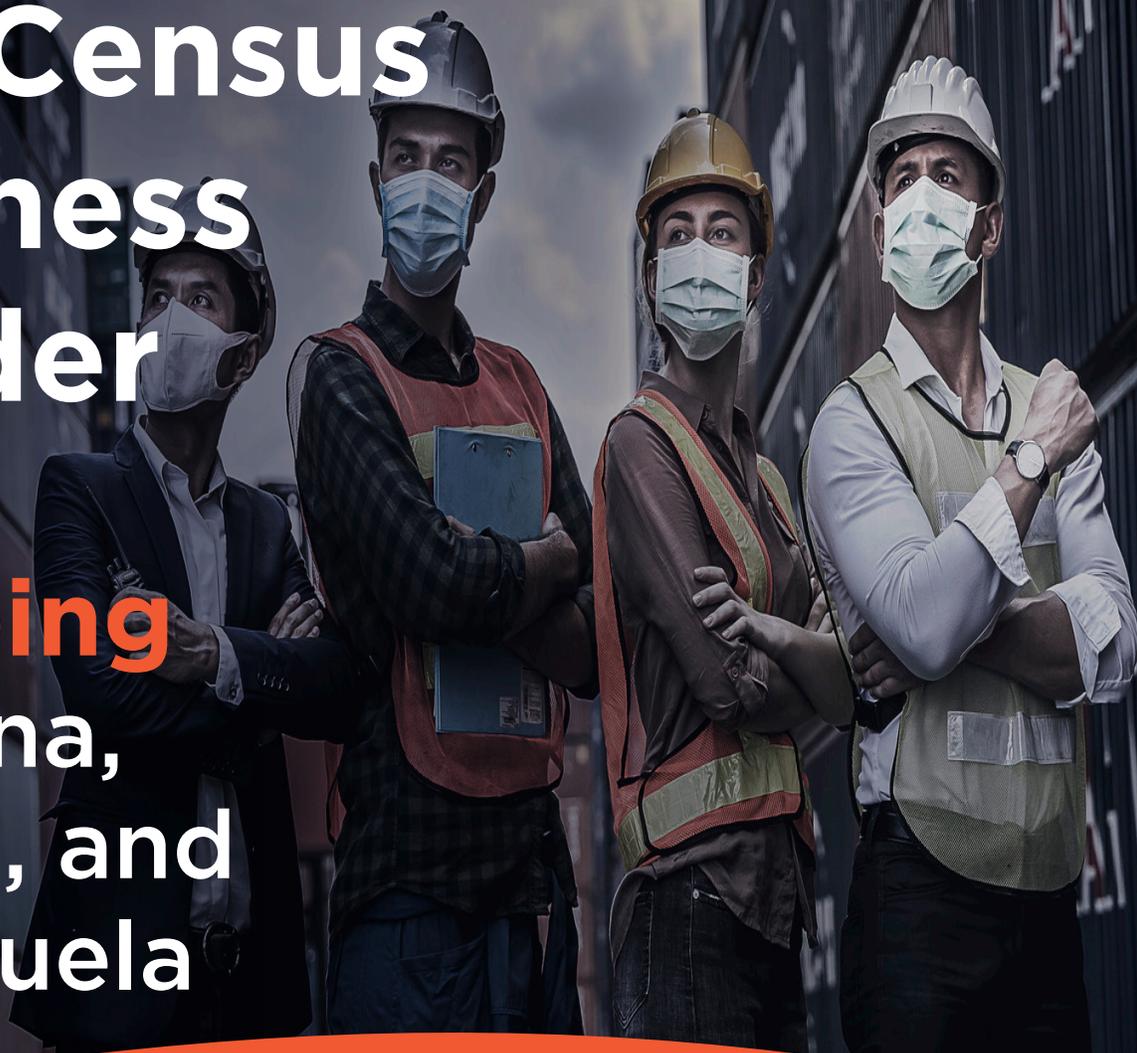


# TradeSource

January 2021  
Issue 22

## COVID-19 Data Hub and Census Business Builder

**Shipping**  
to China,  
Russia, and  
Venezuela



United States<sup>®</sup>  
**Census**  
Bureau

U.S. Department of Commerce  
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# TradeSource

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## Go Global: Valuable Information on Export Compliance and Data Tools

Welcome to the January 2021 edition of the TradeSource newsletter. This edition features the latest international trade statistics from USA Trade Online, information on the new interactive COVID-19 Data Hub, and an update on Census Business Builder. We are pleased to offer Spanish language webinars on filing your export shipments via the Automated Commercial Environment (ACE), AESDirect; please see the enclosed flyer for more information and contact a specialist featured from the webinar if you have questions. In other featured articles from our partnership agencies, the Bureau of Industry and Security (BIS) highlights new export filing requirements in the Automated Export System (AES), and the Export-Import Bank of the United States shares the lender loan guarantee and insurance products for international sales. We hope that you enjoy the content and that it will assist you by increasing your global competitiveness and achieving compliance.

Have a happy and prosperous new year!



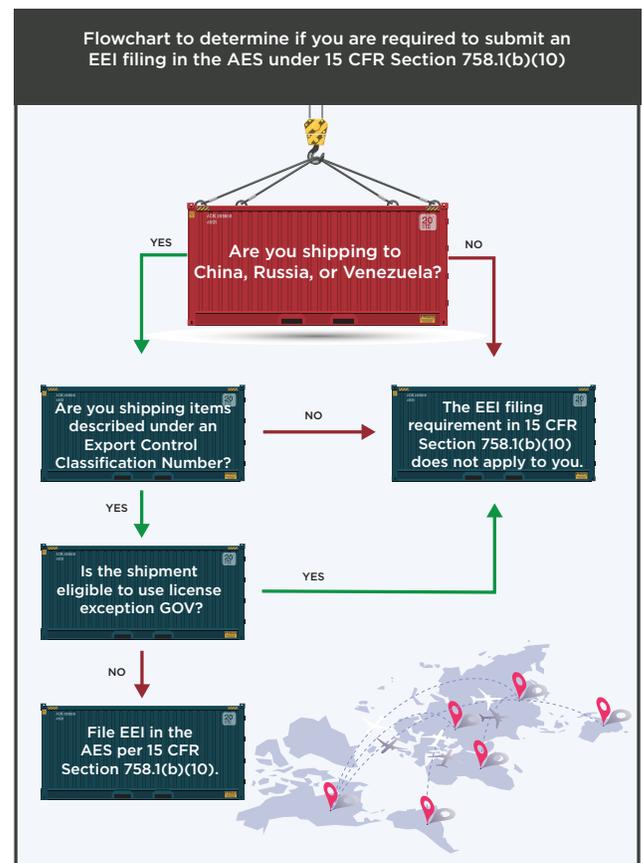
# Shipping to China, Russia, and Venezuela

## Understanding the New AES Filing Requirement for Exports to China, Russia, and Venezuela

*By Lani Tito, Export Administration Specialist, Bureau of Industry and Security (BIS)*

### Shipping to China, Russia, or Venezuela?

If you export to China, Russia, or Venezuela, you might have noticed a new Electronic Export Information (EEI) filing requirement in the Automated Export System (AES). Effective June 29, 2020, all exports (regardless of value) to China, Russia, or Venezuela and described under an Export Control Classification Number (ECCN) on the Commerce Control List (Supplement No. 1 to 15 CFR part 774) require an EEI filing in the AES; unless the shipment is authorized under license exception GOV (See: 15 CFR Section 740.11). This new requirement is described in 15 CFR Section 758.1(b)(10), and is available on eCFR.gov at [www.ecfr.gov/cgi-bin/text-idx?SID=18659eec5dc5f741d3d1923232faec2e&mc=true&node=pt15.2.758&rgn=div5](http://www.ecfr.gov/cgi-bin/text-idx?SID=18659eec5dc5f741d3d1923232faec2e&mc=true&node=pt15.2.758&rgn=div5).



### **Does the new EEI filing requirement stated in 15 CFR Section 758.1(b)(10) apply to all exports?**

No. The new mandatory EEI filing requirement in 15 CFR Section 758.1(b)(10) applies only to items classified by an Export Control Classification Number (ECCN) listed on the Commerce Control List (regardless of their value), and destined to China, Russia, or Venezuela; unless the shipment is eligible for License Exception GOV. For example, EAR99 items shipping to these destinations are not subject to the new filing requirement. Note that an EEI filing may apply for EAR99 items as described in 15 CFR Section 30.2.

### **What is an Export Control Classification Number (ECCN)?**

An ECCN is an alphanumeric designation (e.g., 1A984 or 4A001) used in the Commerce Control List (CCL) (Supplement No. 1 to 15 CFR Part 774) used to identify items for export control purposes and subject to the export control jurisdiction of the Department of Commerce's Bureau of Industry and Security. An ECCN categorizes items based on the nature of the product, i.e. type of commodity, technology, or software and its respective technical parameters. An ECCN is used to determine if there is an export license requirement to ship your items overseas. Additional information is available at <[www.bis.doc.gov/index.php/licensing/commerce-control-list-classification/export-control-classification-number-eccn](http://www.bis.doc.gov/index.php/licensing/commerce-control-list-classification/export-control-classification-number-eccn)>.

### **Where can I find the Commerce Control List (CCL)?**

The CCL (Supplement No. 1 to 15 CFR Part 774) is available at <[www.bis.doc.gov/index.php/regulations/export-administration-regulations-ear](http://www.bis.doc.gov/index.php/regulations/export-administration-regulations-ear)>. The CCL is divided into ten broad categories, and each category is further subdivided into five product groups, described at <[www.bis.doc.gov/index.php/regulations/commerce-control-list-ccl](http://www.bis.doc.gov/index.php/regulations/commerce-control-list-ccl)>.

### **What is an EAR99 designation?**

Items that are subject to the Export Administration Regulations (EAR) (15 CFR Parts 730-774) but are not described on the Commerce Control List (CCL) under a specific Export Control Classification Number (ECCN) are designated EAR99. EAR99 serves as a "basket" category for all such items.

### **Are exporters required to file EEI for shipments to China of commercial items valued under \$2,500 even if they are not intended for commercial end use?**

Yes. The new mandatory filing requirement applies to all exports to China, Russia, and Venezuela with an ECCN regardless of value, end use, or end user.

The only exemption available to overcome this requirement is License Exception GOV, as described in 15 CFR Sections 758.1(b)(10) and 758.1(c)(4).

### **What is License Exception GOV?**

License Exception GOV authorizes exports and re-exports of items subject to the EAR for international nuclear safeguards, U.S. government agencies or personnel, agencies of cooperating governments, international inspections under the Chemical Weapons Convention, and the International Space Station as described in 15 CFR Section 740.11.

### **Does the new EEI filing requirement stated in 15 CFR Section 758.1(b)(10) apply to intangible exports, re-exports, or transfers (in-country) such as software downloads?**

No. Intangible exports do not require an EEI filing in the AES. 15 CFR Section 758.1(b) states: "Except when the export of items subject to the EAR is to take place electronically or in an otherwise intangible form, you must file EEI in the AES with the U.S. government for items subject to the EAR..." The new 15 CFR Section 758.1(b)(10) does not change this requirement. This exclusion from filing EEI in the AES for intangible exports is consistent with other items that are subject to the EAR, including intangible exports authorized under BIS licenses.

### **Does the new EEI filing requirement stated in 15 CFR Section 758.1(b)(10) apply only to items listed in Supplement No. 2 to 15 CFR part 744 and destined for a "military end use" or "military end user" in China, Russia, and Venezuela?**

No. This requirement does not only apply to items destined for a "military end use" or "military end user." The new mandatory EEI filing requirement in 15 CFR Section 758.1(b)(10) applies to all items classified in an ECCN and listed on the CCL. In other words, the new EEI filing requirement in the AES is not based on a license requirement or type of authorization, but rather on the classification of the item. Therefore, if the item that is being shipped is classified under an ECCN, there is a mandatory EEI filing requirement in the AES.

### **Will there be a new license-type code for use in the EEI filing in the AES for exports that are controlled for anti-terrorism reasons (AT-controlled) on the CCL, but exported under No License Required (NLR) to China, Russia, or Venezuela?**

No. You will continue to use the NLR C33 license-type code for items (such as those with an AT-controlled ECCN) that are being exported under NLR; however, an ECCN is now required under 15 CFR Section 758.1(g)(3), for items being exported to China, Russia, or Venezuela. BIS encourages filers to always include an ECCN or EAR99 in the EEI filing

in the AES for NLR shipments, even when it's not required as a way to head off potential complications at the port.

### **Bureau of Industry and Security (BIS) Resources and Contact Information:**

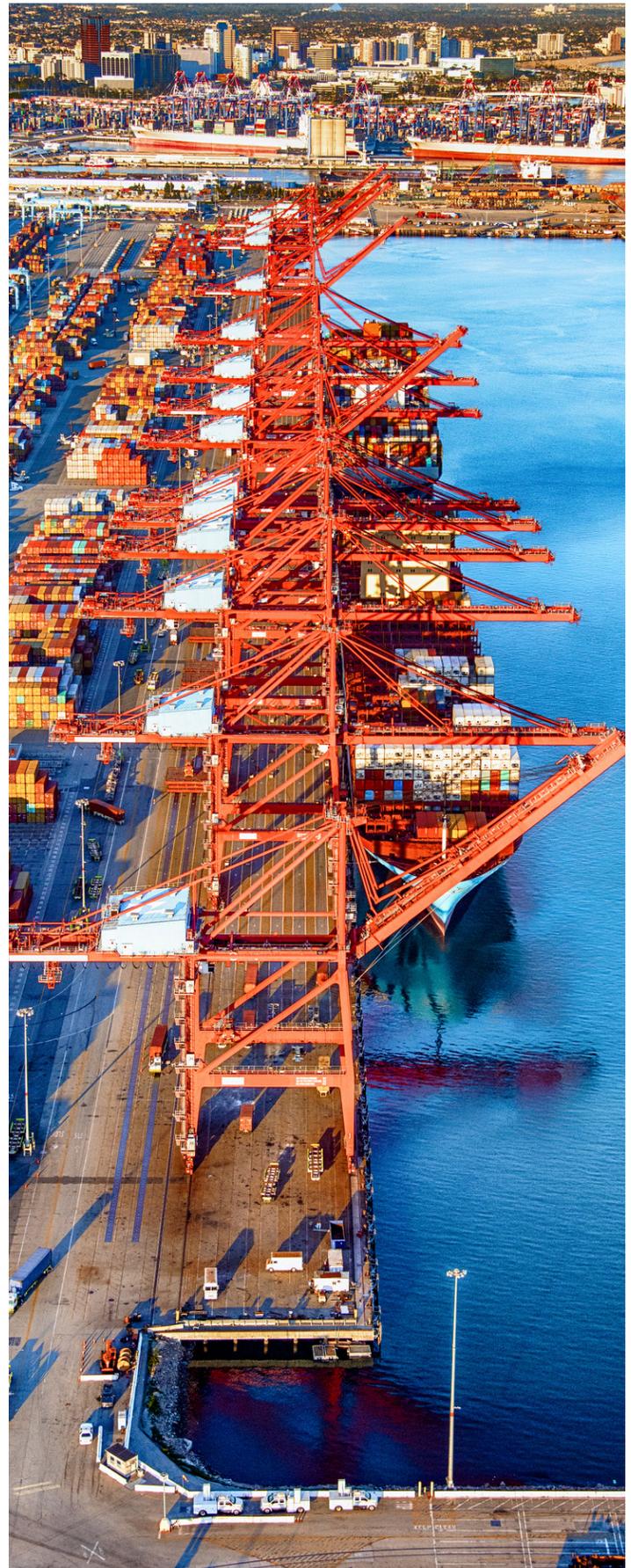
The Bureau of Industry and Security (BIS) administers the Export Administration Regulations (EAR) (15 CFR Parts 730-774). BIS offers training videos and brochures on the BIS Web site at <[www.bis.doc.gov](http://www.bis.doc.gov)> to assist you with the EAR.

BIS Online Training Room: <[www.bis.doc.gov/index.php/online-training-room](http://www.bis.doc.gov/index.php/online-training-room)>.

BIS Brochures: <[www.bis.doc.gov/index.php/all-articles/47-about-bis/newsroom/506-export-basics-publications-2](http://www.bis.doc.gov/index.php/all-articles/47-about-bis/newsroom/506-export-basics-publications-2)>.

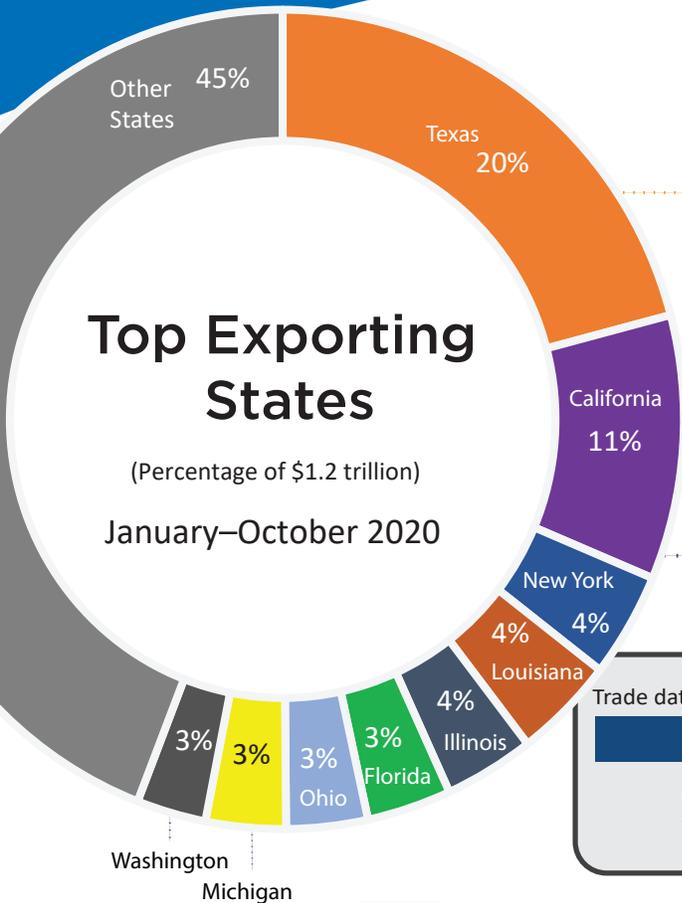
For questions related to this new EEI filing requirement, how to determine if an item is described under an ECCN or is designated as EAR99, and for all other questions related to the EAR, please reach out to BIS directly at one of the phone numbers below:

- Outreach and Educational Services Division  
(Washington, DC): 202-482-4811.
- Western Regional Office  
(Irvine, CA): 949-660-0144.
- Northern California Branch  
(San Jose, CA): 408-998-8806.

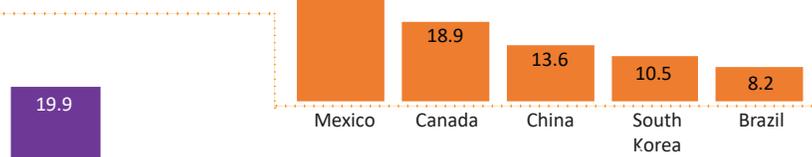


# International Trade

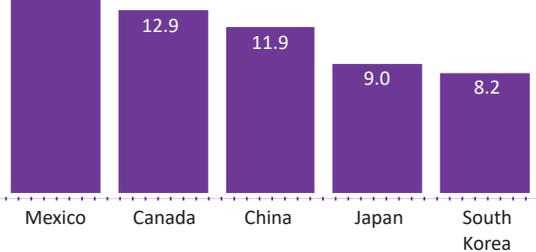
## Measuring the U.S. Economy



Top Country Exports for Texas  
(Value in billions)

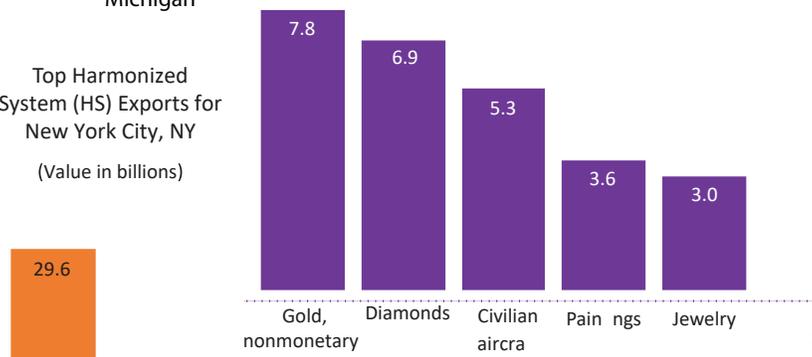


Top Country Exports for California  
(Value in billions)

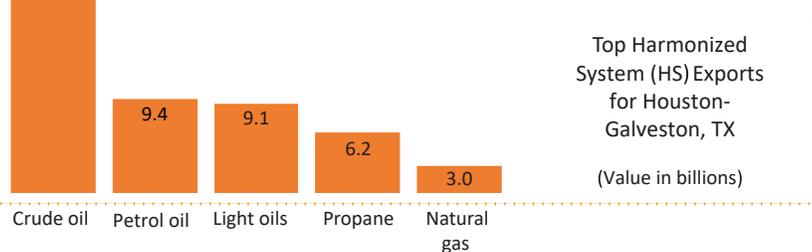


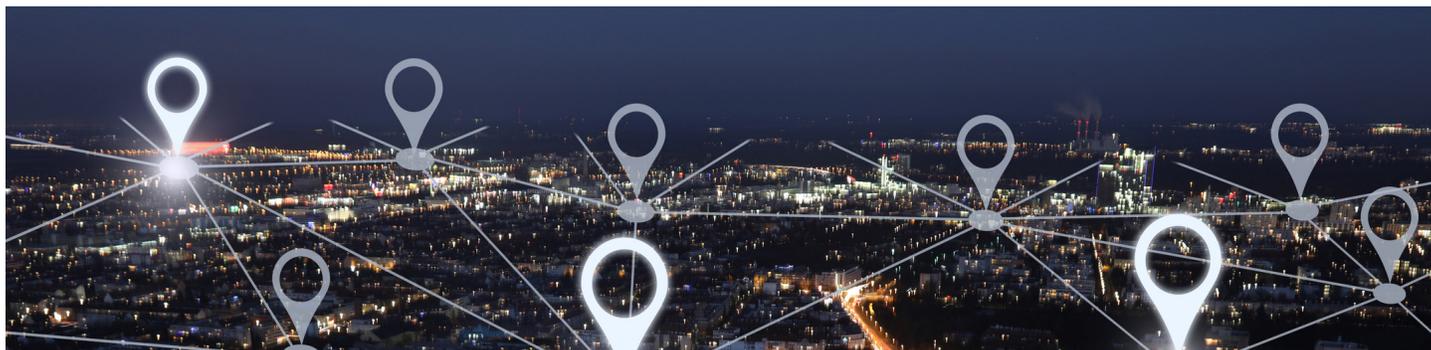
Trade data like these, and much more, is available at:  
**USA TRADE® ONLINE**  
Go to <https://ustrade.census.gov/> to sign up for your FREE account.

Top Harmonized System (HS) Exports for New York City, NY  
(Value in billions)



Top Harmonized System (HS) Exports for Houston-Galveston, TX  
(Value in billions)





# Census Business Builder



## Update on Census Business Builder 3.3 and the COVID-19 Data Hub

*By Andrew W. Hait, Economist, U.S. Census Bureau*

During the coronavirus pandemic, U.S. businesses have been forced to rethink their tried and true, well-established markets and look for new customers for the products and services they provide. International markets are now being considered as viable alternatives, and the import and export data the Census Bureau provides help drive these considerations. Finding, accessing, and using these data can often be challenging for users unfamiliar with Census Bureau data. To make using these data easier, the Census Bureau developed two intuitive data tools, [Census Business Builder: Small Business Edition \(CBB\)](#) and the [COVID-19 Data Hub](#) which provide access to selected data from these programs.

These tools have been recently updated, and this article outlines what's new in CBB version 3.3 and COVID-19 Data Hub version 2.0.

### **Census Business Builder (CBB) at a Glance**

CBB includes key demographic, socioeconomic, and housing data from the Census Bureau and consumer spending data from Esri. These data are shown at the state, county, city/town, ZIP code, and census tract levels.

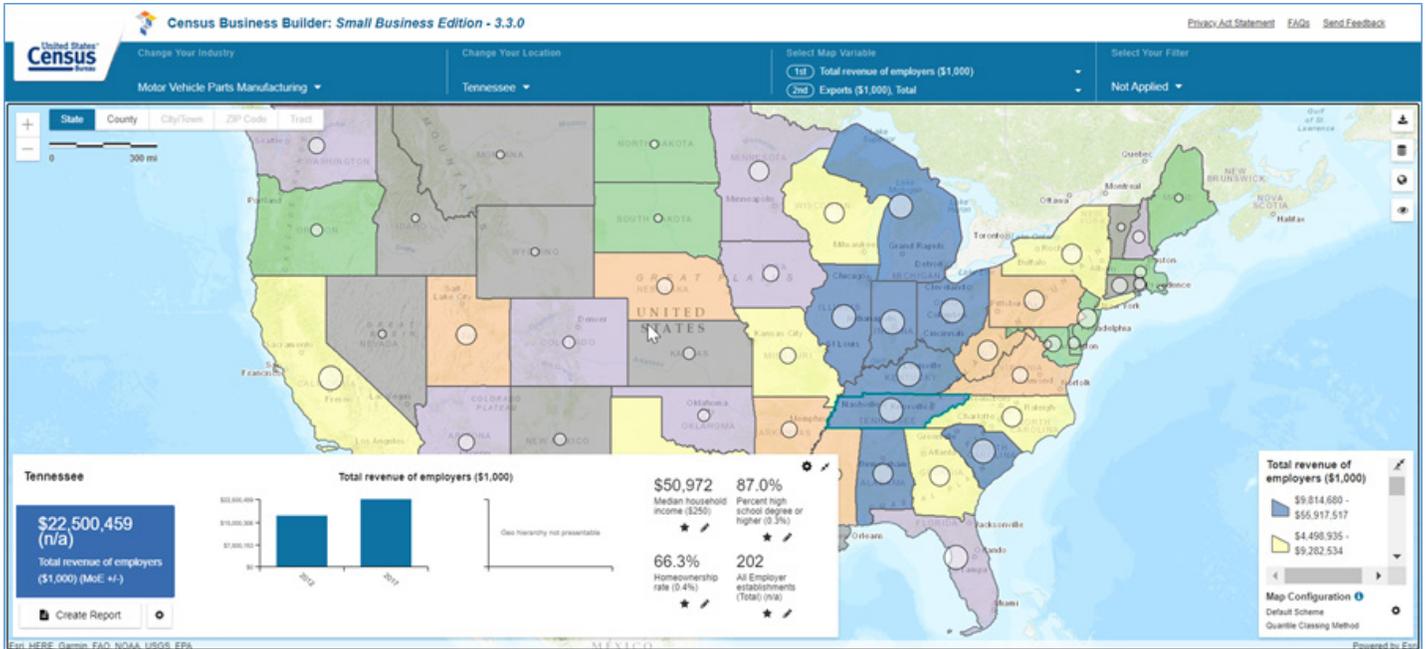
Information on the number of businesses, employment, payroll, and revenue are provided down to the ZIP code

level. CBB also includes data on imports and exports for selected agriculture, mining, and manufacturing products, as well as wages data from the U.S. Bureau of Labor Statistics' (BLS) [Quarterly Census of Employment and Wages](#). These data are shown in interactive maps and in reports that can be customized and downloaded.

### **What's New in Version 3.3?**

In addition to updated data shown in CBB, this release adds a new feature that allows users to view two data variables on the map at the same time—bivariate mapping. This feature allows users to more easily compare the two selected variables and identify potential opportunities.

For example, if a user wants to compare the total shipments of a North American Industry Classification System (NAICS) industry in a state, to the total exports of the same NAICS code, the user could select the value of industry shipments as variable #1 and the total exports as variable #2. Browsing the data, the user could then identify states where the shipments and exports data align and those where the data are quite different, leading to insights into the output and customers of this industry.



(Map showing total revenue and total exports for motor vehicle parts manufacturing by state.)

**The COVID-19 Data Hub At a Glance**

The COVID-19 Data Hub includes key demographic and business data from the Census Bureau, which are shown at the state and county levels.

These data include information from the four programs the Census Bureau created to help measure the actual impact of the pandemic on American households and businesses: the [Household Pulse survey](#), [Small Business Pulse survey](#), [Business Formation Statistics](#), and [Community Resilience Estimates](#). The data are shown in interactive dashboards and maps and can be downloaded and shared in the user’s own reports, dashboards, and Web sites.

**What’s New In Version 2.0?**

In addition to these data available from the Census Bureau, other U.S. federal agencies and private sector businesses and organizations have also been compiling data on the impacts of the pandemic. This update to the Hub adds a new dashboard that now provides access to 38 data sets across 19 different providers. Adding access to these data allows users to more easily compare the information across these programs. This can lead to better insights into the impact of the pandemic, and to better decision-making about policies that will strengthen our recovery.

**How Can I Learn More?**

For more information about CBB and our COVID-related resources, visit the [CBB Web site](#) and the [COVID Resource page](#). To help us shape future versions of CBB and the COVID-19 Data Hub, please use the “Send Feedback” links that appear in both tools to submit your comments.

If you have questions or need other assistance with CBB or the COVID-19 Data Hub, please contact me at 301-763-6747 or <[andrew.w.hait@census.gov](mailto:andrew.w.hait@census.gov)>.



## Grow Your Global Sales

### Support to Grow Your Global Sales

*By Stephen P. Maroon, Director of Marketing, Export Import Bank of the United States*

Many U.S. companies are not aware of the best kept secret within the federal government.

The Export-Import Bank of the United States (EXIM) has benefited thousands of U.S. businesses by enabling them to grow and sell their products and services internationally. EXIM, America's official export credit agency, empowers U.S. companies to compete and win more international sales. EXIM supports American jobs by providing competitive and necessary export credit to support U.S. sales to international buyers. When the private sector is unable or unwilling to provide financing, EXIM fills the financing gaps through its lender loan guarantee and insurance products. Private sector lenders are simultaneously EXIM's partners.

EXIM's Export Credit Insurance comforts exporters against their greatest fear—not being paid. If they aren't paid, there is very little recourse for U.S.-based companies to recoup the loss and the financial hit can often be significant. The insurance covers up to 95 percent of the sales invoice against commercial (e.g., bankruptcy) and political (e.g., currency freeze or war) nonpayment risks.

Companies can cover a single buyer, a few buyers, or their entire portfolio. This peace of mind will keep companies' focus where it belongs—on creating and selling “Made in USA” quality products and services.

Cash is king. But insisting on cash-in-advance is also a great way to give competitors an advantage. EXIM support also enables companies to extend open account credit terms to its customers (typically up to 180 days). Foreign buyers often press exporters for longer payment periods to improve their cash flow. This credit extension is more common outside the United States and buyers expect them. Thus, U.S. companies that are reluctant to extend credit may face the possibility of losing sales to their competitors.



## Success Story: EXIM Export Credit Insurance Helps Paint Manufacturer Expand Exports

DecoArt Inc., a small business in Stanford, Kentucky, manufactures a broad range of quality acrylic paints and specialty finishes for artists, crafters, and “do it yourself” home decorators. Internationally, the company sells to wholesale distributors that serve more than 70 countries. Since 1993, DecoArt has been using EXIM’s Export Credit Insurance to reduce the risk of nonpayment by foreign buyers and to offer its international customers open account credit terms required by buyers. Instead of requiring payment in advance, paying on credit terms has encouraged buyers to purchase goods in higher volumes.

EXIM has supported \$30 million of DecoArt’s export sales since 2015 and has enabled the company to create jobs and expand its workforce by 35 percent. DecoArt estimates that its international sales sustain more than 40 jobs in the company.

EXIM’s Working Capital Guarantee enables U.S. companies to access funds to fulfill their export orders. EXIM provides a 90 percent guarantee repayment to U.S. lenders (primarily commercial) on secured working capital loans made to qualified exporters. U.S. businesses can use the line of credit for labor, materials, inventory, etc. This guarantee can also be used on bid and performance bonds, freeing up exporters’ cash for other uses.

Learn more about how EXIM can support your company in competing and winning in the global marketplace! Contact Director of Marketing Stephen Maroon at <stephen.maroon@exim.gov>.



*“Since we began using EXIM’s Export Credit Insurance, our exports have grown to more than 22 percent of our business. Our EXIM policy provides the expertise and the security required by the banking community to finance our international sales growth, and it enables us to make sound financial decisions.”*

Kenneth Howell, DecoArt CFO

# International Trade Webinar Series in Spanish

[www.census.gov/data/academy/webinars/2020/spanish-webinar-series.html](http://www.census.gov/data/academy/webinars/2020/spanish-webinar-series.html)

We are pleased to offer five Spanish webinars on export information that will assist you in preparing your export transactions. The webinars will cover classifications, identification of new markets, reporting in ACE, regulatory training, and ACE Export Reports. The webinar descriptions are listed below. We look forward to you joining the webinars and learning more about the export process. All webinars are scheduled for 90 minutes starting at 2 p.m. EST. All webinars will be recorded and will be available at [www.census.gov/data/academy.html](http://www.census.gov/data/academy.html).

Nos complace ofrecer cinco cursos virtuales en español que proveen información de exportaciones que le ayudarán a prepararse para sus envíos al exterior. Estos cursos cubrirán clasificación de mercancía, identificación de nuevos mercados en el exterior, transmisión de la información de los embarques en ACE, entrenamiento en Regulaciones y los Reportes de Exportación en ACE. Aquí incluimos las descripciones de los cursos virtuales. Esperamos que pueda participar de los mismos y aprender sobre el proceso de exportación. Todos los cursos tienen una duración de 90 minutos y comienzan a las 2:00p.m. EST. Todos los webinars serán grabados y estarán disponibles en [www.census.gov/data/academy.html](http://www.census.gov/data/academy.html).

- **November 19, 2020:** How to Classify your Commodities/Schedule B Search and Global Market Finder | Cómo Clasificar sus Productos, Cómo Utilizar el Buscador de Schedule B y el Buscador del Mercado Global.
- **December 10, 2020:** ACE AESDirect Export Filings | Transmisiones en ACE AESDirect.
- **January 13-14, 2021 (2 parts):** Foreign Trade Regulations | FTR - Regulaciones de Comercio Exterior.
- **February 18, 2021:** Advanced ACE Export Reports | Seminario Web de Informes de Exportación Avanzados.

## ADDITIONAL WEBINAR IN SPANISH:

- February 4, 2021: COVID-19 Data Hub | Centro de Datos COVID-19.

\*Details will be available on Census Academy | Los detalles estarán disponibles en Census Academy.



## Contact Information

International Trade Helpline	
Global Reach blogs: <www.census.gov/newsroom/blogs/global-reach.html> 800-549-0595 (see menu options below)/*Secure fax: 301-763-8835 (all branches)	
<b>Assistance With the Automated Export System, Option 1</b> Monday–Friday 7:30 a.m.–6:00 p.m. (Eastern Time) Fax: 301-763-6638 E-mail: <askaes@census.gov>	<b>Assistance With Commodity Classification, Option 2</b> Monday–Friday 8:30 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4962 E-mail: <eid.scheduleb@census.gov>
<b>Assistance With Regulatory Guidelines, Option 3</b> Monday–Friday 7:00 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4610 E-mail: <emd.askregs@census.gov>	<b>Assistance With Information on Trade Data, Option 4</b> Monday–Friday 8:30 a.m.–5:00 p.m. (Eastern Time) Fax: 301-763-4962 E-mail: <eid.international.trade.data@census.gov>
<b>Assistance With Trade Outreach, Census Vetting, and Export Reports Authorization, Option 5</b> Monday–Friday 8:00 a.m.–6:00 p.m. (Eastern Time) Fax: 301-763-8835 E-mail: <exportreports@census.gov>	
<p>*The secure fax number is for confidential company information (i.e., data requests). Please include a cover sheet with the name and/or branch phone number to whom the fax should be delivered. The e-mail addresses below are not secure. Confidential company information should not be sent to these addresses.</p>	

AES Partnership Agencies	Web Sites
<b>U.S. Customs and Border Protection (CBP), Trade Enforcement and Facilitation</b>  For general questions: <ofc-export-cargo.cbp.dhs.gov> For vehicle questions: <cbpvehicleexports@cbp.dhs.gov>  David Garcia, Program Manager Outbound Enforcement and Policy Office of Field Operations <span style="float: right;">202-344-3277</span>	Export-Import Bank of the United States <www.exim.gov>  U.S. Department of Agriculture Foreign Agriculture Service <www.fas.usda.gov>  U.S. Department of Commerce Bureau of Industry and Security <www.bis.doc.gov>  International Trade Administration <www.export.gov> <www.trade.gov>  U.S. Census Bureau International Trade Management Division <www.census.gov/foreign-trade>  U.S. Department of Homeland Security U.S. Customs and Border Protection <www.cbp.gov>  U.S. Small Business Administration Office of International Trade <www.sba.gov/international>  Small Business Development Centers <www.sba.gov/sbdc>  U.S. State Department Directorate of Defense Trade Controls <www.pmdtdc.state.gov>  U.S. Treasury Department Office of Foreign Assets Control <www.treas.gov/offices/enforcement/ofac>
<b>Bureau of Industry and Security (BIS)</b>  Help Desk, Washington, DC <span style="float: right;">202-482-4811</span> Western Regional Office, <span style="float: right;">949-660-0144</span> Newport Beach, CA Western Regional Offices, San Jose, CA <span style="float: right;">408-998-8806</span>	
<b>Directorate of Defense Trade Controls, U.S. State Department, Washington, DC</b>  Response Team <span style="float: right;">202-663-1282</span> D-Trade Questions <span style="float: right;">202-663-2838</span>	