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CALIFORNIA

BUSINESS AND ECONOMIC DEVELOPMENT

International Affairs and Trade March 2025 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 Contracting Opportunities



GO-Biz is launching multiple requests for proposals to provide small businesses with matchmaking, market entry, and industry export training support. Upcoming opportunities include:

- [Clean Technology in the Nordics Export Training](#) (applications due Mar. 24, 2025)
- [Agriculture Technology in South Africa Market Expansion Export Training](#) (applications due Mar. 24, 2025)
- [Healthcare Technology in Southeast Asia Export Training](#) (applications due Mar. 28, 2025)

Round 3 of the Export Voucher Program is now open with an Extended Timeframe!



California small businesses can now apply for up to 75 percent reimbursement of [eligible export promotion expenses](#) for **activities occurring between April 1 and August 31, 2025.**

Applications are due before the activity concludes and by **May 30, 2025.** Apply today and take your business global with the help of the Export Voucher Program!

Please see the [STEP website](#) or contact STEP@gobiz.ca.gov for more information.

Apply Now

Join us at events organized or supported by GO-Biz



Global Energy Show Canada

*June 10-12, 2025
Calgary, Canada*

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

GO-Biz will host a California Pavilion at the 2025 edition of Global Energy Show Canada. GO-Biz invites California businesses interested in the Canadian energy market to join our pavilion to showcase their innovative solutions! [Apply today](#) as space is limited.

Global Energy Show Canada is North America's leading B2B energy exhibition and conference bringing technology, innovation, and the transfer of knowledge under one roof. Hosting five halls of exhibition space, two conferences, and an awards gala, Global Energy Show Canada fosters innovation, leadership, and synergy between all energy verticals within three fully-packed days.

Please see the [event flyer](#) for more information.



Paris Air Show

June 15-20, 2025

Paris, France

Event Contact: Patricia.Utterback@gobiz.ca.gov

GO-Biz will host 14 companies in its California Pavilion at the 2025 edition of Paris Air Show. GO-Biz invites California businesses interested in the global aerospace market to join our pavilion to showcase your achievements as well as the potential of your innovations. [Apply today](#) as space is limited.

For over a century, the Paris Air Show has been the premier meeting place for the global aerospace industry. From intrepid pioneers to cutting-edge technologies, this show is where innovation takes flight and the future of aerospace is shaped.

Please see the [event flyer](#) for more information.



Thailand Medical Fair

September 9-12, 2025

Bangkok, Thailand

Event Contact: Patricia.Utterback@gobiz.ca.gov

GO-Biz will host five companies in its California Pavilion at Thailand Medical Fair. GO-Biz invites California medical and healthcare technology exporters to join our pavilion to showcase their innovations for the future. [Apply today!](#)

Medical Fair Thailand alternates with Medical Fair Asia in Singapore, creating a dynamic event cycle serving the regional medical and healthcare industry. Over the years, these exhibitions have become Asia's leading international platforms for the sector. Medical Fair Thailand features a comprehensive showcase of equipment and supplies across the hospital, diagnostic, pharmaceutical, medical, and rehabilitation sectors.

Please see the [event flyer](#) for more information.

GO-Biz is active in a wide range of events! Follow our [LinkedIn page](#) for highlights and visit our [events page](#) to see where you can find us next.

Upcoming Events from Our Partners



SelectUSA Upcoming Events

Various Dates

Various Locations

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



Southern Caribbean Energy Corridor Webinar: Suriname

March 12, 2025

Virtual

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



Selling on International E-Marketplaces

March 20, 2025

City of Industry, California

Please see the [event flyer](#) for more information.



Incubadora de Exportación de World Trade Connect

March 20, 2025

Virtual

Please see the [registration link](#) for more information.



2025 ANTAD Trade Show

March 25-27, 2025

Guadalajara, Jalisco, Mexico

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



Southern Caribbean Energy Corridor Webinar: Guyana

April 16, 2025

Virtual

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



Export Essentials Workshop

May 6-7, 2025

Sacramento, California

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



Defense Exhibition Athens

May 6-8, 2025

Athens, Greece

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



Southern Caribbean Energy Corridor Webinar: Trinidad and Tobago

May 7, 2025

Virtual

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



Visit California's Mexico Reverse Mission

May 12-16, 2025

Oakland, California

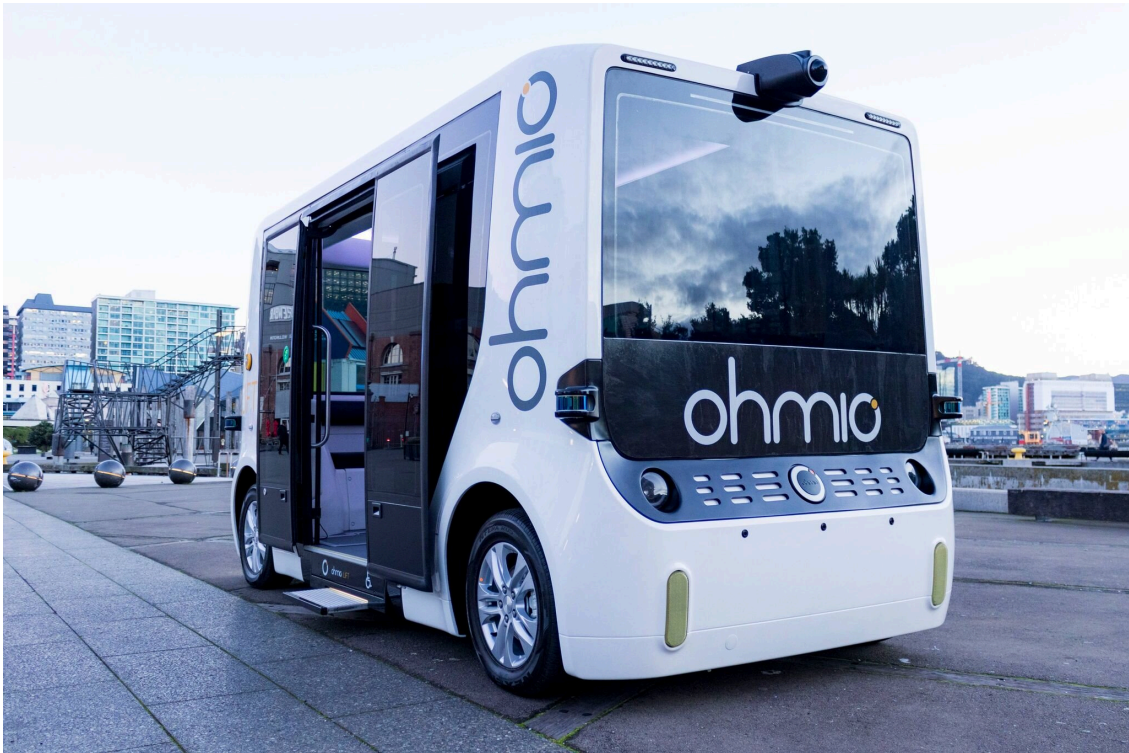
Please see the [event website](#) for more information.

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

Please use our [Event Submission Form](#)

California Success Story

Autonomous Vehicle Company Ohmio Opens Facility in Riverside



On March 12, 2025, New Zealand company Ohmio will officially open their new facility in Riverside. Ohmio's shuttles will be the first end-to-end, all-electric autonomous shuttles manufactured from the ground up in the United States. Ohmio first connected with representatives from Riverside at the 2023 SelectUSA Investment Summit and announced later that year that they were moving their R&D, manufacturing, testing, and global

headquarters from New Zealand to California. They will manufacture an estimated 550-750 shuttles in the first five years, generating \$1.65 to \$2.25 million in local sales tax revenue.

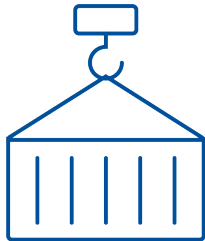
Learn More About The Following Resources

Training Opportunities & Informational Resources - Trade



[Export Training Program](#)

GO-Biz has awarded over \$1 million in funding to eight California organizations to develop and implement export training programs tailored to new-to-export businesses. The STEP website has information about awardees and their free-of-cost programs to help organizations discover which program is right for them.



[California Exporting Guide by the Export-Import Bank of the United States](#)

To provide support for California exporters, EXIM created a California Exporting Guide that outlines key export facts, tools, and opportunities.



[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 the 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 videos to assist businesses that are initiating or expanding their export activities.

Training Opportunities & Informational Resources - Investment



[Foreign Direct Investment in California, 2024 Report](#)

World Trade Center LA (WTCLA), in partnership with GO-Biz and Loyola Marymount University, has released its ninth annual report on FDI in California. See the report to learn more about FDI trends by source country, sector, and county.



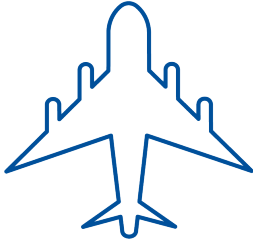
[California Business Investment Guide](#)

Compiled by 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 \(STEP\)](#)

GO-Biz administers the STEP grant program, which seeks to expand 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 executing [STEP Events](#), which include organizing state pavilions at international trade shows and trade missions. Visit the [STEP website](#) or [contact STEP Director Mariana Guevara](#) to learn more.



[Western U.S. Agricultural Trade Association \(WUSATA\) FundMatch Program](#)

California's membership in WUSATA allows eligible small businesses in the food and ag sector 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.

Grant & Funding Opportunities - 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 to be eligible. The next application window has not yet been announced. Please visit the [CCTC website](#) for more information.

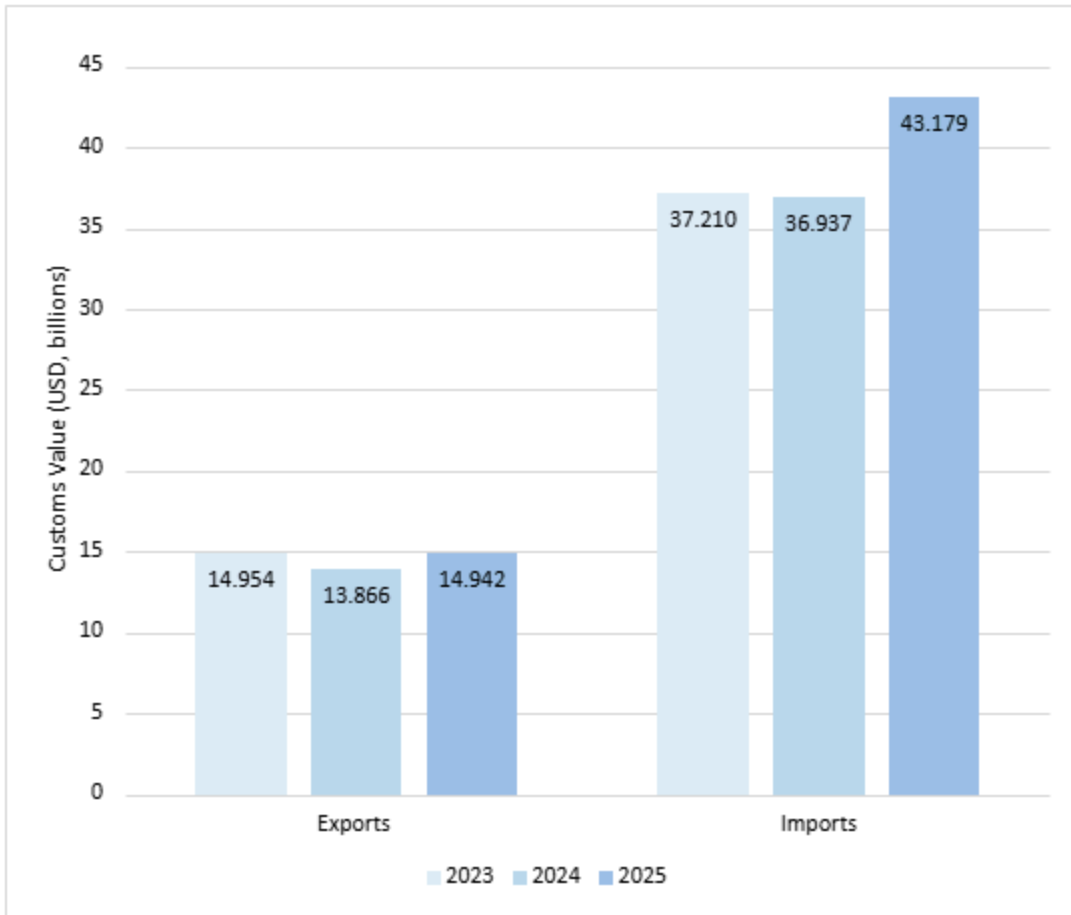
California's International Trade by the Numbers

This information reflects the most recent trade data from the U.S. Census Bureau.

Fast Facts: January 2025

- California's top three export destinations were Mexico, Canada, and Japan.
- California's top three import markets were China, Mexico, and Taiwan.

- California's monthly exports in January 2025 increased by 7.8 percent compared to 2024 but decreased by 0.1 percent compared to 2023.
- California's monthly imports in January 2025 increased by 16.9 percent compared to 2024 and 16.0 percent compared to 2023.



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

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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