



**NMMA**<sup>®</sup>

National Marine Manufacturers Association

# IBERIAN FACT FINDING MISSION

Lisbon & Algarve, Portugal &  
Barcelona, Spain

Organized in conjunction with:



With the support of:



**October 8 – 13, 2017**

## REGISTRATION NOW OPEN!

Join the NMMA and the US Commercial Service for a week-long fact finding mission to learn firsthand about the growing boating market in the Iberian region. During this trip, we'll explore potential business opportunities and growth areas for our industry in key areas of Portugal. We will also focus on gathering information on new projects, new contacts and new opportunities, in addition to networking with industry stakeholders and potential customers.

We'll then hop over to Barcelona, Spain to benefit from a full day at the Barcelona International Boat Show. This leg of the trip will feature a tour of the prestigious marina MB92 and a networking cocktail event with industry leaders.

### Why Portugal?

*Portugal is renowned for its rich historical navigation tradition that dates back to the 15<sup>th</sup> century. Interest in recreational boating, while modest is growing. However, with nearly 1,000 km of beautiful coastline, as well as inland waterways including river estuaries, Portugal is a boating paradise with year-round boating and considerable potential.*

*Portugal has a politically stable environment with a democratically elected government and is welcoming of foreign business and investment. A member of the European Union (EU) and the euro zone, Portugal is fully integrated with the EU, uses the euro currency, and follows directives from the European Commission in Brussels. As with all EU countries, Portugal's borders and ports are completely open to the free flow of trade with other EU member countries.*

*The United States is Portugal's largest trading partner outside the European Union. The total value of U.S. goods sold into Portugal is undoubtedly higher than the statistics reflect, as census data does not account for U.S. products imported into other EU countries and subsequently transported into Portugal for sale. (It is common throughout the European Union for goods to be shipped to one EU location—often to take advantage of lower value added tax rates—and then to be distributed by ground transport to neighboring member state markets.)*

**Registration fee: \$750\*/member**

Excluding airfare, hotel, some meals, incidentals, ground transport in Barcelona

Non-members: Add \$150 surcharge.

Contact Julie Balzano, Sr. Director, Export Development – NMMA

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Trip package includes all activities as noted, ground transportation within Portugal, some meals, networking events as well as bilingual support throughout plus admission to the Salon Nautico de Barcelona for two days.

Discounted group hotel rates offered at designated mission hotels in Portugal only.

Scheduled activities are subject to change. If so, every effort will be made to replace it with another comparable activity.

**Sunday, Oct. 8:**

Up until 5:00 p.m.

**Lisbon, Portugal**

Arrive to official group hotel in Lisbon, Portugal. **Welcome Group Dinner**

**Monday, Oct. 9:**

**Lisbon**

**Breakfast Briefing with an overview of Portugal's marine industry**

**Site tour of Centro Nautico de Alges – The Lisbon Boatyard.**

The CNAIlgés Shipyard opened for business in the beginning of 2012 for maintenance and repairs.

**Group lunch in Cascais**

Cascais is a coastal municipality and municipal seat 30 kilometers west of Lisbon; it is a cosmopolitan suburb of the Portuguese capital and one of the richest municipalities in Portugal.

**Tour of Cascais Marina**

With 650 moorings the marina can accommodate vessels up to 36 meters long while in the technical area there is a 70 ton gantry crane available for maintenance work.

**Tuesday, Oct. 10**

**Algarve**

Travel to Vilamourain the Algarve region

The Algarve, Portugal's southernmost region, is known for its Mediterranean beaches and golf resorts and home to Portugal's largest marina. The region is dotted with fishing villages.

**Group lunch and presentation by Tourism Board**

**Tour of Vilamoura Marina**

Vilamoura Marina offers 825 berths and can accommodate vessels up to 60 meters. It is the largest marina in Portugal

**Wednesday, Oct. 11**

**Algarve, Portugal to Barcelona, Spain**

**Tour of Sopromar Shipyard & Marina de Lagos**

Sopromar is Portugal's largest shipyard for recreational boats.

Marina de Lagos and its high quality standards have been internationally recognized through various awards and has a hotel, apartments, shops and leisure areas. Its geographical location, in the southwest extreme of Europe.

**Presentation of Bluewater Yacht Services & Soproyachts**

Soproyachts Yacht Sales & Brokerage Company was established in 2017 and is based in Lagos.

Bluewater Algarve Yacht Services is a shipyard facility in the neighboring deep-water harbor of Portimão. The facilities include modern purpose-built workshops, 20,000 m2 of secure hard standing and a 300t boatlift

**Group lunch cruising aboard a yacht, with industry contacts**

Including representatives from Soproyachts, Bluewater Shipyard, Sopromar Shipyard, Wonderyachts, Marina de Lagos

**Depart Algarve, Portugal for Barcelona, Spain**

TAP Portugal: Flight # 1904 – Must book this flight on your own.

**Thursday, Oct. 12**

**Barcelona, Spain**

**Full day, on your own, at Salon Nautico Internacional de Barcelona**

**Networking Cocktail Event – Salon Nautico Internacional de Barcelona**

**Friday, Oct. 13**

**Barcelona, Spain**

**Morning tour of marina MB92 - Afternoon on your own at show**



This group fact finding mission will be limited to 12 participating NMMMA member companies! First come, first served. Full payment required to secure your spot.