



NEWS RELEASE

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MEXICAN TRADE MISSION TO OPEN NEW OPPORTUNITIES FOR U.S. SMALL BUSINESSES

SBA Sponsors Reciprocal Small Business Trade Mission with Mexico

WASHINGTON – Fifteen small businesses from Guadalajara, Mexico, traveled to San Antonio, Texas, this week to learn how to connect with U.S. small businesses as part of a Reciprocal Trade and Investment Mission sponsored by the U.S. Small Business Administration (SBA).

The Mexican companies will be in San Antonio September 14-15, to form working relationships with more than 75 participating U.S. small businesses. The mission will combine training on how to do business in the United States with specific industry opportunities and business matchmaking.

“This reciprocal trade mission offers outstanding opportunities for U.S. small business owners to connect with Mexican companies that are here looking for partners, joint ventures and investors,” said SBA Administrator Aida Alvarez. **“This means opportunities for companies on both sides of the border.”**

The trade mission was organized through the U.S.- Mexico Small Business Connection, a strategic partnership that provides a way to link small and medium-sized businesses from both countries. The SBA has been working with Nacional Financiera S.N.C. (NAFIN) and Secretaria de Comercio y Fomento Industrial (SECOFI) on the federal level and Fondo Jalisco (FOJAL), on the state level for more than a year to develop this mission.

The reciprocal trade and investment mission is a direct result of the successful trade and investment missions that the SBA led to Guadalajara in May 2000 and March 1999, when SBA Administrator Alvarez led a small business trade group to Mexico City and Guadalajara.

A survey of the participating U.S. businesses immediately following the May 2000 trip indicated 35 deals were in negotiation worth over \$22 million, including several potential joint ventures or distribution agreements between U.S. and Mexican companies.

Cross-border trade between the U.S. and Mexico has grown substantially over the past seven years, from \$81.5 billion in 1993 to \$197.2 billion in 1999. Mexico is now the second leading international trading partner for U.S. companies.

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