

**1. Beware of the Fiscal Cliff:** If Congress fails to act on Sequestration by December 31, 2012 government contracting will be greatly curtailed. The Department of Defense alone will have its budget cut in half. Any companies doing business with the federal government may be in peril. By law you will have to alert your employees of possible layoffs by November 1, 2012. Congress is on recess until after the election. If your congressman or senator is having town hall meetings please bring up this issue and encourage them to take action on this very important matter. □

**2. Workshop on Defeating Trade Barriers:** The U.S. Chamber of Commerce is hosting this workshop on October 17, 2012 during 8:30AM – 5:30PM with door opening at 8:00AM. Speakers include U.S. Trade Representative Ron Kirk, Assistant Secretary for Market Access and Compliance Michael C. Camunez and Chuck Ford – Acting Assistant Secretary for Trade Promotion and Acting Director General of the U.S. & Foreign Commercial Service. Registration is \$40 and includes lunch. To register please go to:

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<http://www.regonline.com/Register/Checkin.aspx?EventID=1127662>

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**3. Resources for Going Global:** The U.S. Commercial Service has announced 9 initiatives: □

- 1) Webinar Series: A Basic Guide to Exporting
- 2) Event: U.S.-Nigeria Infrastructure Conference
- 3) Webinar Series: NAFTA- North American Free Trade Agreement
- 4) Webinar Series: South Asia
- 5) Event: Workshop on Defeating Foreign Trade Barriers
- 6) Webinar Series: The Logistics of Doing Business in Canada
- 7) Event: Export Compliance Workshop
- 8) Sell Worldwide with a USA Product Showcase Ad for \$499
- 9) Nominate Your Company for an Exporter of the year

To contact your local U.S. Commercial Service trade specialist please visit <http://export.gov/us/offices/index.asp>

**5. Country Presentations:** Presidents of countries may bring a high level delegation to the PanAfrican Entrepreneurs Conference and give a 30 minute presentation followed by a break out session for questions and answers with interested individuals. Please

[click here](#)

for more information.

**6. Showcase Your Company:** [Exhibits](#) will be held Friday, November 16 and Saturday November 17 at the Four Seasons Hotel in Houston. We will provide you with a 6ft table and 2 chairs and 2 complimentary exhibit only passes for personnel to staff your booth. The exhibits will take place 8:30am – 5pm on Friday November 16 and Saturday November 17. If you have questions, please contact Ryan at [info@panafricanec.org](mailto:info@panafricanec.org).

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**[Tips to Make the Most of the Hotel](#)** : The Four Seasons Hotel serves complimentary coffee for early risers. Fruit is also available in the fitness area. Set your shoes outside your door and they will be returned to you shiny! The spa is offering a 20% discount for facial, massage and body treatments. There is an outdoor saltwater pool with Jacuzzi. The hotel car will take you to the grocery store or any facility within a certain distance. Hurry and make your hotel reservation, discount rates are available for a limited time: 800-734-4114.

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**7. Register Today:** Early registration rates for the PanAfrican Entrepreneurs Conference are available today. You will save \$100 per person by registering today. [www](http://www.panafricanec.org)

[.panafricanec.org](http://www.panafricanec.org)

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