Trade Mission to Mexico: Construction Industry
IMPACT PROJECT for the PACIFIC ALLIANCE COUNTRIES
June 5-7, 2017

MARKET: Mexico ranks second among top markets for US exports. Mexico’s overall construction industry is expected to grow at 4.8% annually through 2018 driven by growth in the infrastructure market in line with government measures to enhance transport infrastructure. Ranked 38th in the World Bank Ease of doing business Index.

Requirement to Participate in Trade Mission-Mexico:

- “Made in USA” products
- Have market potential, assessed by U.S. Commercial Service.
- Any size company from any U.S. State.
- Industries: Construction equipment, technologies, suppliers, software, conveyors, underground construction, dust control, chemicals and machinery.

Trade Show Itinerary
- June 5- Arrive in Mexico-Briefing
- June 6- Trade Mission Appointments
- June 7 –Trade Mission Appointments

Services provided by IMPACT Project thru the U.S. Commercial Service in Mexico:

- One-To-One, Private, B2B Business Matchmaking and Business briefing
- Interpreter and meeting space available
- IMPACT concierge services available for travel
- Briefing by US Embassy
- Free Spanish Translation of up to 4 pages of brochure and business cards
- Travel with Latin American experts
- Travel grants available through SBA’s STEP grants and IMPACT funding.

* Trade Mission Fee

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<th>Before March 31, 2017 -</th>
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STEP Export Funding in Your State: https://www.sba.gov/managing-business/exporting/step

IMPACT PROJECT Funding: $500 for eligible companies assessed by the U.S. Commercial Service as having market potential in Mexico.

Register and pay online at www.sbdc.duq.edu/impact to complete both the Participation Agreement and the Success Agreement forms. Make check payable to Duquesne University SBDC.
Mail to: Brent Rondon, Duquesne University SBDC, 600 Forbes Ave, Pittsburgh, Pa. 15282. Tel. 412-396-5670. rondon@duq.edu or duqsbdc@duq.edu
INFO: www.sbdc.duq.edu/impact

Deadline to apply: April 28, 2017

Sponsored by
Duquesne University SBDC, through funding by the U.S. Department of Commerce, Market Development Cooperator Program (MDCP) International Trade Administration
Trade Mission to Mexico: Construction Industry
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June 5-7, 2017

Criteria for Accepting Companies for Trade Mission- Mexico, June 5-7, 2017

1) Must serve the following industries:
   a. Construction
   b. Infrastructure
   c. Power Generation Equipment Manufacturers
   d. Engineering Firms

2) Prefer the following product categories and supplies:
   - Environmental control
   - Engineering services and machinery
   - Consulting on improving productivity
   - Process Control
   - Computer software and Hardware
   - Electrical – Power Generation
   - Fire Fighting Equipment
   - Safety Equipment
   - Underground Construction

3) Must be products made in USA

   IMPACT Project – Infrastructure Consortium USA.

Contact: Brent Rondon
Duquesne University SBDC
Tel. 412-396-5670
rondon@duq.edu

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Trade Mission to Mexico: Construction Industry
IMPACT PROJECT for the PACIFIC ALLIANCE COUNTRIES
June 5-7, 2017

Participation Agreement

Mail to Duquesne University Small Business Development Center (SBDC) 600 Forbes Ave. Rockwell Hall-108, Pittsburgh, PA 15282. Tel. 412-396-5670. Fax. 412-396-5884. Brent Rondon. rondon@duq.edu. Make checks payable to Duquesne University SBDC: ($2100 or 2400). You can also register and pay online at www.sbdc.duq.edu/impact. Registration and payment must be received by April 28, 2017. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

Company Name

Address

City State Zip

Telephone Fax Web

Contact Person Title

E-mail

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in this Trade Show:

- Only Products of 51% US content and/or value-added products may be represented as part of the IMPACT participating company's products/services.
- No foreign produced items may be included, except items from foreign countries that have been processed or value-added in the U.S.
- The participating company must have an office and staff or manufacturing facility in the U.S.
- Cancellations: No refunds will be issued after April 28, 2017. Cancellation before April 28, 2017 should be in writing to Brent Rondon at rondon@duq.edu. Trip cancellation insurance is available at extra cost.
- All participating companies must provide results attained through participation in the Trade Show to the Duquesne University SBDC. "Initial Results" are any estimated sales amount defined by the sales representative the company met at the show followed by Actual Sales when they occur. We use this information to track progress in the market.
- Participating companies assume all risks of participation in this Trade Mission.

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<tr>
<th>Company Authorized Representative</th>
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Title Date

Payment Enclosed of $___________________

www.sbdc.duq.edu/impact
SUCCESS AGREEMENT

Welcome to IMPACT's Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers, an exciting program to assist you to increase exports which is partially funded through the U.S. Dept. of Commerce Market Development Cooperator Program. We are delighted to have you join the initiative!

The purpose of this grant funded program is to increase U.S. exports to Pacific Alliance countries. It focuses on manufacturers who supply the construction industry. We will prepare you to enter this market through a variety of mechanisms tailored to your needs. Among the benefits which will be available to you are: translation to Spanish up to a four page brochure and product label description; Orientation to the Pacific Alliance markets with hands-on assistance; Matchmaking with agents, distributors or direct purchasers through a trade mission coordinated in partnership with the US Commercial Service Gold Key service; attendance at a major industry trade show during the trade mission; interpretation and group transportation services and assistance with sales follow-up.

As a participant, you will be responsible, quarterly, for submitting success information such as dollar value and number of Pacific Alliance bound export sales (deliveries or contracts for goods or services), joint ventures established and similar measures of achievement throughout the course of the program. Reporting will be conducted through quarterly surveys. We are obligated to American tax payers to report this information. This information is confidential. The International Trade Administration does not share your success information unless you expressly agree to it. To confirm your commitment, please read the following Success Agreement statement and sign and date in the designated area.

By signing below, I finalize my commitment to the IMPACT Opening Doors to the Pacific Alliance Countries for U.S. Manufacturers Market Development Cooperator Program and agree to provide success information I have achieved during the program duration.

I certify that I am, that my company is, or that I or my company represents: (a) a United States citizen; (b) a corporation, partnership or other association created under the laws of the United States or of any State; or (c) a foreign corporation, partnership, or other association, more than 95 percent of which is owned by persons described in (a) and (b) above; AND I am, my company is, or the entity I or my company represents is, exporting, or seeks to export goods or services produced in the United States, or goods or services that contain at least 51 percent U.S. content. I understand that this certification is a requirement to participate in the MDCP project activity described above and that an intentionally false certification may result in termination of participation in such activity. Information provided to the International Trade Administration (ITA) is intended solely for internal use. ITA will protect business confidential information to the full extent permitted by law and Administration policy. U.S. law prohibits U.S. government employees from disclosing trade secrets.

I agree to the terms of this success agreement with Duquesne University as set forth above.

Company Name       Address       Email/Phone
Your Name/Title    Signature    Date

www.sbdc.duq.edu/impact