



## Assistant Director of Trade Development, Port of Los Angeles

**Norman Arikawa** has worked at the Port of Los Angeles for over 40 years and is currently the Assistant Director of Trade Development for the Port. His responsibilities include promotion of the port and to develop inbound and outbound trade. He has helped to develop a program to outreach to small and medium businesses that promotes export opportunities and to educate them on the available resources for exporting called “trade connect” which received the Presidential “E Star” Award in 2013. He also is responsible for coordinating visits by foreign officials to the port and frequently meets with government leaders such as heads of state, ministers and ambassadors from countries around the world. He is assigned to assist the staff of the Los Angeles Mayor’s Office of Economic Development to promote and assist foreign direct investment for Los Angeles. He has served as co-chairperson of the Los Angeles Area Chamber of Commerce Global Initiatives Committee and is currently advisor to the Brazil California Chamber of Commerce. He is also currently a member of the District Export Council of Southern California by appointment of the US Secretary of Commerce and is a member of the board of the Los Angeles Regional Export Council.

Prior to his current position, he held positions of chief accountant for the Port and was involved in several major port financings including the development of the port’s \$1 billion construction program for development of Terminal Island. He instituted the port’s risk management and insurance program and has served on several national port industry committees for the U.S. Department of Transportation Maritime Administration. He served as a national co-chair for the US Maritime Administration committee for the development of the publication “Port Risk Management and Insurance Guidebook – 1998” which was published in October 1998. He also has served as chairman of the Pacific Coast Association of Port Authorities Insurance and Finance Committee.