



export

GEORGIA - CHILE CONNECTION



GOVERNMENT & COMMERCE

Atlanta is home to an Honorary Consulate of the Republic of Chile; Ms. Erika M. Monckeberg serves as Honorary Consul.

The Chilean American Chamber of Commerce of the South was launched in October 2007 in Atlanta. Alberto Valenzuela of SCIP Group serves as Chairman and President.



In September 2005, Georgia opened an office in Chile to capitalize on the many opportunities resulting from the U.S. - Chile Free Trade Agreement. The office represents Georgia's economic development interests, including trade, investment, tourism and film. The office is located in Santiago and is managed by Brian Wilson.



The ProChile office in Atlanta is the Chilean Government Trade Bureau and is responsible for implementing and enhancing Chile's trade policy by providing support to small and medium-sized enterprises and helping to encourage and diversify exports of Chilean products and services.

The fourth annual Americas Competitiveness Forum (ACF) was held in Atlanta in November of 2010. The Forum provided an opportunity for governments, the business community, and representatives from academia and non-governmental organizations to discuss actions that can be taken to improve competitiveness and economic prosperity in the Americas.



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TRADE RELATIONSHIP

TRADE BALANCE

In 2010, the trade deficit between Georgia and Chile equaled \$112 million.

EXPORTS

In 2010, Georgia exports to Chile totaled close to **\$230 million**, which was a **24% increase** over 2009.

Georgia was ranked **10th** among U.S. states exporting to Chile in 2010. Chile is the **25th** largest export market for Georgia; up from the **28th** position in 2009.



RANK	STATE	2010	% OF TOTAL	% CHANGE OVER '09
	_States	9,933,708,522	100	19.51
1	Texas	2,600,892,123	26.18	51.31
2	Florida	1,576,938,798	15.87	23.85
3	Illinois	800,115,113	8.05	73.39
4	California	679,628,725	6.84	-28.18
5	Wisconsin	394,418,175	3.97	17.81
6	Louisiana	375,952,770	3.78	35.04
	Unspecified	371,557,541	3.74	34.66
7	Washington	260,730,079	2.62	-64.65
8	Pennsylvania	251,926,499	2.54	90.16
9	Tennessee	213,446,496	2.15	35.42
10	Georgia	207,030,841	2.08	24.08
11	New York	186,286,646	1.88	-12.74
12	South Carolina	184,207,382	1.85	16.2

Top exports from Georgia in 2010 include:

- machinery
- paper and paperboard
- plastic
- electrical machinery
- textile floor coverings

Georgia leads the nation in the export of the following goods to Chile:

- acrylic polymers
- textile floor coverings
- wadding and felt
- kaolin
- paper and paperboard (2nd)
- visual signaling apparatus (2nd)
- meat (2nd)
- insecticides (2nd)





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IMPORTS

In 2010, Georgia's imports from Chile totaled over **\$1.35 billion** (up 66.4% over 2009). The country is 9th among Georgia's top import markets.

Top imports from Chile include copper, wood, inorganic chemicals, fruit and nuts, and fish.

The U.S.-Chile Free Trade Agreement implemented since 2004 has opened opportunities for many agricultural products that had previously been prohibited.

The Southern United States Trade Association (SUSTA) works with the Chilean Agricultural Trade office to promote the trade of agricultural products.

CAPITAL INVESTMENT

There are more than 15 Georgia companies with operations in Chile.

There are close to 10 Chilean facilities operating in Georgia. The Chilean-affiliated companies employ over 100 Georgians.

Note: Please see the appendix for a complete list of the facilities.

TRANSPORTATION

Delta Air Lines offers daily direct flights from Atlanta to Santiago, Chile.

APL, Evergreen Line, Hamburg Sud, Maersk, CSAV and Mediterranean Shipping sail weekly from the Port of Savannah to eight Chilean ports including Arica, Iquique, Antofagasta, Valparasio, San Antonio, Lirquen, San Vicente, and Coronel.

COMMUNITY AND EDUCATION

More than 1,000 Chileans reside in the state of Georgia (U.S. Census Bureau: American Community Survey 2006).

Institutions within the University System of Georgia that have Chilean study abroad programs include Valdosta University, Armstrong Atlantic State University, Georgia Institute of Technology and the University of Georgia. There were 46 students attending classes in the University System of Georgia during Fall 2007.



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APPENDIX

Georgia companies with operations in Chile (highlights):

- ARRIS GROUP, INC.
- CDC SOFTWARE, INC.
- CIBA VISION CORPORATION
- CRAWFORD & COMPANY
- DELTA AIR LINES INC.
- EKA CHEMICALS, INC.
- EQUIFAX INC.
- INFOR GLOBAL SOLUTIONS
- NCR CORPORATION
- NEWELL RUBBERMAID INC.
- ROCK-TENN COMPANY
- SPECTRUM BRANDS INC.
- THE COCA-COLA COMPANY
- UNITED PARCEL SERVICE INC.
- UPS SUPPLY CHAIN SOLUTIONS
- WEG ELECTRIC MOTORS CORPORATION

Chilean companies with operations in Georgia (highlights):

- AGROSUPER
- CELULOSA ARAUCO Y CONSTITUCION SA
- CMPC USA INC.
- EMPRESAS CMPC SA
- INVERSIONES ANGELINI Y
- SQM - SOCIEDAD QUIMICA Y MINERA DE CHILE SA
- VINA VENTISQUERO LTDA
- VINCENTE OROZCO

