

CHILE

EXPORT SALES MISSION
OCTOBER 22-25, 2018



GLOBAL
TAMPA BAY


TAMPA HILLSBOROUGH
ECONOMIC DEVELOPMENT CORPORATION


PINELLAS
COUNTY
ECONOMIC DEVELOPMENT
WWW.PCED.ORG


PASCO EDC
NORTH TAMPA BAY, FLORIDA



**Dear International
Business Leader,**

It is our pleasure to invite you to join us on another highly anticipated Global Tampa Bay Export Sales Mission to Santiago, Chile from October 22 to October 25, 2018.

After a successful mission to Santiago in 2014, we are looking forward to returning to Chile to continue to strengthen Tampa Bay's ties to this Latin American market. With its open market policies, zero tariffs, stable democratic government, solid business practices and low corruption, trade with Chile continues to grow. In fact, Enterprise Florida reported \$3.9 billion in exports to Chile last year, which solidified their role as an important trade partner for our state and our region.

On behalf of Global Tampa Bay and our partners, we encourage you to explore the opportunities that await you in Chile.

Sincerely,

Craig J. Richard
*President and CEO,
Tampa Hillsborough Economic
Development Corporation*

Mike Meidel
*Director,
Pinellas County Economic Development*

Bill Cronin
*President and CEO,
Pasco Economic Development Council*

**TOP 5 REASONS WHY TAMPA BAY
COMPANIES SHOULD CONSIDER
EXPORTING TO CHILE:**

- 100% of U.S. origin products enter Chile duty-free as part of the US-Chile Free Trade Agreement (FTA).
- In 2017, exports to FTA markets, such as Chile, accounted for 38% of Florida exports.
- Chile is an excellent platform for doing business in the Southern Cone countries – Argentina, Brazil, Paraguay and Uruguay.
- Chile was Florida's 3rd largest merchandise export market in 2017 with Florida representing about 27% of Chile's total U.S. imports.
- For the first 5 months of 2018, U.S. exports to Chile are up 13% over the same period in 2017.





SECTORS FOR U.S. EXPORTS

- Agricultural Equipment and Technology
- Agricultural Sector
- Automotive Parts
- Construction
- Education and Training
- Electric Power Equipment
- Energy & Energy Efficiency
- Environmental Technologies
- Healthcare
- Mining
- Safety & Security
- Telecommunications Sector
- Travel & Tourism

NOTE: This is a partial list. Chile has more potential sectors for US companies. All sectors will receive a formal evaluation.

MISSION ITINERARY*

Monday, October 22

- Delegation departs Tampa Bay (overnight flight)

Tuesday, October 23

- Delegation arrives in Santiago and transfers to hotel for check-in
- Country Commercial Briefing by U.S. Embassy
- Welcome Dinner

Wednesday, October 24

- One-on-one Gold Key meetings
- Networking Luncheon
- Welcome Reception hosted by the U.S. Ambassador to Chile

Thursday, October 25

- One-on-one Gold Key meetings
- Free time for follow-up meetings
- Delegation departs Santiago (overnight flight)

* Subject to change

CUSTOMIZED ONE-ON-ONE MEETING STEPS

STEP 1

Meet with your local international expert to review your mission objectives.

STEP 2

Fill out Gold Key questionnaire so our sector specialists understand your requirements.

STEP 3

Sector specialist in Chile will review the questionnaire and provide a market assessment. Further in-depth discussion may take place to confirm your company's objectives.

STEP 4

You will receive a registration link once sector specialist approves the application. Limited spots available.

STEP 5

Eligible companies will be guided through grant application process.

STEP 6

Travel to Santiago to meet your potential buyers on a one-on-one basis.

MISSION COSTS AND REGISTRATION

TRADE/GOLD KEY PACKAGE

Grants may cover up to 100% of the Gold Key registration for qualified companies.

Primary Company Representative \$1500
Additional Representatives..... \$450 each

Pricing is for small size companies only (per USCS guidelines). Medium and large size companies please contact Global Tampa Bay team for pricing and details.

PACKAGE INCLUDES:

- Customized counseling on market entry/expansion strategy
- **Pre-screened one-on-one matchmaking appointments**
- Spanish/English Interpreter
- Country briefing by U.S. Embassy officials
- Admission to all mission events
- Airport transfers in country when traveling on official mission flights
- Ground transportation to all official mission events
- Each company may be assigned a vehicle and interpreter based on requirements.

Gold Key Service*: The U.S. Commercial Service will schedule one-on-one appointments with pre-screened Chilean companies that have expressed an interest in your product or service.

*Gold Key participation will be limited to Florida manufacturers, distributors, and service companies that best meet the participation criteria. Selection of these firms will be on a first come first-served basis. Final selection will be determined by the U.S. Commercial Officer after a review to ensure market suitability.

Enterprise Florida Gold Key Grants: Small Florida manufacturers and professional services providers may qualify for a Gold Key Grant from Enterprise Florida, which will reimburse 100% of the Gold Key Package registration fee for the Primary Company Representative.

As part of Global Tampa Bay's Gold Key Package, participants will have the opportunity to take advantage of the unparalleled trade facilitation services provided by the U.S. Commercial Service (USCS) in Santiago. The USCS will coordinate all one-on-one Gold Key appointments. The USCS offers a variety of products and services designed to facilitate U.S. exports.

DELEGATE PACKAGE

Each Delegate \$750

SPONSORSHIP OPPORTUNITIES AVAILABLE

PACKAGE INCLUDES:

- Country Briefing by U.S. Embassy officials
- Admission to all "group" mission events
- Airport transfers in country when traveling on official mission flight
- Ground transportation to all official mission events

NOTE: The delegate package does not include matchmaking and there will not be a separate agenda of activities for delegates. We encourage delegates to schedule their own individual appointments. LIMITED SPOTS AVAILABLE.

TRAVEL ARRANGEMENTS & ESTIMATED COSTS

Santiago Marriott Hotel \$185
 (Includes breakfast and internet access. Taxes are not included)

American Airlines RT Airfare from Tampa \$1013.81*
 (Tax and fee included)

*Limited Spots Available

**US citizens traveling to Chile require a valid passport.

REGISTRATION DEADLINES:

Trade/Gold Key Package, September 3, 2018
Delegate Package, September 7, 2018

NO REGISTRATIONS OR REFUNDS WILL BE ACCEPTED AFTER THE DEADLINES.

FOR MORE INFORMATION OR TO REGISTER, PLEASE CONTACT:

Steve Morey at smorey@tampaedc.com or (813) 518-2630
 Brent Barkway at bbarkway@pinellascounty.org or (727) 464-7411
 Devon Barnett at dbarnett@pascoedc.com or (813) 926-0827 ext. 227

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