

TRIP BOOK

**DISCOVER THE
EMERALD CITY'S
THRIVING
ECONOMIC REGION**



**Americas
Competitiveness
Exchange**



OAS More rights
for more people



Welcome from the ACE Committee

Distinguished leaders from the Americas and beyond,

We are honored to welcome you to the Americas Competitiveness Exchange (ACE), scheduled in the Greater Seattle Region, Washington, United States, from May 14th to 19th, 2023.

We express our gratitude to our Seattle hosts for the exceptional agenda they have prepared in collaboration with various stakeholders, sites, and coordinators. We are pleased to present this trip book, designed to facilitate meaningful and strategic engagement throughout the program.

We encourage you to use this as a resource to identify individuals, sites, and potential collaborators with whom you may seek to form alliances, forge business and trade deals, initiate R&D projects, establish start-up soft-landing arrangements, and engage in technical exchanges, among other opportunities. ACE is a powerful driving mechanism for fostering cooperation and forming new partnerships to strengthen economic development.

Throughout the week, you will have the opportunity to explore and pursue numerous collaborations with Seattle's globally renowned industries, including information and communication technologies, aerospace, life sciences, maritime, and global health.

We want to emphasize the importance of following up on the connections you establish throughout the week to ensure the success of your endeavors.

The ACE Committee comprises representatives from the Organization of American States (OAS), the United States Government (including the U.S. Department of Commerce's Economic Development Administration and the International Trade Administration), and the Department of State (Permanent Mission to the OAS).

We sincerely appreciate your participation and valuable contributions to the program. We look forward to our work together.

Sincerely,

The ACE Committee



OAS

More rights
for more people



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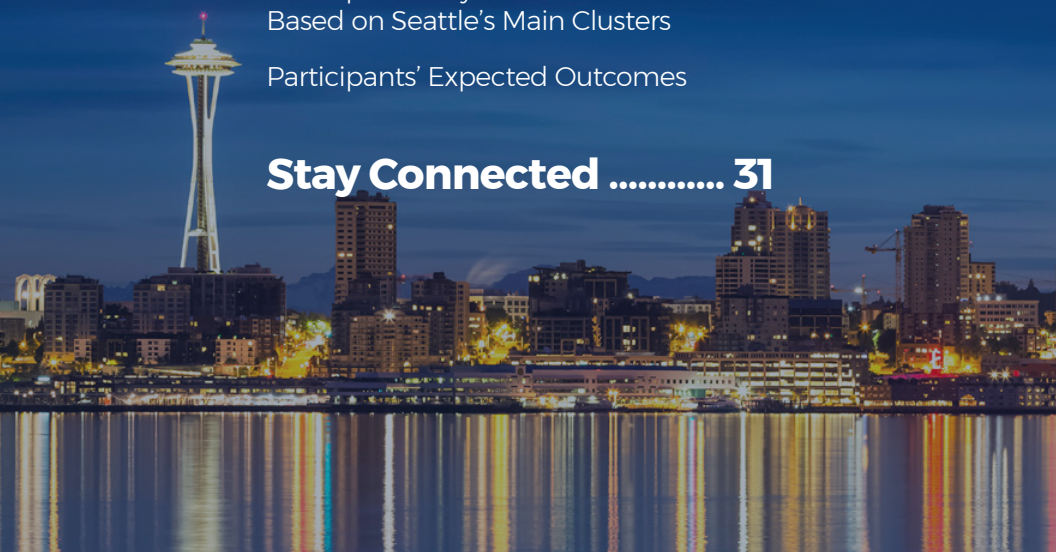
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The ACE Program

A little bit of history...

The Americas Competitiveness Exchange (ACE) initiative is facilitated by the Inter-American Competitiveness Network (RIAC). The United States Government, through the Department of Commerce's Economic Development Administration (EDA) and International Trade Administration (ITA), and the Department of State (Permanent Mission to the OAS), alongside the General Secretariat of the Organization of American States (OAS) as the RIAC Technical Secretariat, jointly oversee and support ACE.

The commitment of the OAS and the United States Government to ACE extends from the design and implementation phases to evaluation, monitoring, and reporting in collaboration with host countries and regions. The ACE initiative fosters an environment for establishing long-term partnerships, cooperation opportunities, and new projects, making it a network of networks and a community of impact.

Since its inception in 2014, ACE has evolved into a flagship hemispheric program, providing tangible long-term benefits to countries and communities involved.



Georgia, North and South Carolina, United States



Mexico DF, Aguascalientes and Guadalajara, Mexico



Minnesota, Wisconsin, and Illinois, United States



Province of Córdoba, Argentina



Arizona and California, United States



Province of Ontario, Canada



Texas, United States



Florida, United States



Germany and Israel



Northern California, United States



Puerto Rico, United States



Santiago de Chile and Valparaíso, Chile



Colorado, United States



Louisiana, United States



Quito, Ecuador



Seattle, United States

What is the #ACXchange

The Americas Competitiveness Exchange (ACE) is the premier economic development, innovation, and entrepreneurial network in the Americas, earning recognition as one of the Organization of American States' (OAS) main high-level events. ACE operates as a core initiative of the Inter-American Competitiveness Network (RIAC), with the OAS acting as the RIAC Technical Secretariat.

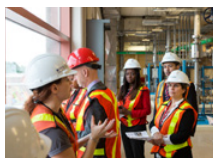
RIAC is a regional platform that gathers high-level authorities and key stakeholders responsible for competitiveness, innovation, and economic development in the 34 OAS Member States and 71 Permanent Observers. By fostering policy dialogue, promoting the exchange of experiences, and facilitating collaborative initiatives among decision-makers in the public, private, and academic sectors, RIAC aims to encourage inclusive and sustainable economic development across the Americas.



The Premier
Economic Development,
Innovation and Entrepreneurial
Network of the Americas

What are the ACE objectives?

- ✓ Promoting long-term multilateral commercial, trade and investment partnerships among decision-makers of the Americas and beyond;
- ✓ Identifying and sharing best practices in economic development, including public-private partnerships, building local assets that grow businesses, cluster development, promoting entrepreneurship and coordinating regional economic development strategies;
- ✓ Stimulating capital investment and job creation in the region;
- ✓ Fostering an environment for innovative companies to start and expand;
- ✓ Bringing together universities, industries and governments to solve complex challenges no one sector or business could address on its own;
- ✓ Facilitating commerce and trade;
- ✓ Promoting economic resiliency; and,
- ✓ Enhancing opportunities for underserved populations.



ACE Impact

ACE is a result-driven program

ACE employs a data-driven approach to plan and implement its initiatives, showcasing the program's benefits and offering valuable insights for continuous improvement. During the planning process, the ACE team collects pertinent participant information, which is subsequently shared with participants to help identify priority areas of focus, potential synergies, and collaboration opportunities among countries and institutions. The data originates from various sources, including hosting applications, participant registration forms, and post-event follow-up surveys.

This data is instrumental in delivering a productive, hands-on, and results-driven agenda, selecting the appropriate delegation, and ensuring ACE's effective implementation and evaluation. Upon the event's conclusion, ACE's results illustrate numerous meaningful connections in crucial strategic areas, fostering a wealth of cooperation leads and opportunities for all involved.

ACE Impact

Since 2014

15 Successful #ACXchanges
have been implemented

Over
941 Leaders have benefited
from 42 countries

392 of these leaders were
women, which accounts
for 42% of participants

Explored
+66 Regions

Showcased
+1,120 Projects



Scan the QR Code to
learn about what ACE has
accomplished throughout
the years



What is the ACE team currently working on?

The ACE team is diligently updating and enhancing its tracking and monitoring mechanisms to provide a more comprehensive reporting of results and follow-up on the numerous cooperation opportunities generated. In addition, the team utilizes technology platforms to effectively gather, visualize, and report on these outcomes.

This thorough analysis aims to present data on new trade and investment cooperation opportunities, the number of formal partnerships, and the creation and enhancement of business, entrepreneurship, and research and development projects facilitated by ACE since its inception in 2014.

These include a historical look at:

Collaborations

Increased Knowledge

Enhanced Capacity

Partnerships

Projects

Job Creation

Investment

Inclusive Services/Tools



To get the latest information as the ACE team continues to advance this effort and gather more details about the #ACXchange impactful success stories, please scan the following QR Code

Seattle: General Overview

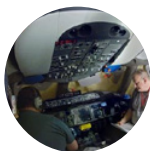
Seattle is situated at the heart of the central Puget Sound region, positioned between the Olympic and Cascade Mountains. Puget Sound is the largest marine estuary by volume in the United States. It connects the region to the Pacific Ocean and joins the state of Washington and the province of British Columbia, Canada as part of the greater Salish Sea. The Snohomish, Puyallup, Green, Duwamish, Cedar and many other rivers and streams flow through the central Puget Sound region and define distinct river basins that encompass cities, farms, forests and mountains. It is this unique and remarkable natural environment that has drawn people to Puget Sound and sustained them for thousands of years.

Puget Sound is part of a larger area that has been the traditional aboriginal territory of the Coast Salish peoples, who live around the Salish. The Coast Salish Tribes have lived here since time immemorial and, while each Tribe is unique, all share in having a deep historical connection and legacy of respect for the land and natural resources. These sovereign Tribal nations enrich the region through environmental stewardship, cultural heritage and economic development, and collaborate with local governments to shape the region's future.

The success of the region has been built upon sharing knowledge with the world. ACE 16 participants will discover the opportunities for partnership during their visit. The host program will connect the delegation to some of the most innovative companies and institutions in the world.



Key Clusters



The Aerospace industry in the central Puget Sound region is one of the most competitive in the world

The Boeing Company was founded in Seattle. Since then, the region's Aerospace industry has grown into a large and diverse supply chain that is driving innovation across clusters, including space, advanced composite materials and aerospace biofuels. The region is increasingly recognized as a hub of private sector space companies and employment. This growth is exemplified by expanding companies including Blue Origin, Vulcan Aerospace and SpaceX.



Information and Communication Technology

The region is home to a highly diverse Information and Communication Technology industry. This includes businesses in traditional software publishing, computer services, interactive media and others. Regional software companies like Microsoft, the world's largest software company, and Amazon, the world's largest retailer, form this industry cluster's backbone. Regional businesses and institutions are advancing the future of work through innovations in artificial intelligence and cloud computing.



Maritime

The region has leveraged its proximity to Asia, Alaska and Canada into a thriving Maritime industry, across boat building and repair, fishing and fishing products, and water passenger and cargo transportation. Communities, ports and other partners are planning for the future of the region's maritime industry. In 2019, Washington Maritime Blue published a strategy for the Blue Economy in Washington state, finding that the global ocean economy is expected to double by 2030 to \$3 trillion.



Life Sciences and Global Health

The region plays host to a thriving Life Sciences and Global Health industry that is advancing health in communities across the globe. Regional businesses and organizations are pushing advancements in biotechnology, diagnostics, bio-agriculture, veterinary medicine, biofuels, medical devices, research and digital health/health IT. Several major universities and research organizations anchor this industry sector and have created an ecosystem for cross-sector collaboration and start-ups. These include Washington State University, the University of Washington, Fred Hutchinson Cancer Research Center, the Allen Institute for Brain Science and the Infectious Disease Research Institute.



Clean Technology

The region is home to thriving businesses on the leading edge of clean technology developments. Washington state has set a goal of having a 100% non-carbon emitting energy portfolio by 2045. As of 2018, 69% of Washington's energy came from hydroelectric sources, with natural gas, wind, biomass and nuclear rounding out the state's clean energy portfolio. Clean Technology is making inroads across several significant industry sectors in the region. Transportation and Logistics industries are reducing carbon emissions by transitioning to all-electric or hybrid fleets. The Aerospace industry is on the leading edge of researching sustainable aviation technologies such as electric aircrafts and hydrogen fuels. Information and Communication Technology businesses are developing energy efficient data processing models. The manufacturing sector produces solar panels, batteries and other clean materials. Innovative wood product companies are developing woody biomass as a sustainable energy source and new building technologies such as cross-laminated timber.



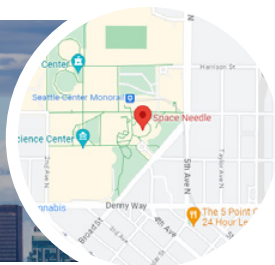
Military and Defense

Military installations in the region provide significant economic benefits to the region. The central Puget Sound region hosts several major military facilities, including Joint Base Lewis-McChord, Naval Base Kitsap and Naval Station Everett. In addition, the industry supports myriad private defense contractors and subcontractors, bolstering the regional Maritime and Aerospace industries.

Site Visits



Space Needle



The Space Needle is one of the most recognizable landmarks in the world and is a treasured Seattle icon. It was built in 1962 for the World's Fair and is a symbol of humanity's Space Age aspirations. Since its opening, the landmark continues to symbolize the innovative and forward-thinking spirit of Seattle. Located at Seattle Center, the Space Needle stands at 605 feet tall and is one of the most photographed structures in the world.

<https://www.spaceneedle.com/>



Pike Place Market



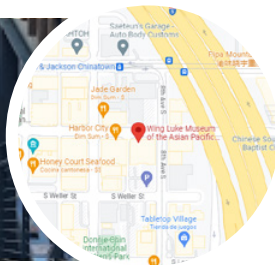
Home to Hundreds of Farmers, Crafters, and Small Businesses.

Founded in 1907, the Pike Place Market is one of the oldest and largest continuously operating public markets in the United States. The city is committed to preserving, rehabilitating, and protecting the Market's buildings; increasing farm and food retailing opportunities; incubating and supporting small and marginal businesses; and providing services for low-income people.

<https://www.pikeplacemarket.org/>

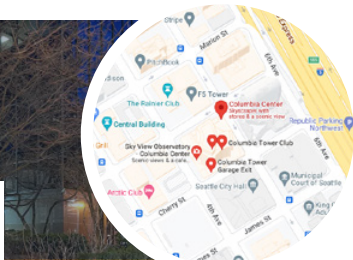


The Wing Luke Museum



The Wing Luke Museum is an art and history museum in Seattle, Washington, United States, which focuses on the culture, art and history of Asian Americans, Native Hawaiians, and Pacific Islanders. It is located in Seattle's Chinatown-International District. Established in 1967, the museum is a Smithsonian Institution affiliate and the only pan-Asian Pacific American community-based museum in the United States.

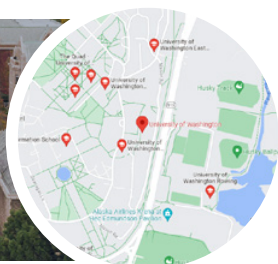
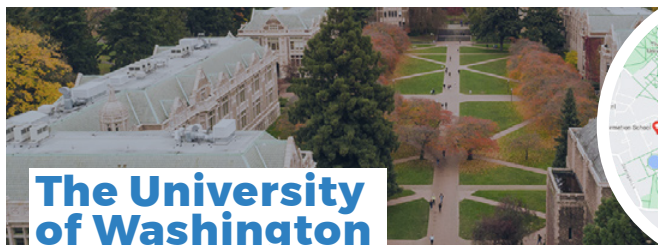
<https://www.wingluke.org/>



The Columbia Center Tower Seattle

The Columbia Tower is the tallest building in Seattle with 360-degree views of the region. The Columbia Center Seattle is made up of 76 stories, primarily leased as office spaces, and presents rental and investment opportunities.

<https://columbiacenterseattle.com>



The University of Washington

The University of Washington is one of the world's preeminent public universities. Ranked No. 7 in the world on the U.S. News and World Report's Best Global Universities rankings. Since its founding in 1861, the University of Washington has been a hub for learning, innovation, problem solving and community building.

<https://www.washington.edu/>



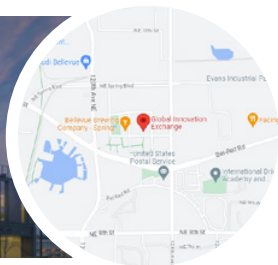
Microsoft

Microsoft enables digital transformation for the era of an intelligent cloud and an intelligent edge. Its mission is to empower every person and every organization on the planet to achieve more. They are committed to the following four key areas in which technology can and must benefit the future of humanity and our planet: supporting inclusive economic growth, protecting fundamental rights, creating a sustainable future, and improving trust in the benefits of technology.

<https://www.microsoft.com/>



Spring District's Global Innovation Exchange (GIX)



Historically developed in the 1960 for light industrial uses, such as warehouses, the Spring District along with the rest of the Bel-Red area is being redeveloped into a mixed-use neighborhood. Based in the Spring District, the University of Washington's Global Innovation Exchange (GIX) is a university-industry nexus for interdisciplinary education in technology innovation.

<https://gixnetwork.org/about/places/>



Chateau Ste. Michelle Winery



Located Within the Woodinville Community, Home to 118 Wineries

The Woodinville wineries and tasting rooms have become a mecca for wine enthusiasts around the world. Founded in 1954, Chateau Ste. Michelle is Washington State's oldest winery. The winery is in Woodinville, which is just northeast of Seattle. It produces Chardonnay, Cabernet, Merlot, and Riesling.

<https://www.ste-michelle.com/>



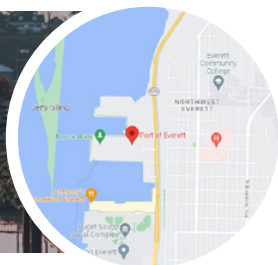
5G Agricultural Field Labs

The tech and innovation field labs represent a dynamic development platform that facilitates collaborative experimentation for commercially viable use cases. The incubator is a true collaborative public-private environment for startups, with top-level solutions, delivering all the capabilities of a real enterprise platform.

<https://5goilab.com/labs/field-labs/>



Port of Everett

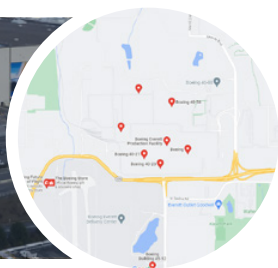


For more than a century, the Port has created economic opportunities and jobs while providing maritime and marine-related services and appropriate public access to the waterfront. Through its international seaport, public marina and real estate development operations, the Port of Everett brings jobs, tax base, business and tourism to the community and region. The Port is a committed steward of the environment and waterfront.

<https://www.portofeverett.com/>



Boeing Everett Factory

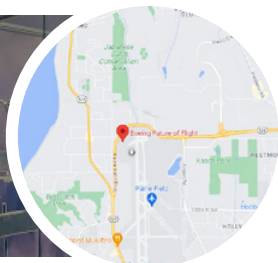


As a leading global aerospace company, Boeing develops, manufactures, and services commercial airplanes, defense products, and space systems for customers in more than 150 countries. As a top U.S. exporter, the company leverages the talents of a global supplier base to advance economic opportunity, sustainability, and community impact. It is located at Paine Field, a unique airport, driving the economy of the Greater Seattle Region, having the newest commercial airport terminal in Washington state, and serving as home to over 500 aircraft, including small, single engine recreational aircraft, corporate jets, vintage warbirds, and brand-new Boeing aircraft.

<https://www.boeing.com/company/about-bca/everett-production-facility.page>

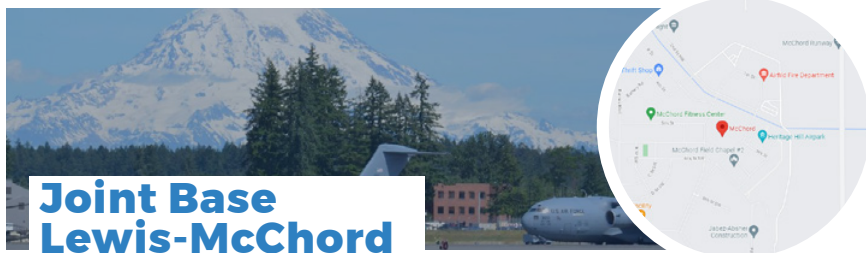


Boeing Future of Flight Building



Boeing Future of Flight is one of Seattle region's premier aviation attractions. It includes an aviation museum and education center. The facility opened in 2004 and features full sized airplanes and Boeing fuselages.

<https://www.boeingfutureofflight.com/>



Joint Base Lewis-McChord

Joint Base Lewis-McChord operations support countries during disasters and economic recovery. The base provides state-of-the-art training and infrastructure, responsive quality of life programs, and fully capable mobilization and deployment operations for the Army, Navy, Air Force, and Marines.

<https://home.army.mil/lewis-mcchord/index.php>



Port of Tacoma

The Port of Tacoma makes strategic investments in the harbor and community to promote prosperity, trade and jobs, while protecting and enhancing our environment. Founded in 1918, the Port serves greater Pierce County by promoting trade, supporting family-wage jobs, and improving the environment.

<https://www.portoftacoma.com/>



Center for Urban Waters

The Research Center for Urban Waters Propels Collaboration Between Scientists, Analysts, Engineers and Policy Makers to Restore and Protect Waterways. The unique intellectual environment brings together organizations with complementary missions and individuals with diverse skills to develop innovative approaches to environmental restoration as well as protection and sustainable urban development.

<https://www.urbanwaters.org/>



University of Washington - Tacoma Campus

The University of Washington Tacoma is one of the three campuses that make up the University of Washington. UW Tacoma serves an urban community, informs economic development through community-engaged students and faculty, and it also conducts research that is of direct use to Seattle's community and region.

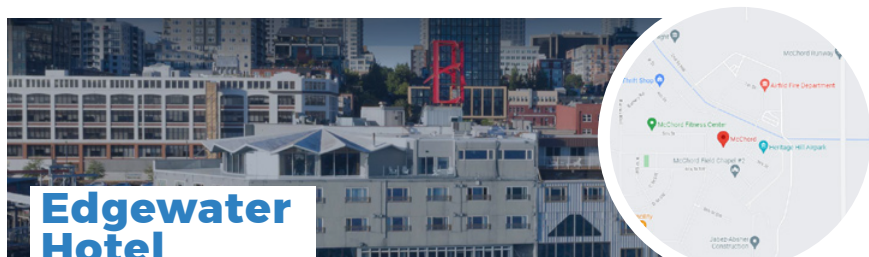
<https://www.tacoma.uw.edu/>



Museum of Glass

The Museum of Glass is a premier contemporary art museum dedicated to glass and glassmaking in the West Coast's largest and most active museum glass studio. Now in its 20th year, the Museum has established a reputation for hosting impactful and engaging artist residencies, organizing and exhibiting nationally traveling exhibitions, and creating unique programs for visitors, all while building a growing permanent collection chronicling the development of modern and contemporary glass.

<https://www.museumofglass.org/>



Edgewater Hotel

Constructed in 1962 to house employees involved in the construction of the Space Needle, the Edgewater evolved into the only over-water hotel in Seattle. It has been host to a litany of famous musicians in its history.

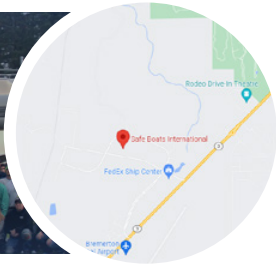

<https://www.edgewaterhotel.com/>



Kitsap Conference Center at Bremerton Harborside

Just a short ferry ride from Seattle, Kitsap Conference Center offers an unsurpassed standard of excellence for meetings, conferences, trade shows, social events, reunions, and weddings in Washington State.

<https://kitsapconferencecenter.com/>



SAFE Boats and the Port of Bremerton

Founded in 1996, SAFE Boats International (SAFE) designs and builds highly reliable and extremely durable vessels that help keep military, law enforcement and fire professionals safe as they carry out their duties, protect citizens, and work to save lives. Safe Boats is present in over 50 countries around the world, with expansion into new regions every year.

<https://safeboats.com/>



Suquamish Community House

Since its opening in 2009, the house has served as a community center for the Suquamish Tribe and the community. Construction of the House of Awakened Culture was a component of a larger revitalization campaign for the Suquamish Tribe, which also included construction of a new Suquamish Museum.

<https://suquamish.nsn.us/>



Starbucks Center Complex

The Starbucks Center is a nationally recognized redevelopment of a large, functionally obsolescent warehouse building, serving as a catalyst for the revitalization of the SODO District neighborhood. Starbucks Center blends retail, office, warehousing, light-manufacturing and distribution functions. Nitze-Stagen manages the day-to-day operations.

<https://www.starbucks.com/>



Museum of Flight

The Museum of Flight is the largest independent, non-profit air and space museum in the world. The Museum of Flight exists to acquire, preserve and exhibit historically significant air and space artifacts, which provide a foundation for scholarly research and lifelong learning programs that inspire an interest in and understanding of science, technology, and the humanities.

<https://www.museumofflight.org/>



Chihuly Glass Museum

Through the work of artist Dale Chihuly, the museum celebrates the Puget Sound region's creative energy and inspires visitors to engage with the region's cultural community.

<https://www.chihulygardenandglass.com/>



Fred Hutchinson Cancer Center

The Fred Hutchinson Cancer Center unites innovative research and compassionate care to prevent and eliminate cancer and infectious disease. It is driven by the urgency of their patients, the hope of the community and the passion for discovery to pursue scientific breakthroughs.

<https://www.fredhutch.org/en.html>



AWS

Amazon Web Services (AWS) is a comprehensive and broadly adopted cloud, offering over 200 fully featured services from data centers globally.

<https://aws.amazon.com/>



Amazon Spheres

The Amazon Spheres (also called the Seattle Spheres) is a collaborative indoor garden which is an icon of downtown Seattle, but also a space for Amazon employees to connect with nature and spur innovation at its headquarters. Tropical plants from South America, Asia, Africa, and Australia fill various themed spaces.

<https://www.seattlespheres.com/>

ACE Seattle Delegation

VIP Guests



**Ambassador H.E.
Francisco O. Mora**
Ambassador, Permanent
Representative
U.S. Department of State
(Permanent Mission to the
OAS)



**The Honorable
Alejandra Castillo**
Assistant Secretary for
Economic Development
Economic Development
Administration (EDA)
U.S. Department of
Commerce



**The Honorable
Nestor Mendez**
Assistant Secretary
General
Organization of American
States



**The Honorable
Dilawar Syed**
Special Representative
for Commercial and
Business Affairs
U.S. Department of State



**The Honorable
Kim Osborne**
Executive Secretary for
Integral Development
Organization of American
States



Dennis Alvord
Deputy Assistant Secretary
for Economic Development
and Chief Operating Officer
Economic Development
Administration (EDA)
U.S. Department of
Commerce



Craig Buerstatte
Deputy Assistant
Secretary and
Chief Operating Officer
for Regional Affairs
Economic Development
Administration (EDA)
U.S. Department of
Commerce



**Sheba Person
Whitley**
Seattle Regional Director
- Seattle Office
Economic Development
Administration (EDA)
U.S. Department of
Commerce

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**Deputy Secretary of
Foreign Affairs**
Government of Tucuman
ACE Ambassador



Argentina

Victor Di Rienzo
**Undersecretary of
Systems and Connectivity**
Municipalidad de Córdoba



Barbados

**The Honorable
Sandra V. Cheryl
Husbands**
**Minister of State in Foreign
Trade and Business
Development**
Ministry of Foreign Affairs
and Foreign Trade
Government of Barbados



Barbados

**Misha Lobban
Clarke**
Executive Director
Barbados Chamber of
Commerce and Industry



Belize

**Dr.
Leroy George
Almendarez**
Executive Director
Belize Trade and
Investment Development
Service (BELTRAIDE)



Brazil

**Dr.
Celio Costa Vaz**
CEO
Orbital Engenharia S.A.
ACE Ambassador



Brazil

Alan Senra
**Strategic Advisor for
Green Investments**
Government of the
State of Minas Gerais



Canada

Diane Gray
President
Prairies Economic
Development Canada
(PrairiesCan), Government of
Canada



Canada

Michele Evans
Assistant Deputy Minister
Prairies Economic
Development Canada
(PrairiesCan),
Government of Canada



Chile

**Pelayo
Covarrubias**
**President, País Digital
Foundation**
**Director, Universidad
del Desarrollo**



Colombia

Juan Carlos González

Vice President for Competitiveness
Chamber of Commerce of Bogotá



Colombia

Tatiana León

Entrepreneurship and Open Innovation Director
Connect Bogotá



Costa Rica

Jorge Ocampo

Executive President
Institute for the Promotion and Municipality Advisory (IFAM)



Dominican Republic

Laura Del Castillo

Technical Director
National Competitiveness Council



Dominican Republic

David Abreu

Director of Industrial Development
Ministry of Industry, Trade, and SMEs



Ecuador

Ambassador H.E.

Mauricio Montalvo

Permanent Mission of Ecuador to the OAS
Government of Ecuador



Ecuador

Gabriela Sommerfeld

Vice President
Chamber of Commerce of Quito



Ecuador

Ernesto Kruger

CEO (*Serial entrepreneur*)
Kruger Corp



Ecuador

Pedro Meneses

CEO
Aerialoop



Guatemala

The Honorable Francisca Cárdenas

Vice Minister of Investment and Economic Competences
Government of Guatemala



Guatemala

Natalia Samayoa

Trade Commissioner
Consulate General of Guatemala in Miami



Guatemala

Diego Meneses

Commercial Counselor of Guatemala in Los Angeles
Government of Guatemala



Guatemala

María Nichols

Director
Business Chamber of Trade and Services (Cecoms/Cafif)



Haiti

Lescarmel Durand

Program Lead Manager
Centre d'Entrepreneurship et Leadership



Jamaica

**Ambassador H.E.
Audrey Marks**
Ambassador of Jamaica to
the United States
Permanent Representative
of Jamaica to the OAS



Mexico

Betsabé Rocha
Secretary of Economic
Development
Municipality of Monterrey



Mexico

Carla Bustillos
Under Secretary of Trade
and Investment
State of Tabasco



Mexico

Enrique González
Director General of
Industry, Foreign
Investment and Commerce
Government of the State of
Mexico



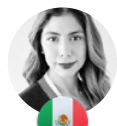
Mexico

Regina Gándara
Executive Director
Mexican Business Council



Mexico

Juan Ostolaza
CEO
Center of Competitiveness
in Mexico



Mexico

Carolina Garayzar
Chief of Staff to the
Chairman of the Board
Coppel Financial Services



Mexico

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Mexico

David Fortoul
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Mexico

Ana Laura López
General Coordinator
General Coordination of
Ports and Merchant Marine.
Secretary of the Navy,
Mexico



Mexico

**José Alonso
Huerta**
CEO
Aracnia



Mexico

**Alejandro
Juraidini**
Institutional Relations
Director
Bitso



Panama

**The Honorable
Yill Otero**
Vice Minister for Multilateral
Affairs and Cooperation
Ministry of Foreign Affairs
Government of Panama



Panama

Ethazel Gómez
Head of Planning
Ministry of Foreign Affairs,
Government of Panama



Saint
Lucia

The Honorable Emma Hippolyte

Minister

Ministry of Commerce,
Manufacturing, Business
Development, Cooperatives
and Consumer Affairs,
Government of Saint Lucia



Saint
Lucia

Sophia Michelle Alfay-Henry

Permanent Secretary

Ministry of Commerce,
Manufacturing, Business
Development, Cooperatives
and Consumer Affairs
Government of Saint Lucia



United
States

Joe McKinney

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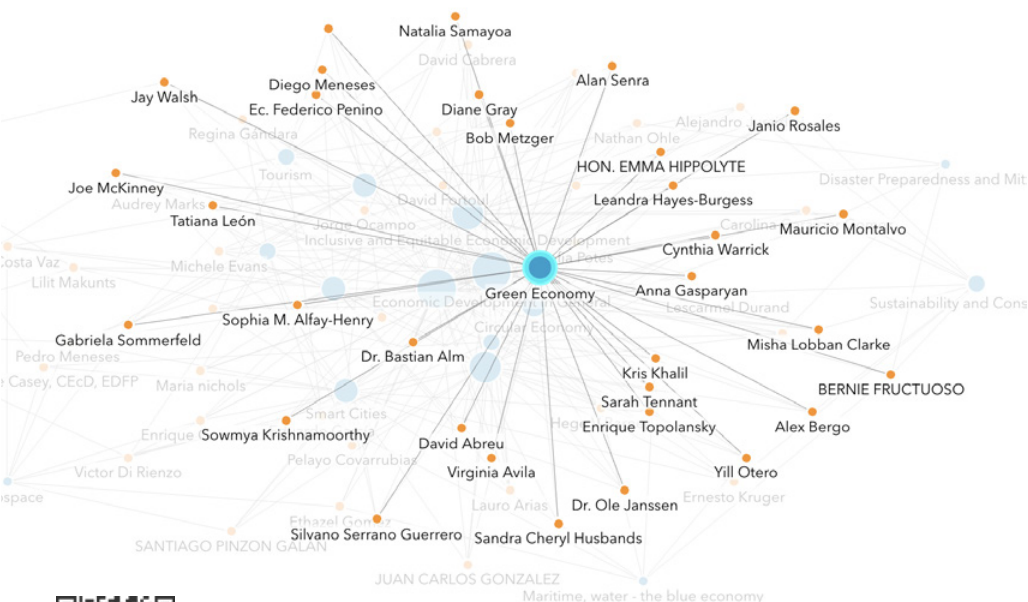
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Smart data: ACE new data tools

ACE is committed to increasing the use of technology in its efforts to maximize cooperation opportunities and further stimulate economic growth throughout the Americas and beyond. From the data captured and analyzed from the participants' applications, the ACE team has been able to estimate 200+ possible connections and partnership opportunities based on shared goals, and 300+ possible connections and partnership opportunities based on areas of work.



To view the graphs generated with the use of the ArcGIS Insights platform, please scan the QR Code to learn more

Participants' Key Areas of Work Based on Seattle's Main Clusters

Economic Development in General

- Victor Di Rienzo
- Misha Lobban Clarke
- Leroy George Almendarez
- Michele Evans
- Pelayo Covarrubias
- Jorge Ocampo
- David Abreu
- Natalia Samayoa
- Maria Nichols
- Diego Meneses
- Lescarmel Durand
- Alejandro Juraidini
- Carla Bustillos
- Carolina Garayzar
- Enrique González
- Juan Ostolaza
- Regina Gándara
- David Fortoul
- Francisca Cárdenas
- Alonso Huerta
- Yill Otero
- Ethazel Gómez
- Emma Hippolyte
- Sophia M. Alfay-Henry
- Bob Metzger
- Joe McKinney
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- Cynthia Warrick
- Leandra Hayes-Burgess
- Sarah Tennant
- Lauro Arias
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- Enrique Topolansky
- Ole Janssen
- Bastian Alm
- Anna Gasparyan
- Lilit Makunts
- Artur Grigoryan
- Nathan Ohle
- Bernie Fructuoso
- Joe Kapp
- Sofia Potes
- David Cabrera

Sustainability and Conservation

- Misha Lobban Clarke
- Mauricio Montalvo
- Ernesto Kruger
- Lescarmel Durand
- Alejandro Juraidini
- Carolina Garayzar
- Bernie Fructuoso

Green Economy

- Virginia Avila
- Sandra C. Husbands
- Misha Lobban Clarke
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- David Abreu
- Mauricio Montalvo
- Gabriela Sommerfeld
- Francisca Cárdenas
- Natalia Samayoa
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- Federico Penino
- Enrique Topolansky
- Ole Janssen
- Bastian Alm
- Anna Gasparyan
- Ken Huste
- Bernie Fructuoso
- Sowmya Krishnamoorthy

Inclusive and Equitable Economic Development

- Alan Senra
- Diane Gray
- Michele Evans
- Mauricio Montalvo
- Pedro Meneses
- Francisca Cárdenas
- Lescarmel Durand
- Alejandro Juraidini
- Carolina Garayzar
- Betsabé Rocha
- Enrique González
- Juan Ostolaza
- Ethazel Gómez
- Emma Hippolyte
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- Joe McKinney
- Kris Khalil
- Leandra Hayes-Burgess
- Sarah Tennant
- Federico Penino
- Bastian Alm
- Anna Gasparyan
- Nathan Ohle
- Sowmya Krishnamoorthy
- Sofia Potes
- David Cabrera

Entrepreneurship, Business Creation and Development

- Virginia Avila
- Sandra C. Husbands
- Misha Lobban Clarke
- Leroy George Almendarez
- Alan Senra
- Celio Costa Vaz
- Diane Gray
- Pelayo Covarrubias
- Juan Carlos González
- Tatiana León
- Jorge Ocampo
- Laura Del Castillo
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- Federico Penino
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- Ole Janssen
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- Nathan Ohle
- Joe Kapp
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- David Cabrera

Infrastructure

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- Gabriela Sommerfeld
- Carla Bustillos
- Regina Gándara
- Ana Laura López
- Joe McKinney
- Artur Grigoryan
- Nathan Ohle
- Sofia Potes

Circular Economy

- Virginia Avila
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- Juan Carlos González
- Tatiana León
- Jorge Ocampo
- David Abreu
- Ernesto Kruger
- Francisca Cardenas
- Carla Bustillos
- Carolina Garayzar
- Betsabé Rocha
- Emma Hippolyte
- Sarah Tennant
- Anna Gasparyan
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- David Cabrera

Disaster Preparedness and Mitigation

- Laura Del Castillo
- Mauricio Montalvo
- Nathan Ohle
- Joe Kapp
- Bernie Fructuoso

Smart Cities

- Victor Di Rienzo
- Sandra C. Husbands
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- Juan Carlos González
- Tatiana León
- Jorge Ocampo
- Ernesto Kruger
- Francisca Cárdenas
- Pedro Meneses
- Ana Laura López
- Maria Nichols
- Audrey Marks
- Betsabé Rocha
- Danielle Casey
- Enrique Topolansky
- Ole Janssen
- Bastian Alm

Aerospace

- Celio Costa Vaz
- Gabriela Sommerfeld
- Pedro Meneses
- Enrique Gonzalez
- Alonso Huerta
- Ethazel Gómez
- Danielle Casey
- Sowmya Krishnamoorthy

Life Science (biotech) and Global Health

- Virginia Avila
- Diane Gray
- Michele Evans
- Juan Carlos González
- Mauricio Montalvo
- David Fortoul
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- Danielle Casey
- Kris Khalil
- Cynthia Warrick
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- Joe Kapp
- Ken Huste

Information and Communications Technology

- Victor Di Rienzo
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- Ernesto Kruger
- Audrey Marks
- Carla Bustillos
- Enrique González
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- David Fortoul
- Alonso Huerta
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- Anna Gasparyan
- Joe Kapp
- Sofia Potes

Energy and Cleantech

- Leroy George Almendarez
- Alan Senra
- Celio Costa Vaz
- Diane Gray
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- Tatiana León
- Gabriela Sommerfeld
- Natalia Samayoa
- Diego Meneses
- Audrey Marks
- Alejandro Juraidini
- Regina Gándara
- Juan Ostolaza
- David Fortoul
- Danielle Casey
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- Ken Huste

Agroindustry

- Virginia Avila
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- Jay Walsh
- Lauro Arias
- Artur Grigoryan
- Lilit Makunts

Tourism

- Leroy George Almendarez
- Jorge Ocampo
- Laura Del Castillo
- Gabriela Sommerfeld
- Natalia Samayoa
- Audrey Marks
- Betsabé Rocha
- Federico Penino
- David Cabrera

Maritime, Water- The Blue Economy

- Sandra C. Husbands
- Ana Laura López
- Yill Otero
- Ethazel Gómez
- Kris Khalil
- Bernie Fructuoso
- Ken Huste

Transportation

- Victor Di Rienzo
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- Ana Laura López
- Joe McKinney
- Lilit Makunts
- Ken Huste

Military and Defense

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- Danielle Casey
- Jay Walsh
- Lilit Makunts

Participants' Expected Outcomes

Identify Business, Trade, and Investment Opportunities in Seattle and with other participating countries

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- Sandra C. Husbands
- Misha Lobban Clarke
- Leroy George Almendarez
- Alan Senra
- Celio Costa Vaz
- Diane Gray
- Pelayo Covarrubias
- Juan Carlos González
- Tatiana León
- Ernesto Kruger
- Jorge Ocampo
- Laura Del Castillo
- Mauricio Montalvo
- Gabriela Sommerfeld
- Ana Laura López
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- Emma Hippolyte
- Sophia M. Alfay-Henry
- Bob Metzger
- Kris Khalil
- Bastian Alm
- Lilit Makunts
- Artur Grigoryan
- Sofia Potes

Get to Know Soft-Landing Opportunities for Companies that would like to Enter or Expand through the U.S. Market via Seattle

- Victor Di Rienzo
- Gabriela Sommerfeld
- Pedro Meneses
- Regina Gándara
- Enrique Topolansky
- Anna Gasparyan
- Lilit Makunts
- Ken Huste
- Sowmya Krishnamoorthy

Start a New Project or Strengthen a Current Project or Initiative

- Virginia Avila
- Celio Costa Vaz
- Alan Senra
- Juan Carlos González
- Jorge Ocampo
- David Abreu
- Carolina Garayzar
- Juan Ostolaza
- David Fortoul
- Sophia M. Alfay-Henry
- Bob Metzger
- Jay Walsh
- Cynthia Warrick
- Leandra Hayes-Burgess
- Sarah Tennant
- Ken Huste
- Bernie Fructuoso
- Sowmya Krishnamoorthy

Learn about Seattle's economic development, innovation and entrepreneurship ecosystem

- Virginia Avila
- Misha Lobban Clarke
- Leroy George Almendarez
- Diane Gray
- Michele Evans
- Pelayo Covarrubias
- Juan Carlos González
- Tatiana León
- Laura Del Castillo
- Lescarmel Durand
- Audrey Marks
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- Juan Ostolaza
- Ethazel Gomez
- Yill Otero
- Kris Khalil
- Jay Walsh
- Lauro Arias
- Federico Penino
- Ole Janssen
- Anna Gasparyan
- Nathan Ohle
- David Cabrera

Identify Entrepreneurs and Companies in Seattle that could be invited to my country, city, economic ecosystem

- Virginia Avila
- Sandra C. Husbands
- Leroy George Almendarez
- Alan Senra
- Pelayo Covarrubias
- Tatiana León
- Jorge Ocampo
- Laura Del Castillo
- Mauricio Montalvo
- Gabriela Sommerfeld
- Ernesto Kruger
- Pedro Meneses
- Francisca Cárdenas
- Natalia Samayoa
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- Emma Hippolyte
- Sophia M. Alfay-Henry
- Danielle Casey
- Joe Kapp
- Sarah Tennant
- Artur Grigoryan
- Anna Gasparyan
- Lilit Makunts
- Sowmya Krishnamoorthy

Explore Sister City Relationship Opportunities

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- Michele Evans
- Pedro Meneses
- Francisca Cárdenas
- Betsabé Rocha
- Yill Otero
- Federico Penino

Find New Partners for my Project(s)

- Sandra C. Husbands
- Celio Costa Vaz
- Mauricio Montalvo
- Ernesto Kruger
- Maria Nichols
- Juan Ostolaza
- Ana Laura López
- Joe McKinney
- Federico Penino
- Enrique Topolansky
- Ole Janssen
- Bastian Alm
- Sofia Potes
- David Cabrera

Seek Academic Partnerships for R&D, Student and Research Exchanges

- David Abreu
- Maria Nichols
- Carla Bustillos
- Alonso Huerta
- Yill Otero
- Ethazel Gómez
- Kris Khalil
- Cynthia Warrick
- Leandra Hayes-Burgess
- Enrique Topolansky
- Bernie Fructuoso

Identify Experts for a Project or a Conference

- Ana Laura López
- Danielle Casey
- Joe McKinney
- Lauro Arias
- Ole Janssen
- Bastian Alm
- Nathan Ohle
- Joe Kapp

Better position my company or institution in the regional and global economic development arena

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- David Abreu
- Natalia Samayoa
- Diego Meneses
- Alejandro Juraidini
- Carla Bustillos
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- Regina Gándara
- David Fortoul
- Bob Metzger
- Danielle Casey
- Jay Walsh
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- Cynthia Warrick
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- Sarah Tennant
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This document was developed under the direction and guidance of Ms. Adriana Bonilla, ACE Program Coordinator at the Organization of American States - Inter-American Competitiveness Network (RIAC) Technical Secretariat. Juan Sebastián Fonseca, an ACE consultant, oversaw this product's design and web development. Rebecca Zlatin, another ACE consultant, contributed to content preparation and led the technological efforts in capturing and visualizing data using the ArcGIS Insights platform. Kristen Kuhn supported content preparation and spearheaded the enhancement of the ACE tracking monitoring mechanism, the ACE matching data display by areas of work, and the alignment of shared goals among participants.

The information displayed in this trip book is still evolving as we receive new information. If you would like to make any changes to the data or text presented within this booklet, kindly send your adjustments to riac@oas.org; abonilla@oas.org, cc: azlatkin@oas.org and jfonseca@oas.org. We will take your changes into consideration as we update the online version.



Americas Competitiveness Exchange

May 14 - 19, 2023



Washington State
Department of
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Puget Sound Regional Council



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