

SAWGRASS Group Virtual Events

February 8, 2023 from 15:00 to 16:00
(8am-9am EST)



Learn the basics of U.S. market entry with

Mr. MARIUS DOBREN, SAWGRASS FINANCE, LLC

How to access working capital in America by using your company's assets

Mrs. SHELLY GARG, GARG LAW, LLC

Overview of US Market Entry training with focus on Food, Cosmetics, Pharmaceuticals registration process – Garg Law, LLC

Mr. NATHAN PORTER, ELEVATE AMERICAN TRADE, LLC

Elevate American Trade Background Operating in the Central and Eastern European market

Moderator: RAZVAN DUMITRESCU, Romanian Trade Office in Washington

Q&A

Please confirm your participation to the event no later than February 7th, 2023, at washington.economic@mae.ro



Marius Dobren is the Co-Founder and President of Sawgrass Finance responsible for leading the company business development and growth strategy, strategic planning, private credit market research, borrower relations and marketing. Prior to founding Sawgrass Finance, Marius was the managing partner for TD Advisory Group, a field examination company servicing the asset based lending and factoring industries throughout the United States.

Sawgrass' objective is to serve a wide-ranging of industries, such as manufacturing, distributors, importers, staffing, tech, healthcare and more. Each credit facility is structured as an Asset Based Loan ranging from \$100,000 - \$3 million+ by leveraging borrower's assets such as Accounts Receivable and Inventory. This is intended to meet the individual needs of the business, taking into account nuances such as trade cycles, seasonality, customer base, foreign ownership and more.

Sawgrass Finance is committed to provide the small and medium size businesses with access to working capital that will help them overcome cash flow challenges, even if they're not yet eligible for conventional bank financing. Their "Lending Through Partnership ®" approach will allow the business owners to focus on their customers, employees and growing their business, while they provide an uninterrupted cash flow.



Shelly Garg is President and Founder at Garg Law, guiding high growth consumer product companies through the FDA lifecycle of products geared toward improving the population's health and wellness. This includes guiding foreign and domestic businesses, manufacturers, distributors, and importers with regulatory compliance, trade and enforcement matters involving FDA, USDA, EPA, CPSC, TTB, CBP and other federal and state authorities.

Specifically, Shelly practices in the areas of foods, beverages and dietary supplements, cosmetics, over-the-counter drugs, medical devices, and animal and veterinary products. She provides guidance on strategic development of new products through regulatory approvals to the marketplace, strategic business planning, product development, all post-launch processes to ensure labeling, advertising, safety and manufacturing compliance, and enforcement matters. Shelly's keen insights into FDA and its inner workings have proved to be of significant value to her clients in successfully resolving matters before the agency.

Before launching Garg Law, Shelly previously worked for two international trade and regulatory law firms, and a boutique FDA practice. Having led the FDA practice of the world's largest dedicated international trade law firm, she offers a unique perspective to regulatory matters, working with importers on addressing regulatory compliance and enforcement issues at the crossroads of FDA and CBP compliance.

Before beginning her legal career, Shelly worked in Washington, D.C. as an analyst in the Directorate of Intelligence at the U.S. Central Intelligence Agency. In that capacity she was granted a top-secret security clearance and produced intelligence briefs to support U.S. government foreign policy decision-makers on various homeland security concerns.



Nathan Porter is the Managing Partner of Elevate American Trade (“EAT”). Nathan oversees EAT’s business development, marketing, partners relations and implementation.

Elevate American Trade (“EAT”) is a professional consulting service firm with the primary objective of assisting Eastern European businesses that want to enter the US Market, either as an Importer or a Supplier. Our mission is to be the trusted partner to our clients and to assist them at every stage during their journey in the US. We provide access to leading experts in all areas of business to make sure our clients can rapidly start and grow their business in the United States with the right help and resources.