



# ALASKA

## International Business Center

Trade Services | Cross-Border Investment | Global Sourcing

### akIBC Communiqué

#### Alaska Overseas Trade Offices: looking back and looking forward



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**Dear Valued IBC members and friends of the Center:**

In yesterday's "Report from Hong Kong", I mentioned that nearly two years ago, akIBC established a satellite office facility in Hong Kong to serve as our base of operations for commercial engagement with the Greater China region. A physical presence in markets important to Alaska greatly enhances any marketing efforts and enables you to gain "on the ground" market intelligence that is rather difficult to accomplish from a home office thousands of miles away.

Beginning in the 1960's, the Alaska state government pioneered the concept of state governments establishing overseas offices to promote trade, investment, and tourism. In 1965, Alaska was the first American state to open a representative office in Japan. The story is similar for Korea. In 1985, Alaska led the way again when it opened an office in Seoul. In 1989, Alaska was among the first handful of states to set up an office in Taiwan. Then, in 2002, Alaska became one of the first states to open a representative office in China. The wisdom and actions of our government leaders during those times, by getting in early and staying the course, paid off with a massive return on investment. Exports soared, investment flowed into the state, and tourism numbers increased substantially.

Regrettably, in the ensuing years, often decades later, these overseas footholds were closed one by one and today the state no longer has any overseas offices to promote Alaska's industries and recruit investment.

Now, with private support, the akIBC has begun the process of rebuilding Alaska's physical business presence in overseas markets important to Alaska and to help propel tomorrow's economic growth and development. To help diversify our economy and to deliver Alaska's positive message of being open and ready for business!

We've opened a presence in Hong Kong as the first step. Towards the end of this year, if we can secure sufficient private support, we plan to take the next step by establishing a presence in Singapore to cover growing markets in South and Southeast Asia, like India and Vietnam.

Watch for updates as we progress.

To your global success!

With best regards,

**Greg Wolf**

President & CEO

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**Only 48 hours Remaining | Renew or Join at 26% New Year's Discount | January 31st Deadline**

Many have already taken advantage of this special, once-a-year, opportunity to save 26% on a membership renewal or a new membership.

Act today to secure your savings, and to be a part of Alaska's oldest and largest international trade and business association.

Remember, according to the US Department of Commerce, 95% of consumers live outside of the United States! We are your passport to reach 95% of the addressable market for your products or services. Put us to work to expand your markets and customer base. This what we do every day, and have been doing so for nearly 40 years.

Click the link below and enter Promocode **IBC26** when prompted.

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**Here at the IBC...**

***Can we help advance your business in 2026?***

Here's a look at some of the services we can provide that can move your business forward:

- Customized import and export market research and market entry services
- Cross-border (FDI) investment facilitation
- Foreign Trade Zone (FTZ) strategies
- Global sourcing of manufacturing inputs and equipment
- Trade finance and logistics advisory
- Foreign visa assistance

Here's a look at some of our activities:

- Meet and Brief weekly luncheon meetings
- VIP receptions for visiting foreign diplomats and business executives
- Country-specific and industry-focused conferences and seminars
- Trade missions to key overseas markets
- Personally guided overseas business trips

If you aren't already a member of akIBC, please click the Join or Renew button below. Members always receive a discount on event registrations and priority when events are sold out.

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