

MISSISSIPPI WORLD TRADE CENTER

News



PROMOTING INTERNATIONAL TRADE, INVESTMENT AND TOURISM

VOLUME 10 • NUMBER 1 • WINTER 2011

EXPORT FINANCE & INCOTERMS®

The Mississippi World Trade Center, Mississippi Development Authority and the Mississippi Export Assistance Center sponsored an Export Finance & Incoterms seminar series throughout the state. Presenters included Bill Cummins of JP Morgan Chase Bank, N. A., Clay Baldwin of Taggart, Rimes & Usry, PLLC, Carolyn Turner of the Alabama International Trade Center and Warren Bares of J. Maxime Roy, Inc.



The series introduced key provisions in the new edition of Incoterms® 2010, the internationally recognized standard used worldwide in contracts for the sale and shipment of goods. Incoterms® rules provide internationally accepted definitions and rules of interpretation for most common commercial terms, reducing and eliminating uncertainties that could arise from differing interpretations.

The seminar series included presentations on trade finance and credit insurance to help participants understand the role Incoterms® can play in helping leverage balance sheets and increase cash flow. The series is designed to benefit exporters/importers, sales managers, purchasing managers, freight forwarders, customs brokers, credit professionals, compliance staff, insurers, trade consultants, international bankers, attorneys and business owners.

“The new revisions to the Incoterms® by the International Chamber of Commerce have direct application to both domestic and global trade-related business contracts. It is in the interest of every business and those advising those businesses to attend the upcoming seminars,” says Clay Baldwin, an attorney with the law firm of Taggart, Rimes & Usry, PLLC in Ridgeland who will be teaching the seminar in Tupelo on March 8, 2011. For more information on the Tupelo seminar, please call 601-353-0909 or aatkins@mswtc.org.

“INTERMODAL, INTERCONNECTED: THE WORLD BECKONS”

September 7-9, 2011

Intermodal
Transportation
Conference



The Grand Hotel
& Conference
Center
Natchez, MS

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2011 INTERNATIONAL EVENTS SCHEDULE

To submit suggestions or story ideas, please call Gina at 601-353-0909.

- 3/8 Incoterms® Seminar
Tupelo, MS
- 3/8 Japanese Ambassador Luncheon
Jackson, MS
- 3/20-26 Central America Business Development Mission
Costa Rica & Panama
- 6/2 MSWTC 10th Anniversary
Jackson, MS
- 6/8-9 Global Entrepreneur Training
Jackson, MS
- 9/7-9 Intermodal Transportation Conference
Natchez, MS
- 10/20 International Food & Wine Fest
Ridgeland, MS
- 11/16 Young Artists Showcase
Deadline for Entries
- 12/1 International Business Leadership Awards

CALL 601-353-0909 FOR EVENT
DETAILS OR GO ONLINE AT
WWW.MSWTC.ORG.

Export Control Compliance and the New I-129 Form

Beginning February 20, 2001, employers filing the new Form I-129, and completing Part 6, to petition workers in the H-1B, H-1Bi, L-1 and O-1A nonimmigrant categories, will have to certify, under penalty of perjury, that they have reviewed the Export Administration Regulations (ERA) and the International Traffic in Arms Regulations (ITAR), and that they have determined that either:

1. A license is not required from either the U.S. Department of Commerce or the U.S. Department of State to release such technology or technical data to the foreign person; or
2. A license is required from the U.S. Department of Commerce and/or the U.S. Department of State to release such technology or technical data to the beneficiary and the petitioner will prevent access to the controlled technology or technical data by the beneficiary until and unless the petitioner has received the required license or other authorization to release it to the beneficiary.

Federal law prohibits the "export" of controlled technology and technical data to certain foreign nationals in the U.S. without a license. In completing Part 6, the petitioning employer is now required to understand U.S. export control law. Laws and regulations governing export controls are complex.

State Trade Export Promotion (STEP) Pilot Program

Beginning March 1, states can apply for grants from the U.S. Small Business Administration to support efforts to increase exporting by small businesses.

The State Trade and Export Promotion (STEP) pilot grant initiative is authorized to provide up to \$90 million in grants to states over the next three years.

The STEP pilot grant initiative is aimed at achieving two goals: increase the number of small businesses that want to export and increase the value of exports for those small businesses that currently export. Established by the Small Business Jobs Act of 2010, the 50 states, the District of Columbia and U.S. territories are all eligible to apply for grants, which will be awarded on a competitive basis.

The Jobs Act authorized up to \$90 million over three fiscal years, \$30 million each year, beginning with the current fiscal year 2011. Individual state project award amounts will vary based on each state's proposed project plan and budget.

A state may not submit more than one application for a grant under the initiative, but may apply each federal fiscal year through the three-year term of the pilot grant initiative. Activities that can be supported with grant dollars under this initiative may include participation in foreign trade missions, foreign market sales trips, subscription services provided by USDOC, design of international marketing products or campaigns, export trade show exhibits, training workshops or other export initiatives that are in line with the goals of the pilot grant initiative.

The STEP pilot grant initiative announcement will be posted at www.Grants.gov March 1. The application period will be March 1 through April 26. Awards for the first year of the grant program will be issued in summer of 2011. See more information at www.sba.gov/STEP.

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and become a *Fan of the MSWTC on Facebook***

2011 Schedule B and HTS Numbers

Effective immediately, the Schedule B and Harmonized Tariff Schedule (HTS) tables in the Automated Export System (AES) have been updated to accept the changes to the 2011 codes. All AESPCLink users must update their AESDirect code tables to reflect the 2011 changes in Schedule B and HTS. Web users of AESDirect who file via the website at www.aesdirect.gov will have their code tables updated via the program automatically.

The 2011 Schedule B and HTS tables are available for downloading at:
<http://www.census.gov/foreign-trade/aes/documentlibrary/index.html#concordance>

The current list of HTS codes that are not valid for AES are available at:
<http://www.census.gov/foreign-trade/aes/documentlibrary/hts-not-for-aes.html>



WELCOME NEW MEMBERS



**Alcorn State
University**
Global Programs

Angela Cockerham
*Mississippi House of
Representatives*



**Jackson Mississippi
Municipal
Airport Authority**
Dirk Vanderleest, CEO

Grace Schumaus
Asia 101 Sourcing & Exporting
Ridgeland, MS company that provides a cost effective way of conducting market research, custom manufacturing, exporting and global sourcing services to clients.

Worth Thomas
Principal, WT Consultants
Governmental Affairs



MISSISSIPPI WORLD TRADE CENTER

MESSAGE FROM THE



John Hendrix

This year represents a significant milestone for the Mississippi World Trade Center – our 10th Anniversary! It is my great honor to serve as the President of the Board during this historic event. The MSWTC staff are already making plans for the 10th Anniversary Celebration to be held at the Jackson Country Club on June 2nd.

We are proud to announce that Mr. Herb Ouida has agreed to be our keynote speaker at this event. Some of you will recall that Mr. Ouida hosted our inaugural event in 2001, just a few short months after the 9/11 World Trade Center bombing. At the time, Mr. Ouida was Vice President of the World Trade Center Association in New York City. Today he is an international business consultant and University professor. He also runs a Foundation that he started in memory of his son who he tragically lost when the Twin Towers collapsed on 9/11. We are very honored that Mr. Ouida has generously agreed to return to Mississippi to help us celebrate our 10 year anniversary.

In addition to our Anniversary Celebration, we have planned an aggressive agenda for 2011:

- we will expand our custom training throughout the state to encourage our local businesses to become “Global Entrepreneurs”;
- we continue to find new ways to help our clients research international markets through our proprietary global intelligence database; and
- we are already planning the next Intermodal Transportation Conference that promotes the continued improvement of our State’s transportation infrastructure – a key to the State’s future economic development success.

I look forward to sharing more of our successes in the near future. I encourage you to contact the MSWTC staff to find out more about our programs and services. Barbara, Ann and Regina are a terrific team and will help you get the most benefit from your membership in the Mississippi World Trade Center.

Sincerely,

South African Delegate Visits MSWTC



Johnny Moloto, Deputy Chief of Mission at the South African Embassy visited the Mississippi World Trade Center during his visit to Mississippi on February 15-16th. Mr. Moloto is the 2nd in command at the South African Embassy after the ambassador. The purpose of the visit was to forge closer ties with the leaders in the southern states to make them aware of the mutual business opportunities that exist between Mississippi and South Africa.

Pictured are Regina Regan, Ann Atkins, Johnny Moloto and Barbara Travis.

Japanese Ambassador Luncheon

The Mississippi World Trade Center and the Japan-America Society of Mississippi will co-host a luncheon featuring His Excellency Ichiro Fujisaki, Ambassador Extraordinary and Plenipotentiary of Japan to the United States of America on Tuesday, March 8, 2011 at the Mississippi Museum of Art. The Ambassador is visiting the state at the invitation of Governor Barbour to learn firsthand about the relationship between Mississippi and Japan. For more information please contact Ann Atkins at 601-353-0909.



2011 World Trade Conference

Gateway to the Middle East & North Africa

The Mobile Area Chamber of Commerce will host the regional World Trade Conference May 1-3, 2011 at Marriott's Grand Hotel and Resort in Point Clear, AL. The World Trade Conference is an alliance of organizations in Alabama, Mississippi, Louisiana and northwest Florida who share international business interests. The event itself rotates in location annually between the four states and will be held in Mississippi in 2012.

The 2011 conference will focus on the United Arab Emirates. Over the past decade, U.S. trade with the U.A.E. has grown to become one of the pillars in the region. U.S. exports have grown from \$2.3 billion in 2000 to \$12.1 billion in 2009, making the U.A.E. the top market in the Middle East/North Africa region for U.S. exports. During the conference, seminars and meetings will highlight opportunities, challenges, and aspects of doing business with the U.A.E.

Export markets are not only vital to economic development but also to your company's growth. This year's conference will feature business leaders and officials from Washington, Dubai, and our region to help:

- Identify new export opportunities with the U.A.E.
- Obtain the resources necessary to succeed in the U.A.E.
- Develop market entry strategies
- One-on-one meetings with Commercial Service representatives

The conference program can be found at :

<http://members.mobilechamber.com/sbaweb/WTPROG.pdf>

MSWTC Intern

Belhaven University sophomore, Giovanni Correa has joined the MSWTC as a spring intern working on daily tasks and special projects. Originally from Tres Coracoes, MG-Brazil, Giovanni is pursuing a degree in Business Administration and International Relations. He is fluent in Portuguese, Spanish and English. Giovanni plays Center Midfield for the Belhaven Blazers men's soccer team and is a welcome addition to our MSWTC team.



2011 summer & fall internships are available to graduate and undergraduate students. For more information please contact 601-353-0909 or Ann Atkins at aatkins@mswtc.org.