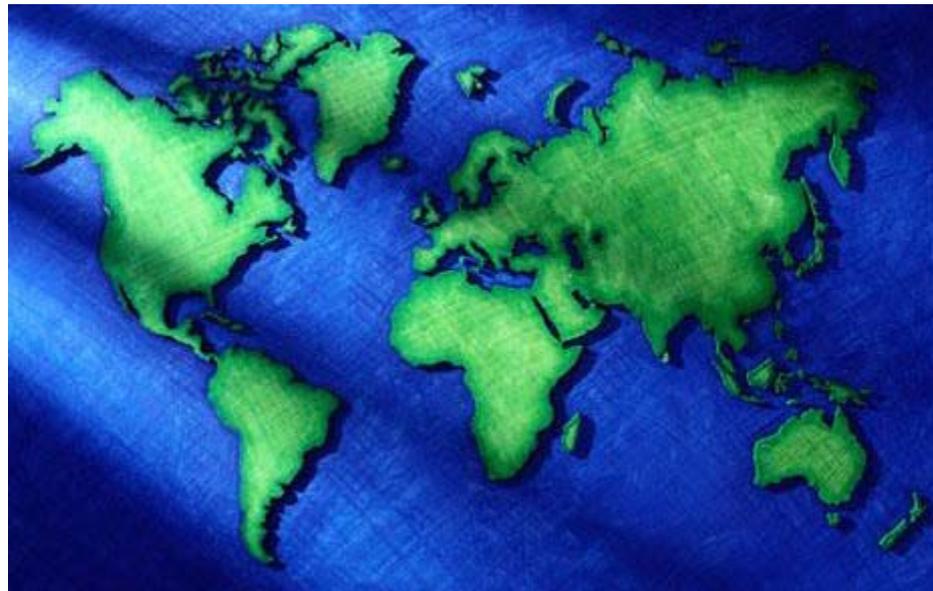


# Massachusetts Small Business Development Center Network Massachusetts Export Center



# Export Resources & Trends in Massachusetts

**Paula Murphy, Director  
Massachusetts Export Center**



# MA Exports by Country - 2009

Rank	Country	Value	%Δ 2008-2009
	<b>Total U.S. Exports</b>	<b>\$ 1.06 Trillion</b>	<b>- 18.71%</b>
	<b>Total Massachusetts Exports</b>	<b>\$23.57 Billion</b>	<b>- 16.68%</b>
1	United Kingdom	\$4.05 Billion	+15.56%
2	Canada	\$3.06 Billion	- 20.10%
3	Netherlands	\$1.98 Billion	- 25.88%
4	Germany	\$1.75 Billion	- 29.77%
5	Japan	\$1.71 Billion	- 29.39%
6	China	\$1.37 Billion	- 12.24%
7	Mexico	\$0.90 Billion	- 22.71%
8	France	\$0.67 Billion	- 28.95%
9	Korea	\$0.63 Billion	- 6.05%
10	Taiwan	\$0.62 Billion	-12.69%

# MA Exports by Product - 2009

Rank	Country	Value	%Δ 2008-2009
	<b>Total U.S. Exports</b>	<b>\$ 1.06 Trillion</b>	<b>- 18.71%</b>
	<b>Total Massachusetts Exports</b>	<b>\$23.57 Billion</b>	<b>- 16.68%</b>
1	Medical Devices & Instrumentation	\$4.81 Billion	- 14.19%
2	Electronics & Electrical Machinery	\$3.89 Billion	- 18.70%
3	Industrial Machinery & Computers	\$3.15 Billion	- 25.72%
4	Gold & Precious Metals	\$2.99 Billion	+13.68%
5	Pharmaceuticals	\$2.14 Billion	- 29.00%
6	Plastics & Plastic Articles	\$0.98 Billion	- 13.39%
7	Organic Chemicals	\$0.63 Billion	- 46.70%
8	Aircraft, Spacecraft & Parts	\$0.61 Billion	+419.66%
9	Seafood	\$0.40 Billion	- 6.35%
10	Miscellaneous Chemical Products	\$0.35 Billion	- 9.27%

# The Current Export Climate

- Export Trends in 2010
- National Export Initiative
  - Export Promotion
  - Export Control Reform
  - Expansion of Free Trade



# Importance of Exporting in Massachusetts

- In 2009, Massachusetts exported over \$23.5 Billion in goods and ranked as the 13<sup>th</sup> highest exporting state.
- In 2008, Massachusetts ranked 4<sup>th</sup> nationally in high tech exports.
- Massachusetts also ranks 4<sup>th</sup> nationally for the percentage of manufacturing workers that depend on exports for their jobs, at 29 percent.
- A total of 8,335 companies exported goods from Massachusetts in 2006.
- Of those, 7,422 (or 89 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated 28 percent of Massachusetts' total merchandise exports in 2006.



# Common Challenges Faced by Exporters

- Export Regulatory Compliance
- Shipping Under Free Trade Agreements
- AES, Paperwork and Customs Compliance
- Finding the Right Partners in Export Markets
- Managing International Credit Risk
- Access to Capital for Export Operations



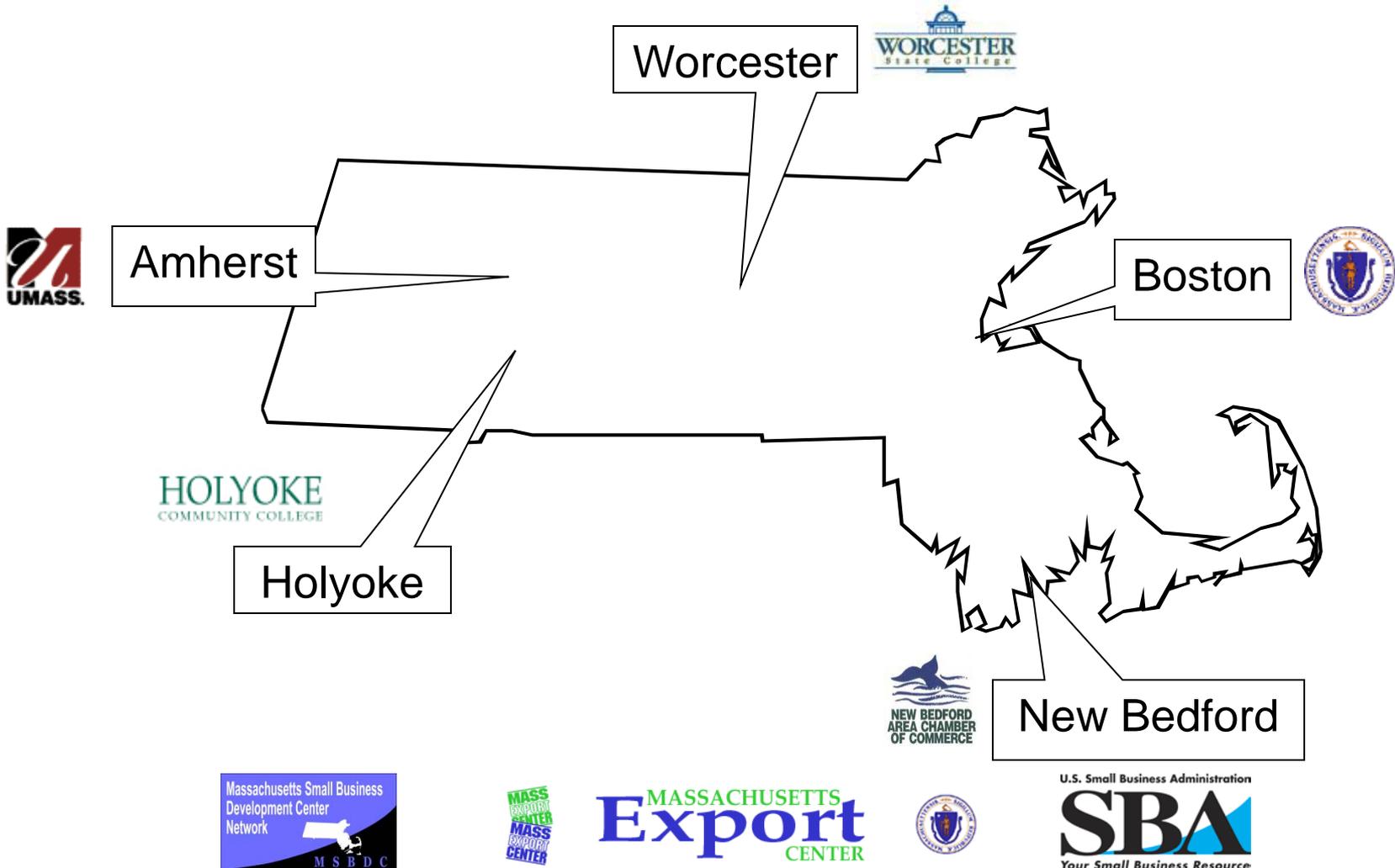
# Our Mission

**The Massachusetts Export Center is part of the Massachusetts Small Business Development Center Network.**

**Our mission is to help companies throughout the Commonwealth achieve success in global markets, thereby contributing to economic growth in the state. Our goal is to meet the complex needs of exporters by developing and providing targeted, high-impact services delivered through a state-wide network of international trade professionals.**



# Office Locations



# Providing Assistance Through the Entire Export Process

Counseling · Technical Assistance · Market Research & Promotion · Training

**Export Market Assessment**

**International Business Development**

**Export Legal & Regulatory Compliance**

**Export Logistics & Supply Chain Management**

**International Payment & Financing**

# Global Distributor Management Program

- Assessment of export readiness & export planning
- Export market assessment & selection
- Development of target distributor requirements
- Identification of potential distributors in target export markets
- Development of distributor recruitment strategy
- Guidance in following up with potential distributors
- Assistance in screening and evaluating potential distributors
- Counseling on the ongoing management, motivation and monitoring of distributor performance



# Free Trade Agreement Assistance

- Provide assistance in the areas of market development and logistics management for clients shipping under various free trade agreements.
  - Tariff/product classification assistance
  - Origin determination assistance
  - FTA eligibility assistance
  - FTA documentary assistance
  - Market research and partner searches
  - In-house training and seminars on FTA issues



# Export Regulatory Compliance Assistance Program

An enhanced assistance program to help businesses comply with U.S. export regulations

- Counseling & technical assistance on the full range of U.S. export regulations
- Commodity jurisdiction guidance
- Export control classification guidance
- Export license determination assistance
- Assistance in establishing a Compliance Program
- In-house training and seminars on export controls and compliance
- Targeted referrals to government authorities responsible for export controls



# International Market Research & Publications

- Customized research to help clients assess overseas markets and partners
  - Distributor/sales agent searches
  - Export market analyses
  - Intern program
- E-Newsletter
- Publications



# Training Highlights

## ***Recent Programming***

- TSA Certified Cargo Screening Program
- Certified Global Business Professional Series
- Export Regulatory Compliance Update



## ***Coming in the Fall of 2010***

- Export Expo
  - Export Control Reform Town Hall Meeting
- Export Logistics & Regulatory Compliance Series
- ITAR Boot Camp
- INCOTERMS 2010 Roadshow
- Online export training & resource portal



# Compliance Alliance

Provides a forum for exporting firms to network, share best practices and stay current on export regulatory compliance issues.

- Networking Briefings
- Conferences & Training
- Online Member Directory
- Online Resources & Databank
- Online Job Board



[www.mass.gov/export/compliance](http://www.mass.gov/export/compliance)



# 2009 Economic Impact

- Clients reported over \$227 Million in export sales as a direct result of the assistance provided by the Mass Export Center in 2009.
- Overall, companies assisted by the Export Center generated well over \$2 Billion in export sales in 2009.
- Between 2008 and 2009, Export Center clients increased their export sales by 1.5%, compared to a decrease of almost 17% for Massachusetts' export performance during the same time period.
- 100% of clients found the services of the Massachusetts Export Center to be beneficial and 55% indicated that the Export Center's services exceeded their expectations



Massachusetts Small Business Development Center Network  
**Massachusetts Export Center**

[www.mass.gov/export](http://www.mass.gov/export)



**617-973-8664**

