



Pictured left to right: Max Oltersdorf, Emily Desai, Diana Dominguez, Maria Onorato, Bud Colligan

## **MEET OUR NEW GO-BIZ INTERNATIONAL AFFAIRS AND TRADE TEAM!**

**We are increasing our international capability!** In the last three months, GO-Biz has added three new members to its international team! In addition, we will be adding three regional trade and investment specialists (Americas, Asia and Europe) in the coming months to further increase our capacity to assist on export development and foreign direct investment initiatives. The GO-Biz team is working closely with Lt. Governor Eleni Kounalakis and her staff on the state's international priorities, so we have a terrific cohesive team all pulling in the same direction! The Governor has indicated that international issues around trade, climate and immigration will be central to his administration.

**Bud Colligan, Senior Advisor for International Affairs and Trade**

**Max Oltersdorf, Deputy Director for International Affairs and Trade**

**Diana Dominguez, Special Advisor for International Affairs and Trade – Export Development**

**Emily Desai, Special Advisor for International Affairs and Investment – Foreign Direct Investment**

**Maria Onorato, International Analyst**

## **STEP PROGRAM ACTIVITIES & INBOUND TRADE LEAD OPPORTUNITIES**

*The following activities and trade leads provide a strong platform for California companies to engage in trade promotion! Please share these opportunities with businesses interested in expanding their sales markets!*



**CHINA URBAN INFRASTRUCTURE BUSINESS BRIEFING  
AUGUST 13, 2019 | SAN FRANCISCO**

EMAIL [DAVID ELLIOT TO JOIN](#)

The “green” growth of China’s urban areas represents significant clean energy export opportunities for U.S. companies. To facilitate U.S. industry’s engagement in this sector, The U.S. Trade and Development Agency (USTDA) will be hosting a foreign delegation of regional and municipal transportation officials and industry representatives from China for an Urban Infrastructure Study Tour. The itinerary aims to introduce foreign delegates to U.S. equipment, technologies and solutions for the construction and operation of green urban transit systems, with a focus on metro rail. Delegates will be meeting with leading U.S. companies in New York, Chicago, and San Francisco. This is a great opportunity for California companies to showcase solutions to the delegates and learn about upcoming project opportunities in China! [READ MORE](#)



**STEP: HONG KONG FOOD EXPO 2019 – CALIFORNIA PAVILION  
AUGUST 15-19, 2019 | HONG KONG**

[REGISTER TO JOIN](#)

In partnership with the Hong Kong Trade Development Council, California STEP will host a California Pavilion to showcase California small business food and beverage products. Hong Kong is the second largest export market for California food and agriculture. The Food Expo hosts more than 1,400 exhibitors from 26 countries and attracts on average 21,000 food and beverage buyers from throughout Asia. [READ MORE](#)



**LATIN AMERICA & SOUTHEAST ASIA  
DRIED FRUIT AND NUT INBOUND BUYING MISSION  
SEPTEMBER 9-12, 2019 | BAKERSFIELD, FRESNO, SACRAMENTO**

[REGISTER TO JOIN](#)

This mission provides an opportunity for California specialty crop companies to participate in the growing dried fruit and nut market in Latin America and Southeast Asia! 15+ buyers from 10+ countries will be traveling to Bakersfield, Fresno, and Sacramento to source bulk and retail dried fruit and nuts from California. There is no cost to participate in this activity. Deadline to register is September 4<sup>th</sup>. This opportunity is brought to you by the California Department of Food & Agriculture (CDFA) and the Fresno Center for International Trade Development (CITD). [READ MORE](#)



**STEP: CYBER SECURITY TRADE MISSION TO SOUTHEAST ASIA  
SEPTEMBER 30 - OCTOBER 4, 2019 | SINGAPORE & MALAYSIA**

[REGISTER TO JOIN](#)

The U.S. Cybersecurity Trade Mission to Southeast Asia is hosted by the University of California, Irvine (UCI) Cybersecurity Policy & Research Institute (CPRI), in partnership with the U.S. Commercial Service and the California State Trade Expansion Program (CA-STEP).

The objective of the mission is to promote exports by connecting U.S. firms and organizations to strategic partners and resellers in Southeast Asia's information and communication technology (ICT), security, and critical infrastructure protection markets.

[READ MORE](#)

For more information about our California STEP program and how companies in your region can grow their exports, visit our [website](#).



**THE FUTURE OF FOOD ROADSHOW  
OCTOBER 7-12, 2019 | SINGAPORE & HONG KONG**

[REGISTER TO JOIN](#)

The GlobalSF Future of Food Roadshow is an opportunity for brands, entrepreneurs, and investors in the food industry to gain critical insight, access strategic opportunities, showcase solutions, and form connections with the food innovation ecosystem in Asia.

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**SMALL BUSINESS TECHNICAL ASSISTANCE GRANT PROGRAM (TAEP)**

*Is your organization in need of grant funding to support and provide export technical assistance to small businesses? Take a look at this funding opportunity!*

*APPLICATION PERIOD OPEN NOW – PROPOSALS DUE BY 12:00 PM PST AUGUST 16, 2019*

The TAEP Program provides \$17 million in annual grant funding to improve the state's business and technical resources with a focus on supporting entrepreneurs and small business owners.

Eligible consulting and training services covered by the Program's grant funding include: capital readiness and access; ***expansion/growth strategies such as export assistance***, government and private procurement, business plans and strategy, business development, e-commerce, manufacturing assistance, and much more.

The requested funding amount may not exceed the total federal award specified in your current federal agreement, but in any event may not be less than twenty-five thousand dollars (\$25,000) per year.

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## **CALIFORNIA COMPETES TAX CREDIT PROGRAM**

*Is your business looking for financial resources to support your stay in or business expansion in California? Take a look at this funding opportunity!*

*APPLICATION PERIOD OPENS JULY 29<sup>TH</sup>*

The California Competes Tax Credit is an income tax credit available to businesses that want to come to California *or stay and grow in California*. Tax credit agreements are negotiated by GO-Biz and approved by a statutorily created "California Competes Tax Credit Committee," consisting of the State Treasurer, the Director of the Department of Finance, the Director of GO-Biz, and one appointee each by the Speaker of the Assembly and Senate Committee on Rules.

A total of **\$236,808,527** in California Competes Tax Credit is available for allocation in the 2019-2020 fiscal year. Applications for the California Competes Tax Credit will be accepted online at [www.calcompetes.ca.gov](http://www.calcompetes.ca.gov) - **READ MORE**