

THE EXPORT CONCIERGE

The Export Concierge is Kansas City's solution to going global. Staffed by World Trade Center – Kansas City employees, the concierge will connect potential exporters and service providers in order to achieve export success. The Export Concierge will take an active approach with making sure you are getting the assistance and resources you need to GoGlobal- with a vast network of both private and public service providers, it is almost guaranteed you will find the answers you need from a range of local trade professionals with many years of international experience.

HOW DOES THE EXPORT CONCIERGE WORK?

1. EDA's introduce client and Export Concierge
2. Client and Export Concierge meet to understand business' needs and desires
3. Export Concierge refers client to necessary service providers
4. Client provides feedback on Export Concierge and service providers

WHY DO EXPORTS MATTER?

Job creation! The most effective way to create new jobs in your community is through new business openings and firm expansions. A business usually expands its operations based on increased demand – demand that quite possibly could be derived from an increase in an international customer base.



WORLD TRADE CENTER®
KANSAS CITY

WHY EXPORT?

Companies that export experience:



Sources:

1. J Bradford Jensen, "Global Trade in Services: Fear, Facts, and Offshoring," Peterson Institute for International Economics, 2011.
2. U.S. International Trade Commission, 2010, "Small and Medium-Sized Enterprises: Characteristics and Performance."
3. Conway Data, Inc; Jed Kolko, "Business Relocation and Homegrown Jobs, 1992-2006," Public Policy Institute of California, 2010.

Where Are Jobs Created?

↓ 50%
2000 - 2014

decline in expansions and relocations of 50+ jobs or \$1M+ investment

56.3%
job creation from
new business openings

41.8%
job creation from
firm expansions



1.9%
job creation from
attraction / relocation

Source: Conway Data, Inc; Jed Kolko, "Business Relocation and Homegrown Jobs, 1992-2006," Public Policy Institute of California, 2010.