

Going
GLOBAL
in Upstate
South Carolina

Upstate South Carolina is one of the most globally engaged regions in the United States, excelling in international investment and trade. Are you ready to go global?

With 95% of the world's consumers outside of the United States, connecting to global markets is smart business. This roadmap introduces the Upstate's resource network for information and advice on going global. We look forward to joining you on your journey.



UpstateSCAlliance

UPSTATE SOUTH CAROLINA TRADE

by the numbers

In 2017, Upstate exports totaled more than
\$11 BILLION

Exports support more than
66,000
Upstate jobs

In 2017, Upstate exports were
85% GOODS **15%** SERVICES

Exports accounted for **17%** of gross regional product in the Upstate in 2017, a higher percentage than both the state (12.5%) and the nation (10.3%)

TOP 10 export industries last year



SOURCE: Export Monitor 2018, Brookings Institution



DEC members volunteer their time to sponsor and participate in numerous trade promotion activities, as well as to provide specialized expertise to small and medium-sized businesses that are interested in exporting. To connect with a DEC member, contact Dorette Coetsee at dorette.coetsee@trade.gov or 803.777.2571.

Stewart Bauknight

Director of Sales
Premier Logistics

Thomas Bean

Director of Business Development
ICE Recycling

Marilyn Becker

Chief Executive Officer
Transfer Point, Inc.

Stephanie Bingham

Executive Director, World Trade Center Charleston
Charleston Metro Chamber of Commerce

David Cloer

President
International Industries Corporation

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JM Cox, LLC

David Dubberly

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Nexsen Pruet, LLC

Elizabeth Feather

Director of Research
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Pat Fosberry

Director Export Compliance
John S. James Co.

Ken Gallagher

Vice President Global Sale
T&S Brass and Bronze Works, Inc.

Aaron Gilchrist

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Bridge to Life

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Scout Boats, Inc.

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Export Credit Manager
Milliken & Company

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Nova Gas Technologies, Inc.

Cherod Webber

President
Innovative Global Supply, LLC

Shane Weir

Manager, Trade Compliance
BMW Manufacturing Co., LLC

Craig Wooten

Director of Business Development and Government Affairs
Tactical Medical Solutions, Inc.

SC International Trade Coalition

Here to Serve You

The South Carolina International Trade Coalition is a one-stop-shop for all your exporting assistance needs. The coalition members below are a close-knit group of governmental and non-profit professionals who are prepared to collectively lead companies from step to step as they learn to succeed at exporting. Get connected and access information about export training events at www.scexports.org.

Local Economic Developers - Super Connectors for Trade Referrals and More

Whether your company is seeking trade specialist referrals, international accounting expertise or supply chain solutions, your local economic development organizations' existing industry specialists have the connections you need to take your business global.

Stephen Taylor
Abbeville County Economic Development
864.366.2181

Ray Farley
Alliance Pickens
864.898.1500

Teri Gilstrap
Anderson County Economic Development
864.934.5007

Ken Moon
Cherokee County Development Board
864.206.2805

Marvin Moss
City of Clinton
864.833.7504

Mike Panasko
City of Greenville
864.467.4442

Patty Bock
City of Spartanburg
864.596.2972

James Bateman
Greenwood Partnership Alliance
864.388.1250

Kim Williams
Greenville Area Development Corporation
864.235.2008 ext 228

Reno Deaton
Greer Development Corporation
864.416.0126

Lynn Finley
Laurens County Development Corporation
864.939.0580

Janet Hartman
Oconee Economic Alliance
864.364.5556

Dwayne Hatchett
Spartanburg Economic Futures Group
864.594.5012

Kathy Jo Lancaster
Union County Development Board
864.319.1097



Jill Burroughs
SC Small Business Development Center
864.370.1545
jillb@clmson.edu

- Export readiness
- Market identification
- Export planning
- Export financing



Savannah Wilburn
US Small Business Administration,
SC District Office
803.253.3121
savannah.wilburn@sba.gov

- Export planning
- Export financing
- Small Business Exporter of the Year Award



Dan Holt
US Small Business Administration,
Office of International Trade
704.333.4886
dan.holt@trade.gov

- Export finance strategies
- Export insurance
- Ex-Im bank
- SBA export loan officer



Anita Patel
SC Department of Commerce,
International Strategy and Trade Division
803.737.0247
apatel@sccommerce.com

- Export incentives, including State Trade and Export Promotion (STEP) Grants
- Export training programs
- Trade missions / trade shows



Dorette Coetsee
US Commercial Service,
South Carolina
803.397.4590
dorette.coetsee@trade.gov

- Market intelligence (Life Science and Health industry specialist)
- Trade counseling
- Business matchmaking



Ashley Iseman
SC Ports Authority
843.577.8609
aiseman@scspa.com

- Free Trade Zones
- Port operations
- Supply chain assistance



Cherod Webber
SC District Export Council
864.286.6764
cherod.webber@igs-americas.com

- One-on-one mentoring for exporters
- Export training and workshops
- Export service referrals



Anastasia Mukherjee
US Commercial Service,
Columbia
803.312.5059
anastasia.mukherjee@trade.gov

- Market intelligence (Advanced Materials and E-Commerce Industry specialist)
- Trade counseling
- Business matchmaking



Shannon Christenbury
US Commercial Service,
Greenville
864.250.8429
shannon.christenbury@trade.gov

- Market intelligence (Automotive Industry specialist)
- Trade counseling
- Business matchmaking



Phil Minard
US Commercial Service,
Charleston
843.746.3404
phil.minard@trade.gov

- Market intelligence (Aerospace Industry specialist)
- Trade counseling
- Business matchmaking



Elizabeth Feather
Upstate SC Alliance
864.283.2306
efeather@upstatealliance.com

- Referrals to service providers
- Regional export strategies
- International business contacts



Andy Carr
SC Manufacturing Extension Partnership
864.901.7477
acarr@scmep.org

- Free business assessment, the Competitiveness Review (CR)
- Global competitiveness, performance and profitability
- International standard certifications such as ISO 9001, AS9100, ISO 14001 and IATF16949



Edgar Arias
SC Forestry Commission
803.896.8802
earias@forestry.state.sc.us

- Forest product market research
- Forest product promotion
- Forest industry information and trends



Aaron Wood
SC Department of Agriculture
803.734.2182
awood@scda.sc.gov

- Agricultural trade assistance
- Certified South Carolina program
- Agricultural marketing and promotion
- Southern United States Trade Association (SUSTA)



Rene Dentiste Mueller, PhD
Global Business Resource Center,
College of Charleston
843.953.5394
mueller@cofc.edu

- Export / import planning
- Certified Global Business Professional credentials
- International business graduates and interns

Going global carries both risks and rewards.

Rely on the professionals above to help you minimize your risks and maximize your rewards!



Trade politics impacting your business? Contact your local congressional representative.



Need a certificate of origin? Contact your local chamber of commerce.



UpstateSCAlliance

Business moves here.

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