Wednesday, October 17, 2012

9 a.m. Registration & Networking
9:30 – 10:30 a.m. Program

MEETING AGENDA

I. Welcome Remarks
   Jim Maclellan
   Director of Trade Services
   Port of Los Angeles

II. California: Reaching Out to Global Markets
    Paul Oliva
    Deputy Director of International Affairs and Business Development
    California Governor's Office of Business & Economic & Development

III. Questions & Answers

Adjourn.

Next meeting: Wednesday, Nov. 21
9-10:30 a.m.
Guest Speaker:
Dr. Ira Kalish, Deloitte
Paul V. Oliva • DEPUTY DIRECTOR, INTERNATIONAL AFFAIRS AND BUSINESS DEVELOPMENT

Paul Oliva is the deputy director in charge of international affairs and business development for the Governor’s Office of Business and Economic Development (GO-Biz). GO-Biz is the lead state entity for economic strategy and marketing of California on issues relating to business development, private sector investment, economic growth and international trade and investment.

Appointed to the new position in September 2012 by Governor Edmund G. Brown, Jr., Oliva is responsible for promoting California as a destination for international investment and as an international source of the world’s greatest goods and services. Oliva’s office will work with private sector partners to establish a California business development office in Shanghai -- the state’s first foreign office in nearly a decade -- and will identify opportunities to ensure California’s infrastructure and business climate are globally competitive.

Oliva came to the position after running Oliva Global Communications, which he founded in San Francisco in 2005. While at Oliva Global, he was a principal author of the state’s 2007 international business development strategy, and spearheaded California’s bid to host the annual Asia Pacific Economic Cooperation forum (APEC), which in 2011 brought the largest set of diplomatic meetings to California since the 1945 signing of the United Nations Charter.

He was director for global corporate relations at Visa International from 2000 to 2005, and was a founder and executive director of the Bay Area Council’s international trade development alliance from 1995 to 2000. Previously he served as the Senior Policy Analyst for the California State World Trade Commission and the California Trade and Commerce Agency.

An avid sailor, Oliva is a waterfront columnist for the San Francisco Chronicle and is a certified sailing instructor.

Education: MA, International Affairs, School of Advanced International Studies (Johns Hopkins University), BA cum laude, International Studies (University of the Pacific). Oliva speaks German and Italian.

Board positions: Member and past chair, Northern California District Export Council (appointed by U.S. Secretary of Commerce); member and past chair, University of the Pacific School of International Studies Advisory Council; commodore and past chair, South Beach Yacht Club.

(916) 322-0694 • Business.ca.gov • 1400 10th Street 2nd Floor, Sacramento, California 95814