



U.S.-LATIN AMERICA BUSINESS  
PROMOTION TOUR

**LOS ANGELES**

WEDNESDAY, SEPTEMBER 28, 2011

**BREAKFAST DISCUSSION**

*featuring U.S. officials serving in*

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Los Angeles Area  
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Los Angeles Area Chamber of Commerce  
U.S. Export Assistance Center Los Angeles  
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***of Southern California***

# AGENDA

8:30 a.m.

## **Welcome remarks**

*Mr. Joe Czyzyk, Chairman of the Board, Los Angeles Area Chamber of Commerce*

## **Introduction**

*Ms. Virginia A. "Vicki" Weil, Senior Managing Director, Business Council for International Understanding*

## **Panel Discussion and Q & A Session**

*Hon. Rose M. Likins, U.S. Ambassador to Peru*

*Hon. Alejandro D. Wolff, U.S. Ambassador to Chile*

*Mr. Todd C. Chapman, U.S. Chargé d'Affaires to Brazil*

*Mr. Brian C. Brisson, Senior Commercial Officer, Brazil*

*Mr. Mitchell Larsen, Senior Commercial Officer, Chile*

*Ms. Sheryl Pinckney-Maas, Senior Commercial Officer, Peru*

10:00 a.m.

**Adjourn**



*Business Leaders Helping Local Companies Export Since 1973*

The **District Export Council of Southern California** (DEC-SOCAL), assists local small and medium-sized companies export their products and services worldwide by sponsoring export-related events and workshops.

If you are a U.S. company located in Southern California, DEC-SOCAL and the U.S. Commercial Service of the U.S. Department of Commerce offer four ways to grow your international sales:

- World-class market research
- Trade events that promote your product or service to qualified buyers
- Introductions to qualified buyers and distributors
- Counseling through every step of the export process

**Our Mission:** The District Export Councils contribute leadership and international trade expertise to complement the U.S. Commercial Service's export promotion efforts through counseling businesses on the exporting process and conducting trade education and community outreach.

**District Export Councils** (DECs) are organizations of leaders from the local business community, appointed by successive U.S. Secretaries of Commerce, whose knowledge of international business provides a source of professional advice for local firms. For 30 years, DECs have served the United States by assisting companies in their local communities export, thus promoting our country's economic growth and creating new and higher-paying jobs for their communities. Closely affiliated with the U.S. Commerce Department's U.S. Export Assistance Centers, the 59 DECs combine the energies of nearly 1,500 exporters and export service providers who support the U.S. Government's export promotion efforts throughout the country. DEC Members volunteer their time to sponsor and participate in numerous trade promotion activities. They also supply specialized expertise to small and medium-sized businesses that are interested in exporting. Each DEC's Executive Committee works with the membership to create an annual strategic plan that involves all members in mission fulfillment.

## JOSEPH A. CZYZYK

*Chairman & CEO, Mercury Air Group, Inc.*

*Chairman, Los Angeles Area Chamber of Commerce*

Joseph A. Czyzyk has served as Chairman & Chief Executive Officer of Mercury Air Group, Inc., since 2004. Prior to this role, he served as President and Chief Operating Officer. Mercury Air Group is one of the world's largest, privately held aviation services company. Based in Los Angeles, Mercury is the longest continually operating non-airline tenant at Los Angeles International Airport (LAX) and its cargo division is the #1 airline cargo handler at LAX. Mercury also has the distinction of operating the Nation's first TSA-certified Independent Cargo Screening Facility, also located at LAX.

Taking a global view in growing Mercury Air Group, Mr. Czyzyk has visited nearly 100 different nations and has established business operations in over 45 countries, including a majority of the G-20 economies. Today, Mercury, and or its subsidiaries, conduct business in countries as diverse and geographically spread out as Russia, Japan, Qatar, Israel, Italy, Canada, Mexico, Argentina and Colombia, to name just a few. Mr. Czyzyk has traveled extensively to the Middle East, Asia, and Central and South America, developing over twenty year plus associations with many of the airlines serving those regions of the world.

Mr. Czyzyk is a past president of the City of Los Angeles Board of Taxicab Commissioners, having served on the Commission since 1998. Mr. Czyzyk has the distinction of having been appointed to serve as a City Commissioner by the last three consecutive Mayors of Los Angeles. Until his retirement from the Commission in 2008, he served as a City Commissioner for ten years, setting one of the highest records for commission service to the City.

Civic activism is a cornerstone of Mr. Czyzyk's career. He is a current member of the Board of Directors and a Vice-Chairman of the Los Angeles Area Chamber of Commerce. Mr. Czyzyk also serves on the Homeland Security Advisory Council (HSAC), Board of Governors of the Los Angeles Economic Development Corporation and the Board of Visitors, Graduate School of Public Policy, Pepperdine University. He is a former Trustee of West Coast University.

Mr. Czyzyk is a graduate of California State University at Los Angeles and a decorated U.S. Veteran, having served with the U.S. Navy Amphibious Construction Forces (Seabees) from 1966 through 1969, in the U.S. and the Republic of Vietnam. He currently serves as a Board Member of the U.S. Navy Seabees Foundation.

**VIRGINIA A. “VICKI” WEIL**  
*Senior Managing Director*  
*Business Council for International Understanding*

Virginia A. Weil joined The Business Council for International Understanding (BCIU) in May 1997, initially as Senior Vice President and head of the Washington office. Today she is Senior Managing Director of BCIU. Ms. Weil has directed BCIU’s U.S. and foreign government relations, program development, commercial training and advocacy functions, visa and immigration project, and membership services.

Prior to joining BCIU, Ms. Weil was Assistant Vice President for Government Liaison in the Washington office of Edison Mission Energy. Her responsibilities included conducting international relations, facilitating and expanding the use of multilateral and bilateral lending programs and political risk insurance, promoting regulatory reform overseas in support of Edison Mission Energy’s projects and providing country risk assessments.

From 1990 to 1995, Ms. Weil was a Senior Manager at Deloitte Touche Tohmatsu International in the firm’s Communications Group, with a focus on international government liaison for the U.S. firm’s industry groups. While with Deloitte, Ms. Weil managed a project underwritten by the firm and sponsored by BCIU at the request of Secretary of State Lawrence Eagleburger to design and deliver commercial training for U.S. Foreign Service personnel.

Ms. Weil previously served in the Finance Department of the Overseas Private Investment Corporation (OPIC) where she was responsible for all phases of project lending to U.S. private sector investors in international projects. Prior to her work at OPIC, Ms. Weil was a financial analyst at Sears World Trade, Inc.

Ms. Weil earned a Master of Business Administration in Finance from The George Washington University and a Bachelor of Arts in Government from Wheaton College, MA. She is a Sustaining Director of the Prevent Cancer Foundation and is a former member of the Board of Trustees of Wheaton College. Ms. Weil is a member of the Washington Institute of Foreign Affairs and of the Foreign Affairs Council. She has previously served on boards and advisory councils for a number of institutions focusing on business, women’s and social service issues.



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BUSINESS COUNCIL FOR INTERNATIONAL UNDERSTANDING

BCIU is an international business association launched in 1955 as a White House initiative under President Eisenhower. The organization promotes commerce and diplomacy as a non-partisan facilitator of dialogue and alliances for the world's leading businesses and political leaders.

Based on its 50-plus years of experience, BCIU stays attuned to the concerns of its corporate members and fosters unique relationships with the U.S. government, foreign governments and multilateral agencies.

A photograph of a SpaceX Falcon 9 rocket launching against a clear blue sky. The rocket is white with "SPACEX" written vertically on its side. A large plume of fire and white smoke is visible at the base of the rocket. To the right of the rocket, the launch pad service structure is partially visible.

**SPACEX**

# FALCON 9:

## FLIGHT-PROVEN RELIABILITY

Falcon 9 launched successfully December 8, 2010, its second flight and first demonstration mission for NASA's Commercial Orbital Transportation Services program. The flight achieved 100% of its mission objectives and made history, marking the first time a commercial company successfully reentered and recovered a spacecraft from Earth orbit.

[www.spacex.com](http://www.spacex.com)



Los Angeles Area  
Chamber of Commerce



Advancing **global**  
**initiatives** in Southern  
California for more  
than a century

From a desert to the intersection of global commerce and culture, Los Angeles has come a long way...and since 1888, the Los Angeles Area Chamber of Commerce has been there to help chart the course. L.A.'s achievements happened through the coming together of extraordinary individuals. And it's still happening. At the L.A. Area Chamber, our members collaborate to strengthen our businesses, our economy and our quality of life. Through these efforts, we help our members grow. It's all connected—and you should be too.

## **The Los Angeles Area Chamber of Commerce**

Get involved in our Global Initiatives Council today.  
Call 213.580.7500 or visit [lachamber.com](http://lachamber.com).

# NOTES

BCIU



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