



## NEWSLETTER Q1 2018 – *hub.brussels* IN NEW YORK

### HELLO FROM NEW YORK

This is an initiative from the *hub.brussels* team in New York. We aim to send out a newsletter quarterly to give the Brussels Exporters some interesting news. We hope that this information will help you in your decision making and that you will contact us with all questions regarding your prospection on the American market (East Coast).

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As of January 1, 2018 **Brussels Invest & Export**, **Atrium.brussels** and **Impulse.brussels** integrated into one common organization called Brussels Agency for Business Support or **hub.brussels**.

### Brussels Days in New York and Washington, DC

The Brussels Days are set up as a yearly promotion event to show the world what Brussels has to offer. Every year this event takes place in different cities (for example, in Tokyo in 2016 and in Berlin in 2017). In May 2018 the Brussels Days will take place in Washington, DC (May 20-21) and New York (May 22-24).

A Brussels delegation led by the Minister-President, Mr. Rudi Vervoort, and the Secretary of State in charge of Foreign Trade, Ms. Cécile Jodogne, will visit Washington, DC and New York to foster economic, commercial, political and cultural ties with both US cities.

The economic aspect of the mission will include the following sectors: green (passive) construction and architecture, IT (big data), and fashion.

### Ice Box Challenge 2018 in New York

Brussels is well known for its commitment to the highest standards of construction. As of 2015, Brussels became the first region in the world to require the passive house standard for all new construction. To showcase Brussels' expertise in this field, the Ice Box Challenge will be organized in New York in April-May 2018. The Challenge will start on April 21<sup>st</sup> (Car-Free Earth Day in New York) and will end on May 23<sup>rd</sup> during the Brussels Days.

Two pavilions (one built according to the current building code and the other to the hyper performance passive house standard) will be installed in Garment District of Manhattan. One ton of ice will be placed in each building. By the end of the Challenge most of the ice will be melted in the current building code pavilions, where most of the ice will remain in the passive house pavilion. This will educate the general public of the benefits of the passive construction.

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## BRUSSELS AND WASHINGTON, DC...

Back in 2002, New York and Washington, DC signed a “Cooperation Agreement” in the fields of business relations and opportunities, public safety, affordable housing design and development, tourism, and beneficial exchanges.

In 2011, New York and Washington, DC joined in a “Power Cities” initiative to share information and know-how, as well as to promote each other’s city as a destination for business travelers.

## DC COMPANY FISCALNOTE ..

### FiscalNote

FiscalNote is the Washington, D.C.-based company that dramatically improves the way organizations engage with government. The company has offices in DC, NYC, Baton Rouge, Seoul, India, and Brussels.

FiscalNote has grown to become one of the largest privately held companies in the legal analytics space, powering 21.9 million users and 1,300 law firms, legal departments and governments across its platforms.

## SUCCESS STORY: VIRGINIAN COMPANY QBE



QBE is a leading management and technology consulting organization for the federal government and defense and intelligence communities. Its headquarters are located in Haymarket, Virginia.

QBE was founded in 2008 and has more than 100 employees.

## ARE SISTER CITIES



Brussels, being a sister city of Washington, DC, recently received several cultural groups from DC funded by The Sister Cities Grant (SCG).

## ACQUIRES A BRUSSELS-BASED COMPANY SHUNGAM INTERNATIONAL

On January 25, 2018 FiscalNote announced at the World Economic Forum in Switzerland its acquisition of Brussels-based Shungham, a provider of systematic regulatory and legislative intelligence about European Union issues through its flagship product “EU Issue Tracker”.

As one of the largest companies in the global market, the combined organization will provide the most comprehensive legislative and regulatory data and workflows for the EU and its Member States.

## .. SETS UP AN OFFICE IN BRUSSELS



We are happy to report that QBE just opened their new office in Brussels.

They will be hiring for this new office!



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### FUTURE EVENTS IN THE US

#### EUPF 2018

EUPF (European Procurement Forum) is an annual seminar open to European companies seeking to do business with the UN. During the seminar EU companies will not only have a possibility to become acquainted with procurement practices of largest UN agencies, but also meet directly with UN buyers in 1-on-1 meetings. The upcoming 2018 seminar will be organized in New York in April 9-10, 2018.

Brussels-based companies interested in becoming long term suppliers to the UN agencies are encouraged to attend this seminar.



### European Procurement Forum

Registration to this seminar opened on January 15. For more information please visit the website: <http://eupf.org/> Free webinars took place on February 6<sup>th</sup>, 20<sup>th</sup> and March 6<sup>th</sup> at 9am (EST).

#### SelectUSA 2018

The SelectUSA Investment Summit is the premier event showcasing investment opportunities in the United States which brings together companies from all over the world and hundreds of economic development organizations from every corner of the US. The next edition of the SelectUSA will take place on June 20-22, 2018 in Washington, DC. Registration to this seminar is already open.



For more information please visit the website: <https://www.selectusasummit.us/>

#### Summer Fancy Food Show 2018

The Fancy Food Show is the biggest food show in the US and happens twice a year, once in San Francisco and once in New York. Brussels Invest & Export will be participating in the upcoming 2018 edition of the Summer Fancy Food Show which will take place on June 30 – July 2, 2018. Brussels-based companies who are considering participation at this show are encouraged to contact Ms. Sophie D'Haemer of Brussels Invest & Export: [SDHaemer@sprb.brussels](mailto:SDHaemer@sprb.brussels).







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### ECONOMIC STATISTICS

#### GDP growth rose to 2.6% in Q4 2017

Real gross domestic product increased at an annual rate of 2.6% in the fourth quarter of 2017, according to the advance estimate released by the Bureau of Economic Analysis.<sup>1</sup>



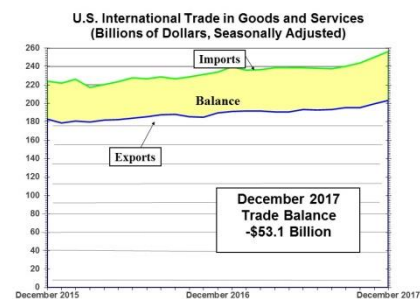
#### Unemployment rate remains low (4.1%)

As stated by the U.S. Bureau of Labor Statistics, the unemployment rate remained unchanged at 4.1% in February 2018 for the fifth consecutive month.<sup>2</sup> As reported by CNBC, in February 2018 claims for state unemployment benefits dropped to the lowest level since 1969.<sup>3</sup>



#### U.S. trade deficit at \$53.1 billion in December 2017

The trade deficit in the U.S. in goods and services increased from \$48.9 billion in October to \$50.5 billion in November and again to \$53.1 billion in December 2017.<sup>4</sup> Although US exports are picking up, US imports are heading up at a faster pace.



<sup>1</sup> <https://bea.gov/newsreleases/national/gdp/gdpnewsrelease.htm>

<https://tradingeconomics.com/united-states/gdp-growth>

<sup>2</sup> <http://www.bls.gov/news.release/pdf/empst.pdf>

<https://tradingeconomics.com/united-states/unemployment-rate>

<sup>3</sup> <https://www.cnbc.com/2018/03/01/us-weekly-jobless-claims-feb-24-2018.html>

<sup>4</sup> "U.S. weekly job claims drop to lowest level since 1969" – CNBC – February 24, 2018

<http://www.census.gov/foreign-trade/data/>