



From the U.S. Commercial Service...  
**Upcoming International Trade Events**

Here are several international trade opportunities to consider adding to your schedule this  
Summer and Fall 2017.



The U.S. Commercial Service and the  
Northern & Central-West Florida District  
Export Council (DEC) Present:

**Innovative Approaches to Enter the  
Indian Market**



Wednesday, June 21, 2017

India is an English-speaking democracy, with a middle class larger than the United States. It is the 6th largest economy in the World, **growing at over 7% in 2016 and expected to continue in 2017!** India buyers like U.S. products and services, and it's the 18th largest market in the world for U.S. products. Two-way trade reached \$107 Billion in 2015.

India is a subcontinental country with several states. The presentation will identify which states within India are doing well and for what sectors. India's Smart Cities program was officially launched in June 2015 with a state-by-state competition to identify 100 cities that would receive central government funding from the Ministry of Urban Development to capitalize related infrastructure upgrade projects. In January 2016, the first 20 cities were announced; 13 more cities were selected in May.

**Date:** Wednesday, June 21, 2017  
**Time:** 11:30 am - 1:30 pm  
**Where:** Florida Small Business  
Development Center  
1101 Channelside Drive,  
Suite 210  
Tampa, FL 33620  
**Register:** [Click Here](#)  
**Cost:** \$20, includes box lunch  
**Contact:** Sandra Campbell,  
727.893.3738 or  
[Sandra.Campbell@trade.gov](mailto:Sandra.Campbell@trade.gov)

Jagat Shah, our presenter, is the Vice Chairman of the United States India Importers Council ([www.usiic.in](http://www.usiic.in)). Mr. Shah has an MBA with a Gold Medal from Delhi University, is certified in cluster development practitioner, trained and certified by UNIDO / ILO in Turin, Italy. He has a 28-year career and has worked in over 22 countries, with special focus on SME (Small and Medium Enterprises). **Come learn how you can sell your products and service to India!**



Workshop:  
Financing Your Export Sales  
Wednesday, June 28, 2017



Please join us on Wednesday morning, June 28, for a workshop on financing export sales.

Speakers from the SBA, Export-Import Bank of the USA, US Commercial Service, and Florida's SBDC will provide you with details on the products, programs and services available to mitigate risks associated with export transactions, i.e. letters of credit; documentary collections; working capital loans; foreign receivables insurance; and more.

**Date:** Wednesday, June 28, 2017  
**Time:** 8:30 am - 12:00 pm  
**Where:** Pinellas County  
Economic  
Development  
13805 58th Street  
North, Suite 1-200  
Clearwater, FL 33760  
**Register:** [Click Here](#)  
**Cost:** \$20  
**Contact:** Sandro Murtas,  
[sandro.murtas@sba.gov](mailto:sandro.murtas@sba.gov)



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