

Massachusetts Small Business Development Center Network

Massachusetts Export Center



MA Exports by Country - 2010

Rank	Country	Value	%Δ 2009-2010
	Total U.S. Exports	\$ 1.28 Trillion	+20.97%
	Total Massachusetts Exports	\$26.30 Billion	+11.49%
1	Canada	\$3.24 Billion	+5.08%
2	United Kingdom	\$3.21 Billion	-20.64%
3	China	\$2.19 Billion	+59.90%
4	Japan	\$2.04 Billion	+19.10%
5	Germany	\$1.87 Billion	+6.97%
6	Netherlands	\$1.69 Billion	-14.48%
7	Mexico	\$1.27 Billion	+40.99%
8	Taiwan	\$0.91 Billion	+46.37%
9	Korea	\$0.89 Billion	+43.13%
10	Hong Kong	\$0.67 Billion	+27.34%

MA Exports by Product - 2010

Rank	Country	Value	% Δ 2009-2010
	Total U.S. Exports	\$ 1.28 Trillion	+20.97%
	Total Massachusetts Exports	\$26.30 Billion	+11.49%
1	Medical Devices & Instrumentation	\$5.32 Billion	+10.84%
2	Industrial Machinery & Computers	\$4.60 Billion	+46.33%
3	Electronics & Electrical Machinery	\$4.52 Billion	+16.20%
4	Gold & Precious Metals	\$2.59 Billion	-13.41%
5	Pharmaceuticals	\$2.11 Billion	-1.15%
6	Plastics & Plastic Articles	\$1.34 Billion	+34.86%
7	Aircraft, Spacecraft & Parts	\$0.51 Billion	-17.29%
8	Miscellaneous Chemical Products	\$0.43 Billion	+21.58%
9	Seafood	\$0.39 Billion	- 2.24%
10	Iron and Steel	\$0.35 Billion	+14.34%

NE Exports by State - 2010

Rank	Country	Value	%Δ 2009-2010
	Total U.S. Exports	\$ 1.28 Trillion	+20.97%
1	Massachusetts	\$26.30 Billion	+11.49%
2	Connecticut	\$16.06 Billion	+14.86%
3	New Hampshire	\$ 4.37 Billion	+42.69%
4	Vermont	\$ 4.28 Billion	+32.87%
5	Maine	\$ 3.16 Billion	+41.81%
6	Rhode Island	\$ 1.95 Billion	+30.33%



The Current Export Climate

- Export Trends in 2011
- National Export Initiative
 - Export Promotion
 - Export Control Reform
 - Expansion of Free Trade



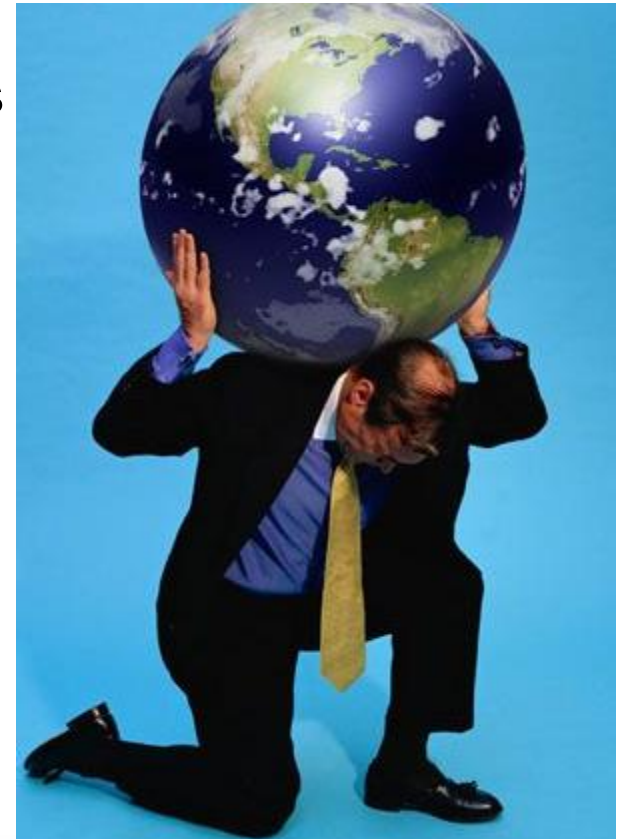
Importance of Exporting in Massachusetts

- In 2010, Massachusetts exported over \$26 Billion in goods and ranked as the 14th highest exporting state.
- Massachusetts ranks 3rd nationally in seafood exports.
- Massachusetts ranks 4th nationally in high tech exports.
- Massachusetts also ranks 4th nationally for the percentage of manufacturing workers that depend on exports for their jobs, at 28 percent.
- A total of 9,161 companies exported goods from Massachusetts in 2008.
- Of those, 8,236 (or 90 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.



Common Challenges Faced by Exporters

- Finding the Right Partners in Export Markets
- Export Regulatory Compliance
- Paperwork and Customs Compliance
- Managing International Credit Risk
- Access to Capital for Export Operations



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
- 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

- Export Expo
 - Export Control Reform Town Hall Meeting
- ITAR Boot Camp
- Export Logistics & Regulatory Compliance Series
- Certified Global Business Professional Series



Coming Later in 2011

- Export Tech
- Export Expo
- Massachusetts Export Resource Center



MASSACHUSETTS EXPORT
RESOURCE CENTER



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



Client Testimonials

“The Mass Export Center’s breadth of knowledge is a great resource which has helped us directly in our exporting growth from 15% two years ago, to 28% last year and around 60% this year as a percentage of sales.”

HydroCision, Inc. – Billerica, MA



“The Mass Export Center was an excellent service provided to RE for the better understanding of entering into foreign markets and the proper precautions to take to avoid future problems.”

Randolph Engineering – Randolph, MA



“In part, through the assistance from the Mass Export Center, Nanmac increased export sales over 200%, increased its staff by 80% and sees no slowing down. The Export Center helped us identify and qualify potential partners in a wide range of foreign markets. All of us here at NANMAC are grateful for the Export Center’s support. We could not have done this without their help!”

Nanmac Corporation – Framingham, MA



2010 Economic Impact

- Clients reported over \$147 Million in export sales as a direct result of the assistance provided by the Mass Export Center in 2010.
- Overall, companies assisted by the Export Center generated well over \$2 Billion in export sales in 2010.
- Between 2009 and 2010, Export Center clients increased their export sales by over 25%, compared to an increase of just 11% for Massachusetts' export performance during the same time period.
- 100% of clients found the services of the Massachusetts Export Center to be beneficial and 71% indicated that the Export Center's services exceeded their expectations



Massachusetts Small Business Development Center Network
Massachusetts Export Center

www.mass.gov/export



617-973-8664

