What's New In Export

It is May already in 2021, the month that we really start getting ready for the summer months and everyone has been waiting for! Next weekend will be our first holiday of the summer season, Memorial Day. Let us not forget those that have and those that are still making sacrifices for our country and our freedom. SAP&DC would like to wish you a Happy and Safe Memorial Day!

Now that the Trade Shows & Missions are being scheduled do not forget that we have the GAP Grant funding available to help offset the cost of these shows and missions. Reach out to us and we can get you started with the process. Full details are provided below as well.

Happy Memorial Day!

Best Regards,
Tina & Joyce

ITSI Biosciences, LLC
Success in Mexico

ITSI-Biosciences, LLC (ITSIBIO), located in Johnstown, PA. Founded in 2004 by Dr. Richard Somiari, President. ITSIBIO is a leading developer of ready-to-use kits for biomedical research. They provide fast, accurate and affordable genomics, proteomics and mass spectrometry services using state-of-the-art technologies along with, custom ELISA kits, DNA/protein arrays and GenPlates for DNA storage at ambient temperature. ITSIBIO serves academic institutions, military organizations, analytical laboratories, biotechnology companies, research institutes and pharmaceutical industries.

ITSIBIO has distributors located in different areas around the world and wanted to have a distributor located in Mexico, so they contacted Southern Alleghenies Planning & Development Commission (SAP&DC) who then reached out to the Department of Community & Economic Development’s (DCED), Office of International Business Development’s (OIBD), Mexico office.

With the help of OIBD’s office located in Mexico, and with the care and attention of Gloria del Villar one of the Authorized Trade Representatives (ATR) for Pennsylvania companies in Mexico, ITSIBIO was able to reach a distributorship agreement with a company in Mexico.
The Mexico office produced a distributors list, after some research and many phone calls to choose the correct distributor, the Mexico office then performed a background check and stayed engaged all through the process. As a result of the service provided by SAP&DC and the ATR, ITSIBIO has now signed a new distributor agreement with Diproqyn SA de CV in Mexico. This provides an opportunity for ITSIBIO to enter the Mexican market. This is significant because Mexico is the 3rd largest trading partner of USA.

“SAP&DC was very instrumental to our success in the search for a distributor in Mexico. They held our hands and provided excellent service, and actively participated in the entire process. Their Authorized Trade Representative worked diligently to make sure that we found the right company and signed an agreement. Being a small business with very limited resources, it would have been very difficult if not impossible to realize our objective without SAP&DC.”

Because of the resources and funding that are supplied to us through DCED’s OIBD, SAP&DC was very happy that we could assist ITSIBIO with their quest to find a distributor in Mexico.

**Caribbean Region Trade Mission**
**October 24-29, 2021**

The U.S. Department of Commerce, International Trade Administration, in partnership with the U.S. Department of State, is organizing a trade mission to the Caribbean region that will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on October 24-29, 2021

The goal of the mission is to help participating U.S. companies find potential partners, buyers, agents, distributors, and joint venture partners in Barbados/Eastern Caribbean, Dominican Republic, Guyana, Haiti, Jamaica, Suriname, The Bahamas, and Trinidad and Tobago, laying the foundation for successful long-term ventures to take advantage of market opportunities in the Caribbean region. During the mission, the delegation will have access to US&FCS commercial officers, commercial specialists, and Department of State economic/commercial officers from the markets in the region. For more information, visit [www.trade.gov/caribbean-trade-mission](http://www.trade.gov/caribbean-trade-mission)

For questions regarding this program, please contact Delia.Valdivia@trade.gov

**REGISTER Your Interest** in this Trade Mission to receive a brief market assessment from a selected market.

**Israel to Reopen its Borders to Foreign Tourists**

Seth Vogelman of Pennsylvania's Middle East trade office recently shared an update on travel to Israel in the April 14th issue of 'The Fortnightly,' a newsletter Seth publishes every two weeks.

After closing its borders to non-Israeli passport holders in March 2020, the Ministry of Tourism and Ministry of Health have formed a plan, which will allow the country to reopen cautiously to foreign tourists from next month. From 23 May, foreign tourists will be allowed into Israel as part of organized tour groups and providing they have been vaccinated.

Foreign tourists, like Israelis returning to Israel, will also be required to present a negative COVID-19 test from the previous 72 hours. However, foreign tourists will also need to undergo a serology test at Ben Gurion airport to ensure that they have sufficient antibodies in their blood. The results of the thumb prick test will be provided within 15 minutes. At the same time, Israel is in talks to conclude reciprocal agreements with countries to recognize vaccination certificates, which could ultimately exempt the citizens of those countries from serology tests.

By focusing on organized tour groups only, Israel’s tourist marketing will concentrate on religious groups, especially from the US, where the vaccination rollout has been strong. This sector made up a significant segment of incoming tourism before the COVID pandemic. If the influx of a limited number of tour groups has no impact on the infection rate in Israel, then incoming tourism will be extended to individuals as well as groups.

At present about 8,000-10,000 passengers pass through Ben Gurion airport every day. Passenger traffic is restricted due to the Ministry of Health’s social distancing requirements in the various areas of the airport, even though the passengers are subsequently crammed into aircraft. The Ministry of Health is considering easing the two meter distance requirement so that airport traffic can be increased. (MoT 13.04)

Source: The FORTNIGHTLY

Reminder, It's that time of year to be aware of the Spotted Lanternfly! Let's all do our part to stop the spread!!!
Currently, the SLF is in egg form. As you are outside cleaning your yard, landscaping, hiking, moving your camper or boat or any outside activity this Spring, be on the lookout for egg masses. Destroying egg masses is the first and foremost way to stop the spread of this pesky pest! Egg masses can be present from Sept - June.

As May/June approaches the SLF will begin 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

The map below shows areas of quarantine and infestation. Before traveling from any of these areas, be sure to check your vehicles, campers, boats, or any other item you are moving to help stop this invasive bad bug! Look before you leave!!!

International News to Keep you up to date!

International Tidbits that help your business!

Elimination of Reporting Requirements for Certain Encryption Items
Effective March 29, 2021

The Bureau of Industry and Security (BIS) maintains, as part of its Export Administration Regulations (EAR), the Commerce Control List (CCL), which identifies certain items subject to Department of Commerce jurisdiction. This final rule revises the CCL, as well as corresponding parts of the EAR, to implement changes to the Wassenaar Arrangement List of Dual-Use Goods and Technologies (WA List) that were decided upon by governments participating in the Wassenaar Arrangement on Export Controls for Conventional Arms and Dual-Use Goods and Technologies (Wassenaar Arrangement, or WA) at the December 2019 WA Plenary meeting. The Wassenaar Arrangement advocates implementation of effective export controls on strategic items with the objective of improving regional and international security and stability.

This rule harmonizes the CCL with the decisions reached at the 2019 Plenary meeting by revising Export Control Classification Numbers (ECCNs) controlled for national security reasons in each category of the CCL. This rule also makes associated changes to the EAR as well as corrections. This rule also makes changes to various provisions related to Category 5—Part 2 of the CCL in the EAR, including provisions on License Exception Encryption commodities, software, and technology (ENC). These changes, which
include the elimination of reporting requirements for certain encryption items, are designed to reduce the regulatory burden for exporters while still fulfilling U.S. national security and foreign policy objectives. 

Source: Federal Register

Commerce Adds Seven Chinese Supercomputing Entities to Entity List for their Support to China’s Military Modernization, and Other Destabilizing Efforts

The Department of Commerce’s Bureau of Industry and Security (BIS) has added seven Chinese supercomputing entities to the Entity List for conducting activities that are contrary to the national security or foreign policy interests of the United States.

Today’s final rule adds the following entities to the Entity List: Tianjin Phytium Information Technology, Shanghai High-Performance Integrated Circuit Design Center, Sunway Microelectronics, the National Supercomputing Center Jinan, the National Supercomputing Center Shenzhen, the National Supercomputing Center Wuxi, and the National Supercomputing Center Zhengzhou.

These entities are involved with building supercomputers used by China’s military actors, its destabilizing military modernization efforts, and/or weapons of mass destruction (WMD) programs. For more information and source click here.

Ways you can stay abreast of evolving export control regulations
(click on the links below)

1. DDTC New Items and Announcements
2. BIS Federal Register Notices
3. Int’l Trade Administration
4. Receive email updates on the changes to the Consolidated Screening Lists

For complete information on UKCA marking visit: https://www.gov.uk/guidance/using-the-ukca-marking#check-whether-you-need-to-use-the-new-ukca-marking

Global Access Program Funding Available & Update of New Eligible Expenses to Include Certifications*

Just a reminder that STEP 8 GAP Funding is still available for 2020 for the award amount of $5,000. 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.

The GAP can assist in covering eligible expenses to help with costs associated with your international business travel, trade missions, trade shows, USDOC subscription services, FAS, USTDA reverse trade missions, workshops or conferences, website internationalization, E-Commerce or digital marketing for international business. For full details Global Access Program GAP grants are available while funds last. For companies who have not utilized the STEP 8 funding, STEP 8 funds must be used for a completed activity by September 29, 2021.

STEP 9 Funding for FY 20-21

The Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is administered by the Pennsylvania Office of International Business Development (OIBD) and provides up to $10,000 per grant, and up to two awards per award period to qualifying Pennsylvania companies. The funding reimburses qualifying businesses up to 75% of eligible expenses associated with specific export promotion activities. The program is funded in part through a grant, the State Trade and
Export Promotion (STEP), with the U.S. Small Business Administration.

**Completed activity by Sept 29, 2022.**

Eligible expenses include:

- **International Travel**
  - overseas trade missions
  - overseas tradeshow exhibition
  - foreign market sales trips
- **Virtual trade shows & mission registration fees**
- **U.S. Department of Commerce services fees and/or any Federal service that directly supports exporting**
- **Compliance testing** (including CE, CEE, GDPR, UL Canada, ATEX Testing/Certification, Japan Haz/Loc Certification, IECex Testing/Certification, ISO)
- **Website internationalization**
  - Design & development of website, with an international focus
  - Translation of website into foreign languages
  - Maintenance and monitoring fees for search engine optimization (SEO)
- **E-Commerce**
  - E-Commerce platform fees, including hosting and/or maintenance fees
  - Online market listing fees
  - Expenses for setting up website to accept international payments
- **Digital & Marketing Media** (design and/or translation of any digital advertising or marketing media, including audio/video and social media, with an international focus)

Applications and additional information can be obtained by contacting Tina Taylor ttaylor@sapdc.org or Joyce Hoffman jhoffman@sapdc.org

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**In Person: November 8-12, 2021**

**Virtual Options:**
- Brazil--October 18-29, 2021
- Colombia--November 8-12, 2021

Join the Great Lakes St. Lawrence Governors & Premiers' Trade Mission to Brazil & Colombia

Are you looking to grow your export sales? Consider joining GSGP's upcoming virtual/in person trade mission to São Paulo and Bogotá **November 8-12, 2021**. All participants will receive a pre-screened, customized, b2b meeting schedule with potential distributors, buyers and joint venture partners. Participants will also benefit from market sector briefings, networking events and logistical support. Various State export assistance grants are available that may offset from 50-75% of trade mission costs. Let the GSGP Brazil and Colombia Trade Offices save you valuable time and resources, and maximize your results!

**Why Brazil and Colombia?**

- Brazil continues to be an excellent market for US and Canadian exporters across a wide range of sectors, despite the economy experiencing a slowdown as a result of the pandemic. The aggressive response by the Brazilian government to pump money into the economy and offer generous unemployment benefits has economists forecasting a return to positive GDP growth for 2021.
- The US is Colombia’s largest trading partner and Colombia was the 22nd largest market for US exports in 2019. US exports to Colombia in 2019 were valued at US$14.7 billion and US$705 million from Canada. Consumers in Colombia generally prefer US and Canadian products and services due to Colombia’s close political ties and geographic proximity to North America and the quality and reliability of US and Canadian products.

**Costs**

- **Participation Fee:** In Person--US$1,500 per company & $500 for each additional participant
- **Reduced Fee for Virtual Option:** US$1,000 per company
- **Market Research & Customized Appointment Setting Fees:**
  - Brazil--US$2,650*
  - Colombia--US$2,650*

  *Fee is complimentary for companies based in MI and OH.

**For More Information & To Register**

Don't forget GAP funding to help offset costs of this event is still available!
The Conference of Great Lakes and St. Lawrence Governors and Premiers unites the chief executives from Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Ontario, Pennsylvania, Québec and Wisconsin. The Governors and Premiers work as equal partners to grow the region’s $6 trillion economy and protect the world’s largest system of surface fresh water.

Upcoming Trade Events
- Arab Health - Rescheduled! - June 21-24, 2021 - Location: UAE
- MINExpo 2020 - Rescheduled - September 13-15, 2021 - Location: Las Vegas
- Bauma 2022 - Rescheduled - October 24-30, 2022 | Location: Munich, Germany
- International Trade Expo - AMCHAM Colombia Virtual Showcase - June 2 & 3, 2021
- Great Lakes Governors & Premiers' Trade Mission to Brazil & Colombia

Upcoming Seminars/Webinars
- Thriving in India: A Virtual Discussion on Business Opportunities, Best Practices and Cultural Nuances - May 13 @ 8:30 a.m. EST. To register send an email to: smacdonald@wtcphila.org
- Sector Spotlight Series: Opportunities in Healthcare in Germany, Israel, The Netherlands and The UK - May 25 @ 9:00 a.m. EST. To Register CLICK HERE

Did you miss our Winter Webinar Series?
No worries, view our recorded sessions!

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(Click on the links below to register)
- Canada, Business Opportunities for PA Exporters
- Australia & New Zealand, Business Opportunities for PA Exporters
- India, Business Opportunities for PA Exporters
- India - The Do's and Don'ts of Contracting
- Middle East Region, Business Opportunities for PA Exporters
- Israel & Pennsylvania Security & Defense Cooperation
- Netherlands & Belgium, Business Opportunities for PA Exporters
- United Kingdom, Ireland & Scandinavia, Business Opportunities for PA Exporters
- Mexico, Business Opportunities for PA Exporters
- Southeast Asia, Business Opportunities for PA Exporters
- Southeast Asia Region, Opportunities in the Environment & Water Sector
- South Korea: Opportunities in Advanced Manufacturing
- Central & Eastern Europe, Business Opportunities for PA Exporters
- Germany, Italy, Austria & Switzerland, Business Opportunities for PA Exporters
- Canada - The Retail & E-Commerce Landscape

SAP&DC International Team Contact Information
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