

COLOMBIA FACT FINDING MISSION



Medellin, Guatape & Cartagena
April 24 – 29, 2016

Organized by:



In cooperation with:

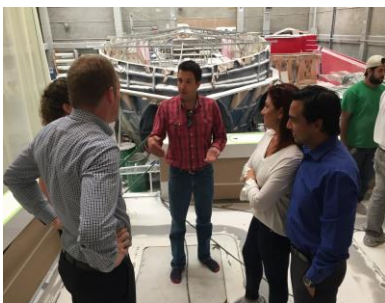


Colombia may be Latin America's best revival story as it makes a successful push to become the region's next top boating destination!

Join the NMMA, ANC and ProColombia on a week-long fact finding mission to learn firsthand about this emerging boating market. During this six day trip, we'll explore potential business opportunities and growth areas for our industry, gather information on new projects and opportunities while networking with industry contacts and potential customers throughout.

The past 10 years have brought extraordinary change to the country in terms of economic development and improvements in the national safety and security situation. The political stability, growing middle class, and improved security have created an economic boom in Colombia.

Colombia is the only country in South America with two coasts: the Pacific Ocean and the Caribbean Sea – and home to many navigable lakes and rivers, many of which are already used for boating and watersport activities. The Colombian Ministry of Tourism and the National Fund for Tourism have developed a National Plan of Nautical Tourism covering over 3,800 kilometers of shoreline on the country's Caribbean and Pacific coasts and offshore islands. There are currently more than 21 developed projects including marinas, watersports facilities and docks. Much more development in this sector is projected, including small marinas on the offshore islands of Providencia and San Andres, as well as new and expanded marinas in the historic coastal city of Cartagena.



This group fact finding mission will be limited to 15 participating NMMA member companies!

Trip itinerary will include ground transportation, group networking meals, site visits to major boat builders, shipyard and marina facilities, visits to emerging boating areas and participation in Colombia's new International Nautical Congress in Cartagena.

All itinerary activities are subject to change

Trip Itinerary:

Sunday, April 24: Travel from USA to Medellin, Colombia

Up until 5:30 p.m.

Travel on your own. Delegates arrive to Medellin from their respective city. Check in to Holiday Inn Express & Suites. **Welcome Group Dinner** in Parque Lleras.

Monday, April 25: Medellin, Colombia

Breakfast Briefing by ProColombia and AsoNautica for an overview of Colombia's marine industry, with a special emphasis on new marina developments.

Site Visit: Eduardoño. Established in 1945, Eduardoño is Colombia's largest and oldest fiberglass boat builder and official distributor of Yamaha outboard engines. Eduardoño has numerous locations and business divisions, including lubricants, pleasure and transport vessels, marina management and sales.

Group lunch Hato Viejo Restaurant

Tour of manufacturing facility of Firpol to learn about their process, boat designs and sourcing needs. FIRPOL S.A. was founded in 1994 and began by making pools out of reinforced polyester fiberglass and boat trailers before building fresh water fiberglass boats in the 11' – 26' range for the local recreational boating and fresh water transportation market. Pontoons and canoes are also now part of the product line offered by Firpol. Firpol is also a distributor of Suzuki O/B motors.

Ride the Metrocable. This is Medellin's gondola lift system designed to complement Medellin's metro transportation system. The Metrocable is a free public transport to some of the least developed suburban areas of Medellin with impressive views.

Tuesday, April 26: Travel to Guatapé

Site visit with Marina El Peñon de Guatapé, situated on the banks of Laguna Guatapé. Laguna Guatapé is a large reservoir created by the Colombian government for a hydro-electric dam, built in the late 1960s. Marina El Peñon is the largest marina in the area with dry storage and wet slip availability.

Travel across the laguna by boat to the town of Guatapé

Group lunch and presentation on "Amplification Malecon Guatapé" (Amplification of waterfront boardwalk of Guatapé). **Guatapé** is a quaint town with a population of 6,000 that sits on the banks of Laguna Guatapé. Guatapé has undergone changes throughout its history. It was predominately a farming town that relied on livestock, agriculture and mining until the hydroelectric complex was built. With the construction of this dam, Guatapé became one of the most important electric production centers in the country and is now transitioning its focus to tourism. New resorts and rental homes dot the banks of the lake and boating activities are growing in popularity.

Wednesday, April 27: Medellin to Cartagena

Medellin

Site tour of NavalCat facility. Located in the free trade zone of Rionegro, NavalCat designs and manufactures custom FRP Catamaran vessels for recreational and commercial projects, for the international market. In 1998, the company began building catamarans for the domestic market but after winning a prestigious technical award, the focus shifted to international.

1:25 p.m.

Travel to Cartagena: Avianca flight #9510 departs for Cartagena. (at your own expense)

Cartagena

Site Visit to Cotecmar and to learn about their portfolio of services and purchasing process. Cotecmar is a shipyard located strategically on Cartagena's Bay, only 180 miles away from the Panama Canal. Traditionally a military, industrial and commercial shipyard, Cotecmar has now begun focusing on private yachts for repair, maintenance, refits and conversions, up to 160'.

Opening dinner for International Nautical Congress – keynote address by V.P. of Colombia

Thursday, April 28 – Friday, April 29: Cartagena

Participation as a delegate in the International Nautical Congress. Full congress agenda at www.colombianautica.com

Registration Now Open

Contact Julie Balzano, Export Development Director

Email: jbalzano@nmma.org Tel: 954-441-3234



This group fact finding mission will be limited to 15 participating NMMA member companies! First come, first served. Full payment required to secure your spot.

All itinerary activities are subject to change