

San Jose, Costa Rica

Ciudad de Guatemala

SAVE THE DATES!

JOIN SELECTFLORIDA FOR AN EXPORT SALES MISSION TO COSTA RICA AND GUATEMALA

Dates: May 5-9, 2025

Cities: San Jose, Costa Rica and Ciudad de Guatemala, Guatemala

SelectFlorida invites Florida-based manufacturers and professional service providers to attend the Export Sales Mission to Costa Rica and Guatemala.

Costa Rica's proximity to the United States and the benefits of the CAFTA-DR Free Trade Agreement are critical in helping facilitate U.S. exports. With Caribbean ports of entry, U.S. exporters can typically ship products from Florida to Costa Rica in less than a week, and can easily travel to meet with sales representatives, distributors, or end-user clients within the same day. The large American expat population and the use of the English language are viewed as key advantages for U.S. firms doing business in Costa Rica.

Guatemala's economy is the largest in Central America, with a GDP in 2022 of \$95 billion. The macroeconomic situation in the country remains solid and includes a stable exchange rate and a low public debt. The Guatemalan market is competitive and price-sensitive. U.S. brands enjoy a good and long-standing reputation in the market for superior quality, and for offering the after-sales support that competitors may not supply. As a signatory member of CAFTA-DR, Guatemalan importers and business representatives of U.S. products obtain CAFTA-DR benefits for their products when conducting business with the United States.

Florida companies can participate in pre-screened, one-on-one business meetings with local companies interested in their product line. All meetings are organized in coordination with the U.S. Commercial Service in each country. Mission participants will also benefit from networking events that will bring in more businesspersons outside the scheduled appointments and logistical support provided by SelectFlorida with potential buyers, distributors, and representatives from these sectors.

Best trade opportunities for Florida companies include, but are not limited to:

- Agricultural Equipment and Technology
- Automotive Aftermarket and Accessories
- Banking and Insurance
- Clean Energy
- Construction Equipment and Services
- Construction and Infrastructure
- Cosmetics
- Defense and Security
- Education
- ICT Solutions
- Medical Devices and Pharmaceutical
- Processed Food Products
- Restaurant and Hotel Equipment
- Safety and Security Equipment
- Travel and Tourism

SelectFlorida is offering Gold Key/Matchmaker Grants to qualified companies that will offset a portion of the matchmaking registration fee for the first company representative.



For additional information, please contact:

Fernando J. Ramon

Tel: +1 (786) 742-1405

Email: Fernando.Ramon@SelectFlorida.org



www.SelectFlorida.org