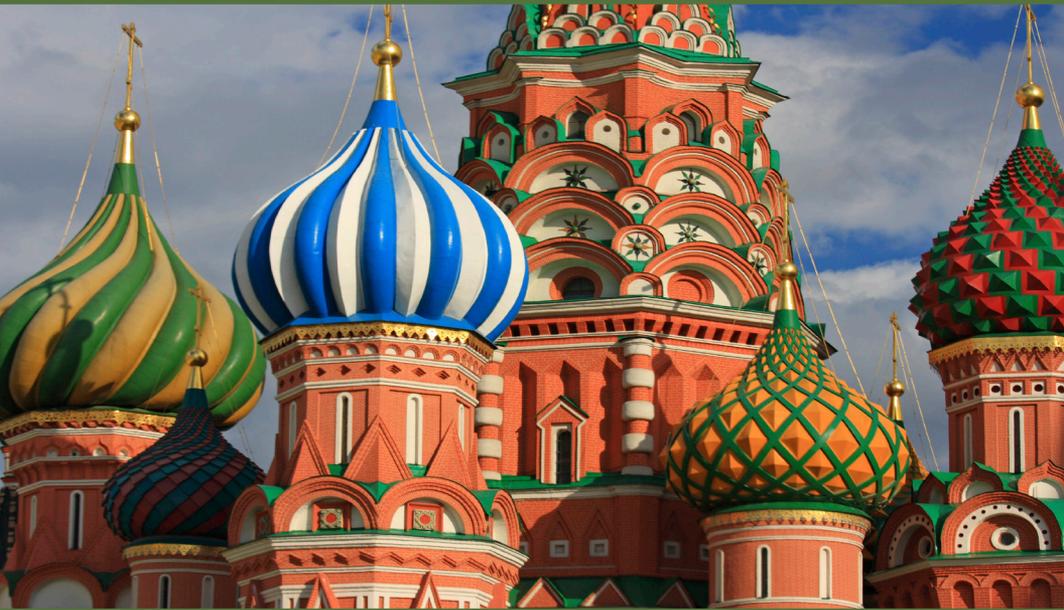




23rd Annual Executive Seminar Series on International Trade

Massachusetts Small Business Development Center Network
Massachusetts Export Center

presents



Spring 2013
Partners for Trade
Seminar and Registration Guide

In Collaboration With
U.S. Small Business Administration
Massachusetts Office of Business Development
Isenberg School of Management, University of Massachusetts
MassDevelopment
Massachusetts Office of International Trade & Investment
U.S. Department of Commerce



Deval L. Patrick
Massachusetts Governor

The Massachusetts Export Center is committed to helping the state's businesses succeed in today's global marketplace.

*The world is your market.
Take the next step.
Join us as a partner for trade.*



Robert H. Nelson
SBA District Director



Preregistration is required for all seminars. **Payment** is due with your registration. We accept credit cards and personal and company checks. Credit cards are not accepted at the door. We do not accept purchase orders, nor do we invoice participants.

Cancellation/Refund Policy: Cancellations received at least 48 hours prior to the seminar will be entitled to a refund minus a \$10 processing fee. No refund will be given on notifications received after that time or in any no-show situation. The MSBDC reserves the right to cancel or reschedule a seminar due to insufficient enrollment. Registration fees will be returned or credited towards a future program. Cancellations must either be emailed to cornwell@msbdc.umass.edu or called into 413-545-6309.

Series Payment: To qualify for series pricing, all sessions must be paid prior to the first class; otherwise, the higher individual prices prevail.

Walk-Ins: There will be a \$15 walk-in fee (in addition to the registration fee) for all attendees who have not registered by noon the day prior to the seminar.

No Shows: Due to the costs we incur as a result of people who register for seminars and do not attend, the MSBDC will bill unpaid registrants for the full cost of the seminar unless cancelled 48 hours in advance of the event. Credit cards will not be refunded in any no-show situation.



Table of Contents	
Training Calendar	1
Program Descriptions	2-11
Compliance Alliance & Briefings	12-13
Partners and Cosponsors	14
MSBDC Network	15
Massachusetts Export Resource Center	16

Driving directions are available on our website



The MSBDC is partially funded by the U.S. Small Business Administration and the Massachusetts Office of Business Development under cooperative agreement SBAHQ-13-B-0005 through the University of Massachusetts Amherst. SBDCs are a program supported by the U.S. Small Business Administration and extended to the public on a nondiscriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact the Massachusetts Export Center: State Transportation Building, 10 Park Plaza, Suite 3730, Boston, MA 02116; telephone 617-973-8664. © Copyright 2013



PARTNERS FOR TRADE CALENDAR

APRIL

3	Fundamentals of Exporting @ the BPL (Boston).....	2
10	Fundamentals of Importing @ the BPL (Boston).....	3
17	Don't Take It Lightly: What You Need to Know About ITAR (Springfield).....	4
19	STEP Grant Application (webinar).....	5

MAY

6-7	Complying with U.S. Export Controls (Boston).....	8
8	Technology and Encryption Export Controls (Boston).....	9
10	Export Forum: Opportunities for Western Massachusetts Companies (Holyoke).....	6
22	STEP Grant Application (webinar).....	5

JUNE

5	Export School Fast Track Certificate Program & CGBP Review (Westborough).....	7
7 & 14	Exporting Temporary, Repair, Replacement and Hand-Carry Shipments (two-part webinar).....	10
20	Routed Exports: Your Responsibilities and Best Practices to Avoid Violations (North Reading).....	13

DECEMBER

10	Export Expo (Boston).....	11
----	---------------------------	----

*Although accurate at press time, seminars may be added, rescheduled or cancelled.
To confirm dates, please visit our website at mass.gov/export.*

Program Descriptions

Fundamentals of Exporting @ the BPL

Would you like to expand your business internationally? Have you had some international inquiries, but weren't sure how to handle them? Or, do you have some international sales, but wish that you could find a way to increase them? If you answered 'Yes' to any of these questions, this is the program for you!

This workshop covers all of the most important topics, skills, and resources needed to become a successful exporter. We will discuss all of the major components of the export process: international sales and marketing; export logistics and finance (including the all-important topic of making sure you get paid).

Additionally, we will identify state and federal resources available to you – many of which are free of charge or very low cost. Join us for this informative, interactive workshop on how to build your international sales.

Speakers:

- Kathleen Kinahan-Newell, Trade Compliance Manager – Massachusetts Export Center
- Paula Murphy, Director – Massachusetts Export Center

Date: Wednesday, April 3, 2013

Time: Registration 5:30 p.m.; Program 6:00 – 8:00 p.m.

Location: Boston Public Library, 700 Boylston Street, Conference Rooms 5/6 (concourse level), Boston

Cost: No charge, but preregistration is required



BOSTON
PUBLIC LIBRARY

Fundamentals of Importing @ the BPL

Whether a manufacturer importing components from throughout the world or a trading company reselling foreign-sourced products, imports are a large part of doing business today.



BOSTON
PUBLIC LIBRARY

Join us for this comprehensive program to discuss importing essentials. This seminar will cover the operational, logistical and financial aspects of importing while addressing special interests of importers such as security and global supply chain management.

Specific issues to be covered include: product classification and valuation, global sourcing, customs clearance, import financing, logistics, documentation, and working with import service providers.

Speakers:

- Paula Connelly, Attorney – Law Offices of Paula M. Connelly
- Bob Kenneally, Director, National Account Development – CH Powell Company

Date: Wednesday, April 10, 2013

Time: Registration 5:30 p.m.; Program 6:00 – 8:00 p.m.

Location: Boston Public Library 700 Boylston Street, Conference Rooms 5/6 (concourse level), Boston

Cost: No charge, but preregistration is required



Don't Take it Lightly: What You Need to Know About ITAR

Have you received an order to supply a part, component or accessory as part of a defense weapon, ship, plane, rocket launcher, tank or other military equipment? Are you beginning to export military-related items, technology or services? Have you been contacted by a prime who wanted to know if you were registered with the State Department?

Many exporters and non-exporters alike are subject to the International Traffic in Arms Regulations (ITAR), but are not clear on their obligations under the regulations. If your company is just beginning to venture into ITAR or needs a refresher course, then this program is for you!

This seminar will cover the nuts and bolts of the ITAR, including a regulatory overview, commodity jurisdiction, registration requirements, handling of foreign employees and visitors, licenses and agreements, and more. The program will also specify ITAR compliance areas of concern and obligations for non-exporters. Finally, the seminar will provide tips and best practices for managing compliance with ITAR. The Foreign Corrupt Practice Act will also be addressed.

Speakers:

- Kim Pritula – Smith & Wesson
- Jon Rydberg – Smith & Wesson

Date: Wednesday, April 17, 2013

Time: Registration 8:30 a.m.; Program 9:00 – 11:30 a.m.

Location: Smith & Wesson, 299 Page Boulevard, Springfield

Cost: \$75 / \$50 for Compliance Alliance members (includes continental breakfast)



STEP Grant Application Webinar

Join us for this webinar to learn about the Massachusetts State Trade and Export Promotion Grant Program (STEP), which is available to eligible Massachusetts small businesses for the purpose of increasing export sales of their goods and services. The Massachusetts STEP Grant Program is administered by the Massachusetts Office of International Trade and Investment, in collaboration with the MSBDC–Massachusetts Export Center, through a grant from the U.S. Small Business Administration.



This webinar will discuss the parameters of the Massachusetts STEP Grant Program and walk participants through the STEP Grant application process. The webinar will provide guidance on completing the application and discuss specific elements that are critical for successful applicants.

The webinar will also provide tips on assessing export readiness and planning international marketing activities in support of the STEP application. Those applicants who have demonstrated a strong commitment to exporting with a well-planned export strategy will have the best likelihood of success! .

Registration closes at 8:00 a.m. on the day of the webinar, so please plan accordingly.

The webinar will cover the same material on both dates. Please register for only one session.

Dates: Friday, April 19 or Wednesday, May 22, 2013

Time: 12:00 – 2:00 p.m.

Location: webinar

Cost: No charge, but preregistration is required

**For further details on the STEP Grant Program,
visit mass.gov/export/step.**

Export Forum: Opportunities for Western Massachusetts Exporters

Today's global economy provides opportunities for businesses around the world. Come learn what it takes to achieve export success from those who have done just that!

The Export Forum will include a panel of business exporters from Western Massachusetts who will share their success stories. The forum also will feature an overview of a broad range of programs available to help companies with their international business efforts, including the opportunity of grant money available to small businesses to export.

The keynote speaker will be Congressman Richard E. Neal. Welcoming remarks will be provided by William Messener, president of Holyoke Community College.

Following the presentations, participants will have the opportunity to meet one-on-one with government officials and local businesses to answer specific export questions.

Speakers:

- Melissa Branzburg, International Trade Specialist – U.S. Commercial Service, U.S. Department of Commerce
- Frank Canning, Investment Banking – MassDevelopment
- Steven Graham, President – Toner Plastics
- John Joyce, Regional Manager, U.S. Export Assistance Center – U.S. Small Business Administration
- Diana LaMuraglia, Director of Business Development – Massachusetts Office of International Trade and Investment
- Ann Pieroway, Western Massachusetts Regional Director – Massachusetts Export Center
- Heather Welch-Smith, Director of Sales – Suki Naturals
- Alan Wosky, President – Belt Technologies

Date: Friday, May 10, 2013

Time: Registration and networking 8:00 a.m.; Program 9:00 – 11:30 a.m.

Location: The Kittredge Business Center at Holyoke Community College, People's Conference Room, 303 Homestead Avenue, Holyoke

Cost: \$15 (includes continental breakfast)



Export School Fast Track Certificate Program & CGBP Review

The most successful exporters are those who properly educate themselves on the export process and who effectively plan their international business operations.

This one-day, fast-paced version of our Export School will offer three tracks on all major components of the export process: international sales and marketing; export logistics and banking; and export regulatory compliance and legal issues.

This comprehensive, hands-on seminar will offer “one-stop-shopping” for all of your export questions! In addition, the program will feature a “resource table” highlighting a wide range of government programs that assist exporters, as well as an optional CGBP exam review session at the end of the program.

This program was pre-approved by NASBITE as a CGBP recertification program. Attendees will receive 6 CPEs (CGBP Recertification Credits) towards annual recertification. It is also ideal for busy export operations managers and executives who need a quick refresher or a high-level introduction to all aspects of exporting. Program participants will receive a certificate of completion from the Massachusetts Export Center. Space is limited, so register early!



Speakers:

- Julia Dvorko, Central Massachusetts Regional Director – Massachusetts Export Center
- Ekene Ofofiele, Senior VP, Sales & Marketing – Randolph Engineering
- Stephanie Perini-Hegarty, Esq., Managing Attorney – Perini-Hegarty & Associates, P.C.
- Jeannette Reed, President and CEO – Evolutions in Business
- Carla Winfield, VP, Global Treasury Management Advisor – Silicon Valley Bank
- Joseph Wyson, Executive Vice President – Oceanair, Inc.

Date: Wednesday, June 5, 2013

Time: Registration 8.30 a.m.; Program 9.00 a.m. – 5.00 p.m.

Location: Massachusetts Technology Collaborative, Karl Weiss Building, 75 North Drive, Westborough

Cost: \$75 (includes continental breakfast and lunch)



MASSACHUSETTS
TECHNOLOGY
COLLABORATIVE



Complying with U.S. Export Controls

This two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR).

The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; how to determine your export control classification number (ECCN); steps to take to determine the export licensing requirements for your item; when you can export or reexport without applying for a license; export clearance procedures; and record keeping requirements.

Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR.



This program is pre-approved by NASBITE as a CGBP recertification program. Attendees will receive 10 CPEs (CGBP Recertification Credits) towards annual recertification.



Dates: Monday, May 6 and Tuesday, May 7, 2013

Time: Registration & continental breakfast 8:00 a.m.; Program on both days - 8:30 a.m. – 4:30 p.m.

Location: Revere Hotel, 200 Stuart Street, Boston

Cost: \$490 (includes continental breakfast, breaks, lunch, and training materials for both days. Parking is not included.)

2-day Exhibitor Registration: \$1,490 (includes registration for one attendee). Visit our website for complete details.

***Register for both BIS seminars
for a combined discounted rate of \$700***

Advanced registration is required and seminar space is limited.

Accommodations: Please make reservations directly with the Revere Hotel by the Massachusetts Export Center / University of Massachusetts group to receive the group rate.

Technology and Encryption Export Controls



This full-day program will offer a comprehensive look at how to comply with the U.S. export and reexport controls relating to technology, software and encryption. Discussion will focus on the regulatory requirements relating to technology and software, including what is considered an export or reexport of technology or software; the kinds of technology and software subject to the EAR; how to determine the Export Control Classification Number; license exceptions; and the unique application requirements of technology and software.

The program will also discuss how items with encryption functionality are classified under the EAR; how the provision for >64-bit "mass market" encryption may apply to products that you use, sell or buy; license exception provisions for encryption source code (open source and proprietary); license exception provisions for U.S. subsidiaries and certain eligible countries and for U.S.-origin encryption parts and components incorporated into foreign products; encryption classification and reporting requirements; Encryption Licensing Arrangements; conditions placed on encryption licenses, and encryption technology issues.

BIS technical and policy specialists will also discuss important export control issues that may arise in the employment of foreign nationals and for foreign items incorporating, or produced from, controlled U.S.-origin software and technology. Instructors are experienced BIS export policy specialists and engineering personnel and will be available throughout the day to answer your questions.



This program is pre-approved by NASBITE as a CGBP recertification program. Attendees will receive 6 CPEs (CGBP Recertification Credits) towards annual recertification.

Date: Wednesday, May 8, 2013

Time: Registration & continental breakfast 8:00 a.m.; Program 8:30 a.m. – 4:30 p.m.

Location: Revere Hotel, 200 Stuart Street, Boston

Cost: \$270 (includes continental breakfast, breaks, lunch, and training materials. Parking is not included.)

Exhibitor Registration: \$770 (includes registration for one attendee). Visit our website for complete details.

Space is limited. Register early to avoid disappointment!

April 20 by calling 855-673-8373. Mention that you are part of the special conference rate of \$289 per night.

Exporting Temporary, Repair, Replacement and Hand-Carry Shipments

Is your company paying duties and taxes on temporary shipments or on shipment of goods covered under warranty? Are these shipments getting stuck in Customs? Are employees carrying equipment internationally and getting detained in Customs?

Many exporters face challenges like these and end up either swallowing the added cost or passing on the cost to an unhappy customer. This can be avoided, however, with accurate and complete annotations on export documentation; using tools such as carnets or temporary import bonds; and, in particular, the development of distinct processes for these special-circumstance transactions.

This two-part webinar will provide guidance on several issues that require special attention in these cases, including: proper valuation and classification of products and repairs; documentary requirements and verbiage; handling of AES reporting requirements; Customs clearance facilitation; and more.

Join us to learn the tricks of the trade to ensure smooth processing of your shipments. Bring your questions! .



This program is pre-approved by NASBITE as a CGBP recertification program. Attendees will receive 10 CPEs (CGBP Recertification Credits) towards annual recertification.

Speakers:

- Amanda Barlow, Director, Marketing, Carnet and Trade Services – U.S. Council for International Business
- Larry Disenhof, Group Director, Export Compliance & Government Relations – Cadence Design Systems
- Kathleen Kinahan-Newell, Trade Compliance Manager – Massachusetts Export Center
- Customs Outbound Representative (TBD)
- Customs Inbound Representative (TBD)

Dates: Friday, June 7 and Friday, June 14, 2013

Time: 12:00 noon – 2:00 p.m.

Location: webinar

Cost: \$100 / \$50 for Compliance Alliance members





Join us for the most comprehensive export event of the year that brings together export resources, training and information – all under one roof!

The Massachusetts Export Center's Export Expo provides a forum for exporters to connect with the wide variety of export resources available in Massachusetts while learning about issues that impact their day-to-day export operations.

Exhibitors will include law firms, banks, freight forwarders, consulting firms, translation firms, customs and compliance automated solutions providers, and various government and non-profit organizations serving the export community.

Coinciding with the exhibition, the Massachusetts Export Center will convene workshops and panel discussions throughout the day on a wide variety of export-related topics, such as global supply chain management, export regulatory compliance, global trade risk mitigation, international marketing and business development, legal issues in international trade, and more!

Last year's Export Expo attracted over 200 attendees.

Exhibitor and sponsorship opportunities are available. For further information, please contact Paula Murphy at 617-973-8664.

Date: Tuesday, December 10, 2013

Time: Registration and exhibits open 9:00 a.m.; Program 10:00 a.m. – 4:00 p.m.

Location: State Transportation Building, 10 Park Plaza,
2nd Floor Conference Center, Boston

Cost: \$35 / no charge Compliance Alliance members



Save the Date!

Compliance Alliance



The Massachusetts Export Center's Compliance Alliance is a special initiative designed to help the state's businesses enhance their export compliance and global trade competitiveness. The Compliance Alliance provides a forum for exporting firms to network, share best practices and stay current on export regulatory compliance issues. Member activities and benefits include:

- **Networking Briefings:** Periodic briefings that address a variety of compliance issues and provide an opportunity for exporters to network and share best practices with one another. Exporter members of the Compliance Alliance drive the agenda, select subjects and serve as speakers at briefings. Networking briefings are free of charge to Compliance Alliance members.
- **Conferences and Training:** Periodic conferences and seminars that provide in-depth training across a broad range of export regulatory compliance and operational issues. Speakers include exporters, law firms, consulting firms and reps from government export regulatory authorities. Compliance Alliance members receive special discounts at conferences and training programs.
- **Online Member Directory:** Member-only directory access to connect with exporters, service providers and government agencies that are members of the Compliance Alliance.
- **Online Resources and Databank:** Member-only access to an online export compliance resource library and databank that includes content provided by members, including sample compliance programs and agreements, materials from seminars and more.
- **Online Job Board:** Members can access and post job listings for local positions related to international regulatory compliance, export/import operations and other positions related to global trade.

We hope that you will join us for this exciting initiative! For additional details, contact the Massachusetts Export Center at 617-973-8664 or visit our website at mass.gov/export.

Compliance Alliance Networking Briefing

Routed Exports: Your Responsibilities and Best Practices to Avoid Violations

Many exporters frequently find themselves as a party to routed export transactions, where the foreign customer (or Foreign Principal Party in Interest) controls the entire export shipment and authorizes a U.S. agent to export products on their behalf from the United States.



Routed export transactions are extremely common in cases where the foreign customer is paying for the shipment and related costs, and some U.S. exporters may even prefer routed transactions due to the seemingly lower level of hassle. Though these transactions may seem easier, routed export shipments often put U.S. firms at greater risk for export violations.

Join us to learn about best practices in routed export transactions and tips for avoiding pitfalls that may lead to export violations. Speakers will discuss the responsibilities of each party involved in a routed export transaction, reporting and recordkeeping requirements, operational procedures, and best practices for working with routed freight forwarders.

Speakers:

- Brian Amero, Director, Compliance and Ethics – Teradyne, Inc.
- Scott Barney, Export Compliance Manager USA – Panalpina, Inc.
- Paul DiVecchio, Principal – DiVecchio & Associates

Date: Thursday, June 20, 2013

Time: Registration 8:30 a.m.; Program & Networking 9:00 –11:00 a.m.

Location: Teradyne, Inc., 600 Riverpark Drive, North Reading

Cost: \$50 / no charge for Compliance Alliance members (includes seminar materials and continental breakfast; parking is complimentary)



Partners and Cosponsors

The **Massachusetts Export Center (mass.gov/export)**, part of the Massachusetts Small Business Development Center Network, recognizes the need to make export services easily accessible to companies of all sizes, and it serves as the state's one-stop resource for export assistance. The Massachusetts Export Center offers a wide range of targeted, customized services to Massachusetts businesses at any stage in the export process. Whether you are a small business just thinking about exporting or an experienced exporter, the Massachusetts Export Center stands ready to help with services suited to your needs. Massachusetts companies can learn more about the Massachusetts Export Center by visiting our website or by calling 617-973-8664.



The **Massachusetts Small Business Development Center Network (msbdc.org)**, through the **Massachusetts Export Center**, offers small to medium sized Massachusetts companies business advice on assessing export opportunities, market research analysis and educational programs through the *Partners for Trade* executive seminar series. Assistance includes counseling on the elements of an international business plan, assisting in the development of an international marketing strategy, providing market research reports and trade leads, publishing various export guides and organizing a variety of export training programs. International trade advising services are available statewide with counselors housed in Boston, Holyoke, New Bedford and Worcester.



MASSDEVELOPMENT



The **Massachusetts Office of Business Development** works with the business community to help create, retain and attract jobs throughout the Commonwealth by offering programs that stimulate economic growth and development. The office is committed to working directly with the business community to make Massachusetts an even better place to do business.

MassDevelopment provides financial tools and real estate expertise to stimulate economic growth across the state of Massachusetts by providing real estate development and financial services through its four core lines of business: Real Estate Development, Investment Banking, Economic Development Lending and Community Development. The agency's lines of business are designed to support a project at any stage — from concept to development.

The **Massachusetts Office of International Trade & Investment** carries out the following international economic activities: attracting foreign companies to invest in Massachusetts; handling foreign protocol; and focused export promotion through international trade show participation.

The **U.S. Export Assistance Center** offers a full range of federal export programs and services under one roof, including counseling, market research, trade contact facilitation, international trade promotion events, and trade finance through the Export Working Capital Loan Guarantee Program. The U.S. Export Assistance Center combines the export marketing resources of the **U.S. Department of Commerce** and the export finance resources of the U.S. Small Business Administration.

The **U.S. Small Business Administration** is dedicated to providing quality, customer-oriented, full-service programs and accurate, timely information to the entrepreneurial community. SBA offers a number of export information assistance programs such as counseling, marketing research, publications and workshops. SBA also offers financial assistance through the regular business loan and the Export Working Capital Program.

MSBDC Network

The **Massachusetts Small Business Development Center (MSBDC) Network** provides free, high quality, one-to-one management and technical business advice and educational programs at a reasonable cost to potential and existing small business entrepreneurs throughout the Commonwealth.

The MSBDC is a partnership of the U.S. Small Business Administration, the Massachusetts Office of Business Development, and a consortium of higher educational institutions led by the Isenberg School of Management at the University of Massachusetts Amherst, and including Clark University, Salem State University, the University of Massachusetts Boston and the University of Massachusetts Dartmouth.

State Office413-545-6301

Business Advising Centers

- Berkshire Regional Office413-499-0933
- Boston Regional Office & Minority Business Center617-287-7750
- Central Regional Office508-793-7615
- Massachusetts Export Center
 - Boston Office / Headquarters617-973-8664
 - Holyoke Office413-552-2316
 - New Bedford Office508-999-1388
 - Worcester Office508-929-8844
- Northeast Regional Office978-542-6343
- Procurement Technical Assistance Center413-545-6307
- Southeast Regional Office508-673-9783
- Western Regional Office413-737-6712

Visit our website at msbdc.org



Special thanks to Holyoke Community College, New Bedford Area Chamber of Commerce and Worcester State University for hosting the Massachusetts Export Center's regional offices.



MASSACHUSETTS EXPORT RESOURCE CENTER



The Massachusetts Export Resource Center is a comprehensive, one-stop resource for accessing a wide range of instructional and practical information on exporting to help your business grow and take advantage of international opportunities.

The Resource Center addresses the full range of export issues of concern to businesses, including export planning, international business development, global trade finance, global trade logistics and international trade regulatory compliance. The Resource Center also features a wide variety of educational tools, including on-demand training modules, videos guides, workbooks and templates.

We hope that you find the tools and information available through the Massachusetts Export Resource Center to be helpful as you navigate export markets! Registration is free!





The Massachusetts Export Center offers a range of targeted, customized services to Massachusetts businesses at any stage in the export process.

- Export Counseling and Technical Assistance
- International Market Research and Assessment
- International Business Development Assistance
- Export Regulatory Compliance Assistance
- Compliance Alliance
- Massachusetts Export Resource Center
- Export Training Programs
- Export Publications

mass.gov/export

University of Massachusetts
MSBDC Network
23 Tillson Farm Road
Amherst, MA 01003-9346

NON PROFIT ORG
U.S. POSTAGE
PAID
AMHERST, MA
PERMIT NO. 2



Recognizing the need to make export services easily accessible to companies of all sizes, the **Massachusetts Export Center** serves as the state's complete resource for export assistance.

The Massachusetts Export Center offers a wide range of targeted, customized services to Massachusetts businesses at any stage in the export process. Whether you are a small business just thinking about exporting or an experienced exporter, the Massachusetts Export Center stands ready to help with services suited to your needs.

For further information, visit our website at mass.gov/export.

Attn: International Sales and Marketing