

Oregon Exporter Update - June 2024: TEST

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Oregon Exporter Update: June 2024

- **Featured Events:** Journey in Exporting: Bend International Business Networking
- **Webinars:** Southern Cone Clean Tech, Exporting Alcoholic Beverages, Construction Opportunities in Mexico
- **Trade Events and Workshops:** BIO International Convention, Doing Business with the United Nations, Gastech
- **Trade Missions:** Rail and Port Mission to South Africa and Angola, Aerospace and Defense Mission to Denmark and Sweden
- **News:** A New Era for the US Commercial Service!

Featured Events!

Journey in Exporting: Oregon Producers Go Global - BEND



Join us for another edition of **Journey in Exporting: Oregon Producers Go Global** in **Bend, OR!** This moderated business panel discussion and professional networking event will feature seasoned Oregon exporters and their path to export success. You are guaranteed to learn something new related to international business

and meet peer practitioners active in trade.

July 9, 2024 | 5:00 PM PDT | Bend, OR | [INFO](#)

Webinars

Southern Cone Clean Tech Webinar Series



We are pleased to launch the **Initiative for Mitigating Pollution and Climate Threats (IMPACT)**, an ITA-led approach to bolster clean tech cooperation with the Southern Cone of Latin America. As the Southern Cone invests tens of billions into their climate goals and sets the standards for regional deployments across Latin America, **IMPACT** seeks to position the U.S. as its closest partner for market development and regulatory cooperation. Don't miss the opportunity to be a part of IMPACT and learn more about the

opportunities below during the following webinars:

- June 6: Power Generation and Environmental Technologies
- June 13: Smart Grid and Energy Storage
- June 27: Hydrogen Energy & Transportation

Virtual | [INFO](#) | Questions? Contact: Trade.Americas@trade.gov

Growing Your Aerospace & Defense Business Collaboratively Without Friction



Focused on Legal and Intellectual Property considerations when pursuing long-term commercial contracts, government tenders, and the exporting of goods and services. Hosted by the U.S. Commercial Service and the Connecticut and Virginia District Export Councils.

The virtual seminar will cover these topics:

- Teaming and Joint Development Agreements
- Strategic Use of NDAs
- Cross-border Collaborations that are becoming more prevalent such as through trade agreements like AUKUS
- Government Bids and Subcontracting

June 6, 2024 | 11 AM PDT | Virtual | [INFO](#) | Questions? Melissa.Grosso@trade.gov

Regionalization of Supply Chains in North America - Business Opportunities in the Construction Sector in Mexico



Don't miss this chance to learn about opportunities in the construction sector in Mexico! 2023 was marked by the phenomenon of nearshoring on a global level. In Mexico, this trend was a trigger for the industrial real estate sector, which saw over 350 new industrial projects in various Mexican regions. This industrial reshoring represents an important opportunity for U.S. suppliers of construction materials, technologies, and services. New manufacturing and industrial facilities in Mexico will have to comply with sustainability and productivity standards in which U.S. suppliers of construction, energy, waste and water technologies have a competitive advantage.

June 6, 2024 | 10 AM PDT | Virtual | [INFO](#)

Exporting Alcohol Beverages: Navigating the Technical and Trade Dynamics of exporting to Canada and the EU



Join us for an insightful webinar, presented in collaboration with the Alcohol Tobacco Tax Bureau, Southern United States Trade Association, and the USDA Foreign Agricultural Service. Discover valuable insights from leading experts on exporting beer, wine, and spirits to top U.S. export markets. Learn about current market trends and opportunities, and gain knowledge from presentations by organizations offering programs and events designed to help you develop robust export strategies and identify new buyers. Register now and let us help you navigate the complexities of international trade in the craft beverage industry.

June 11, 2024 | 7 AM PDT | Virtual | [INFO](#)

Selling to Columbia: Insights & Resources for Women-Owned Businesses



This program will provide insights on opportunities in the Colombian market, considerations for U.S. women-owned



businesses on doing business in Colombia, and information on services available from the U.S. Small Business Administration (SBA) and the U.S. Department of Commerce. The fourth largest economy in Latin America, Columbia has seen improved political stability which has

cultivated a much more friendly international business environment. Learn about challenges in doing business in Colombia and how to address those challenges with the assistance of SBA and Commercial Service experts

June 12, 2024 | 11 AM PDT | Virtual | [INFO](#)

Trade Missions

Sub-Saharan Africa Rail and Port Trade Mission to South Africa and Angola



The International Trade Administration is organizing a **Sub-Saharan Africa Rail and Port Trade Mission** to South Africa and Angola. This mission will include participation at the South African Railway Associations' SARA Conference in Johannesburg. The SARA Conference features a convergence of sub-Saharan Government transportation

ministers, private-sector railway industry companies, and operating concessionaries. Mission participants will participate in the expo and conference, and develop business prospects through ITA-hosted networking events, vetted business-to-business matchmaking meetings, roundtable discussions with U.S. and foreign government industry leaders, product presentations, and site visits to manufacturing and infrastructure facilities.

August 19-24, 2024 | Johannesburg, South Africa and Luanda & Lobito, Angola | [INFO](#)

Aerospace and Defense Mission to Denmark and Sweden



The International Trade Administration is organizing an **Aerospace and Defense** Business Development Mission to **Denmark and Sweden** from October 21-24, 2024. The objective of this mission is to give U.S. companies an opportunity to provide aerospace and defense equipment, technology, and services to Denmark and Sweden while advancing U.S. National Security interests. Participating U.S.

firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports and services in the aerospace and defense sectors. For companies new to the market, this will be an opportunity to make initial contacts and learn more about the large defense market in Northern Europe.

October 21-24, 2024 | Copenhagen, Denmark and Stockholm, Sweden | [INFO](#)

Trade Events & Workshops

BIO International Convention



The BIO international Convention is the largest and most comprehensive event for biotechnology, representing the full ecosystem of biotech with over 20,000 industry leaders from across the globe. Whether you work at a public pharmaceutical company, biotech startup, academia, or non-profit, BIO is where you'll make valuable connections and build relationships. Gain inspiration and critical insights from global leaders addressing critical topics at the intersection of science, business and policy

June 3-6, 2024 | San Diego, CA | [INFO](#)

Doing Business with the United Nations



Looking to do business with the UN? This in-person U.S. Commercial Service New York seminar provides essential, foundational information. Each year, the United Nations spends roughly \$30 billion to purchase goods and services from vendors around the world. American companies only captures around 8% of that procurement volume, and there's room for increased vendor participation. You will hear from procurement experts across multiple UN Agencies, and learn what goods and services are demanded by the UN, how to secure UN Tenders, and more.

June 6, 2024 | New York City, NY | [INFO](#)

Gastech Exhibition & Conference



Gastech is the largest energy exhibition and conference for natural gas, LNG, hydrogen, climate technologies, and low-carbon solutions. This four-day global gathering will come at a critical time for the world's leading energy professionals to collaborate, transform our energy system and advance the new global industrial age.

U.S. Commercial Service is recruiting international buyer delegates from **Brazil, China, Colombia, Cyprus, Guyana, Indonesia, Jordan, Latvia, Mexico, Mozambique, Nigeria, Singapore, Tanzania, Thailand, and Vietnam** to meet with U.S. exhibitors, and organizing B2B and B2G meetings between U.S. exhibitors, foreign buyers, and with U.S. Embassy Energy Specialists leading those delegations.

September 17-20, 2024 | Houston, TX | [INFO](#)

FATHER NEWS AND EVENTS**Diverse Perspective: Roundtable Talks**

Roundtable Discussion hosted by [Oregon Minority Business Development Agency \(MBDA\)](#). This platform is meant for minority business owners to connect, collaborate, and build a supportive network. This event offers valuable perspectives and practical advice from established minority business owners to help navigate the challenges and opportunities unique to minority-owned businesses in Oregon and SW Washington. Expert panelists will cover topics such as

Procurement, Contracting, Working with the Federal Government, Financial Planning, Effective Leadership, and more.

May 30, 2024 | 3:00 - 5:00 PM PDT | Complimentary | [INFO](#)

News and Resources**A New Era of the U.S. and Foreign Commercial Service!**

The International Trade Administration (ITA) is excited to announce **a new era at the U.S. Commercial Service!** After receiving hundreds of recommendations from clients and stakeholders, ITA has announced a suite of exciting new tools and services to modernize the U.S. Commercial Service and help you seize the power of the international marketplace. Those new tools include:

- Global Business Navigator Chatbot
- Express Leads
- B2B Matchmaking Platforms
- Aspiring Exporters Roadmap
- Virtual Product Pitch Service
- Export Nation Podcast

[Hear more about these tools](#)

Ready Export Resources

The U.S. Commercial Service, International Trade Administration has an abundance of information and counsel ready to help your business succeed in international markets. Ready resources below, or [Contact Us](#) discuss your export needs!

[Country Research](#)

[Industry Research](#)

[Attend a Trade Event](#)

[How-to-Export Resources](#)

[Learn About our Export Services](#)

[Trade Finance Guide](#)

[National Export Strategy Report](#)

[Top Export Market Ranking for Consulting Services](#)

[EU-U.S. Data Privacy Framework \(DPF\)](#)



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