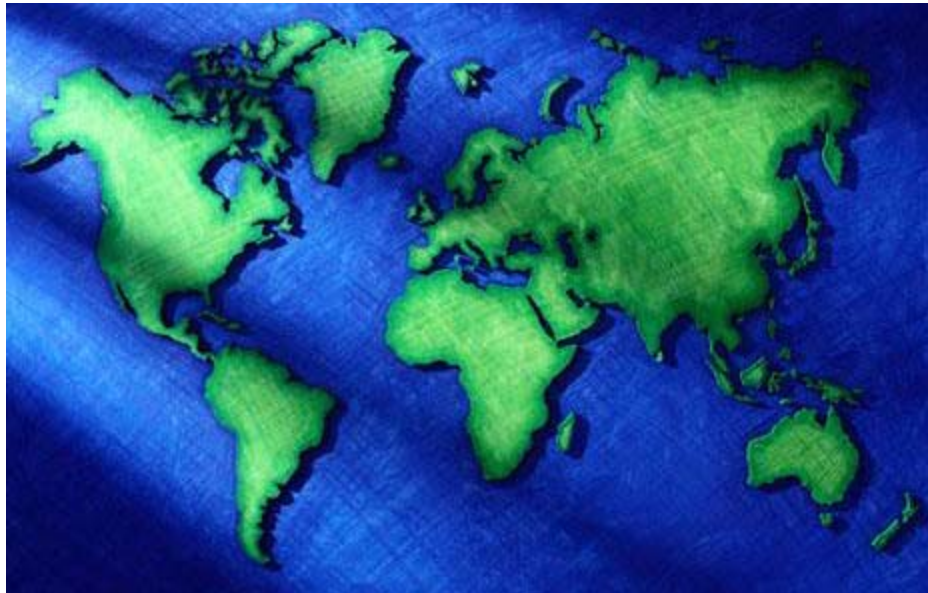


# Massachusetts Small Business Development Center Network Massachusetts Export Center



# **New England Export Trends & Resources Available for Exporters**

**Paula Murphy, Director  
Massachusetts Export Center**



# NE Exports by State - 2008

Rank	Country	Value	%Δ 2007-2008
	<b>Total U.S. Exports</b>	<b>\$ 1.30 Trillion</b>	<b>+11.84%</b>
	<b>Total New England Exports</b>	<b>\$55.94 Billion</b>	<b>+11.54%</b>
1	Massachusetts	\$28.29 Billion	+11.60%
2	Connecticut	\$15.31 Billion	+10.97%
3	New Hampshire	\$ 3.75 Billion	+28.55%
4	Vermont	\$ 3.60 Billion	- 2.40%
5	Maine	\$ 3.01 Billion	+ 9.50%
6	Rhode Island	\$ 1.98 Billion	+19.89%

# NE Exports by Country - 2008

Rank	Country	Value	%Δ 2007-2008
	<b>Total New England Exports</b>	<b>\$55.94 Billion</b>	<b>+11.54%</b>
1	Canada	\$9.35 Billion	+ 3.66
2	United Kingdom	\$4.92 Billion	+38.36
3	Germany	\$4.41 Billion	+ 4.80
4	Japan	\$3.52 Billion	+10.16
5	Netherlands	\$3.43 Billion	+16.37
6	China	\$2.95 Billion	+15.25
7	Mexico	\$2.95 Billion	+43.13
8	France	\$2.85 Billion	+15.47
9	Malaysia	\$1.68 Billion	- 2.24
10	Korea	\$1.51 Billion	-17.88

# NE Exports by Product - 2008

Rank	Product	Value	%Δ 2007-2008
	<b>Total New England Exports</b>	<b>\$55.94 Billion</b>	<b>+11.54%</b>
1	Turbojets, Turbopropellers & Turbines	\$5.62 Billion	+12.39%
2	Electronic Integrated Circuits & Microassemblies	\$5.14 Billion	- 1.03%
3	Medical & Surgical Instrumentation	\$2.48 Billion	+22.72%
4	Gold	\$1.85 Billion	+169.55%
5	Vaccines & Blood	\$1.57 Billion	+21.40%
6	Pharmaceuticals & Medicaments	\$1.27 Billion	+17.38%
7	Scientific Instrumentation	\$1.15 Billion	+16.12%
8	Hormones, Derivatives & Steroids	\$1.11 Billion	+ 5.22%
9	Waste & Scrap of Precious Metal	\$1.05 Billion	+56.59%
10	Aerospace Parts	\$1.05 Billion	+ 9.46%

# Importance of Exporting for the Economy

- The U.S. Depends on Exports for Economic Growth and Job Creation
  - Exports support 12 million U.S. jobs
  - Exporting firms experience 20% faster employment growth than non-exporting firms
  - Exporting firms pay 15-17% more than non-exporting firms
  - In 2006, exports represented 11% of the U.S. GDP
  - Exports help to reduce the trade deficit and offset negative influences on the economy

# Importance of Exporting in Massachusetts

- 29 percent of all manufacturing workers in Massachusetts depend on exports for their jobs. This represents the fourth highest share among the fifty states in the U.S.
- 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





# Mass Export Center Services

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**

# Massachusetts Export Center 2007 Client Impact

- Clients reported over \$170 Million in export sales as a direct result of the assistance provided by the Mass Export Center in 2007
- Between 2006 and 2007, Export Center clients increased their export sales by 12.5% – more than double the growth rate of 5% for Massachusetts' export performance during the same time period.
- 100% of clients found the services of the Massachusetts Export Center to be beneficial and 44% indicated that the Export Center's services exceeded their expectations
- 88% of clients credit the Massachusetts Export Center with helping them to achieve specific export sales
- The Export Center's impact translates to over 2,700 new/retained jobs in Massachusetts (based on the Commerce Department's exports-to-jobs formula).

\* Surveys were distributed to a total of 87 clients assisted during 2007 for which there was likely export impact. Survey results are based on a total of 44 responses received, for a response rate of 51%.



# Mass Export Center Wins 2 National Awards



- **U.S. Small Business Administration's Small Business Development Center (SBDC) Service Center Excellence and Innovation Award**
  - Honors SBDCs for their innovation and excellence in assisting small businesses -- there are over 1,000 SBDCs in the U.S., and the Massachusetts Export Center was the nation-wide winner of this award
- **Presidential 'E' Award for Export Achievement**
  - The highest honor the federal government can give to American people, firms or organizations that have made significant contributions to the increase of American exports

# SBDCs and State Export Resources

CT Dept of Economic & Community Development

[www.ct.gov/ecd](http://www.ct.gov/ecd)

Maine International Trade Center

[www.mitc.com](http://www.mitc.com)

Massachusetts Export Center

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

MA Office of Int'l Trade & Investment

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

NH International Trade Resource Center

[www.exportnh.org](http://www.exportnh.org)

RI Export Assistance Center

[www.chafeecenter.org](http://www.chafeecenter.org)

VT Global Trade Partnership

[www.thinkvermont.com](http://www.thinkvermont.com)



# Export Finance Resources

U.S. Small Business Administration

[www.sba.gov/oit](http://www.sba.gov/oit)

MassDevelopment (MA only)

[www.massdevelopment.com](http://www.massdevelopment.com)

Export-Import Bank of the U.S.

[www.exim.gov](http://www.exim.gov)



# Export Regulatory Resources

USDOC – Bureau of Industry & Security

[www.bis.doc.gov](http://www.bis.doc.gov)

State Department – Directorate of Defense  
Trade Controls

[www.pmdtcc.state.gov](http://www.pmdtcc.state.gov)

Treasury Department – Office of Foreign  
Assets Control

[www.treas.gov/ofac](http://www.treas.gov/ofac)



# Additional Resources

U.S. Export Assistance Centers

[www.buyusa.gov/newengland](http://www.buyusa.gov/newengland)

Census Bureau – Foreign Trade Div.

[www.census.gov/foreign-trade/www](http://www.census.gov/foreign-trade/www)

Office of the U.S. Trade Representative

[www.ustr.gov](http://www.ustr.gov)

U.S. Customs & Border Protection

[www.customs.gov](http://www.customs.gov)

U.S. International Trade Commission

[www.usitc.gov](http://www.usitc.gov)



# Massachusetts Export Center

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



**Boston | Holyoke | New Bedford | Worcester**

**617-973-8664**



MASSACHUSETTS  
**Export**  
CENTER

