Progress Through Regional Cooperation In The Alleghenies  

June 2020

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Important Links

- Travel Warnings
- Travel Alerts
- Pennsylvania International Trade Guide
- Bureau of Industry & Security
- Commodity Classification - Schedule B
- Currency Calculator
- World Port Source
- Small Business Administration

Consulting Center

- Export Consulting Center
- Certifications Expert Helpline

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www.newpa.com/intl

June will soon be over, and July brings us much anticipation with nice weather, Independence Day celebrations and the USMCA being implemented on July 1, 2020. It is hard to believe that we are over halfway through 2020 already! While we are still working at home and soon to return to the office, we hope that the second half of the year allows us to see in-person events, that business visits will soon be able to commence, but until then we remind you that we are here for any of your international business needs. We look forward to working with you to continue your business growth. May you and your families have a happy start to Summer and a wonderful 4th of July holiday!

Best Wishes!
Tina & Joyce

Bringing the World to PA
Mark Your Calendar!

2020 has shown us many changes due to Covid-19. Many of us have experienced telework, held virtual meetings, and have learned to conduct business in many unconditional ways. Unfortunately, due to the changes in our daily lives, there will also be changes in the way that the Office of International Business conducts our annual Bringing the World to PA event. This year, we ask you to mark your calendars September 14-25, 2020. While we will not be able to bring the Pennsylvania Authorized Trade Reps to you in the region for our annual event to conduct individual one-on-one meetings, we are excited that we will be working to provide a virtual option to allow businesses to have all the benefits of an in-person event. While details are not fully known, please note that OIBD and your regional REN partners are working diligently on details to be able to provide access to our wonderful Authorized Trade Representative network covering 52 countries. Stay Tuned for more details come!

USMCA - July 1, 2020
Get the Facts!
Fact Sheet Click Here

SAP&DC
Export Finance Program

Looking for Working Capital Financing and Accounts Receivable Financing? Offered through the Pennsylvania Department of Community and Economic Development (DCED), the Pennsylvania Industrial Development Authority (PIDA) Loan Program helps PA exporters finance international sales.

For the application process, please contact your local Certified Economic Development Organization (CEDO) service provider to package the loan application. To locate your local CEDO, Click here

SAP&DC’s Marketing & Communication Assistance Program!

Need help promoting your business? Tired of waiting for the phone to ring? Unsure how to best utilize new technologies and the Internet to attract customers/clients? SAP&DC newest business services division, the Marketing and Communications Assistance Program is here to help!

Southern Alleghenies Planning and Development Commission’s Marketing and Communications Assistance Program (SAP&DC’s MCAP) offers specialized marketing consultation and assistance.

Businesses need to meet the following:
- Businesses in Bedford, Blair, Cambria, Huntingdon, Fulton and Somerset Counties
- Small and medium-sized businesses with 100 employees or more
- All for-profit businesses
- Any industry/sector except retail

Due to the support of our generous sponsors, SAP&DC MCAP provides marketing assessment and marketing plan development services FREE of charge.

SAP&DC’s Marketing and Communications Assistance Program (MCAP) aids businesses in the region by providing one-on-one assistance. We guide you through the static to get your business, idea, message and brand moving! We work with you to create a comprehensive marketing plan rooted in a

Balma 2022
Pennsylvania ARC Pavilion

SAP&DC is happy to announce that we once again will be hosting Pennsylvania businesses at the Bauma 2022 Trade Show in Munich, Germany (April 4-10, 2022). Bauma 2022 is the 3rd Edition of the World’s Leading Trade Fair for Construction Machinery, Building Material Machines, Mining Machines, Construction Vehicles and Construction Equipment.

The project is being funded by the Appalachian Regional Commission in cooperation with the PA Department of Community & Economic Development. Businesses in the Appalachian region within Pennsylvania will be able to participate in the show at a subsidized cost. Counties in Pennsylvania include: Allegheny, Armstrong, Beaver, Bedford, Blair, Bradford, Butler, Cambria, Cameron, Carbondale, Centre, Clarion, Clearfield, Clinton, Crawford, Elk, Erie, Fayette, Forest, Fulton, Greene, Huntingdon, Indiana, Jefferson, Juniata, Lackawanna, Lawrence, Luzerne, Lycoming, McKean, Mercer, Mifflin, Monroe, Montour, Northumberland, Perry, Pike, Potter, Schuylkill, Snyder, Somerset, Sullivan, Susquehanna, Tioga, Union, Venango, Warren, Washington, Wayne, Westmoreland, and Wyoming.

If you are interested in exhibiting at Bauma in 2022, please contact Tina Taylor at ttaylor@sapdc.org or 814-949-6517.

Spotted Lanternfly Stage Update

Late Nymph | June - July

As we move into the 4th of July weekend, many of us will be camping, hiking, fishing, BBQ’s, and other activities that will have us in the outdoors enjoying the nice weather expected. Once again we wanted to give you a Spotted Lanternfly update in order to remind everyone the current stage of the SLF, so we can be on the lookout and help eradicate this pesky bug.
Currently, the SLF is moving into the late nymph stage and is the final stage before becoming a full grown adult. They will feed on the various plants that they tend to prefer, like the tree of heaven, willow, and maple depending on what is available. During this stage, they are red and black with white spots. If you see a SLF, collect the specimen in alcohol or hand sanitizer in a closed container, report it and destroy any that you find. For additional information on how to control your property visit [Spotted Lanternfly Management](#).

Two counties in our viewing area Blair and Huntingdon are included in the quarantine areas along with 24 other counties across the state. To view the quarantine map visit [SLF Quarantine Map](#).

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### Resources For Your Business

**Business to Business (B to B) web portal**

DCED has a portal open for businesses to source some of the supplies that will be necessary to keep your employees safe as you transition including masks, hand sanitizers, etc. [B to B web portal](#). The suppliers have been vetted to some degree, but businesses should still use good purchasing procedures.

**PA.Gov** has a web page with requirements for opening up a safe business during COVID-19. [You can find that information here](#).

**PA Chamber**, has a website to assist businesses with reopening. [Bringing PA Back](#).

**The Strategic Early Warning Network**, administered by the Department of Labor and Industry, offers resources to help small and medium-sized business, including business planning resources and contingency planning. at [https://www.steelvalley.org/coronavirus](https://www.steelvalley.org/coronavirus).

**COVID-19 Back To Work Playbook** - As most companies plan to get back to work, the health and safety of your employees is sure to be top of mind. Catalyst Connection has partnered with MAC Safety to provide you with this valuable resource.

There's no room for error in returning to work during the COVID-19 crisis. When health, safety, and lives are on the line, it’s critical to get it right the first time. That’s why Catalyst Connection has compiled the information, resources, and strategies to guide our region’s manufacturers in moving forward in the safest ways possible.

Our partners at Catalyst Connection have provided the [Back To Work Playbook](#) to download to assist your business in getting back to operation.

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### Export Tools You Can Use

With the current COVID-19 affecting businesses world-wide, we are happy to provide you with some useful links to help with your daily business needs.

**International Shipping Port Information/Delays:**

As you are scheduling orders and shipments, you can use the following tools to stay alert to which country ports are affected by the COVID-19 crisis. Daily updates are advised for any ports affected.


Additionally, for information on air freight shipments can be located on an interactive map at:


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### GAP Funding Available for 2020

Just a reminder that GAP Funding is available for 2020. We know that currently many trade shows and company travel has been cancelled, but if you have a pending GAP, please contact us so we can adjust the dates on your current application. Shows and business travel that have been cancelled, please let us know and we will cancel your current GAP application. Funds can be made available for future events.

GAP funds are available while funds last.

The GAP can assist in covering up to $5,000.00 of eligible expenses to help with costs associated with your international business travel. Or are you utilizing USDA subscription services, planning compliance testing or internationalizing your website, possibly the GAP grant can help! For full details [Global Access Program](#).

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### Export Events!

Check out these upcoming events - Mark your Calendars!

<table>
<thead>
<tr>
<th>Event Name</th>
<th>Details</th>
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<tbody>
<tr>
<td>Upcoming event!</td>
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</table>
PAST Events Recordings Available!

INCOTERMS 2020 In Practice
Did you miss our Winter Webinar #1 on December 11th? If so, you can watch the recorded version of the new INCOTERMS 2020! Learn what changes will be taking place at your own leisure!

Advanced Export Documentation
Did you miss our Winter Webinar #2 on January 8th? If so, watch the recorded version at your own convenience!

NAFTA and Changes Under the USMCA
Did you miss our Winter Webinar #3 on February 19th? If so, watch the recorded version to see how changes will affect your shipments to Canada & Mexico!

Upcoming Trade Events

The following Trade Shows and Missions are scheduled for this calendar year. For more information on these events, contact Tina Taylor or Joyce Hoffman.

<table>
<thead>
<tr>
<th>Trade Event</th>
<th>Country</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>Expomin 2020 Santiago, Chile</td>
<td>NEW DATE November 9-13, 2020 To register directly with the show organizers <a href="http://www.expominusa.com/">http://www.expominusa.com/</a></td>
<td></td>
</tr>
<tr>
<td>Trade Winds Mission &amp; Business Forum Indo-Pacific Hong Kong/Japan, Korea, Thailand &amp; Vietnam</td>
<td>POSTPONED dates to be determined at a later date For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
<td></td>
</tr>
<tr>
<td>Trade Mission to Korea &amp; Japan Seoul, South Korea &amp; Tokyo, Japan</td>
<td>DATE CHANGE August 17-21, 2020 For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> or <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a></td>
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About Us

The SAP&DC International Trade Program retains and creates job opportunities by assisting to increase the sales of goods and services exported from the region. Our staff provides assistance to small and medium sized companies (generally free of charge) to evaluate potential international markets and to develop and implement strategies to successfully export goods and services. The Southern Alleghenies Planning & Development Commission covers the counties of Bedford, Blair, Cambria, Fulton, Huntingdon and Somerset.

Contact:
Tina Taylor -International Trade Manager | ttaylor@sapdc.org | 814-949-6517
Joyce Hoffman - Int’l Trade Specialist | jhoffman@sapdc.org | 814-949-6527

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