

The Greater China Office of the City of Sacramento is leading a business delegation to China to establish strategic partnerships in clean energy and manufacturing and to promote foreign direct investment in the state. The mission is intended to increase foreign investment in the clean energy manufacturing sector, with a special focus on electric vehicle charging equipment.

Please [contact Sarah Stewart](#) for more information.

Are you hosting an event that you would like to feature in this newsletter?
Please use our [Event Submission Form](#).

GO-Biz at Upcoming Events



FIDAE Airshow

*April 9-14, 2024
Santiago, Chile*

Event Contact: diana.dominguez@gobiz.ca.gov

GO-Biz will host California small businesses joining the California Pavilion at the 2024 FIDAE Airshow. Businesses attending the Airshow will utilize STEP funds awarded by GO-Biz. The event will cover civil and commercial aviation, defense, airport equipment and services, homeland security, aircraft maintenance, space technology, RPAS/UAV, and cybersecurity. FIDAE provides significant sales opportunities for California businesses seeking to enter the Chilean aerospace and defense market.

2024 STATE OF LATINO ENTREPRENEURSHIP SUMMIT



2024 State of Latino Entrepreneurship Summit

*March 27, 2024
Palo Alto, California*

Event Contact: odet.ford@gobiz.ca.gov
Panel Location: CEMEX Auditorium

GO-Biz will attend the 9th Annual State of Latino Entrepreneurship (SOLE) Summit, held at the Stanford Graduate School of Business. Odet Ford, the manager of Immigrant Integration Initiatives, will speak on the "Fueling Economic Growth: Investing in Immigrant Entrepreneurship" panel at the SOLE Forum. The panel will examine the significant role that immigrant entrepreneurs play in driving economic expansion.

Spotlight on Innovation



The Cal Poly Center for Innovation and Entrepreneurship (CIE) has a two-year intensive Incubator Program that supports early-stage companies looking to become scalable, high-growth businesses. The Cal Poly CIE Incubator program focuses on technology and innovation and is the ideal soft-landing for startups seeking to enter or expand into the U.S. market. If you are an early-stage startup looking to scale, apply for the two-year Incubator program. This program can help tech-driven businesses grow faster with specialized resources for startups in the aerospace, agtech, medtech and cleantech industries. Applicants must have at least one full-time employee to qualify.

To apply or to learn more about the program, please [visit the CIE Incubator website](#). You can also find CIE on [X](#), [Facebook](#), [Instagram](#), and [LinkedIn](#).

GO-Biz Success Story



GO-Biz is excited to announce that Marin County, a recipient of the Local Immigrant Integration and Inclusion Grant (LIIG), was recognized with the "Program of the Year" award by the California Public Defenders Association. This award is in recognition of the Marin County Department of Motor Vehicles (DMV) Liaison Program's innovative efforts to streamline DMV services for immigrant populations residing in the county.

For further details please [visit the Marin County website](#).

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 here](#) for consideration.

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 resources and funding opportunities available to help businesses grow globally.

[U.S. Department of Commerce 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. agency professionals.

[Resources & Tools on the GO-Biz Website](#)

A variety of helpful resources can be found on the GO-Biz website. These include 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, 2023 Report](#)

World Trade Center LA (WTCLA), in partnership with GO-Biz and Loyola Marymount University has released its eighth 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.

Grant & Funding Opportunities

Trade

[State Trade Expansion Program \(STEP\)](#)

The Governor’s Office of Business and Economic Development (GO-Biz) administers the STEP grant program, which seeks to increase the number of small business exporters and increase the volume of goods and services they export. STEP helps small businesses to begin exporting or grow their existing export sales by providing reimbursable [Export Vouchers](#) and

implementing [STEP Events](#), which include organizing state pavilions at international trade shows and trade missions. [Visit the STEP website](#) or [contact Mariana Guevara](#) to learn more.

[Western U.S. 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.

Investment

[California Competes Tax Credit \(CCTC\)](#)

Tax credits are available to California 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 current application period will be open until March 18, 2024.

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.

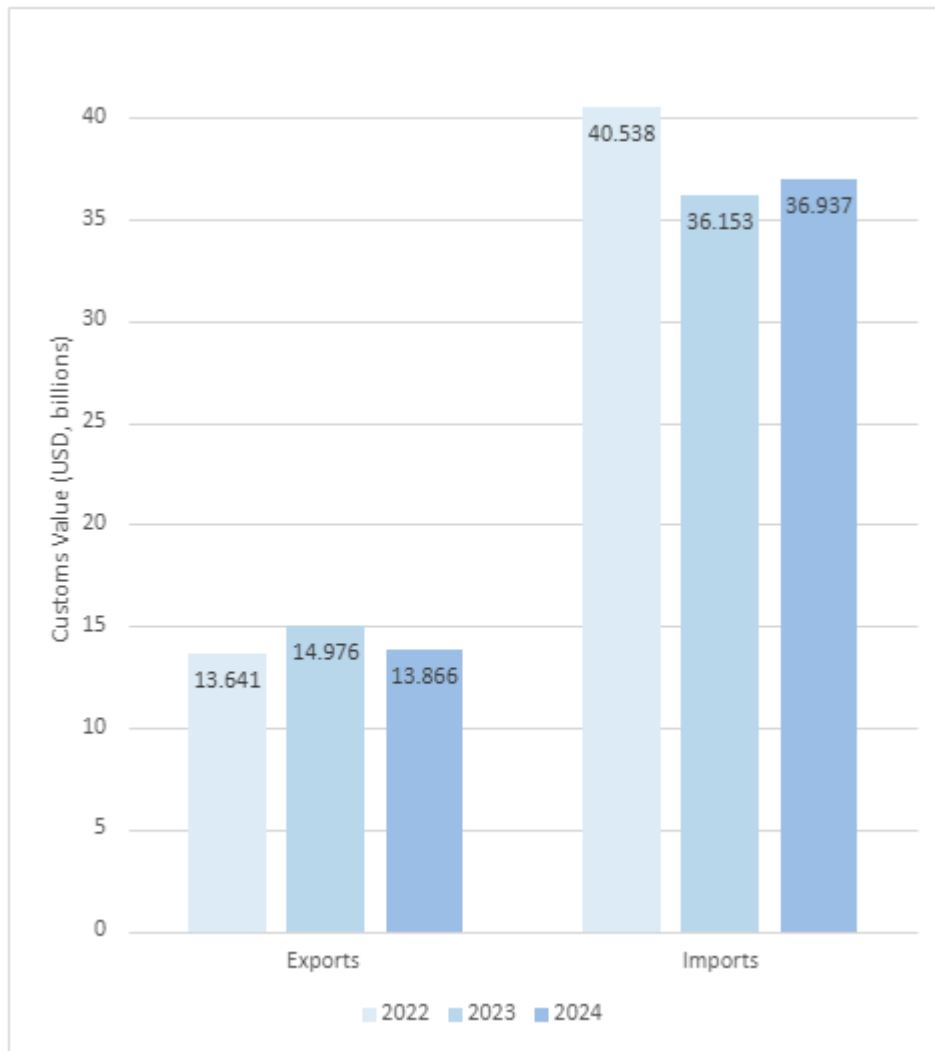


California's International Trade by the Numbers

This information was compiled using the most recent trade data from the U.S. Census Bureau.

Fast Facts: January 2024

- California's top three export destinations in January were Mexico, Canada, and China.
- California's top three import markets in January were China, Mexico, and Taiwan.
- California's January 2024 exports decreased by 7.4 percent compared to January 2023 and increased by 1.7 percent compared to January 2022.
- California's January 2024 imports increased by 2.2 percent compared to January 2023 and decreased by 8.9 percent compared to January 2022.
- The changes in imports and export volumes over the past two years are consistent with statewide and nationwide year-over-year trade patterns.



Visit the [International Businesses in California](#) page to learn more about the success stories of foreign businesses that have expanded to California.a.

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

[Share an international business success story](#)

Click [here](#) to subscribe to this newsletter
Send questions or feedback to international@gobiz.ca.gov

Contact the GO-Biz Service Desk



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