

**Ministry of  
Economic Development  
and Innovation**

Hearst Block, 6<sup>th</sup> Floor  
900 Bay St.  
Toronto, Ontario  
M7A 2E1  
Tel (416) 325-6658  
Fax (416) 325-6509  
E-mail: debbie.walker@ontario.ca

**Ministère du  
Développement économique  
et de l'Innovation**

Édifce Hearst, 6<sup>e</sup> étage  
900, rue Bay  
Toronto (Ontario)  
M7A 2E1  
Tel (416) 325-6658  
Télécopieur (416) 325-6509  
E-mail: debbie.walker@ontario.ca



July 25, 2012

To Whom It May Concern,

It gives me great pleasure to provide this letter as my personal and professional recommendation for Mary Mokka.

As Director, Community Export Development for the Ontario Ministry of Economic Development and Innovation, I am responsible for building exporter capacity across the province. This includes building awareness of the full continuum of provincial export programs and services available as well as delivering targeted programs that provide companies with the tools, information and resources they will require to become export-ready. To this end, I work with a number of key delivery partners including the federal government and, more specifically, the Canadian Consulate in Buffalo. It is through this relationship that I have had the pleasure of working with Mary for over 20 years.

Mary and I have collaborated on numerous projects and programs. My earliest recollection of working with Mary was when I was the desk officer for the Life Sciences sector for my ministry. Our partnership included delivering a number of exporter education seminars and programs to help educate Ontario companies on the U.S. medical devices industry as well as the regulatory environment. The Cross Border Exchange, to which Mary played a lead role, was one of the more important initiatives developed to enable the growing cross-border medical corridor in Ontario and upper New York State to engage and do business.

Since 1984, my ministry has also been a key partner with the Canadian Consulate General in Buffalo in delivering the New Exporters to Border States (NEBS) program. NEBS provides companies with a solid understanding of the fundamentals of exporting to the United States – including business immigration considerations, currency exchange and banking options, federal and state taxation concerns and customs documentation requirements. From its inception, Mary has been the principal lead for the federal government and the Canadian Consulate in delivering the NEBS program. As the provincial NEBS program representative, I have worked closely with Mary since 2004 to successfully deliver NEBS to thousands of Ontario businesses across the province.

As a Trade Commissioner at the Canadian Consulate in Buffalo, Mary is the consummate professional in her dealings with her provincial counterparts and when assisting Ontario companies in their efforts to export to the United States. Her knowledge, her insights and her contacts have been a valuable resource to me as well as a blessing to the many clients she has helped. Quite simply, Mary is and has always been a delight to work with.

Please do not hesitate to contact me if you require any additional information.

Kind regards,

Debbie Walker  
Director, Community Export Development  
International Trade Branch