



## Progress Through Regional Cooperation In The Alleghenies

Dec 2019

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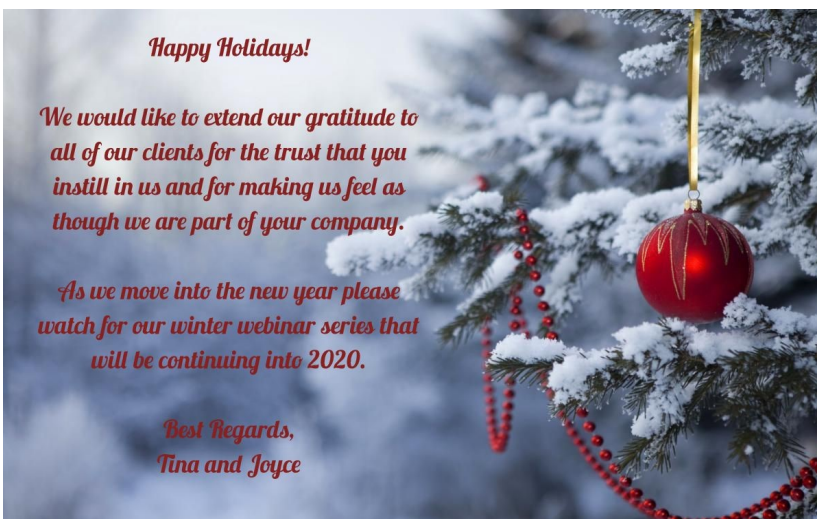
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### **Join Our Mailing List**



### **USMCA - Another Step Closer**



On December 10, U.S. Trade Representative Robert Lighthizer and White House Senior Advisor Jared Kushner announced a compromise agreement after months of intensive negotiations that will bring the United States, Mexico, and Canada closer to passage of the United States-Mexico-

Canada Agreement (USMCA). They were hosted in Mexico City by President Lopez Obrador and Foreign Secretary Ebrard, along with Canadian Deputy Prime Minister Freeland. The USMCA is a new, modernized trade agreement for the 21st Century. It sets high standards for labor, the environment, digital trade, and more. The Department of State welcomes this opportunity to work with our partners in Canada and Mexico to improve free and fair trade among our three countries. Once implemented, the USMCA will protect North American jobs, raise economic prosperity, and continue to set the standard as the world's economic powerhouse. Michael Pompeo, Secretary of State. What better way to learn more about the USMCA than to attend our webinar on February 19th. Details & registration link are below in our Export Events



[www.newpa.com/intl](http://www.newpa.com/intl)



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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 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

Source: [U.S. Department of State](#)

### DECCS-New Application Release Coming In 2020

Defense Export Control and Compliance System (DECCS)

- The DECCS release of the Registration and Licensing applications will occur in January 2020 over the Martin Luther King Holiday weekend.
- The Registration application will include the DS-2032 form, allowing for new, renewal, and amended registration submissions.
- The Licensing application will allow electronic filing of forms DSP-5, -6, -61, -62, -73, -74, -85 DS-4294 (Request for Prior Approval for Brokering Activity) and DS-6004 (Request to Change End User/End Use and/or Destination of Hardware). It will not include functionality allowing for submission of General Correspondence (GCs) or Voluntary Disclosures (VDs).
- DDTC will provide multiple webinars, available to all users. The content will be recorded and published on the DDTC website. The dates for the session will be announced in December 2019. DDTC will also provide walk-through videos and guides to help users understand the new functionality. The availability of this material will coincide with the release of the system.

Source: [Directorate of Defense Trade Controls](#)

### Export Events!

Check out these upcoming events - Mark your Calendars!

<p><b>Winter Webinar #2 - Advanced Export Documentation</b> Understand the more complex issues that may arise with export documentation &amp; what is involved in transporting goods to foreign buyers</p>	<p><b>January 8, 2020 at 9:30 am</b> <a href="#">Advanced Export Documentation Registration</a></p>
<p><b>Winter Webinar #3 - NAFTA &amp; Changes Under the USMCA</b> The US is experiencing trade growth and regulatory changes with regards to NAFTA being replaced with USMCA. Without a thorough knowledge of the changes a company can encounter delays, lost opportunities, and additional expenses due to compliance issues.</p>	<p><b>February 19, 2020 at 9:30 am</b> Registration opens January!</p>
<p><b>Winter Webinar #4 - Opportunities for PA Exporters in Australian Market - Taking your Business Down Under</b> Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this amazing market and the opportunities that are available for</p>	<p><b>February 5, 2020 at 3:00 pm</b> <a href="#">Opportunities in Australia Registration</a></p>

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](mailto:bmazur@sapdc.org) or via phone 814-949-6552.

### Port Watch

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

your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002, and in that time has assisted 1,000+ international organisations do business in the region, providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, Trade Show Support & Independent Market Visits.

#### PAST Events Still 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!

[INCOTERMS 2020 In Practice RECORDED Webinar](#)

### 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
<b>Expomin 2020</b>	Santiago, Chile	<b>April 20-24, 2020</b> To register directly with the show organizers <a href="http://www.expominusa.com/">http://www.expominusa.com/</a>
<b>Trade Winds Mission &amp; Business Forum Indo-Pacific</b>	Hong Kong/Japan, Korea, Thailand & Vietnam	<b>April 20-27, 2020</b> For more information contact: <a href="mailto:ttaylor@sapdc.org">ttaylor@sapdc.org</a> <a href="mailto:jhoffman@sapdc.org">jhoffman@sapdc.org</a>
<b>Trade Mission to Korea &amp; Japan</b>	Seoul, South Korea & Tokyo, Japan	<b>June 1-5, 2020</b> 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>
<b>Trade Mission to Canada</b>	Toronto and Montreal, Canada	<b>June 7-12, 2020</b> 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>

### ITA and USDOC Adds Trade Event Partnership Program (TEPP)

The Trade Event Partnership Program (TEPP) is available to organizers of trade shows and U.S. Pavilions in the U.S. and abroad. TEPP leverages the reputation and worldwide network that the International Trade Administration (ITA)/U.S. Commercial Service (CS) provides while expanding the recruitment capability and opportunities available to U.S. exhibitors and foreign business communities. TEPP gives potential exhibitors and international attendees the assurance that the U.S. Department of Commerce recognizes the exceptional quality of the event for maximizing opportunities to U.S. producers & service providers. Flexible partnership options ensure that ITA is providing those elements of most value for the event. Trade Show organizer benefits of the program are:

- Dedicated ITA/CS event lead to customize partnership to your unique requirements
- Authorization to use the logo and branding of the International Trade Administration/U.S. Commercial Service in event promotion/marketing materials
- Leveraging ITA's global network for worldwide or U.S. industry promotion of your event
- At-show export counseling for your U.S. exhibitors
- Also available: international partner recruitment and on-site assistance delivered by export professionals, B2B matchmaking, overseas market counseling, briefings seminars, and more!

U.S. Commercial Services the trade show organizers can chose to have for their show for their exhibitors are:

- Digital Event Promotion
- Foreign Delegation Recruitment and At-show Assistance (per market)
- B2B Matchmaking
- Overseas Market Counseling
- Promotional Webinar
- At-show Briefing
- Export Counseling
- Networking Reception

For a complete list of TEPP Events [TEPP Event Search](#)  
For more information about this new program contact Ryan Russell at [ryan.russell@trade.gov](mailto:ryan.russell@trade.gov)

### **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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