U.S. Commercial Service

Opportunities in Central America Business Development Conference & Trade Mission

Costa Rica | El Salvador | Guatemala | Honduras | Nicaragua | Belize

Mission Overview

The U.S. Commercial Service is organizing a trade mission in conjunction with the Opportunities in Central America Business Development Conference in San Jose, Costa Rica on July 15-19, 2013. Trade mission participants will be able to take part in the conference and have business-to-business meetings in up to two of the following countries: Costa Rica, El Salvador, Guatemala, Honduras, and potentially Nicaragua and Belize. The mission is open to U.S. companies from a cross section of industries with potential for growth in Central America, but focusing on best prospects including construction equipment/road building machinery, medical equipment and devices, and safety/security.

2013 Opportunities in Central America Business Development Conference

The Conference will include a Central America focused business discussion consisting of regional and industry specific sessions as well as pre-arranged consultations with Commercial and Economic Officers representing commercial markets throughout the region.

Why Central América?

- Central America is a growing market for United States exports, and U.S. products are highly accepted in the region with almost 40 million potential buyers. In 2011 the U.S. exported over $31 billion worth of goods to the Region.
- Central America is yet to fully develop its domestic manufacturing capabilities and therefore depends on a high proportion of imports. 50% of the Region's Imports come from the United States.
- FTA with the U.S. - CAFTA-DR benefits such as 80% of U.S. Manufactured exports enter Duty-Free; Low tariffs (1-17%) for products for remaining products; equal access to services market, such as telecommunications & insurance; and improved business & investment climate.
- Dollar is accepted and English is widely spoken in business environment.
- Ongoing infrastructure development (roads, ports, airports) fostered by Multilateral Development Banks, IDB, CABEI, World Bank, and foreign development agencies or assistance programs such as: USAID, MCC, JICA, and GIZ.
- Strong ties with the U.S. and commitment towards development and security through Millennium Challenge, USAID, Partnership for Growth, CARSI, INL.
- U.S. Commercial Service presence to provide international business development assistance to meet the most critical needs of export-ready U.S. companies.

Apply Now, Space is Limited!

Export.gov

Date: July 15-19, 2013

Venue: San Jose, Costa Rica

With potential visits to El Salvador, Guatemala, Honduras, Nicaragua, and Belize

Deadline to Register: May 17, 2013

Cost:

Conference plus B2B Meetings in One Country

- **$2100** for small and medium enterprises (<500 employees)
- **$3100** for large firms

Conference plus B2B Meetings in Two Countries

- **$2800** for small and medium enterprises (>500 employees)
- **$3800** for large firms

Mission fees include the Conference registration fee of $450.

- $300 for each additional firm representative (large firm or SME).

Expenses for travel, transportation, lodging, most meals, and incidentals will be the responsibility of each mission participant.

Questions? *Please contact Jessica Gordon at Tel: 601-373-0784 or Email: Jessica.Gordon@trade.gov.*

U.S. Commercial Service—Connecting you to global markets.

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United States of America Department of Commerce