

ARIZONA HOUSE OF REPRESENTATIVES
Fifty-fifth Legislature - Second Regular Session

HOUSE AD HOC COMMITTEE ON INTERNATIONAL AFFAIRS

Report of Interim Meeting
Thursday, January 27, 2022
House Hearing Room 4 -- 1 P.M.

Convened 1:03 P.M.

Recessed

Reconvened

Adjourned 2:04 P.M.

MINUTES RECEIVED
CHIEF CLERK'S OFFICE

1-28-22

Members Present

Representative Chávez
Representative Dunn
Representative Cobb
Representative Espinoza
Representative Hernandez
Representative Kaiser
Representative Sierra
Representative Wilmeth

Members Absent

Agenda

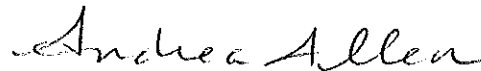
Original Agenda -- Attachment 1

Committee Attendance

Report -- Attachment 2

Presentations

<u>Name</u>	<u>Organization</u>	<u>Attachments (Handouts)</u>
Kevin O'Shea	Arizona Commerce Authority	3
David Figueroa	Office of Sonora	
Tina Waddington	Phoenix Committee on Foreign Relations	



Andrea Allen, Committee Secretary
January 28, 2022

(Original attachments on file in the Office of the Chief Clerk; video archives available at <http://www.azleg.gov>)

ARIZONA HOUSE OF REPRESENTATIVES

INTERIM MEETING NOTICE OPEN TO THE PUBLIC

HOUSE AD HOC COMMITTEE ON INTERNATIONAL AFFAIRS

convened 1:03 p
adjourned 2:04 p

Date: Thursday, January 27, 2022

Time: 1 P.M.

Place: HHR 4

Members of the public may access a livestream of the meeting here:
<https://www.azleg.gov/videooplayer/?clientID=6361162879&eventID=2022011093>

AGENDA

1. Welcome and Introductions
2. Presentations
 - Kevin O'Shea, Arizona Commerce Authority
 - David Figueroa, Office of Sonora
 - Tina Waddington, Phoenix Committee on Foreign Relations
3. Discussion of Invitation of Dignitaries

Members:

Representative César Chávez, Co-Chair
Representative Timothy M. Dunn, Co-Chair
Representative Regina E. Cobb
Representative Diego Espinoza
Representative Alma Hernandez
Representative Steve Kaiser
Representative Lorenzo Sierra
Representative Justin Wilmeth

01/21/2022
ra

People with disabilities may request reasonable accommodations such as interpreters, alternative formats, or assistance with physical accessibility. If you require accommodations, please contact the Chief Clerk's Office at (602) 926-3032 or through Arizona Relay Service 7-1-1.

ARIZONA STATE LEGISLATURE
Fifty-fifth Legislature - Second Regular Session

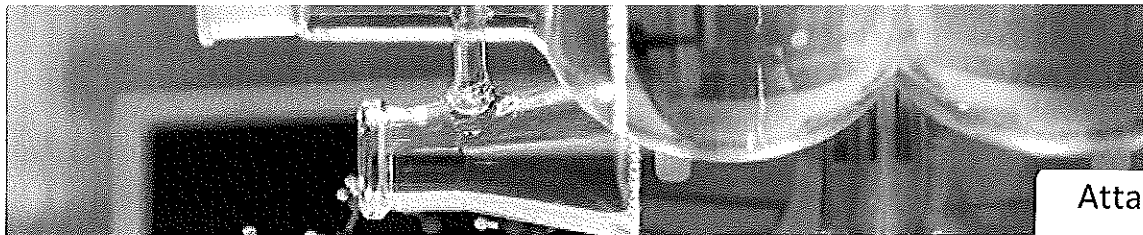
INTERIM COMMITTEE ATTENDANCE RECORD

COMMITTEE ON HOUSE AD HOC COMMITTEE ON INTERNATIONAL AFFAIRS

COCHAIRMAN: Timothy M. Dunn COCHAIRMAN: César Chávez

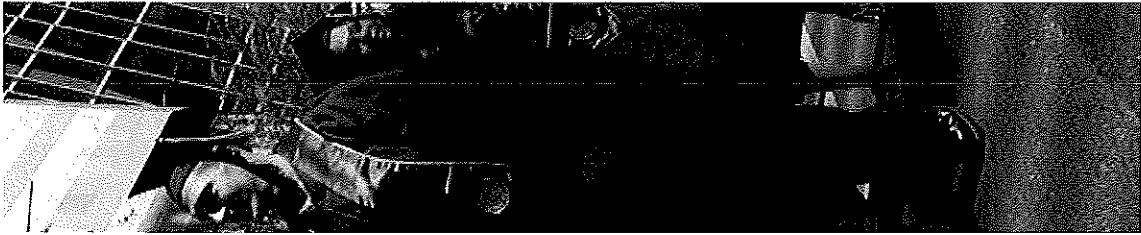
DATE	01/27/22	1/22	1/22	1/22	1/22
CONVENED	1:03 pm	m	m	m	m
RECESSED					
RECONVENED					
ADJOURNED	2:04 pm				
MEMBERS					
Cobb	✓				
Espinoza	✓				
Hernandez A	✓				
Kaiser	✓				
Sierra	✓				
Wilmeth	✓				
Chávez, Co-Chairman	✓				
Dunn, Co-Chairman	✓				

✓ Present --- Absent exc Excused



Arizona Trade Offices in Mexico City, Chihuahua & Guanajuato

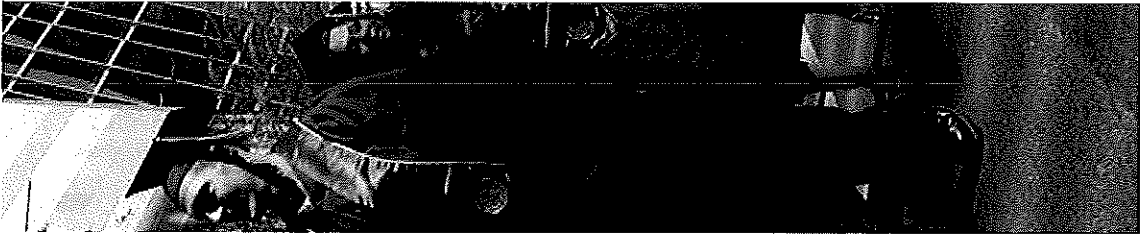
- Trade and Export Assistance Services for Arizona Companies
 - Market Research
 - Sales Channel Partner Identification - Distributors, Reps, End Buyers/End Users
 - B2B and B2G In-Country Matchmaking with Sales Channel Partners & Buyers
 - ACA-led Delegations at Trade Shows & on Trade Missions – both Live & Virtual
- Foreign Direct Investment
- Highlighted Industry Sectors
 - ✓ Aerospace
 - ✓ Defense & Security
 - ✓ Mining Technology, Equipment & Software
 - ✓ Automotive
 - ✓ Healthcare Technology & Medical Device
 - ✓ Advanced Manufacturing
 - ✓ Agriculture Technology & Water Technology



Arizona Trade Office in Tel Aviv, Israel

- Trade and Export Assistance Services for Arizona Companies
 - Market Research
 - Sales Channel Partner Identification - Distributors, Reps, End Buyers/End Users
 - B2B & B2G In-Country Matchmaking with Sales Channel Partners & Buyers
 - ACA-led Delegations at Trade Shows & on Trade Missions
- Foreign Direct Investment
- Highlighted Industry Sectors
 - ✓ Aerospace
 - ✓ Defense & Security
 - ✓ CyberTech
 - ✓ Agriculture Technology
 - ✓ Water Technology
 - ✓ Semiconductor
 - ✓ Smart Cities

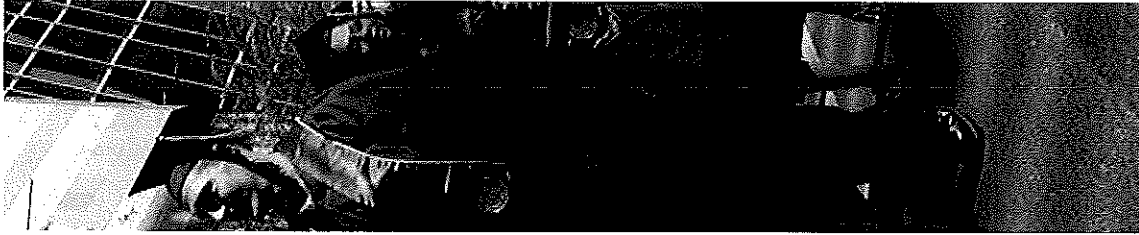




FY21 Trade Office Stats and Locations:

- **Mexico City, Mexico:**
 - AZ entities assisted: 153
 - Related export sales to Mexico: \$9,012,399
- **Guanajuato, Mexico:**
 - AZ entities assisted: 60
 - Related export sales to Mexico: \$837,171
- **Chihuahua, Mexico:**
 - AZ entities assisted: 85
 - Related export sales to Mexico: \$2,774,360
- **Tel Aviv, Israel:**
 - AZ entities assisted: 30
 - Related export sales to Israel: \$3,100,000
 - Foreign Direct Investment leads: 25





Arizona Trade Office in Europe – Frankfurt, Germany

- Trade and Export Assistance Services for Arizona Companies
 - Market Research
 - Sales Channel Partner Identification - Distributors, Reps, End Buyers/End Users
 - B2B & B2G In-Country Matchmaking with Sales Channel Partners & Buyers
 - ACA-led Delegations at Trade Shows & on Trade Missions
- Foreign Direct Investment
- Highlighted Industry Sectors
 - ✓ Aerospace
 - ✓ Defense & Security
 - ✓ Healthcare Technology
 - ✓ BioTech
 - ✓ Semiconductor
 - ✓ Optics & Photonics
 - ✓ Advanced Manufacturing
 - ✓ Automotive