



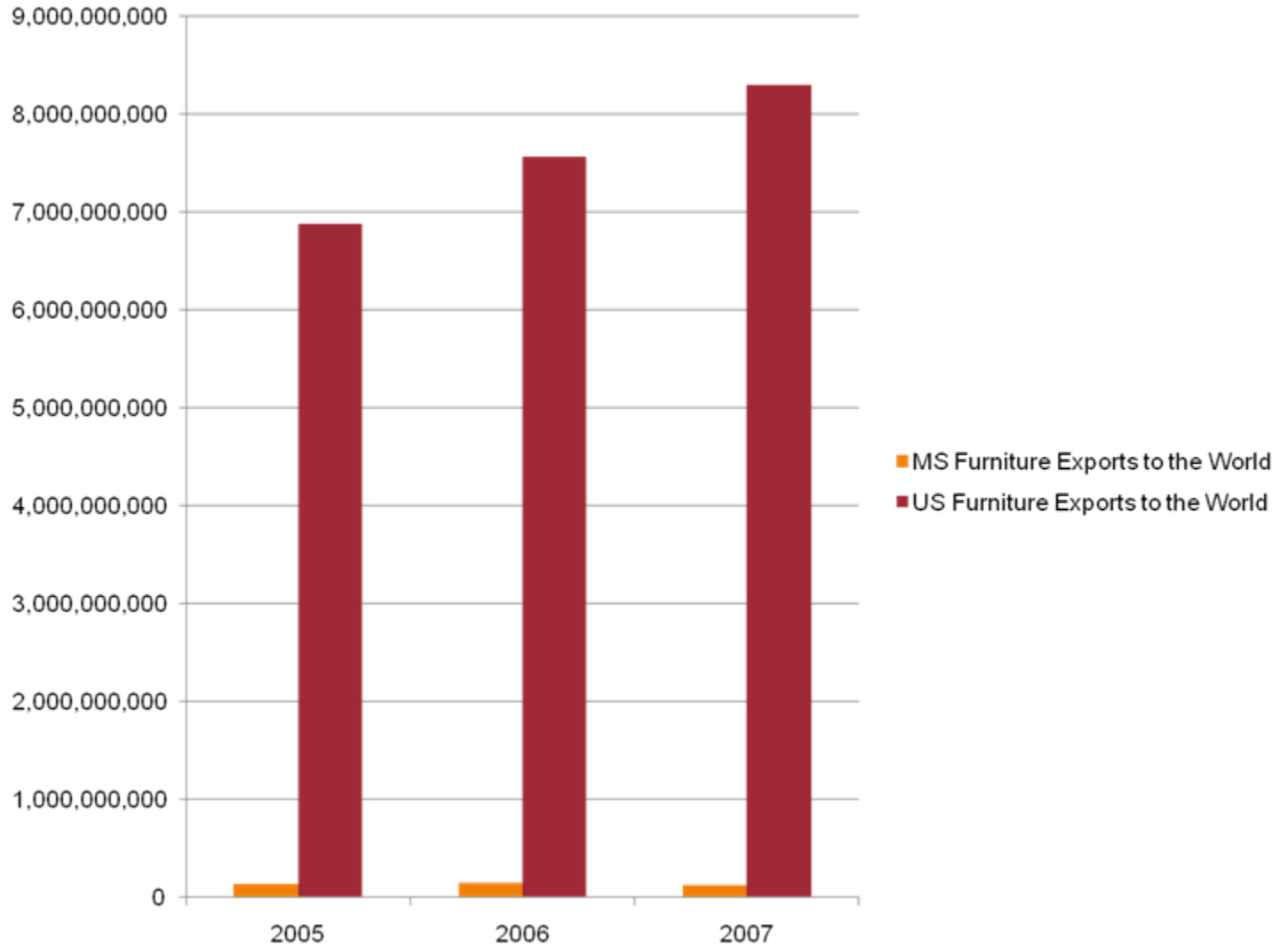
**MISSISSIPPI DEVELOPMENT
AUTHORITY**

International Trade Office

***Getting Your Share of the World
Furniture Market***
Franklin Furniture Institute
November 20, 2008

**Prepared by: Rose Boxx
Latin America Trade Specialist**

FURNITURE EXPORTS TO THE WORLD 2005 -2007



FURNITURE EXPORTS TO THE WORLD 2005 -2007

MISSISSIPPI

World total in 2005:

\$135 million

Mexico:

\$16 million

World total in 2006:

\$147 million

Mexico:

\$28 million

World total in 2007:

\$131 million

Mexico:

\$16 million

US

World total in 2005:

\$6.8 billion

Mexico:

\$995 million

World total in 2006:

\$7.5 billion

Mexico:

\$1 billion

World total in 2007:

\$8.3 billion

Mexico:

\$921 million

MS FURNITURE EXPORTS TO LATIN AMERICA 2005 – 2007 in US dollars

▪ Mexico

2005: \$16.3 m

2006: \$28.2 m

2007: \$16.1 m

▪ Guatemala

2005: \$431,960

2006: \$489,681

2007: \$1.8 m

▪ Honduras

2005: \$722,606

2006: \$1.0 m

2007: \$1.2 m

▪ Panama

2005: \$687,553

2006: \$1.2 m

2007: \$1.0 m

▪ Costa Rica

2005: \$457,769

2006: \$550,199

2007: \$803,098

▪ Jamaica

2005: \$360,554

2006: \$475,337

2007: \$695,497

▪ Bahamas

2005: \$665,225

2006: \$942,359

2007: \$637,175

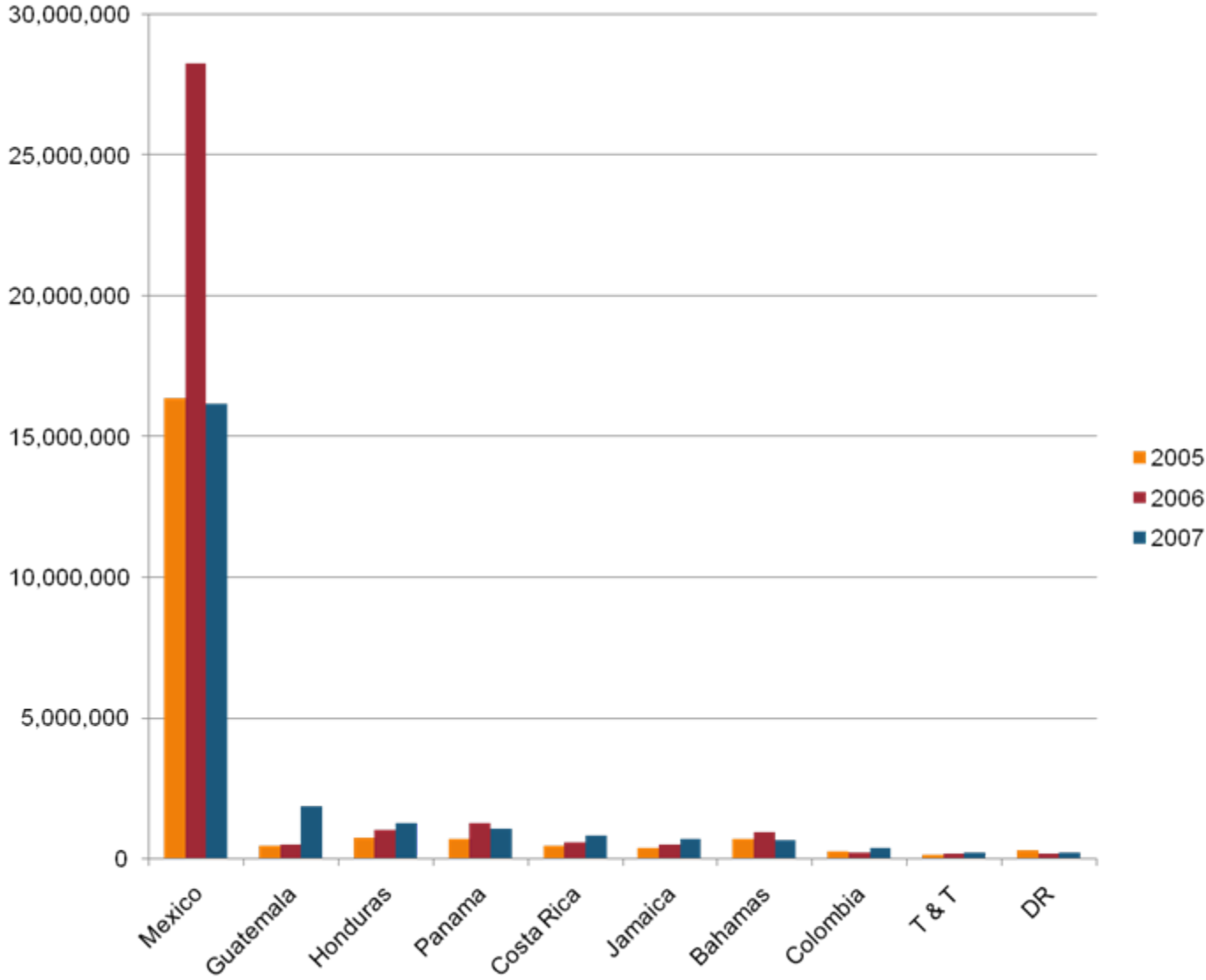
▪ Colombia

2005: \$253,296

2006: \$211,380

2007: \$361,570

MS FURNITURE MARKETS IN LATIN AMERICA



US FURNITURE EXPORTS TO LATIN AMERICA 2005 – 2007 in US dollars

▪ Mexico

2005: \$995 m

2006: \$ 1 b

2007: \$ 921 m

▪ Bahamas

2005: \$42 m

2006: \$47 m

2007: \$68 m

▪ Brazil

2005: \$30 m

2006: \$35 m

2007: \$34 m

▪ Dominican Republic

2005: \$21 m

2006: \$26 m

2007: \$31 m

▪ Cayman Islands

2005: \$39 m

2006: \$21 m

2007: \$31 m

▪ Trinidad & Tobago

2005: \$19 m

2006: \$21 m

2007: \$27 m

▪ Panama

2005: \$15 m

2006: \$17 m

2007: \$24 m

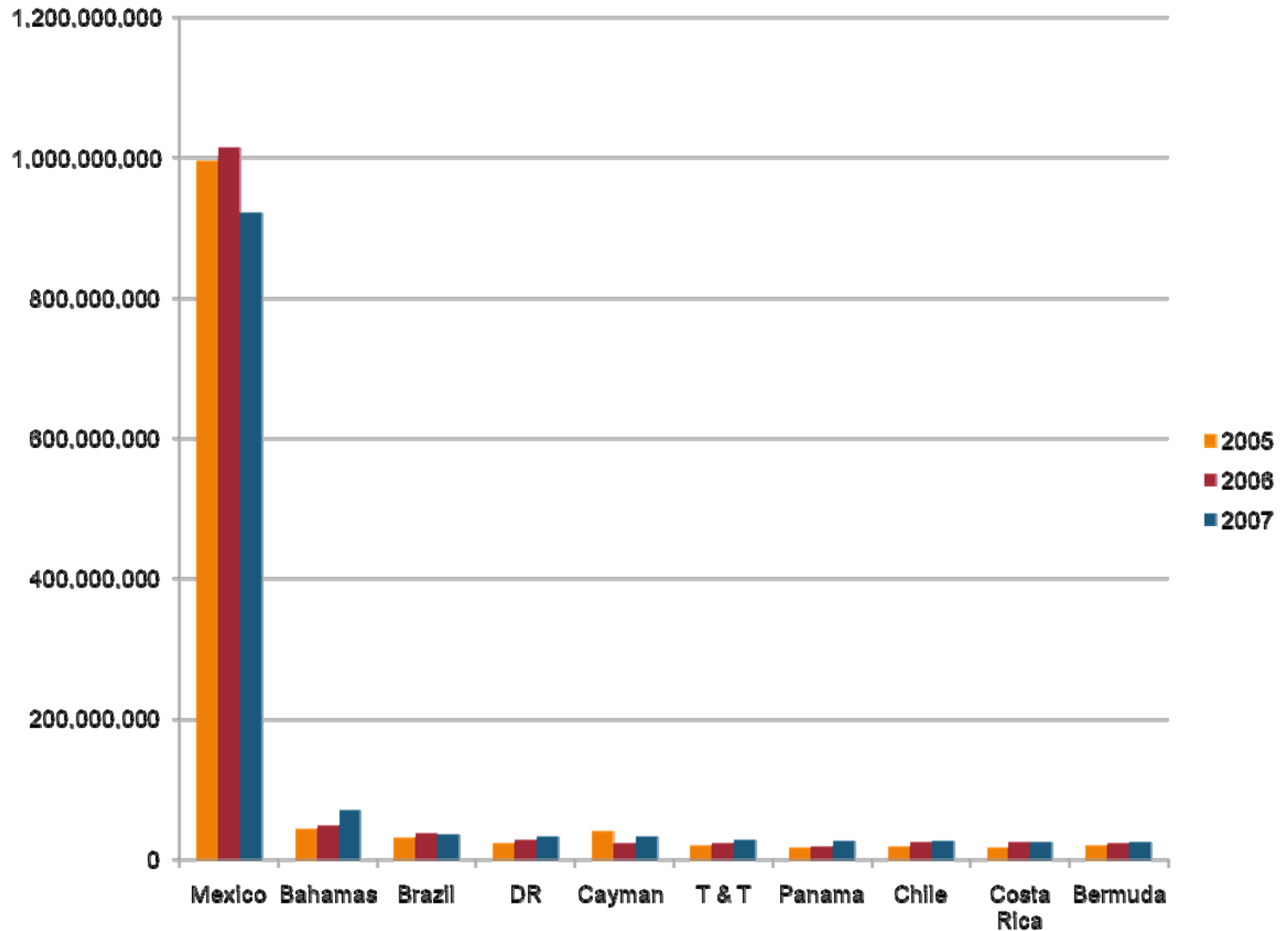
▪ Chile

2005: \$16 m

2006: \$22 m

2007: \$24 m

US FURNITURE EXPORTS TO LATIN AMERICA 2005 – 2007 in US dollars



BEST PROSPECTS IN LATIN AMERICA

1. **Mexico**: NAFTA, proximity, preferences, made in the US
2. **Bahamas**: proximity, hospitality industry, preferences, made in the US
3. **Dominican Republic**: CAFTA, location, preferences, hospitality industry, distribution hub of the Caribbean, made in the US
4. **Trinidad & Tobago**: location, hospitality industry, preferences, made in the US
5. **Panama**: future FTA, preferences, construction projects, retirement country, currency, made in the US

TRADE ACTIVITIES FOR LATIN AMERICA FY 2008-2009

- **South America Business Development**
Mission: Chile & Brazil, December 08
- **Furniture Expo & Trade**
Mission: Guadalajara, Mexico, February 09
- **Panama Multi-Industry Expo and Trade**
Mission: Panama City, March 09
- **Central America Multi-Industry Expo & Trade**
Mission: Guatemala & Honduras, April 09
- **Caribbean Multi-Industry Trade**
Mission w/Focus on Furniture: Dominican Republic, Bahamas & Trinidad & Tobago, May 09
- **Wood Products & Furniture Supplies Expo & Trade Mission:** Guadalajara, Mexico, June 09

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THANK YOU!