



**international business council  
of greater rochester, ny**

an affiliate of  GRE  
GREATER ROCHESTER ENTERPRISE

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100 Chestnut St., Suite 1910

Rochester, New York 14604

[www.RochesterBiz.com/IBC](http://www.RochesterBiz.com/IBC)

**international business council of greater rochester, ny**

## **YOUR COMMUNITY**

## **YOUR OPPORTUNITY**

### **BECOME AN IBC INVESTOR AND BE PART OF ROCHESTER'S GROWTH.**

The International Business Council of Greater Rochester, NY (IBC) is aggressively providing resources to regional companies to boost economic growth in our area.

We've implemented informational and sound training avenues such as the Upstate NY Trade Conference and Go Trade NY! blog — providing area companies with skills and up to date knowledge on vital areas of international business for a competitive edge in the global marketplace.

An investment in IBC is an opportunity to actively participate in the economic vitality of our region and support of your neighbors. The IBC is An Affiliate of the Greater Rochester Enterprise (GRE) and supports the retention and growth of the economic vitality of the region.

### **WHO INVESTS IN IBC?**

Corporations and Individuals with a passion for improving Rochester's global presence and economic future — anyone who can provide the necessary leadership and resources to aggressively promote our community.

### **WHY INVEST IN IBC?**

It gives you the opportunity to:

- *Proactively ensure the Greater Rochester region's global standing and economic stability*
- *Be part of a team of experts in international trade developing appropriate marketing resources to provide international business resources to our region*
- *Enable global prominence of the Rochester region*
- *Act as a leader in the trade community*

### **WHAT WE OFFER – GENERAL BENEFITS OF MEMBERSHIP**

**NETWORK** One stop for all trade issues and questions

**ADVICE** Access to trade advice from industry experts

**TRAINING** Discounted or no cost attendance to seminars

**KNOWLEDGE** Certificate programs related specifically to trade (CGBP)

**VISIBILITY** Advertisement on the IBC/GRE website

**INFORMATION** Access to trade data reports from Trade Stats USA and information

**REPORTS** International Credit Report from COFACE

**SCREENING** Discounted rates on screening tools

**UPDATES** Quarterly Member Meetings

*\*RESTRICTIONS MAY APPLY*

*For more information call the IBC at 585.530.6200 or email us at [info@IBCRochester.com](mailto:info@IBCRochester.com).  
Visit us at [www.RochesterBiz.com/IBC](http://www.RochesterBiz.com/IBC)*



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**HOW CAN YOU INVEST IN IBC?**

**\$6,200 INVESTMENT PER YEAR** *(Advisory Council Level and Included in Monthly RBJ Article)*  
Investors at this level receive all per below and will have their logo included in the monthly feature in the RBJ for all of 2012 (12 issues).

**\$5,000 INVESTMENT PER YEAR** *(Advisory Council Level)*  
Investors at this level are nominated to be on the IBC Advisory Council.

- All Supporting and General Membership benefits
- Recognized at all events and marketing throughout the year
- Exclusive sponsorship of one seminar
- 10 letters of credit processing throughout year \*
- Receive a table for 8 at the Annual Trade Banquet & Expo display
- Exhibit table at the Upstate NY Trade Conference
- Access to the IBC Member database for targeted sales and marketing\*
- Complimentary passes for various events throughout the year\*
- 4 hours of Trade Consulting from IBC Director and / or Advisory Team\*
- Members at this level are also included in Greater Rochester Enterprise's Board membership\*

**\$4,400 INVESTMENT PER YEAR** *(Supporting Member Level and Included in Month RBJ Article)*  
Investors at this level receive all per below and will have their logo included in the monthly feature in the RBJ for all of 2012.

**\$3,200 INVESTMENT PER YEAR** *(Supporting Member Level)*

- All General Membership benefits
- Receive 2 tickets to the Annual Trade Banquet & Expo booth display
- Exhibit table at the Upstate NY trade Conference
- 5 complimentary passes for any event throughout the year\*
- Recognized as a supporting investor of the IBC by GRE.

**\$799 PER YEAR** *(Service Providers)* - All the benefits of general membership

**\$299 PER YEAR** (<150 employees) / **\$399 PER YEAR** (>150 employees) *(General Member Level)*  
These investors enjoy the membership benefits, networking and invited to the quarterly Member Meeting.

\*RESTRICTIONS MAY APPLY

**ACTIVE IN THE IBC**

Stone Construction Equipment, [Pictometry](#), Empire State Development, Int'l Division, [Providium Group](#), Carestream Health, [Kingdom Ventures](#), City of Rochester, [Economic Development](#), Qioptiq Defense, [EC Data](#), Gleason, [Harter Secrest and Emery](#), USDOC Export Assistance, [HSBC Bank](#), US Customs and Border Protection, [Citizens RBS](#), Advanced Language Translation, [Rotork](#), A3 Design, [Xerox](#), Freed Maxick and Battaglia, [Speed Global Services](#), M&L Trucking Services, [The Bonadio Group](#), Nazareth College - School of Management and Center for International Education, [Harmonized Tariff Services](#)

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