



# UNITED STATES MINORITY CHAMBER OF COMMERCE

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## Special Report

### **The U.S Minority Chamber of Commerce, Trade Tour promoting the importance of FTA between Colombia & U.S.**

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**By Doug Mayorga/ President & Founder**

**Date:** June 19 to June 27, 2011

**Cities:** Bogota, Cali, Medellin and Armenia

#### **Brief Introduction**

Our opening remark about How to do Business in the United States during the Entrepreneurship Conference organized by the U.S MCC in Cali, Colombia. Our speech was focusing about potential opportunities providing further insight into the range of issues covered in the near FTA with Colombia marketplace, and the extremely importance to move forward better channel between U.S Buyers and Colombian counterparts.

Also, I spoke about an exclusive event begging a globalization platform of the U.S Minority Chamber of Commerce organizing the America's Minority CEO Leadership Summit to be August 12-14, 2011 at the Resort Club Ocean Reef in the City of Key Largo, Florida, where over 200 CEO of the Americas will join to establish relations and opportunities based of the Globalization and the Growth in Free Trade Agreements, particularly FTA with U.S. and Colombia.

The rapid pace of globalization is confirmed by the statistics for international trade and investment. Although it is more difficult to keep track of the international flow of capital, information and human resources, there has clearly been an increase which also contributed to the pace of globalization, innovations and a close encounter with leaders around the world is the key world of the America's Minority Leadership Summit 2011.

During our tour around the country we had a visit to 20 different organizations, organized our international center for the Minority Chamber of Commerce in Bogota and Cali. This is a great step to facility information, logistic, contacts and support to generate trade, investment and a deep understanding of our mission to provide potential business opportunities. Now begging July 1, 2011, the Minority Chamber of Commerce is pleasure to announce our operation in Colombia to facility business.

## COLOMBIA OFFICE DIRECTORS

Doug Mayorga, Dr. Carlos Canencio, National Director, Dr. Mike Quintero, Operations, Dr. Jose Rivera director for Bogota



### What we expecting to achieve:

1. Establish our own information center in Bogota, Barranquilla, Medellin and Cali to assist U.S. Minority Companies to gain access to Colombia marketplace, and to assist Colombian companies to establish their companies in U.S.
2. Confirmation of participation from the Vice President of Colombia, **Angelino Garson**, to be our Keynote Speaker during the America's Minority CEO Leadership Summit 2011.
3. Confirmation of participation of municipality federation from Colombia with 65 mayors of the most important cities in the country in our America's Minority Leadership Summit 2011
4. Confirmation of participation of the Cali Chamber of Commerce, board of directors , corporate exporters and importers , with interest to increase trade in favor to U.S. minority companies.
5. Confirmation of participation of 10 Senators and Governors from Colombia government related to FTA potential opportunities and obtains a better understanding in some issues affecting trade relations between U.S. and Colombia.
6. Economic development organizations with interest to establish potential ties with their counterpart in the United States to exchange information and create synergy to open more trade.
7. Business associations in Colombia for petroleum, energy , water exploration, security, auto parts, light manufacturing, health & science, telecommunication and other infrastructure development like road, bridge , port and airport.

I must say too that the high level of interest - over one hundred participants - has been very gratifying and a list of 105 delegates from Colombia will be attending our Summit this August 12-14. A number of participants have remark that America's Minority Leadership Summit (**AMLS**) is produce in a right time with a right people in a very well timed.

Perhaps the most important message I have say from the **AMLS**, is that the main motivation for concluding an FTA between Colombia and U.S. has to rest on the judgment that such an agreement will bring clear-cut trade and economic benefits to both sides.

As a global director for Minority chamber of commerce promoting minority companies, "the President Obama make a call about to increase trade", and we need to realize this with the sign in of the FTA with Colombia. Obviously there are other significant benefits that might derive from an FTA with Colombia, and I will touch on them very clearly about understanding the potential, but, first and foremost, the feasibility study has to establish a clear trade and economic rationale for an FTA for both sides. That central judgment about the likely trade and economic benefits of an agreement should remain the primary focus of the U.S. Government's consultations with the private sector, most minority companies, thousands of U.S small companies have been separating of consensus and collaboration to be part of this endeavor. During our presentation in the first Entrepreneurship Conference in the City of Cali, Colombia, last Saturday June 25, in a TV circuit network at the Valle of Cauca and more of 5000 attendees, received solid information about the importance sign in the FTA as soon as possible between Colombia and U.S.



***"Since we started our business diplomacy in Colombia, we have made extraordinary strides in potential relations with Colombia. We are lifting forgotten communities, creating exciting new opportunities, and helping small business ties—bottom line we are in business. After years of stagnation, the U.S MCC is once again experiencing strong economic growth. Trade and investment are increasing and has added more than 10, 000 new companies in global trade, and with Colombia is a priority to connect and empower small & medium business to the next level". Doug Mayorga, CEO of the U.S MCC***

***Doug Mayorga, presentation about the importance to sign in the FTA with the United States of America.***



In our congress we have undertaken the most extensive regulatory reduction to facility more business opportunities and create new companies, like in many countries. As the one of top public official in the Congress. I pledged to eliminate two unnecessary regulations for every one new regulation for business. We have succeeded beyond our highest expectations. We are working for a new generation of entrepreneurs to put together energy and new ideas through innovation", Our host, Mr. Roberto Ortiz, Vice president of the Colombia's congress

***Senator Roberto Ortiz, speaking about creation of small businesses resource and mentoring programs for youths entrepreneurs among potential ties with Minority Chamber of Commerce in Cali, Colombia***



***“On behalf of my nation, I am here today to represent the interests of the Colombian’s entrepreneurs, and to affirm Colombia’s friendship and partnership in building a better relationship with the United States. Like all business leaders represented at this forum, Colombia need and hopes for a future in which everyone can prosper in my country, and every child can grow up free from violence, poverty, and fear”, Mr. Angel Garzon, Vice President of Colombia***

From Left to Right: Colombia’s Vice President , Angelino Garzon, Senator, Roberto Ortiz, and Governor of Valle Cauca, Francisco José Lourido, Senator, Santiago Castro, Doug Mayorga and senators from different communities in Colombia. As I've already said, for both U.S. and Colombia an FTA would need to balance the wealth of opportunity across our specific economic, trade and investment interests with a realistic approach to challenges.



***“Our mission is selling more of our U.S goods and services and is crucial under mutual prosperity relationship, helping small businesses, and keeping the United States ahead of its global competitors. The U.S MCC wants to negotiate trade and investment agreements that are fair and accountable, that create a level playing field, and that put rules, clear rules .Trade policy can and must benefit all consumers and businesses, including small businesses, which represent 98% of all U.S Minority Exporters”, Doug Mayorga***

Doug Mayorga, going on from the direct trade and economic benefits explained that an FTA would be an obvious political sign of the strength of both nations. It would also serve to develop both shared interest in developing pan-regional infrastructure, intra-regional trade and a prosperous, peaceful and stable Colombia partner.



The event was conceived as the nexus at which all sectors – public, private and nonprofit – would come together under the common vision of dramatically expanding small & medium business’ economic opportunities globally through exchanges of working solutions and creative strategies forged by leaders in Colombia. It is a business Summit, whose ‘business’ focus in trade and investment advancement between two partners: Colombia-U. S

Senators, Mayors and Corporate leaders from Colombia



*More of 5,000 attendees during the conference trade and development last Saturday June 25 at the city of Cali, Colombia. In short, an FTA could become the means of strategically positioning our relationship for the long term, providing a formal arrangement between our two governments which would foster the growth of a wide-ranging and mature relationship for the future. Small businesses are waiting for U.S. trade and services.*





*Senators, Mayors and business key players from Colombia during national hymn ceremony. These key players manage Agriculture Committee Colombian senate; Agriculture is an important sector for both our countries and one which we see as crucial to our FTA in favor agenda. With Colombia's comparative advantage in broad acre production, we suggested that there is significant potential for U.S. Technology, raw material, heavy and light machinery to expand their exports.*



The International event gave a good experience with the U.S MCC 's delegates practical advice, invaluable resources and the contacts needed to grow their business and begin the next step of their export journey to Colombia. The Bi-Annual Summit presented the subjects most relevant to **U.S-Colombia** business relations. Providing insights into these key topics through panel discussions, keynote speakers and opportunities for discussion with other attendees. The Conference was high level event for business leaders, corporate affairs and public policy professionals and is an exceptional opportunity to network with people from

*Vice President Garzon, Senator Ortiz, her wife and Governor Laurido from Valle of Cauca.*

## Dynamism and Opportunity in Colombia

Another strong theme emerging through our presentation during our tour in Colombia was that Colombia has an increasingly important position and role in global affairs, a diversity of commercial capacities and interests, and seemingly unstoppable dynamism.

According to our consultation more of 5000 Colombian companies establish a trade with China with more of \$5 billion dollars in consumer products from that country. China government have flexible in VISA for entrepreneurs, very open market and access to China products immediately.

We need to stop this development that is prejudiced to U.S. small and medium size export companies. We make a call to U.S. Government to be flexible with U.S. Visa for Colombian entrepreneurs, is necessary to make a pre-review prospect for those potential seriously to do business in the United States, under responsibility and coordination with Minority Chamber of Commerce.

Increasing disposable incomes are giving Colombia's population unprecedented access to consumer goods and professional services. Several speakers have noted that Colombia is well-placed to supply different products like Auto Part, Health device, Construction, Security, Office Equipment, and other specialize commodities like infrastructure development, water exploration, low housing tech and telecommunication, and other fields, and services into the rapidly growing consumer and business markets.



## UNITED STATES MINORITY CHAMBER OF COMMERCE

# Potential and Development

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As I've already said, for both U.S. and Colombia an FTA would need to balance the wealth of opportunity across our specific economic, trade and investment interests with a realistic approach to potential challenges. For Example, Colombia's mining and energy sector already has substantial and rapidly expanding trade and investment interests with U.S. technology. Particularly in Putumayo region in Colombia, where more of 100 new oil potential was discovery is ready for exploration.

This is a target with potential opportunity for U.S. companies. Future prospects for trade in this sector are obviously very positive. While minerals and energy companies do not face serious obstacles in the U.S. market, they seem to support an FTA for more general reasons.

While some U.S. companies have been successful in expanding their operations in the Colombia market, there remain a number of issues which restrict the capacity of foreign companies to operate freely.

## Our Conclusion to our Trade Tour Promotion

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The Colombia economy holds enormous prospect for U.S. service providers in the fields of education, legal, insurance, banking, tourism and telecommunications, construction and logistics. With 10 per cent of the Colombian population now estimated to be entering, demand for professional services is expected to grow rapidly. Colombia is already our largest market for education services - but the potential remains enormous as the economy and incomes continue to grow.

I think the Trade Tour has also very helpfully considered the question of Colombia's Market Economy Status, in particular clarifying that by Market Economy Status we do not mean to claim that Colombia is a market economy per se. But, is a huge marketplace to be capitalize and assist with opportunities, also has provided an excellent opportunity for the business community, government and other interested parties to hold open and robust discussions on the full range of important issues currently being considered in the context of the FTA between U.S. and Colombia.

The discussions have been invaluable and will greatly assist us advance the study process. We remain committed to strongly engage with minority business and all stakeholders, and look forward to continued close cooperation ahead with U.S. Government representatives in Colombia. I would like to thank those who have taken time to submit detailed and thoughtful submissions. I would also like to once again invite - indeed urge - others in the business community to make submissions.

In conclusion, let me say we are gratified by the high-level of interest shown in the conference for the America's Minority Leadership Summit and the quality contributions all participants have brought to the proceedings. It is also through the generosity of the business community that we have been able to hold this excellent conference. Thank you to our Colombian guests, And finally, many thanks to Dr. Carlos Canencio our National Director for Colombia and his colleagues at the FTA Studies Centre for their ongoing commitment to quality public debate on important business issues in Colombia.



Mayor from Toboá, Tucumayo



U.S MCC leaders from Colombia and Vice Presidente Garzon



Visiting Federation of Municipalities in Bogota



Minority Chamber of Commerce in Colombia Executives



***Colombia is so beautiful!***