussions.

The 2017 Summit will feature three overarching topics on each day of the conference:

1. Navigating the African Market
2. Africa in a Globalizing Economy
3. Regional Integration and the Impact on Trade and Investment

To register go here or contact Carla Battle

Trade Fair - China International Medical Equipment Fair (CMEF) and the CORPORATE EXECUTIVE OFFICE (CEO) PROGRAM

The CEO is a specific area on the trade show floor located within the USA Pavilion that is subdivided into meeting space (with tables and chairs, one set per each U.S. company), business center(internet access, small desk, etc.) and small lounge/seating area. The program is an alternative to the traditional trade show booth and offers a unique, cost-effective way for companies to participate in the largest medical equipment exhibition in Asia. Through participation companies will receive:

-- Semi-private meeting space in CEO pavilion (part of overall U.S.A. Pavilion). Space will include table, 4-chairs, and complimentary internet access
-- Shared office center with receptionist and hospitality service
-- Pre-show promotion across China
-- Onsite assistant to help navigate CMEF experience
-- Travel/Logistics guidance

- **When: May 15-18, 2017**
- **Where: Shanghai, China**
- **Application deadline: Rolling until filled**
- **Cost: $4,250**

For more information contact **David.Edmiston@trade.gov**

Trade Winds Forum & Trade Mission 2017: Southeast Europe

Trade Winds, the largest annual U.S. government-led trade mission, will lead U.S. companies and organizations to Southeast European markets in October 2017, to connect them to promising business opportunities.

In nine international Trade Winds events, the U.S. Commercial Service team has facilitated more than $240 million in export sales for U.S. companies.

Your company should join Trade Winds-Southeast Europe to take advantage of projected regional economic growth and to gain a strategic foothold to launch a larger European export strategy.

The region features strategic ports and bustling overland trade routes to established markets, and these individual markets are all heavily investing in infrastructure growth and market development.

Check out some of our early client success following Trade Winds—Latin America in September 2016:

- West Virginia Distillery Explores Latin American Sales
- Bear Company Sees Potential in Latin American Market
- Induron Protective Coatings Looks to Latin America for Opportunity

To register please go here or contact daniel.gaines@trade.gov

---

Trade Delegation to the Kyrgyz Republic and the Republic of Tajikistan

The U.S.-Kyrgyzstan Business Council and the U.S.-Tajikistan Business Council invite U.S. companies to join our first trade delegation to the Kyrgyz Republic and the Republic of Tajikistan. Tentative dates are July 8-15, 2017. The visit will entail high-level government meetings and one-on-one discussions with potential partners in these markets.

Why Join?

- Both countries are members of the World Trade Organization;
- The Kyrgyz Republic and the Republic of Tajikistan provide access to the much larger markets of China, Afghanistan, Pakistan, Kazakhstan and Uzbekistan;
- The Kyrgyz Republic and the Republic of Tajikistan pride themselves in supporting small business development in agricultural processing, textile, tourism and many other sectors.
- OPIC and ADB offer financial services and opportunities that are of tremendous help to U.S. companies. Please click here to learn how OPIC can help your business. In addition, please review OPIC Insurance Fact Sheet. For information on the ADB engagement in both countries' infrastructure, please click here.

For more information please contact Elena Son

Have You Considered Africa? Healthcare Trade Mission to South Africa and Kenya

Optional Add-On Stops: Ethiopia, Ghana, OR Mozambique

Dates: October 22-27, 2017

Join the U.S. Commercial Service, on a forward looking mission to gain market insights and solidify business strategies for the African continent. Meet industry leaders and government officials and learn about upcoming projects across the sub-Saharan region. Join tours and networking events, and meet one-on-one with pre-screened potential business partners.

Target Sectors Holding High Potential for U.S. Companies

- Medical equipment/devices
- Laboratory equipment
- Dental equipment
- Emergency equipment
- Imaging and Diagnostic equipment
- Physiotherapy and Orthopedic equipment/devices
- Healthcare information technology
- Products and technologies for other allied health sectors

Costs for Trade Mission: Small and Medium Size Enterprise (fewer than 500 employees): $4,375; Large Enterprise: $5,975; Each additional Attendee: $950

Registration Deadline

Mission delegates will be accepted on a rolling basis until at least 10 participants are selected with a **maximum of 15**. Applications received after **June 30, 2017**, will be considered only if space and scheduling constraints permit.

Interested in Learning More? Join our Webinar on April 19th!

Join us on this webinar to hear about opportunities for U.S. healthcare companies in this region. Participants will: 1) receive an overview of the healthcare market in Sub-Saharan Africa; 2) hear from a distributor based in South Africa about market entry strategies; 3) learn about the healthcare market in South Africa; and 4) learn about the healthcare market in Kenya.

- **When:** April 19, 2017, **Cost:** Free

Questions? Contact Michelle Ouellette or visit here to register

---