



MEXICO - THE CONSTRUCTION SECTOR

Seminar Mission to Mexico City & Monterrey
Focusing on: Green Building; Urban Regeneration; Housing;
PPP's for Infrastructure Development

20 – 24 September 2010

Why Mexico?

In order to achieve their aim of being one of the leading economies of the World by 2040, the Government of Mexico have realised that there are major shortfalls in the basic infrastructure of the country, and in order to address this problem, the "National Infrastructure Plan 2007-12, Building a Better Mexico" was introduced. The programme includes key projects in highways, railways, ports, airports, housing, hospitals, schools and water/waste water. The Public Private Partnerships (PPP) model is being introduced, especially in the highways, health and education sectors.

This rapid expansion of the economy over the last few years has exposed a **skills shortage in the construction sector**, and there are opportunities for UK companies in many areas, in particular: **Planning; Project & Cost Management; Engineering; Architecture; PPP management consultancy.**

Issues of **green and sustainable building** are starting to be introduced, and those with experience of working to LEED and BREEAM certification will find a lot of interest in their experience. In the **housing sector**, the largest provider of mortgages is now giving a subsidy for houses with an approved green building content.

Now is the time to visit Mexico to meet potential partners and clients in the construction sector. As well as visiting the capital Mexico City, we will also visit Monterrey, which is a leading centre for the construction industry in Mexico. At the seminar you will be able to speak generically on behalf of the UK on one of the mission focus areas.

Overseas Market Introduction Service

UK Trade & Investment offers a service to provide targeted research to companies under the Overseas Market Introduction Service (OMIS). This could include information on useful business contacts in defined sectors, and assistance in setting up meetings with contacts. Delegates, especially those new to the market, are strongly recommended to use this service in preparation for this mission. Contact Lourdes Huelgas at the British Embassy in Mexico City: email Lourdes.Huelgas@fco.gov.uk or telephone: +52 55 1670-3280

WHY CHOOSE A SEMINAR MISSION?

The focal point of the mission will be seminars in Mexico City and Monterrey. These will be attended by high level delegates from both the public and private sectors, with the key note speech being given by a senior Mexican Government representative. Mission members will be invited to speak during the seminar and/or lead a specialist workshop on one of the mission focus topics of: green building; urban regeneration; housing; PPPs for infrastructure development. You can give case studies from your own company, but you will also be expected to speak generically about the UK's expertise in the sector. You will be seen by the Mexicans as a leading proponent of your industry. You will also have the chance to invite contacts to the high-level Embassy Reception. There will be time left in the programme for individual follow-up meetings, which you can arrange with the help of the British Embassy through the OMIS scheme.

OUTLINE PROGRAMME**Monday 20 September**

Mexico City: Mission Briefing & Group Meetings.

Tuesday 21 September

Mexico City: Seminar and Embassy Reception

Wednesday 22 September

Mexico City: Morning free for individual meetings arranged through OMIS.

Afternoon: travel to Monterrey

Thursday 23 September

Monterrey: Seminar and Group Meetings

Friday 24 September

Individual meetings/return to UK

PLEASE SEND YOUR EXPRESSION OF INTEREST FORM TO:

Sue Davie
British Expertise
10 Grosvenor Gardens
London
SW1W 0DH

TEL: 020 7824 1920

FAX: 020 7824 1929

EMAIL: sd@britishexpertise.org

EXPRESSION OF INTEREST FORM – MEXICO CONSTRUCTION MISSION, 20-24 SEPTEMBER 2010

Name:

Position:

Company and address:

Phone number:

Fax number:

Email:

Proposed seminar paper:

Return form to Sue Davie by **13 August 2010**

FUNDING ARRANGEMENTS

UK Trade & Investment (UKTI) will fund group costs associated with this seminar mission (including organisation of the seminar, group meetings, city travel and a mission brochure). Companies will be responsible for the cost of travelling to Mexico, internal flights, and hotels. There is no management fee. SMEs new to exporting, or exploring Mexico for the first time, may be eligible for a travel grant from their regional UKTI office. Contact details will be given on receipt of your booking form.

BOOKING PROCEDURE

Complete this expression of interest form (including a proposed title for your seminar paper) and return to Sue Davie, fax 020 7824 1929 or email: sd@britishexpertise.org

Please direct any general enquiries on the mission to the Mission Manager Nigel Peters, telephone 020 7824 1920 or email: np@britishexpertise.org

The closing date is Friday 13 August, but you are advised to express interest as soon as possible. Please do not book any travel until we confirm your place. A mission booking form, further information (including recommended flights and hotels) and the date of a briefing meeting will be given on receipt of your expression of interest form.