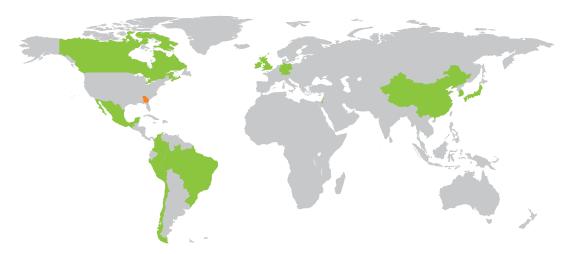
# INTERNATIONAL TRADE PROGRAMS AND SERVICES



The International Trade division of the Georgia Department of Economic Development (GDEcD) provides Georgia exporters with global insight and connections to grow their international business opportunities.

Leveraging the state's international representatives located in 12 strategic markets, GDEcD's Trade division helps qualified Georgia exporters enter and expand into markets across the globe.



### GEORGIA'S INTERNATIONAL REPRESENTATIVES

Brazil Canada

Chile

China

Colombia

Germany

Israel

Japan

Korea

Mexico

Peru

United Kingdom

GLOBAL INSIGHT

Providing knowledge and insight to help Georgia businesses strategize and achieve their exporting goals. GLOBAL CONNECTIONS

Connecting Georgia suppliers with international buyers and delegations, partner resources and global opportunities.

### **Interactive Digital Tools**

Explore rankings, trade numbers and top exports to specific regions and countries

### International Trade E-Newsletter

Stay informed about upcoming events and opportunities

### **Partner Resources**

Benefit from GDEcD's collaborative relationships with federal and regional partners

### **Powerful Research Tools**

Access database research for lead identification, due diligence and customized market reports

# GEORGIA EXPORTERS

### International Trade Shows and Missions

Participate in international events across the globe

### **Trade Opportunity Alerts**

Receive notifications when international buyers are sourcing Georgia products

### **Incoming Buyer Delegations**

Meet with international buyers seeking Georgia products

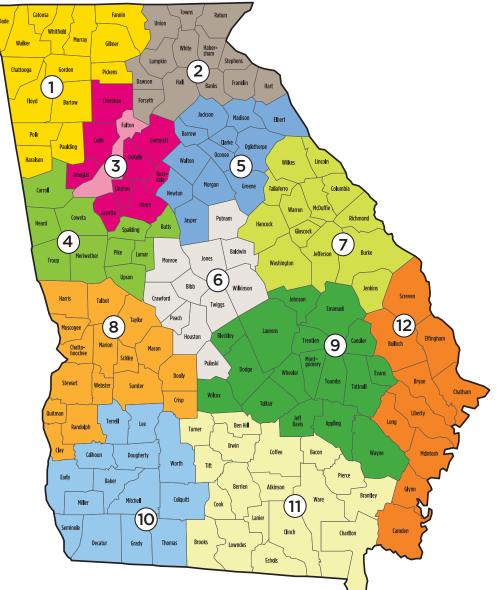
### **Customized Export Assistance**

Obtain strategic export counseling tailored to company's needs and export objectives

### Financial Assistance

Apply for a grant to help expand your exports https://www.georgia.org/go-global-ga

# INTERNATIONAL TRADE CONTACTS





LIZANN GRUPALO
Deputy Commissioner,
International Trade
Igrupalo@georgia.org
404.623.3699



ALICE CARSON
Senior International Trade Manager acarson@georgia.org
678.640.4365
Industry Specialty:
Go Global Georgia / STEP

Grant Director



JUAN CUELLAR
Senior International Trade Manager
jcuellar@georgia.org
404.962.4142
Industry Specialty:
Transportation and Logistics,
Food and Beverage



TAUBE PONCE
Senior International Trade Manager
tponce@georgia.org
404.962.4118
Industry Specialty:
Aerospace, Defense, Security



KNALI PRICE
International Trade Manager
kprice@georgia.org
404.962.4091
Industry Specialty:
Healthcare / Life sciences



JACOB ANDERSON Associate Trade Manager janderson@georgia.org 404.962.4826



ACARIA FRANCIS Associate Trade Manager afracis@georgia.org 404.962.4061



**TOBIAS KIM** Associate Trade Manager tkim@georgia.org 404.962.4061



GABRIEL JOHNSON International Trade Coordinator gjohnson@georgia.org 404.962.4841

# 1 Juan Cuellar 2 Taube Ponce 5 Knali Price 9 Juan Cuellar 3 Taube Ponce 6 Knali Price 10 Alice Carson 3 Knali Price 7 Acaria Francis 11 Jacob Anderson 4 Tobias Kim 8 Knali Price 12 Juan Cuellar

### Go Global Georgia

Financial assistance available for qualified small businesses to initiate or expand export activity and grow globally. Funded in part through a partnership with the U.S. Small Business Administration.