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Gregory J. Conroy
618-650-3607
888-328-5168, ext. 3607
e-mail: gconroy@siue.edu
fax: 618-650-3616

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SIU Campuses Join Forces on International Trade

(EDWARDSVILLE, Ill.) The Illinois Small Business Development Center International Trade Center (ITC) at Southern Illinois University Edwardsville has opened a satellite office at SIU Carbondale within SIUC's Office of Economic and Regional Development (ERD). Located at the Dunn-Richmond Economic Development Center in the Southern Illinois Research Park on the Carbondale campus, the alliance will leverage the resources of both campuses to serve small business in Southern Illinois in the area of international trade, according to Silvia Torres Bowman, director of the ITC.

"This expansion will help us reach out to more interested businesses in Southern Illinois," Bowman said. "For years, business owners, who we've helped in the past, have expressed a desire for us to be located further south, making us even more accessible." The ITC on the Edwardsville campus is located in SIUE's Alumni Hall.

SIU President Glenn Poshard said the expansion is indicative of how Southern Illinois University serves the region. "We are committed to this part of the state, an area that has had a great impact on all of Illinois," Poshard said. "Expanding our commitment to the needs of even more businesses throughout the entire Southern Illinois region is another way we can help drive economic development." The SIUE ITC, which has been helping small businesses throughout the southern 45 counties in Illinois, has been in existence on the Edwardsville campus for more than 20 years, assisting clients in the generation of more than \$130 million in export sales through its consulting, training and research services.

SIUE Chancellor Vaughn Vandegrift pointed out that the ITC has played an integral part in the economic development of Southwestern Illinois. "In addition to serving entrepreneurs for two decades throughout the region and helping them reach out to international markets, the ITC has helped educate our students in understanding the myriad aspects of the global economy," Vandegrift said. "This hands-on education provided through the ITC will supplement what students learn in textbooks and will serve them well in their careers."

The ITC offers counseling and the following services for small businesses:

- Individualized, free export consultation to Illinois businesses
- International market analysis to identify the most advantageous trading opportunities
- Identification of foreign buyers, agents and/or distributors through trade leads
- Seminars on international business practices, export procedures, distribution strategies and methods of payment, as well as the latest exporting trends
- Export finance assistance in coordination with the EX-IM Bank and the Small Business Administration's Export Working Capital Program
- Access to extensive export trade reference material, including powerful international trade statistics databases.

To make an appointment or for additional information, contact Silvia Torres Bowman, (618) 650-2452, or via e-mail: International-Trade-Center@siue.edu or visit the Web site: www.siue.edu/ITC.