



connecticutventuregroup

Nothing Ventured - Nothing Gained

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### **International Trade Workshop Scheduled for February 6 in Stamford, CT**

**Fairfield, CT (January 29, 2008):** The Connecticut Venture Group, in cooperation with the Entrepreneurs Association, the US Department of Commerce, Connecticut's Department of Economic and Community Development (DECD), CBIA, and the Stamford Chamber of Commerce, will present a workshop on growing a business and expanding sales through international trade on February 6<sup>th</sup> at the Stamford Marriott Hotel. The workshop begins at 4:30 pm.

The workshop, one of a series designed for entrepreneurs and small businesses, includes a panel of expert speakers on developing overseas trade partners and arranging financing and legal safeguards.

Paul Edelberg, an attorney with Murtha Cullina in Stamford and one of the panel members, will address some of the legal implications of exporting. According to Edelberg, who advises clients on business relationships with Chinese trading partners, "many entrepreneurs look to grow their business by selling to foreign markets, and while there may be tremendous opportunities, business owners should also protect themselves against the risks involved."

Workshop attendees will also hear presentations on the subject of arranging financing for imports and exports. Approximately 30 percent of Connecticut's exports are generated by small and midsized companies and many "first-timers" in the export market may need to establish banking relationships that can accommodate their financing needs, particularly in respect of letters of credit and currency management.

The Stamford Chamber of Commerce, CBIA and the Connecticut Venture Group have joined together to present the workshop with the Entrepreneurs Association to reach as many regional entrepreneurs and small to mid-size potential exporters as possible. CBIA's 2007

*Survey of International Trade* reported that "small businesses in Connecticut, as a group, are major participants in international trade," as 52 percent of the CT businesses with established export markets respondents have fewer than 50 employees. For many of these companies, knowing how to manage the risks involved in developing export markets is critical. Many are unaware of the financing and guarantee programs offered by government agencies and the resources which can be provided by DECD in Connecticut.

The formal program will also include presentations by financing and international trade experts from the US Department of Commerce, Connecticut's Department of Economic and Community Development and HSBC. The evening will conclude with networking reception where many of the attendees will have an opportunity to meet the experts and make connections with other would-be exporters.

Additional information and online registration for the International Trade Workshop is available on CVG's website at [www.cvg.org](http://www.cvg.org) or by calling 203-256-5955. The workshop is sponsored by HSBC and Murtha Cullina. The Connecticut Venture Group is a non-profit association of venture capitalists that has served to connect members with high-growth, emerging companies in Connecticut for over 30 years.

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