

GLOBAL
TAMPA BAY



EXPORT SALES MISSION | FEBRUARY 24-27, 2025



MEXICO



Dear International Business Leader,

We are pleased to invite your participation in Global Tampa Bay's Export Trade Mission to Mexico City, Mexico from February 24 to February 27, 2025.

Mexico's market represents vast opportunity for Tampa Bay companies interested in increasing their footprint in the Latin American market.

U.S. goods and services trade with Mexico totaled an estimated \$855.1 billion in 2022, of which exports were \$362 billion. Mexico ranks as Port Tampa Bay's 4th largest export destination.

Tampa Bay companies are well-positioned to benefit from these opportunities. The Global Tampa Bay Export Trade Mission will provide you an excellent vehicle to initiate or expand your business profile in Mexico.

We encourage you to join this mission as we work together to expand our region's economic ties with this important Latin American trading partner.

Sincerely,

Bill Cronin | President & CEO
Pasco County Economic Development Council

Craig J. Richard | President & CEO
Tampa Bay Economic Development Council

Dr. Cynthia Johnson | Director
Pinellas County Economic Development Council

TOP 5 REASONS

Why Tampa Bay Companies Should Consider Exporting to Mexico:

- 1_ Mexico ranks as Port Tampa Bay's 4th largest export destination.
- 2_ Mexico is the 2nd largest economy in Latin America.
- 3_ Given Mexico's large, diversified market, most U.S. products can be sold successfully.
- 4_ Close cultural, social, and economic ties make Mexico a natural market to consider for first-time and expanding exporters.
- 5_ Florida's 3rd largest trading partner.



MISSION COSTS & REGISTRATION

TRADE PACKAGE

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

Primary Company Representative \$1,850
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.

Business Matchmaking Service*: In-market consultants will schedule one-on-one appointments with pre-screened Mexican companies that have expressed an interest in your product or service.

*Mission participation will be limited to Florida manufacturers 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 in-market consultant after a review to ensure market suitability.

As part of Global Tampa Bay's Business Matchmaking Package, participants will have the opportunity to take advantage of the unparalleled trade facilitation services provided by our expert consultants in Mexico City. They will coordinate all one-on-one appointments.

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 therefore we encourage delegates to schedule their own individual appointments.

TRAVEL ARRANGEMENTS & ESTIMATED COSTS

Hilton Mexico City Reforma

(Price per night, includes breakfast and wi-fi. Taxes are not included.)

*A limited number of spots are available.

NOTE: U.S. citizens traveling to Mexico require a valid passport.

REGISTRATION DEADLINES


Trade Package, January 14, 2025


Delegate Package, February 1, 2025


NO REGISTRATIONS OR REFUNDS WILL BE PROCESSED AFTER THE DEADLINES.

▶ FOR MORE
INFORMATION
OR TO REGISTER,
PLEASE CONTACT:

GetStarted@GlobalTampaBay.com

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(727) 464-7411

 **Brett Simons**
(813) 518-2668

 **Turner Arbour**
(813) 536-9834

Presented by:



In partnership with:



SELECTFLORIDA





SECTORS FOR U.S. EXPORTS

- ⌚ Aerospace
- ⌚ Agribusiness
- ⌚ Automotive Parts & Supplies
- ⌚ Cosmetics
- ⌚ Education & Training
- ⌚ Electric Power & Renewable
- ⌚ Energy
- ⌚ Environmental Technologies
- ⌚ Healthcare Products & Services
- ⌚ Medical Devices
- ⌚ Oil & Gas
- ⌚ Packaging Machinery Industry
- ⌚ Plastics & Resins
- ⌚ Safety & Security
- ⌚ Telecommunications Equipment
- ⌚ Transportation Infrastructure Equipment & Services
- ⌚ Travel & Tourism
- ⌚ Water & Waste Treatment Systems

NOTE: This is a partial list. Mexico has more potential sectors for U.S. companies. All sectors will receive a formal evaluation.

MISSION ITINERARY*

Monday, February 24

- Delegation Departs Tampa Bay
- Transfer to hotel for check-in
- Welcome mixer

Tuesday, February 25

- All Day: One-on-one business development meetings
- Networking opportunities
- Welcome reception hosted by the U.S. Ambassador to Mexico

Wednesday, February 26

- One-on-one business development meetings
- Networking Luncheon
- Free time for follow up meetings

Thursday, February 27

- Delegation Departs Mexico

CUSTOMIZED 1-ON-1 MEETING STEPS

STEP 1

Meet with your local Global Tampa Bay staff to review your mission objectives.

STEP 2

Fill out company questionnaire so our sector specialists understand your requirements.

STEP 3

Sector specialist in Mexico 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 receive a registration link once sector specialist approves the application. A limited number of spots are available.

STEP 5

Travel to Mexico City to meet your potential buyers or distributors.