

Kentucky International Trade Assistance Organizations

- **Kentucky World Trade Center**

- Aiming to facilitate economic development and international trade, KWTC offers Kentucky companies a one-stop source for their export & import needs. From technical assistance to basic education, the information and expertise at KWTC will help firms navigate the challenging global marketplace. As a nonprofit organization, KWTC assists with market research, industry-specific trade leads, customs regulations, educational seminars, trade missions, and cross-cultural training. KWTC membership includes manufacturers, service industries, wholesalers/distributors, trading companies, universities, trade promotion agencies, and range from one-person firms to large multinational corporations. Offices are located in Lexington and Louisville.

Lexington Office

1600 World Trade Center
333 West Vine Street
Lexington, KY 40507
Phone: 859-258-3139

Louisville Office

International Convention Center
224 South Second St.
Louisville, KY 40202
Phone: 502-574-2400

- **Kentucky Cabinet for Economic Development International Trade Division**

- Located in Frankfort, the ITD provides export counseling, assistance with promoting and facilitating trade shows and trade missions, and offers consultation on trade leads and international customs regulations. The Cabinet also has foreign offices located in Tokyo, Beijing, and Guadalajara to assist you in finding in country service providers.

Kentucky Cabinet for Economic Development
International Trade Division
300 West Broadway
Frankfort, KY 40601
Phone: 502-564-7140

- **U.S. Department of Commerce (Louisville and Lexington offices)**

- Deemed as a “U.S Export Assistance Center,” the staff of international trade specialists provides assistance with trade leads, advises on regulations and documentations, creates market entry strategies, and connects businesses with international networks of professionals. As part of the U.S. Commercial Service, a federal government agency, these centers provide guidance for small-to-medium sized businesses looking to expand or initiate their international trade presence. With 165 offices in 83 countries, they are equipped to provide market research for your products and services, as well as to identify and evaluate buyers and distributors for your exports.

Louisville U.S. Export Assistance Center
601 W. Broadway, Room 634B
Louisville, KY 40202
502-582-5066

Lexington U.S. Export Assistance Center
333 W. Vine St., Suite 1600
Lexington, KY 40507
859-225-7001

- **Northern Kentucky International Trade Association**

- Part of the Northern Kentucky Chamber of Commerce, NKITA strives to increase international business opportunities for its members through programs, educational seminars, and trade visits and missions. The Northern Kentucky Chamber aims to help business owners identify potential market opportunities, build global networks, and understand the legalities within international trade.

Northern Kentucky International Trade Association
300 Buttermilk Pike, Suite 330
P.O. Box 17416
Fort Mitchell, KY 41017
Phone: 859-578-8800

- **Small Business Administration**

- “SBA Export Express” helps small businesses develop or expand their export markets. The program provides exporters and lenders a streamlined method to obtain SBA-backed financing for loans and lines of credit up to \$250,000.
- SBA provides online courses for small businesses that want to take their business global
- “Export legal assistance network” - A nationwide group of private law firm attorneys experienced in international trade that provides free initial consultations to new-to-export businesses on export-related matters.
- U.S. Export Assistance Centers located in major metropolitan areas throughout the United States, are one-stop shops ready to provide your small- or medium-sized business with local export assistance. Work in conjunction with other agencies such as EXIM Bank and US Department of Commerce to provide assistance.

CLEVELAND

Territory: Ohio, *Kentucky*, Western New York, Western Pennsylvania, West Virginia

[Patrick Hayes](#)

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- **Kentucky Department of Agriculture**

- The mission of the International Marketing Division of the Kentucky Department of Agriculture is to assist Kentucky companies and producers to export their agricultural commodities, products and services around the world.
- The International Marketing Division seeks to:
- Recruit Kentucky agriculture related companies and producers having export potential
- Coordinate with relevant partners to provide export assistance or to improve existing export efforts
- Assist in creating an export culture for the Commonwealth's agriculture community by developing and responding to opportunities within the global marketplace
- Provide export training, knowledge, and assistance through education and outreach programs, research on emerging and existing export markets, activities developed to determine market potential, identification of trade leads, and the promotion of the Commonwealth's agricultural products at trade shows, and through outbound trade missions and inbound trade missions.

- **Appalachian Regional Commission: Export Trade Advisory Council**

Expanding trade opportunities for Appalachian businesses is an important strategy for increasing job opportunities and per capita income in the Region. In 1995, ARC formed an Export Trade Advisory Council (ETAC) to advise the Commission on trade policy issues, promote advocacy in national and regional venues, and recommend specific programs for promoting rural export trade in Appalachia. ETAC members include trade directors and other officials from the 13 Appalachian states, representatives from the Development District Association of Appalachia, and members of the ARC federal staff. ETAC has helped build strategic partnerships and information-sharing opportunities, and initiated a number of projects designed to help small and medium-sized Appalachian businesses increase their export sales.

ETAC activities encompass education and training, market entry for small and medium-sized firms, advocacy, and research. Examples of ETAC efforts include promoting Appalachian firms' participation in European trade events, co-sponsoring conferences on trade economics and best practices, and assisting in the development of a research report on the global competitiveness of Appalachian industries.

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