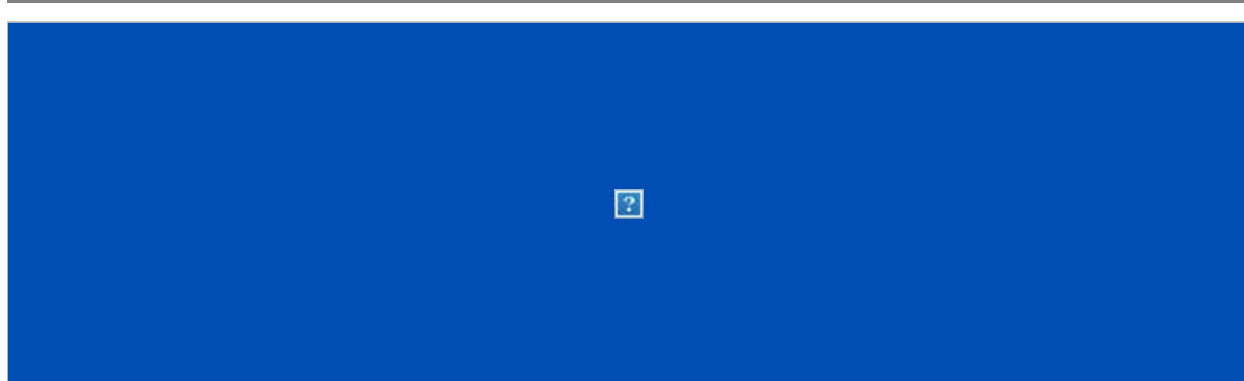


From: [Tina Taylor](#)
To: [Tina Taylor](#)
Subject: March 2020 - SAP&DC Export News Letter & Extra Business Updates
Date: Friday, March 20, 2020 11:00:18 AM



Progress Through Regional Cooperation In The Alleghenies

Mar 2020

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As we welcome Spring officially, we know that we are dealing with current issues that may not allow us to enjoy it fully, but we need to be optimistic that things will soon be back to normal in our personal and business lives. With that being said, our newsletter

this month will be taking on different subjects to assist you during this time of concern.

Our staff is currently working remotely and are here to serve your needs, assist in answering any questions you may have and possibly while your business is not operating as normal, maybe look at assisting you to develop more international business. Please let us know if you have any questions.

Happy Spring,
Tina & Joyce

News & Resources to Know

Governor Wolf issued an order on March 19, 2020 that effective 8:00 p.m. all non-essential businesses cease activity to help curb the spread of the COVID-19 virus. To view a list of all non-essential business, please [CLICK HERE](#)

Economic Injury Disaster Loans

Governor Tom Wolf today announced the availability of low-interest loans for small businesses and eligible non-profits in all 67 counties in Pennsylvania through the U.S. Small Business Administration (SBA). SBA's Economic Injury Disaster Loans offer up to \$2 million in assistance and can provide vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing. These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact.

The interest rate is 3.75% for small businesses without credit available elsewhere; businesses with credit available elsewhere are not eligible. The interest rate for non-profits is 2.75%.

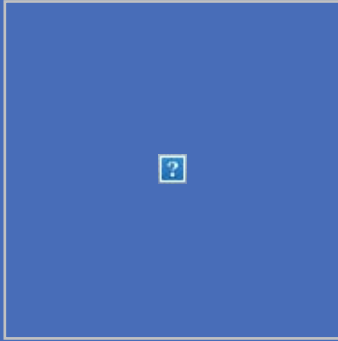
SBA offers loans with long-term repayments in order to keep payments affordable, up to a maximum of 30 years. Terms are determined on a case-by-case basis, based upon each borrower's ability to repay.

Businesses may obtain information and loan applications by calling the SBA's Customer Service Center at 1-800-659-2955 (1-800-877-8339 for the hearing impaired), or by e-mailing

disastercustomerservice@sba.gov

Source: pa.gov

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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

COVID-19 Information for Impacted Workers & Employers

If you are employed in Pennsylvania and are unable to work because of Coronavirus disease (COVID-19), you may be eligible for Unemployment or Workers' Compensation benefits. Learn more

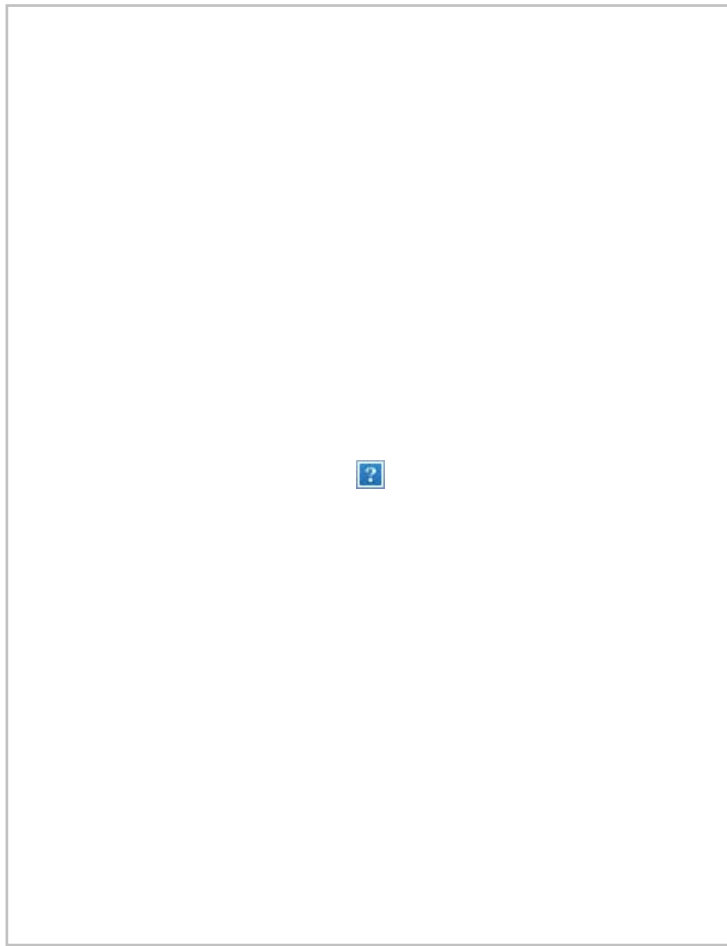
[UC Benefits Information](#)

Source UC.PA.Gov

The Pennsylvania Chamber of Business and Industry also has a webpage dedicated to helping businesses deal with coronavirus concerns at <https://www.pachamber.org/coronavirus>

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>

Keeping Your Loading Docks Healthy



Important Manufacturing Survey:

Critical Supplies are Needed*

The White House has reached out to the National Association of Manufacturers to seek volunteers who can donate and provide and/or produce within two weeks large-scale quantities of critical supplies to help the nation respond to the COVID-19 pandemic.

Critical supplies include:

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 less
- 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 deep understanding of your brand, goals, and mission. You need a plan! Start by talking to us. Contact Ben Mazur at bmazur@sapdc.org or via phone 814-949-6552.

Port Watch

For the latest information on the Philadelphia Port [CLICK HERE](#)

- cotton swabs with long wooden sticks
- endotracheal tubes
- falcon tubes
- gloves
- lightweight protective suits
- N95 masks
- over-the-shoe booties
- PAPRs
- rapid PCR test kits
- ventilators
- vital sign monitors
- viral transport media.

If you can produce or provide large scale quantities of the critical supplies within two weeks, and if so are asked to volunteer to donate them. Please complete the online survey [Click Here](#)

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 USDOC subscription services, planning compliance testing or internationalizing your website, possibly the GAP grant can help! For full details [Global Access Program](#)

Planning upcoming on traveling to a Trade Show or in-country business travel? Check to make sure the outbreak of the Coronavirus is not affecting your trip.

We all prepare for trade shows and business travel well in advance and do not know about unforeseen circumstances that may arise which causes travel restrictions or even cancellation of events.

We have been recently made aware of two shows that have been cancelled and there may be more to come.

If you are planning a trade show, please check well in advance of travel to ensure that trade show has not been cancelled. Exhibiting at a trade show, contact the show organizers to make sure the show is still scheduled.

Planning an international business trip, check the State Dept Travel Advisories.

Please note that traveling to a high level risk country could result in travel delays, quarantine, and extremely expensive medical costs. For more information visit [State Travel](#)

Export Events!

Check out these upcoming events - Mark your Calendars!

<p>Webinar Opportunity: Doing Business in China and how US-Sino Trade Relations and Policies will impact Your Business</p>	<p>March 26, 2020 at 8:00 a.m. To register Click Here</p>
<p>PAST Events Recordings Available!</p>	
<p>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</p>	<p>INCOTERMS 2020 In Practice RECORDED Webinar</p>

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!	Advanced Export Doc RECORDED Webinar
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!	NAFTA and Changes Under the USMCA

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.

Trade Event	Country	Date
Expomin 2020	Santiago, Chile	POSTPONED date to be determined at a later date To register directly with the show organizers http://www.expominusa.com/
Trade Winds Mission & Business Forum Indo-Pacific	Hong Kong/Japan, Korea, Thailand & Vietnam	POSTPONED dates to be determined at a later date For more information contact: ttaylor@sapdc.org jhoffman@sapdc.org
Trade Mission to Korea & Japan	Seoul, South Korea & Tokyo, Japan	DATE CHANGE August 17-21, 2020 For more information contact: ttaylor@sapdc.org or jhoffman@sapdc.org
Trade Mission to Canada	Toronto and Montreal, Canada	June 7-12, 2020 For more information contact: ttaylor@sapdc.org or Jhoffman@sapdc.org

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:

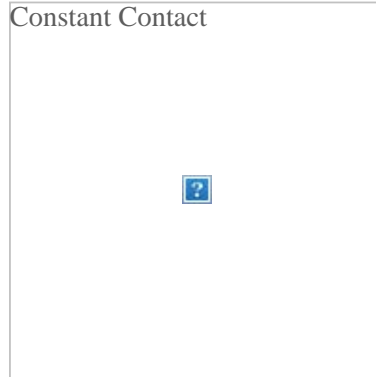
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