



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

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.

Jane Hannah
Abbeville County Economic Development
864.366.2181

Ray Farley
Alliance Pickens
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Teri Gilstrap
Anderson County Economic Development
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Ken Moon
Cherokee County Development Board
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Marvin Moss
City of Clinton
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Mike Panasko
City of Greenville
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Chris Story
City of Spartanburg
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Greenwood Partnership Alliance
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Ashley Keene
Greenville Area Development Corporation
864.235.2008

Reno Deaton
Greer Development Corporation
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Lynn Finley
Laurens County Development Corporation
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Tyler James
Oconee Economic Alliance
864.710.7109

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Spartanburg Economic Futures Group
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Union County Development Board
864.319.1097



Beth Smith
SC Small Business
Development Center
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- Export readiness
- Market identification
- Export planning
- Export financing



Ben Smith
SC Small Business
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- Export readiness
- Market identification
- Export planning
- Export financing



Frank Anderson
US Small Business Administration,
SC District Office
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- Export planning
- Export financing
- Small Business Exporter
of the Year Award



Dan Holt
US Small Business Administration,
Office of International Trade
704.763.7667
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- Export finance strategies
- SBA Export Loan officer



Anita Patel
SC Department of Commerce,
International Strategy and Trade Division
803.737.0247
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- Export incentives including State Trade
& 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

- Finding overseas buyers/distributors
using global network in 80+ countries
- Market Intelligence & Trade Counseling
- Life Science & Health
industry specialist



Andy Carr
SC Manufacturing Extension Partnership
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- Strategic hands-on partnering approach
- Training & consulting services for continuous
improvement, quality, workforce, supply chain,
MFG4.0, innovation & growth, sales & marketing,
and sustainability
- Free proprietary business assessment
(Competitiveness Review (CR))



Elizabeth Watson
Upstate SC Alliance
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- Referrals to service providers
- Regional export strategies
- International business contacts



Phil Minard
US Commercial Service,
Charleston
843.746.3404
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- Finding overseas buyers/distributors
using global network in 80+ countries
- Market Intelligence & Trade Counseling
- Aerospace industry & Marine
technology specialist



Shannon Christenbury
US Commercial Service,
Greenville
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- Finding overseas buyers/distributors
using global network in 80+ countries
- Market Intelligence & Trade Counseling
- Automotive industry specialist



Anastasia Mukherjee
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- Finding overseas buyers/distributors
using global network in 80+ countries
- Market Intelligence & Trade Counseling
- Advanced Materials & E-Commerce
industry specialist



Cherod Webber
SC District Export Council
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- One-on-one mentoring for exporters
- Export training & workshops
- Export service referrals
- International business contacts



Edgar Arias
SC Forestry Commission
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- Market Intelligence (Forest Products)
- Marketing & Promotion
- B2B Matching



Aaron Wood
SC Department of Agriculture
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- Agricultural trade assistance
- Certified South Carolina program
- Agricultural marketing & promotion
- Southern United States Trade Association
(SUSTA)



Laura Jordan
SC Department of Agriculture
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- Agricultural trade assistance
- Certified South Carolina program
- Agricultural marketing & promotion
- Southern United States Trade Association
(SUSTA)



Rene D. Mueller, PhD
Global Business Resource Center,
College of Charleston
843.953.5394
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- Export/import planning
- Certified Global Business
Professional credentials
- International business
graduates & interns



Nick Wong
Maritime Association
of South Carolina
843.577.7678
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- Certificates of Origin
- Networking for business growth
- Mentoring & Collaboration
- Emergency Re-entry/DASH Passes
- Weather & waterway advisories
effecting shipments



David Desplaces
The Citadel
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ddesplac@citadel.edu

- Export/import planning assistance
- Export 101 framework
- CGBP credential/trainer
- Access to students for
internships/special projects

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.

UPSTATE SOUTH CAROLINA TRADE

by the numbers

In 2019, Upstate exports totaled more than
\$18 BILLION

Exports support more than
178,000
jobs in South Carolina

In 2019, Upstate exports accounted for
42%
of SC exports

Exports accounted for **23%** of gross regional product in the Upstate in 2019, a higher percentage than both the state (16.75%) and the nation (11.73%)

TOP EXPORT MARKETS for Greenville-Anderson-Mauldin, SC



CHINA



MEXICO



GERMANY



BELGIUM



UK

TOP 5 Export Sectors, Greenville-Anderson, SC



TRANSPORTATION
EQUIPMENT



PLASTIC & RUBBER
PRODUCTS



MACHINERY



COMPUTERS &
ELECTRONICS



CHEMICALS

TOP 5 Export Sectors, Spartanburg, SC



CHEMICALS



PLASTIC & RUBBER
PRODUCTS



TRANSPORTATION
EQUIPMENT



FABRICATED
METAL PRODUCTS



MACHINERY



Working for America's Exporters™

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

Program Manager
Reed Integration, Inc.

Candice Kurent

Sales Manager
East and Gulf Regions
Bolloré Transport & Logistics

Mark Haddad

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Solitrade Group

Adrianne Beasley

Director of Strategy
and Communications
SC Council on Competitiveness

Aaron Gilchrist

Global Director of Business
Development
Bridge to Life Ltd.

Charles Kerekes

Principal (Treasurer)
Kerekes Business Financial
Consultant LLC.

Anita Patel

International Trade Program
Manager (Vice Chair)
South Carolina Department
of Commerce

Joe Pearson

Vice President, International
Treasury & Trade Consultant
BB&T

Amy Tinsley

Executive Director - South Carolina
Automotive Council
South Carolina
Manufacturers Alliance

Cherod Webber

President/CEO (Chair)
Innovative Global Supply, LLC

Trey Baughn

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Protection
Boeing

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Alan Lang

Director of Sales & Marketing
Scout Boats Inc.

Ken Gallagher

VP Global Sales
T&S Brass

Dorette Coetsee

Director (Executive Secretary)
U.S. Commercial Service,
South Carolina



UpstateSCAlliance

Business moves here.

upstateSCalliance.com