



October GO-Biz International Newsletter

Dear Economic Development Partner,

Our next Internationally-Focused EDO Call Will Take Place in November. Our CalBIS colleagues recently organized a series of regional EDO outreach calls. We recognize your time is limited so in lieu of an additional internationally-focused EDO call this month, we wanted to instead direct you to the resources our CalBIS colleagues shared on their call. Following are just a few highlights of those CalBIS program updates:

- [Opportunity Zones](#) are a means to attract new capital to be deployed into a community. They allow investors to defer, reduce, or eliminate taxes on their unrealized capital gains and can be utilized to fund a wide array of community supported projects. There are 879 qualified census tracts in California, in 57 of 58 counties.
- [Regions Rise Together](#) is a vision for inclusive economic development and sustainable land use and transportation planning across California regions, with a focus in 2019 on inland California. Four Joint Strategy Sessions were recently concluded across California and an announcement on further developments of this program will be made at the California Economic Summit hosted by CA Fwd in November.
- The California Competes Tax Credit (CCTC) application periods, credits available, and committee meeting dates for fiscal year 2019-2020 have been posted [here](#). The next application period will start on January 6, 2020 with \$75 million in tax credits available. Starting January 6, 2020 the online application can be accessed at www.calcompetes.ca.gov.
- The [Sales and Use Tax Exclusion for Manufacturers Program \(CAEAFTA\)](#) reached the 2019 Annual \$100 million statutory cap. Applications are no longer being accepted for 2019. We anticipate accepting new applications for the 2020 calendar year, so please check back for future application deadlines.

For any questions or to solicit additional detail, please contact Kaina Pereira, CalBIS Deputy Director at kaina.pereira@gobiz.ca.gov.

IMPORTANT ANNOUNCEMENTS

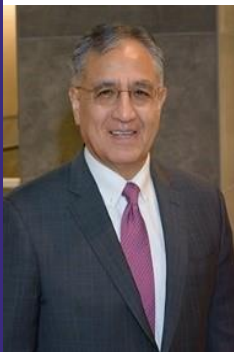
Following are international trade and investment efforts happening at the state level



Lt. Governor Leads Successful Trade, Environment and Diplomatic Mission to Mexico

From October 1-4, 2019 a delegation of California business and state agencies led by Lieutenant Governor Ambassador Eleni Kounalakis traveled to Mexico City for a mission to advance business, collaboration and partnership between California and Mexico. The delegation was made up of 20 private sector leaders from the agriculture, energy, and

clean-technology sectors, as well as approximately 20 representatives from an array of state agencies. **[READ MORE](#)**



California Announces the California Trade & Investment Representative for the Americas

The Governor's Office of Business and Economic Development welcomes Carlos Valderrama to the team as the new California Trade and Investment Representative for the Americas. Mr. Valderrama will work to promote trade and investment among businesses in California and the Americas, assist businesses looking to invest and/or export to and from the Americas, and support more robust two-way exchange in environmental protection, education and tourism — with the common goal of creating a sustainable, strategic, and mutually-beneficial partnerships. Carlos comes to his new position from the Los Angeles Chamber, where he was President of the Center for Global Trade and

Investment, responsible for developing and implementing programs to create employment and economic growth by fostering global trade and investment for the Los Angeles region. He is one of the founders of the Los Angeles Regional Export Council (LARExC). Carlos also spent over 15 years at a professional law firm heading up marketing and business development for their Latin America practice.

SelectUSA 2020 - planning underway!

June 1-3, 2020 in Washington, D.C.

EMAIL EMILY.DESAI@GOBIZ.CA.GOV TO REGISTER YOUR INTEREST

The SelectUSA Investment Summit is an annual event put on by the U.S. Department of Commerce aimed at connecting qualified foreign firms directly with U.S. economic development organizations to facilitate business investment and job creation.

We'd like to gauge interest from economic development partners and stakeholders that are considering attendance next year. This is not a binding commitment - it is intended to be used for general planning purposes only. Please email emily.desai@gobiz.ca.gov by November 1st to indicate your interest! Don't hesitate to reach out to us if you wish to talk further about your potential participation or ask any questions. California's presence at SELECT USA in 2019 received strong positive reviews from our Economic Development partners, and we are aiming to build on that success.

California on the world stage - GO-Biz Podcast

[CLICK HERE TO LISTEN TO THE PODCAST EPISODE](#)

California on the world stage! You've heard us say it more than a few times - California is the fifth largest economy in the world. We say that to show the scale of our opportunities and challenges in this state, but it also shows the level of impact we can have on the global economy and the level of impact the global economy can have on us. With that in mind, stay tuned as we unpack California on the international stage through a conversation with Lieutenant Governor Eleni Kounalakis and Lenny Mendonca and Bud Colligan of the Governor's Office of Business and Economic Development.

INBOUND & OUTBOUND TRADE PROMOTION OPPORTUNITIES FOR CALIFORNIA BUSINESSES

The following activities and trade leads provide a strong platform for California companies to engage in trade promotion! Please share these opportunities with businesses interested in expanding their sales markets!



CHINA INTERNATIONAL IMPORT EXPO (CIIE)

NOVEMBER 5-10, 2019 | SHANGHAI

Bay Area Council Mission - [READ MORE](#)

GlobalSF & City of Sacramento Mission - **READ MORE**

California businesses looking to showcase their products and services to the largest gathering of Chinese buyers won't want to miss the China International Import Expo (CIIE) in Shanghai from November 5-10, 2019. CIIE began last year as a national Chinese government initiative under Xi Jinping to increase imports to China's domestic market. It is the first multi-industry, import-dedicated exhibition in the world, providing new channels for countries and companies to do business and strengthen cooperation. This year, the Expo is expected to attract a whopping 400,000 Chinese buyers and 6,800 other overseas buyers and generate close to \$60 billion in transactions.

Several organizations in the state will be leading trade missions to China and will be participating at CIIE 2020. Take a look at their programming for opportunities to showcase your regions and for businesses to display their products and services!



ACCESS ASIA NOVEMBER 12-15, 2019 - [READ MORE](#)

Inland Empire | San Fernando Valley | Ventura | Fresno

Join us for this rare opportunity to meet with U.S. Foreign Service Officers from India, Indonesia, South Korea and Singapore as part of a week-long tour through the Central Valley and Inland areas of California. As part of the Access Asia program, visiting U.S.

Diplomats will be conducting briefings, roundtables, and private consultations with exporters seeking to expand or find new international sales opportunities. Limited seating is available at each site, so please register your interest soon!



SOUTH KOREA WINE TRADE MISSION
NOVEMBER 18-22, 2019 | SEOUL
[REGISTER TO JOIN](#)

The CalAsian Chamber of Commerce is leading a delegation of California wineries to Seoul, South Korea. This mission provides an opportunity for California wineries to meet pre-screened wine buyers and showcase your products to wine influencers in the market. [READ MORE](#)



CLEAN ENERGY AND ZERO EMISSION VEHICLE
TECHNOLOGIES TRADE MISSION TO MEXICO NOVEMBER
18-22, 2019 | MEXICO CITY & PUEBLA
EMAIL ROD.HIRSCH@TRADE.GOV TO JOIN

The United States Department of Commerce is organizing this trade mission to expand international business opportunities for U.S. exporters of clean energy products, services and technologies. This 4-day program will include matchmaking appointments; participation at a conference with government and industry speakers; roundtable discussions on energy, automotive and standards; automotive and wind power plant visits; and a networking reception organized by the U.S. Embassy. Participants will get the opportunity to connect with Mexican automakers (OEMs) such as Ford, FCA Group, Nissan, Audi, Volkswagen, tier 1 and 2 suppliers and potential partners, as well as federal, state and city government contacts.



STEP: ARAB HEALTH 2020
JANUARY 27-30, 2020 | DUBAI, UNITED ARAB EMERATES
EMAIL CINDY.MA@TRADE.GOV TO JOIN

UAE is among the top 25 export markets for California and creation of a world class healthcare infrastructure is top priority for the UAE government. As part of the California STEP program, the Sacramento CITD is organizing a California Pavilion at Arab Health 2020. California biomedical companies have the opportunity exhibit and meet potential customers, importers, and distributors of medical products.



SINGAPORE AIRSHOW 2020
February 11-16, 2020 – Singapore
[REGISTER TODAY](#)

The Singapore Airshow is Asia's largest aerospace and defense event! Every two years, high-level government and military delegations, as well as senior corporate executives around the world attend the Singapore Airshow to forge partnerships and seal deals in this region. As Asia's largest Airshow, this is the place to be for leading aerospace companies and budding players eager to make their mark in the international aerospace and defense market! Register to join the California Pavilion. For more information on the benefits of participating within our Pavilion, visit our [website](#) and contact Jason Sproule today!

Looking for more international opportunities?

Please visit the California Chamber of Commerce International events calendar!

[Link to website](#)