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DELAWARE

February 2017 Updates

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TIPS FOR TRAVEL

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Tips for getting through airport security quickly



Airport security can be complicated to get through in the best of times. During the busy holiday season, it can be a nightmare waiting to happen. Lengthy security delays can cause business travelers to miss their flights, wasting time and money. To help our travelers better navigate busy security checkpoints, we spoke to business travel expert [Road Warriorette](#) about ways to get through airport security as simply as possible.

How can I get through security quickly?

The fastest way to get through airport security is usually going to be enrolling in [TSA Pre-check](#). Pre-check is a program that allows people to take shortcuts through security. It costs \$85 for five years, and requires fingerprinting, an interview, and a background check. For frequent travelers this cost is well worth it. (If you also fly internationally I recommend [Global Entry](#), which costs \$100 for five years, will fast-track travelers through customs, and includes TSA Pre-check.) We covered more about Global Entry and other Trusted Traveller programs in [April](#).

[Click here to read more!](#)

If you're interested in having a [superior travel experience](#) on your next vacation, just give us a call. And please tell your friends how great it is to work with our agency so they can save time and money too.

They will thank you for the "insider tip".

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Are you a WTC Delaware Member with a Tip for Success you'd like to share? Please contact us at info@wtcde.com.

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NEW AFFINITY PARTNERSHIP

World Trade Center Delaware joins national network of Africa Business Portal advisors

World Trade Center Delaware has joined a network of advisors, investors and business leaders inside the Africa Business Portal, an organization devoted to facilitating successful, transparent and long-lasting U.S.- Africa bilateral trade and investment.

"There's a strong commitment to Africa from the World Trade Center Delaware," said Lee Clegg, president of the Africa Business Portal. "Delaware is a central place for American business, and the World Trade Center Delaware has services that will make it much easier for businesses in the United States to operate in Africa, and the other way as well."



Africa
Business
Portal

[For Immediate Release](#)

Africa Business Portal (ABP) announces the addition of several marketing offices across the U.S.

The United States is well positioned to increase its reach in Africa aided thanks to the country's strong product brands, a large and well-educated African diaspora, and a long history of humanitarian support on the continent, Clegg said.

Africa Business Portal, based in Phoenix, is a private-sector outreach organization that capitalizes on and links together the most effective U.S. private, public, NGO, and educational resources. World Trade Center Delaware is now one of seven regional partners, alongside offices in Washington D.C., Chicago, Arkansas, Louisiana, Dallas, and Denver.

"Our relationship with ABP will allow us to be more nimble, more flexible, and give World Trade Center Delaware members access to additional sources of information," said Carla Sydney Stone, executive director of World Trade Center Delaware. "There are possibilities to bring so many resources together under one umbrella to expand trade, knowledge, relationships and cultural understanding."

[Click here to read more!](#)

MEMBER SPOTLIGHT

We are glad to announce that Qnectus is our newest member!

Qnectus -



Qnectus provides IT and phone services for today's modern business enterprise.

Qnectus is an IT and phone service provider that assists business in improving mobility, data security, employee productivity, and IT system dependability and recoverability. Based in Newark, DE, Qnectus works with businesses of all sizes in Delaware and beyond.

Qnectus was founded in 2006 around a simple idea, bringing enterprise-quality IT services, typically reserved for the world's largest businesses, to the small and medium-size business market. Due to the growth of cloud technology, business of all sizes can now gain access to services not historically within financial reach of the small business. These can include, but are not limited to, enterprise-quality firewalls, virus protection, and other data security services, disaster recovery services (including geographic redundancy), and phone systems with advanced features (such as call center services) to name a few. Qnectus works closely with the business to determine what technology solutions are needed to meet their business goals and objectives.

Qnectus is located at 300 Creek View Road, Suite 202, Newark, DE 19711. For more information call Anthony George at 302-397-0121 or e-mail at AGeorge@Qnectus.com. Please ask about our free comprehensive IT network evaluation.

WTC DELAWARE SERVICES

About World Trade Center Delaware's Online Education

Are you in need of practical training for international business? **World Trade Center Delaware** is partnering with **World Trade Center Denver** to offer Delaware companies



access to the **Online Institute**. Long considered the benchmark in international trade training among WTCs, World Trade Center Denver has 25 years experience in training over 20,000 trade professionals and is bringing that experience online to reach a wider audience and promote prosperity through trade and investment.

Whether you are an entrepreneur looking to start up an export/import business or a seasoned professional looking to update your skills or those of your staff, this broad selection of courses offers the options you need.

[Read more!](#)

Do you have a request for a seminar or meeting topic? Please email us at info@wtcde.com and if others are interested we will put one together!

MEMBER BENEFIT SPOTLIGHT

Standard Membership

- Discounts on customized research reports or assistance



Click [here](#) to learn more about the benefits of being a member of [World Trade Center Delaware](#).

ATID EDI's FORTNIGHTLY

ATID EDI's Fortnightly is a bi-weekly newsletter on economic and business development in Israel and the Middle East.

[Atid EDI's Fortnightly for 22 II 2016:](#)

- 1.3 Israel's Gas Royalties Increase by 8.5% During 2016
 - 2.9 Sapiens to Acquire U.S.-based StoneRiver for Approximately \$102 Million
 - 5.2 Six Gulf Nations Aiming for Simultaneous VAT Adoption in January
 - 5.9 Tourism Shows Signs of Recovery in Egypt
 - 8.4 Beyond Verbal Awarded Using Vocal Biomarkers to Detect Health Conditions Using Tone of Voice
 - 10.2 Israel's Economy Grew at 6.2% in the Fourth Quarter
-

WORLD TRADE CENTERS ASSOCIATION NEWS

48th WTCA GA at WTC Las Vegas - Register Today!



NEW YORK, NY, USA - The 48th WTCA General Assembly will be hosted by WTC Las Vegas, Nevada, from April 2-5, 2017.

If you have not yet registered and reserved your space at The Paris-the official GA hotel-do so FAST, while room blocks are still available!

WTC Las Vegas, one of the busiest facilities in the world, is the only destination in North America with a WTC on the campus of a world renowned convention center.

This energetic city has much more than casinos to attract millions of visitors each year, making it one of the top tourist destinations in the world. Las Vegas offers world class dining, entertainment, some quirky museums, the LV Motor Speedway, a zip line ride, and even diving with predatory fish at the aquarium in Mandalay Bay.

[Read More!](#)

Changes in WTCA Representation in Europe

NEW YORK, NY, USA - World Trade Centers Association (WTCA) is pleased to announce that Toby Monckton has been appointed to succeed Estelle LeClercq as European Regional Director, as Estelle's tenure with our organization comes to a close.



Estelle LeClercq has been with the WTCA for almost 12 years. Before being named as Regional Development Manager for Europe in June 2014, Estelle spent 9 years as a Senior Manager at WTC Lille where she was heavily involved in its core functions including the Business Club, Business Services and Member Services. She also worked extensively with other regional institutions and organizations devoted to international trade. Before she was at WTC Lille, Estelle was employed with various political campaigns, executive recruitment, and the Franco Belgian Chamber of Commerce. Estelle brought enthusiasm and experience to her positions with WTCA, as well as a gift for interacting with Members.

[Read More!](#)

WTC Cali Visit to LATAM Regional Office



BOGOTA, COLOMBIA - This year the Regional Office for Latin America started with a busy agenda. We had the opportunity to receive the members of WTC Cali, Carlos ValDeRuten its President and Guillermo Acevedo, new Executive Director of the organization.

Also, we were able to discuss the business prospects of the WTC in the region for 2017 and we were announced of a macro event that will be organized by WTC Cali in the second half of this year, which will have the support of the WTC's of Colombia and will take place within the framework of the Pacific Alliance Trade Agreement. Since this very moment, we offer all our support in the integration of the rest of the WTC's worldwide and wish WTC Cali success in this new challenge.

In the photo: Guillermo Acevedo, Executive Director of WTC Cali; Carlos ValDeRuten, President of WTC Cali; Carlos Ronderos, Regional Director - LATAM

[Read More!](#)

IN THE NEWS

Members of DEDO restructuring panel appointed

Gov. John Carney has selected members of the Economic Development Working Group to develop recommendations for implementing a public-private partnership at the Delaware Economic Development Office (DEDO).

The bi-partisan working group will explore how state government can work with the private sector to improve economic development efforts in Delaware, including ways to attract new, growing companies to the state, build a stronger entrepreneurial community, and support innovation, a release from the Governor's office stated.

"Over the next several weeks, the working group will explore how we can best position Delaware to be at the top of the list for businesses looking to start-up, grow or relocate,"

said Carney. "We will work with private industry to help grow our economy so that Delaware can compete for good-paying jobs."

[Read more!](#)

Source: DelawareBusinessNow

Christina sells money-draining building

Christina School District is finally selling an office building it bought, renovated and mothballed in 2005 – although it will still be on the hook for \$5 million in debt for a site it has used only as storage the past 12 years.

Originally purchased in March 2005 for \$12.8 million, the building never housed any students, despite an additional \$9 million spent to transform office and warehouse space into educational space. Instead, the 178,000 square feet of renovated space was used for storage. The property has cost the state at least \$22 million. It's been on the market since 2009.

The silver lining to this story is that the modern glass facade at 300 Executive Drive in Glasgow will be sold to [Del Monte Fresh Produce](#), which will bring new jobs to New Castle County.

Some 300 to 500 workers will be needed to package fresh-cut fruit, make protein salads, create fresh sandwiches and help ripen bananas and avocados, said Dionysios Christou, vice president of marketing for Del Monte. The facility will employ 27 full-time employees within its first year and anticipates reaching full capacity sometime after December 2019.

[Read more!](#)

Source: Delaware Online

COUNTRY PROFILE: United Kingdom

Fast Facts: United Kingdom

- [United Kingdom Facts](#)
- [United Kingdom Country Profile](#)



U.S. - U.K. Relations

The first, short-lived British colony in Virginia was organized in 1584, and permanent English settlement began in 1607. The United States declared its independence from Great Britain in 1776. The American Revolutionary War ended in 1783, with Great Britain recognizing U.S. independence. The two countries established diplomatic relations in 1785. The United States broke relations when it declared war on the United Kingdom during the War of 1812; relations were reestablished in 1815.

The United States has no closer ally than the United Kingdom, and British foreign policy emphasizes close coordination with the United States. Bilateral cooperation reflects the common language, ideals, and democratic practices of the two nations. Relations were strengthened by the United Kingdom's alliance with the United States during both World

Wars, in the Korean conflict, in the Persian Gulf War, in Operation Iraqi Freedom, and in Afghanistan, as well as through its role as a founding member of the North Atlantic Treaty Organization (NATO). The United Kingdom and the United States continually consult on foreign policy issues and global problems and share major foreign and security policy objectives.

[continue reading...](#)

GLOBAL DELAWARE UPDATES

Meet the Global Delaware Concierge Team: Business Development



Launching a business in the U.S. can be complex, so finding the right partners along the way is essential. To help, we're bringing you a new series, [The Delaware Concierge Team](#), to introduce you to our group of business development experts who can provide the answers and guidance to

help you launch your business in Delaware quickly and efficiently.

The Concierge Team assists you every step of the way, from helping to identify potential collaborators and partners to helping you select the best corporate structure for your U.S. operation. Our team includes lawyers, accountants, and marketing professionals and many others who will assist you launch your business quickly, and efficiently.

[Read More!](#)

Weinberg symposium will explore critical corporate governance topics

Ronald P. O'Hanley, President and CEO of State Street Global Advisors, will deliver the opening address at the **2017 Corporate Governance Symposium in March** "[Governance Issues of Critical Importance to Boards and Investors in 2017](#)" as the John. L.

Weinberg Distinguished Speaker. Mr. O'Hanley will discuss SSGA's focus on effective, independent board leadership and his latest call on boards to consider ESG impacts on long-term value creation.



Corporate Governance Symposium

The Symposium will include a morning panel of representatives from the corporate and investor community, as well as former Chief Justice of the Delaware Supreme Court, who will discuss the corporate governance issues that most concern them.

[Read More!](#)

Go Global: Business trip to South Korea scheduled for April 2017



Located in the heart of Northeast Asia, South Korea is an ideal gateway to the Asia market. Read up on the region's [market and major growth industries here](#).

Join Global Delaware on our next business trip to explore opportunities for your business with one of United States' biggest trade partners.

[Ken Yang, Global Delaware's trade specialist in South Korea](#), will set up one-on-one business meetings with vetted sales prospects, distributors and partners tailored to your business' needs.

[Read More!](#)

For more information on [Global Delaware](#) and initiatives by the State of Delaware, please contact Emma Pautler at global@delaware.gov.

World Trade Center Delaware is a non-profit organization that helps small and medium-sized businesses navigate the intricacies of international trade. Through business roundtables, seminars, and one-on-one consulting, we equip companies with the knowledge and connections they need to expand in the global marketplace.

World Trade Center Delaware

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