AMERICAS COMPETITIVENESS EXCHANGE on Innovation and Entrepreneurship
The Americas Competitiveness Exchange on Innovation and Entrepreneurship (ACE) brings together 50 senior-level government, business, policy, and economic decisionmakers from across the Americas and beyond to experience first-hand the diverse range of projects, strategic investments, public-private partnerships, and best practices from a particular region’s innovation and entrepreneurship ecosystems.
The Exchange

1 Week | 50 Participants | 40+ Sites

- Explore Regional Economic Assets
- Share Experiences and Knowledge
- Build Networks
- Enhance Innovation and Competitiveness
The ACEs are designed to build cooperation networks throughout the Americas and beyond to create better Innovation and Entrepreneurship Ecosystems that promote sustainable and inclusive economic development and increased trade.

- Opens dialogue for trade & investment
- Encourages global and regional inter-connected networks
- Attracts and stimulates investment
- Promotes coordinated economic development strategies
- Opportunity to showcase community assets
Partners

Created in 2014 by the U.S. Department of Commerce, the U.S. Department of State and the Organization of American States (OAS), the Coordinating and Advisory Committee includes:

The ACE is convened by the Organization of American States (OAS) through the Inter-American Competitiveness Network (RIAC). http://riacevents.org/ace/
EDA funds domestic ACE events
  • $100k for ACE 7 Texas
  • $600k for US ACE events through 2020
State Department also funds ACE events
  • $200k every 18 months (or so)
Each foreign host country “buys in” to ACE at $100k

The ACE Coordinating Committee may select two ACE events within the same country based on bids received. Special Editions and ACE Technical Visits (which are shorter and more targeted versions) are also under the ACE brand.
The 50 ACE participants are decision makers from the OAS Member States and, as relevant, OAS Permanent Observer Countries including:

- Ministers/Vice Ministers or equivalent,
- Members of Congress/Legislature/Parliament,
- Private Sector Leaders,
- Mayors or Senior Leaders from cities or provinces,
- Chancellors/Presidents/Vice Presidents of Universities,
- Presidents of Competitiveness Councils,
- Senior leaders of regional economic development partnership groups, innovation agencies, or other crucial public or private sector individuals.
The Who

Duane Belisle
Chief Executive Officer Ministry Of Investment, Trade, and Commerce

Itzel Villa
Director General of Entrepreneurship Programs and Financing
Mexico’s National Entrepreneurship Institute-Ministry of Economy

Guillermo Acosta
National Director of Productive Modernization
National Ministry of Production

Jackline Conca
Deputy Director of Innovation and Entrepreneurship
Ministry of Development, Industry and Foreign Trade
The Who

Erin Lynch
Senior Director
Senior Director - Innovation, Science and Economic Development (ISED)

Oscar Stark
Vice Minister of Commerce
Ministry of Industry and Commerce

Andrea Pérez Castro
General Manager
Chamber of Commerce and Industry of El Salvador

Timothy E. Kelley
President / Chief Executive Officer
Imperial Valley Economic Development Corporation

- Canada
- Paraguay
- El Salvador

United States
A Day in ACE

https://www.youtube.com/watch?v=4gYGOqWNAHQ
Examples from ACE 8- Florida

- NASA- Kennedy Space Center
  - ACE has lead to new testing agreements with other countries to provide NASA testing space for their product lines.

Florida Institute of Technology
- Center for Advanced Manufacturing and Innovative Design (CAMID)
- Research projects with organizations such as the Harris Corp and the Kennedy Space Center.
- Offered admissions to the top 10 students from every ACE country.
- CAMID is now expanding into Haiti.

- Port Canaveral
  - ACE has lead to new partnerships relating to possible cruise lines routes to non traditional cruise ship countries.
  - One of the busiest ports with both cargo and cruise ships
  - Generates $2.2 billion with a passenger traffic average over 4 million
ACE Results

- Conover, North Carolina and the State of Hidalgo, Mexico: Joint Textile Line in Milan, Italy;
- Madison, Wisconsin and Cordoba, Argentina: Dairy Industry
- The New Belize Enterprise and Innovation Institute: Inclusion of Innovation Programs;
- UNITEC Honduras and University of California San Diego: Entrepreneurship Soft Landing;
- Mexico and Argentina: EDA’s CEDs model.
- Canada and Mexico: US Clustermapping methodology;
- Haiti: First Full-Feature Incubator
Federal Partners
In August, 2018, US Ambassador to the Organization of American State Trujillo, OAS Secretary General Almagro and Ivanka Trump recognized ACE as key pillar in the hemisphere.

In July 2018, The USTR used ACE as a key deliverable at the U.S.-UK Trade and Investment Working Group as part of President Trump’s visit to the UK in July 2018.

In June 2016, ACE was recognized as part of the 2016 North American Competitiveness Work Plan, agreed to by Presidents Obama and Peña Nieto and Prime Minister Justin Trudeau, at the North American Leaders Summit (NALS) held in Ottawa, Canada’s capital.

The Government of Argentina adopted the ACE model internally to share best practices within its country regions and sectors.
“The ACE is an amazing opportunity to connect people, build relationships, and establish partnerships to build the inclusive development of our hemisphere.”

Kim Osborne, Executive Secretary for Integral Development, Organization of American States

“We have had the chance to understand more about how big companies are very committed with the innovation and entrepreneurship as well as small businesses. I think, when you look at the schedule of the ACE program, it is all about collaboration, new industries and universities.”

Sebastian Vidal, Executive Director of Parallel18, Puerto Rico

“ACE is the best program I know of that really understands what economic development is about: collaboration, partnerships trust, innovation, and local vision. Thank you all for make this happen!!”

Liliana Reyes, Director of Venture Capital, National Entrepreneurship Institute (INADEM), Mexico
Thank you.