Dear friends,

It was such a pleasure to have met many of you at last week’s Global Initiatives Council session. As the new Senior Vice President of the Center for Global Trade and Foreign Investment at the Los Angeles Area Chamber of Commerce, I would like to express again with this letter my most sincere interest in collaborating with you to support your efforts as we work together to strengthen our communities as well as our businesses by furthering the international position and influence of our region.

Such collaboration and community engagement are long-standing characteristics of my personal and professional career. For the last two decades, I have steadfastly committed my efforts toward the facilitation of international trade and foreign investment by working with both local and international constituencies alike to produce and disseminate a series of practical market analysis and mapping tools. These tools have sought to provide greater clarity and certainty across a variety of key industry sectors regarding the regulatory structures and quantitative valuations which govern the inter-pacific, transatlantic, and North American markets.

The idea for this work originated from an observation that though the world is increasingly more connected than ever, divisions in understanding, knowledge and perspective still prevail and thereby present challenges to the expansion of market opportunities and international trade. By creating shared analysis of the regulatory structures and valuations of key sectors across countries, businesses, governments and communities, we can have more information and make informed decisions regarding investment and the deployment of capital. In this way, by creating international market analysis and mapping tools from the perspective of our region, our team at the Center for Global Trade and Foreign Investment, and at the Chamber, can not only be of practical service and value to our businesses and communities, but also build on our international leadership role.

To achieve this vision, we intend to cultivate a specialized team of experienced professionals, to create market analysis products that map and explain the Los Angeles region to our international partners while simultaneously sharing the importance and opportunities that these partnerships represent for our region, its businesses and many diverse communities. In order to accomplish this goal, our team welcomes and values your input, which will ensure our work will be as responsive and relevant as possible.

To begin this process of determining your interests and priorities, I would like to share with you this survey. Your participation and feedback here would be of significant value.

In closing, I would like to reiterate our commitment to working with you and supporting your efforts as we continue to strengthen our businesses and communities by furthering the leadership that the Los Angeles region exercises at the international level.

Warmest regards,

Patrick Schaefer
Senior Vice President, Center for Global Trade and Foreign Investment
Los Angeles Area Chamber of Commerce