



## **Canelones Trip**

### **Prepared for**

Chair Phyllis Randall

Supervisor Juli Briskman

Matt Rogers

Buddy Rizer

Beth Erickson

Bob McCollar



## Canelones Trip Overview

An official mission from Loudoun County is scheduled to visit Canelones: February 27 to March 3, 2023.

The following is a proposed 5-day agenda, prepared jointly by the Secretariat of International Relations and the coordination of the Productive Cabinet of the Intendencia de Canelones.

The agenda seeks to establish activities in all areas of the Department of Canelones, so that the mission can make visible the potential of Canelones in terms of production, tourism and culture.

### TRAVEL DETAILS

#### Depart Saturday February 25

Copa Airlines

Flight # 357

8:52 a.m. depart from Washington Dulles International, arrive in Panama City 2:06 p.m.

5 hour flight to Panama City, Panama with a 1 hour, 15 minutes layover

Flight # 283

3:21 p.m. depart Panama City, arrive in Montevideo just after midnight at 12:37 a.m. Sunday

7 hour flight to Montevideo, Uruguay

Canelones officials have said they will meet us at the airport, and transport us to the hotel.

Sunday is a free day to recover and prepare for business/government meetings.

#### Depart Saturday, March 4

Copa Airlines

Flight # 284

11:32 a.m. departs Montevideo, arrive in Panama City at 5:04 p.m.

7 hour, 28 minutes flight with a 1 hour, 32 minute layover

Flight # 443

6:36 p.m. depart Panama City, arrive in Washington Dulles at 11:34 p.m.



## Hotel

Sofitel Hotel (1 hour 8 minutes to Canelones City Hall)

Hotel address: Rambla Republica de Mexico s/n, Montevideo, 11500, Uruguay

Phone +598 2604-6060

Monday through Friday will vary with meetings in Canelones, Montevideo and larger regional rural areas.

## Protocol Activities

### SATURDAY, FEBRUARY 25 (TRAVEL DAY) • FULL LOUDOUN DELEGATION ALL DAY

*Attire: Travel attire*

Arrival via Copa Airlines

- Flight # 357: 8:52 a.m. depart from Washington Dulles International, arrive in Panama City 2:06 p.m. - 5 hour flight to Panama City, Panama with a 1 hour, 15 minutes layover
- Flight # 283: 3:21 p.m. depart Panama City, arrive in Montevideo just after midnight at 12:37 a.m. Sunday - 7 hour flight to Montevideo, Uruguay

### SUNDAY, FEBRUARY 26 (PREP DAY) • FULL LOUDOUN DELEGATION ALL DAY

*Attire: Casual*

Sunday is a free day to recover and prepare for business/government meetings.

### MONDAY, FEBRUARY 27 (DAY 1) • FULL LOUDOUN DELEGATION ALL DAY

*Attire: Business with suit/blazer*

8:30 a.m.	Depart Sofitel Hotel for Canelones (approx. 1 hour)
9:30 – 10:00 a.m.	Working Meeting between Intendente Professor Yamandu Orsi (Canelones Governor) and his government team, with Chair Randall and her delegation.
10:00 – 10:30 a.m.	Signing of the MOU between Intendencia de Canelones and Loudoun County (Pictures) At the signing are: Loudoun Delegation, Intendente Yamandu Orsi, Canelones officials, US Embassy Officials, and U.S. Ambassador-designate.
10:45 – 12:00 p.m.	Working meeting between Chair Randall and women leadership group of Canelones government leaders.



12:00 p.m.	Lunch at <a href="#">Juanicó Winery</a>
Lunch Meeting with Uruguay XXI (investment agency of the government to help international investment) * <i>This is one of our most important meetings.</i> *	
	Uruguay XXI (pronounced “twenty-one”) is the agency responsible for the promotion of exports, investments and country image.
	Uruguay XXI works to strengthen the export capacity and competitiveness of Uruguayan companies, and promote international business development.
	They offer a set of tools and programs designed to support companies that want to start in the export process or seek to increase their sales in new markets.
	Inform, train, advise, support and promote proposals, which together make up the export development support system.
Afternoon	Return to hotel

## TUESDAY, FEBRUARY 28 (DAY 2) • FULL LOUDOUN DELEGATION ALL DAY

**Attire:** Business with suit/blazer

US Embassy representative, David Lonardo, will be joining the delegation in the car for the day.

9:00 – 10:30 a.m.	Introduction to Canelones' productive and commercial scenario departments <ul style="list-style-type: none"><li>• Introduction to Canelones productive and commercial scenario</li><li>• Introduction to Loudoun's business and commercial advantages</li></ul>
	(Sofitel Hotel)
11:00 – 12:00 p.m.	Visit and working meeting with authorities of <a href="#">Parque de las Ciencias - Free Zone</a> (Canelones)
1:00 – 1:30 p.m.	Brunch at the <a href="#">Pando Science and Technology Park</a> (Canelones)
2:00 – 3:00 p.m.	Visit to <a href="#">Green Med</a> (Medical Cannabis Laboratory) (Canelones)
3:00 – 4:00 p.m.	Visit to <a href="#">Industrial Park Olmos</a> (Canelones)
5:00 p.m.	Coctel Sunset at <a href="#">Haras la Perseverancia</a> (Canelones)
Evening	Return to hotel



## WEDNESDAY, MARCH 1 (DAY 3) • FULL LOUDOUN DELEGATION AFTERNOON/EVENING

*Morning Attire: Business casual (not jeans)*

*Evening Attire: Business with suit*

10:30 – 11:30 a.m. Bob and Buddy business development trip to CodigoDelSur. [REDACTED]

[REDACTED]

10:30 – 11:30 a.m. Rest of Loudoun Delegation Visit and working meeting with the authorities of [Industrial Park Route 5 \(Group Ras\)](#)

(Canelones)

12:15 – 2:30 p.m. Lunch at [Artesana Winery](#)

(Canelones)

3:00 – 5:00 p.m. Visit to Rural Businesses (Canelones)

5:00 p.m. Return to hotel

7:00 – 9:00 p.m. Evening Single Location Promotion Reception at US Ambassador's Residence (US Embassy and Commerce Department and Loudoun representatives will invite Uruguayan Executives to the Ambassador's Residence.).

Address: Lord Ponsonby 2588, Montevideo, 11600

(Audio / Visual will be close to the podium, which will be flanked by USA and Uruguay Flags )

Welcome introductions to be made by:

Matt Poole (US Embassy Director in Uruguay)

Remarks to be made by:

U.S. Ambassador Heidi Fulton / Charge d'Affaires Karl Rios  
Intendente of Canelones Professor Yamandu Orsi

Remarks by Loudoun Delegation:

Chair Randall

Buddy Rizer



RSVP Yes include (to date):

Bob McCollar

Beth Erickson

Supervisor Briskman

Joaquin Arandu Cabrera, PartnerCSI Group, CSI Global(jcabrera@csi-ing.com)

Federico Sendra, Founder, SpaceDev(fsendra@spacedev.io)

Nicolas Lazcano Santiso, CFO, Skipertech Ltd.(nicolazcan@gmail.com)

Marcos Ambrosi, Co-Founder, Quillok(marcos@quillok.com)

Pablos Episcopo, Co-Founder, Quillok(pablo@quillok.com)

Matias Ferreira, Senior Cyber Security Analyst, Lugapel(mferreira@lugapel.com)

Fabian Fernandez Bargas, Founder Lineup Surf (fabi@lineup.surf)

Augustin Perez, COO & Co-Founder, Loop Studio(aperez@loopstudio.dev)

Florencia Polcaro Infanzon, COO & Co-Founder, Big Cheese(fpolcaro@bigcheese.com.uy)

Juan Saavedra, CTO & Co-Founder, Octobot(jsaavedra@octobot.io)

Sebastian Grattarola, CTO & Technical Lead, Big Cheese(Sgrattarola@bigcheese.com.uy)

Daniel Castro, Business Development, Data Art (Daniel.castro@dataart.com) Nicolas Lazcano Santiso, Director, Skipertech Ltda.(nicolazcan@gmail.com)

Mateo Infantozzi Riembau, Co-Founder, OCTA.dev(mateo@octa.dev)

Nicolas Zangaro, CEO & Co-Founder, Switch Software Solutions(nzangaro@switchsoftware.us)

Andres Piccardo, Co-Founder, OCTA.dev (no email yet)

Eduardo Vargas, CEO, Loop Studios(evargas@loopstudio.dev)

Stephanie Almansor, Marketing Director, SpaceDev(salmansor@spacedev.io)

Matthew Reed, Founding Partner, CTO, Clockwork(mreed@clockwork.app)

Alex Goodman, Clockwork, (agoodman@clockwork.app)

Cory Shea, Clockwork, (cshea@clockwork.app)

Lucia Faccin, Chief Commercial Officer, CodigoDelSur(lfacchincds@gmail.com)

Michael Rozenblum, Sales Development, CodigoDelSur(mrozenblumcds@gmail.com)

Carla Martinovic, CMO, CodigoDelSur(cmartinoviccds@gmail.com)

Evening

Return to hotel



## THURSDAY, MARCH 2 (DAY 4) • BUDDY AND BOB BUSINESS MEETINGS

### ***Meeting attire: Business with suit/blazer***

### ***Non-meeting attire: Casual***

Montevideo IT Businesses Meetings (Buddy and Bob)

The rest of the delegation will explore the area by the hotel.

A 3D bar chart with three axes. The vertical axis has 10 categories, represented by horizontal bars. The horizontal axis has 3 categories, represented by vertical columns of bars. The depth axis has 3 categories, represented by the length of the bars. The bars are black.



Evening

Return to hotel



## FRIDAY, MARCH 3 (DAY 5) • FULL LOUDOUN DELEGATION ALL DAY

*Attire: Casual*

8:30 – 9:30 a.m. Visit to La Trigueña, a local business  
(Canelones)

9:45 – 10:45 a.m. Visit and working meeting with authorities of [Franklin Delano Roosevelt Park](#)

FDR Park is on the East side of Montevideo, and is like Central Park in New York. A large park, surrounded by city buildings on 3 sides, and the ocean on the 4th side. The locals are very proud of this park.

Uruguayan Officials are very interested in exchanging local parks and recreation information. They want to show us their strategies for parks in Uruguay, and learn how Loudoun manages our parks. i.e. Different types of parks that we have (e.g. Morven Park, W & OD Trail, Rural Parks, Blue Ridge Mountain trails, Appalachian Trail)

(Canelones)

11:00 a.m. – 12:30 p.m. Visit to Complejo Industrial Pache (Industrial Park)  
(Canelones)

12:30 – 2:30 p.m. Lunch at [El Italiano](#) (Seafood) and visit to [NIDO](#) - Canelones' handcraft market at [City Coast](#)  
(Canelones)

2:30 – 4:00 p.m. Visit to [Cristo Obrero Church](#) - declared UNESCO World Heritage Site in 2021- and other attractions of Balneario Atlántida  
(Canelones)

Evening Return to hotel

## SATURDAY, MARCH 4 (TRAVEL DAY) • FULL LOUDOUN DELEGATION ALL DAY

*Attire: Travel attire*

Departure via Copa Airlines

- Flight # 284 : 11:32 a.m. departs Montevideo, arrive in Panama City at 5:04 p.m. - 7 hour, 28 minutes flight with a 1 hour, 32 minute layover
- Flight # 443: 6:36 p.m. depart Panama City, arrive in Washington Dulles at 11:34 p.m.



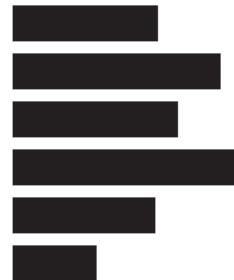
## Other Details

Approximate Cost per person: \$7,200 USD (Flight, hotel, per diem, ground transportation)

Loudoun Delegation Members:

- Chair Phyllis Randall
- Supervisor Juli Briskman
- Matt Rogers
- Buddy Rizer
- Beth Erickson
- Bob McCollar

Companies being targeted for business development:





## Travel Checklist for Canelones, Uruguay

### Travel

- **Passport:** Every traveler must have a valid passport. It is essential to check your expiration date to ensure it doesn't expire within three months after the trip. (i.e., our flight returns on March 4, 2023. Your passport should not expire earlier than June 4, 2023.)
- **Arrival:** For international flights, Dulles Airport asks that you arrive 2+ hours ahead of the flight departure. Our flight departs at 8:52 a.m. We ask that you arrive at the airport by 6:30 a.m. to 6:45 a.m.
- **Airline miles:** COPA Airlines (our airline for the Uruguay trip) is in the Star Alliance. Please bring your United Mileage number at check-in time if you did not include it on your ticket purchase.



*For international flights, Dulles Airport asks that you arrive 2+ hours ahead of the flight departure.*

### Financial

- **Currency:** The local currency is the Uruguayan Peso. \$1 U.S. buys approximately 40 Uruguayan Pesos. A rule of thumb is dividing the price by ten or four to help with currency exchange. The airport is relatively more expensive for currency exchanges (due to fees charged); using a local ATM is the least costly way to get local currency.
- **Banks:** We recommend contacting your financial institution and the County P-Card bank, Bank of America, to inform them of your travels to Uruguay with a brief layover in Panama. Some banks will freeze credit card transactions when charges from unexpected locations are made.
- **Cash on hand:** It is recommended not to travel internationally with an inordinate amount of cash (e.g. you have to declare in customs if you are carrying over \$10,000).



*The local currency is the Uruguayan Peso.*

### Communications

- **Phone:** For your work and personal cell phones, check with your carrier to ensure you can make international calls in Uruguay. If you want international roaming, there are pre-purchase plans that are available, or you can purchase the plan when the plane lands in Uruguay (you should get a text upon landing from your provider for purchasing a plan—some AT&T phones and some T-Mobile phones do this for roughly \$10 a day, upon arrival in the respective country.)
- **International calls:** For International calls, the USA has an easy country code to remember: "+1" or just "+" before dialing the phone number you wish to call. (e.g., "+1 571-241-4512"). If the + symbol is not on your phone, press and hold "0" until the + sign appears and then dial the phone number.
- **Area code:** The Uruguay country code is: "+598" (followed by the phone number you wish to call.)



*Check with your carrier to ensure you can make international calls in Uruguay.*



## Attire

- **Attire:** Business attire in Uruguay is preferred. This includes suits, dresses, and business-appropriate jackets. Ties are optional for business meetings. Neckties are recommended for the Ambassador's residence for a reception.
- **Gifts:** There will be gift exchanges for some government meetings. The Loudoun symbol-embazoned crystal objet d'art and the Loudoun County flag will be provided for the Sister City MOU signing. Chair Randall usually gives the Loudoun crystal to the Mayor, and it is up to Board members to decide who wants to hand out the Loudoun flag. After the exchange, we usually pose for pictures, holding the gifts given.

Depending on the meeting level, we have more casual gifts for exchanges—Loudoun coins, wooden pens, crystal paperweights, and Loudoun neckties—that we usually bring in separate bags to the meetings and decide in the meeting what gift would be most appropriate. The gift exchanges typically take place at the end of the session. It is up to each traveler what types of gifts they wish to bring if they prefer to give something from their respective district/region.

## Culture

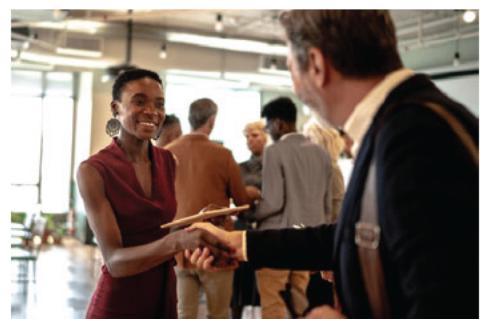
- **Tipping:** If you wish to tip your driver, bellman, etc., this can be done in US dollars or Uruguayan Pesos. Tipping amounts are usually small in Uruguay, but this is up to the individual.
- **Pleasantries:** Shaking hands at business meetings is customary.
- **Beef:** Uruguayans are very proud of their beef. There is no hormone-injected beef (not allowed in Uruguay), and the classic barbecue (the most common meal there) is called the "asado."
- **Wine:** There is a red grape winemaking known as Tannat, grown in the south of France, Uruguay, and, coincidentally, Loudoun County. It is usually not found elsewhere. This will be a fun fact to introduce when discussing commonalities and a potential business development exchange.



*Business attire in Uruguay is preferred.*



*There will be gift exchanges for some government meetings.*



*Shaking hands at business meetings is customary.*