



Development Services Agency



# Trade Mission to Brazil and Colombia

March 23–30, 2019

The Great Lakes St. Lawrence Governors & Premiers, in partnership with the Ohio Small Business Development Center Export Assistance Network and the Ohio Development Services Agency, invite you to take part in a trade mission to Brazil and Colombia in March 2019. The goal of the mission is to help Ohio companies export products and services to Brazil and Colombia.

### Why Should I Participate?

- Brazil is the eighth-largest economy in the world and home to Latin America’s largest aerospace, automotive, oil and gas, mining, capital goods, medical equipment and chemical industries.
- Brazil has a natural affinity for the United States and a high regard for U.S. products, brands and technology.
- The U.S.-Colombia Free Trade Agreement eliminated import tariffs on 80 percent of U.S. exports of consumer and industrial products to Colombia.
- Colombia’s infrastructure projects will generate demand for construction equipment for public roads and airports, transportation equipment, security and defense items and services, and mass transit systems.

### What Should I Expect?

- In-advance market research: Valuable market research, including industry-sector information and prospective company profiles.
- One-on-one business matchmaking: Customized business meetings with prospective agents, distributors or buyers in each city.
- Extensive in-country assistance: Logistical support, including driver and interpreter.

### Trade Mission Itinerary:

	A.M.	P.M.
March 23	Depart U.S. for Sao Paulo, Brazil	
March 24	Arrive in Sao Paulo	Country briefing and networking dinner
March 25	Individual appointments in Sao Paulo	
March 26	Individual appointments in Sao Paulo	Informal dinner
March 27	Travel to Bogota, Colombia	Country Briefing
March 28	Individual appointments in Bogota	
March 29	Individual appointments in Bogota	
March 30	Depart for U.S.	

### Registration and Mission Fees

Registration deadline is January 22, 2019

Mission Participation Fee: \$1,500 (each additional participant \$500)

Includes group ground transport, networking events, briefing, logistical assistance, individual ground transport and an interpreter.

Airfare, hotel and meals are not included.

### Market Research/Appointment Setting Fees

Brazil: \$2,650 Colombia: \$2,650

Ohio IMAGE/STEP funding may be available to help offset trade mission fees and travel costs.

### For more information, please contact:

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U.S. Small Business Administration

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 SBA language: The Ohio Small Business Development Center (SBDC) Program is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Development Services

Agency. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance. Contact SBDC at (614) 466-2711 or at our website: [www.sbdc.development.ohio.gov](http://www.sbdc.development.ohio.gov).

