

Organizers:



Economic and Business
Development Center



If you want to
Save money on Taxes in International Business
Obtain funds to finance your International Business

Join us for

Seminar on International Tax Planning and Trade Financing

Organized by the **East Bay Center for International Trade Development** (<http://eastbay.citd.org>)*

On the 13th of March, 2003, 8:00am till 5:00pm

At Holiday Inn-Bay Bridge

1800 Powell Street, Emeryville, CA 94608

Tel. 510-658-9300 (call this number for directions)

During the seminar you will learn:

In the morning:

- ⇒ How to structure your international business in order to lower your overall tax burden in the U.S.
- ⇒ How to structure an agreement with a foreign agent to avoid additional taxes.
- ⇒ How to lower your tax burden while doing business over the Internet.
- ⇒ How to lower taxes on export sales.

In the afternoon:

- ⇒ How to obtain funds to expand your business to foreign countries.
- ⇒ How to obtain government guarantees.
- ⇒ How to use government programs to start and finance business overseas.

Registration fee: 100 USD/person for the seminar including breakfast, lunch and a one-year subscription to **East Bay Business Times**.

Company: _____ Contact/Title _____

Address _____

Tel _____ Fax _____ E-mail _____

Number of attendees _____

Partners:



*The East Bay CITD is part of the Economic Development Program at Peralta Community College District under bill s.1618 Title III passed by the 105th U.S. Congress

Speakers at the seminar:

Thomas Maier– Tax and Business Lawyer and Partner in the Oakland office of the law firm Reed Smith Crosby Heafey LLP
David Hardesty– Vice President of Wilson, Markle, Stuckey, Hardesty & Bott; expert on international tax planning and taxation of electronic commerce
Surya Dhamija– Director of Air7Seas, freight forwarding company
Serge Chemla–Regional Director of California Export Finance Office
Jim Lucchesi– Manager of Export-Import Bank, San Francisco office
Rod Hirsch– Director of Oakland Export Assistance Center, U.S. Department of Commerce
Michael Elkin– Assistant District Director for Entrepreneurial Development at SBA
Fazale Sharif– Director of East Bay Center for International Trade Development and California-Mexico Trade Assistance Center (EBCITD/CMTAC)

Seminar coordinator and facilitator:

Said Cherkaoui, Ph.D.: Senior Consultant (EBCITD/CMTAC) and Executive Director at Global Center for Training and Translation, GLOCENTRA

Seminar outline**

8:00am-8:45am Registration and breakfast

8:45am-9:00am Opening remarks

Seminar on international tax planning

9:00am-10:10am Presentation by Tom Maier of Reed Smith and David Hardesty of Wilson, Markle, Stuckey, Hardesty & Bott – Taking the First Steps in Going International

10:10am-10:25am Break/Networking

10:25am-11:35pm Presentation by Tom Maier of Reed Smith and David Hardesty of Wilson, Markle, Stuckey, Hardesty & Bott – Export Incentives and International Activities by Internet

11:30pm-12:00pm Q&A/Break/Networking

12:00pm-1:00pm Lunch

Seminar on international trade financing and government programs

1:00pm-1:20pm Case study - Air7Seas

1:20pm-1:45pm Financing through California Export Finance Office

1:45pm-2:30pm Securing financing through Ex-Im Bank

2:30pm-2:45pm Break/Networking

2:45pm-3:15pm Securing financing through SBA programs

3:15pm-3:45pm Export/Import opportunities through EBCITD

3:45pm-4:00pm Export Opportunities through U.S. Department of Commerce

4:00pm-4:15pm Bank case study

4:15pm-4:50pm International Business Plan and Tax Planning

4:50pm-5:00pm Closing remarks

* *EBCITD reserves the right to change the content of the seminar

Companies with paid registration will be able to schedule one-on-one meeting sessions with U.S. government programs representative. Please e-mail your request to glocentra@usa.com , ershan@ebcibd.org or - ewelina@ebcibd.org

For reservations, call: Ph. (510) 893-4114, Fax (510) 893-5532 or send an e-mail to:
Said Cherkaoui, Ph.D. – said@ebcibd.org - **Evelina Bindarowska** - ewelina@ebcibd.org - or **Ershan Ertuzun** - ershan@ebcibd.org

Checks made payable to:

Vista-CITD

Mail checks to Oakland address: 519 17th Street, Suite 130, Oakland, CA 94612-1528

Registration & refund deadline: 12th of March, 2003

Partial list of supporting organizations: Albany Chamber of Commerce, Emeryville Chamber of Commerce, Hayward Chamber of Commerce, Global Center for Training and Translation (GLOCENTRA)