Business Opportunities in Arizona and Sonora

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Mission Statement

• To advocate for and provide services that help grow our member’s businesses in our bilingual and bicultural region
Vision: Arizona and Northern México

• 1200 member businesses
  – 65% are Hispanic owned or managed businesses
  – Do not have to be Hispanic or speak Spanish
  – 75% have less than 25 employees
  – 25% are our State’s largest businesses
¿Sabías qué...?

Largest Latino Business Organization in the State of Arizona
2013 National Hispanic Chamber of the Year by the USHCC
Mexico’s position in the world:

- Total Exports $380 billion
- Total Imports $381 billion
- $1.1 trillion economy
- $761 billion in total trade
- $351 billion in FDI attracted since 1999
- 116 million consumer market/60% middle class

- The 14th largest world economy
- 11th largest world exporter and 1st in Latin America
- 9th largest world importer
- 5th leading recipient of FDI among emerging economies

Source: INEGI, SE-DGIE, WTO, UNCTAD, Brookings Institution, SHCP.
Mexico’s Key Sectors

AEROSPACE
- Mexico is the 6th supplier to the American aerospace industry.

AUTOMOTIVE AND AUTOPARTS
- 8th producer and 4th exporter globally of new light vehicles in the world.

MEDICAL DEVICES
- We are the largest exporter in Latin America and main supplier to the US.

ELECTRIC-ELECTRONIC
- Leading flat television screen exporter in the world.

370 billions in exports
50% medium and high tech manufactures
• Today, the United States trades with Mexico more than $500 billion dollars in goods. In other words, more than one billion dollars per day.

• In addition:
  
  • Mexico already buys more product from the U.S. than any other nation, except Canada. This is more than Brazil, Japan, India and the U.K. combined.

  • There are 6 million U.S. jobs that depend on trade with Mexico.

  • U.S. investment in Mexico has grown nearly six-fold since NAFTA was put in place. Mexican companies have increased their FDI
Mexico is Arizona’s main trade partner

- With about 20 million northbound visitor border crossings annually over the Mexico – Arizona border, this zone stands as one of the most active borders in the world.

- Mexican visitors spend approximately $7.3 million each day in Arizona, providing an annual impact of $2.3 billion.

- Trade between Mexico and Arizona exceeds trade between Mexico and Central America

- More than 100 thousand jobs are directly related with trade with Mexico.

Arizona’s Growing Hispanic Population

2012 (Actual)
- Hispanic: 30.1%
- White, non-Hispanic: 69.9%

2035 (Projected)
- Hispanic: 51%
- White, non-Hispanic: 49%

Source: U.S. Census Bureau
How can the THCC assist your business with Trade with Mexico?

- Assist in identification of market niche – geography and demography
- Assist in the creation of a viable business plan
- Translation and Interpretation
- Matchmaking (introduction to potential clients)
- Marketing Assistance (flyers, banners, website, business cards)
- Cultural assistance with business negotiation
- Dialogue with Mexican Business and Political Leaders
- Business Consulting (operations, logistics, financial, marketing, legal referrals)
The Arizona-Sonora Business Resource Guide is a joint effort of:

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Southern Arizona - Mexico

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