

Where the Money Is In Our Challenging Global Economy

MBITA Santa Cruz Chapter Luncheon

The **Monterey Bay International Trade Association (MBITA)** cordially invites you to attend the next Santa Cruz Chapter luncheon meeting, sponsored by **Santa Cruz County Bank**.

The financial crisis has created a situation that is challenging to both small and large businesses alike. The flow of capital to grow our enterprises both domestically and globally has created a different set of rules as in the past. The new financial landscape now requires us to be more sophisticated and knowledgeable on what public and private sector funding programs exist and where do our most reliable local sources exist for loans and investment funds.

In the wake of the financial rescue plan there are still reliable and trustworthy sources of capital available now to grow our businesses both domestically and globally from both the public and private sectors.

Join us for lunch and participate in an energetic panel of finance experts from both the public and private sectors from the SBA, Exim-Bank, Overseas Private Investment Corporation (OPIC), VCs and local small banks such as the Santa Cruz County Bank who will address the challenging issues for business development in this difficult time.

Date Wed, December 3rd, 2008
Place Center Street Grill
1001 Center St., Santa Cruz, CA – 95060
Time 11:30am – registration
Noon – 1:30pm – lunch

Monterey Bay



Affiliate sponsor

Consultants Group

PANELISTS

Jorge Reguerin, V.P. and SBA business Development Officer for **Santa Cruz County Bank** (www.sccountybank.com), and sponsor for this luncheon will discuss how this local bank can work directly with your lending needs for both domestic and global business opportunities. Santa Cruz County Bank is a full service bank that specializes in building long-term relationships with small to mid-sized businesses to help meet their financial services needs with a targeted and personal approach

Mark Quinn, District Director of the **U. S. Small Business Administration (SBA)** (www.sba.gov) covers the San Francisco district and has provided a business loan portfolio of more than 10,500 loans worth \$3.7 billion. Mr. Quinn will discuss how his District approves SBA guaranty loans, which, in 2005, totaled over \$750 million for 2,500 small business loans made through 100 lending institutions.

Paul Watts, Business Development Officer for the Northern California office of the **Export-Import Bank of the United States** (www.exim.gov) will discuss how his agency is the official export credit agency of the United States. Ex-Im Bank is in its 74th year of helping U.S. companies sell their products and services worldwide, by providing loan guarantees, working capital guarantees, and export credit insurance that provide the most cost-effective financing possible for export sales.

Jim Faith, CEO of **Trade & Export Finance Online** (www.tefo.com) is the Regional Representative and website developer for the new **Enterprise Development Network (EDN)**, a financing initiative launched by the **Overseas Private Investment Corporation** (www.opic.gov). By engaging the private sector, EDN greatly extends OPIC's ability to provide financing and political risk insurance (PRI) to micro-, small- and medium-sized enterprises (MSMEs) doing business in developing countries.

Advance registration:

\$25 member
\$35 non-member

At door:

\$30 member
\$40 non-member
Cash or checks only

LIMITED SEATING – RESERVATIONS REQUIRED

Online registration at http://www.suretomeet.com/exec/qt/event_pb.h%2cevent=cdbdbc9041fc

Contact the MBITA office at 831-335-4780 or email cristina@mbita.org