



Southern NJ Development Council  
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**Exporting 101: Is Exporting Right for You Seminar**  
**Hosted by the SNJDC Economic Development Committee**

Thursday, July 11, 2019 • 8:30 a.m. – 10:30 a.m.  
Camden County College, Taft Room 226, Blackwood NJ

**8:30 AM    Networking, Exhibiting and Refreshments**

**9:10 AM    Call to Order & Sponsors Recognition**

Jim Watson, Pero Family Farms & SNJDC Economic Development Committee Co-Chair

**9:15 AM    International Business Services of NJ**

Eddy Mayen, Manager, Office of Export Promotion, NJ Business Action Center

Mr. Mayen will review the professional export assistance available from the New Jersey Business Action Center and its Office of Export Promotion, which includes free consulting services, guidance in identifying global business opportunities, help in locating buyers and potential markets, and financial awards to partially offset export promotion costs.

**9:30 AM    International Methods of Payment & Financial Solutions**

**Neven Bonev, Vice President, Trade & Working Capital Solutions, Santander Bank**

Mr. Bonev will discuss minimizing trade risk, including letters of credit and documentary collections, as well as loan products for exporters such as the SBA Export Express, International Trade Loan and the Exim Bank Export Working Capital Guarantee Program.

**9:45 AM    Export Tax Benefits**

**Erasmo Bruno, Principal, International Tax Services, Friedman LLP**

With over 30 years of experience in consulting on international tax and accounting, Mr. Bruno will explain Foreign-Derived Intangible Income (FDII) and how it is taxed, the Interest-Charge Domestic International Sales Corporation (IC-DISC) tax incentives for exporters and sourcing the sale of inventory.

**10:00 AM    How the U.S. Commercial Service helps U.S. Companies**

**Janice Barlow, U.S. Commercial Service, U.S. Department of Commerce**

Ms. Barlow will review the services provided by U.S. Commercial Services to help companies succeed in today's global marketplace, including trade counseling, market intelligence, business matchmaking, and commercial diplomacy.

**10:15 AM    Questions & Discussion**

**10:30 AM    Closing Remarks & Adjournment**

Steve Kehs, Vice President, Triad Associates & SNJDC Economic Development Committee Co-Chair