

ARIZONA HOUSE OF REPRESENTATIVES
Fifty-sixth Legislature - First Regular Session

HOUSE COMMITTEE ON INTERNATIONAL TRADE

Report of Interim Meeting
Tuesday, December 12, 2023
House Floor -- 10:00 A.M.

RECEIVED

By Chief Clerks Office at 3:26 pm, Dec 12, 2023

Convened 10:08 A.M.

Recessed

Reconvened

Adjourned 11:54 A.M.

Members Present

Representative Cook, Chairman
Representative Carbone
Representative Dunn
Representative Sandoval
Representative Travers

Members Absent

Representative Wilmeth, Vice-Chairman
Representative Hernandez

Agenda

Original Agenda – Attachment 1

Committee Attendance

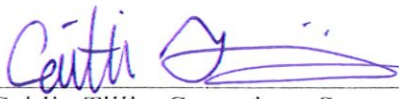
Report – Attachment 2

Presentations

<u>Name</u>	<u>Organization</u>	<u>Attachments (Handouts)</u>
Report on International Trade Plan 2023	Jeremy Bassham, House Research	3
2023 Arizona House Committee on International Trade Delegations	Tina Waddington, PCFR	4
Proposal on International Trade Plan 2024	Jeremy Bassham, House Research	5

Committee Action

<u>Bill</u>	<u>Action</u>	<u>Vote</u>	<u>Attachments</u>
2023 Trade Mission Report	Adopted	5-0-0-2	6,7
2024 Trade Plan	Adopted	5-0-0-2	8,9



Caitlin Tillis, Committee Secretary
December 12, 2023

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

Interim agendas can be obtained via the Internet at <http://www.azleg.gov/Interim-Committees>

ARIZONA HOUSE OF REPRESENTATIVES

INTERIM MEETING NOTICE OPEN TO THE PUBLIC

HOUSE COMMITTEE ON INTERNATIONAL TRADE

Date: Tuesday, December 12, 2023

Time: 10:00 A.M.

Place: House Floor*

Members of the public may access a livestream of the meeting here:

<https://www.azleg.gov/videoplayer/?clientID=6361162879&eventID=2023121005>

AGENDA

1. Call to Order & Roll Call
2. Chairman's Opening Remarks
3. International Trade Plan 2023:
 - a) Debrief of Trade and Foreign Direct Investment Missions to the United Kingdom, Romania and Canada
 - b) Presentations:
 - i) United Kingdom Mission – *Hank Marshall*, Honorary Consul of the United Kingdom in Arizona, *Steven Zylstra*, President and CEO of Arizona Technology Council and *Carol Colombo*, CEO of Alert GPS
 - ii) Romanian Mission – Honorable Member of Parliament from Romania, *Cristian Băcanu* and Mayor of District 6, Bucharest, *Ciprian Ciucu*
 - iii) Canadian Mission – *Glenn Williamson*, CEO and Founder of Canada Arizona Business Council
 - iv) Overall Review of Trade Missions and Outcomes - *Tina Waddington*, Executive Director of the Phoenix Committee on Foreign Relations
 - v) Arizona Commerce Authority – *Kevin O'Shea*, Senior Vice President of International Trade and *Brett Galley*, Director of Legislative Affairs
 - c) Adoption of Report on International Trade and Foreign Direct Investment Missions 2023
 - d) Updates on international trade and investment in Brazil
 - i) Chairman's remarks and updates from Arizona Commerce Authority
 - e) Updates on international trade and investment in Mexico
 - i) Honorable Consul General of Mexico, *Jorge Mendoza Yescas*
4. Discussion and Possible Adoption of Recommendations on the International Trade Plan 2024

5. Adjournment

*Public viewing is available in the gallery

Members:

Representative David L Cook, Chair
Representative Justin Wilmeth, Vice Chair
Representative Michael Carbone
Representative Timothy M Dunn

Representative Melody Hernandez
Representative Mariana Sandoval
Representative Stacey Travers

42/05/2023
12/08/2023
VC

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-sixth Legislature - Second Regular Session

INTERIM COMMITTEE ATTENDANCE RECORD

COMMITTEE ON HOUSE COMMITTEE ON INTERNATIONAL TRADE

CHAIRMAN: David L Cook VICE-CHAIRMAN: Justin Wilmeth

DATE	12/12/23	
CONVENED	10:08am	m
RECESSED		
RECONVENED		
ADJOURNED	11:54am	
MEMBERS		
Michael Carbone	✓	
David L Cook, Chairman	✓	
Timothy M Dunn	✓	
Melody Hernandez	—	
Mariana Sandoval	✓	
Stacey Travers	✓	
Justin Wilmeth, Vice-Chairman	—	

✓ Present --- Absent exc Excused

Report - International Trade Plan 2023

December 12, 2023

Overview - International Trade Missions 2023

Context: International Trade Plan for 2023

- Adopted on April 10, 2023, unanimously by the House Committee on International Trade

The objectives of the Plan were to:

1. Strengthen bilateral ties with existing international partners;
 2. Attract more Foreign Direct Investment (FDI) to Arizona; and
 3. Extend Arizona's international reach for sustaining a resilient and growing economy.
- The Plan's trade and FDI missions were to gather information, investigate possible opportunities and, if necessary, travel and connect with counterparts and establish Arizonan international trade and FDI offices.

Overview - International Trade Missions 2023

Dates, Locations and Participants

Mission to London, UK:

- Dates: August 29-September 4, 2023
 - Scope: Implement a regional trade/FDI office in the UK and adopt a Memorandum of Understanding (MOU) on trade and priority sectors for collaboration between the state of Arizona and the UK.
 - Participants: Arizona Technology Council, Arizona District Export Council, British Consulate in Los Angeles, US Embassy in London, British Parliament, Phoenix Committee on Foreign Relations (PCFR)

Mission to Bucharest and Brasov, Romania:

- Dates: September 4-9, 2023
 - Scope: Attend the Three Seas Initiative summit and assess the Romanian and Eastern Europe markets.
 - Participants: Romanian Embassy in Washington DC, US Embassy in Bucharest, Romanian Government and Parliament, PCFR

Mission to Ottawa, Montréal and Toronto, Canada:

- Dates: September 19-27, 2023
 - Scope: Implement a regional trade office in Canada with the potential of extending others throughout eastern and western Canada in the future.
 - Participants: Consulate General of Canada in Los Angeles, Québec Government Office in Los Angeles, Provincial Governments of Ontario and Québec, US Embassy in Ottawa and US Consulates in Montréal and Ottawa, Canada Arizona Business Council, PCFR

United Kingdom Trade Mission

Timeline of Travel: 08/29/2023 - 09/04/2023

- Summary - Data:
 - 2021: exports \$582 million and imports \$862 million
 - 9th largest export market for Arizona
 - Most significant sector: aerospace products and parts with \$184m in Arizonan exports and \$118m in UK imports
 - More than 400 business establishments in Arizona with an ultimate parent company in the UK
 - AUKUS development: security and defense training partnership potential with Arizona
- Entities Met:
 - 12 meetings
 - e.g.: Axon UK, AVNET, HMG's Department for British and Trade, King's College Security & Defense PLUS Partnership, Blick Rothenberg, British Airways and British American Business
- Action Plan and Outcomes:
 - Examples: Axon Global HQ tour organized, UK-Arizona MOU draft discussions, Blick Rothenberg visit to Arizona, British Airways and Phoenix Sky Harbor collaboration enhanced, Arizona Department of Agriculture visit to the UK on agri-tech/business

Romania Trade Mission

Timeline of Travel: 09/04/2023 - 09/09/2023

- Summary - Data:
 - 2019: exports \$38 million and imports \$8 million
 - About \$32.87 billion worth of grants and loans received until 2026 out of the European Union's (EU) \$795.4 billion Recovery and Resilience Facility
 - Three Seas countries:
 - 1/3rd of the EU with 111 million people
 - Total turnover of about \$239.4 billion
 - Average GDP growth at 3.3% (last 5 years) compared to average of 1.6% for the EU
 - Entities Met:
 - 17 meetings
 - e.g.: Brasov Green Cities Forum, Benchmark Electronics, Minister of Research, Innovation & Digitalization, Minister of Economy, Minister of Energy, Head of IT&C Commission, Romanian American Chamber of Commerce (RACC) and EU Cybersecurity Center
 - Action Plan and Outcomes:
 - Examples: EU Cybersecurity Center visit with Arizona Technology Council, Romanian Parliamentary visit in Arizona, Romanian Agri-tech startups interested in investing in Arizona, RACC collaboration with Greater Phoenix Economic Council

Canada Trade Mission

Timeline of Travel: 09/19/2023 - 09/27/2023

- Summary - Data:
 - 2021: exports \$2.3 billion and imports \$2.33 billion
 - largest FDI contributor to Arizona: \$1.12 billion invested in last 6 years
 - About 50% of funding for mining activities in Arizona comes from Canadian entities
 - 2019: almost 1 million Canadian visitors in Arizona; Canadian snowbird population generating yearly economic activity, boosting tourism for Arizona
- Entities Met:
 - 29 meetings
 - e.g.: Invest Ottawa, Canadian Photonics Fabrication Centre, Aero X.O, Bombardier, Québec Provincial Government, MILA Institution on AI, Invest Québec/Montréal, Québec Deposit and Investment Fund's Global and Infrastructure Departments, Legislative Assembly of Ontario, E-Zinc, Toronto Stock Exchange, Li-Cycle, Ontario Teachers' Pension Plan, Bank of Montréal (or BMO)
- Action Plan and Outcomes:
 - Examples: Québec Delegate General visit to Arizona, Bombardier Service Center tour in Tucson, Li-Cycle tour being planned, Arizona Technology Council meeting with Invest Ottawa

Arizona Commerce Authority Follow Ups

Outcome of trade/FDI missions:

- To provide a strong basis with data points and pertinent areas of connectivity in bilateral communication for the Arizona Commerce Authority (ACA) to advance its Requests For Information and Requests for Proposal processes
- Part of ACA's efforts to implement regional trade and FDI offices on behalf of the State of Arizona, under the oversight of the Governor of Arizona acting as Chairman of the Executive Committee at the ACA

Thank you.

December 12, 2023



2023 Arizona House Committee on International Trade Delegations to the United Kingdom, Romania and Canada





Delegation Summary

The Arizona House of Representatives International Trade Committee, under the leadership of Committee Chairman David Cook and Vice Chairman Justin Wilmeth, organized a bipartisan delegation to the UK, Romania and Canada in August/September of 2023. The delegations' goals were to strengthen bilateral ties with new and existing international partners, attract more Foreign Direct Investment (FDI) to Arizona and extend Arizona's international reach for sustaining a resilient and growing economy. Working with Arizona community stakeholders, the delegates participated in dozens of meetings across sectors in the three countries.

The Arizona House of Representatives worked with many international partners and multiple Arizona community stakeholders that contributed to making the delegations a success, including: Phoenix Committee on Foreign Relations, Arizona Export District Council, Arizona Technology Council, Arizona Commerce Authority, and Canada Arizona Business Council.





Delegation Participants

Arizona State Legislators



David Cook (R)
Representative, District 07



Justin Wilmeth (R)
Representative, District 15



Michael Carbone (R)
Representative, District 25



Tim Dunn (R)
Representative, District 25



Melody Hernandez (D)
Representative, District 8



Mariana Sandoval (D)
Representative, District 23



Stacey Travers (D)
Representative, District 12



Julie Willoughby (R)
Representative, District 13





Delegation Meetings

United Kingdom

The Arizona House of Representatives International Trade Committee's impetus for traveling to the United Kingdom came following the committee's funding of a trade office in the UK. The fact-finding mission was to explore the sectors that Arizona and the UK can cooperate to expand bilateral trade. The delegation met with leaders from across industries in addition to government officials. Over a period of three days, the delegation met with representatives from the following:

- United Kingdom House of Lords
- U.S. Embassy London
- Romania Embassy in London
- UK Department for Business and Trade
- British Airways
- Axon
- UBS AG - UBS Global
- Terra Quantum
- Avnet
- BritishAmerican Business
- Blick Rothenberg
- King's College - Security & Defense PLuS
- The Lincoln Institute for Agri-Food Technology (LIAT)





Delegation Highlights

United Kingdom

Meeting and Tour of the U.S. Embassy London

The delegates launched the UK portion with a market briefing from the U.S. Embassy London diplomats on the political and economic situation of the United Kingdom from the viewpoint of the United States government. The briefing aimed to help legislators understand the challenges and opportunities that US businesses face when operating in the UK. Following the presentations, the delegates participated in a Q&A with representatives from the U.S. Embassy's Political, Economic, Public Affairs, Agriculture sections, U.S. Department of Commerce and Office of Defense Cooperation. Minister Counselor for Economic Affairs Virginia Murray moderated the briefing.



Westminster Tour and Roundtable Discussion

The delegation visited Westminster to gain a comprehensive and firsthand understanding of the inner workings of the UK's parliamentary body. This visit offered a unique opportunity for the legislators to delve into the intricate processes, procedures, and mechanisms that govern the UK's legislative affairs. Rt. Honorable Lord Thomas McNally hosted a roundtable discussion with the lawmakers to further the Arizona-UK bilateral relationship, explore legislative partnerships, and discuss the alignment of industries and policies.



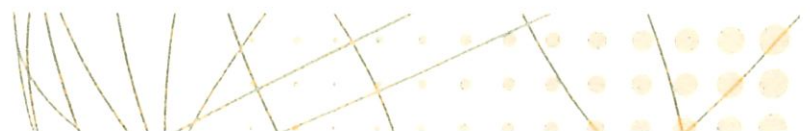


Delegation Highlights

United Kingdom

Blick Rothenberg Luncheon

Blick Rothenberg hosted the delegation for a luncheon meeting that included stakeholders from British private industry. Blick Rothenberg is a firm that provides international tax, accounting, and business advisory services. Among the topics discussed were opportunities for U.S. businesses expanding globally, as well as UK outbound initiatives. The goal of the meeting was to educate legislators on the tax laws and regulations for international businesses operating in both the UK and the U.S. in addition to successful trade office foundations as Arizona plans to open a trade office in the UK.





Delegation Outcomes

United Kingdom

International Collaborations and Partnerships

Efforts have been made to strengthen ties and collaborations with various international entities, such as Axon UK, US Embassy London, U.S. Commercial Service, Avnet, UK Department of Trade and Business, King's College, and Terra Quantum. These collaborations involve meetings, introductions, and consultations aimed at fostering partnerships in trade, defense, education, and technology.

Arizona-UK Trade and Investment Expansion

There is a notable focus on expanding Arizona's trade and investment opportunities with the UK. Activities include advancing Memorandums of Understanding (MOUs), and discussing models of implementation for the Arizona trade and Foreign Direct Investment (FDI) office in the UK. This encompasses engagements with government bodies, academic institutions, and businesses.

Promotion of Arizona Tourism and Aviation Opportunities

Initiatives are underway to promote Arizona's tourism and explore aviation opportunities. This involves collaboration with entities such as British Airways (BA) to discuss tourism promotion within the global commercial airlines industry and assess opportunities for expanding direct flights into Europe and globally. Additionally, preparations have been made for meetings with Arizona aviation entities and relevant organizations to explore expansion possibilities.



Delegation Summary

Romania

The delegation continued their international mission to Romania, an Eastern European country with growing strategic importance, especially due to the ongoing war in Ukraine. Romania's geographic location makes it a key player logistically not just today, but also when the full restructuring of Ukraine will commence. As Arizona plans to open a trade office in Romania, the lawmakers made the most of the opportunity to meet with cabinet members, business leaders and attended the Three Seas Initiative Business Forum, where Chairman David Cook spoke on clean energy. Over a period of three days, the delegation met with representatives from the following:

- U.S. Embassy in Romania
- City of Brasov
- Invest Brasov
- Benchmark Electronics
- Schaeffler Romania S.R.L.
- Ministry of Energy
- Ministry of Research, Innovation and Digitalization
- Ministry of Economy, Entrepreneurship and Tourism
- EU Cybersecurity Center
- Walter Tosto
- Hidroelectrica Romania
- Romanian American Chamber of Commerce
- Romanian Parliament





Delegation Highlights

Romania

U.S. Embassy in Romania Briefing

The delegation launched the Romania portion of the delegation with a briefing at the U.S. Embassy in Romania. U.S. Ambassador to Romania Kathleen Kavalec welcomed the delegation and led the roundtable discussion which followed a briefing by Embassy officials in the Political, Economic and Commercial sections.



Meeting with Brasov Mayor Allen Coliban

The delegation traveled to Brasov to meet with Brasov Mayor Allen Coliban and tour facilities of multiple international companies. The delegation learned more about how the region between Transylvania and the South of Romania integrate into the larger sphere of Eastern Europe, within the context of the EU and NATO partnerships. The economic development team in Brasov provided the Arizona delegation an overview for strengthening trading and investment in existing partnerships.





Delegation Highlights

Romania

Three Seas Initiative

The Three Seas Initiative was launched in 2015 as a forum to advance the development of infrastructure in the 12 Central and Eastern European countries in the EU, Austria, Bulgaria, Croatia, Czechia, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, and Slovenia. The Government of Romania invited Arizona's International Trade Committee to attend and participate in the conference. Chairman David Cook of the International Trade Committee was invited to speak on Arizona's role in the clean energy economy.





Delegation Outcomes

Romania

Enhanced Arizona-Romania Trade and Partnerships

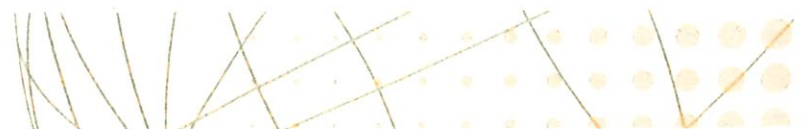
Various initiatives have been undertaken to strengthen trade and partnerships between Arizona and Romania. This includes email and virtual meeting introductions with entities such as the U.S. Commercial Service in Bucharest, Invest Brasov, Schaeffler Romania SRL, Benchmark Electronics, and Hidroelectrica Romania. Bilateral visits by Romanian officials, including Parliamentarian Cristian Bacanu and Mayor Ciprian Ciucu, aim to advance Arizona-Romania bilateral trade.

Collaboration in Innovation and Technology

Efforts have been made to foster collaboration in innovation and technology. This involves email and virtual meeting introductions for Minister of Research, Innovation and Digitalization, as well as the Head of IT Commission and Group of MPs, with entities like the ACA, AZ Tech Council, and Arizona's innovation schools. Talks on drafting bilateral trade/FDI MOU between Arizona and Romania have also been initiated.

Sector-Specific Collaborations

Targeted collaborations in specific sectors have been identified. This includes connections with the Romanian American Chamber of Commerce (RACC) focusing on AI and IT sectors, startup ecosystems, and upcoming meetings with the AZ Tech Council. Additionally, efforts to identify areas for cooperation in hydroelectric projects, mining, clean energy, and workforce development programs involve entities such as Hidroelectrica Romania, the Ministry of Energy, and the Ministry of Economy, Entrepreneurship, and Tourism. Cooperation in AI, IT, and defense/cybersecurity sectors is also being explored with the EU Cybersecurity Center and the Walter Tosto facility.





Delegation Summary

Canada

The Arizona House of Representatives International Trade Committee's impetus for traveling to Canada came following the committee's funding of a trade office in the country. The fact-finding mission was to explore the sectors in which Arizona and Canada can cooperate to expand bilateral trade and where trade is already happening. The delegation met with leaders from across industries in addition to government officials. Over a period of six days, the delegation met with representatives from the following:

- U.S. Embassy Ottawa
- U.S. Consulate in Montreal
- U.S. Consulate in Toronto
- Members of the National Assembly of Québec
- Members of the Legislative Assembly of Ontario
- Premier of Ontario, the Hon. Doug Ford
- Invest Ottawa
- Canadian Photonics Fabrication Centre
- Area X.O.
- AéroMontréal
- Bombardier
- A Working Session on Critical Minerals
- MILA
- Investissement Québec
- Montréal International
- CDPQ Global and CDPQ Infra
- E-Zinc
- OMERS
- Toronto Stock Exchange
- Canadian Snowbird Association
- Canada Post
- Li-Cycle
- City of Toronto Councillor Shelley Carroll
- Ontario Teachers Pension Plan
- Bank of Montreal





Delegation Highlights

Canada 🇨🇦

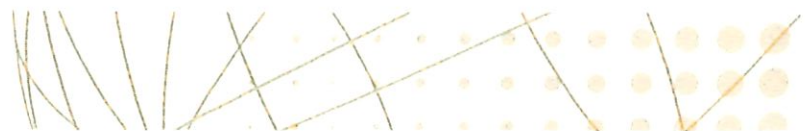
U.S. Embassy Ottawa Briefing

The meeting was held to receive a market briefing from the U.S. Ambassador to Canada, David Cohen, and the staff of the U.S. Embassy in Ottawa. The briefing focused on the political and economic situation of Canada from the perspective of the United States government. The primary goal of the briefing was to help lawmakers gain a better understanding of the challenges and opportunities that U.S. businesses encounter when operating in Canada.



Meeting with Bombardier

The meeting aimed to discuss the company's history and operations in Tucson, Arizona, its plans for expansion in addition to challenges the company faces, including workforce development. After returning home from Canada, the Arizona Committee on International Trade arranged a visit to Bombardier's Service Center at Tucson airport for the delegation to explore ways to support Bombardier's expansion plans.





Delegation Highlights

Canada 🇨🇦

Meeting with Toronto Legislative Ministers

The purpose of the meeting was to discuss opportunities for collaboration between the State of Arizona and the Province of Ontario. The meeting focused on economic development and trade, with an emphasis on natural resources and agricultural solutions. The discussion was held with the respective ministers in their departments.





Delegation Outcomes

Canada 🇨🇦

Facilitating International Collaboration

Initiatives have been launched to foster collaboration between Arizona entities and counterparts in Canada. This includes preparations for email and virtual introductions with organizations like Invest Ottawa, U.S. Commercial Service in Ottawa, and various Canadian companies and associations. The goal is to facilitate discussions on potential partnerships and business opportunities.

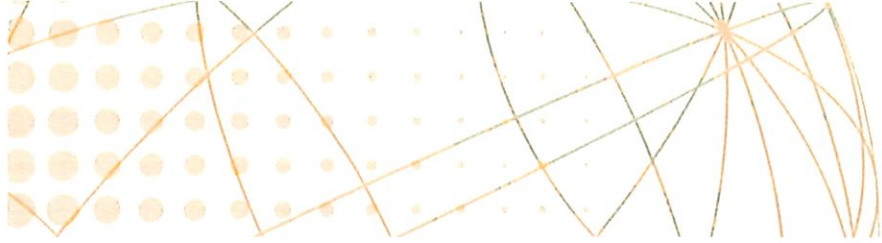
Exploring Industry-Specific Partnerships

Efforts have been directed towards exploring industry-specific partnerships and collaborations. This involves email and virtual meeting introductions for entities such as CPFC, Aero X.O, Bombardier, AéroMontréal, MILA, Investissement Québec, and others. The focus is on sectors such as AI, technology, aerospace, mining, and infrastructure, with an emphasis on identifying areas for cooperation and knowledge-sharing.

Strengthening Trade Relations and Investments

Activities are underway to strengthen trade relations and attract investments. This includes preparations for email and virtual introductions with entities such as TSX, Li-Cycle, OMERS, BMO, and various Canadian government representatives. The objective is to promote discussions on capital investments, infrastructure projects, and opportunities in sectors like public transit, water conservation, agriculture, mining, and forestry.





ARIZONA HOUSE
OF REPRESENTATIVES

OFFICE OF INTERNATIONAL TRADE



Proposal International Trade Plan 2024

December 12, 2023

Objectives of the International Trade Plan

- To strengthen bilateral ties with existing international partners
- Attract more Foreign Direct Investment to Arizona; and
- Extend Arizona's international reach for sustaining a resilient and growing economy

Mission of the International Trade Plan

- Plan 24's mission is for the Committee to gather information, investigate possible opportunities and, if necessary, travel and connect with foreign counterparts for the potential establishment of Arizonan international trade and FDI offices

Arizona Commerce Authority Trade Offices

Seven Offices Currently Opened

- Three trade offices in Mexico:
 - Mexico City
 - Chihuahua
 - Guanajuato
- Europe regional trade office in Frankfurt, Germany
- Two new offices opened:
 - South Korea
 - Taiwan
- Tel Aviv trade office, Israel

Countries for regional

Trade/FDI Offices *in alphabetical order*

- Australia



- Japan



- India



- New Zealand



- Indonesia



Arizona - Australia Trade



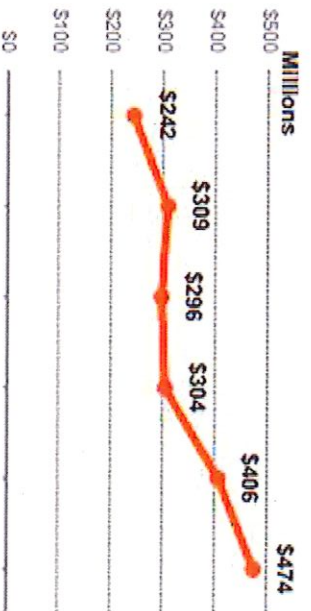
Arizona trade with Australia, 2022

	Exports	Imports
Total, 2022 (millions USD)	\$474	\$88
Percent of state total, 2022	1.7%	0.3%
Rank among AZ trade partners, 2022	16	31
Percent change, 2021-2022	16.9%	-7.1%
Percent change, 2017-2022	95.7%	-6.1%

Source: WISERTrade. Accessed 10-17-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

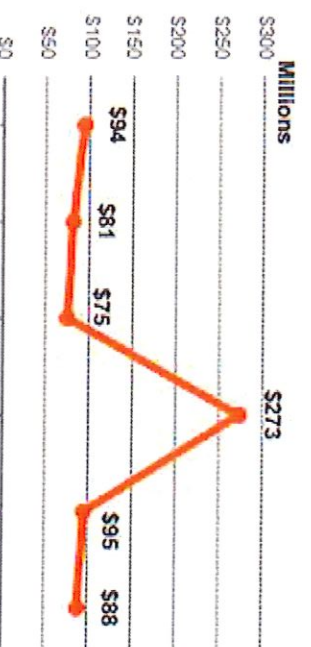
Arizona exports to Australia, 2017-2022



Source: WISERTrade. Accessed 10-17-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona imports from Australia, 2017-2022



Source: WISERTrade. Accessed 10-17-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona - India Trade

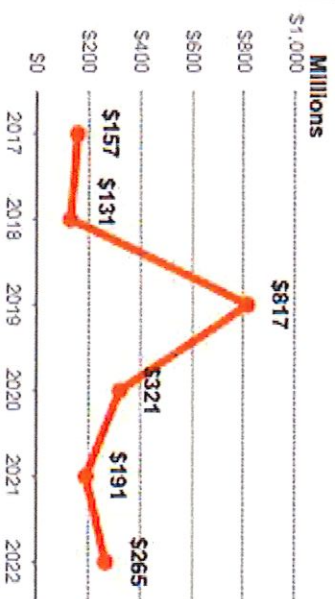
Arizona trade with India, 2022

	Exports	Imports
Total, 2022 (millions USD)	\$265	\$538
Percent of state total, 2022	1.0%	1.6%
Rank among AZ trade partners, 2022	21	14
Percent change, 2021-2022	39.0%	55.5%
Percent change, 2017-2022	68.3%	125.7%

Source: WISERTrade. Accessed 08-06-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

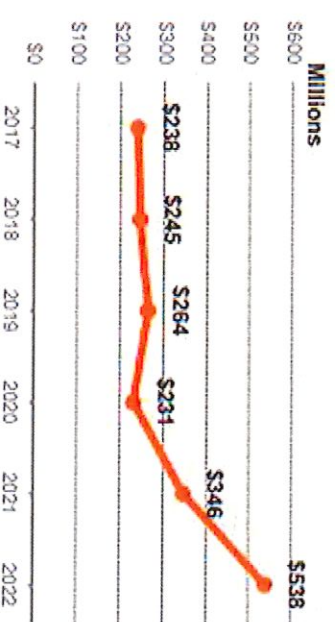
Arizona exports to India, 2017-2022



Source: WISERTrade. Accessed 08-08-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona imports from India, 2017-2022



Source: WISERTrade. Accessed 08-08-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority



Arizona - Indonesia Trade



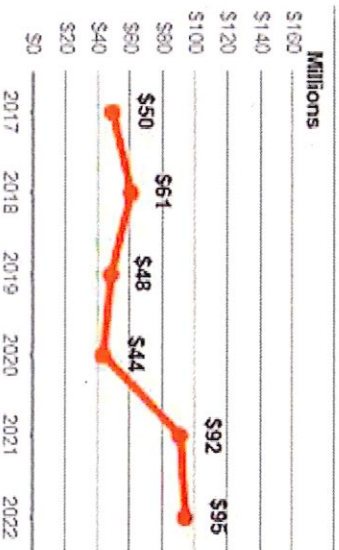
Arizona trade with Indonesia, 2022

	Exports	Imports
Total, 2022 (millions USD)	\$95	\$149
Percent of state total, 2022	0.3%	0.4%
Rank among AZ trade partners, 2022	33	24
Percent change, 2021-2022	3.4%	37.3%
Percent change, 2017-2022	90.6%	130.2%

Source: WISERTrade. Accessed 04-19-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

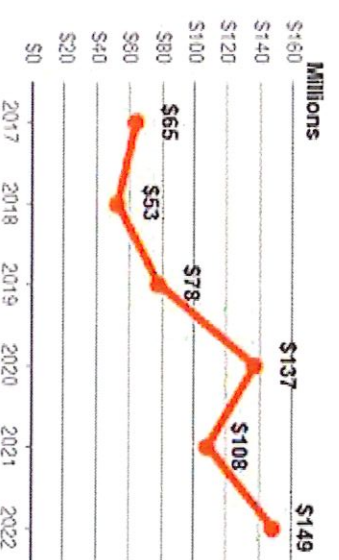
Arizona exports to Indonesia, 2017-2022



Source: WISERTrade. Accessed 04-19-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona imports from Indonesia, 2017-2022



Source: WISERTrade. Accessed 04-19-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona - Japan Trade

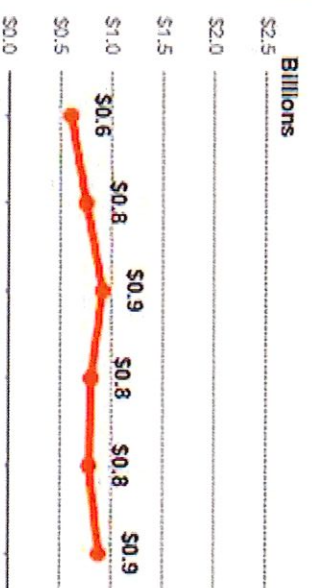
Arizona trade with Japan, 2022

	Exports	Imports
Total, 2022 (millions USD)	\$879	\$1,433
Percent of state total, 2022	3.2%	4.3%
Rank among AZ trade partners, 2022	7	5
Percent change, 2021-2022	12.5%	-10.3%
Percent change, 2017-2022	45.5%	34.1%

Source: WISERTrade. Accessed 08-01-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

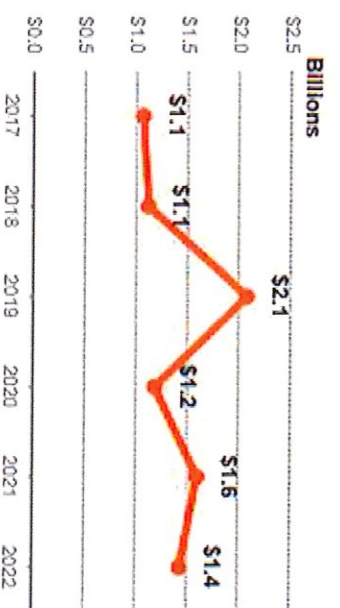
Arizona exports to Japan, 2017-2022



Source: WISERTrade. Accessed 08-01-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona imports from Japan, 2017-2022



Source: WISERTrade. Accessed 08-01-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority



Arizona - New Zealand Trade



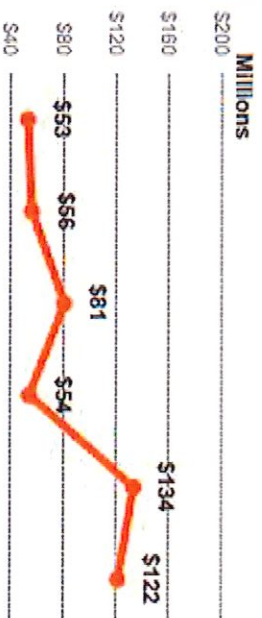
Arizona trade with New Zealand, 2022

	Exports	Imports
Total, 2022 (millions USD)	\$122	\$23
Percent of state total, 2022	0.4%	0.1%
Rank among AZ trade partners, 2022	32	45
Percent change, 2021-2022	-9.0%	52.7%
Percent change, 2017-2022	129.4%	1.9%

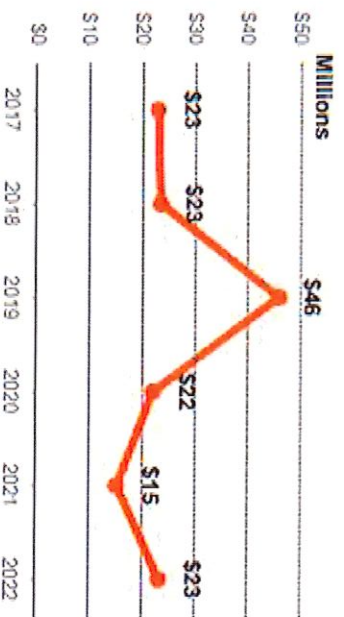
Source: WISERTrade. Accessed 10-17-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Arizona exports to New Zealand, 2017-2022



Arizona imports from New Zealand, 2017-2022



Source: WISERTrade. Accessed 10-17-2023. Not adjusted for inflation. Figures are rounded.

Arizona Commerce Authority

Outcome of Plan

- Enhanced B2B, B2G and G2G relations with partners:
 - Facilitate trade across borders
 - Explore cost-saving projects for state government, local municipalities and cities
 - Public Private Partnership opportunities for a sustainable and resilient economy
- Tourism boost in Arizona and region
Examples:
 - Attract more intercontinental visitors
 - Partner with Arizona Office of Tourism to develop an international advertising strategy
 - Expand direct flight destinations and increase passenger volumes by collaborating with Phoenix Sky Harbor

Thank you.

December 12, 2023

ARIZONA STATE LEGISLATURE
Fifty-sixth Legislature - Second Regular Session

INTERIM COMMITTEE ROLL CALL VOTE

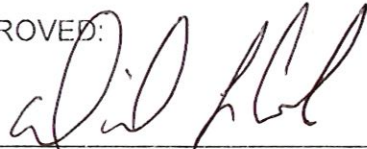
COMMITTEE: HOUSE COMMITTEE ON INTERNATIONAL TRADE

DATE: December 12, 2023 MOTION: Committee adopts Trade Mission Report

CHAIRMAN: David L Cook VICE-CHAIRMAN: Justin Wilmeth

	PASS	AYE	NAY	PRESENT	ABSENT
Michael Carbone		✓			
Timothy M Dunn		✓			
Melody Hernandez					✓
Mariana Sandoval		✓			
Stacey Travers		✓			
Justin Wilmeth, Vice-Chairman					✓
David L Cook, Chairman		✓			
		5	0	0	2

APPROVED:



COMMITTEE CHAIRMAN



COMMITTEE VICE-CHAIRMAN

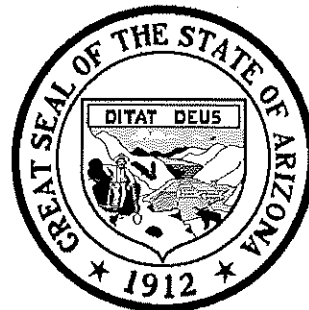


COMMITTEE SECRETARY

ATTACHMENT 6

**Report - Trade and Foreign Direct Investment
Missions 2023**

House Committee on International Trade



**International Trade and Foreign Direct Investment Missions to the
United Kingdom, Romania and Canada**

December 2023

Committee Members:

Representative David Cook, Chairman
Representative Justin Wilmeth, Vice-Chair
Representative Leo Biasiucci
Representative Tim Dunn
Representative Melody Hernandez
Representative Mariana Sandoval
Representative Stacey Travers

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- V. Arizona Commerce Authority Debrief and Follow Ups**

I. Overview of International Trade Missions 2023

A. Context: International Trade Plan

The House of Representatives has been reaching out to organizations in Arizona to open discussion on an International Trade Plan (Plan). This comes following the establishment of the Arizona House Committee on International Trade, with Representative David Cook as Chair and Representative Justin Wilmeth as Vice-Chair. Working closely with Speaker Ben Toma, the Chairman addressed the Plan for conducting international trade. This Plan has been presented to and received positive feedback by organizations whose expertise provide insights and data-driven decision-making for the committee members. These areas of expertise include but are not limited to, international affairs, local private and public partnerships and global business.

On April 10, 2023, the Plan was adopted unanimously by the House Committee on International Trade.

The objectives of the Plan were to:

1. Strengthen bilateral ties with existing international partners;
2. Attract more Foreign Direct Investment (FDI) to Arizona; and
3. Extend Arizona's international reach for sustaining a resilient and growing economy.

The Plan's trade and FDI missions were to gather information, investigate possible opportunities and, if necessary, travel and connect with counterparts for the potential establishment of Arizonan international trade and FDI offices.

These trade opportunities and missions targeted the following countries in 2023 with their respective intended and hopeful long-term outcomes:

- Canada:
 - Implement a regional trade office in Canada, with the potential of extending others throughout eastern and western Canada in the future.
- United Kingdom (UK):
 - Implement a regional trade office in the UK and adopt a draft Memorandum of Understanding (MOU) on trade and priority sectors for collaboration between the state of Arizona and the UK.
- Romania:
 - Attend the Three Seas Initiative summit on September 5th and 6th, assess the growth of the Romanian market and the overall Eastern European region for a potential regional trade office in Eastern Europe, including the Balkan states, the Black Sea, Adriatic and Baltic seas and undertake preparations for Chairman Cook's speech at a subpanel on energy during the Three Seas Initiative Business Forum.

B. Dates, Locations of Trade Missions and Delegations

The first International Trade Mission was a two-week travel plan in two sequences:

1. Mission to London, UK:
 - Dates: August 29th through September 4th.
2. Mission to Bucharest and Brasov, Romania:
 - Dates: September 4th through 9th.

The second International Trade Mission was an eight-day travel plan to Canada in the following order:

- Mission to Ottawa, Montréal and Toronto:
 - Dates: September 19th through 27th.

Stakeholders:

The Phoenix Committee on Foreign Relations (PCFR) has signed a Master of Services Agreement with the Arizona House of Representatives to support members of the delegations with the logistics and coordination of the delegations' itineraries and agendas throughout the trade and FDI missions to the UK, Romania and Canada, as approved by the Chairman of the House Committee on International Trade or designee of the missions.

Additionally, pertinent stakeholders supported the delegations throughout these missions, including the UK Honorary Consul in Arizona, the British Consulate General in Los Angeles, the Arizona Technology Council, the Arizona District Export Council, the Romanian Embassy in Washington DC, the Romanian Government, the Canada Arizona Business Council, the Consulate General of Canada in Los Angeles, the Québec Government Office in Los Angeles, the Provinces of Ontario and Québec Governments and the US Embassies in London, Bucharest and Ottawa as well as the US Consulates in Montréal and Toronto.

Delegation for the Mission to the UK:

Delegation	Chairman David Cook
Attendees:	Rep. Tim Dunn Rep. Melody Hernandez Rep. Mariana Sandoval Rep. Stacey Travers Rep. Julie Willoughby (replaced Rep. Biasiucci) Rep. Justin Wilmeth
	Carol Colombo - CEO of Alert GPS Steven Zylstra - President & CEO of the Arizona Technology Council and SciTech Institute
Staff:	Luca Moldovan - Legislative Research Analyst, House Committee on International Trade

Tina Waddington - Executive Director, PCFR

Sam Richardson* - Director of Operations, PCFR

**did not travel with the delegation, but was available for support in Arizona as needed*

Delegation for the mission to Romania:

Delegation Attendees:	Chairman David Cook Rep. Tim Dunn Rep. Melody Hernandez Rep. Mariana Sandoval Rep. Stacey Travers Rep. Julie Willoughby (replaced Rep. Biasiucci) Rep. Justin Wilmeth
Staff:	Luca Moldovan - Legislative Research Analyst, House Committee on International Trade Tina Waddington - Executive Director, PCFR Sam Richardson* - Director of Operations, PCFR <i>*did not travel with the delegation, but was available for support in Arizona as needed</i>

Delegation for the mission to Canada:

Delegation Attendees:	Chairman David Cook (Toronto portion) Vice Chairman Justin Wilmeth (Lead in Ottawa and Montreal portions) Rep. Mariana Sandoval Rep. Melody Hernandez Rep. Michael Carbone (replaced Rep. Biasiucci) Rep. Tim Dunn
Staff:	Luca Moldovan - Legislative Research Analyst, House Committee on International Trade Sam Richardson - Director of Operations, PCFR Tina Waddington* - Executive Director, PCFR <i>*did not travel with the delegation, but was available for support in Arizona as needed</i>

II. United Kingdom Trade Mission

A. Summary

In 2021, Arizona exports to the UK were valued at over \$582 million and imports were at \$862 million. According to the ACA's data report, the UK was Arizona's 9th largest export market in 2021. The most significant exports and imports in terms of dollar value were in aerospace products and parts (\$184m in Arizonan exports and \$118m in UK imports). According to D&B Hoovers, there are more than 400 business establishments in Arizona with an ultimate parent company in the UK.

The Arizona delegation to the UK met with key stakeholders involved in bilateral trade and investment between the United States (US) and the UK. Among these stakeholders were included Arizonan companies with investments in the UK, particularly in the semiconductor industry, the US Commercial Service team located at the US Embassy in London, representatives from His Majesty's Government of the UK, King's College professors and economic development organizations (EDOs) such as British American Business and Blick Rothenberg.

These meetings helped the delegation assess the political, economic and social conditions of the UK market and allowed the delegation to gather data points and relevant connections which would enable further collaboration with Arizonan entities such as the Arizona Commerce Authority (ACA) into determining how, where and when to implement a regional trade and FDI office in the UK.

B. Entities Met

The following table is the list of all the meetings the delegation undertook with key stakeholders' names and a short description of what activities they perform in the region and their relevancy to the International Trade Plan 2023:

Entity	Description of Activities	Key people met	Relevancy to International (INTL) Trade Plan 2023
<i>DAY 1 – August 30, 2023</i>			
Axon UK (based in Arizona)	Meeting to discuss AXON's identity as an important supplier for the Metropolitan Police in the UK and the economic, regulatory, and political policies that affect its operations in the UK and internationally	<ul style="list-style-type: none"> Alex Lowe, Regional Director UK and Ireland, AXON UK 	Understand the challenges that local Arizona companies face in international expansion, including within the UK
US Embassy in the UK	Receive a market briefing from US Embassy staff on the political and economic situation of the UK from the viewpoint of the US government	<ul style="list-style-type: none"> Virginia Murray, Minister Counselor for Economic Affairs Christine Kelley, Commercial Officer, US Department of Commerce, International Trade Administration 	Understand the challenges and opportunities that US businesses face when operating in the UK as well as the current and near-future political climate that could impact trade and

		<ul style="list-style-type: none"> • Rodney Ford, Minister Counselor for Public Affairs • Colonel Steven Tittel, Chief of the Office of Defense Corporation • Anita Katial, Agricultural Counselor • Zia Syed, Counselor for Political Affairs 	investment between Arizona and the UK
AVNET (based in Arizona)	Discuss AVNET's identity as a global company and its UK operations within the global supply chain of the semiconductor industry	<ul style="list-style-type: none"> • Duncan Hurd, Vice President of Global Procurement & Real Estate at AVNET 	Understand the challenges that local Arizona companies face in international expansion post-Brexit, including investment risks and regulatory uncertainty in the UK
Lincoln Institute for Agri-Food Technology (LIAT)	LIAT has partnered with the University of Arizona-YCEDA (Yuma Center of Excellence for Desert Agriculture) to collaborate on the NSF Global Centres grant application. The partnership explores opportunities for binational collaboration in AgTech and broadband innovation	<ul style="list-style-type: none"> • Dr. Louise Manning, Professor of Sustainable Agri-food Systems, Lincoln Institute for Agri-Food Tech • Dr. Elizabeth Sklar, Research Director of the Lincoln Agri-Robotics Centre, Lincoln Institute for Agri-Food Tech • Dr. Jemma Taylor, Research Associate for New Innovations, CHAP • Martin Collison, Consultant, Collison & Associates Limited 	LIAT briefed legislators on their accomplishments and how they can continue collaborating with Arizona
Department for Business and Trade	Meeting to discuss how the UK government is promoting international trade and partnerships with the US and Arizona specifically and get a more in-depth context of the political situation in the UK	<ul style="list-style-type: none"> • John Derrick, Deputy Director Africa and Americas, Bilateral Trade Relations, Department for Business and Trade • Charlotte Martin, Head of Bilateral Trade Relations North America, Department for Business and Trade • Max Velarde, Team lead, Bilateral Trade Relations North America, Department 	Learn about the Department for Business and Trade's efforts to move forward with trade agreements with US states and ways to strengthen the UK-Arizona partnership

		for Business and Trade	
King's College, Security & Defence PLuS Partnership	Meeting for a briefing on the Security & Defence PLuS partnership between Kings College, Arizona State University (ASU), and the University of New South Wales (UNSW) in Australia. The Security & Defence PLuS partnership aims to solve key global defense and security challenges by integrating coursework and joint programs, providing custom pathways for students worldwide, and opening new opportunities in professional military and interagency education	<ul style="list-style-type: none"> • Prof Wyn Bowen, King's Lead for Security and Defence PLuS, and Director, Freeman Air and Space Institute, King's College London • Vanessa Morrison, Senior Director, New Projects, King's College London • Dr Sarah Tzineris, Research Fellow, Centre for Science and Security Studies, King's College London 	Understand the partnership's objectives and its impact on US-UK-Australian security and Arizona and areas of collaboration in investment, higher education and high-skills workforce development
<i>DAY 2 – August 31, 2023</i>			
Lord McNally (UK House of Lords)	A roundtable discussion at the Westminster Parliament with an emphasis on Arizona-UK tourism and political and economic challenges the UK faces today	<ul style="list-style-type: none"> • Rt. Hon. Thomas McNally, Member of the House of Lords • Kurt Janson, Former Director of the Tourism Alliance • Alex Davies, Director at Higginson PR 	The purpose of the meeting is to discuss the Arizona-UK bilateral relationship, explore legislative partnerships, and discuss the alignment of industries and policies, including on enhancing tourism between Arizona and the UK
Blick Rothenberg	Hosted working lunch by Blick Rothenberg, a firm that provides international tax, accounting, and business advisory services	<ul style="list-style-type: none"> • Simon Gleeson, Partner at Blick Rothenberg • Mark McGiven, Partner at Blick Rothenberg • Roxane Davey, Senior Counsel at Taylor Wessing • Melina Jacovou, Founder and CEO, Propel London 	Discussing current trends and opportunities for US businesses expanding globally, as well as UK outbound initiatives. A meeting serving as an educational purpose to legislators on the tax laws and regulations for international businesses operating in both the UK and the US
<i>DAY 3 – September 1, 2023</i>			
British Airways	A conference-style meeting with emphasis on the global aviation industry, touristic and commercial travel	<ul style="list-style-type: none"> • Neil Chernoff, Senior Vice President Network Planning and Alliances, British Airways 	To discuss the importance of promoting travel opportunities and partnerships globally, with Phoenix Sky

		<ul style="list-style-type: none"> • Will Parker, Head of North America Network Planning, British Airways • Rhett Workman, Vice President of Europe, American Airlines 	Harbor as a growing global hub for international flights and enhancing tourism
UBS AG, UBS Global	A conference-style meeting with a focus on global financial markets, the UK socio-economic health and global consumer behavior	<ul style="list-style-type: none"> • Kevin Arnold, Executive Vice Chairman to the Investment Bank and the Global Family & Institutional Wealth office, UBS AG • Anthony Bebbington, Managing Director, Wealth Management, Financial Advisor, UBS AG Arizona Branch • Dipen Patel, Senior Vice President, Wealth Management, Financial Advisor, UBS AG Arizona Branch 	To discuss how global banks operate with customers and companies across the globe and learn about what it takes for Arizona companies to expand from a banking perspective and what opportunities there are to help ease that process on a state level
Terra Quantum	A presentation meeting about quantum computing and global implications on the technology	<ul style="list-style-type: none"> • Markus Pflitsch, CEO and Chairman of Terra Quantum 	To provide insight to the legislators about the potentials and risks of quantum computing and the need for reaching a global consensus. Cybersecurity implications and the need to modernize the current Arizona digital grid through global collaboration and knowledge sharing on quantum mechanics
BritishAmerican Business (BAB)	A conference-style meeting with a focus on US-UK small and medium enterprises (SMEs) and investment opportunities	<ul style="list-style-type: none"> • Tim Horan, Associate Director of Strategic Partnerships & Engagement at BAB • Sophie Rahemanji, London Policy Manager at BAB 	To provide an overview of BAB, which serves as the American Chamber of Commerce in the UK, supporting US businesses in the UK and UK businesses operating in or expanding to the US

C. Actionable Outcomes

The following table describes actionable outcomes, demonstrating potential for follow ups and constructive collaborations that align with the objectives of the International Trade Plan 2023:

	Entity	Actionable outcome(s) as per INTL Trade Plan 2023
1	Axon UK	Support Axon in amplifying its operations to capture growth in the UK. Tackle export restrictions and support re-classification definition of the TASER technology to reduce barriers for trade. The Arizona International Trade Committee organized a delegation to tour Axon's headquarters in Scottsdale on Nov 27, 2023, to engage with Axon global leadership and find ways to tackle trade barriers and understand current challenges for business expansion including tariffs, regulatory constraints and multicultural interactions in various markets.
2	US Embassy in London, US Commercial Service	US Commercial Service can support Arizona with updates on UK Agri-business and economic needs, insights into UK politics in the upcoming election, global defense and North Atlantic Treaty Organization (NATO) updates, and monitorization of MOUs' status from other US States and the UK
3	AVNET	Support semiconductor firms facing operational efficiency challenges, supply chain fragilities and securing new FDI at the global stage, including tackling the issue of processing in the supply chains (e.g., nearshoring, relocating processing factories and securing new routes for raw materials). Organize a delegation to tour Axon's facility in Scottsdale
4	LIAT	Support and modernize Arizona's primary sector by connecting LIAT with higher education institutions from Arizona, research labs in agri-business and farmers such as in Yuma county to advance research and development (R&D), including selective harvesting, crop care, robotic phenotyping and achieving reduced carbon and net zero goals. The Arizona Department for Agriculture has organized a delegation to visit the UK during November 2023, with Director Paul E. Brierley as lead of the delegation
5	UK Department of Trade and Business	Continue communication and coordination with the UK government and the Consulate in Los Angeles for the advancement of a MOU between Arizona and the UK
6	King's College, Security & Defence PLuS Partnership	Support collaboration and connections with Arizonan higher education institutions such as University of Arizona, to advance R&D and training programs in cybersecurity, defense and aerospace with key partner allies in the UK and Australia, through the AUKUS program
7	Lord McNally (UK House of Lords)	Continue communication by providing insights into current UK political environment, including the upcoming election and provide relevant data to enhance tourism between Arizona and the UK
8	Blick Rothenberg	The organization traveled to Arizona in November 29-30, 2023, and met with relevant organizations including the ACA, to discuss models of implementation for the Arizona trade and FDI office in the UK. Blick Rothenberg has provided key data insights on proven strategies with success to maximize investment opportunities for Arizona
9	BA	Connect BA with the Arizona Office of Tourism (AOT) to discuss potential collaboration on how to promote tourism in Arizona within the global commercial airlines' industry. Connect with the Arizona aviation entities including the Phoenix Sky Harbor Airport to assess opportunities on expansion for direct flights into Europe and globally
10	UBS AG, UBS Global	Compile data provided by UBS on today's financial strength of consumers and their behavior on the market and provide these to the ACA for their request for information (RFI)/request for proposal (RFP) process on implementing regional trade offices

11	Terra Quantum	Introduce Terra Quantum to relevant stakeholders in the field of quantum mechanics, including higher education institutions, private sector and Arizona's EDOs
12	BAB	Continue communication with BAB to identify nodes for Arizona and UK investment and trading opportunities and develop a relationship between BAB and the ACA for relevant information helpful for the successful implementation of the Arizona trade and investment office

III. Romania Trade Mission

A. Summary

In 2019, exports and imports between Arizona and Romania were valued at \$38 million and \$8 million respectively. Although these numbers were not seen as high, Romania is today one of the fastest growing economies in Europe. According to the World Bank, its economy recovered at 5.9% in 2021 and performed better-than-expected in the first half of 2022, with a growth of 5.8%. This comes despite a significant pick-up in inflation, the COVID-19 pandemic and now the war in Ukraine. The growth is mainly fueled by increased activity in commerce and services, as private consumption remained the main engine of the economy. The Information, Communication and Technology (IT&C) sector contributed greatly to this growth. According to Reuters, Romania more recently stands to receive up to €30 billion (approx. \$32.87 billion) worth of grants and loans until 2026 out of the European Union's (EU) €724 billion Recovery and Resilience Facility, designed to help economies' post-pandemic rebound. Moreover, European Investment Bank officials stated that Romania has a strong pool of renewable energy and has capability to achieve full energy independence, becoming a net importer of energy and capturing EU funds for transportation and infrastructure projects. To add up, Romania has developed a program called State Aid, which allows FDI of over €5 million (approx. \$5.49 million) to be eligible to receive up to 50% of the investment amount Romanian government funding support. Romania is at the crossroads of Eastern Europe, well positioned for Ukraine's reconstruction phase, having direct access to the Black Sea that is connected to Central Europe with the Danube river and several other important growing economies ranging from the Baltic states to Greece, including Türkiye.

In this context, 12 Eastern European countries have formed up the Three Seas Initiative. The Three Seas countries represent almost a third of the EU and are home to 111 million people. However, figures from 2018 show that their average gross domestic product (GDP) per capita is just 78% of the EU average. At the same time, the average economic growth in the 12 countries from 2015 to 2019 was 3.5% compared to 2.1% in the EU. The International Monetary Fund forecast that the Three Seas countries' average GDP growth was about 3.3% (in the last 5 years) compared to an average of 1.6% for the EU as a whole. The Three Seas countries output a total turnover of €225.6 billion (approx. \$239.4 billion), with a territory spanning 1.2 million square kilometers (approx. 463,323 square miles), which represents roughly 30% of the EU. Recently, the Three Seas countries need more than €500 billion (approx. \$530.5 billion) for infrastructure investments.

The trade and FDI mission to Romania not only was designed to assess the Romanian market, but also to attend the Three Seas Initiative summit that was hosted in Romania and explore the overall economic, social and security dynamics of Eastern Europe and how a conglomerate of emerging economies in this region may bring future growth to Arizona.

The Arizona delegation to Romania met with key stakeholders involved in bilateral trade and investment between the US and Romania. Among these stakeholders were included Arizona-based high-tech manufacturing company Benchmark, the US Commercial Service team located at the US Embassy in Bucharest, the Romanian Minister of Research, Innovation and Digitalization, the Minister of Economy, Entrepreneurship and Tourism and the Minister of Energy, the Mayor of Braşov and his economic development team, the Romanian American Chamber of Commerce and Three Seas Summit entities such as global energy sector leadership and the EU Cybersecurity Center focused on EU's and NATO's cybersecurity and AI development efforts.

These meetings helped the delegation assess the political, economic and social conditions of the Romanian and Eastern European market and allowed the delegation to gather data points and relevant connections which would enable further collaboration with Arizonan entities such as the ACA into determining how, where and when to implement a potential regional trade and investment office in Romania.

B. Entities Met

The following table is the list of all the meetings the delegation undertook with key stakeholders' names and a short description of what activities they perform in the region and their relevancy to the International Trade Plan 2023:

Entity	Description of Activities	Key people met	Relevancy to INTL Trade Plan 2023
<i>DAY 1 – September 5, 2023</i>			
US Embassy in Bucharest, US Commercial Service	Conference-style meeting with a focus on US Romanian historic strategic partnership and economic opportunities	<ul style="list-style-type: none"> Ambassador Kathleen Kavalec, US Ambassador to Romania Laura Gimenez, Acting Senior Commercial Officer, US Embassy in Romania Kimberly Barr, Economic Counselor Bucharest, Romania, US Embassy in Romania Jennifer Cardoza, Officer, US Embassy in Romania 	To receive a market briefing from US Embassy staff on the political and economic situation of Romania from the viewpoint of the US government and to help legislators understand US businesses' challenges and opportunities when operating in Romania, and how the US Commercial Service team can support opportunities for Arizona in Romania.
Green Cities Forum Official Opening	Conference event with official opening dinner summit with a focus on Brasov's efforts to advance green solutions in infrastructure and socio-economic projects	<ul style="list-style-type: none"> Mayor Allen Coliban, Mayor of Brasov 	To network and learn from municipalities and companies across Romania and Europe on public environmental policies and innovation to achieve circular economy, smart city designs and clean energy solutions
<i>DAY 2 – September 6, 2023</i>			
Mayor Allen Coliban	A roundtable meeting to discuss Brasov's economic impact in the region and its strategy for economic development	<ul style="list-style-type: none"> Mayor Allen Coliban, Mayor of Brasov Deputy Mayor Flavia Boghiu, Deputy Mayor of Brasov Silviu Costea, President, Chamber of Commerce and Industry of Braşov Cătălin Frangulea, Program Director, Braşov Metropolitan 	Learn more about how the regions between Transylvania and the South of Romania integrate into the larger sphere of Eastern Europe within the context of the EU and NATO partnerships. Receive an overview for strengthening trading and investment in existing partnerships and identify areas for potential collaboration

		<p>Agency for Sustainable Development (AMB)</p> <ul style="list-style-type: none"> • Medeea Petrovan, Invest Braşov Project Manager, AMB • Alexandra Coliban, Mayor's Counselor 	
Invest Brasov	Meeting to discuss trends that Invest Brasov is seeing in FDI into the Brasov region and how they assist Romanian and global companies to explore opportunities, including to the US	<ul style="list-style-type: none"> • Cătălin Frangulea, Program Director, AMB • Medeea Petrovan, Invest Braşov Project Manager, Braşov, AMB 	Invest Brasov is the equivalent to the Greater Phoenix Economic Council (GPEC) and possesses a wide portfolio of potential business and public partners that Arizona could benefit from for bilateral trade and investment opportunities
Schaeffler Romania SRL	A facility tour at Schaeffler's bearing manufacturing operations in Cristian/Brasov, followed by a presentation meeting on the company's global strategy and history of investment in Romania	<ul style="list-style-type: none"> • Stefan Gulacsi-Gologan, Plant manager, Schaeffler Romania SRL 	To meet with the General Manager of the facility in Brasov and tour the facility to understand more how needle roller bearings are being produced and supplied for the windmill industry and explore opportunities for collaboration in clean energy solutions for Arizona
Benchmark Electronics (based in Arizona)	A presentation meeting about high tech manufacturing and the uniqueness of Benchmark Brasov as a global B2B supplier for equipment such as industrial level remote controllers and medical equipment, followed by a tour of the facility	<ul style="list-style-type: none"> • Mihai Stan, General Manager, Benchmark Electronics, Brasov Branch • Lucia Molniceanu, Human Resources Director of Benchmark Brasov site • Toni Coman, Programs Director of Program Management in Benchmark Romania • Calin Fagarasanu, Director of Operations 	To learn how the development of infrastructure and transportation is helping the region grow and better integrate, especially in talented workforce and to understand how an Arizona-based company has expanded to Romania and what challenges came with that expansion
Three Seas Initiative Summit Opening	A welcome reception, attended by various international stakeholders, including member nations of the Three Seas Summit, Japanese and Turkish entities	<ul style="list-style-type: none"> • Reception hosted by the Minister of Economy, Entrepreneurship and Tourism, Stefan-Radu Oprea 	Delegations from various countries present, enabling the Arizona delegation to network with policymakers and learn about what they are doing in their respective regions and understand Romania's geostrategic positioning and economic potential in Eastern

	and the Romanian Minister of Economy, Entrepreneurship and Tourism		Europe, the Middle East and at the international stage
<i>DAY 3 – September 7, 2023</i>			
Three Seas Initiative Summit and Business Forum, Subpanel Speech	Attend the opening panel hosted by the President of Romania and the Prime Minister and execute Chairman Cook's speech for the subpanel on energy about decarbonization and clean energy solutions	<ul style="list-style-type: none"> • President Klaus Iohannis, President of Romania • Ion-Marcel Ciolacu, Prime Minister of Romania 	Receive a general overview about the economic potential and global implications of the Three Seas Initiative and promoted Arizona's position as an international trading and investment partner for all partners and allies from the EU, NATO and Three Seas Initiative
Minister of Research, Innovation and Digitalization	A roundtable meeting at the Romanian Parliament with a focus on discussing the Three Seas Summit and Business Forum	<ul style="list-style-type: none"> • Ivan Bogdan-Gruia, Minister of Research, Innovation and Digitization 	Opening discussion for potential collaboration on higher education workforce programs, including cybersecurity and space commercialization and how Arizona and Romania can possession themselves within these sectors
Head of IT Commission and Group of MPs	A roundtable discussion with a focus on the Three Seas Summit and Business Forum	<ul style="list-style-type: none"> • Sabin Sărmaș, President of IT&C Committee, Chamber of Deputies, Parliament of Romania • George Cristian Tuță, Member of the Executive Bureau of the National Liberal Party, Committee for European Affairs and the Committee for Industry and Services of the Chamber of Deputies 	Opening discussion for potential collaboration on higher education within the areas of AI and cybersecurity, and how Arizona and Romania can help create links for workforce development programs
Romanian American Chamber of Commerce, group of MPs and private sector leaders	Dinner meeting and roundtable discussion with a focus on success stories from private and public Romanian-US stakeholders	<ul style="list-style-type: none"> • Dorin Munteanu, President of the Romanian American Chamber Of Commerce, Co-Founder Intelligent Automation (IA) Initiative I Board Chair & President I Advisor 	To engage in networking opportunities for trade and investment in various sectors and industries of commonality between Arizona and Romania
<i>DAY 4 – September 8, 2023</i>			
Hidroelectrica Romania	A roundtable meeting with a focus on Romania's hydroelectric	<ul style="list-style-type: none"> • Bogdan Nicolae Badea, President of the Board of Directors • Dragoș Roșu, Strategy, Business 	To gain a comprehensive understanding of the company's pivotal role as a leader in energy production and provider of essential ancillary services

	capabilities, clean energy solutions and EU environmental compliance and regulation on the energy sector	<p>Diversification, and Investor Relations Manager</p> <ul style="list-style-type: none"> • Emil Crișan, Development Department Manager • Daniela Iordănescu, Reengineering Department Manager • Ionelia Șuteu, Technical and Production Support Department Manager • Gabriel Stoica, Design Department Manager • Gabriela Dorojan, Hse and Environmental Protection Manager 	within the National Energy System. To learn how the company is managed under its dual-tier system and explore innovations that they are implementing and to compare with Arizona's hydroelectric systems and assess potential for knowledge-sharing solutions facing each nations' challenges
Minister of Energy	A roundtable table meeting with a focus on romania's energy solutions and current strategy for energy independence	<ul style="list-style-type: none"> • Sebastian Burduja, Minister of Energy • Oana Babagianu, Minister Counselor, Ministry of Energy of Romania 	To discuss Romania's energy commitments at regional, European, and global levels while maintaining energy security and to learn about Romania's efforts to diversify energy production, especially during the War in Ukraine, and explore new innovative ideas that Romania is implementing, including its SMR nuclear energy program and how Arizona's clean energy sector could benefit from such efforts
Minister of Economy, Entrepreneurship and Tourism	A roundtable meeting with a focus on trade and economic growth for SMEs and tourism in Romania	<ul style="list-style-type: none"> • Stefan-Radu Oprea, Minister of Economy, Entrepreneurship and Tourism 	To understand the Romanian economy and what type of development projects exist within the country and its surrounding regions, including programs for SMEs and investment workforce training programs as well as efforts to enhance tourism, providing insights to Arizona as it does the same
EU Cybersecurity Center	A roundtable meeting with a focus on AI and cybersecurity at the EU and NATO level	<ul style="list-style-type: none"> • Eduard Mititelu, Secretary of State • Eugen Popescu, Cybersecurity Policy Advisor • Ioan Istrate, Advisor to the Minister of Research, Innovation and Digitalization 	To learn about cybersecurity within Romania and the greater eastern region of Europe and how the war in Ukraine is impacting the IT industry and how Romania plays a central role in providing cybersecurity solutions to partners and allies within the EU and NATO where Arizona can potentially capture cyber solutions to secure its grid

Walter Tosto facility	Meeting and tour of the facility with a focus on heavy equipment manufacturing	<ul style="list-style-type: none"> • Luca Tosto, CEO of Walter Tosto • Fabio Scipione, President of Walter Tosto • Danilo di Fabio, Operations Manager • Lucian Rusu, Deputy General Manager 	To learn about the manufacturing facility that Walter Tosto has in Bucharest and how their operations are unique in the world, providing state-of-the-art critical and long lead process equipment for various industries, including chemicals, petrochemicals and energy sectors and how Arizona can position itself in the region to capture growth within this industry
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C. Action Plan and Outcomes

The following table describes actionable outcomes, demonstrating potential for follow ups and constructive collaborations that align with the objectives of the International Trade Plan 2023:

	Entity	Actionable outcome(s) as per INTL Trade Plan 2023
1	US Embassy in Bucharest, US Commercial Service	US Commercial Service can support Arizona with updates on Romanian business and economic trends and provide insights into Romanian politics in the upcoming elections, provide updates on NATO, defense and the war in Ukraine. They can also help Arizona with ACA's RFI/RFP process for a potential implementation strategy of the regional trade and investment office
2	Green Cities Forum Official Opening	Follow up to connect with potential collaborators in the area of circular economy and exploring smart cities solutions for Arizonan communities
3	Mayor Allen Coliban	Increase communication to explore Brasov's vocational programs as a potential benefit for Arizona's workforce needs and look for potential investors in-and-out of Brasov; with Brasov proposing brownfield/greenfield projects to gentrify their region, looking for investors within the high-tech industry to revamp their secondary sector
4	Invest Brasov	Introduce Invest Brasov to Arizona's EDOs, noticeably GPEC and the ACA
5	Schaeffler Romania SRL	Connect with Arizona's EDOs, with potential to capture growth from Schaeffler's operations in Romania and boost clean energy solutions in windfarm technology in Arizona
6	Benchmark Electronics	Connect with Arizona's EDOs, with potential to capture growth from Benchmark's operations in Romania and boost manufacturing capabilities and investment between Arizona and Romania
7	Three Seas Initiative Summit Opening	Expand on the network met during the opening reception, including third parties such Interdiligence, a company specialized in market mapping and corporate development and Japanese connections for future collaboration with Arizona
8	Three Seas Initiative Summit and Business Forum, Subpanel Speech	Expand on the network met during the forum and follow up on Arizona's PR campaign at the global stage, including in Romania. As a result of the trade and FDI mission to Romania, the Romanian Parliamentarian, Mr. Cristian Băcanu, and Mayor of Bucharest, Sector 6, Mr. Ciprian Ciucu, have organized a visit to Arizona on December 10-16, 2023
9	Minister of Research, Innovation and Digitalization	Reach out to higher education institutions, the space commercialization industry experts and Arizona's EDOs to discuss collaboration on workforce development programs and enhancing innovation between Arizona and Romania

10	Head of IT Commission and Group of MPs	Reach out to Arizona's EDOs and higher education institutions to discuss collaboration on workforce development programs within the AI and cybersecurity sectors between Arizona and Romania
11	Romanian American Chamber of Commerce (RACC), group of MPs and private sector leaders	Continue communication with members of the RACC to help build on a portfolio of potential partners in trade and investment activities between Arizona and Romania. RACC has been virtually introduced to GPEC, Arizona Tech Council (AZ Tech Council) and the ACA. Key take aways include discussing ways to increase cooperation in common bilateral priority sectors such as IT and cybersecurity and attending conferences hosted by Arizonan and Romanian organizations such as AZ Tech Council and RACC.
12	Hidroelectrica Romania	Continue communication with Hidroelectrica to determine areas for potential knowledge-sharing solutions within the energy sector in Arizona and Romania
13	Minister of Energy	Continue collaboration with Romanian Ministry of Energy to determine areas for potential knowledge-sharing solutions within the energy sector, especially nuclear and clean energy solutions in Arizona and Romania, and explore new supply chains for securing critical minerals
14	Minister of Economy, Entrepreneurship and Tourism	The Minister had plans to visit Arizona in October 2023, but due to the risk of a US Federal government shutdown, had to postpone this visit; the minister is interested in learning more about the mining sector in Arizona including critical mineral supply chains, and meet with the economic development agencies of Arizona and higher education institutions that can help in workforce development
15	EU Cybersecurity Center	Continue communication with the Center and connect them with Arizona's EDOs and specialized institutions on AI and cybersecurity, which could potentially provide cyber and AI solutions to Arizona in need for securing its digital grid
16	Walter Tosto facility	Maintain open communication to follow up on developments within the heavy equipment sector in Romania and how Arizona can benefit from Tosto's growth towards the US

IV. Canada Trade Mission

A. Summary

With over \$2.3 billion of exports to Canada and \$2.33 billion of imports in 2021, the Arizona-Canada binational Terms of Trade of 98.71% was in near perfect equilibrium and is today one of the most important economic exchanges in terms of value for Arizona. This makes Canada Arizona's largest FDI contributor, with an approximate cumulative sum of \$1.12 billion from Canadian companies investing in Arizona over the last 6 years. Moreover, almost 50% of all funding for the mining sector in Arizona comes from Canadian entities.

The Arizona delegation to Canada met with key stakeholders involved in bilateral trade and investment between the US and Canada. Among these stakeholders were included economic development agencies such as Invest Ottawa, Investissement Québec and Invest Montréal, meeting with the US Ambassador at the US Embassy in Ottawa and the US Consul General in Montréal, meetings with aerospace and defense stakeholders such as Bombardier and Aero Montréal, the Ontario Legislative Assembly and key financial institutions such as CDPQ, OMERS, OTPP and BMO Capital Markets.

These meetings helped the delegation assess the political, economic and social conditions of Canada and the provinces of Québec and Ontario and allowed the delegation to gather data points and relevant connections which would enable further collaboration with Arizonan entities such as the ACA in determining how, where and when to implement a regional trade and investment office in Canada.

B. Entities Met

i. Ottawa Portion

The following table is the list of all the meetings the delegation undertook with key stakeholders' names and a short description of what activities they perform in the region and their relevancy to the International Trade Plan 2023:

Entity	Description of Activities	Key people met	Relevancy to INTL Trade Plan 2023
<i>DAY 1 – September 20, 2023</i>			
Invest Ottawa	A roundtable-style meeting with a focus on Ottawa's economic development projects and innovative industries	<ul style="list-style-type: none"> Adam Dewar, Director, Americas and Communications Technologies, Invest Ottawa 	To discuss trends Invest Ottawa is seeking in FDI, business trends in Ottawa, especially the tech and infrastructure sectors, and how they can help assist opportunities between Ottawa-based and Arizona-based companies
US Embassy in Ottawa, US Commercial Service	A roundtable meeting with a focus on Canadian geopolitics and domestic politics and the relationship with the US, Federal Canada and provincial Canada	<ul style="list-style-type: none"> Ambassador David L. Cohen, US Embassy Ottawa Iran Campana, Chief of Staff to the Ambassador, 	To receive a market briefing from Ambassador Cohen and US Embassy Ottawa staff on the political and economic situation of Canada from a US perspective and to help

		US Embassy Ottawa <ul style="list-style-type: none"> • Tracey Ford, Sr. Commercial Specialist, US Department of Commerce • Mimi Lu, US Embassy Ottawa Economic Officer • Maurice Jackson, US Embassy Ottawa Economic Office 	legislators understand the challenges and opportunities that US businesses face when operating in Canada and how Arizona can benefit these opportunities.
Canadian Photonics Fabrication Centre (CPFC)	A tour of the facility, followed by a presentation meeting about CPFC and its unique value proposition in the global semiconductors industry	<ul style="list-style-type: none"> • Michael Davison, Director of Business Development, Canadian Photonics Fabrication Center • Reza S. Dowlatshahi, Director of Research and Development, Canadian Photonics Fabrication Center 	To discuss the partnership that created the CPFC, how the facility supports the photonics sector and to help legislators understand what Ottawa is doing in photonics and how Arizona can complement and significantly boost this sector with its own semiconductor industry
Aero X.O	A tour and description of the facility, as an area for testing and doing R&D on technologies such as advanced air mobility, unmanned aerial vehicles and autonomous vehicles	<ul style="list-style-type: none"> • Rebecca Thompson, Senior Manager of Operations, Invest Ottawa 	To discover and discuss how Ottawa is investing in R&D and how Arizona companies can get involved, particularly in agri-tech solutions, autonomous vehicles and safeguarding infrastructure and the public sector through the creation and adoption of 4.0 technologies

ii. Montréal Portion

The following table is the list of all the meetings the delegation undertook with key stakeholders' names and a short description of what activities they perform in the region and their relevancy to the International Trade Plan 2023:

Entity	Description of Activities	Key people met	Relevancy to INTL Trade Plan 2023
<i>DAY 2 – September 21, 2023</i>			
AéroMontréal	A presentation meeting with a focus on the aerospace sector of	<ul style="list-style-type: none"> • Damien Pereira, Director Supply Chain, AéroMontréal 	To discuss potential avenues for partnership with Arizona's highly

	Québec as a region and Montréal as a core global hub	<ul style="list-style-type: none"> • Lydia Halley-Soucy, Exports and Internationalization Advisor for the Central and Western US, Investissement Québec • Sophie Plante, Project Director, Investissement Québec • Lydia Halley-Soucy, Exports and Internationalization Advisor for the Central and Western US, Investissement Québec • Maude-Émilie Théberge, Desk Officer, US Division, Ministry of International Relations and Francophonie 	significant aerospace sector with an opportunity to explore the current activities and initiatives of the aerospace cluster, as well as to identify areas where collaboration and cooperation can be established
Bombardier	A presentation and conference-style meeting, follow by a tour of the manufacturing facility	<ul style="list-style-type: none"> • Pierre Sein Pyun, Vice President of Government Affairs, Bombardier • David Brulotte, Delegate General, General Delegation of Quebec in Los Angeles & Silicon Valley (DGQLA) • Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec • Sophie Plante, Project Director, Investissement Québec 	To discuss the company's operations in Canada and their global sales strategy and whole shift to high-net-worth individuals and fleet customers, and to learn more about Bombardier's Tucson facility expansion plans and potential for economic growth in the region of Arizona
Québec provincial government entities	A working session and roundtable meeting on the Plan for the Development of Critical and Strategic Minerals (Critical Mineral Plan)	<ul style="list-style-type: none"> • Jocelyn Douh�ret, Director, Mining Policy, Ministry of Natural Resources and Forestry • Nathalie Camden, Associate Deputy Minister of Mines, Ministry of Natural Resources and Forestry 	To help legislators understand the benefits and cons of the Critical Mineral Plan, and how it was developed, and learn more about the mining industry in Québec and how Arizona's mining sector can complement and boost its growth

		<ul style="list-style-type: none"> • Jean-François Béland, Vice President of Resources Québec, Investissement Québec • David Brulotte, Delegate General, DGQLA • Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec • Maude-Émilie Théberge, Desk Officer, US Division, Ministry of International Relations and Francophonie 	through collaboration with Québec
US Consul General, US Consulate Montréal	A roundtable meeting with a focus on US relationships with Québec and economic ties and current geopolitical implications	<ul style="list-style-type: none"> • Robert P. Sanders, US Consul General, US Consulate General in Montreal • Matthew Quigley, Foreign Commercial Service Officer, US Department of Commerce, US Consulate in Montréal 	To discuss US-Canadian, in particular Québec's bilateral ties from the perspective of the US Consul General in Montreal and to assess Arizona's unique position for optimizing trade and investment opportunities with Québec
MILA	A presentation meeting, followed by a tour of the institution with a focus on the AI industry and higher education	<ul style="list-style-type: none"> • Frédéric Laurin, Senior Director of Partnerships, MILA • Benjamin Prud'homme, Executive Director AI for Humanity, MILA • Robert Farias, Director Partnership, MILA • Anna Jahn, Director Public Policy and Learning, MILA • David Brulotte, Delegate General, DGQLA • Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec 	To discuss trade and investment opportunities around the AI industry and understand more the regulatory framework, risks and barriers on advancing AI innovation at the global stage and how Arizona is positioned in this industry to capture growth

		<ul style="list-style-type: none"> Maude-Émilie Thériault, Desk Officer, US Division, Ministry of International Relations and Francophonie 	
General Delegation of Québec in Los Angeles & Silicon Valley and Private sector Québec companies	Dinner meeting hosted by General Delegation of Québec in Los Angeles & Silicon Valley and a group of private sector investors from Québec	<ul style="list-style-type: none"> Guy Doucet, President and CEO, Alfred Technologies André Lamarre, Executive Vice President, Hypertech Group Ash Zare, General Manager, CAE Las Vegas Corey Sly, Director, Global Strategy CAT/FTO, CAE Thomas Gradek, President, RHST industries David Brulotte, Delegate General, DGQLA 	To discuss investment opportunities in the region of Québec, to explore investment opportunities for the Québec private sector into Arizona and understand how regulation and innovation drives economic development in Québec
<i>DAY 3 – September 22, 2023</i>			
Investissement Québec	A presentation and roundtable meeting on investment opportunities in Québec	<ul style="list-style-type: none"> Marie-Ève Jean, Vice President of Exports, Investissement Québec David Brulotte, Delegate General, DGQLA Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec 	To discuss critical mineral and energy strategies and what the organization is doing on a provincial scale to garner FDI and how Arizona can benefit by exploring common priority sectors for both regions
Montréal International	A presentation and roundtable meeting on investment opportunities in Montréal	<ul style="list-style-type: none"> Mark Maclean, Senior Director of Americas & Asia-Pacific - Foreign Investments, Montréal International David Brulotte, Delegate General, DGQLA Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec 	To discuss what is Montréal doing to promote strategic international relationships, if there are any in Arizona, and what can the delegation do to help the city of Montréal develop stronger connections

Caisse de Dépôt et Placement du Québec (CDPQ) or 'Quebec Deposit and Investment Fund' Global and CDPQ Infra	A conference-style meeting with a focus on infrastructure financing methods and global pension systems	<ul style="list-style-type: none"> • Maxime Déa, Vice President of Business Relations, CDPQ Global • Philippe Battani, Executive Vice President of Public Affairs, Communications and Strategy, CDPQ Infra • David Brulotte, General Delegate, DGQLA • Lydia Halley-Soucy, Expert Specialized Advisor, Investissement Québec 	To discuss about CDPQ's investment in Infrastructure and Public Transit and how financing methods are applied and to understand CDPQ's success and challenges they have had to overcome globally and how Arizona could grow from large capital investments from the CDPQ's pension system
Réseau Express Métropolitain (REM) Project	A tour of the REM and its state-of-the-art transit system	<ul style="list-style-type: none"> • The tour was led by a member of the CDPQ team 	To help legislators understand the implications of a modernized integrated public transit system in Montréal using autonomous transit systems and how Arizona can look at applicability of such innovative systems in urban development
Vice-Presidents (VPs) of National Assembly of Québec's Delegation for Relations with the US	A roundtable meeting with a focus on Québec's provincial government structure and domestic politics	<ul style="list-style-type: none"> • Mathieu Lemay, Member of the National Assembly of Quebec and Vice-chair of the National Assembly Delegation for Relations with the US 	To learn what the VPs' counterparts are doing to encourage multilateral relations, especially in a province-to-country level and international level and to allow the delegation to explore more ways to improve relations with Arizona both economically and diplomatically

iii. Toronto Portion

The following table is the list of all the meetings the delegation undertook with key stakeholders' names and a short description of what activities they perform in the region and their relevancy to the International Trade Plan 2023:

Entity	Description of Activities	Key people met	Relevancy to INTL Trade Plan 2023
<i>DAY 4 – September 25, 2023</i>			

Legislative Assembly of Ontario	A tour of the Assembly, followed by observing the Speaker's Procession and the Introduction in the House and Observation of Question-and-Answer Period, and a hosted lunch by the Speaker of the Legislative Assembly of Ontario	<ul style="list-style-type: none"> • Ted Arnott, Speaker of the Legislative Assembly of Ontario 	To meet with the Arizona representatives' counterparts at the Legislative Assembly of Ontario, to help legislators understand how policy functions in the province of Ontario and how their Speaker and respective Chairmen address common policy and socio-economic issues that Arizona also faces today and how to collaborate bilaterally in these commonalities
Premier of Ontario, Doug Ford	A brief side meeting with the Premier to discuss Ontario's and Arizona's global policies and common interests	<ul style="list-style-type: none"> • Doug Ford, Premier of Ontario 	While sitting in the Speaker's box during the Ontario Legislative Assembly's Question and Answer period, the delegation was invited by the Premier's staff for a brief side meeting to discuss the Arizona-Ontario relationship
Graydon Smith, Minister of Natural Resources and Forestry, Lisa Thompson, Minister of Agriculture, Food and Rural Affairs and Victor Fedeli, Minister of Economic Development, Job Creation and Trade	A roundtable meeting with a focus on targeted priority sectors in Ontario and Arizona	<ul style="list-style-type: none"> • Graydon Smith, Minister of Natural Resources and Forestry, Ontario Legislature • Victor Fedeli, Chair of Cabinet, Minister of Economic Development, Job Creation and Trade, Ontario Legislature • Lisa M. Thompson, Minister of Agriculture, Food and Rural Affairs, Ontario Legislature • Ksenia Kokareva, Senior Policy Advisor, Ministry of Intergovernmental Affairs 	To explore and discuss with the ministers in their respective department opportunities for collaboration to optimize bilateral ties on economic development and trade between the Arizona and the Ontario with a focus on natural resources, solutions in agriculture and economic development on global trade and investment
Members of the Standing Committee on Finance and Economic Affairs	A roundtable meeting with a focus on finance and socio-economic implications in Ontario	<ul style="list-style-type: none"> • Ernie Hardeman, MPP, Committee Chair, Progressive Conservative Party • Deepak Anand, MPP, Progressive 	To help legislators understand how policy functions in the province of Ontario and how the Standing Committee on Finance and Economic Affairs addresses common policy and socio-economic issues that Arizona

		<ul style="list-style-type: none"> Conservative Party Doly Begum, MPP, New Democratic Party Stephanie Bowman, MPP, Liberal Party Bobbi Ann Brady, MPP, Independent Stephen Crawford, MPP, Progressive Conservative Party Andrew Dowie, MPP, Progressive Conservative Party Vanessa Kattar, Clerk of the Committee 	also faces today and how to collaborate bilaterally in these commonalities
E-Zinc	Presentation meeting and tour of the R&D facility and HQ of E-Zinc	<ul style="list-style-type: none"> James Larsen, CEO, E-Zinc Rhonda Landers, CFO, E-Zinc Laura Strickler, Vice President of People & Culture, E-Zinc 	To discuss FDI opportunities from e-Zinc in Arizona and to help legislators understand what e-Zinc is looking for in investing into the US market and how Arizona can support its growth within the clean energy sector
<i>DAY 5 – September 26, 2023</i>			
Ontario Municipal Employees Retirement System (OMERS)	A breakfast conference-style meeting with a focus on global finance and capital market investments	<ul style="list-style-type: none"> Chris Morley, Member of OMERS Executive Leadership Team and Vice President of Government Relations, OMERS Tenio Evangelista, Vice President OMERS Infrastructure, OMERS 	To discuss the pension system OMERS employs in Ontario and help legislators understand the financial structure of the public pension sector and how FDI to Arizona can be highly beneficial for socio-economic development within the pension system
Toronto Stock Exchange (TSX)	A presentation meeting and photo Op with a focus on TSX Venture Exchange program for tech startups and publicly listed companies at TSX	<ul style="list-style-type: none"> Dani Lipkin, Managing Director of the Global Innovation Sector, Toronto Stock Exchange and TSX Venture Exchange, TMX Group 	To engage with public and private entities that deal with the TSX and how the relationship between TSX and other US-based stock exchanges function and to help legislators understand the global implications of finance and how industries are closely

			interrelated, including Arizona's position in the tech industry and its venture sector
Canadian Snowbird Association	A roundtable meeting with a focus on tourism and Canadians traveling to the US	<ul style="list-style-type: none"> Lori Shapiro, Chief Executive Officer, Schwartz/Reisman Group Michael MacKenzie, Executive Director and Chief Executive Officer, Canadian Snowbird Association 	To discuss tourism in Arizona from the Canadian perspective and to help legislators understand the implications and potentials for socio-economic growth driven by the snowbird community
Canada Post	A lunch meeting hosted by Canada Post with a focus on Canada's logistical and parcel transportation industry	<ul style="list-style-type: none"> Nadia Chegrinec, Director, Sales Enablement and Events Marketing, Canada Post Patrick LeMoine, International Sales Executive, Canada Post 	To learn and discuss the global logistics and parcel transportation industry in Canada and across the US, assess how these processes function between the US and Canada, and understand consumer behavior as well as ESG implications and how Arizona could learn from such implications
Li-Cycle	A presentation and roundtable meeting with a focus on Li-cycle's global operations and expansion plans	<ul style="list-style-type: none"> Alan Ferguson, Commercial Vice-President, Americas, Li-Cycle Ryan Williams, Government Relations Associate, Li-Cycle 	To discuss the battery recycling industry globally and specifically in Arizona, to help legislators understand the implications of the EV market in Arizona and the role Li-Cycle has in Arizona as they currently have a facility located near Phoenix-Mesa Gateway Airport
US Consulate in Toronto representative	A dinner meeting with a representative from the US Consulate in Toronto	<ul style="list-style-type: none"> Chris Alexander, Deputy Principal Commercial Officer, International Trade Administration, U.S. Consulate in Toronto 	To discuss opportunities for Arizona in Toronto and Greater Ontario from the perspective of the US Consulate in Toronto
<i>DAY 6 – September 27, 2023</i>			
City of Toronto Councilor, Shelley Carroll	A roundtable meeting with a focus on the city of Toronto's socio-economic challenges and its greater region	<ul style="list-style-type: none"> Shelley Carroll, City Councilor, Ward 17, Don Valley North, City of Toronto 	To learn and discuss with the Councilor opportunities for collaboration at the city level, to optimize bilateral ties on economic development and trade between the Arizona and Toronto
Ontario Teachers' Pension Plan (OTPP)	A conference-style meeting with a focus on	<ul style="list-style-type: none"> Michael Hudgin, Managing 	To engage with stakeholders in the pension system dedicated to

	financial methods for investment and capital markets and the pension system in Ontario	<p>Director, Natural Resources, OTPP</p> <ul style="list-style-type: none"> • Chris Parker, Managing Director, North America, OTPP • Eric de Roos, Manager, Government and Public Affairs, OTPP 	the teachers' sector, to help legislators understand how one of the largest pension funds in the world delivers service and retirement security for their members worldwide and how Arizona can potentially benefit from increased investment, particularly in infrastructure, agriculture and water solutions
Bank of Montreal (BMO)	A presentation and roundtable meeting with a focus on BMO's operations and investments worldwide	<ul style="list-style-type: none"> • Jeff Burdon, Managing Director of Corporate Finance, Bank of Montreal • Saravanan Santhanam, Managing Director, BMO Project Finance, North American • Patrick Epum, Director and Team Lead, BMO Commercial Banking 	To discuss the international investment banking industry and explore opportunities for FDI and expansion into the economic development of Arizona, especially on infrastructure, agriculture, energy and water solutions

C. Action Plan and Outcomes

The following table describes actionable outcomes, demonstrating potential for follow ups and constructive collaborations that align with the objectives of the International Trade Plan 2023:

	Entity	Actionable outcome(s) as per INTL Trade Plan 2023
<i>Ottawa Portion</i>		
1	Invest Ottawa	Introduce Invest Ottawa and their portfolio of private and public partners to Arizona's EDOs such as the ACA, GPEC and Arizona Tech Council, with a focus on infrastructure and smart cities planning
2	US Embassy in Ottawa, US Commercial Service	Maintain communication with US Commercial Service team by reaching out to the US export/import offices located in Arizona to set up a channel for potential investors and SMEs between Arizona's EDOs and Canada
3	CPFC	Create a line of communication for potential knowledge-sharing and collaboration between the Arizona silicon-portion of the semiconductor industry's supply chain and that of Ottawa's photonics-portion of the semiconductor industry's supply chain, including Arizona's EDOs such as Arizona Tech Council, higher education institutions and private firms such as TSMC and Onsemi
4	Aero X.O	Introduce Aero X.O to Arizona's EDOs and higher education institutions specialized in robotics, aerospace and autonomous vehicles
<i>Montréal Portion</i>		

5	AéroMontréal	Introduce AéroMontréal to Arizona's EDOs, private and public sector entities and higher education institutions specialized in the aerospace and defense cluster
6	Bombardier	The Arizona Committee on International Trade organized a delegation to tour Bombardier's Service Center at Tucson airport and explore ways to support their expansion plans on November 2nd, 2023. Key take aways during the tour includes challenges faced during expansion plans and workforce training and hiring gaps; e.g., Pima college has a current partnership with Bombardier for an apprenticeship program. Bombardier is capable of hiring 150 technicians today and put them to work. However, skilled labor is lacking.
7	Québec provincial government entities	Reach out to Arizonan mining sector stakeholders such as Mine Inspector's office, the Arizona Mining Association, private firms such as Freeport McMoran and institutions such as University of Arizona's School of Mining and Mineral Resources to create a channel for collaboration and knowledge-sharing opportunities between Arizona and Québec's mining industry
8	US Consul General, US Consulate Montréal	Maintain communication with the consulate to open channels for potential Arizonan and Québec investors and traders and reach out to US export/import offices in Arizona
9	MILA	Introduce MILA to Arizona's EDOs such as ACA, GPEC and the Arizona Tech Council, and higher education institutions such as Arizona State University specialized in R&D on AI and its development
10	General Delegation of Québec in Los Angeles & Silicon Valley and private sector Québec companies	The Delegate General (DG) of Québec in Los Angeles visited Arizona on November 1-2. The Arizona International Trade Committee hosted the DG for a lunch meeting (press release) along with other stakeholders including the Canada Arizona Business Council.
11	Investissement Québec	Introduce Investissement Québec and their portfolio of private and public partners to Arizona's EDOs such as the ACA and GPEC, with a focus on infrastructure, smart cities planning and supporting SMEs in international trade and investment
12	Montréal International	Introduce Montréal International and their portfolio of private and public partners to Arizona's EDOs such as the ACA and GPEC, with a focus on infrastructure, smart cities planning and supporting SMEs in international trade and investment
13	CDPQ Global and CDPQ Infra	Introduce CDPQ Global to Arizona's EDOs, private and public organizations with a focus on capital investments within the infrastructure sector but also on projects in public transit, water conversation, agriculture, mining and forestry. E.g.: ACA, GPEC, Water Infrastructure Finance Authority (WIFA), Arizona Department of Transportation (ADOT) and Maricopa Association of Governments (MAG)
14	REM Project	N.A.
15	VPs of National Assembly of Québec's Delegation for Relations with the US	Maintain G2G and diplomatic relationships with Québec's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs
<i>Toronto Portion</i>		
16	Legislative Assembly of Ontario	Maintain G2G and diplomatic relationships with Ontario's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs
17	Premier of Ontario, Hon. Doug Ford	Maintain G2G and diplomatic relationships with Ontario's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs

18	Ministers Graydon Smith, Lisa Thompson and Victor Fedeli	Maintain G2G and diplomatic relationships with Ontario's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs
19	Members of the Standing Committee on Finance and Economic Affairs	Maintain G2G and diplomatic relationships with Ontario's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs
20	E-Zinc	Continue communication with E-Zinc and Arizona's EDOs for potential direct investment into Arizona
21	OMERS	Introduce OMERS to Arizona's EDOs, private and public organizations with a focus on capital investments within the infrastructure sector but also on projects in public transit, water conversation, agriculture, mining and forestry. E.g.: ACA, GPEC, WIFA, ADOT and MAG
22	TSX	Maintain communication with TSX for potential to collaborate with Arizonan startups and Arizona's EDOs such as AZ Tech Council and educational institutions
23	Canadian Snowbird Association	Connect with EDOs on tourism such as AOT in Arizona to explore ways on boosting travel from Canada into Arizona
24	Canada Post	Maintain communication with Canada Post for knowledge-sharing on the global logistics and parcel transportation industry by connecting with Arizona's EDOs
25	Li-Cycle	Explore opportunities for expansion in Li-Cycle's current spoke facility in Mesa by maintaining communication with Arizona's EDOs. Organize a tour with the delegation at Gilbert spoke
26	US Consulate in Toronto representative	Maintain communication with the consulate to open channels for potential Arizonan and Ontario investors and traders and reach out to US export/import offices in Arizona
27	City of Toronto Councilor, Shelley Carroll	Maintain G2G and diplomatic relationships with Ontario's provincial government to advance collaboration and knowledge-sharing in priority sectors, including workforce development programs in high tech, mining, manufacturing, water conservation and forestry programs
28	OTPP	Introduce OTPP to Arizona's EDOs, private and public organizations with a focus on capital investments within the infrastructure sector but also on projects in public transit, water conversation, agriculture, mining and forestry. E.g.: ACA, GPEC, WIFA, ADOT and MAG
29	BMO	Introduce BMO to Arizona's EDOs, private and public organizations with a focus on capital investments within the infrastructure sector but also on projects in public transit, water conversation, agriculture, mining and forestry. E.g.: ACA, GPEC, WIFA, ADOT and MAG

V. Arizona Commerce Authority Debrief and Follow Ups

As per the International Trade Plan for 2023, the Arizona House Committee on International Trade will debrief the ACA on its findings during the trade and FDI missions to the UK, Romania and Canada.

The outcome of these missions is to provide a strong basis with data points and pertinent areas of connectivity for bilateral communication in order for the ACA to advance its RFIs and RFPs processes into these targeted markets. This is part of ACA's efforts to implement regional trade and FDI offices on behalf of the State of Arizona and under the oversight of the Governor of Arizona acting as Chairman of the Executive Committee at the ACA.

In the following months, the International Trade Plan for 2023 and the Summary of the Trade and FDI Missions will provide a platform for measuring the progress of the Plan's objectives and mission, from which Arizona's stakeholders such as its EDOs as well as all other participating out-of-state stakeholders will conduct extensive reviews, meetings and data-sharing communication for an effective implementation of the regional trade and FDI offices and will devise metrics that will ensure long-standing high performance and returns of investment of these offices.

Respectfully submitted by:

Luca Moldovan
Legislative Research Analyst, House Committee on International Trade

ARIZONA STATE LEGISLATURE
Fifty-sixth Legislature - Second Regular Session

INTERIM COMMITTEE ROLL CALL VOTE

COMMITTEE: HOUSE COMMITTEE ON INTERNATIONAL TRADE

DATE: December 12, 2023 MOTION: Committee adopts 2024 Trade Plan

CHAIRMAN: David L Cook VICE-CHAIRMAN: Justin Wilmeth

	PASS	AYE	NAY	PRESENT	ABSENT
Michael Carbone		✓			
Timothy M Dunn		✓			
Melody Hernandez					✓
Mariana Sandoval		✓			
Stacey Travers		✓			
Justin Wilmeth, Vice-Chairman					✓
David L Cook, Chairman		✓ 5	0	0	2

APPROVED:

Caitlin J...

COMMITTEE SECRETARY

[Signature]
 COMMITTEE CHAIRMAN

[Signature]
 COMMITTEE VICE-CHAIRMAN

ATTACHMENT 8

**Proposal - International Trade Plan 2024
House Committee on International Trade**



**Proposal - International Trade Plan 2024
December 2023**

Committee Members:

Representative David Cook, Chairman
Representative Melody Hernandez
Representative Justin Wilmeth, Vice-Chair
Representative Mariana Sandoval

Representative Leo Biasiucci
Representative Tim Dunn
Representative Stacey Travers

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I. Proposal - International Trade Plan 2024

A. Statement

The Chairman of the House Committee on International Trade, Mr. David Cook, with approval from Speaker Ben Toma, announced an International Trade committee hearing scheduled to take place on Tuesday, December 12th, 2023, at 10:00 AM on the House Floor.

The House Committee on International Trade (Committee) unanimously adopted the International Trade Plan for the year 2023 on April 10, 2023. The Plan laid the groundwork for enacting trade and foreign direct investment (FDI) missions. These missions were conducted by members of the Committee, staff supporting the members and Arizonan non-governmental entities with business and logistical expertise on international trade and investment.

Now, an International Plan for the year 2024 (Plan 24) is currently being discussed.

B. Objectives and Mission of Plan 24

The objectives of Plan 24 are to:

1. Strengthen bilateral ties with existing international partners;
2. Attract more Foreign Direct Investment (FDI) to Arizona; and
3. Extend Arizona's international reach for sustaining a resilient and growing economy.

Plan 24's mission is for the Committee to gather information, investigate possible opportunities and, if necessary, travel and connect with foreign counterparts for the potential establishment of Arizonan international trade and FDI offices.

C. Stakeholder Meetings

The Committee has been conducting stakeholder meetings and consultations with entities such as, but not limited to, the:

- Arizona Commerce Authority (ACA);
- Greater Phoenix Economic Council (GPEC);
- Phoenix Committee on Foreign Relations (PCFR);
- Arizona Technology Council; and
- Global Ties Arizona.

Plan 24 outlines a requirement to continue engaging with organizations such as those outlined above to drive the objectives and mission of Plan 24. Additional stakeholder organizations may be included as the Committee moves forward.

D. Countries for Consideration

As a result of these meetings and consultations, the Chairman, the Vice-Chair and members of the Committee have identified the following countries where Plan 24 may be implemented:

- 1) Australia;
- 2) India;
- 3) Indonesia;
- 4) Japan; and
- 5) New Zealand.

More data and information about these countries are outlined in the Appendices section at the end of Plan 24.

E. ACA International Trade Offices

Plan 24 intends to utilize ACA's support and data resources for driving the objectives and mission of Plan 24. Details about ACA's international trade offices have been shared by the ACA as follows:

In terms of financing, there is no uniformity relating to the cost or funding of the offices. The pricing of each office attempts to reflect the country's market size and the requisite scope of the operation.

Currently, there are seven trade offices globally administered by the ACA. Three are located in Mexico (Mexico City, Chihuahua and Guanajuato). There is one office in Tel Aviv, Israel. Last year, a Europe office opened in Frankfurt, Germany. More recently this year, the offices in South Korea and Taiwan have opened.

According to ACA, funding is used not only to cover a contractor/team in-country and office rental, but also to assist Arizonan companies (particularly small and medium-sized companies) to benefit from the offices through participation in trade shows and business-to-business (B2B) and business-to-government (B2G) trade missions. Such initiatives give Arizona companies the opportunity to connect with potential sales channel partners (distributors and representatives) and end-buyers and -users.

The ACA staffs the offices with in-country consultants who are selected through a competitive bid process. In the case of the Europe office based in Germany, the contractor is a consulting firm that also has European offices in Paris, London, Dublin and Belfast, which provides wider Europe coverage and assistance for Arizona.

Funding for trade offices covers the following:

- 1) Consultant/contractor's professional fees;
- 2) Office rental and related office expenses; and
- 3) Essential travel by office personnel to carry out contractors' dual tasks of trade/export assistance to Arizona companies and FDI.

Funding is also utilized for booth space and associated costs to enable Arizona companies (particularly small and medium-sized) to participate at key international trade shows/expos in the various country markets as well as to participate in B2B/B2G trade missions.

The breakdown of these costs varies depending upon each office location, factoring in disparate costs of primarily professional fees and rents. The ACA states a trade office that is underfunded and thus does not enable Arizona company B2B/B2G activity in a country is not going to be able to deliver the requisite value.

According to ACA, the ideal scenario for selecting a country is to marry the intention and wisdom of the Governor, the Legislature, and the ACA's international trade and investment team. ACA argues that it is best not to designate the actual city in the legislative appropriation language. This would allow for some potentially important flexibility that would factor in changes in safety and security in a city or region of a country, and perhaps most importantly where ultimately the best consultant/contractor is based in the country. For example, with the Germany office, key considerations were Frankfurt's position as the largest financial hub in continental Europe, the strong interconnectivity throughout Europe provided by Frankfurt's international airport, and the ease of access to both Berlin and Munich in Germany, among other considerations. In the case of Taiwan, the city of Taipei is the economic and political capital of the country. In the case of South Korea, Seoul is the economic and political capital of the country.

F. Government Relations, Regulation & Tourism

As agreed by members of the Committee and Chairman Cook, Plan 24 should address whether there are state or federal regulations hindering international trade and businesses conducting trade and whether Arizona could facilitate trade business. Examples of barriers can be, but are not limited to, seasonal limitations, customs border, taxes for certain products and/or services, travel distances and cultural variations per each region targeted.

Part of Plan 24 is to advance tourism in Arizona. As such, the Committee agreed to consider boosting the tourism sector, in addition to establishing new trade and FDI routes. Some examples can be considered such as:

- Having the Arizona Office of Tourism (AOT) develop an international advertising strategy program like its domestic program;
- Promoting the Appreciate AZ program; or
- Engaging in spreading cultural awareness for the local diaspora such as during annual foreign festivals.

Plan 24 should also encompass and integrate AOT's strategic plan for increasing flight bookings, average spend and frequency of positive international article coverage by expanding marketing campaigns to larger tour operators. Moreover, Phoenix Sky Harbor International Airport conducts a strategy to capture more international direct flights to increase the diversity of Arizona's product offerings. For instance, Condor Airlines, which operates direct flights from Phoenix to Frankfurt, Germany, has seen its services grow to three times weekly in 2023, compared to twice weekly in 2022. Moreover, international arrivals at Sky Harbor have increased by 12.9% during January-September 2023, compared to the same period in 2019, according to a press release by Sky Harbor.

G. Outcome of Plan 24

The outcome of Plan 24 is to enhance Business-to-Business, Business-to-Government and Government-to-Government relations with existing partners, including facilitating trade, exploring cost-saving projects for state government, local municipalities and cities and optimizing Public Private Partnership opportunities for a sustainable and resilient Arizonan economy.

Respectfully submitted by:

Luca Moldovan

Legislative Research Analyst, House Committee on International Trade

II. Appendices

The data and information presented below has been gathered and compiled by House Research staff as a result of stakeholder meetings and provides an informational basis only, for a discussion for Committee members and other stakeholders.

Appendix A: House Research Staff Presentation Slide Decks



Slidedeck
International Trade

Appendix B: Australia - Data and Information

Arizona-Australia Trade and FDI Profile 2023-10:



Arizona-Australia
Trade and FDI Profil

With over \$474 million of exports to Australia and \$88 million of imports in 2022, the Arizona-Australia binational ToT of 538.64% represented a positive Balance of Trade (BoT) for the state of Arizona. In other words, Australia inputs significant revenues for the state of Arizona.

According to the ACA's Trade and FDI Profile 2023-10, Australia ranked 16th among Arizona's export markets, with a 95.7% increase in exports between 2017 and 2022. Arizona's sources of exports in 2022 were the 4th largest for pharmaceuticals and medicines (\$18m) and for agriculture and construction machinery (\$17m). Australia was also the 5th largest for computer equipment (\$43m) and 6th largest for audio and video equipment (\$12m). Compared to other US states, Arizona was 1st in hardware, 2nd for audio and equipment and 3rd for aerospace products and parts (\$196m; top export in terms of value) exports to Australia. Another significant source of exports was from navigational, measuring, electromedical and control instruments (\$36m).

The report also indicated that Australia was numbered 31st as an import source for Arizona. The main source of import in 2022 was from miscellaneous manufactured commodities (\$10m). Among US states, Arizona imported the most ventilation, heating, air-conditioning and commercial refrigeration equipment (\$4m) and the 4th-most communications equipment (\$8m).

As a result of the trade and FDI mission to the United Kingdom (UK), the Arizona House Committee learnt more about AUKUS, which is the Trilateral Security Partnership Between Australia, the UK and US. According to the US Department of Defense, AUKUS intends to strengthen the ability of each country by supporting security and defense interests. The partnership is designed to optimize ongoing bilateral ties and to promote deeper information and technology sharing. It also acts as a catalyst for fostering deeper integration of security and defense-related science, technology, industrial bases and supply chains. Among key economic activities under AUKUS is the procurement process for Australia to acquire nuclear-powered submarines. The state of Arizona's strength in its aerospace and defense sector represents an alignment of AUKUS goals.

Best Flight Connections

Option flight Sydney – 17hr35min flight with United:

- Phoenix departure 8:20pm (PHX)
 - o Los Angeles lay over 58min (LAX)
- Arrival Sydney 6:55am (SYD)

Option flight Canberra – 20hr35min flight with Qantas Airways:

- Phoenix departure 8:30pm (PHX)
 - o Los Angeles lay over 57min (LAX)
 - o Sydney 2h5min layover (SYD)
- Arrival Canberra 10:05am (CBR)

Option flight to Melbourne – 19hr flight with AA and Qantas Airways:

- Phoenix departure 8:30pm (PHX)
 - o Los Angeles lay over 1h37min (LAX)
- Arrival Melbourne 8:30am (MEL)

Best Time for Travel

The spring and autumn seasons in the Southern Hemisphere are the best times for traveling to Australia. For example, traveling from the US in September would be traveling during springtime in Australia.

Australian Businesses in Arizona

The following table lists Australian businesses that have invested into Arizona and that may represent further room for trade, investment and binational expansion. Please note that this list is non-exhaustive:

	Companies	Description
1.	TCRT	The firm is a fire-retardant ballistic rubber and product manufacturer and product manufacturer. It has selected Phoenix, Arizona, as the site of their North American headquarters. TCRT invested \$85.9m in manufacturing activities in Arizona and \$10.5m in their North American headquarters.
2.	Evie Networks	The firm, headquarter-ed in Sydney, is a leading Australian electric vehicle fast-charging company and plans to establish its North American headquarters in Phoenix, Arizona. The firm has invested \$28.3m in Arizona. According to ACA’s news page, the company will use the new location to establish EV charging stations across Arizona. The first charging sites are scheduled to be operational within 18 months. Evie’s US market expansion is being backed by Brisbane-based St Baker Energy Innovation Fund.
3.	GroundProbe	The firm is a global technology leader specializing in real-time solutions for measuring and monitoring geohazards. GroundProbe is the brand most trusted by mining and civil operators globally and has invested \$19m in Arizona on manufacturing activities in the industrial equipment sector.
4.	Arizona Lithium	Arizona Lithium is a lithium exploration and development company with its head office in Perth, Western Australia. Arizona Lithium trades on the Australian Stock Exchange under the symbol AZL. The

		company is currently exploring and developing its two main projects: The Big Sandy project in Arizona and the Prairie Lithium project in Saskatchewan, Canada. The company also has Bureau of Land Management claims for exploration near Lordsburg, New Mexico, USA. Arizona Lithium's main office and Lithium Research Center (LRC) in North America are located in Tempe, Arizona, with a field office in Saskatchewan. The firm invested so far \$12.5m in Arizona.
5.	Removify	The firm provides the world's number 1 solution for online content removal. It has invested \$5.7m invested in Arizona in their business services sector.
6.	Archistar	Archistar is an Australian property intelligence platform, has secured \$10.4m in Arizona in its latest funding round from several investors including NAB Ventures, as it looks to expand its product offering and launch in the US. The expansion plan also encompassed a first acquisition by securing Snaploader, which provides clients interactive 3D experiences for real estate to simplify the selling and marketing process.
7.	ASL	ASL, based in Brisbane, Australia, provides testing, inspection, certification, and verification services out of over 370 sites across 65 countries. The company initially provided analytical chemistry services for the oil shale and mineral exploration industries and grew steadily in its first decade of operations. For a variety of industries, has two personal care and over the counter drug and personal care product testing facilities in Phoenix, an equipment reliability testing facility in Phoenix, an environmental testing facility in Tucson and a geochemistry testing facility in Tucson.
8.	Sims Metal	Sims Metal, based in Sydney, Australia, is a leading metal recycler that buys, processes and sells ferrous and non-ferrous metal and is a business division of Sims Limited. The firm has several scrap-metal recycling <u>facilities</u> in Arizona; two in the Tucson area, one in Yuma and five in the Phoenix area.
9.	Orora	Orora Group is a global manufacturer headquartered in the Melbourne area, Australia, and is a distributor and visual communication solutions company with more than 4,800 team members located across seven countries. Orora North America's operations includes their Orora Packaging Solutions division, which is a

		packaging and distribution company. The firm currently has a subsidiary in Phoenix.
10.	BHP (Broken Hill Property)	BHP is an Australian multinational mining and metals public company headquartered in Melbourne, Australia. One of their <u>legacy assets</u> in the US is a copper mine in Arizona. They have a team based in Tucson.

Enhance Government Regulation Relations

Most goods imported into the US go through the Australia Free Trade Agreement (AUFTA). Goods flowing through AUFTA are free of duty and merchandise processing fee (MPF). As of January 1, 2022, all AUFTA goods are duty free, according to the US Customs and Border Protection webpage. AUFTA is an example of ways for reducing trade regulatory barriers on a national level.

The State of Arizona could help identify which Australian products are not listed within AUFTA and for those currently in the list, could support increasing flow of trade. Part of this process may help reduce unknown MFPs and/or other tariffs on long distance supply chains seen on container shipments.

Another G2G approach for enhancing relations that the Committee identified would be to focus on the security pacts spanning the Oceania/Pacific regions, namely on AUKUS.

Tourism and Australian Community in Arizona

According to AOT's International Visitation to Arizona report, in 2019 there were 70,680 Australian visitors in Arizona. This number steadily increased by approximately 30% from 2015 to 2019 before a sharp decline due to the pandemic.

Furthermore, Arizonan academic institutions provide several learning and cultural immersive programs to students interested in traveling to Australia. For example, University of Arizona (UoA) holds study abroad programs for its students called "Explore Programs Oceania". ASU's Global Flex program also encompasses countries such as Australia.

Appendix C: India - Data and Information

Arizona-India Trade and FDI Profile 2023-08



Arizona-India Trade
and FDI Profile 2023

With over \$265 million of exports to India and \$538 million of imports to Arizona in 2022, the negative BoT for Arizona illustrates how much trade is coming into the region for the local Indian diaspora. This is mainly due to a significant rise in imports over the last three years, with a 132.9% increase from 2020 to 2022, whereas exports contracted slightly by 17.44% since 2020 to 2022. However, exports overall increased by 68.3% and imports by 125.7% from 2017 to 2022, according to the ACA's Trade and FDI Profile 2023-08.

In 2022, India ranked 21st among Arizona's export markets, being 3rd for semiconductors and other electronic components (\$35m) exports and being the 4th largest market for other agricultural products (\$22m). The most significant export source to India was from aerospace products and parts (\$51m), which was the main driver for the spike of Arizona exports to India in 2019 (record \$817m total exports). Another important source of exports to India was from navigational, measuring, electromedical and control instruments (\$35m).

In 2022, India was Arizona's 14th largest import source, India being the largest source for other agricultural products (\$68m); the most significant import in terms of value. Other significant import sources were from semiconductors and other electronic components (\$44m), miscellaneous manufactured commodities (\$26m) and aerospace products and parts (\$25m). In the same year, India was also the 3rd largest source of import for pesticides, fertilizers and other agricultural chemicals (\$14m).

According to a Sustainomics newsletter, India's overall exports have been experiencing significant growth as one of the main emerging economies of the World (i.e., India is part of the BRICS; Brazil, Russia, India, China and South Africa; these nations are described as fast-growing economies). In 2023, India is set to reach a new high of \$770 billion in growth, a 13.84% year-to-year increase. The US continued to be India's largest merchandise export destination, with exports worth \$78.31 billion, a more than 2% increase from last year. The World Trade Organization (WTO) has forecasted a 1.7% growth in global merchandise trade volume for 2023, lower than the previous year's 2.7% growth. However, WTO expects it to increase again in 2024, with a projected growth of 3.2%. An Asian Development Bank report estimates that the manufacturing sector in India is expected to drive this growth, with greater exports anticipated in 2024-25. The report also showcases the potential for contact-intensive sectors such as tourism, which could boost services export. Moreover, the Indian government's Production-Linked Incentive scheme is expected to enhance the competitiveness of Indian companies and expand their global footprint, particularly in sectors such as electronics and solar panels. Nevertheless, potential risks have been identified albeit the positive outlook of trade growth, including geopolitical tensions, food insecurity, potential financial instability, and increasing levels of debt.

Best Flight Connections

Option Mumbai – 22hr50min flight with British Airways (BA):

- Phoenix departure 7:30pm (PHX)
 - o London lay over 3hr35min (LHR)
- Arrival Mumbai 6:50am (BOM)

Option New Delhi – 24hr31min flight with American Airlines (AA):

- Phoenix departure 8:29am (PHX)
 - o New York lay over 4hr21min (JFK)
- Arrival New Delhi 6:50am (DEL)

Option Bengaluru – 23hr40min flight with AA and BA:

- Phoenix departure 4:43pm (PHX)
 - o London lay over 3hr10min (LHR)
- Arrival Bengaluru 4:45am (BLR)

Best Time for Travel

The winter season is the best time to travel to India, avoiding monsoon season and thus high temperatures combined with great levels of humidity.

Indian Organizations for Consideration

The following table lists Indian organizations that have invested over the last 7 years and that may present room for trade collaboration and binational expansion. Please note that this list is non-exhaustive:

	Companies	Description
1.	Tata Consultancy Services (TCS)	TCS, headquartered in Mumbai, India, is a leading global IT services, consulting, and business solutions organization. TCS plans to expand its <u>operations</u> in Arizona, with a \$300m investment by 2026 and hiring more than 220 employees by 2023 to meet the digital transformation needs of its customers. TCS will also continue to expand the reach of its STEM and Computer Science education programs in Arizona by increasing teacher training and online content for students over the next two years. TCS has a development center in Phoenix.
2.	Infosys Technologies	Infosys is a global next-generation digital services and IT consulting company, headquartered in Bangalore, India. In 2019, the firm <u>inaugurated</u> its Technology and Innovation Center in Arizona, with plans to hire 1,000 American workers in the state by 2023. The Arizona Technology and Innovation Center has a special focus on autonomous technologies, Internet of

		Things (IoT), full-stack engineering, data science and cybersecurity. Infosys' investment in Arizona amplifies top local talent alongside the best global talent to shrink the IT skills gap in the state. The Center is located at its 60,000-square-foot facility in the ASU Novus Innovation Corridor and accommodates up to 500 employees. The firm has locations in Scottsdale and Tempe and has invested to this day \$175.4m in Arizona.
3.	Axiscades Engineering Technologies (Axiscades)	Axiscades, based out of Bangalore, India, is a technology solutions company focusing on engineering solutions and services. The firm brings expertise that caters to the engineering, technology, manufacturing and digital needs of fortune 500 clients in aerospace, defense, heavy engineering, automotive, energy and medical equipment sectors. The firm invested \$24.4m in Arizona and has an <u>office</u> in Tucson, and since its inception projected to generate 320 jobs over the next five years, primarily in mechanical and electrical engineering, as well as finance, research & development, HR, sales and project management.
4.	LTIMindtree Ltd. (Mindtree)	Mindtree, based in Mumbai, India, is a multinational IT services and consulting company. The firm employs more than 82,000 people and is one of the top Big Tech companies. The firm has a location in Scottsdale and has invested \$21.5m in Arizona.
5.	Trimax Americas	Trimax focuses on the communications industry and has a sales, marketing and support presence in Arizona, with \$15.2m invested.
6.	RankingBySEO	The firm, based in New Delhi area, India, is a digital marketing agency and offers a complete digital marketing solution to businesses looking to beat their competition. The firm is the leading search engine optimization (SEO) services company in India providing custom SEO solutions as per business requirements. The firm invested \$5.7m in Arizona and opened an <u>office</u> in Tempe in 2019 as part of its expansion strategy into the US market.
7.	Sterling and Wilson	Sterling and Wilson, based in Mumbai, is one of India's leading engineering, procurement, and construction (EPC) and manufactured extension partnerships (MEP) companies. The firm has an EPC Division named Sterling and Wilson Solar Limited, which began operations in 2011 and demerged in 2017 to tap into the growing renewable energy market and

		became one of the leading solar EPC solutions providers. The division has a business services center in <u>Scottsdale</u> and has so far invested \$5.7m in Arizona.
8.	HCL Technologies	HCL, based in Noira, India, is a multinational IT services and consulting company. The firm provides cloud-based technology services and has an <u>office</u> in Scottsdale.

Enhance Government Relations

According to a White House joint statement between the US and India on June 22, 2023, the US-India bilateral trade exceeded \$191 billion in 2022, nearly doubling from 2014. A US-India Commercial Dialogue and CEO Forum in March in New Delhi saw leaders encouraging respective industries to act on the recommendations from the CEOs for greater engagement and technical cooperation to build resilient supply chains for emerging technologies, clean energy technologies and pharmaceuticals. Promoting innovative digital economy, lowering barriers to trade and investment and harmonizing standards and regulations and work towards skilling workforces were other key components of conversation. At the national level, leaders support continued active engagement between the US Treasury Department and the Indian Ministry of Finance under the Economic and Financial Partnership dialogue. For instance, an existing Memorandum of Understanding framework encourages the US Federal Insurance Office and the Insurance Regulatory and Development Authority of India to advance areas of mutual interest in the insurance sector.

Moreover, India is a member of the Indian Ocean Rim Association (IORA) at which the US is a dialogue partner. IORA is a dynamic inter-governmental organization aimed at strengthening regional cooperation and sustainable development within the Indian Ocean region. In 2021, the US also joined the International Solar Alliance headquartered in India, which is an action-oriented, member-driven, collaborative platform for increased deployment of solar energy technologies as a means for bringing energy access, ensuring energy security and driving energy transition in its member countries. First Solar Power India, with its parent company originally headquartered in Arizona, invested \$176m between 2016 and 2023 in the renewable energy sector of India.

B2G opportunities may also occur between Arizona and India. For instance, Crescendo Worldwide, originally from India, is an International Trade and Investment generating organization working with 80+ countries and their Government agencies for trade and investment development. They have helped facilitate over \$65 billion of FDI and \$35 billion in trade. Crescendo Worldwide is currently working in with the Greater Seattle Partners, the latter announcing that Earth Care Equipments Private Limited, India's leading manufacturer of Organic Waste Converters, will establish its first North American location in Seattle. Recent Washington State green initiatives including passage of House Bill 1799 requiring diversion of organic materials away from landfill disposal played a significant role to enabling this particular Indian FDI. Multinational B2G/B2B organizations such as Crescendo Worldwide are highly interested in trade and FDI opportunities with the state of Arizona.

Tourism and Indian Community in Arizona

According to AOT's International Visitation to Arizona report, in 2019 there were 31,880 Indian visitors. This number increased by approximately 17.12% from 2015 to 2019 before a decline during the pandemic.

Indians are the 3rd largest immigration population in Arizona. According to the India Association of Phoenix, the growing Indian community in the cities of Gilbert, Chandler, Tempe and Scottsdale are in proximity to corporations like Intel and Microchip Technology Inc. There are about 45,000 Indian families living in Arizona, most of them working in IT or healthcare. As such, Arizona has seen a number of Hindu temples and Sikh gurdwaras being established. Moreover, the Indian community hosts several important Indian religious and cultural festivals such as the Holi festival in March of every year.

Appendix D: Indonesia - Data and Information

Arizona-Indonesia Trade Profile 2023-04:



Arizona-Indonesia
Trade and FDI Profil

In 2022, Arizona's total exports to Indonesia were \$95 million and total imports from Indonesia were at \$149 million, according to ACA's Trade and FDI Profile 2023-04. This accounted for 0.3% of the state's total exports and 0.4% of total imports, making Indonesia 33rd among Arizona's export markets and 24th in imports. As such, with a ToT of 63.76% and a negative BoT for Arizona (importing more than exporting), Arizona's trade with Indonesia was stable and growing, with both exports and imports having increased by 90.6% and 130.2% respectively over the past five years.

In 2022, the greatest export source to Indonesia in terms of value were aerospace products and parts (\$41m, representing about 43% of total exports). Indonesia was Arizona's 2nd largest export market for sawmill and wood products and 3rd largest export market for metalworking machinery (\$3m). Compared to other US states, Arizona exported the most other textile products, the 2nd most aerospace products and parts and semiconductors and other electronic components (\$6m) and 3rd most other fabricated metal products (\$8m).

Arizona's 2nd largest import market in 2022 for converted paper products (\$52m; representing more than 1/3rd of total imports) and 3rd largest for footwear was from Indonesia (\$13m) were from Indonesia. Among other significant import sources from Indonesia were apparel products (\$23m) and transportation equipment not elsewhere specified (\$23m).

With a population of 275.8 million, a 137.2 million labor workforce and a trade surplus of \$54.46 billion in 2022, Indonesia is a member of the Association of Southeast Asian Nations (ASEAN). ASEAN is a political and economic union of 10 states in Southeast Asia and includes some of the fastest emerging economies in the World, with Indonesia being one of the most significant in the region.

According to the World Bank's semi-annual Indonesia Economic Prospects June 2023 [report](#), economic growth in Indonesia is projected to stabilize to 4.9% in 2023 from 5.3% last year. With inflation easing more quickly than initially anticipated thanks to the decline in global oil prices, Indonesia has also seen improved harvest, government interventions to ease supply bottlenecks, notably for food, and the appreciation of the Rupiah (Indonesia's local currency). Growth is expected to be supported by private consumption, while exports are projected to decelerate with easing commodity prices and global demand. According to an ASEAN [briefing](#), Indonesia's government also is prioritizing the development of the country's special economic zones (SEZs), with a total of 20 SEZs identified across the country's 17,000 islands and maritime channels. This is a priority policy with the aim of attracting over \$50 billion in foreign investment over the next decade, particularly for SEZ-oriented manufacturing.

According to [Business Indonesia](#), Indonesia possesses a wealth of mineral resources. Compared to the world's total reserves, the country is ranked 1st for nickel, 2nd for tin, 5th for gold, 6th for bauxite, 6th for coal and 7th for copper. It is home to thousands of mining companies

practicing world-class safety and environmental standards, has an abundance of cost-effective labor and, more recently, has implemented competitive tax-incentives for mining companies engaged in establishing a downstream industry for the extracted raw materials. Moreover, Indonesia's mining sector has created a great amount of traction for foreign investors. For example, a Reuters report illustrates that a British consortium, which includes mining giant Glencore will invest around \$9 billion in Indonesia's mining and electric vehicle battery sectors. The resource-rich country intends to attract a host of multinational firms. Indeed, Indonesia has the world's biggest nickel reserves and is keen to develop downstream industries with the ultimate aim of producing batteries and vehicles for the world's biggest electric car manufacturers. More importantly for Arizona, Freeport Indonesia has invested \$575m in the last 6 years, creating 270 jobs within the metals manufacturing industry, tying back into the mining supply chains.

Best Flight Connection

27hr05min flight with Alaska Airlines and EVA Airways:

- Phoenix departure 8:15pm (PHX)
 - o San Francisco lay over 2hr15min (SEA)
 - o Taipei layover 3hr50min (TPE)
- Arrival Jakarta 1:20pm (CGK)

Best Time for Travel

The best time to travel to Indonesia is from June to September when the weather is pleasant with a fair possibility of rainfall. Being a subtropical region, the weather in Jakarta is warm and humid throughout the year.

Enhance Government Relations

According to the US Department of State, Indonesia is the world's 3rd largest democracy, largest Muslim-majority country, the 7th largest economy by purchasing power and a leader in ASEAN. It possesses the world's greatest marine biodiversity and its 2nd greatest terrestrial biodiversity. Indonesia also borders the South China Sea, which has the world's busiest sea lanes (more than \$5 trillion in cargo and as much as 50% of the world's oil tankers pass through the South China Sea every year). A G2G engagement between the state of Arizona and Indonesia can help improve bilateral relationships by engaging in the same manner as the national level and by iterating Arizona's and Indonesia's geostrategic positioning in the globe and how both nations can create resilient and secured supply chains.

In 2010, the US and Indonesia launched a Comprehensive Partnership to foster consistent high-level engagement on democracy and civil society, education, security, resilience and mitigation, maritime, energy and trade issues. In 2015, this engagement was upgraded to encompass the US-Indonesia Strategic Partnership, extending cooperation to issues of regional and global significance. Approximately 14,700 Indonesians are alumni of USG-sponsored exchange programs. Since 1952, more than 2,800 Indonesians and 1,200 Americans have received Fulbright scholarships to study, teach, or pursue important research and professional projects. Nearly 40,000 Indonesians are members of the Young Southeast Asian Leaders Initiative (YSEALI) Network, the

largest number from any ASEAN country. Each year, US Mission Indonesia sends as many as 200 emerging Indonesian leaders to the US to participate in a broad range of youth exchange programs, and approximately 7,500 Indonesians undertake study in the US. Arizona's higher education institutions can play a vital role in fostering programs and student exchanges with Indonesia's academia sector and Ministry of Education to promote knowledge-sharing and willingness to cooperation in various socio-economic sectors.

The Indonesian government is currently working on various G2G/G2B projects and looking at investment for the development of Nusantara. The Capital City of Nusantara is the future capital of Indonesia, scheduled to be inaugurated on 17 August 2024, coinciding with Indonesian Independence Day. Nusantara will replace Jakarta as the national capital, a position the latter city has held since the country's independence in 1945. The site is situated on the east coast of the island of Borneo, specifically in the province of East Kalimantan. The city is expected to encompass an area of 990 square miles, surrounded by hilly landscapes, a forest, and a natural bay. The project is estimated to be worth \$35 billion and will be finished in five phases. Phase one began in August 2022. Around 150,000 to 200,000 workers from around Indonesia participated in this project with an additional workforce around the Nusantara region to ensure the participation of local workers. The project is expected to be fully finalized in 2045, with Phase five being the last. The National Development Planning Ministry estimated the relocation cost to be \$32.7 billion and that the government intended to cover 19% of the cost, the remainder coming mainly from public-private partnerships and direct investment by both state-owned enterprises and the private sector. At the same time, \$40 billion will be allocated to saving Jakarta from sinking in the next decade, which has also been widely reported as the fundamental underlying cause for the relocation of the capital.

Indonesian defense spending is expected to increase as well, from approximately \$8.8bn to \$9.7bn by 2028, according to a [GlobalData](#) forecast. Being one of the emerging defense spenders in South Asia, its GDP has grown to an average of 2.9% annually. Given this steady economic growth led by a stabilized government, national security has become a top priority for the world's largest archipelagic nation. For example, military fixed-wing aircraft is the biggest sector attracting the most funding, worth an estimated \$22.7bn between 2023 and 2028.

Indonesian Community in Arizona

According to a ZipAtlas statistic, there are currently over 3,000 Indonesians living in Arizona.

Furthermore, Arizona is home to the Indonesian Student Association at the UoA and is the organization initiated by Indonesian students that actively takes part and conducts events, both on and off campus. There were around 200 Indonesian students who have studied at UoA from the late 1990s to early 2000s. Some of them now are Indonesian families who live and work in Tucson. Now with a new generation and cohort of Indonesian students, there is a growth of prospective Indonesian students who plan to study at UoA.

Appendix E: Japan - Data and Information

Arizona-Japan Trade and FDI Profile 2023-08:



Arizona-Japan
Trade and FDI Profil

According to the ACA's Trade and FDI Profile 2023-08, there were over \$879 million of exports to Japan and \$1.43 billion of imports. The Arizona-Japan binational Terms of Trade (ToT) was 61.13%, ranking Japan 7th among Arizona's export markets. Arizona was ranked 2nd for metal ore exports to Japan and Japan was Arizona's second largest export market for pharmaceuticals and medicines. Arizona's leading export sources were aerospace products and parts (\$225 million) and navigational, measuring, electromedical and control instruments (\$117 million).

In 2022, Japan ranked 5th for Arizona in imports, with top import sources being industrial machinery (\$625 million), semiconductors and other electronic components (\$269 million) and basic chemicals (\$117 million).

Overall, between 2017 and 2022, exports have increased by 45.5% and imports by 34.1%, thus showing the growing trend for economic activity, trade and investment between Arizona and Japan. Prior to the beginning of the pandemic, Arizonan imports from Japan were valued at \$2.1 billion in 2019. However, since the pandemic, this number has been averaging annually \$1.4 billion.

Today, Arizona does not have a regional trade and FDI office in Japan. The Committee's Plan 24 envisions prioritizing Japan. According to Reuters and AP, Japan's Defense Ministry requested a \$53 billion defense spending boost for 2024, a 12% increase following the Prime Minister's adoption for a new strategy under the five-year plan, whereby Japan is planning to spend \$315 billion through 2027. This makes Japan the world's 3rd biggest spender after the United States and China. Moreover, the Japan External Trade Organization (JETRO) has been a key player in attracting potential Japanese startups and investors into the Arizona market, particularly in the semiconductor market as part of the effort to complement supply chains for TSCM's \$40 billion investment fab project in Phoenix.

The following are some facts highlighting Japan's relationship with Arizona, socially and economically. These should only be informative to the reader.

Best Flight Connection

Tokyo – 14hr29 flight with United:

- Phoenix departure 7:28am
 - o San Francisco 1hr layover (SFO)
- Arrival Tokyo 1:55pm (HND)

Best Time for Travel

The Summer or the Fall are the best seasons for traveling to Japan.

Japanese Businesses in Arizona

The following table lists Japanese businesses that have invested into Arizona and that may represent further room for trade, investment and binational expansion. Please note that this list is non-exhaustive:

	Companies	Description
1.	Nippon Telegraph and Telephone Corporation (NTT) Ltd.	NTT Ltd. is a communications corporation and has a location in Scottsdale. With approximately 310,000 employees worldwide, NTT is one of the world's leading telecommunications carriers. It is chosen by as many as 88% of the top 100 companies in the Fortune Global Business Ranking "Fortune 500". NTT offers a wide range of services in Japan, from fixed-line and mobile phones to the Internet and system integration. NTT has invested \$148.3m in Arizona and is also developing <u>data centers</u> : located on the Elliot Road Technology Corridor (30 minutes from Phoenix Sky Harbor International Airport), Phoenix PH1 will feature 36MW of critical IT load and is the first of seven planned data centers on NTT's 240MW campus in Mesa, Arizona
2.	FUJIFILM Electronic Materials	The company, which supplies chemicals and advanced materials for the semiconductor industry, will increase manufacturing capacity, R&D facilities, and analytical and metrology equipment expertise in support of new product development, after having invested more than \$73.2m in Mesa, Arizona, by expansion its factory. It is expected that the expansion will add 120 new jobs in the next two years. Currently, the facility employs 400 people
3.	Indeed	Indeed is a job posting website, has an office location in Scottsdale and is a subsidiary of Recruit Holdings Co. It is a Tokyo-based employment and human resources firm which had so far invested \$40.9m in Arizona
4.	Round1 USA	Round1 USA is an entertainment venue with Japanese arcade games, bowling, ping pong, karaoke, darts and other social games. The venue is planning to open its first metro Phoenix location at the "Round1 Bowling & Amusement" in Arrowhead Towne Center, Glendale, Arizona. It will be the first Round1 in metro Phoenix and the second in Arizona. The Tucson location opened in 2019 and offers bowling, arcade games, karaoke and billiards.

		Round1 is expected to open in spring 2024 in Glendale. Round1 USA has invested \$35.9m in Arizona
5.	<i>Toyota Group:</i> Toyota Financial Services; Toyota Motor North America	Toyota Financial Services invested \$34.1m in Arizona and has a finance and business support operations in Chandler. Toyota Financial Services is a subsidiary of Toyota Motor Corporation. Toyota Motor North America invested recently \$10m in Arizona and is a subsidiary of the Toyota Motor Corporation in Tokyo City, Japan. It operates a parts distribution center in Phoenix. In addition, Toyota operates the Toyota Arizona Proving Ground in Wittman and Toyota Transport, an auto trucking company, operates a terminal at phoenix's Union pacific railhead
6.	JX Nippon Mining & Metals USA (JX USA)	According to ACA's news page, JX USA is constructing a new state-of-the-art electronic materials manufacturing plant in the City of Mesa, Arizona. The new plant is expected to be operational in early 2024 and create more than 100 jobs by 2025. The 273,000 square-foot plant is located on 63 acres at the northeast corner of Germann Road and Crismon Road. The plant will produce sputtering targets for semiconductors and produce more than double the production of JX USA's existing Chandler plant. JX USA has invested \$29m in Arizona
7.	Modular Mining	The firm has its global headquarters in Tucson and is part of Komatsu, a Tokyo-based corporation that manufactures construction, mining, utility, forestry and industrial equipment. The firm has invested \$10.4m in Arizona and is an innovation expert on industry 4.0 tech such as information of things with their DISPATCH FMS serving as a springboard for further innovation and the development of additional mine management technologies, including the ProVision Machine Guidance system and the MineCare Maintenance Management system
8.	Mutoh America	The firm is a manufacturer specialized in printing and is headquartered in Phoenix, with an investment of \$6.6m invested. It is a subsidiary of Tokyo-based Mutoh
9.	Sumitomo Heavy Industries Ion Technology	The firm works in the highly specialized field of ion implanters and was first established in 1983. Since then, it has forged an international reputation in the years with four different types of machines currently available in-house. The firm has invested \$5.1m Arizona in maintenance and servicing activities

10.	Yazaki Group	The firm is an independent automotive component maker with a facility in Chandler and is a subsidiary of the Tokyo-based Yazaki Group. The firm has invested \$2.2m in Arizona
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Enhance Government Regulation Relations

On October 17-18, the Consulate General of Japan in Los Angeles joined the Japanese semiconductor delegation in Arizona, coordinated by JETRO Los Angeles. As Arizona is becoming a major hub to a well-established semiconductor ecosystem, JETRO Los Angeles invited Japanese companies that are keen to study possibilities of business expansion or investment in Arizona to participate in this event. 27 Japanese companies (37 delegates total) joined the mission to better understand the investment, business and living environment in the Greater Phoenix area. More information on this can be found on the [webpage](#) of the Consulate of Japan in Los Angeles.

The committee considers that part of G2G and G2B enhancement with Japan could focus on the semiconductor's silicon supply chain environment, whereby vendors and third-party manufacturers can be encouraged to set up shop in and around the main semiconductor giants such as TSCM, Intel or ON Semiconductor. Furthermore, engaging in investment and regulatory export/import discussions with Japanese counterparts and Arizona's local US Commercial Service's offices would facilitate exploring ways to facilitate flow of volume and FDI for a Korea-Japan town. This town would bring a resilient community specialized in the manufacturing sector and spur further growth in innovation and R&D parks. Moreover, it could potentially nurture talent attraction and retention for high-skilled labor.

Tourism and Japanese Community in Arizona

According to AOT's International Visitation to Arizona report, in 2019 there were 80,970 Japanese visitors in Arizona. This number steadily increased by 47.8% from 2015 to 2019 before a sharp decline due to the pandemic.

The Japanese community in Arizona is showcased at various activities and cultural sites. For example, the Japanese Friendship Garden is located in downtown Phoenix where citizens can learn about Japanese culture and history. Furthermore, the Arizona Matsuri is a two-day festival featuring the culture of Japan. The Arizona Matsuri is a non-profit organization, whose Steering Committee members are drawn from the Arizona Buddhist Temple, the Phoenix Himeji Sister City Committee, the Japanese American Citizens League, the Japanese Friendship Garden of Phoenix, the Japanese Business Association of Arizona, the Japanese Culture Club of Arizona and interested individuals. The Matsuri is the means for the Arizona Matsuri to fulfill its mission of introducing the arts and culture of Japan to Arizona. The next Japanese festival organized by Arizona Matsuri will take place on February 24-25, 2024.

Appendix F: New Zealand - Data and Information

Arizona-New Zealand Trade and FDI Profile 2023-10:



Arizona-New
Zealand Trade and F

With over \$122 million of exports to New Zealand (NZ) and \$23 million of imports in 2022, the Arizona-NZ binational ToT of 530.43% inputs important economic value to the state of Arizona. According to the ACA's Trade and FDI Profile 2023-10, NZ ranked 32nd among Arizona's export markets. Across US states, Arizona was 5th for aerospace products and parts exports to NZ (\$89m; top export in terms of value). The rise of exports in aerospace products and parts led to a 129.4% increase in exports to NZ from 2017 to 2022. Among other export sources to NZ were animal foods (\$3m) and miscellaneous manufactured commodities (\$3m).

NZ was Arizona's 3rd largest import source for nonmetallic minerals. Top import sources from NZ in 2022 were beverages (\$6.4m) and communications equipment (\$3.2m).

According to an [Economist Intelligence data profile](#), NZ's economy will return to growth following a recession in early 2023. However, expansion will remain below its long-term average until 2024. Consumer price inflation will ease gradually in late 2023 as global commodity prices moderate. The Reserve Bank of NZ will maintain its policy rate at 5.5% until late 2024, when inflationary pressures are decisively suppressed.

Best Flight Connection

Option Auckland – 15h50min flight with Delta:

- Phoenix departure 7:45pm (PHX)
 - o Los Angeles 52min lay over (LAX)
- Arrival Auckland 6:35am (LHR)

Option Wellington – 23h25min flight with United:

- Phoenix departure 8:20pm (PHX)
 - o Los Angeles 58min lay over (LAX)
 - o Sydney 2h40min layover (SYD)
- Arrival Wellington 2:45pm (WLG)

Chosen Time for Travel

The seasons of spring and autumn in the Southern Hemisphere are the best times for traveling to NZ. For example, traveling from the US in September would be traveling during springtime in NZ.

New Zealand Businesses in Arizona

The following table lists NZ businesses that have invested into Arizona and that may represent further room for trade collaboration and binational expansion. Please note that this list is non-exhaustive:

	Companies	Description
1.	Black Pearl Mail	Headquartered in Wellington, NZ, Black Pearl Mail is a data and technology company with the vision of improving the way businesses communicate digitally through the use of data. The firm turns daily email into a demand generation tool by giving companies centralized control over their email's branding. The firm has invested \$10.6m in Arizona and has an office in Tempe.
2.	Mimomax Wireless Inc.	Mimomax is a telecommunications equipment supplier based in Christchurch, NZ. The radio and communications company recently opened an <u>office</u> in Phoenix and provides in-country sales, technical support and distribution for customers in North America.
3.	Mainfreight Inc.	Mainfreight provides complete end-to-end supply chain logistics solutions. Headquartered in Auckland, NZ, the firm has two <u>operations</u> in Phoenix, one named <i>Phoenix Mainfreight Air and Ocean</i> , and the other <i>Phoenix Mainfreight Transport</i> .
4.	Orion Health	Orion is a NZ-based global software company that delivers and sells healthcare software. It provides the software for healthcare providers from integration to population health management and precision medicine. They currently have an office in Scottsdale with 150 employees as of 2021.
5.	Sharpshooters Imaging	Acquired by NZ-based company Magic Memories, the firm provides innovative content and photography solutions for the attractions industry. Magic Memories is an international entertainment technology company, which began in NZ in 1995. The company is specialized in innovative media capture experiences and personalized content for more than 200 international partnerships. Sharpshooters Imaging is present in several US states including in Williams, Arizona.

Enhance Government Relations & Business Facilitation

According to NZ's Ministry of Foreign Affairs and Trade, NZ and the US as close strategic partners, established the New Zealand United States (NZUS) Council in 2001, with the aim to foster and develop a strong and mutually beneficial relationship. NZUS advocates for growing trade and

economic links between the two countries and works closely with its American equivalent, the United States New Zealand (USNZ) Council.

NZ is an active participant for socio-economic development across the Pacific region. For example, the World Bank indicated that the Papua New Guinea and the Pacific Islands Umbrella Facility (PPIUF) will be functioning until at least 2031 and will support World Bank projects across the Pacific through a commitment of \$73.6 million from the Australian Government and \$20.8 million from the NZ Government. These commitments are expected to grow to a combined estimated \$200 million by 2031 as projects evolve and expand.

Tourism and New Zealand Community in Arizona

Tourism and awareness of each nation's cultural and economic prospects can be promoted through higher education institutions. For example, according to NZ's Ministry of Foreign Affairs and Trade, New Zealanders over the age of 18 who are students or recent graduates can apply for a 12-month working holiday visa for the US. Moreover, UoA offers for example several programs in Australia and NZ, representing an opportunity to experience the Oceania region where students can study and explore another part of the world, and vice-versa. This generates economic activity for regions, favoring sectors such as the tourism and hospitality industries.

In 2022, the Consul General of NZ in Los Angeles visited Arizona to explore opportunities for discussion on fostering trade and economic collaboration between Arizona and NZ. Among common subjects for improving bilateral ties, the Consul General identified areas for socio-economic cooperation between the indigenous communities of NZ and Arizona. NZ has a long history of independent Māori leadership and work on international indigenous issues and rights. The Treaty of Waitangi (or *Te Tiriti o Waitangi*) underscores NZ's international cooperation, requiring consultation, engagement and protection of Māori interests. As such, NZ's Ministry of Foreign Affairs and Trade has recently sought to integrate Māori worldviews and *mātauranga Māori* (Māori knowledge) into foreign policy and development cooperation (more on this in an OECD report). As a result of this policy, NZ is able to engage in cross-indigenous cooperation across various partner nations to promote more robust partnerships based on shared values and an equal footing, cultural heritage tourism strategies and indigenous economic inclusion. For instance, Canada and NZ signed the Indigenous Collaboration Arrangement.

The Committee assesses the possibility to adopt a similar approach that could be taken for the 17 federally recognized tribes within the borders of Arizona and five more in Arizona whose territory spans multiple states, making Arizona the 3rd largest Native American population of any US state.