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: fmiles@co.madison.il.us
www.co.madison.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.

**St. Louis Regional Airport**
David Miller, Director
8 Terminal Dr.
East Alton, IL 62024
Phone: 618-259-2531
Fax: 618-233-0672
E-mail: davecormiller@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 Willams, 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

**Programs/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/SmallBizAssistanc e/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.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, ad 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 DECs 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. Thummalapally
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.
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

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.pmddtc.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

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