



## Chandler Irish Cultural Council

Chandler, Arizona  
Tullamore, Ireland  
Sister Cities

### Atlantic Corridor Trade & Study Visit Success

Development Agency Atlantic Corridor has recently completed a trade and study visit to two of its US partner regions, Arizona and Georgia. Five Midlands companies participated in the trade and study visit, representing sectors such as IT, healthcare, wireless broadband, mobile devices and online education. The companies who participated in the trade and study visit were NIS Ltd, Wellwood Healthcare, Last Mile Broadband, WPA Mobile and the Virtual Classroom. The trade and study visit received media coverage in both Georgia and Arizona and it was evident that the strong Irish communities in both regions was a helpful factor in opening doors for business and development.

Gerry Buckley of NIS praised Arizona's business climate. *"The attitude and the support of the business community is very inviting,"* he said. He stated that with a population of only 5 million and a small economy, Ireland's growth is heavily dependent on exports. *"Ireland's exports have actually gone up over the last six months,"* he said. *"Our fundamentals are improving. We have almost reached the bottom of the downturn."*

James Donohoe of Athlone was in Arizona promoting his Web site, [www.feadogonline.com](http://www.feadogonline.com), which provides online classes on playing the Irish tin whistle to a number of international schools both in Europe and parts of the USA already. He now hopes to connect his online courses with programs in the Arizonan high school system. Dominic Doheny, president of the Midland Gateway Chamber, traveled to Arizona both for the chamber and to promote the health care park his company, John Flanagan Developments Ltd., is building in Tullamore. He sees *"huge opportunities"* for trade between the Midlands region and Arizona. This view was re-enforced by Oliver Heaney of WPA Mobile, *"It was an eye-opening experience to say the least. The culture of doing business in the US was impressive and I am confident that new business for my company will be possible through links I have made"*.

As a result of the trade and study visit to Arizona and Georgia, a total of almost 70 contacts were generated for participating companies, one licensing agreement is in negotiation, trials of software are presently been undertaken for technology transfer, 2 distribution agreements secured, 1 import and 1 export agreement are also underway. In addition, a number of more long-term outcomes are also been worked on, in conjunction with Atlantic Corridor. Cyril Moriarty of Last Mile Broadband also commented ; *"I met with a diverse range of companies and contacts and this had provided much useful networking and possible opportunities for business development."*

Arizona has particular ties with the Midlands region of Ireland through the work of Atlantic Corridor and most recently the City of Chandler has twinned with the town of Tullamore in the Irish Midlands. Jackie Gorman, CEO of Atlantic Corridor commented *"it was evident from the success of this trade and study visit that these two partner regions are dynamic and important regions in the USA for Irish companies to consider as they look outwards for exporting and other opportunities to grow their business."* This view was also re-enforced by Atlantic Corridor Chairperson John Flanagan who also commented, *"It is more important now than ever, that companies look beyond their own regions for new markets and opportunities and Atlantic Corridor provides an invaluable network and resource which companies can use to grow their business through new markets and sectors."*

Further information on Atlantic Corridor can be found on [www.atlanticcorridor.ie](http://www.atlanticcorridor.ie).