

August 2023

SAP&DC



What's New In Export



**Save the Date
for our
BTW2PA Event**

Make sure you save the date for BTW2PA 2024. SAP&DC's event will be held on March 18, 2024 at the Blair County Convention Center, watch for more details or you can contact me, **Joyce Hoffman**.

In this newsletter:

- Connect to Global Markets event
- BTW2PA Save the Date
- Trade Mission to India
- Trade Mission to Vietnam & Philippines
- Market Updates
- Upcoming Trade Events
- Training

Your International Trade Specialist
Joyce



The Cambria Regional Chamber of Commerce will host representatives from the U.S. Commercial Service, Southern Alleghenies Planning and Development Commission, and

the U.S. Small Business Administration who will share information about their respective programs and resources available to Pennsylvania businesses interested in growing their international sales.

October 24, 2023

9:00 to 10:00 AM EST

One-on-one Counseling appointments until 11:00 AM

Cambria Regional Chamber of Commerce

416 Main Street, Suite 201

Johnstown, PA 15901

Registration:

Non-Chamber Members email [Jennifer Fisher](mailto:Jennifer.Fisher@crchamber.com)

Chamber Members [register here](#)

For more information, contact: Amy Bradley, President & CEO, Cambria Regional Chamber of Commerce, at Amy@crchamber.com or Ryan Russell, Director, U.S. Commercial Service Pittsburgh, at Ryan.Russell@trade.gov.

Date Change!

BTW₂PA

SAP&DC

Save the Date

March 18, 2024

Blair County Convention Center

Are you interested in connecting with our Authorized Trade Representatives (ATR's) in person to see what options are available for you to export your products or services overseas.

This is a free event, but registration is required.

Deadline to register is March 1, 2024.

Please contact Joyce Hoffman for more information and registration.

jhoffman@sapdc.org

814-949-6527

INDIA TRADE MISSION December 2-9, 2023



Please join the **Conference of Great Lakes St. Lawrence Governors & Premiers (GSGP)** trade mission to India, December 2-9, 2023. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP India Trade Office.

Why India?

There was significant US export growth in 2022, up 18%. Great Lakes states saw a greater increase at 26%.

Costs

Participation Fee:
US\$1,750 per person
US\$750 for each additional participant

Top export sectors include aviation and defense, education, environmental technology, energy, healthcare and medical equipment, information technology, chemicals, food and agriculture, safety and security, and travel and tourism.

India has a very large domestic market (population of 1.4 billion), with more than half of the population younger than 25 years old. There is an emerging middle class with the ability to purchase US goods and services.

India's GDP grew 7.3% in 2022, and is forecast to grow 6% in both 2023 and 2024.

India is a face-to-face society, and in-person meetings are typically necessary before formalizing business partnerships.

Market Research & Customized Appointment Setting Fee: US\$5,500

Contact [Joyce Hoffman](#) for possible grant funding to help offset the cost of the mission.

Registration Deadline:

September 14, 2023

Contact for the mission:
Zoe Munro, Program Director

614-507-3989

zmunro@gsgp.org

www.gsgp.org

For more information please [click here](#)

TRADE MISSION TO VIETNAM AND THE PHILIPPINES April 20-27, 2024



Please join the **Conference of Great Lakes St. Lawrence Governors & Premiers (GSGP)** trade mission to Vietnam and the Philippines, April 20-27, 2024. Each mission participant will receive a customized schedule of B2B meetings with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the GSGP Southeast Asia Trade Office.

WHY VIETNAM AND THE PHILIPPINES?

Costs

Vietnam has the fastest growing middle and affluent class in the region, increasing trade with the US and neighbors in Asia.

With increasing urbanization, a growing middle class, and a large and young population, the Philippines' economy shows strong consumer demand and a vibrant labor market.

Top export sectors include agriculture, aviation, defense and security, education and training, healthcare, information technology, power generation, transmission and distribution, and environmental technology.

Strong GDP growth of 8% in Vietnam and 7.4% in the Philippines was achieved in 2022, with forecasted growth of 6% in each country in 2023 and 2024.

Participation Fee:
US\$1,750 per person
US\$750 for each additional participant

Market Research & Customized Appointment Setting Fee:
Vietnam: US\$3,000
Philippines: US\$3,000

Contact [Joyce Hoffman](#) for possible grant funding to help offset the cost of the mission.

Registration Deadline:
January 26, 2024

Contact for the mission:
Zoe Munro, Program Director
614-507-3989
zmunro@gsgp.org
www.gsgp.org

For more information please [click here](#).

Future of Workforce

Southern Alleghenies Prosperity Ecosystem

Join us to Build the Workforce of the Future

Join employers, educators, economic & workforce developers for this must attend event!

November 9, 2023
Blair County Convention Center
Watch for more details in future newsletters

For questions please [click here](#)

Market Updates

-
- 5 Minute Briefs from Seoul [Click Here](#)
 - The Fortnightly, News on Business in the Middle East Region [Click Here](#)

- South Korea Market Intelligence & Business Opportunities [Click Here](#)
- China Briefing [Click Here](#)
- Taiwan Food Industry Report [Click Here](#)
- South East Asia [Click Here](#)
- Canada Newsletter [Click Here](#)

Upcoming Trade Events

Tooling Suppliers Event

September 27-29, 2023

Nuevo Leon, Mexico

If interested contact [Joyce Hoffman](#)

Middle East Trade Shows

[Click Here for more information](#)

RE+

U.S. Commercial Service Partnership Program

September 11-14, 2023

Las Vegas, NV

[Register Here](#)

Business Opportunities in the Americas Conference

September 17-19, 2023

Washington, DC

[Read More and Register Here](#)

Connect to Global Markets Outreach Event

October 24, 2023

Cambria Regional Chamber of Commerce

[Click here for more information](#)

WETEX/DSS

November 15-17, 2023

Dubai, UAE

Contact: [Ryan Russell](#)

India Trade Mission

December 2-9, 2023

Multi-sector

[Click here for more information](#)

Contact: [Zoe Munro](#)

BTW2PA

March 18, 2024

Blair County Convention Center

Contact [Joyce Hoffman](#) for registration

Vietnam and The Philippines Trade Mission

April 20-27, 2024

Multi Sector

[Click here for more information](#)

Contact: [Zoe Munro](#)

Training

Webinar's

PA Commonwealth Tax Credit

August 30, 2023

10:00 AM - 12:00 PM EST

[Click here to register](#)

SAP&DC Webinar Series

All webinar's are from

10:00 AM - 11:00 AM EST

Presented by

Bob Imbriani

Classification Under the Harmonized System

January 9, 2024

[Register Here](#)

USMCA and other U.S. FTA's

February 13, 2024

[Register Here](#)

Supply Chain Management

March 12, 2024

[Register Here](#)

Save the Date

Ask Bob Imbriani Your Questions

April 9, 2024

Watch for registration link in future newsletters

Seminar's

No new seminar's at this time

Training Webinars You May Have Missed?

[No worries, view our recorded sessions!](#)

Click on the topic of your choice below to be routed to the recording!

- [U.S. Foreign Corrupt Practices Act](#)
- [Near Shoring as Opposed to Off Shoring. Why Choose the "Americas"](#)
- [Classification Under The US Harmonized Tariff & Schedule B](#)
- [Understanding ITAR Classification & CJ Filing Requirements](#)
- [Export Controls Under Export Administration Regulations \(EAR\) & Changes Under Export Control Reform \(ECR\)](#)
- [Incoterms, Landed Cost, Payment Methods, How do these relate to pricing your Product?](#)
- [Commercial Documents for Exports](#)

SAP&DC International Program

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