MEETING MINUTES
INTERNATIONAL DEVELOPMENT COMMITTEE

DATE: Tuesday, November 22, 2016
CALLED BY: Marv Sepe, Leigh Volkland
LOCATION: Irvine Chamber of Commerce
36 Executive Park, Ste. 100, Irvine, CA 92614

I. OPENING
• 12:03 p.m., meeting called to Order by Co-Chair, Marv Sepe & Leigh Volkland.

II. SELF-INTRODUCTIONS

III. COMMITTEE MISSION STATEMENT & STRATEGIC PLAN
Co-Chair Marv Sepe read Mission Statement and briefly explains the history and purpose of the International Development Committee.

IV. NEW BUSINESS
• How likely will the new Administration’s stance on trade affect your global business?
  o What challenges do you think we need to address with the new Administration’s planned changes on trade?

V. TASK FORCE REPORTS
• Foreign Direct Investment (FDI) – Linda DiMario presented the minutes on behalf of Lynn Stewart.

Linda reports out to the committee the original findings for the trade mission’s proposal to go to the UK in February 12th – 17th, 2017. One travel day, 4 days on the ground in London, Cambridge, Manchester and one travel day back. Linda lists the delegation attending the mission as a small group of invited reps from OCTANE, US Commercial Service, UCI, Edwards Life science, CTC Global, and CITD. OCTANE has put us in touch with representatives from K&L and Jones LaSalle who will be doing pro bono work for us when we get there.

The group will be having one on one meetings with key individuals in the sector to help generate and solidify leads. Several IDC committee members like Lori Bell from Wells Fargo, Kim Am from World Pay, and Nicole aBeckett from Mercatura have volunteered to put us in contact with their clients in the UK as potential people who might be interested in meeting with us there or their UK counterpart to assist with outreach. There will be networking receptions and intimate dinners with key figures during the evening portion of the trip. OCO will be doing the majority of the planned meetings. IDC Co-Chairs were happy to hear of the progress this committee has made.

• World Trade Week – Rima Nashashibi provided an update.
Rima provided an update of current sponsors on board. The newest addition is CustomsNow returning as a Supporter Sponsor. We now have one Supporter level available which is pending approval from Lori Bell at Wells
Fargo. There are two advocate spots which Linda is working on American Express. We are now in the third year of our event. At the 2015 event there were 200 attendees, and at the 2016 event there were 385. The goal for the 2017 event is 450.

Committee members have expresses interest in helping spread the word and recommending sponsorship amongst their clients.

- **Global Resources** – Diana Le provided updates. Work continues on the Global Microsite focusing on information. There were a few changes made to the Exporting tab and we are considering adding a Question & Answer section to the Exporting Resources section. Diana mentioned that there will be a “Are you ready to Export” tool on the scroll through so people can fill out. The Exporting Resource list has grown thanks to the many additions. There are currently 35 entries in it from the initial 20.

- **New Business** – Due to recent election results and news about the new Administration’s views on trade – we asked the IDC group the following questions above. Most seemed optimistic that the new Administration would not follow through on the majority of the claims. However, the consensus is trade will be impacted and there is no future for TPP leaving China to fill the vacuum. This will make trade more difficult for American companies to compete abroad.

**VI. ANOUNCEMENTS**

- November 24 – 27 **HAPPY THANKSGIVING, CHAMBER OFFICES CLOSED**
- November 29 – Export Essentials Training – Irvine Chamber – 4 PM – 6 PM
- December 1st – WITOC Gala – Avenue of the Arts Hotel – 6 PM – 9 PM

**V. ADJOURNMENT**

- 1:06 p.m. meeting adjourned by co-Chair Marv Sepe and Leigh Volkland.

Minutes recorded by Diana Le

Next Meeting:
December 27, 2016
12:00 p.m. – 1:00 p.m.
**Irvine Chamber of Commerce**
36 Executive Park, Ste. 100, Irvine, CA 92614