



ENTERPRISE FLORIDA, INC.

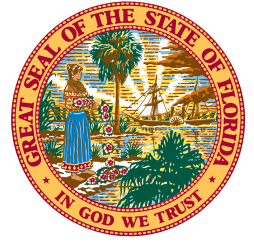
JOIN AN EXPORT SALES MISSION TO
SANTO DOMINGO, DOMINICAN REPUBLIC
NOVEMBER 13–16, 2018



Organized by Enterprise Florida, the official economic development organization for the state of Florida.



AN INVITATION FROM FLORIDA SECRETARY OF COMMERCE PETER ANTONACCI



Dear International Business Leader,

I am pleased to invite your participation in Enterprise Florida's Export Sales Mission to Santo Domingo, Dominican Republic from November 13-16, 2018.

The Dominican market represents vast opportunity for Florida companies interested in increasing their footprint in the Caribbean market. Facilitated by the U.S.-Central America Free Trade Agreement, the U.S. has become the chief trading partner for the Dominican Republic and exporters benefit from reduced tariffs and barriers. Florida is uniquely positioned as the hub of this active and growing bilateral trade market.

Bilateral trade between the U.S. and the Dominican Republic totaled \$12.5 billion in 2017, where Florida was the leading state for two-way trade. Florida exported approximately \$3.0 billion in merchandise to the Dominican Republic in 2017.

Florida companies are well-positioned to benefit from these opportunities. This Enterprise Florida Export Sales Mission will provide you with excellent opportunities to initiate or expand your business profile in the Dominican Republic

I encourage you to join this mission as we work together to expand our state's economic ties with this important Caribbean trading partner.

Sincerely,

Peter Antonacci
Florida Secretary of Commerce
CEO of Enterprise Florida

*Governor Rick Scott,
Chairman*

*Joe York,
Vice Chairman*

ORLANDO

800 North Magnolia Avenue
Suite 1100
Orlando, Florida 32803
T 407-956-5600

MIAMI

201 Alhambra Circle
Suite 610
Coral Gables, Florida 33134
T 305-808-3660

TALLAHASSEE

101 North Monroe Street
Suite 1000
Tallahassee, Florida 32301
T 850-298-6620

MISSION ITINERARY*

Tuesday, Nov. 13

- Delegation departs Florida
- Transfer to hotel for check-in
- Welcome reception

Wednesday, Nov. 14

- Country Commercial Breakfast Briefing by the U.S. Embassy staff
- All day: Gold Key one-on-one appointments
- Networking reception hosted by the U.S. Ambassador to Dominican Republic



Thursday, Nov. 15

- Half day: Gold Key one-on-one appointments

Friday, Nov. 16

- Delegation departs Dominican Republic

**Itinerary subject to change*

BEST EXPORT OPPORTUNITIES

This Export Sales Mission will provide your company with an excellent opportunity to enter or expand your business in the Dominican Republic. The industry sectors listed below provide the best opportunities for exports from the U.S. to the Dominican Republic:

- Air Conditioning and Refrigeration Equipment
- Automobile Parts and Services
- Building Products
- Hotel and Restaurant Equipment
- ICT & Services / Computers and Peripherals
- Medical Equipment
- Printing and Graphic Arts Equipment
- Renewable Energy
- Safety and Security Equipment and Supplies
- Sporting Goods
- Telecommunication Equipment



U.S. COMMERCIAL SERVICE IN SANTO DOMINGO, DOMINICAN REPUBLIC

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 Santo Domingo. 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 **\$1,400**
(Limited to 20.)

Second Company Representative **Free**

Third Company Representative **\$500**

Package includes the following:

- **Gold Key Service***: The U.S. Commercial Service will schedule one-on-one appointments with pre-screened Dominican companies that have expressed an interest in your product or service. Interpreter services will be provided.

*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.

Gold Key Registration Deadline: September 14, 2018

OPTION 2: DELEGATE PACKAGE*

Delegate **\$500 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.

Delegate Registration Deadline: October 10, 2018

For Delegates: The Delegate Package does not require a review, therefore, registration and payment will be processed upon receipt of registration forms. The registration fee is \$500 per person.

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 \$1,400, however, eligible small and mid-sized Florida manufacturers and professional service providers may qualify for a **Gold Key Grant** which will **offset 100 percent of the Gold Key Package fee** for the first company representative. A separate application process will be required for this grant.

TRAVEL ARRANGEMENTS

Express Travel, an independent travel agency, will coordinate all airline reservations. A 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 Santo Domingo. A special group discounted hotel rate has been negotiated for this event. For additional guidance, please contact Alejandra Henao from Enterprise Florida.

ESTIMATED TRAVEL COSTS:

HOTEL (including breakfast, taxes, and internet)

Standard Single or Double Accommodation US **\$231/night**

AIRFARE (estimated cost)

Round-trip airfare from Miami to Santo Domingo US **\$480.00**

CANCELLATIONS

Cancellations prior to **October 12, 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 **October 15, 2018**.

MISSION REGISTRATION: (305) 808-3670

GOLD KEY REGISTRATION DEADLINE: SEPTEMBER 14, 2018

DELEGATE PACKAGE REGISTRATION DEADLINE: OCTOBER 10, 2018

FOR FURTHER DETAILS AND REGISTRATION FORMS, PLEASE CONTACT:

Alejandra Henao | ahenao@enterpriseflorida.com | (305) 808-3670

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