



WASHINGTON

MIAMI

# ACE U.S. DELEGATION

APRIL 22-26, 2024

# AmCham Greece as AmChams in Europe (ACE) Secretariat organized and participated in the US Delegation

## **US Delegation**

- 41 AmCham executives from 31 countries
- Washington DC & Miami: from April 22 to April 26, 2024

## **Through the meetings gained valuable insights to:**

- Fostering transatlantic relations
- Strengthening relationships
- Obtaining important perceptions into the US economic and political landscape





# Washington



# US Chamber of Commerce

2024 AmChams in Europe U.S. Conference

Welcome to the U.S. Chamber!

April 22, 2024 | Washington, D.C.



U.S. Chamber of Commerce

- Suzanne Clark, President and CEO, U.S. Chamber of Commerce welcomed the ACE delegation
- A vibrant discussion focused on key issues: advocacy, partnership, job creation, and stronger trade relations
- U.S. Chamber of Commerce Briefing Sessions followed: Ashlee Rich Stephenson, Senior Political Strategist, provided a U.S. elections overview; Curtis Dubay, Chief Economist, presented an economic overview; Jay Sapsford, Senior Vice President, discussed geopolitical issues; Marjorie Chorlins, Senior Vice President, Europe, briefed on transatlantic relations and a TTC overview and sectoral overviews were provided by Zach Helzer, Senior Director, Europe and Head, U.S. - UK Business Council & Ivana Zuzul, Executive Director, Europe

Suzanne Clark

Marjorie Chorlins





ACE group at U.S. Chamber of Commerce offices



**Elias Spiritounias**, Vice Chair, ACE & Executive Director, AmCham Greece  
**Ajša Vodnik**, Chair, ACE & Chief Executive Officer, AmCham Slovenia  
**Marc ter Haar**, Treasurer, ACE & Executive Director, AmCham The Netherlands



**Ajša Vodnik**, Chair, ACE & Chief Executive Officer, AmCham Slovenia  
**Suzanne Clark**, President and CEO, U.S. Chamber of Commerce  
**Elias Spiritounias**, Vice Chair, ACE & Executive Director, AmCham Greece



ACE group photo with **Suzanne Clark**, President and CEO, U.S. Chamber of Commerce



# US Department of Commerce

- The delegation met with Marisa Lago, Under Secretary of Commerce for International Trade, U.S. Department of Commerce, along with David De Falco, Deputy Assistant Secretary for Europe and Eurasia
- Discussed synergies to create the conditions for economic growth, the TTC, Chip Act, SMRs, EmpowerHer Initiative







**Marisa Lago**, Under Secretary of Commerce for International Trade, U.S. Department of Commerce, along with David De Falco, Deputy Assistant Secretary for Europe and Eurasia met the ACE Members at the US Department of Commerce offices



# U.S. Small Business Administration



The meeting led by Dilawar Syed, Deputy Administrator



Showcased how SBA oversees programs that provide small businesses and entrepreneurs with counseling and training, access to capital and federal contracts, and disaster assistance

ACE group photo with **Dilawar Syed**, Deputy Administrator, U.S. Small Business Administration



# Reception hosted by DCM Michael Curtis at the EU Ambassador Residence

- The reception offered great networking opportunities
- Marjorie Chorlins, Senior Vice President, US Chamber of Commerce provided the welcoming remarks
- Daniel Hamilton, Senior Fellow, Foreign Policy Institute, Johns Hopkins University provided an overview of the Transatlantic Economy Report 2024
- Ajša Vodnik, Chair of AmChams in Europe, emphasized in her welcome address: “the importance of high-level relations, as well as the significance of fostering interpersonal connections. It is through these interactions that our shared mission is solidified”.



**Thibaut Louis L'Ortye**, Director of Public Affairs, AmCham EU  
**Elke Roelant**, Deputy Executive Director, AmCham The Netherlands  
**Daniel Hamilton**, Senior Fellow, Foreign Policy Institute, Johns Hopkins University  
**Marjorie Chorlins**, Senior Vice President, US Chamber of Commerce  
**Susan Danger**, CEO, AmCham EU  
**Ajša Vodnik**, Chair, ACE & Chief Executive Officer, AmCham Slovenia  
**Michael Curtis**, Deputy Ambassador of the European Union to the United States  
**Elias Spirtounias**, Vice Chair, ACE & Executive Director, AmCham Greece



# Transatlantic Business Works Summit by US Chamber of Commerce

The Summit, Driving Competitiveness in a Challenging World, focused on how the private sector and policymakers can work better to address key challenges, like boosting economic competitiveness in Europe, regulating the digital and AI boom, and the energy transition.

The opening discussion centered on U.S.-Europe commercial ties, working together on global challenges, and regulatory overreach on both sides of the Atlantic with speakers Suzanne Clark, President & CEO, U.S. Chamber of Commerce, Susan Danger, CEO, AmCham EU, Markus Beyrer, Director General, BusinessEurope.

Suzanne Clark, stated “in times of great uncertainty, the most important thing is real alliances and real partnerships based on shared values!”



**Markus Beyrer**, Director General and CEO, BusinessEurope  
**Suzanne Clark**, President & CEO, U.S. Chamber of Commerce  
**Susan Danger**, CEO, AmCham EU  
**John Murphy**, Senior Vice President, Head of International, U.S. Chamber of Commerce



# Transatlantic Business Works Summit by US Chamber of Commerce

- Enrico Letta, former Prime Minister of Italy & President, Jacques Delors Institute, provided a keynote address on the Future of the EU Single Market.
- An important session entitled, What's Next for U.S.-EU Relations, included a pre-recorded message from Gina Raimondo, U.S. Secretary of Commerce, and insightful input from Jon Finer, Principal Deputy National Security Advisor, The White House.
- The Summit concluded with a motivational speech of the French Embassy in the US promoting Olympics Paris 2024.



**Markus Beyrer**, Director General and CEO, BusinessEurope  
**Enrico Letta**, Report Author, Former Italian Prime Minister



**Jon Finer**, Principal Deputy National Security Advisor, The White House



**Gina Raimondo**, U.S. Secretary of Commerce



Transatlantic Business Works Summit



# US Department of State



**Ambassador Yuri Kim**,  
Principal Deputy Assistant  
Secretary for European and  
Eurasian Affairs, U.S.  
Department of State  
**Elias Spirtounias**, Vice Chair,  
ACE & Executive Director,  
AmCham Greece



ACE group at U.S. Department of  
State offices



**Ambassador Yuri Kim**, Principal Deputy Assistant Secretary for  
European and Eurasian Affairs, U.S. Department of State

At the U.S. Department of State, the delegation had a constructive dialogue with Ambassador Yuri Kim, Principal Deputy Assistant Secretary for European and Eurasian Affairs, focusing on transatlantic relations and the priorities of the Bureau of European and Eurasian Affairs. Ambassador Yuri stressed that the US and Europe should work together during these historical challenges. Sectors for greater cooperation include Energy, AI, Cybersecurity, Supply Chain and Defense.



# Atlantic Council



The ACE network gained valuable insights on the current political climate in the US and US elections in November through discussions at the Atlantic Council.

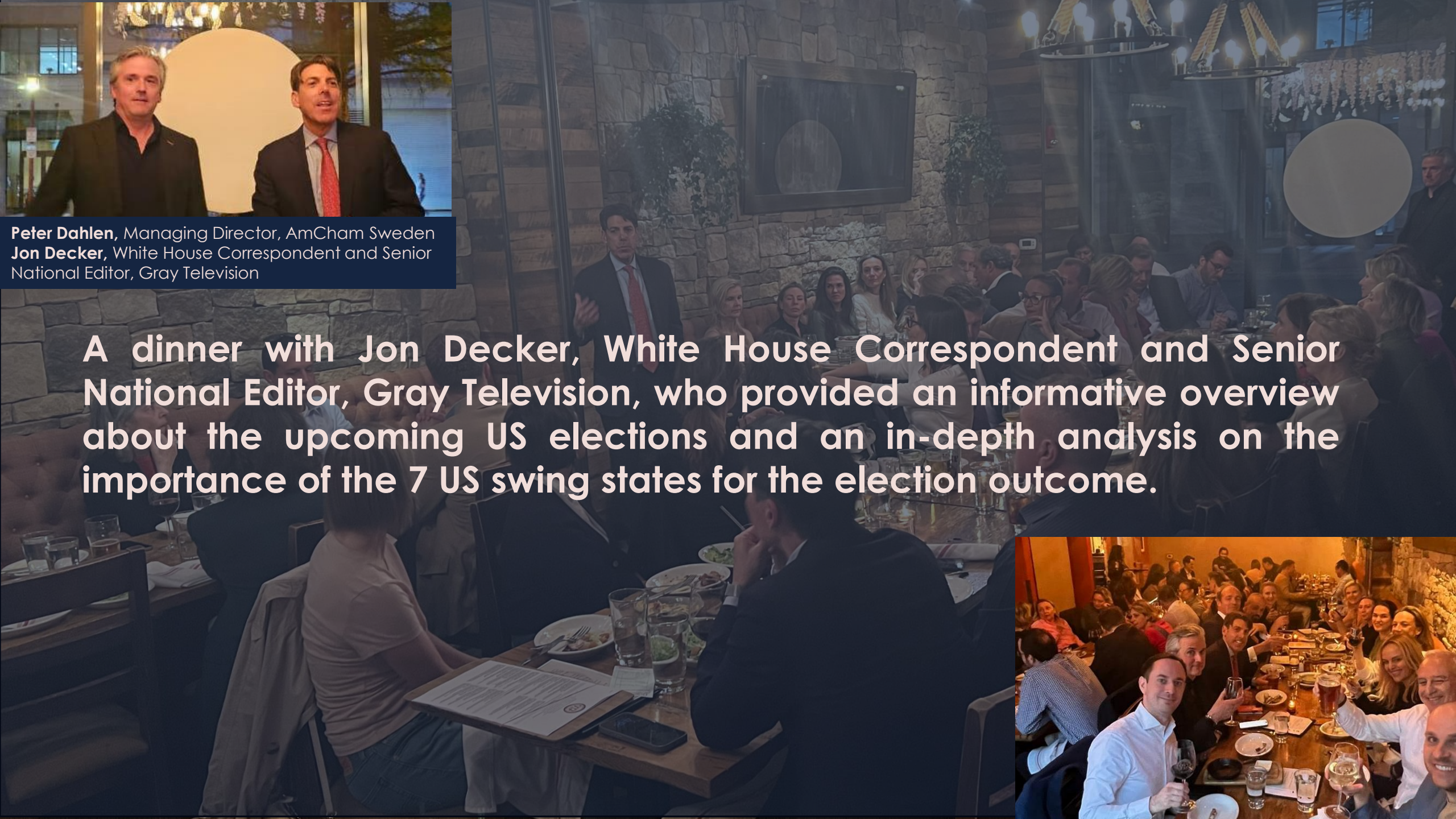
A fruitful exchange with a panel of Europe & Trade Experts, included Jörn Fleck, Senior Director, Europe Center, Frances G. Burwell, Distinguished Fellow, Ambassador Daniel Fried, Distinguished Fellow, Philippe Dickinson, Deputy Director of the Transatlantic Security Initiative, former Assistant USTR Dan Mullaney, Ilva Tare, Senior Fellow and Penny Naas, Nonresident Senior Fellow, who shared insights on the Biden administration's trade and industrial policies, as well as potential policy changes in a second Biden/Trump administration.





**Peter Dahlen**, Managing Director, AmCham Sweden  
**Jon Decker**, White House Correspondent and Senior National Editor, Gray Television

**A dinner with Jon Decker, White House Correspondent and Senior National Editor, Gray Television, who provided an informative overview about the upcoming US elections and an in-depth analysis on the importance of the 7 US swing states for the election outcome.**





# APCO



**Licy Do Canto**, Managing Director, APCO  
**Safiya Ghorri-Ahmad**, Senior Director, Global Public Affairs, APCO  
**Brandon Neal**, Senior Director and Political Strategist, North America, APCO  
**Dan Scandling**, Senior Director & Government Relations Practice Lead, APCO

A highly productive session at APCO Worldwide in Washington, D.C. with insights on the upcoming US elections and projections, the foreign US policy under the latest geopolitical developments, the business and economy impact in Europe and US and potential elections results impacting transatlantic relations.

Speakers included Licy Do Canto, Managing Director, Dan Scandling, Senior Director & Government Relations Practice Lead, Safiya Ghorri-Ahmad, Senior Director, Global Public Affairs and Brandon Neal, Senior Director and Political Strategist, North America.



**Marc ter Haar**, Treasurer, ACE & Executive Director, AmCham The Netherlands  
**Safiya Ghorri-Ahmad**, Senior Director, Global Public Affairs, APCO  
**Brandon Neal**, Senior Director and Political Strategist, North America, APCO  
**Dan Scandling**, Senior Director & Government Relations Practice Lead, APCO



# Miami





The Greater Miami Chamber of Commerce (GMCC) senior executives enjoyed a fruitful dialogue with the delegation, focusing on developing, maintaining, and expanding international business and trade opportunities on key sectors: infrastructure, climate, health, technology, tourism, and sports.

GMCC speakers included: Alfred Sanchez, President and CEO, Liane Ventura Guerra, Senior Vice President, International Business & Executive Director, Greater Miami Foreign Trade Zone, P.J. Campbell, J.D., Vice President, Governmental Affairs, Marco Antonio Ramírez Valdez, Vice President of Business Development, Sudeshna Chatterjee, Global Engagement Officer, Maria Dreyfus-Ulvert, Assistant Director for International Business, Alejandra Collarte, Group Chair, International Business and Gina Polo, Vice Chair, International Business.







ACE group photo with The Greater Miami Chamber of Commerce executives



**Marco Antonio Ramírez Valdez**, Vice President of Business Development, The Greater Miami Chamber of Commerce  
**Maria Dreyfus-Ulvert**, Assistant Director for International Business, The Greater Miami Chamber of Commerce  
**Alfred Sanchez**, President and CEO, The Greater Miami Chamber of Commerce  
**Sudeshna Chatterjee**, Global Engagement Officer, The Greater Miami Chamber of Commerce  
**Liane Ventura Guerra**, Senior Vice President, International Business & Executive Director, Greater Miami Foreign Trade Zone



**Elias Spirtounias**, Vice Chair, ACE & Executive Director, AmCham Greece, presented the scope of ACE and its members to The Greater Miami Chamber of Commerce



**Sudeshna Chatterjee**, Global Engagement Officer, The Greater Miami Chamber of Commerce  
**Gina Polo**, Vice Chair, International Business, The Greater Miami Chamber of Commerce  
**Liane Ventura Guerra**, Senior Vice President, International Business & Executive Director, Greater Miami Foreign Trade Zone



The meeting discussions continued to the Royal Caribbean Group (RCG), focusing on the tourism sector, where an overview was given of the 3 primary branches and its advances in technology, innovation, sustainability, diversity, and inclusion. The ACE group expanded their knowledge about how the modern cruise industry developed and adapts to the existing challenges ranging from climate change, demand for greater customers' experiences, regulation, energy, water, etc.

RCG speakers included: Christopher Allen, Vice President, Global Deployment and Itinerary Planning, Russell Benford, Vice President, Government Relations Americas, Alessandro Carollo, Associate Vice President, Government Relations, Captain Manolis Alevropoulos, Vice President, Celebrity Marine Operations, Chris-Alexander Korfiatis, Vice President, Marine Technical Operations, Mauricio Lacayo, AVP, Fuel Supply Chain, and Andreas Stylianopoulos, President, Navigator and AmCham Greece Board Member.



**Alessandro Carollo**, Associate Vice President, Government Relations, Royal Caribbean Group (RCG)

**Doris Miranda**, Director, Global Log & Warehousing, Royal Caribbean Cruises



**Andreas Stylianopoulos**, President, Navigator and AmCham Greece Board Member

**Captain Manolis Alevropoulos**, Vice President, Celebrity Marine Operations, RCG

**Chris-Alexander Korfiatis**, Vice President, Marine Technical Operations, RCG

**Russell Benford**, Vice President, Government Relations Americas, RCG

**Mauricio Lacayo**, AVP, Fuel Supply Chain



ACE group photo with Royal Caribbean Group (RCG) executives





**Chris-Alexander Korfiatis**, Vice President, Marine Technical Operations, RCG  
**Christopher Allen**, Vice President, Global Deployment and Itinerary Planning  
**Russell Benford**, Vice President, Government Relations Americas, RCG  
**Andreas Stylianopoulos**, President, Navigator and AmCham Greece Board Member  
**Captain Manolis Alevropoulos**, Vice President, Celebrity Marine Operations, RCG  
**Elias Spirtounias**, Vice Chair, ACE & Executive Director, AmCham Greece

**ACE group at the Royal Caribbean Group (RCG) offices**



An overview of 1Hotel South Beach, a lifestyle brand hotel emphasizing sustainability, was presented by Milton Sgarbi, VP Operations, and Mauricio Miguelena, General Manager, which included a hotel walkthrough to discuss the hotel's inspiration drawn from nature and its corporate strategy with future hotel developments.



**Mauricio Miguelena**, General Manager, 1Hotel South Beach



**Milton Sgarbi**, VP Operations, 1Hotel South Beach



The ACE US Delegation last stop was at the Greater Miami Convention & Visitors Bureau. Joe Docal, Director Travel Industry Sales, shared his expertise about Miami, tourism statistics and his insights how Miami is a premier destination.

**Greater Miami & Miami Beach Visitors - 2022**

MIAMI. GREATER MIAMI CONVENTION & VISITORS BUREAU

Greater Miami & Miami Beach Overnight International Visitors					
COUNTRY	2019 Volume (000s)	2020 Volume (000s)	2021 Volume (000s)	2022 Volume (000s)	Variance to 2021 (%)
Colombia	374	114	425	423	-1%
Brazil	440	118	46	286	520%
Canada	351	150	29	251	774%
Mexico	203	79	183	223	22%
United Kingdom	321	54	40	209	423%
Spain	205	41	46	153	293%
Argentina	285	79	117	172	47%
Venezuela	169	37	95	141	69%
Ecuador	205	70	131	154	16%
Dominican Republic	92	60	119	143	21%
France	216	54	37	132	256%
Bahamas	163	51	62	107	72%
Peru	90	39	86	95	9%
Honduras	62	23	75	89	19%
Chile	102	52	49	83	70%
Trinidad and Tobago	90	16	18	77	329%
Costa Rica	67	35	66	71	7%
Netherlands	77	31	15	62	300%
Israel	35	16	37	61	64%
Panama	66	32	52	60	15%



**Greater Miami & Miami Beach Visitors - 2022**

MIAMI. GREATER MIAMI CONVENTION & VISITORS BUREAU

Greater Miami & Miami Beach Overnight Domestic Visitors					
MARKET	2019 Volume (000s)	2020 Volume (000s)	2021 Volume (000s)	2022 Volume (000s)	Variance to 2021 (%)
New York City	1,364	752	1,663	1,523	16%
Atlanta	380	237	485	581	20%
Chicago	385	234	461	481	4%
Philadelphia	349	164	323	387	20%
Los Angeles	276	139	221	384	74%
Boston	208	142	271	306	12%
Washington, DC	299	135	281	347	23%
Dallas	223	149	350	338	2%
Houston	191	125	306	305	0%
Detroit	141	106	204	243	17%
Charlotte	86	77	157	175	12%
Denver	104	66	140	156	11%
Raleigh	85	55	107	134	25%
Minneapolis	110	69	109	132	21%
Baltimore	77	48	111	127	15%
Cleveland	100	53	104	121	16%
Hartford	86	38	91	118	29%
New Orleans	57	36	98	115	18%
Nashville	105	43	92	109	18%
Kansas City	56	43	88	104	19%







**During the meetings in DC and Miami, the ACE group delved into the multifaceted aspects of the transatlantic relationship—a cornerstone of global stability amidst geopolitical uncertainties, met with decision-makers and visited government institutions and business headquarters.**