

**State Resource Sites for Business**

Governor's Office of Economic  
Development (GoED)  
[www.business.ca.gov](http://www.business.ca.gov)

Business, Transportation  
& Housing Agency  
[www.bth.ca.gov](http://www.bth.ca.gov)

Governor's web page  
[www.gov.ca.gov](http://www.gov.ca.gov)



# California: America's Gateway for Pacific Rim Economies



"Welcome to California. I hope you will enjoy the beauty and many attractions of the Bay Area as you meet to discuss ways to improve trade and the lives of people along the Pacific Rim."

Governor Edmund G. Brown Jr.



"California's diversity—in geography, population, agriculture, industries, and more—makes it fertile ground for ventures with partners around the Pacific Rim."

S. Shariq Yosufzai  
2011 Chair, CalChamber Board Of Directors  
Vice President And Former President, Global  
Marketing, Chevron Corporation

# California Advantages

## Agricultural Bounty

- California produces more than 400 commodities, including nearly half of U.S.-grown fruits, nuts and vegetables. Across the nation, U.S. consumers regularly purchase several crops produced solely in California.
- California is the only state in the nation to export almonds, artichokes, dates, dried plums, figs, garlic, kiwifruit, olives, pistachios, raisins and walnuts.



California almond tree

Bountiful

## Diverse and Highly Skilled Graduates

- California's extensive higher education network produces a creative, unrivaled, highly skilled labor force.
- More than 2 million students are enrolled in nearly 300 colleges and universities and there are more than 270,000 college graduates annually.
- California is home to three of the top 10 universities in the world and 10 universities ranking in the 75 top universities for research and quality in the world, according to Times Higher Education and Academic Ranking of World Universities.
- The state is home to 10 medical schools and four veterinary schools.

## The Nation's Leading High-Tech State

- Nearly 1 million high-tech workers, more than any other state.
- \$41.3 billion in high-tech exports in 2009, almost \$6 billion more than the next closest state.
- No. 1 in start-ups and No. 1 in new branches in high-tech manufacturing.

## Globally Connected with a World Class Infrastructure

- More than 15,000 miles of highways and freeways.
- 12 cargo airports and 11 cargo seaports—Pacific Rim access.
- 18 foreign trade zones and 42 enterprise zones.

## Home to Innovators and Entrepreneurs

- 40 federal laboratories.
- In 2009, more than 23,000 patents originated in California, far more than any other state and one-quarter of all U.S. patents issued that year.
- The University of California system alone develops more patents than any other university in the nation. It holds 3,802 active patents, many of which have led to the creation of today's leading industries.
- More than 500 startup companies have been formed with UC inventions, 75 in 2010 alone.

## National Leader in Research & Development (R&D) and Venture Capital Investment

- In 2010, California companies received more than \$11 billion, or 47.8% of all venture capital invested in the United States.
- Top sectors receiving venture capital funding are software, biotechnology, energy, medical devices and telecommunications.
- California is one of the top five states in science and technology, specifically: No.1 in Risk Capital and Entrepreneurial Infrastructure and No. 3 in Research and Development Inputs.
- California offers a 24% R&D tax credit to businesses.



Pacific Coast Highway, Mendocino County

Connected

## Leader in International Commerce/Investment

- California is a leading export state—\$143+ billion in 2010—11% of total U.S. exports.
- California exported approximately \$100 billion to the APEC economies in 2010, 13% of the national total.
- Among California's top trading partners are many of the 21 APEC economies—Mexico, Canada, China, Japan, South Korea, Hong Kong, Taiwan and Singapore, to name a few.
- California is the No. 1 exporter in the nation of computers, electronic products, and sales of food and kindred products. Computers and electronic products are California's top export, accounting for 30% of all the state's exports.
- California is the No. 1 state for attracting foreign direct investment.



California windpower

Innovating

## Large Network of Small Businesses, Open to Establishing International Connections

- 4 million small businesses—the largest network of small employers of any state.
- Small firms cover every industry sector and many business-to-business opportunities, making up 99.2% of the state's employers; and 52.1% of private sector employment.

## Attractive Location for International Employers

- No. 1 in the United States in the number of employees supported by U.S. subsidiaries of global companies.

## Energy Innovator

- Third in the nation in refining capacity.
- Refineries among the most sophisticated in the world.
- National leader in electricity generation from non-hydroelectric renewable energy sources, including geothermal, wind, fuel wood, landfill gas and solar. Also a leading generator of hydroelectric power.



California sparkling wine

Distinctive

## Multiple Tourist Destinations

California has 12 designated tourism regions, each with its own distinctive character and unique attractions:

- San Francisco Bay Area: Culture and counterculture, fantastic food, world class wineries.
- North Coast: A wild coast, redwood forests, picturesque vineyards.
- Shasta Cascade: Snowcapped volcanoes, lava beds, mountain lakes.
- High Sierra: Three national parks, countless lakes, unparalleled skiing.
- Gold Country: Pioneer beginnings, a riverside capital, lush scenery.
- Central Valley: The winding Delta, agricultural riches, recreational waterways.
- Central Coast: Scenic small towns, sheer ocean cliffs, fruits of the earth.
- Los Angeles County: Hollywood, cosmopolitan communities, busy harbors.
- Inland Empire: Easy-to-reach ski resorts, hot air ballooning, apple picking.
- Orange County: Coasters for kids, shopping for parents, warm beaches for all.
- San Diego County: A rollicking downtown, a scenic coast, bucolic back country.
- Deserts: Rugged arid beauty, soothing oases, fabulous fairways.

Visitors' Guide at [www.visitcalifornia.com](http://www.visitcalifornia.com)



"As the leading business advocate in the state that is the gateway to Asia for the United States, the California Chamber of Commerce considers international trade and investment among our highest priorities. About

one-quarter of our economy is tied to international commerce and a prosperous California economy depends on successful economic cooperation among the APEC nations."

Allan Zarembeg  
CalChamber President and Chief Executive Officer

### Information Resource for International Trade

[www.calchamber.com/international](http://www.calchamber.com/international)

- Answers to frequently asked questions (FAQs): importing/exporting, certificates of origin, industry information, links to more country-specific information, including country trade portals and trade statistics.
- Calendar of CalChamber-sponsored trade events.
- Updates on public policy issues that affect business' ability to compete in the world market.
- Profiles in Trade—Member companies highlight international trade activities.
- Trade Update—Weekly e-newsletter from the CalChamber Council for International Trade is an easy-to-scan digest of news and trade policy information.

The CalChamber Council for International Trade supports free trade worldwide, expansion of international trade and investment, fair and equitable market access for California products abroad and elimination of disincentives that impede the international competitiveness of California business.



"The California Chamber of Commerce website is a good starting point for research on issues and practical questions related to international trade and investment."

Susan Corrales-Diaz  
Chair, CalChamber Council for International Trade  
President, Systems Integrated



In November 2009, the U.S. Secretary of Commerce presented the CalChamber with the President's Excellence for Export Service Award, the nation's highest award to honor U.S. exporters.



 **CalChamber.**  
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