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International Affairs and Trade May 2023 Newsletter

Welcome to this month's newsletter from the International Affairs and Trade team at the California Governor's Office of Business and Economic Development (GO-Biz).

Special Announcements



GO-Biz International Affairs and Trade leads delegation to the 2023 SelectUSA Investment Summit.

The GO-Biz International Affairs and Trade led a delegation of California's economic development leaders to the [SelectUSA 2023 Investment Summit](#) in Washington D.C., the premier event for global business leaders to explore investment opportunities in the United States.

Our delegation had the pleasure of networking with investors from around the world to promote the advantages of doing business in California. The future of investment in California is bright!

Upcoming Events Organized or Supported by GO-Biz



Navigating Foreign Trade

*May 25, 2023
Lindsey House, Port of Stockton*

[Register for this event](#) by May 19, 2023

In partnership with the California Governor's Office of Business and Economic Development, the Port of Stockton is hosting a "Navigating Foreign Trade" event to celebrate World Trade Month. Join us at the historic Lindley House! Take advantage of morning educational sessions, a BBQ networking lunch, and informative panel discussions in the afternoon.

Please [see the event website](#) for further details.



California Water Technology Trade Mission to Mexico

*June 4-9, 2023
Tijuana, Baja California, Mexico
La Paz, Baja California Sur, Mexico
San Jose del Cabo, Baja California Sur, Mexico*

[Register your interest](#) in this event

The California Governor's Office of Business and Economic Development (GO-Biz) is leading an in-person water-focused trade mission to Tijuana, La Paz, and Los Cabos from June 4-9, 2023. California companies with a vested interest in water reuse and water infrastructure projects are invited to join the delegation to showcase cutting-edge technology that is currently needed for a series of infrastructure projects to be funded by the Mexican and U.S. governments. GO-Biz will work with the State of Baja CA, Baja California Sur, the U.S. Commercial Service, and TMA BlueTech to arrange a series of business meetings for California companies to meet with Mexican government officials and the Mexican private sector overseeing a series of infrastructure projects throughout Baja Norte and Baja Sur.

Please [see the event flyer](#) for further details.



Baja California Manufacturing Tour: Aerospace and Electronics Sectors

*June 11–13, 2023
Tijuana, Baja California, Mexico*

[Register for this event](#) by June 5, 2023

The United States–Mexico Chamber of Commerce – California Regional Chapter is leading a delegation of 20–25 California companies to Tijuana, Mexico for a tour of the aerospace and electronics sectors. Participants will develop business relationships and build B2B supplier–buyer business relationships in the identified sectors.

Funding opportunities for this event are available to eligible California small businesses via [California STEP](#).

Please [see the event website](#) for further details.



Infosecurity Europe

*June 20–22, 2023
London, England*

[Register your interest](#) in STEP support for this event

Infosecurity Europe brings the information security community together to cultivate a safer, more secure future by sharing information, harnessing relationships, and creating spaces for discussing trends and discovering new technology. Participants will receive updates on the latest cybersecurity threats, be exposed to new technology, and leave better informed to make strategic decisions for their organization.

Please [see the event website](#) for further details.



Green Expo & Aquatech Mexico

*September 5–7, 2023
Mexico City, Mexico*

[Register your interest](#) for this event

The Green Expo has 29 years of experience in supporting the environmental market and the development of clean, renewable, and energy efficiency in Mexico. Aquatech has taken place in Mexico for six years, and it is the largest exhibition for drinking water and wastewater technology. Participating companies have the opportunity to convene with industry leaders in the environmental sector, showcase their technologies and solutions, and develop potential

business opportunities.

The California Governor's Office of Business and Economic Development is considering organizing a state led delegation of California companies to exhibit under a California Pavilion at the Green Expo. If you're considering the Mexican CleanTech/Green Tech market for the export of your products and solutions, let us know by registering your interest so that we can follow up with details as this further develops.

For more information about the event, [click here](#).

Upcoming Events from Our Partners



Access Africa Now Webinar Series

International Trade Administration

February 8, 2023 – September 13, 2023
Virtual

[Register](#) for the remainder of the series

ITA's "Access Africa Now Webinar Series" is a monthly series of virtual events that will give U.S. companies insights into the entire continent of Africa and its many promising markets. Participation in this webinar series is encouraged because companies that successfully export to Africa always "know before they go" by gathering market intelligence and talking to others who have been there. This series of webinars will share business opportunities in Kenya, South Africa, Ghana, Nigeria, Tanzania, Mozambique, Angola, and Ethiopia. The presentations will include market information, as well as opportunities and challenges. Participants will meet on-the-ground U.S. Department of Commerce staff who can assist them in entering the sub-Saharan African markets. Participants will also hear the stories of other U.S. companies that have succeeded on the continent and will have an opportunity to ask questions to tie their experiences to their own company goals.

Please [see the event website](#) for further details.



World Trade Month: Export Compliance Sessions

U.S. Commercial Service

May 1–30, 2023
Virtual

[Register](#) for the remainder of the series

Join the U.S. Department of Commerce for a multi-part webinar series, featuring USG and private sector experts who will present on a multitude of export compliance topics. The webinar series will cover a diverse range of introductory topics, including a understanding which government agencies/regulations are relevant for your products, classifying your products, how to design an effective export management plan, export enforcement/site visits, considerations when exhibiting at trade shows, amongst others.

Please [see the event website](#) for further details.



Expansion Opportunities in the UAE: A Virtual Chat with the Ministry of Industry & Advanced Technology

U.S. Commercial Service, UAE Ministry of Industry and Advanced Technology

*May 16, 2023 | 7:00 – 8:00 AM PST
Virtual*

[Register for this event](#) by May 16, 2023

The U.S. Commercial Service and The UAE Ministry of Industry and Advanced Technology (MOIAT) are hosting a virtual discussion with the private sector to explore opportunities in the UAE. This webinar will explore ways of increasing U.S. goods and service exports to the UAE through the nation's government incentive programs such as Operation 300 billion – a \$300 billion allocation to support priority industrial sectors including manufacturing, infrastructure, tech, etc.

Please [see the event website](#) for further details.



Orange County World Trade Week Forum

District Export Council of Southern California

*May 17, 2023 | 5:00 – 8:30 PM PST
Irvine Marriott Hotel*

[Register for this event](#) by May 17, 2023

Get ready to ignite your export potential and boost your business growth at the 9th Annual Orange County World Trade Week Event! Featuring world-class keynote and plenary speakers, stimulating panel discussions, and top-notch business-to-business networking opportunities, this event is a must-attend for companies looking to tap into the international market. Connect with major trade organizations, international business groups and global resources in Southern California.

Please [see the event website](#) for further details.



Business Opportunities in Renewable Energy in El Salvador

U.S. Commercial Service

*May 18, 2023 | 10:00 AM – 11:00 AM PST
Virtual*

[Register for this event](#) by May 17, 2023

The U.S. Commercial Service in El Salvador is organizing a webinar to inform U.S. companies of the renewable energy projects currently under development by the Government of El Salvador in the short, medium, and long term. Learn about the renewable energy sector in El Salvador and potential opportunities with the Government of El Salvador in the short and medium-term in geothermal, wind, biogas, hydroelectric, and solar projects.

Please [see the event website](#) for further details.



Doing Business with Italian Ports: Venice & Chioggia

U.S. Commercial Service

*May 25, 2023 | 7:00 – 8:00 AM PST
Virtual*

[Register for this event](#) by May 25, 2023

This webinar will inform participants about the status of the Italian ports market, key target sectors, upcoming tenders and government investments, and developing trends. The Ports of Venice and Chioggia, Italy's two largest ports, will be highlighted.

Please [see the event website](#) for further details.



Business Opportunities in Canada and Mexico: Energy & Infrastructure

U.S. Commercial Service

*May 18, 2023 | 11:00 AM – 12:45 PM PST
Virtual*

[Register for this event](#) by May 17, 2023

The energy and infrastructure sectors are among the top export sectors for the United States with both Canada and Mexico and offer many opportunities for U.S. exporters. Learn about the top business opportunities for U.S. exporters in Canada and Mexico's energy and infrastructure sectors and some best practices for doing business in each market.

Please [see the event website](#) for further details.



Business Opportunities in Canada and Mexico: Aerospace, Defense and Security

U.S. Commercial Service

June 8, 2023 | 11:00 AM – 12:25 PM PST
Virtual

[Register for this event](#) by May 25, 2023

Learn about the top business opportunities for U.S. exporters in the aerospace, defense, and security sector in Canada and Mexico! The moderators will discuss key initiatives including the Quebec Aerospace Strategy and the rise of greener aviation in Canada. Participants will also learn how to approach the Mexican aerospace market, understanding the potential demand at main hubs around the country.

Please [see the event website](#) for further details.



Biotech Market Opportunities in Japan & Korea

U.S. Commercial Service

June 27, 2023 | 3:00 – 4:00 PM PST
Virtual

[Register for this event](#) by June 25, 2023

Join the U.S. Commercial Service to hear from lead biotech industry organizations from Japan and Korea to learn about opportunities and market entry strategies in both markets. The Japan Bioindustry Association (JBA) and KoreaBIO will share recent opportunities and their insights as to market entry! Learn how your company can take advantage of these opportunities as well as develop partnerships internationally via the services of U.S. Commercial Service.

Please [see the event website](#) for further details.



Global Diversity Trade Mission to Africa

International Trade Administration (ITA)

August 6–15, 2023
South Africa, Ghana, Nigeria

[Register for this event](#) by May 31, 2023.

The Global Diversity Export Initiative (GDEI) Trade Mission to Africa is focused on building commercial bridges between U.S.-owned or led businesses from underserved communities and business communities in South Africa, Ghana, and Nigeria. The mission will begin in Johannesburg, South Africa, where participants can have pre-arranged business-to-business meetings with potential partners and customers and be given market briefings from commercial officers and in-country trade experts from South Africa and surrounding countries. The next stop is Ghana in West Africa, where mission participants can have pre-arranged business-to-business meetings with potential partners and customers. After Ghana, mission participants have the option to proceed to an additional stop in Nigeria for two additional days, where they can have business-to-business meetings with potential partners and customers.

Please [see the ITA website](#) for more details.



Trade Mission to Canada and Mexico and Business Opportunities in the America's Conference

International Trade Administration (ITA)

*September 17–22, 2023
Washington D.C., Mexico, Canada*

[Register for this event](#) by June 30, 2023.

The United States Department of Commerce, International Trade Administration is organizing a trade mission to Canada and Mexico from September 17–22, 2023, that will include the Business Opportunities in the Americas Conference in Washington, DC on September 17–19, 2023. The United States, Canada, and Mexico share common interests in strengthening regional economic growth, prosperity and competitiveness, and understand that North American competitiveness underpins the future prosperity, and sustainability of all three countries. The combination of the Trade Americas conference and customized business-to-business matchmaking appointments in ONE or TWO cities with pre-screened potential buyers, agents, distributors, or joint venture partners will provide participants with strategies for expanding their business throughout Canada and/ or Mexico.

Please [see the event website](#) for more details.

Are you hosting an event that you would like to feature in this newsletter?

Please use our [Event Submission Form](#).

Spotlight on Innovation



Atomwise

Atomwise

Atomwise is a technology-enabled pharmaceutical company leveraging the power of artificial intelligence to revolutionize small molecule drug discovery. The Atomwise team invented the use of deep learning for structure-based drug design; this technology underpins Atomwise's best-in-class AI discovery engine, which is differentiated by its ability to find and optimize novel chemical matter.

Atomwise has extensively validated its discovery engine, delivering success in over 185 projects to-date including a wide-variety of protein types and numerous "hard-to-drug"

targets. Atomwise is building a wholly-owned pipeline of small-molecule drug candidates, with three programs in lead-optimization and over 30 programs in discovery.

The company has raised over \$174 million from leading venture capital firms to advance its mission to make better medicines, faster.

[Read the Atomwise website](#) for more information!

Training Opportunities & Informational Resources

Trade

[U.S. Commercial Service Global Diversity Export Initiative \(GDEI\)](#) // Following the conclusion of their “From Local to Global: Celebrating Diversity” event series with GO-Biz International, the U.S. Commercial Service has compiled this guide that provides an overview of the various federal, state, and local-level resources and funding opportunities available to help your organization grow globally.

[U.S. Department of Commerce New Country Commercial Guides](#) // Reports on market conditions, opportunities, regulations, and business customs prepared at U.S. Embassies worldwide by Commerce Department, State Department, and other U.S. agencies' professionals.

[Resources & Tools on the GO-Biz Website](#) // A variety of helpful resources can be found on the GO-Biz website. This includes previous newsletters, forms for event promotion and delegation visits, and video sets that aim to assist businesses that are initiating or expanding their export activities.

Investment

[Foreign Direct Investment in California, 2022 Report](#) // World Trade Center LA (WTCLA), in partnership with GO-Biz and Loyola Marymount University, has released the seventh annual report on FDI in California. See the report to learn more about FDI trends by source country, sector, and county.

[California Business Investment Guide](#) // Compiled by the Governor's Office for Business and Economic Development (GO-Biz), this guide is intended to help businesses and for-profit entities identify relevant new and existing state funding resources for recovery and success.

[California Competes Tax Credit \(CCTC\) & Grant Program \(CCGP\)](#) // These tax credits and grants are available to businesses regardless of size, industry, or location. Businesses must create a minimum of 500 new full-time jobs, invest a minimum of \$10M in facility construction/renovation, and/or create jobs or make investments in an area of high unemployment and/or high poverty in order to be eligible. The next application round will open on March 6, 2023. To learn more about how to draft a successful application, [register for the March 16th webinar](#).

[California Life Sciences Startup Resource Guide](#) // Startups are at their best when they have tools and infrastructure needed to develop the science & technologies of the future. Learn how California Life Sciences is giving emerging companies what they need to grow.

Grant & Funding Opportunities

Trade

[Western US Agricultural Trade Association \(WUSATA\) FundMatch Program](#) // California's membership in WUSATA allows qualified small food businesses the ability to expand international marketing budgets for a variety of activities. The FundMatch program supports up to 50 percent reimbursement of promotional expenditures related to trade shows, labeling, advertising, retail promotions, and much more. [Visit the WUSATA website](#) or [contact Josh Eddy](#) to learn more.

Other Resources from Our Partners

Click [here](#) for a list of our state and federal export assistance partners available by region.
Select any of the icons below to access that resource.

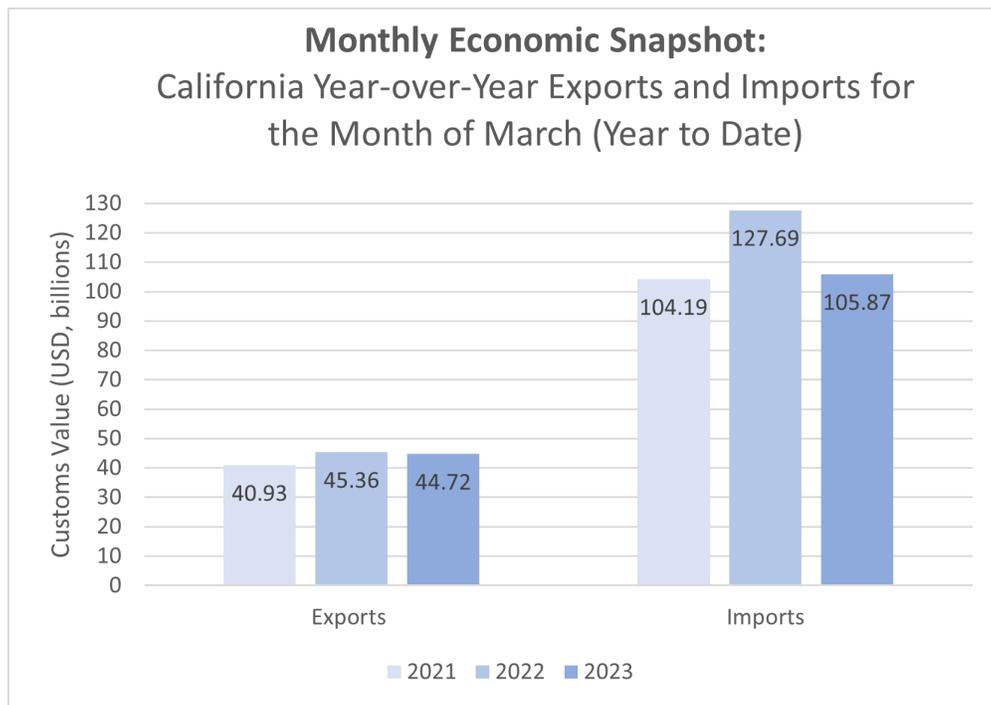


California's International Trade by the Numbers

This information was compiled using the most recent trade data from the [U.S. Census Bureau](#) and the [California Trade Report](#) from Beacon Economics.

Fast Facts: March 2023

- ~ California's top three export destinations were Mexico, Canada, China.
- ~ California's top three import markets were China, Mexico, and Japan.
- ~ "Storm-battered March presented unique challenges to California's exporters, many of them logistical in nature," said Jock O'Connell, Beacon Economics' International Trade Adviser.



Do you have a California small business success story to share on our website, or in a future newsletter? If so, please share your success story for consideration:

Visit the [International Businesses in California success stories page](#) to see testimonials from foreign firms who have invested in California.

[Share an international business success story](#)

California Small Business Export Success Stories

Hundreds of California small businesses have successfully utilized the State Trade Expansion Program (STEP) to initiate or expand their export activities. Visit the link below to learn more!

Visit the [STEP success stories page](#) to see testimonials from California small businesses.

Do you have an international business success story to share on our website? If so, please share your success story for consideration:

Share a California small business export success story

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