

# Updates on Japanese Business and Economy

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## Contents

1. Keidanren Mission Visits Washington D.C.
2. Keidanren's Engagement with U.S. State Governors

## 1. Keidanren Mission Visits Washington D.C.

Keidanren has annually dispatched high-level missions to the United States in order to further strengthen the economic relationship between the U.S. and Japan.

September 16-19, a delegation led by the Chairs of Keidanren's Committee on U.S. Affairs, Mr. Shigeru Hayakawa and Mr. Tsuyoshi Nagano as well as Vice Chair of Keidanren, Mr. Nobuyuki Hirano visited Washington D.C. The delegation, which consisted of 30 people from 12 Keidanren member companies, engaged in close dialogues with administration officials as well as U.S. lawmakers through individual meetings.



**Rep. Jackie Walorski (center),  
Mr. Hayakawa (left), Mr. Hirano (right)**



**Ms. Robin Colwell, Special Assistant to  
the president (right), Mr. Nagano (left)**

In each meeting, Keidanren emphasized (1) Japanese companies' economic and social contributions to the U.S. as a whole, (2) Opinions and concerns regarding U.S. trade policy and national security-based trade restrictions such as auto and auto parts tariffs based on Section 232 of the Trade Expansion Act, (3) Quick enactment of USMCA.

In the meetings, Members of Congress appreciated Japanese companies' investment and employment and agreed with the importance of the U.S.-Japan relationship, the value of the rules-based open and free international trading regime, and the necessity of ensuring a balance between national security and economic growth.

Keidanren will continue to enhance engagement with key policymakers in the U.S. to further strengthen the partnership between the two countries.

### <List of Meetings>

#### **(U.S. Congress)**

Sen. Todd Young (R-IN)

Rep. Grace Meng (D-NY)

Rep. Jackie Warlorski (R-IN)

Rep. Bill Pascrell (D-NJ)

#### **(Administration Officials)**

Robin Colwell, Special Assistant to the President for Technology, Telecom, and Cybersecurity, National Economic Council

Jim Heller, Director, Office of Japanese Affairs, U.S. Department of State

## **2. Keidanren's Engagement with U.S. State Governors**

Keidanren has been making efforts to strengthen state-level relationships with the United States by participating in the NGA (National Governors Association) Summer and Winter meetings, as well as dispatching missions not only to Washington D.C. but also to states across the country. Keidanren also has hosted meetings in Tokyo when Governors have visited Japan.

This fall, Keidanren hosted several meetings for U.S. state governors in Tokyo. At each meeting, the Governor explained the investment advantages of that state. There were also lively exchanges of views among the participants. The outline of each meeting is as follows.

#### **(Nebraska)**

On September 9th, Keidanren hosted a meeting with the Governor of Nebraska, Pete Ricketts.

At the meeting, Gov. Ricketts welcomed the preliminary agreement reached in the U.S.-Japan trade negotiations. The Governor explained that Japanese companies have invested about \$4 billion in Nebraska since 2010 and that Japan is the largest export partner for beef, pork, eggs and wheat for Nebraska.



**Nebraska Governor Pete Ricketts**

The Governor introduced the growth strategies which Nebraska is working on. Among them, Nebraska is actively engaged in human resource development. The Governor expects further trade development between Japan and Nebraska with the entry into force of the Japan-U.S. trade agreement.

**(Indiana)**

On September 9th, Keidanren also hosted a meeting with the Governor of Indiana, Eric Holcomb.

At the meeting, Gov. Holcomb explained that there are about 320 Japanese companies that have created over 65,000 jobs in Indiana, and expressed appreciation for the relationship with Japan. The Governor mentioned that as many companies have concerns about recent trade issues, especially the Section 232 tariffs, Indiana has made a strong appeal to the Department of Commerce not to have it affect business activities.



**Indiana Governor Eric Holcomb**

According to Gov. Holcomb, Indiana is known as the state with the best business environment in the United States. Recently, labor shortages have been pointed out, but Indiana is focusing on human resource development. Japan and Indiana have historically had a close relationship for a long time. The Governor expects to further strengthen the bond between Japan and Indiana.

**(Ohio)**

On September 10th, Keidanren hosted a meeting with the Governor of Ohio, Mike DeWine.

At the meeting, Gov. DeWine explained that Ohio has a lot of research and development bases. Ohio also has an advantage in the manufacturing industry. Many Japanese companies have invested in Ohio, and at the same time, many Ohio companies have a presence in Japan. There are an increasing number of small and medium-sized enterprises in Ohio who want to expand into Japan, and the state government has been working to support them.



**Ohio Governor Mike DeWine**

As for exports from Ohio to Japan, exports related to the aerospace industry have increased in recent years. Japanese companies have been operating in the state of Ohio for a long time. And they have been willing not only to earn profits, but also to integrate into local communities. They have been contributing greatly to the local economy and society, including through job creation. The Governor expects further investment from Japanese companies which are already in Ohio and stands willing to support new Japanese companies which would like to invest in Ohio in the future.

**(Illinois)**

On September 10th, Keidanren also hosted a meeting with the Deputy Governor of Illinois, Dan Hynes.

At the meeting, the Deputy Governor explained that Illinois has the headquarters of Boeing and United Airlines, as well as 1,900 multinational companies. He also mentioned that the number of innovation companies in Illinois is also increasing and the Governor of Illinois, J. B. Pritzker, has abundant experience as a businessman and is working on attracting companies to Illinois as a top priority.



**Illinois Deputy Governor Dan Hynes (center)**

The Deputy Governor also stated that Illinois has achieved economic development through its excellent transport infrastructure and attracting talented people from all over the world. Trade between Japan and Illinois exceeded \$12 billion in 2018. While the relationship is already solid, the Deputy Governor is confident that Illinois and Japan can further deepen this relationship.

**(Utah)**

On September 19th, Keidanren hosted a meeting with the Governor of Utah, Gary Herbert. With Governor Herbert, Keidanren had exchanged views at the Summer Meeting of the National Governors Association in Salt Lake City, Utah in July.

At the meeting, Gov. Herbert emphasized the development of the bio, life sciences and aerospace industries in Utah. The Governor also expressed confidence that the number of high-tech companies has increased in Utah and grown beyond Silicon Valley.



**Utah Governor Gary Herbert**

Utah is also actively collaborating with educational institutions because it is important to secure a skilled workforce for economic development. The business relationship between Japan and Utah continues to develop. Compared to 2014, the amount of trade has doubled.

The Governor concluded that he would like Japan to become part of the future of Utah, and he would like Utah to become part of the future of Japan. The Governor hopes Japan and Utah will continue to develop alongside each other.

**(Georgia and South Carolina)**

From 20-23 October, Mr. Nagano, Chair of the Committee on U.S. Affairs, attended the 42nd Annual Joint Meeting of the Southeast U.S./Japan Association held in Savannah, Georgia.

At the conference, participants discussed how to further strengthen Japan-U.S. relations based on the Japan-U.S. trade agreement. In addition, they discussed the importance of supply chains and logistics, the sharing of advanced cases of human resource development, recent relations between the United States and China, and regulations on investment in the United States.

Mr. Nagano greeted the Governor of Georgia, Brian Kemp, and the Governor of South Carolina, Henry McMaster, and they exchanged lively views.



**Georgia Governor Brian Kemp (left),  
Mr. Nagano (right)**



**South Carolina Governor Henry  
McMaster (right), Mr. Nagano (left)**

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Editor: Keidanren USA

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