



Los Angeles
World Airports



LAWA International Trade Series

“Expanding Your Horizons:
Doing Business Abroad”

**Joyce Sloss, Director
Business and Job Resources Center
5th Annual India Trade Conference
June 28, 2012**





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CONNECTING THE WORLD TO LOS ANGELES...AND LOS ANGELES TO THE WORLD

With nonstop flights to and from a host of domestic and international cities, and multi-stop flights around the globe, LAX truly is America's Gateway to the World.





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Los Angeles World Airports (LAWA)

Who Are We?

- Proprietary Department of the City of Los Angeles
- Includes Los Angeles International (LAX), Ontario International (ONT) and Van Nuys (VNY) General Aviation Airports
- Board of Airport Commissioners (BOAC)
- Executive Director – Gina Marie Lindsey





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Mines Field







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Los Angeles International Airport's Top Trading Partners

- \$387.20 in 2011 in goods, up 11.26 percent
- Exports - \$105.2 Billion – Top 5 Partners
- Imports - \$242.7 Billion - Top 5 Partners
- Top 5 Trading Partners for Los Angeles International Airport
 1. China
 2. Japan
 3. **India** **Up 15% to Over \$7.5 Billion in yearly goods**
 4. Taiwan
 5. Malaysia





2011 Top Exports from Los Angeles (in Billions)

1. Aircraft	\$4.9	6. Landline, cell phone equipment	\$2.6
2. Cotton	\$4.2	7. Electronic integrated circuits	\$2.6
3. Vehicles	\$3.8	8. Computers	\$2.2
4. Diamonds	\$3.6	9. Medical instruments	\$2.1
5. Scrap Iron and steel	\$2.7	10. Copper waste & scrap	\$1.9





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2011 Top 5 Exports To India (in Millions)

3.1 Billion in Exports

1. Diamonds, not mounted	\$1,600
2. Landline, cellular phone equipment	\$ 164
3. Medical technology	\$ 75
4. Almonds, walnuts, pistachios, etc.	\$ 73
5. Medical instruments for surgery, dentists, vets	\$ 56





2011 Top Imports to Los Angeles (in Billions)

1. Computers	\$19.2	6. Landline, cell phone equipment	\$6.2
2. Oil	\$18.4	7. Footware, rubber sole plastic or leather upper	\$5.5
3. Vehicles	\$14.8	8. Computer parts	\$4.9
4. Printers, all Types & parts	\$8.5	9. Sweaters, pullovers, vests knit or crocheted	\$4.8
5. Tvs, computer monitors	\$8.4	10. Rubber tires	\$4.4





2011 Top 5 Imports from India (in Millions) \$4.4 Billion in Imports

1. Diamonds, not mounted	\$2,250
2. Linens for bed, bath and kitchen	\$ 179
3. Live crustaceans	\$ 165
4. Women's or girls' suits, not knit	\$ 92
5. Men's or boys' shirts, not knitted or crocheted	\$ 63





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International Trade for the Los Angeles Region at LAX

- Annual economic impact on region is about \$60 billion
- Approximately 408,000 jobs
- 1 out of every 20 jobs in Los Angeles region is because of LAX
- Modernization projects to bring approximately 40,000 jobs





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Los Angeles International Airport (LAX) Cargo Services

- LAX is the 14th (of 30) busiest cargo airport in the world, handling almost 1.8 million tons of origination and destination air cargo in 2010, which reflects a 15.8 percent increase.
- 1,000 plus flights depart and arrive every day carrying cargo.
- More than 1/2 of the air cargo at LAX arrives and departs in the bellies of passenger aircraft, allowing airlines serving LAX to offer much lower airfares to travelers.





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Los Angeles International Airport (LAX) Cargo Services

- There are presently 100 passenger and all-cargo airlines.
- The airport has 2.1 million square-feet developed for cargo on 194 acres.
- Four million square-feet are developed for cargo use in the immediate vicinity of the airport.





Los Angeles International Airport (LAX) Cargo Services

- An estimated 79 % of the region's air cargo is handled through LAX
- More than 50 % of LAX air cargo activity is for international markets
- The most exported air commodity (15.1 %) by tonnage from LAX is vegetables, fruits and nuts.
- LAX now boasts the largest refrigeration unit west of the Mississippi, which enables us to add just in time shipping for fresh flowers.





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Exporting and Why to Use Los Angeles

- # 2 Customs District in the U.S. (2011)
- Over \$387 Billion in Imports & Exports
- The most strategic location in the U.S.
 - Air Cargo Services
 - Ocean Services
 - Rail Services
 - Customs Brokers & Freight Forwarders
 - 100+ Consuls & Trade Commissioners

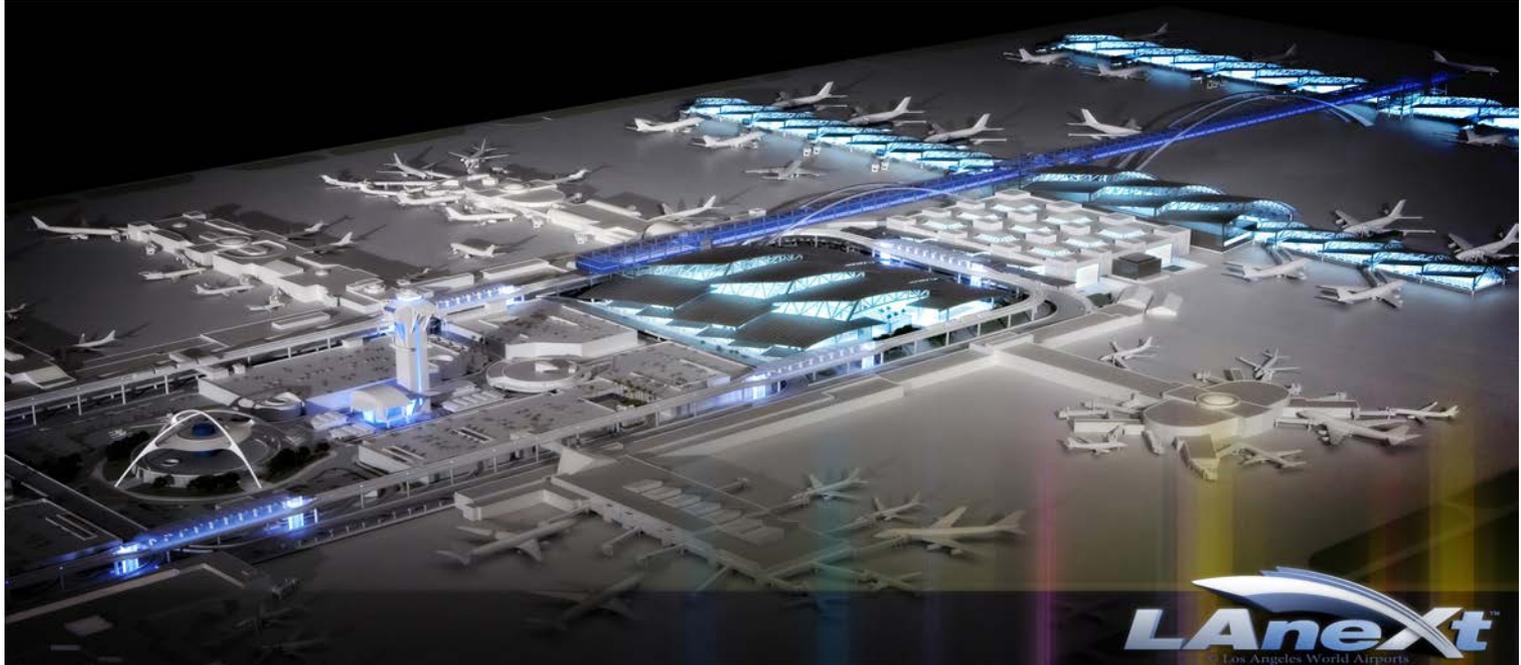




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The Future



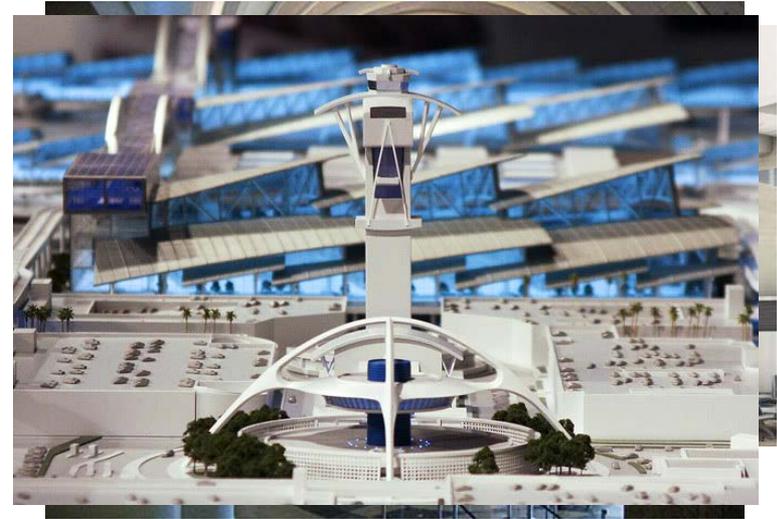


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Modernizing LAX

- Completed Projects: Tom Bradley International Terminal, Theme Building, LAX Aircraft Rescue and Firefighting Station No. 80, LAX Airport Response Coordination Center (ARCC)
- Under construction: Bradley West - \$1.545 Billion project to add capacity to TBIT, Central Utility Plant \$438 million project to replace the 50-year old existing CUP, Elevators, Escalators and Moving Walkway Modernization, Terminal 6 Renovation and Inline Baggage System





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LAWA's Business and Job Resources Center (BJRC)

- Navigation resource through LAX, ONT and VNY
- Connecting you and your business locally and globally
- Partner with various other International Trade experts
 - Port of Los Angeles
 - U.S. Department of Commerce
 - Centers for International Trade
 - Trade Organizations and Unions
 - Local Exporters and Importers





BJRC Service Lines

- Business Outreach
- Bond Assistance (BAP-LA)
- International Trade
- Gateways Internship
- Job Training
- First Source Hiring



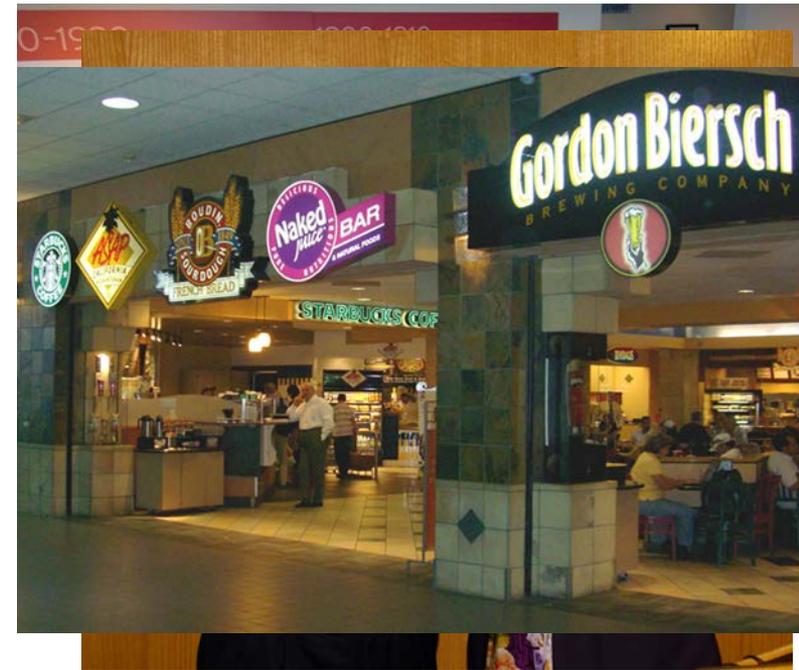


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BJRC Customers

- Local business enterprises
- International business enterprises
- Community residents
- Local employers
- LAWA tenants
- LAWA divisions
- Employment development agencies
- Job seekers
- Educational institutions
- Local and international students





Contact Information & Resources

- BJRC – Jamie A. Gutierrez – International Trade
- (424) 646-7300 X 7305
- www.lawa.org/bjrc
- www.export.gov





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Thank You



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