ENTERPRISE FLORIDA, INC.
JOIN AN EXPORT SALES MISSION TO
SAN JOSE, COSTA RICA  |  FEBRUARY 26 – MARCH 1, 2018
Dear International Business Leader:

I am pleased to invite your participation in Enterprise Florida’s Export Sales Mission to San Jose, Costa Rica from February 26 to March 1, 2018. Costa Rica’s market represents vast opportunity for Florida companies interested in increasing their footprint in the Central American market. Facilitated by the U.S.-Central America Free Trade Agreement, the U.S. has become the chief trading partner for Costa Rica and exporters benefit from reduced tariffs and barriers. Florida is the hub of this vigorous bilateral trade. Trade between the U.S. and Costa Rica totaled $10.2 billion in 2016, where Florida was the leading state in two way trade. Costa Rica ranks as Florida’s 12th largest merchandise trading partner with nearly $3.6 billion in total trade and nearly $2.5 billion in exports alone in 2016.

Florida companies are well-positioned to benefit from these opportunities. The Enterprise Florida Export Sales Mission will provide you an excellent vehicle to initiate or expand your business profile in Costa Rica. I urge you to join this mission as we work together to expand our state’s economic ties with this important Central American trading partner.

Sincerely,

Stan Connally
Chairman, President and CEO – Gulf Power
Vice Chairman – Enterprise Florida

MISSION ITINERARY*

Monday, Feb. 26
- Delegation departs Florida
- Transfer to hotel for check-in
- Welcome reception

Tuesday, Feb. 27
- Country Commercial Breakfast Briefing by the U.S. Embassy staff
- Gold Key one-on-one appointments
- Networking reception hosted by the U.S. Ambassador to Costa Rica

Wednesday, Feb. 28
- All Day: Gold Key one-on-one appointments

Thursday, March 1
- Delegation departs Costa Rica

*Itinerary subject to change
BEST EXPORT OPPORTUNITIES

The industry sectors listed below provide the best opportunities for exports from the United States to Costa Rica. Given the recent easing of import restrictions, there are many promising prospects and interested companies should know that the list below is not exclusive. There are many ample opportunities that may not be explicitly listed. If your industry is not mentioned below, please contact us for a no-obligation assessment.

Leading sectors for Florida exports to Costa Rica include:

- Medical Device Manufacturers
- Civilian Aircraft, Engines, and Parts
- Building and Construction Equipment
- Automotive Parts/Service Equipment
- Renewable Energy
- Food Packaging
- Hotel and Restaurant Equipment
- Beauty Products Manufacturer
U.S. COMMERCIAL SERVICE IN SAN JOSE, COSTA RICA

As part of EFI’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 San Jose. 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 and foreign direct investment opportunities.

Option 1: GOLD KEY PACKAGE – 2 DAYS

- First company representative $1,250† (limited to 20)
- Additional company representative $500

Package includes the following:

- **Gold Key Service**: The U.S. Commercial Service will schedule one-on-one appointments with pre-screened Costa Rican 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.

**GRANTS**: EFI will offer a limited number of Gold Key Matchmaking one-on-one appointments through the USCS for participating Florida companies. The price of this service is $1,250. However, small and midsized Florida manufacturers and eligible high tech companies and professional service providers may qualify for a **Gold Key Grant**, which will offset 100% of the Matchmaking Registration fee for the first company representative. A separate application process will be required for this grant. Additional company representatives will be charged a $500 fee.

Option 2: DELEGATE PACKAGE †

- Delegate $600 per person

Delegate package does not include any one-on-one appointments.

**Package includes the following:**

- Admission to all mission events
- Airport transfers in country when traveling on official mission flights
- Ground transportation to all mission events.

† Note: This option encourages delegates to schedule their own individual appointments and activities during their free time.

TRAVEL ARRANGEMENTS

- **Express Travel**, an independent travel agency, will coordinate all airline reservations. Special group discounted airfare rate has been negotiated for this event. Mission participants are expected to travel as a group and must do so in order to use ground transportation. For additional travel guidance, please contact Express Travel: (305) 341-1200.

  The official mission hotel will be the Real InterContinental San Jose. A special group discounted hotel rate has been negotiated for this event. During the registration process a link to access this rate will be sent and the participant will be responsible for the booking. For additional guidance, please contact Emilio Cordoba, U.S. Embassy or Denis Segura, Real Intercontinental San Jose.

**ESTIMATED TRAVEL COSTS:**

- **HOTEL**: Single or Double $140/night (including breakfast, taxes and internet)
- **FLIGHTS**: (Estimated costs)
  - Roundtrip airfare from Miami to San Jose, Costa Rica $410.00 +tax

FOR DELEGATES

The Delegate Package does not require a review and, therefore, registration and payment will be processed upon receipt of registration forms. The registration fee is $600 per person.

CANCELLATIONS

Cancellations prior to January 26, 2018 must be made in writing and sent to Alejandra Henao at ahenao@enterpriseflorida.com. NO VERBAL cancellations will be accepted. For a full refund, cancellations must be received by January 26, 2018.

Contact Alejandra Henao for further details: 305-808-3670 or ahenao@enterpriseflorida.com.

MISSION REGISTRATION | 305-808-3660

Gold Key Registration Deadline: January 9, 2018 | Delegate Package Registration Deadline: January 26, 2018

*Registration will not be considered final until ALL event & travel registration forms and payment have been received.*