



Who are we?

The International Trade Center (ITC) was established in July 2011. The ITC office is a partnership between the South Dakota Governor's Office of Economic Development, South Dakota Small Business Development Center, U.S. Small Business Administration, U.S. Department of Commerce, Sioux Falls Area Chamber of Commerce, and the Sioux Falls Development Foundation .

The ITC works with all sizes of businesses in South Dakota pertaining to importing and exporting opportunities. In addition to providing confidential, professional and no-cost one-on-one consulting, the office also offers international business and financial plan assessments and hosts exporting/ importing training seminars.

The ITC provides financial services including working with South Dakota's exporters on financial projections and understanding international trade finance programs that are offered by the U.S. Small Business Administration and Ex-Im Bank.

The International Trade Center's Director, works closely with South Dakota companies considering exporting goods or those in the process of developing an export market.

The ITC can

- Identify and analyze your business' international trade needs, capabilities, and problems
- Provide in-depth counseling in international trade techniques, procedures, and opportunities
- Assess your company's export-related financing needs
- Assist in structuring and compiling necessary documentation for export financing and SBA's Export Working Capital Program
- Aid your company in developing linkages with local lenders
- Provide the access to work with other agencies such as:
 - U.S. Customs and Border Protection
 - U.S. Department of Commerce
 - South Dakota Governor's Office of Economic Development
 - U.S. Department of Agriculture's Foreign Agricultural Service's Food Export Midwest's "Branded Program"
 - U. S. Small Business Administration
 - Ex-Im Bank
 - Small Business Development Center
 - SBDCGlobal.com
 - Sioux Falls Development Foundation
 - Sioux Falls Area Chamber of Commerce
- Assist how to rank foreign market opportunities and find the best market.

The South Dakota Small Business Development Center is partially funded by the U.S. Small Business Administration . The support given by the U.S. Small Business Administration through such funding does not constitute an expressed or implied endorsement of any of the components' or participants' opinions, products or services.



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International Trade Center (ITC)



95% of the world's consumers live outside the U.S.

1% of U.S. small businesses export

59% of these businesses export only to one market

Our Mission

The South Dakota International Trade Center's Mission:

To provide South Dakota's businesses with the knowledge and expertise to become globally competitive through confidential, long-term, professional and individual consulting that includes training, market research solutions and connecting entities within the foreign trade domain.

Find Us Here

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Testimonials

Canton Construction

"Canton Construction/Bin Jacker Supply, a growing manufacturer of grain bin jacks and bin construction, has truly benefitted from the support and guidance of Rock and his team. Due to his leadership we have begun international sales with customers overseas this year. With Rock's skill and knowledge regarding the import/export process and regulations, he has been a tremendous asset that our company needs in order to be successful in this new endeavor. Rock has provided us with the support, information, resources and introductions to professionals aiding in our ability to increase our success and visibility to other opportunities and to reinforce our presence in new countries."

-Tom Schorn
President
Canton Construction



Rosenbauer America

"Rosenbauer America, a supplier of firefighting vehicles and a global leader in firefighting technology and resources, has experienced an enormous increase in international sales over the past five years. Rock and his team have been tremendous assets in providing the assistance that our company needs in order to be successful in accommodating our international sales. Rock has taken the time to provide information as well as the guidance that we needed in opening our foreign trade zone to support Rosenbauer America's expansions into overseas markets. Rock has also provided visibility to other opportunities offshore that further reinforces our presence in new territories."

-Bill Palmer
International Contract
Administrator
Rosenbauer America

