

# Trade Assistance for Indiana Businesses



Trade Resources, programs and  
contacts for Hoosier companies

Provided for the constituents of

**Richard G. Lugar**

United States Senator

Indiana

## **Federal Sources of Assistance**

U.S. Department of Commerce

**Economic Development Administration** <http://www.gлтаac.org>

Great Lakes Trade Adjustment Assistance Center  
506 E. Liberty  
Ann Arbor, Michigan 48104  
Phone: (877) 877-5439  
Fax: (734) 998-6224

Great Lakes TAAC works closely with firms to identify a firm's strengths and weaknesses, and develop a customized adjustment plan designed to stimulate recovery and growth with respect to products subject to global trade comp. The program pays up to 75% of the cost of developing this adjustment plan. When the plan has been approved, company management and Great Lakes TAAC staff will jointly identify consultants with the specific expertise required to assist the firm. The program pays up to 50% of the cost of these consultants when implementing the adjustment plan. Great Lakes TAAC contracts with private consultants, after undergoing a rigorous, competitive screening process, to implement the adjustment plan.

U.S. Department of Commerce

**International Trade Administration** [www.trade.gov/advocacy](http://www.trade.gov/advocacy)

The Trade Advocacy Center  
1401 Constitution Avenue, NW  
Room 3814A  
Washington D.C., 20230  
Phone: (202) 482-3896  
Fax: (202) 482-3508

As part of the Trade Development Division of the International Trade Administration, the Advocacy Center acts as a unique, central coordinating point to marshal the resources of 19 U.S. government agencies in the Trade Promotion Coordinating Committee (TPCC). Established in 1993, the Advocacy Center helps to ensure that sales of U.S. products and services have the best opportunity in the global market. The Advocacy Center puts the resources and authority of the U.S. government behind your team to help resolve problems such as: contracts pursued by foreign firms that receive government assistance to pressure a customer into a buying decision; unfair treatment by foreign government officials, preventing competition; politicized procurement processes linking contracts to concessionary financing, promises of technology transfer, or flow of aid; and tenders tied up in bureaucratic red tape, resulting in lost opportunities and unfair advantages to competitors.

U.S. Department of Commerce

**International Trade Administration** <http://www.ita.doc.gov/td/tic/>

Trade Information Center  
Phone: 1-800-USA-TRADE  
Fax: (202) 482-4473

Call 1-800-USA-TRADE to receive personal assistance from a trade specialist, including information about all federal export assistance programs, as well as country and regional market information including economic and commercial assessments, trade regulations, best prospects for U.S. manufacturers and service providers, trade promotion events and organizations, tariff rates, and other contacts for additional assistance. The International Trade Administration website also offers in depth export resources, including a basic guide to exporting.

U.S. Department of Commerce

**U.S. Commercial Service** [http://www.export.gov/comm\\_svc/index.html](http://www.export.gov/comm_svc/index.html)

U.S. Government Export Portal

The U.S. Commercial Service offers valuable assistance to help your business export goods and services to markets worldwide. From this site you can access a global listing of trade events, international market research, and practical tools to help with every step of the export process.

Indianapolis U.S. Export Assistance Center

11405 N. Pennsylvania St.

Suite 106

Carmel, IN 46032

Phone: (317) 582-2300

Fax: (317) 582-2301

E-Mail: [Office.Indianapolis@mail.doc.gov](mailto:Office.Indianapolis@mail.doc.gov)

Website: [http://www.export.gov/comm\\_svc/dom\\_staff\\_list.asp?PostName=Indianapolis](http://www.export.gov/comm_svc/dom_staff_list.asp?PostName=Indianapolis)

The Commercial Service has a network of export and industry specialists located in more than 100 U.S. cities and over 80 countries worldwide. These trade professionals provide counseling and a variety of products and services to assist small and mid-size U.S. businesses export their products and services.

U.S. Department of Commerce

**Bureau of Industry and Security** <http://www.bxa.doc.gov/Enforcement/default.htm>

The Office of Export Enforcement

14<sup>th</sup> Street and Constitution Avenue, NW

U.S. Department of Commerce

Washington, D.C. 20230

Phone: (202) 482-2252

Fax: (202) 482-5889

The Bureau of Industry and Security (BIS) is responsible for the regulation of exports for national security, foreign policy, and non-proliferation reasons and the enforcement of those regulations. BIS's Special Agents for Export Enforcement carry out these responsibilities.

**U.S. International Trade Commission** <http://usitc.gov/usad.htm>

U.S. International Trade Commission

500 E. Street, SW

Washington, D.C., 20436

Phone: (202) 205-2000

The International Trade Commission website describes the congressional law and procedure by which an antidumping or countervailing duty file can be petitioned to the ITC. Under the Tariff Act of 1930, U.S. industries may petition the government for relief from imports that are sold in the United States at less than fair value ("dumped") or which benefit from subsidies provided through foreign government programs. Under the law, the U.S. Department of Commerce determines whether the dumping or subsidizing exists and, if so, the margin of dumping or amount of the subsidy; the ITC determines whether there is material injury or threat of material injury to the domestic industry by reason of the dumped or subsidized imports. Antidumping and countervailing duty investigations are conducted under title VII of the law. The ITC conducts the injury investigations in preliminary and final phases.

**Overseas Private Investment Corporation (OPIC) <http://www.opic.gov/>**

Overseas Private Investment Corporation  
1100 New York Avenue, N.W.  
Washington, D.C. 20527  
Phone: (202) 408-9859  
Fax: (202) 408-9859

The Overseas Private Investment Corporation (OPIC) was established as a development agency of the U.S. government in 1971. OPIC helps U.S. businesses invest overseas, fosters economic development in new and emerging markets, complements the private sector in managing the risks associated with foreign direct investment, and supports U.S. foreign policy. By expanding economic development in host countries, OPIC-supported projects can encourage political stability, free market reforms and U.S. best practices. OPIC projects also support American jobs and exports—over 280,000 new U.S. jobs and \$65 billion in exports since 1971. Because OPIC charges market-based fees for its products, it operates on a self-sustaining basis at no net cost to taxpayers.

**Export-Import Bank of the United States <http://www.exim.gov/>**

Export-Import Bank of the United States  
811 Vermont Ave., NW  
Washington, DC 20571  
Phone: (800) 565-3946 ext. 3927 or 3928  
Fax: (202) 565-3380

The Export-Import Bank of the United States (Ex-Im Bank) is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank does not compete with private sector lenders but provides export-financing products that fill gaps in trade financing. We assume credit and country risks that the private sector is unable or unwilling to accept. We also help to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters. Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance (post-export financing); and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of our transactions directly benefit U.S. small businesses. With nearly 70 years of experience, Ex-Im Bank has supported more than \$400 billion of U.S. exports, primarily to developing markets worldwide.

## **State of Indiana Sources of Assistance**

### **Indiana Department of Commerce**

The Office of International Trade  
One North Capitol Ave., Suite 700  
Indianapolis, IN 46204  
Phone: (317) 233-3762  
Fax: (317) 233-1680  
Website: [http://www.in.gov/doc/businesses/IT\\_Export.html#](http://www.in.gov/doc/businesses/IT_Export.html#)

The Office of International Trade has established 13 international offices in strategic locations throughout the world. Each office has a corresponding, Indianapolis-based, geographic trade specialist which serves as the business liaison to that office.

Website: [http://www.in.gov/doc/businesses/IT\\_ForeignOffices.html](http://www.in.gov/doc/businesses/IT_ForeignOffices.html)

The Trade Show Assistance Program was designed to assist small Indiana companies with exhibiting their products at overseas trade shows. Eligible companies are reimbursed 100% of exhibit space rental for exhibiting their products at a trade show outside of the United States. Maximum reimbursement is \$5,000 and companies may only use the program one time per state fiscal year (July 1 thru June 30).

Website: [http://www.in.gov/doc/businesses/IT\\_TSAP.html](http://www.in.gov/doc/businesses/IT_TSAP.html)

The IDOC, Office of International Trade offers several tools for exporters and those foreign-based businesses searching for Indiana products. The list, which is updated annually, includes a catalogue of Indiana lumber, wood product, furniture, and fixtures exporters.

Website: [http://www.in.gov/doc/businesses/export\\_wood.htm#top](http://www.in.gov/doc/businesses/export_wood.htm#top)

### **Schools of Higher Education**

Ball State University  
Center for Economic and Community Development  
CA109  
Muncie, IN 47306  
Phone: (765) 285-1588  
E-Mail: [cecd@bsu.edu](mailto:cecd@bsu.edu)  
Website: <http://web.bsu.edu/ieda/home.asp>

Originally established in 1984 by the Indiana General Assembly as the Indiana Economic Development Academy, the Ball State University Center for Economic and Community Development is a statewide public service unit of Ball State University. Programs and services include an annual, weeklong Indiana Economic Development Course, a comprehensive guide of Indiana community and economic development funding programs, and customized technical consulting services.

Indiana University  
Kelley School of Business  
1309 East 10<sup>th</sup> Street  
Bloomington, IN 47405  
Phone: (812) 855-8100  
E-Mail: [bschool@indiana.edu](mailto:bschool@indiana.edu)  
Website: <http://www.bus.indiana.edu/>

Through more than 80 years of curriculum innovation in management education, the Kelley School of Business stands as one of the country's premier business schools. It offers undergraduate and graduate education programs to approximately 4,600 full-time students on its Bloomington campus and approximately 1,200 students on its Indianapolis campus. The School also provides many exciting opportunities for corporate partnerships through undergraduate recruiting, graduate recruiting, internships, Kelley Executive Partners, and through the Corporate Alliance.

Purdue University  
Center for International Business Education and Research  
Krannert Graduate School of Management  
1310 Krannert Building  
West Lafayette, IN 47907-1310  
Tel: (765) 494-4508  
Fax: (765) 494-9658  
Website: <http://www.mgmt.purdue.edu/centers/>

The Purdue University Krannert School of Management is an excellent resource for Indiana companies and contains many centers and staff contacts that may be of assistance to those involved in global trade. The Krannert School operates the Center for International Business Education and Research that supports academic, research, and business outreach programs in collaboration with the schools of Management, Liberal Arts, Agriculture and Engineering, as well as with representatives of the business community and the government of the State of Indiana.

## **Private Sources of Assistance**

### **Independent Organizations**

World Trade Club of Indiana  
P.O. Box 441704  
Indianapolis, IN 46224  
Phone: (317) 261-0918  
Fax: (317) 888-6152  
Website: <http://www.wtcin.org>

The World Trade Club of Indiana is an independent, nonprofit organization founded to promote interest and activity in world trade, and to provide a forum for the exchange of ideas and innovations for mutual cooperation and assistance among those engaged in international trade and services. The World Trade Club cooperates regularly with other organization to promote world trade. The Club's membership currently includes more than 250 businesses and individuals engaged in and interested in world trade. These businesses include manufacturers, distributors, freight forwarders, attorneys, bankers and consultants.

Indiana District Export Council  
Pennwood One, Suite 106  
11405 North Pennsylvania Street  
Carmel, Indiana 46032  
Phone: (317)-582-2300  
Fax: (317)-582-2301

The Indiana District Export Council (IDEC) is a private, nonprofit network of experienced international business people committed to providing real-world export solutions to Indiana business. IDEC offers one-on-one counseling, trade workshops and export briefings and roundtables.

Centre for International Trade  
Website: <http://www.centretrade.com>

Centre for International Trade (CIT) is a member organization established with the objectives to improve, facilitate and expand international trade. Our 3,500 members come from every corner of the world and include embassies, government agencies, trade associations, companies, firms and individuals. We network and cooperate with and offer courtesy discounts to each other . We provide assistance in all aspects of international trade, including information on rules and regulations, trade opportunities, finance, management, transportation and travel.

Cinergy/PSI  
Indiana Partners in Economic Development  
1000 E. Main Street, Plainfield, IN 46168  
Phone: 1-800-688-0688  
Phone: 1-317-838-2000  
Fax: 1-317-838-1950  
Website: <http://www.indiana.cinergy.com/default.htm>

Cinergy/PSI offers a comprehensive guide to doing business in Indiana. Indiana Partners in Economic Development is part of Cinergy, one of the largest energy services in the country. As part of Indiana's largest electric utility, Cinergy is an excellent resource for business information about Indiana.