

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



FROM: Supervisor John Tavaglione
Supervisor John J. Benoit

SUBMITTAL DATE:
September 26, 2012

SUBJECT: Authorization to enter into Bilateral Trade Agreement, Vancouver, British Columbia, Canada

RECOMMENDED MOTION: That the Board of Supervisors directs:


- 1.) The County Executive Officer to direct the EDA–Office of Foreign Trade to negotiate a Bilateral Trade Agreement with the Office of the Mayor of the City of Vancouver, British Columbia, Canada;
- 2.) That the County Executive Officer is authorized to execute said agreement along with members of the Board of Supervisors, constitutional officers of the County of Riverside, Assistant CEO, Assistant CEO/EDA, Managing Director/EDA, and the Commissioner of Foreign Trade are also authorized to sign and attest to this agreement; and
- 3.) That the signing ceremony for this Bilateral Trade Agreement take place within the County of Riverside on/or about October 11, 2012 and that elected officials from jurisdictions within the County of Riverside also be encouraged to participate in this important activity along with the Canada California Business Council President and CEO.

BACKGROUND: The nation of Canada, its provinces, and cities play a key role in the economic well-being of the County of Riverside and its 28 incorporated cities. Claremont McKenna College economists report that Riverside County exports fully 41 percent of all products manufactured in this county to Canada. Our County Agricultural Commissioner also reports that Canada is amongst our Top 5 destinations for agricultural products grown and produced by our farmers in Riverside County. The Brookings Institution and the Rockefeller Foundation report that "Exports are a key driver in what is being identified as the 'Next Economy'" post-Great Recession.

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John F. Tavaglione
County Supervisor, 2nd District



John J. Benoit,
County Supervisor, 4th District

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BACKGROUND: (Continued)

In just 10 years, 95 percent of all consumers will reside outside our nation. It is also forecasted that fully 80 percent of the economic growth in that period will also be outside the United States of America. To open new international markets for our goods, products, and services our county has taken a leadership position in developing a bilateral agreement and trading partnerships to assist our local business owners in job retention, job creation, and sales increases. Most recently the National Association of Counties has recognized our effort and placed this county in a leadership position on the national level on trade, exports, and Foreign Direct Investment (FDI). The development and signing of a bilateral agreement with the City of Vancouver; British Columbia, Canada recognizes the importance of trade and international cooperation between jurisdictions that foster trade and jobs creation in the "New Economy".