



Los Angeles  
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## LAWA International Trade Series

“Expanding Your Horizons:  
Doing Business Abroad”





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# The World Is Open For Business Yours





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# Now is the time to Export!!

- Over 90% of global consumers are outside the United States
- The U.S. only exports 1% of all global exports
- \$86 Billion in Exports last year through the Big 3
  - LAX, Port of Los Angeles & Port of Long Beach





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# Why Export?

- US Dollar has been weakening and will continue to do so
- India's demand for basic U.S. products such as paper, telecommunications, metals, diamonds, computers, and all new Green Technology is stronger than ever





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# Exports & Import Statistics To India

- Over \$6 Billion in yearly goods
- \$4.35 Billion in Imports
- \$1.72 Billion in Exports
- Top Exports
  - High end gems, diamonds, rubies, etc
  - Medical technology
  - Nuts, almonds, walnuts, pistachios, etc
  - Computers





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# Exporting and why to Use Los Angeles

- # 1 Customs District in the U.S.
- Over \$350 Billion in Imports & Exports
- The most strategic location in the U.S.
  - Air Cargo Services
  - Ocean Services
  - Rail Services
  - Customs Brokers & Freight Forwarders
  - 100+ Consuls & Trade Commissioners





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# LAWA's Business and Job Resources Center (BJRC)

- Connecting you and your business to other international connections
- Partner with various other International Trade experts
  - Port of Los Angeles
  - U.S. Department of Commerce
  - Centers for International Trade
  - Trade Organizations and Unions
  - Local Exporters and Importers





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## **Business & Job Resources Center (BJRC)**

The BJRC exists to link businesses, jobs, and educational opportunities with those who live in our neighboring communities.





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# BJRC Service Lines

- Business Outreach
- Bond Assistance (BAP-LA)
- International Trade
- Gateways Internship
- Job Training
- First Source Hiring



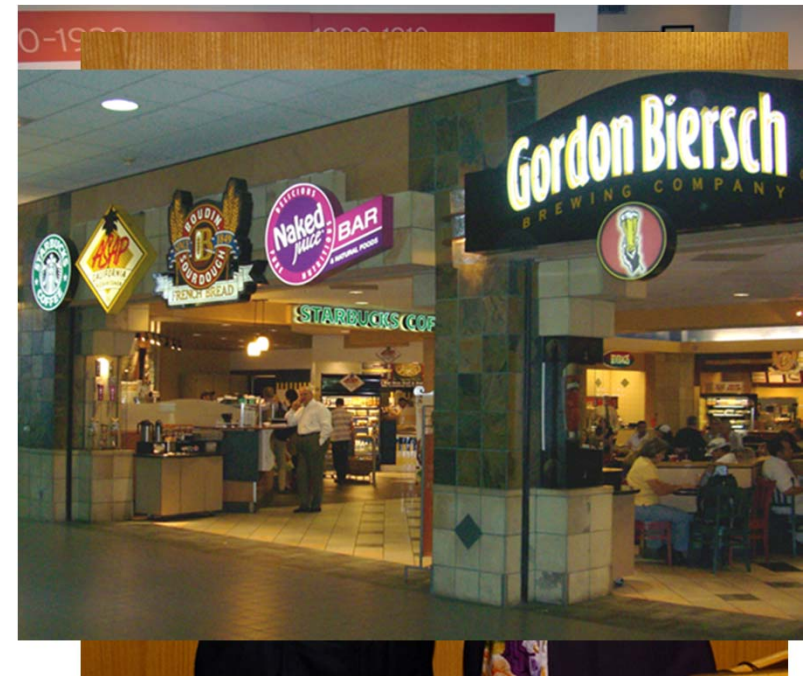


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# BJRC Customers

- Local business enterprises
- International business enterprises
- Community residents
- Local employers
- LAWA tenants
- LAWA divisions
- Employment development agencies
- Job seekers
- Educational institutions
- Local and international students





## Contact Information & Resources

- BJRC – Jamie A. Gutierrez
- (424) 646-7300 X 7305
- [www.lawa.org/bjrc](http://www.lawa.org/bjrc)
- [www.export.gov](http://www.export.gov)





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# Thank You



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