



Financing & Export Support for Maritime Technology Companies

When: Wednesday, August 4, 2010

Where: National University Aero Court Campus, San Diego
3678 Aero Court, SD 92123 (across from Four Points by Sheraton on Aero Drive)

What: According to 2009 testimony to the U.S. Senate by Professor Judy Kildow, the coastal economy—that is, the counties that border the oceans, Gulf of Mexico, and the Great Lakes—totaled \$5.7 trillion in 2007 or 83% of U.S. GDP, despite comprising only 18% of U.S. land area. The ocean economy — a smaller economy than the coastal economy (*but not including the maritime technology sector since she did not have relevant macro data*) — in 2004 generated \$138 billion, approximately 1.2% of the US GDP, and provided 2.3 million jobs. That is equivalent in size to the U.S. insurance industry by employment and the motor vehicle parts industry by GDP. She concluded by saying that the ocean and coastal economies are expected to drive the U.S. economic recovery.

According to a recent study, there are 1,000 marine related companies in San Diego, of which over 100 are maritime technology companies. San Diego is believed to have the largest concentration of maritime technology companies in the U.S. and **The Maritime Alliance** is the recognized organizer of this important cluster. The marine technology sector has traditionally exhibited strong growth – a result of selling multi-use products to a highly diversified, worldwide client base. This seminar will focus on two important and interlocking topics: promoting international sales and financing internal growth, which is typically a challenge for fast growth companies.

Who:

Moderator:

Michael Jones – President, **The Maritime Alliance** – MODERATOR

Panelists:

Colin Craver – VP & Relationship Manager, JPMorgan Chase (San Diego) www.chase.com

Chris Kennedy – Vice President, U.S. Bank (San Diego) www.usbank.com

Julia Rauner – Sr. International Trade Specialist, U.S. Commercial Service (San Diego) www.export.gov

Joe Sillay – Managing Director, Federal National Payables (West Coast) www.federalnational.com

Agenda on August 3

7:30 – 8:30 am Registration and continental breakfast

8:30 – 8:40 am Michael Jones – Announcements and the SBA cluster funding proposal

8:40 – 9:00 am Julia Rauner – “Maritime Technology Export Support from the U.S. Commercial Service and Export-Import Bank to help U.S. companies succeed overseas”

9:00 – 10:00 am - Panel Discussion

10:00 – 10:30 am Q&A

Cost to attend:

The Maritime Alliance Supporter organization (2 individuals) \$ 0

The Security Network individual member \$ 0

Non-member attendees \$35

Please register on-line at: <https://s07.123signup.com/servlet/SignUp?PG=1531025182300&P=153102500>