Progress Through Regional Cooperation In The Alleghenies

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May 2020

May has been an unsettling month with unseasonable weather and waiting to hear if certain counties will open to continue business operations once again. To assist businesses with opening, we have provided some resources to help you open safely.

May is also a time for remembrance and to thank those who served and sacrificed so much for our freedom this Memorial Day. Please feel free to contact us with any of your needs and we will be happy to address and assist.

Happy Memorial Day!
Tina & Joyce

USMCA Goes Into Effect July 1, 2020
What you need to know!

The new USMCA is effective July 1, 2020. Here’s what you need to know to be ready:

- All Products that carried a zero tariff under NAFTA will also carry a zero tariff under the new USMCA.
- The USMCA no longer requires a certificate of origin. Rather, a minimum set of data elements must be submitted to prove origin.
- The importer may make a claim for preferential tariff treatment based on a certification of origin completed by the importer, exporter or producer for the purpose of certifying that a good qualifies as an originating good. Certification of origin can be completed and submitted electronically with an electronic or digital signature and may cover a single importation or multiple importations of identical goods within a maximum 12-month period. The importer is responsible for exercising reasonable care concerning the accuracy of all documentation submitted to CBP.
- The nine elements required at a minimum to claim origin under USMCA are:
  - Importer, Exporter or Producer (indicate which is certifier)
  - Name and Address of Certifier
  - Name and Address of Exporter
  - Name and Address of Producer
  - Name and Address of Importer (if known)
  - Description and Harmonized System Tariff Classification of the good to the 6-digit level (For more information on this subject, visit our Understanding HS Codes page)
  - Specific Criteria under which the good meets USMCA originating requirements
  - Blanket Period (certification is valid up to 12 months in the case of multiple shipments of identical goods)
  - Authorized Signature and Date

A certification is not required for importations valued at $2,500 or less, provided that the importation does not form part of a series of importations that may reasonably be considered to have been undertaken or arranged for the purpose of evading U.S. laws, regulations, or procedures governing claims for preferential tariff treatment. Record-keeping requirements still need to be met.
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?
Surely you want to take advantage of 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 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 phone 814-949-6552.

If you missed our webinar on USMCA Changes, see the recording link below in our Events calendar.
Source: trade.gov

Spotted Lanternfly Stage Update

Many of us will be out this Memorial Day weekend, camping, hiking, fishing, BBQ’s, and other activities that will have us in the outdoors enjoying the nice weather expected. I 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 in the hatch/first instar nymph stage. This is the stage that comes right after they hatch. 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 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.

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 re-opening. 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

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.

WEDnetPA Update!

Some major changes in the Workforce and Economic Development Network of Pennsylvania (WEDnetPA) program. These changes include increased company funding limits and greater flexibility in supporting the training needs of our regional companies. This program brings training funds to qualified companies across the Commonwealth through a network of community colleges, state system universities and other educational institutions. The goal of WEDnetPA is to strengthen the business environment of the Commonwealth by helping companies improve the skills and productivity of Pennsylvania workers. To see more details and apply please click here.

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. [https://www.nepia.com/industry-news/coronavirus-outbreak-impact-on-shipping/](https://www.nepia.com/industry-news/coronavirus-outbreak-impact-on-shipping/)

Additionally, for information on air freight shipments can be located on an interactive map at: [https://www.agility.com/insights/COVID19/air-freight/](https://www.agility.com/insights/COVID19/air-freight/)

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.

Export Events!
Check these upcoming events - Mark your Calendars!

<table>
<thead>
<tr>
<th>Upcoming event</th>
<th>June 2, 2020 12:00-1:15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Getting your Point Across...Successful Content Marketing Webinar</td>
<td>Getting your Point Across...Successful Content Marketing</td>
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</tbody>
</table>

PAST Events Recordings Available!

<table>
<thead>
<tr>
<th>INCOTERMS 2020 In Practice</th>
<th>INCOTERMS 2020 In Practice RECORDED Webinar</th>
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</thead>
<tbody>
<tr>
<td>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</td>
<td></td>
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</tbody>
</table>
### 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>
</tr>
</thead>
<tbody>
<tr>
<td>Expomin 2020</td>
<td>Santiago, Chile</td>
<td>NEW DATE November 9-13, 2020</td>
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<tr>
<td></td>
<td></td>
<td>To register directly with the show organizers <a href="http://www.expominusa.com/">http://www.expominusa.com/</a></td>
</tr>
<tr>
<td>Trade Winds Mission &amp; Business Forum Indo-Pacific</td>
<td>Hong Kong/Japan, Korea, Thailand &amp; Vietnam</td>
<td>POSTPONED dates to be determined at a later date</td>
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<tr>
<td></td>
<td></td>
<td>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>
</tr>
<tr>
<td>Trade Mission to Korea &amp; Japan</td>
<td>Seoul, South Korea &amp; Tokyo, Japan</td>
<td>DATE CHANGE August 17-21, 2020</td>
</tr>
<tr>
<td></td>
<td></td>
<td>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>
</tr>
<tr>
<td>Trade Mission to Canada</td>
<td>Toronto and Montreal, Canada</td>
<td>Cancelled</td>
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<td>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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