



NEW YORK STATE SBDC CENTRAL ADMINISTRATION

INTERNATIONAL BUSINESS DEVELOPMENT

The International Business Development (IBD), an important part of the New York State SBDC, has strategically positioned small- and medium-sized business to take advantage of the trade and business development opportunities in the global marketplace, focusing on markets in Asian countries, South/Central America, and some European countries.

The IBD provides expert counseling and service to a great number and variety of businesses on issues of market research and identification, investment, import and export, trade shows, wholly-owned investment, joint ventures, outsourcing projects, co-production, financing, regulations, taxation, customs, etc. Direct assistance helps small- and medium-sized businesses enter, promote, and expand the overseas market, maximize new opportunities, develop their businesses in a cost-effective way, and navigate a course to profitability through a wide range of cultural, linguistic, business practice and regulatory matters.

The IBD, working closely with the NYSBDC regional centers, organizes and provides a variety of training sessions, seminars, round-table discussions, featured conferences and other activities that focus on latest trade/business landscape and practices, opportunities and challenges, information and exchange involved in international business and trade development.

The IBD has nurtured major contacts, resources, and an unparalleled network within government and business circles at national, regional, and local levels both in the US and overseas. Each year, the IBD orchestrates a number of business delegations and trade missions to other countries, invites and receives a great number of foreign government and business delegations, organizes and coordinates their business activities and official events in the U.S. The NYSBDC has opened office in China.

The IBD provides the following services and assistance to businesses:

- International trade and investment matchmaking and cooperation with foreign countries;
- Project / export information, opportunities, and evaluation and selection of market;
- Wholly-owned investment, joint venture, outsourcing, co-production, export processing;
- Identification of manufacturers, suppliers, distributors, and representatives/agents;
- Updates and advice on relevant government policies, regulations, rules, taxes, etc.;
- Trainings on international business/trade practice, business networks, culture and custom;
- Organizing business / trade / government missions to foreign countries and coordinating business activities during the visit;
- Inviting foreign business/government delegations and coordinating their business activities and official events in the U.S.