

**Fwd: T3 Committee - CF19-0374**

1 message

**John White** <[john.white@lacity.org](mailto:john.white@lacity.org)>  
To: City Clerk Council and Public Services <[clerk.cps@lacity.org](mailto:clerk.cps@lacity.org)>

Tue, May 21, 2019 at 9:14 AM

Please attach the accompanying document to CF 19-0374 as a communication from the public.

----- Forwarded message -----  
From: **Andrew Suh** <[andrew.suh@lacity.org](mailto:andrew.suh@lacity.org)>  
Date: Tue, May 21, 2019 at 9:09 AM  
Subject: T3 Committee - CF19-0374  
To: John White <[john.white@lacity.org](mailto:john.white@lacity.org)>

Hey John,

I have attached a support letter from the World Trade Center Los Angeles for CF 19-0374 (Ryu-Buscaino) Motion relative to foreign trade delegations. Could you upload this letter to the council file?

Thank you!

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**Andrew Suh**  
Legislative Deputy  
Direct: 213.473.2398  
<http://davidryu.lacity.org/>

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John A. White  
Legislative Assistant  
Transportation Committee  
Trade, Travel, and Tourism Committee  
(213) 978-1072



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 **Support Letter for International Delegation Motion (City of LA).pdf**  
132K



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May 21, 2019

Trade, Travel, and Tourism Committee  
City Council | City of Los Angeles  
200 N Spring St. Room 1060  
Los Angeles, CA 90012

RE: Support for Councilmembers Ryu's and Buscaino's International Delegation Motion

Dear Esteemed Members of the Trade, Travel, and Tourism Committee,

It is with great enthusiasm that I submit this letter of support for Councilmember David Ryu' and Councilmember Joe Buscaino's motion to create a central clearinghouse for international trade and investment delegations visiting the City of Los Angeles.

Academic literature on international business shows that trust is the number one determining factor on whether foreign counterparts will engage and expand their business in a new market. International delegations visiting the City of Los Angeles ("the City") to explore new lines of business are inherently seeking partners and allies they can trust. Therefore, it is integral that business delegations are matched with counterparts that can create this bond effectively. A single intake system that can evaluate, respond, and connect international business delegations with the right partners can increase the value of these short-term interactions, creating the foundation for real follow-on discussions.

The City is home to more than 992 international companies that employ more than 48,000 people with an average salary of \$81,363, almost \$27,000 more than the median household income for the City. Macroeconomically speaking, international companies account for almost 16% of all research and development in the United States and annually export goods valued at \$352 billion. Simply put, companies from abroad that establish a presence in the City are economic multipliers within the communities they are located.

Since 2016, the World Trade Center Los Angeles has hosted dozens of international delegations ranging from government to private business. One of our challenges is the large time expense to create programs and site visits for disparate groups and interests. Given the small number of individuals working on these programs throughout the City, a coordinated program is a must. A system that brings together these delegations and connects them to partners thoughtfully will no doubt increase the probability of these businesses selecting LA over other destinations in the United States. The future of the local economy depends on it.

Thank you for your consideration and please feel free to contact me if you would like to discuss further.

Sincerely,

Stephen Cheung, President