

## Tina Taylor

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**From:** Tina Taylor <ttaylor@sapdc.org>  
**Sent:** Thursday, July 11, 2019 11:28 AM  
**To:** Tina Taylor  
**Subject:** June 2019 - SAP&DC Export News Letter

# SAP&DC



Progress Through Regional Cooperation In The Alleghenies

June 2019

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Summer means happy times and sunshine! So, as you begin to start your summer vacation, we at SAP&DC hope that you will enjoy, relax and be safe in your travels. Please remember, we are here to assist you with your exporting needs.

Be sure to mark your calendars for September 16th for our annual "Bringing the World to PA" event. This is the one event that you do not want to miss. This is the only event where you can meet face-to-face with our Authorized Trade Representatives, watch for updates and the registration on the event.

**Tina & Joyce**

### **Need a Refresher of our International Services?**

We all know that companies go through periods of growth, personnel changes, and/or focusing on other projects and may forget the services that SAP&DC International Trade Program has to offer. I recently have been reminded of this as I had the opportunity to do an international presentation to a company and current client who works with us on a regular basis however; they experienced some changes within the company and needed to know how we could assist them with their international endeavors. After presenting our program, the review prompted them to request additional assistance for services they were unaware of.

On another occasion a recent reminder of services of our program resulted in the client applying for a GAP (Global Access Program) grant for a trade

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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

show and a background check of a foreign company with potential of future sales.

While we try to get out into the region and do presentations, such as the Lunch and Learn at the Huntingdon County Chamber a few weeks ago, at times this is not possible, so if you are experiencing changes within your business, such as new owners, new or change in employees, or are just refocusing on international trade, please reach out to us and we would be happy to do an internal presentation to you and your team.

Joyce Hoffman

## Alert: Spotted Lanternfly Nymph Stage



A spotted lanternfly nymph.  
EMELIE SWACKHAMER

The Spotted Lanternfly has now hatched and is currently the "Nymph" stage, they will stay in this stage for a couple more weeks (end of June) before changing their appearance to the "fourth instar" stage.

As you are out and about hiking, camping, boating, or any summer fun activity, etc. please keep alert. If you come into contact with a Spotted

Lanternfly, kill it and report it. A reminder that quarantine areas are: Berks, Bucks, Carbon, Chester, Dauphin, Delaware, Lancaster, Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia, Schuylkill counties.

- Report any spotted lanternfly by calling 1-888-422-3359.
- For more information [click here PA Dept of AG](#)

## Save the Date!

### Bringing the World to PA - September 16, 2019



Meetings from the 2018 BTW2PA held at the Bedford Springs

**Mark your calendars** for our **Bringing the World to PA 2019**, scheduled for Monday, **September 16, 2019**. More details to be provided along with registration by end of July.

**Don't miss this opportunity to meet one-on-one with our fifteen (15) Pennsylvania Authorized Trade Reps here in the region to discuss current business or future business in over 51**

**countries.** This is a once a year opportunity brought to you by DCED's Office of International Business (OIBD) and SAP&DC to assist you in expanding your business in international markets!

We look forward to seeing you in September! If you have any questions or want to know more before the official details are supplied, contact Tina [taylor@sapdc.org](mailto:taylor@sapdc.org) or Joyce Hoffman [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org)

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 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

## **Export Updates!**

### **Global Access Program (GAP) 2019 - Limited Funds Remain**

The GAP program is now available for 2019 to small to mid-sized Pennsylvania companies whom are interested in increasing export sales. Administered through the Pennsylvania Office of International Business and funded through the U.S. Small Business Administration, GAP funding provides up to \$5,000.00 to qualifying companies on a reimbursement basis of 75% of qualifying expenses. GAP funding is available on a first-come, first-serve basis and are limited based on availability. Applications must be received 30 days prior to the event/travel. Export activities such as overseas trade shows, overseas trade missions, foreign market sales trips, USDOC subscriptions are eligible. For a full copy of the GAP guidelines & application, please contact Tina Taylor at [ttaylor@sapdc.org](mailto:ttaylor@sapdc.org) or Joyce Hoffman at [jhoffman@sapdc.org](mailto:jhoffman@sapdc.org)

### **BIS Publishes Rule Putting New Controls on Some Emerging Technologies**

The Bureau of Industry and Security ("BIS") begins a roll out of new regulations on emerging technologies agreed to by Wassenaar member states. Each year, BIS publishes final rule (without the usual notice of proposed rulemaking) of changes to US national security controls. While all of the changes made by Wassenaar in 2018 have not yet been published, yesterday BIS has published a final rule on "emerging technologies".

This rule puts new controls on "emerging technology" items found in the Commerce Control List ("CCL") Category 3, Category 5 Part II, Category 6 and Category 9. Specifically, this rule adds discrete microwave transistors (a major component of wideband semiconductors), continuity of operation software, post-quantum cryptography, underwater transducers designed to operate as hydrophones, and air-launch platforms. Expect to see other actions in the coming months.

Source: [ECTI](#)

### **ITAR § 126.4 Exemption Amendment and Expansion**

The Directorate of Defense Trade Controls has published an amendment to International Traffic in Arms Regulations § 126.4 that substantially expands and clarifies the circumstances under which transfers of defense articles and services by or for a Department or Agency of the U.S. government may occur without a license. This amendment furthers the objectives outlined in the President's Conventional Arms Transfer Policy. The revisions articulated in the amendment:

- Expand the scope to allow for permanent exports, reexports, and retransfers, in addition to temporary exports and imports;

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](#)

- Clarify use for contractors engaged in official business and acting on behalf of the U.S. government;
- Clarify use for transfers in furtherance of international agreements or security cooperation programs with the U.S. government; and
- Expand the scope to allow transfers by third parties acting at the direction of the U.S. government.

These revisions advance U.S. interests by facilitating defense cooperation with our partners and allies and by supporting the U.S. defense industry through removal of a range of licensing requirements for transfers that have otherwise been vetted by the U.S. government. They also support our defense research and development partners by facilitating work under cooperative development programs with the Department of Defense.

Source: [DDTC](#)

## 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>Medica 2019</b>	Dusseldorf, Germany	<b>Nov 18-21, 2019</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>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 Mission to Korea &amp; Japan</b>	Seoul, Korea & Tokyo, Japan	<b>February 24-28, 2020</b> More information to be available Fall 2019. If interested or 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 Czech Republic</b>	Prague, CZ & one other market TBD.	<b>March 28 - April 3, 2020</b> More information to be available late Fall 2019. If interested or 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> More information to be available early Spring 2020. If interested or 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 Australia</b>	Sydney & Melbourne	November 18-22, 2019 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 Vietnam &amp; Philippines</b>	Ho Chi Minh City & Manila	March 16-20, 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>
<b>USCS Trade Mission to Central America Region</b>	Costa Rica, El Salvador, Honduras, Guatemala, Belize, Nicaragua & Panama	August 18-23, 2019 For more information: <a href="#">USCS Trade Mission Latin America</a>

### 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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