



Export Alabama: Partnership for Global Success

Tuesday · March 8, 2005 · Box Lunch Briefing · 11:30 a.m. – 1:30 p.m.
at the Chamber of Commerce of Huntsville/Madison County · 225 Church Street · Huntsville

These are extraordinary times for American businesses. They face dramatic and historic changes – changes that create uncertainty as well as vast opportunity. How do these changes affect the Alabama business community? How does Alabama meet these challenges, overcome the uncertainty, and seize the opportunities?

The success of Alabama’s small and medium-sized businesses is essential to the economic prosperity of the state, and the key to growth of small and medium-sized businesses lies in exports. Smaller companies engaged in international business are more stable, achieve higher growth rates, and pay higher wages. *Export Alabama* focuses on Alabama’s “home grown” companies, with an emphasis on minority- and women-owned businesses. Alabama strives to gain a competitive international business edge through the promotion of export growth. *Export Alabama* works with Partners in Alabama, the nation, and the world to develop initiatives to gain new market access for Alabama products.

Members of the *Export Alabama Alliance* will present an overview of this initiative and provide guidance to companies interested in entering or expanding overseas markets. Panelists include:

- Don Palmer, Director, Alabama Business Development, Panalpina Group, Huntsville, and President of the North Alabama International Trade Association (NAITA)
- Renee Carter, Program Manager, TradeRoots, U.S. Chamber of Commerce, Washington, DC
- Hilda Lockhart, Manager-International Trade Division, Alabama Development Office, Montgomery
- Nelda Segars, International Trade Specialist, U.S. Commercial Service, Birmingham Export Assistance Center, Birmingham
- Robert Stackpole, Intl. Trade Specialist, Alabama International Trade Center, Tuscaloosa
- Charlie Epps, President & CEO, Excellence, Inc.
- Anne Burkett, Director of Planning & Economic Development, Madison County Commission, and NAITA Executive Director



Export Alabama RESERVATION FORM

March 8, 2005 • at the Chamber of Commerce of Huntsville/Madison County

\$20/ Chamber/NAITA Member \$25/ Non-Member

NAME _____ TITLE _____

COMPANY _____ PHONE _____ FAX _____

ADDRESS _____ email _____

CITY _____ STATE _____ ZIP _____

Please Fax Your Reservation to: 256.535.2050

Contact : Patsy Nayman · NEAR SBDC at 256.535.2061 for further information.

Mail check to: NEAR SBDC · P.O. Box 168 · Huntsville, AL 35804-0168

Cancellations Must be Received Prior to 3/3/05. NO-SHOWS WILL BE BILLED – Substitutions Accepted