

*Economic Development and Strategies Committee Discussion Regarding
International Trade Policies and Priorities for San Diego
September 17, 2012*

Item 1 B. Presentation from Hugh Constant, president and CEO, World Trade Center San Diego, regarding: “World Trade Center Initiatives and Priorities for San Diego”

World Trade Center San Diego provides comprehensive international trade services and key global contacts to facilitate and expand trade for regional and worldwide clients. Leveraging its global network of World Trade Centers and affiliate partners, World Trade Center San Diego is the proven forum for international information, communications and connections.

World Trade Center San Diego was established in 1994 to serve the growing needs of San Diego businesses. This organization is an international business organization licensed by the World Trade Centers Association in New York, WTCA. Members include businesses or organizations involved in world trade.

The World Trade Center San Diego is a private-public partnership, with the City of San Diego, the San Diego Unified Port District and the San Diego County Regional Airport Authority co-holding the license to operate. World Trade Center San Diego professional staff report to a Board of Directors elected by the membership. San Diego business leaders and Board members chair active committees. The World Trade Center San Diego, licensed in 1994, is a 501(C)6 non-profit corporation. (Source: <http://www.sdwtc.org/>)

Hugh Constant: President/CEO:

Since 1994, Hugh Constant has served as trade services director and vice president of the San Diego World Trade Center, which is affiliated with 309 other WTC license-holders in 87 countries around the world. Hugh has organized trade missions to more than 20 countries and provides trade counseling, workshops, matchmaking and referrals, trade leads and trade research services to companies, as well as hosting inbound trade delegations.

Hugh has more than 30 years international business development experience in the U.K., Australia, Asia, South America and the Middle East. He was general manager of a trading and contracting company in Saudi Arabia for nearly seven years, working on joint ventures with firms such as American Medical International (AMI), Litton Industries, Westinghouse, Northrop, NEC, Nomura and Hanjin. Hugh managed international projects development with AMI at their head-office in Beverly Hills for seven years before moving to San Diego in 1990 to work with Sharp HealthCare in strategic planning and marketing.

Hugh has a Master of Business Administration degree from Pepperdine University and has taught international trade at many institutions, including the University of California San Diego, San Diego State University and the University of San Diego. He currently serves on the Board of the San Diego North Economic Development Council and the Advisory Boards of the College of Letters and Sciences at National University, California State University San Marcos College of Business Administration and the Citizen Diplomacy Council of San Diego. (Source: <http://sandiegoivdec.org/default.aspx>)