



USTDA
U.S. TRADE AND DEVELOPMENT AGENCY

Making Global Local

Building Partnerships, Supporting
U.S. Jobs, Growing U.S. Exports

www.ustda.gov/makinggloballocal

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

Overview

In response to dramatic shifts in the global economy, U.S. companies are increasingly targeting emerging markets as export destinations. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

In order to connect even more U.S. companies with its export promotion programs, USTDA launched *Making Global Local*, the largest outreach campaign in the Agency's history.

The foundation of *Making Global Local* is formed by strategic partnerships between the Agency and local business and economic development organizations located throughout the United States. By understanding USTDA's programs and priorities, these partner organizations are helping companies in their communities identify sales opportunities abroad through various USTDA-funded activities.

By working together, USTDA and its partner organizations are supporting the creation of high-paying local jobs through the growth of U.S. exports. Since *Making Global Local* was launched on World Trade Day in 2012, USTDA and its partner organizations have co-hosted conferences, industry roundtables, webinars, and provided joint marketing for each other's events.



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USTDA's reverse trade missions have proven to be an effective tool for collaboration. These visits bring foreign buyers to the United States in order to observe the design, manufacture, and operation of U.S. products and services. Through its RTMs in 2015, USTDA offered 697 U.S. firms the opportunity to meet with foreign decision-makers during 32 events across 69 American cities.

Moving forward, USTDA and its *Making Global Local* partners will continue exploring innovative new ways to collaborate with businesses across the country in order to further increase international sales of U.S. goods and services.



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Partner Organizations

Types of partner organizations include:

- State, county and city governmental entities
- Local non-profit economic development organizations
- Small Business Development Centers
- District Export Councils
- Chambers of Commerce
- World Trade Centers

Benefits of becoming an MGL partner :

- Access to a network of regional and industry experts
- Opportunity to co-host USTDA roundtables and speak at events
- Recognition as a *Making Global Local* partner organization on USTDA's website
- Direct delivery of USTDA news and events

Join us!

If you are committed to supporting U.S. jobs through increased exports, and you have local market knowledge to share with USTDA, we want to partner with you!

Contact us to learn how the Agency's programs can expand export sales in your community.

We look forward to working with you!

Ashley E. Chang
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Current Partner Organizations

1. CA Los Angeles County Economic Development Corporation
2. CA Los Angeles Regional Export Council
3. CA Riverside County EDA's Office of Foreign Trade
4. CA California Chamber of Commerce
5. CA Northern California World Trade Center
6. CA World Trade Center of San Diego
7. CA California Centers for International Trade Development
8. CO Colorado Office of Economic Development and International Trade
9. CO Denver Sister Cities International
10. FL Florida Export Finance Corporation
11. FL Tampa Bay International Business Council
12. GA Invest Atlanta
13. GA World Trade Center Atlanta
14. GA University of Georgia Small Business Development Center
15. GA World Trade Center Savannah
16. IL Illinois Chamber of Commerce
17. IL Elgin Development Group
18. IN Indy Chamber
19. KS Kansas Global Trade Services
20. LA World Trade Center of New Orleans
21. MA Massachusetts Office of International Trade and Investment
22. MD Maryland Small Business Development Center
23. MN Minnesota Trade Office
24. MO Missouri International Trade & Investment Office
25. MO World Trade Center St. Louis
26. MS Mississippi Development Authority (MDA) International Trade Office
27. NC The City of Charlotte
28. NC City of Durham, Office of Economic and Workforce Development
29. NK North Dakota Trade Office
30. NJ State of New Jersey Business Action Center
31. NV Nevada Industry Excellence
32. NY Erie County Industrial Development Agency
33. OH Ohio Development Services Agency
34. PA Pennsylvania Department of Community & Economic Development, Office of International Business Development
35. PA Pennsylvania Small Business Development Centers
36. PA World Trade Center of Greater Philadelphia
37. PA Duquesne University Small Business Development Center
38. TN Tennessee Department of Economic and Community Development International Division
39. TX World Affairs Council of Dallas/Fort Worth
40. TX Greater Houston Partnership
41. TX The Houston Mayor's Office of International Trade and Development
42. UT Utah Governor's Office of Economic Development
43. VA Arlington Economic Development
44. VA Virginia Small Business Development Center – Mason
45. VA Port of Virginia
46. VA Northern Virginia Export Assistance Center – Mid-Atlantic Region (DC, VA, WV, MD, DE)
47. VA City of Norfolk Department of Development
48. VE Vermont Economic Development Authority
49. WA Export Finance Assistance Center of Washington

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For every \$1 USTDA invests in its programs, the Agency generates more than \$74 in exports of U.S. exports of U.S. manufactured goods and services.