

## **Ray Bowman, Director, Economic Development Collaborative SBDC**

Ray Bowman specializes in helping SBDC clients with business plans, business financing, business start up, general business, global trade, management and sales and marketing.

An SBDC business advisor since 2008 and Director of the EDC SBDC since November 2010, Ray is also an entrepreneur who has owned four businesses. His current business, Bowman Business Services, provides international trade consulting and training to businesses, focusing on operations, strategic management, logistics, documentation, trade finance and vendor seller issues.

Ray has more than 24 years of experience in international trade and logistics, and has worked with some of the world's largest banks and freight forwarders.

This year Mr Bowman was nominated to the Southern California District Export Council of the United States as Program Chair.

In addition to his work at the SBDC, Ray has developed and/or taught courses on international trade for Santa Barbara City College, EDC-VC, Centers for International Trade Development, Economic Vitality Corporation, the Export Small Business Development Center and the U.S. Department of Commerce.

Ray is the author of several books on exporting. He is a member of several business organizations and serves on the Western Regional Committee for the American Association of Importers and Exporters.