

**MEMORANDUM OF INTENT  
BETWEEN  
THE INTERNATIONAL TRADE ADMINISTRATION, UNITED STATES  
DEPARTMENT OF COMMERCE  
AND  
THE EXPORT PROMOTION BUREAU (PROCHILE), MINISTRY OF FOREIGN  
AFFAIRS OF  
THE REPUBLIC OF CHILE**

**Concerning**

**TECHNICAL AND PROMOTIONAL COOPERATION IN SUPPORT OF TRADE**

The International Trade Administration, United States Department of Commerce, and the Export Promotion Bureau (PROCHILE), Ministry of Foreign Affairs of the Republic of Chile (hereinafter the "Participants"), noting:

--that the Free Trade Agreement (FTA) between the United States of America (USA) and the Republic of Chile (Chile) has resulted in increased commercial ties between the United States of America and Chile;

--that strong commercial ties between the USA and Chile are mutually beneficial for economic development and job creation in both countries;

--that trade facilitation and trade capacity building have an important role in enhancing economic prosperity;

--the importance of facilitating cooperation between the public and private sectors of the USA and Chile to increase collaboration on facilitating bilateral and international trade; and

--the importance of facilitating exchanges between universities and businesses to explore programs that spark innovation, economic growth, and international business understanding;

Intend to develop programs and exchanges to promote and encourage trade.

The scope and objectives of the Participants' intended cooperation are as follows:

1. Within their respective statutory authorities, initiate institutional cooperation in order to establish a Working Group, which would develop a work plan to promote and encourage bilateral trade.
2. Within their respective statutory authorities, establish a timeline to develop cooperative programs and exchanges to promote trade in goods and services, develop trade opportunities for the private sector in each country, and increase investment opportunities.

The Participants intend to:

1. Explore ways to exchange information on best practices in exporting, including, but not limited to, training and trade development programs and visits to customs facilities, with input, advice, and coordination from other relevant agencies as appropriate.
2. Explore ways to exchange information related to major business events, including, but not limited to, trade missions, trade shows, and industry conferences, in both Participants' countries, and to coordinate efforts to support private sector participation in these events.
3. Explore ways to coordinate trade missions and study tours targeting key industries of interest, including, but not limited to, energy, environment, and financial services, thereby increasing the bilateral exchange of know-how and technology and associated products and services.
4. Cooperate to encourage, promote, and facilitate education and workforce development partnerships including, but not limited to,
  - a. Market research exchanges;
  - b. Business mentoring programs; and
  - c. Trade capacity building for small and medium-sized businesses.
5. Seek to coordinate to promote the growth of the higher education sector, specifically targeting community colleges, to encourage workforce development.
6. Organize and, as appropriate, develop country- and issue- specific training programs to address specific concerns raised by the private sector.

The Working Group intends to report its progress periodically to the U.S.-Chile Free Trade Commission.

To ensure continued progress towards achieving the objectives of this non-binding Memorandum of Intent (MOI), ITA appoints its Deputy Assistant Secretary of the Western Hemisphere for Market Access and Compliance and PROCHILE appoints its Director for Export Promotion, as their respective representatives. Each representative may in turn appoint a delegate. These representatives should enter into prompt discussions to establish the Work Plan and potential terms of future cooperation to achieve the goals of this MOI.

The intended pursuits under this MOI are subject to the availability of appropriated funds and to the laws and regulations of each Participant's country. This MOI does not create any legal obligations under domestic or international law between the Participants or their respective governments, and does not constitute an international agreement.

The Participants may jointly discontinue participation under this MOI at any time, or either Participant may individually discontinue participation under this MOI at any time but should endeavor to provide reasonable notice to the other Participant.

Signed in Santiago, Chile, on March 18, 2011, in the English and Spanish languages.



On behalf of

THE INTERNATIONAL TRADE  
ADMINISTRATION  
UNITED STATES DEPARTMENT OF  
COMMERCE

Alejandro Wolff  
Ambassador of the United States of America



THE EXPORT PROMOTION BUREAU  
(PROCHILE)  
MINISTRY OF FOREIGN AFFAIRS OF  
THE REPUBLIC OF CHILE

Félix de Vicente  
Director for Export Promotion