



# Massachusetts Export Center

## COVID-19 Global Trade Trends, Activities and Response



*The Massachusetts Export Center is part of the Massachusetts Small Business Development Center Network (MSBDC). The MSBDC is a partnership program with the U.S. Small Business Administration and the Massachusetts Office of Business Development through the University of Massachusetts Amherst Isenberg School of Management.*

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



## COVID-19 Issues of Concern to Massachusetts Companies Engaged in Global Trade

- Supply chain and global shipping disruption due to business shutdowns, transportation delays, global Customs backlogs, and other factors.
- Reduced global sales and increased credit risk for companies exporting worldwide.
- Disruption of global travel and channels on which companies rely heavily for generation of new export sales, such as international trade shows.
- Increased 2-way global trade regulatory compliance challenges for medical devices and tightening controls on U.S. exports to China.
- Expanded need for export financing as global customers seek enhanced payment terms.

## Massachusetts Export Center COVID-19 Response

- Provide one-to-one global trade advisory services and engage in targeted training activities, serving 350 unique clients impacted by the global COVID-19 pandemic.
- Develop a guide to [Financial Resources for Exporters](#) to help companies tap into economic injury programs and trade-specific financing programs.
- Adjust training activities to meet the needs of clients in the current global trade environment. Organize a 3-part COVID-19 Global Trade Webinar Series focusing on financial programs, management of business risk, and global supply chain and transportation trends. Alter future training plans to address emerging issues, such as tightening restrictions on trade with China and a shift towards e-commerce channels for international business development.
- Engage in strategic planning activities to conduct outreach, provide targeted support, and design relevant training content for clients impacted by the global COVID-19 pandemic. Develop plans for creating assessments and diagnostic tools to help clients with unique global trade challenges as a result of the pandemic, such as supply chain diversification, web site globalization, and global trade regulatory compliance.

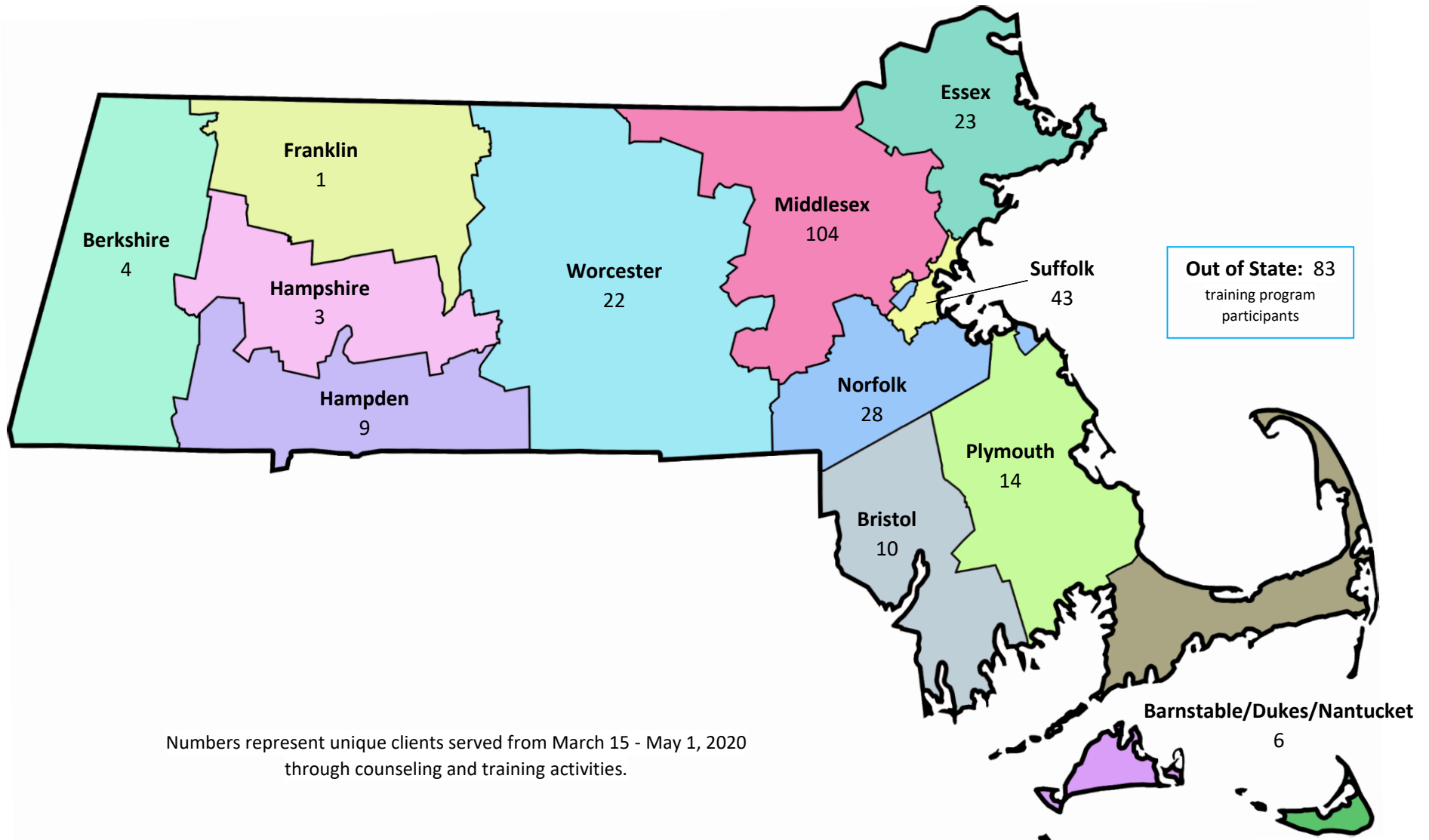


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## COVID-19 Response by County



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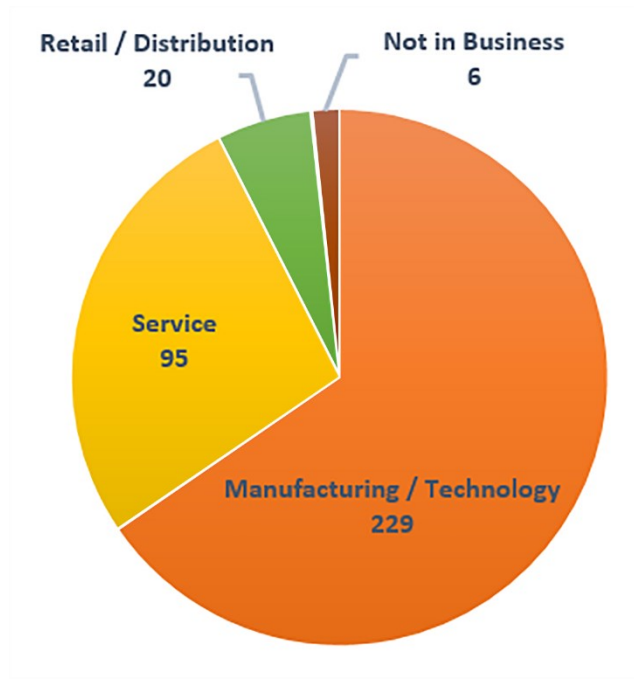
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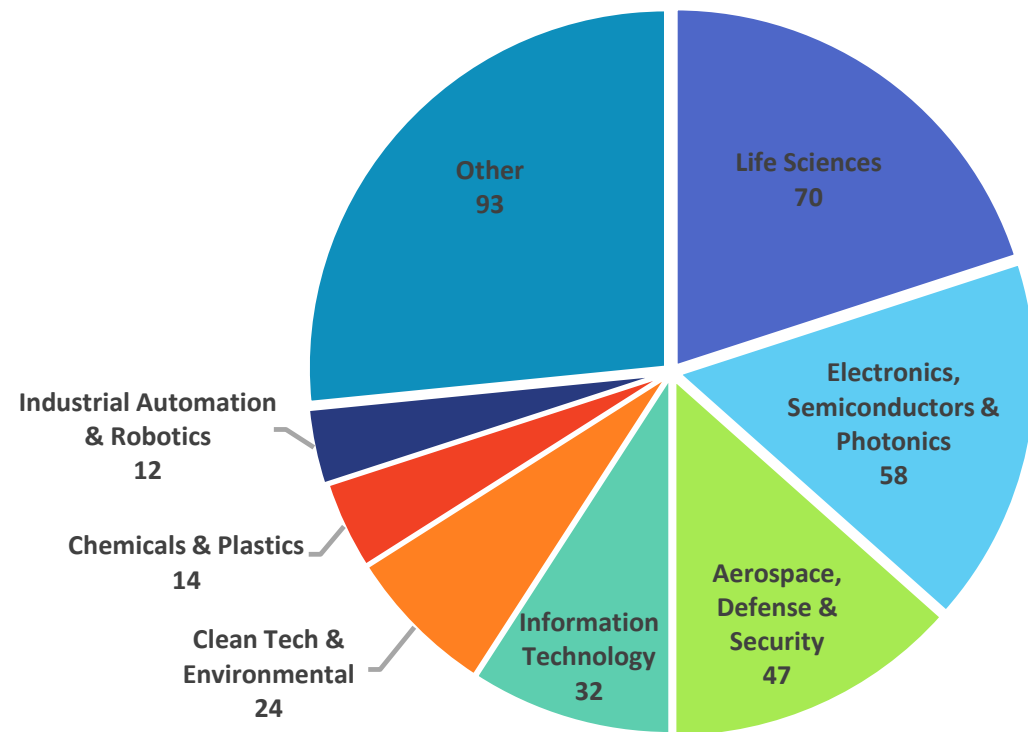


## COVID-19 Response by Company Type

Type of Company



Industry



Numbers represent unique clients served from March 15 - May 1, 2020 through counseling and training activities.



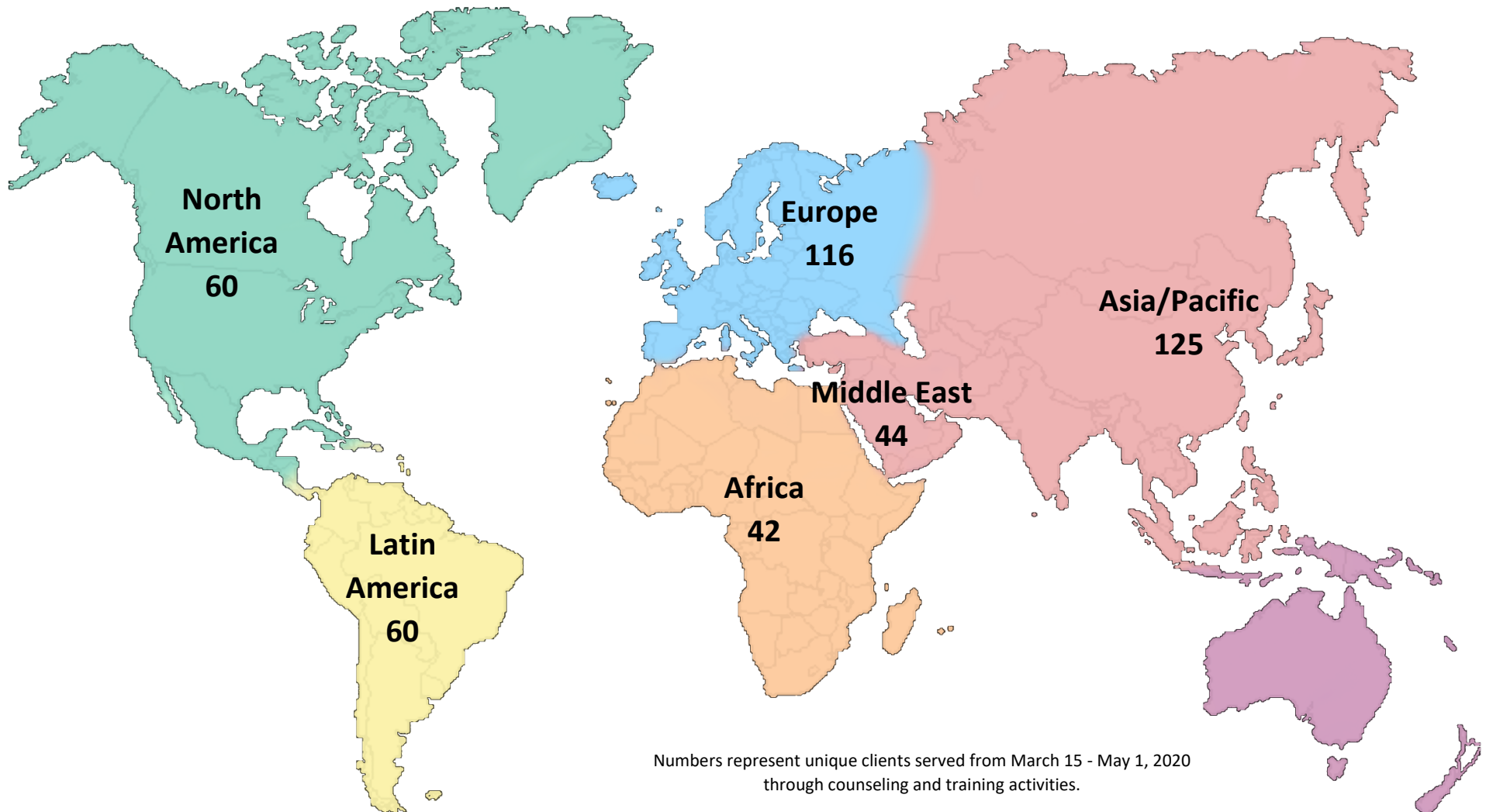
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## COVID-19 Response by Global Regions of Interest



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