

The Xporter

NEWS & INFORMATION

Progress Through Regional Cooperation In The Alleghenies

Oct 2017

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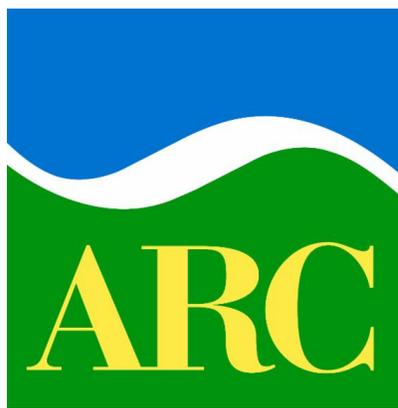
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Happy Halloween greetings everyone, we hope that you have enjoyed the seasonal fall months and the beautiful weather we have been able to enjoy. As everything, all good things must come to an end and we know that old man winter will be quickly approaching! As we all begin to bundle up for the winter weather, keep on the look out for our Winter Webinar Training Series, we are happy to offer this series every year to allow our clients to get training in the warmth and comfort of your own office! ***If you have any suggestions for topics, drop us a line, we'd be happy to consider any topics that would help our regional clients!*** As always, please be sure to keep us posted on your upcoming trade show and travel needs along with requests for in-country meetings as you look at the 2018 fiscal year travel plans!

Tina & Joyce

Appalachia USA Trade Mission Set for April 2018 Colombia, Peru, and Chile



**APPALACHIAN
REGIONAL
COMMISSION**

JOIN US! As part of the Appalachia USA project which began in 2016 to assist companies in the mining supply industries increase their international business, SAP&DC is happy to be coordinating a Trade Mission to Colombia, Peru, and Chile through sponsorship by The Appalachian Regional Commission (ARC). The Appalachian Regional Commission (ARC) invites qualified Appalachian firms to participate in the Trade Mission to Colombia, Peru, and Chile, key mining markets! This trade mission is coordinated around the Expomin 2018 show in Santiago, Chile to allow companies whom are participating in the show or who want to visit the show, take advantage of two additional key markets. Let us connect you with the right partners and buyers through one-to-one meetings in each market!



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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 assistance. Businesses need to meet the following:

To participate, firms must be located in an Appalachian county. A list of counties is available at <https://www.arc.gov/counties>

Our team will set up a full itinerary for each participating company to have one-to-one business meetings with key partners and buyers in each of these 3 key mining markets! Why these markets? Take a look!

Colombia - Colombia has great geological mining potential that provides huge opportunities for both local and foreign entities. The country's diverse geological environments allow exploitation of a wide variety of minerals and metals. Currently, the mining sector makes 2.4 percent of Colombia's GDP. 80 percent of the mining territory is unexplored, providing greater opportunities for investments. Colombia ranked 4th in Latin America and 7th in the world as the best destination for mining investments. With the absence of major projects in the past fifteen years, many large mining projects are in feasibility phase and are expected to operate in the next four to seven years. As a result, there will be an increase in market size and new opportunities.

April 16 - Arrive Bogota, Colombia

One-to-one Business Meetings (depending on arrival time)

April 17 - One-to-one Business Meetings

April 18 - One-to-one Business Meetings

PM departure for Lima, Peru

Peru - In 2015, metal mining exports reached US\$ 19 billion, representing 50% of total exports and 15% of GDP. Investments in mining reached US\$ 7 billion in 2015. Copper is Peru's largest mining export, followed by gold, zinc and lead. There are currently 48 priority mining projects in Peru. Mining investment over the period 2016-2021 is estimated at US\$ 46.4 billion in project expansion and construction of new projects. Environmentally friendly, high-tech and automated mining equipment that will minimize energy consumption is in high demand, presenting significant opportunity to foreign importers due to the lack of local production of such specialized solutions.

April 19 - Country Mission Briefing

One-to-one Business Meetings

April 20 - One-to-one Business Meetings

April 21 - Travel to Santiago, Chile

Chile - Chile is the world's largest producer of copper and is also a significant producer of silver, natural nitrates, iodine and lithium supplies. Mining represents 11.2% of GDP and 54.7% of exports. Projections indicate that by 2024, investments in the mining sector will reach close to US\$ 28 billion. Opportunities in the mining sector is enjoying a positive out-look, thanks to the country's political stability and well-developed investment plans. The government plans to increase financial support that will aid large expansion projects in increasing output.

April 21 - Santiago Cultural Activity, companies arriving

April 22 - Country Mission Briefing

April 23-27 - One-to-one Business Meetings

Expomin 2018 Trade Show

(company departure dependent on Expomin participation)

To learn more about this Trade Mission, please contact Tina Taylor at ttaylor@sapdc.org.

The Learning Factory

What is the Learning Factory? The Learning Factory is administered by Penn State to help bring the real world into the classroom by providing engineering students with practical hands-on experience through industry-sponsored capstone design projects.

- 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](#)

INDUSTRY INVOLVEMENT

Industry involvement is essential to the success of the Learning Factory. This program was established in 1995 at the suggestion of our industry partners, who recognize the need for graduates who are well trained in engineering fundamentals, as well as professional skills to effectively compete in today's marketplace. Students are trained in teamwork across engineering disciplines, project management, communication, and design. This year 200 projects will be completed, involving 1,000 students for more than 100 different sponsors.

WEBINAR OVERVIEW OF THE LEARNING FACTORY:

<https://meeting.psu.edu/p304307w8so/>

Want to learn more? Industry representatives are invited to attend the fall College of Engineering Design Showcase.

When: Thursday, December 7, 2017
1:00 p.m. to 3:30 p.m.

Where: Bryce Jordan Center

The Design Showcase features current projects on display. This event is a great opportunity to see the amazing things Penn State Engineering students can do.

For more information: Contact Tim Kerchinski, PennTap Innovation Lead, Penn State University. 814-865-4388 | txk128@psu.edu

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
Trade Mission to Brazil & Argentina (Multi-Sector)	Sao Paulo, Brazil Buenos Aires, Argentina	Nov 5-11, 2017 Brazil Argentina
IME 2017 CATALOG Show International Mining Exhibition	Kolkata, India	Nov 8-11, 2017 Contact Tina Taylor ttaylor@sapdc.org
Arab Health 2018	Dubai, UAE	Jan 29-Feb 1, 2018 Contact Linda Foerster lfoerster@pa.gov
Trade Mission to Mexico (Multi-Sector)	TBD	Feb 26-Mar 2, 2018 Mexico Mission 2018
Trade Mission to Vietnam & Philippines (NEW)	Ho Chi Minh City, Vietnam Manila, Philippines	April 9-13, 2018 Contact Linda Foerster lfoerster@pa.gov
Expomin 2018 (NEW)	Santiago, Chile	April 23-27, 2018 in Santiago, Chile Contact Eva Rowe at Messe North America for show information erowe@mdna.com
Appalachia USA Trade Mission to Colombia, Peru & Chile	Bogota, Colombia Lima, Peru Santiago, Chile	April 16 - 27, 2018 Contact Tina Taylor ttaylor@sapdc.org

(NEW)

Upcoming Educational/Training Events

The following training events are currently scheduled for the region:

Webinar Name

Watch for updates! Sorry we have no events currently scheduled!

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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