



## Opportunities in Colombia

The United States is Colombia's largest trading partner, representing almost 29% of total Colombian imports as recently as 2016. The strong bilateral relationship was cemented in 2012, with the elimination of tariffs on over 80% of U.S. industrial goods exports to Colombia through a free trade agreement. With approximately 49 million inhabitants, Colombia is the fourth largest economy in Latin America, and has been on an upward trajectory of economic growth in recent years. In May 2018, the country gained membership into the OECD.

The top opportunities for Virginia exporters in Colombia include:

- Automotive Parts
- Defense and Security
- Electric Power and Renewable Energy
- Food Processing Equipment
- Infrastructure
- Medical Equipment
- Oil and Gas Equipment
- Mining Equipment

## Trade Mission Details

**Dates:** October 1 - 5, 2018

**Fee:** \$2,500 (fee does not include airfare, lodging and meals)

**Registration  
Deadline:** August 2, 2018

### Questions?

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*"The people we were able to meet with as a result of this trade mission were high level decision makers that typically take us a long time to reach. The research and insights gained on this trip will help us keep our competitive advantage!"*

- Trade Mission to the United Kingdom

*"This trip turned out to be an excellent opportunity to build relationships with five qualified Mexican companies that can and will support my business going forward."*

- Trade Mission to Mexico

*"The trade mission to Colombia was one of the best events we have attended. The meetings matched our search criteria, we were productive in our efforts to obtain new client contacts, and we gained new insight into our industry in Colombia."*

- Trade Mission to Colombia

*"I have visited Saudi Arabia before, but the success I had in this trip was above and beyond our expectations. We have a few opportunities that may result in business. We are now developing proposals and evaluating partnerships."*

- Trade Mission to Saudi Arabia