GLOBAL TRADE & FOREIGN INVESTMENT

KEY OBJECTIVES

- Increase community awareness about the benefits of foreign trade and investment
- Provide business consultation and education to give executives the necessary international skills to successfully negotiate contracts, protect their intellectual property and obtain payment for products sold and services rendered
- Collaborate with trade agencies to promote free and fair trade and promote direct foreign investment at the World Trade Organization, World Economic Forum and Asia Pacific Economic Cooperation (APEC) to strengthen protection and enforcement of IP rights in the signatory countries
- Improve local goods movement and logistical networks

The Center for Global Trade & Foreign Investment at the Los Angeles Area Chamber of Commerce is widely recognized for its practical experience in developing, managing and implementing global trade and investment programs and strategies. Designed to advance global trade in the region, our programs and initiatives focus on export promotion, as well as the attraction, retention and expansion of foreign direct investment.

The Greater Los Angeles region, including the counties of L.A., Orange, Riverside, San Bernardino and Ventura, is one of the most vibrant economies in the world. The region’s ports, airports, exemplary educational institutions, diversified economy and industrial base continue to be a powerful magnet for global traders and investors. It is the trade hub between the United States and global markets with more than $400 billion in yearly exports and imports.

PROGRAMS & INITIATIVES

Global Initiatives Council
The Chamber’s Global Initiatives Council helps set the Chamber's trade policy agenda and advocates for stronger commercial and industrial ties with business counterparts in other countries, cities, chambers of commerce and industrial trade organizations. The council works to create employment opportunities throughout Southern California by increasing imports, exports and foreign investment for companies of all sizes and for the communities in which they conduct business. The council meets bi-monthly.

Roundtable Discussions
These intimate discussions with ambassadors, trade ministers and high-level officials are held throughout the year and focus on trade issues and bilateral business opportunities.

World Trade Week
The annual World Trade Week celebrates international trade activities during the month of May and has been the largest trade-focused event in the region since 1926. The Chamber holds the annual World Trade Week Kickoff Breakfast — attracting more than 800 executives, consul generals, elected officials and business leaders — to launch more than 30 trade events highlighting the importance of international trade and investment to our region.

Country & Trade Briefings
These briefings connect local businesses with import/export representatives, trade consuls and diplomats while providing exposure to new market opportunities.

Diplomatic & Commercial Officers Group
This initiative is designed specifically for diplomatic members of the consular corps and foreign trade offices in Southern California. The program develops private, customized programming to provide diplomats with access to leaders in key industry sectors to strengthen their international trade strategies and maximize their professional networks in the region. To date, more than 45 offices participate as members.

Business Matchmaking and Trade Missions
The Chamber provides a pathway for small to medium-sized firms to attend international industrial and commercial trade shows. This program also provides matchmaking meetings between foreign executives and local companies.

2020 Global Initiatives Council Leadership

Chair
Nicole Simonian
Partner, Crowell & Moring LLP

Vice Chair
International Trade Policy
Brian Peck
Director, Transnational Law & Business Center, USC Gould School of Law

Chair
Diplomatic & Commercial Officers Group
Amb. Marcia Loureiro
Consul General, Consulate General of Brazil in Los Angeles

Vice Chair
Diplomatic & Commercial Officers Group
Juan Luis Gimeno
Trade Commissioner, Ministry of Economy of Spain (ICEX)

2020 World Trade Week Committee Leadership

Chair
Cindy Allen
VP, Regulatory Affairs and Compliance, FedEx Logistics

Vice Chair
Mark Thorpe
CEO, Ontario International Airport
Patrick Schaefer, Senior Vice President
Leads the Chamber’s Center for Global Trade & Foreign Investment, developing and implementing global affairs and trade initiatives, in the form of seminars, events, workshops and foreign trade missions. Schaefer has extensive international and trade sector experience. He is licensed to practice law in the states of New York and New Mexico and is an active member of the Pacific Council on International Policy and the Aspen Institute’s Socrates program. To contact Schaefer, email pschaefer@lchamber.com.

Jasmin Sakai-Gonzalez, Director
Oversees international trade projects that work to advance global trade in the region and help local businesses build international relationships. She serves as liaison between foreign diplomats, trade organizations and key partners, including government and business agencies at the local, state and federal level. To contact Sakai-Gonzalez, email jgonzalez@lchamber.com.

Janice Atmadja, Coordinator
Coordinates logistics for the Center’s meetings and events, and handles the issuance of export documentation certificates as well as letters of delegation visit support. She also assists in the data analysis and research publication efforts of the Center. To contact Atmadja, email jatmadja@lchamber.com.

EXPORT DOCUMENTATION SERVICES
The Chamber makes it quick and easy for companies to meet their export documentation needs and to comply with customs regulations. Chamber members receive discounts on services. The Chamber offers both walk-in services and an innovative online program, where exporters and freight forwarders have a seamless and streamlined electronic solution.

Certificates of Free Sale
The Chamber will issue Certificates of Free Sale for products legally sold in the U.S. for California companies. These documents provide evidence that goods are legally sold or distributed in the U.S. open market, freely without restriction, and approved by the regulatory authorities in the U.S.

Certificates of Good Manufacturing Practices
Exports can require a Certificate of Good Manufacturing Practices (GMP) to support a company’s claim of following good manufacturing practice guidelines and quality assurance, or a Certificate of Good Standing to verify that a company has met its statutory requirements and is authorized to do business.

Certificates of Origin
These documents verify the origin of goods being exported and are required by certain foreign countries when determining what duty will be assessed on goods or, in some cases, whether goods can be legally imported at all.

AFFILIATE PROGRAMS
Export-Import Bank of the United States (EXIM) Alliance
The Chamber is proud to be a member of the Export-Import Bank of the United States (EXIM) Alliance, a network of community, business and government entities that help educate the public about the EXIM mission and create opportunities to increase sales for export-ready U.S. businesses in new markets. Through the Alliance Program, EXIM is also helping to level the playing field by connecting organizations and their members with the tools needed to compete in the global marketplace.

PUBLICATIONS

- **Inside Global Trade e-Newsletter**
  This free, monthly electronic publication features important international topics and events in Southern California and around the world.

- **Trade Intelligence Brief**
  This monthly brief includes current trade news from around the world and is an exclusive benefit for Global Initiatives Council members only.

- **World Trade Week Info Guide**
  A complete guide to Southern California international trade organizations, consulate general listings and other useful, up-to-date resources.

- **World Trade Week Career Guide**
  A comprehensive resource for international trade career pathways.

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“...Consider Los Angeles and your extraordinary position as the location where some of the trade of the world comes into America. The one thing that is for sure — protectionism is a cul-de-sac. And the more we strengthen trading links, and the more there is commercial intercourse between nations, the likely we are to see prosperity.