



# BizData BOOK

The complete source of business  
information in Puerto Rico

2025-2026

Puerto Rico Chamber of Commerce  
VOICE AND ACTION  
OF THE PRIVATE ENTERPRISE



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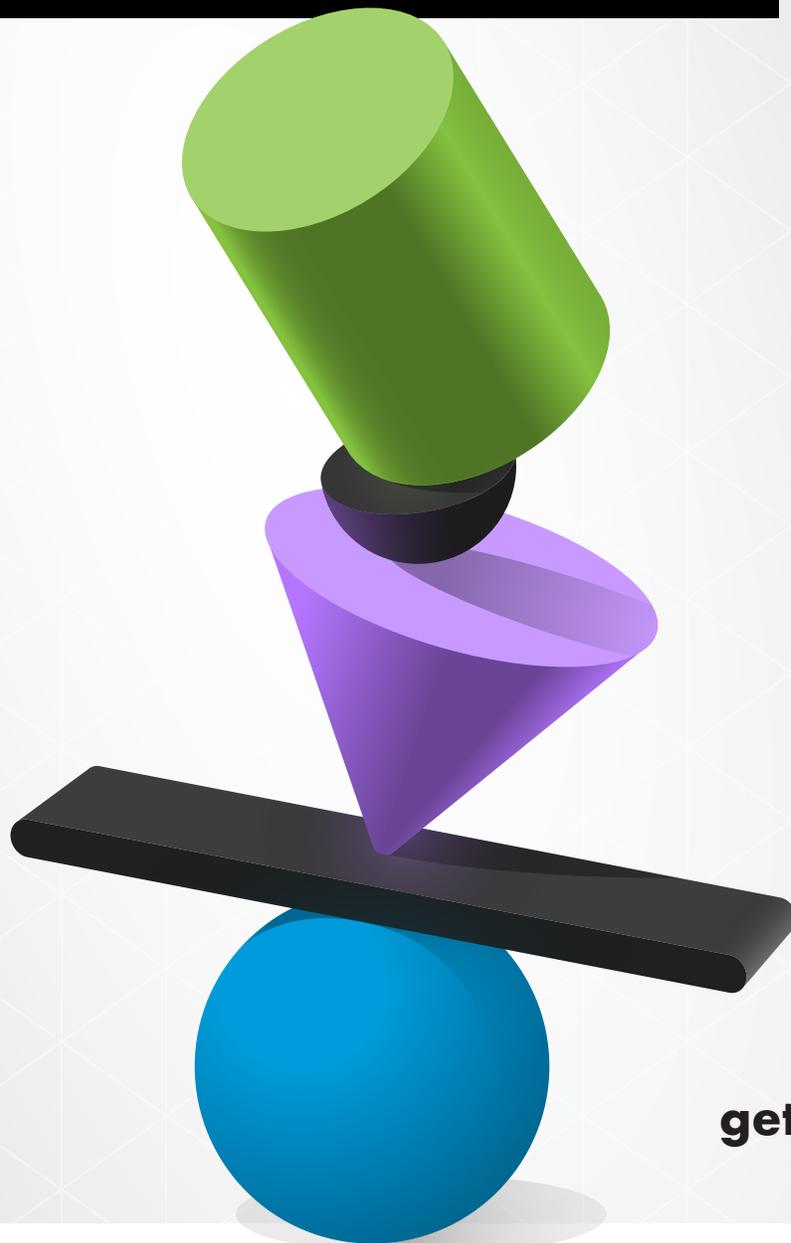


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# MESSAGE

from the President of the Puerto Rico Chamber of Commerce

## A Reference Tool That Reflects a United Purpose

It is an honor to address you on this very special occasion as we present the first edition of our **BizData Book**—a project into which we have invested significant time and effort, and which comes to life today thanks to the commitment and shared vision of our Institution and our business community.

The **BizData Book** is more than a data compendium; it is, without a doubt, a reference guide to be consulted regularly, as it reflects the productive fabric that drives our economy. It is proof of the talent, investment, and innovation that distinguish Puerto Rico's private sector. Each company represented here—every statistic and every data point collected—serves as a testament to the strength, capacity, and diversity of our entrepreneurial ecosystem. I invite you to browse its pages with curiosity, to use it strategically, to uncover business opportunities and valuable contacts, as well as potential partnerships and collaborative spaces. May every page inspire conversations, agreements, and projects that propel our economy, free enterprise, and the well-being of our society.

The **BizData Book** is not an isolated achievement; it is the result of shared effort and continuous work carried out throughout the year by our internal staff, our editorial team, and external collaborators who helped make this project a reality, together with the leadership that came before me. For this reason, I wish to express special recognition to our immediate past president, Luis Pizarro, Esq., and Ramón Pérez Blanco, Esq., also a previous president of our guild. Both of them pledged a strong commitment, leadership, and vision, all fundamental factors in shaping the early stages of this project. Their leadership and volunteer services on behalf of our Institution, along with their deep respect for the business sector, laid the groundwork that allows us to celebrate this publication today with pride—pride for our Institution, for Puerto Rico, and for all who believe in free enterprise as a driving force for progress. The outcome of this effort is a clear example that teamwork produces results and strengthens our identity as a business guild, reminding us that when



**MARGARET  
RAMÍREZ-BÁEZ, ESQ., MBA**

we act united and with a shared purpose, our voice is amplified and our impact multiplies.

For those who are not yet part of our centuries-old Institution, this publication offers a glimpse of the value of belonging to the most representative business organization in Puerto Rico. By joining the Puerto Rico Chamber of Commerce, you become part of an active network of entrepreneurs committed to defending free enterprise, competitiveness, and the social and economic development of our island. It is an opportunity to give and to receive—to build, influence, learn, and open doors. It is in this spirit that I extend a respectful and enthusiastic invitation to join us in championing free enterprise. Our doors are open to those who wish to strengthen the private sector and be part of a community working with determination toward a better future for Puerto Rico and for all.

On behalf of our Board of Directors, our Council of Past Presidents, our more than 30 affiliated associations, our business members, and on my own behalf, it is with great honor, gratitude, and pride that I present this first edition of the **BizData Book**—with the conviction that it will serve as an essential reference tool, one that will travel across Puerto Rico and beyond, year after year.



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- ▶ **BUSINESS VISIBILITY:** Take advantage of unique advertising and exposure opportunities.
- ▶ **BUSINESS EDUCATION:** Strengthen your company's competitiveness through specialized training.
- ▶ **SECTOR COMMITTEES:** Participate in groups that represent the needs of large, medium, and small companies.
- ▶ **EXCLUSIVE BENEFITS:** Enjoy access to a group health plan, retirement plan, insurance programs, discounts, market studies, economic reports, and much more. You can also access our digital directory to build business connections and receive export guidance.
- ▶ Annual membership dues range from \$420 to \$3,250.

# MESSAGE

from the Executive Director of the Puerto Rico Chamber of Commerce

## A Compass for Turbulent Times

**P**eter Drucker, one of the most influential thinkers in the history of business management, warned at the end of the 20th century that “the greatest danger in times of turbulence is not the turbulence; it is to act with yesterday’s logic.” He also stated that knowledge is the only asset that appreciates over time. Drucker’s vision is therefore as relevant, if not more so, in the new business landscape of economic, technological, and social transformation. At the Puerto Rico Chamber of Commerce (PRCC), we wholeheartedly embrace these ideas. We maintain that today’s business leaders need, more than ever, tools that allow them to make decisions with agility, precision, and a forward-looking vision.

It is in this spirit that we embarked on the adventure of building the **BizData Book** as a strategic commitment to understanding the business ecosystem as a development asset. This economic and business guide, the first edition of which we are presenting this year, compiles up-to-date data on Puerto Rico’s productive sectors, demographic trends, export and import capacities, public and private investment, and other information curated specifically for our business community. The information has been organized with clarity and rigor to become a key resource for our business owners, officials, and community leaders.

This project fully embodies the pillars of our strategic plan. It directly contributes to strengthening the private sector by aligning the business ecosystem under a shared, evidence-based vision. It fosters entrepreneurship by providing new businesses with key information for positioning and decision-making. It enhances the country’s competitiveness by enabling comparative analysis, strategic planning, and sector-specific diagnostics.

Furthermore, the **BizData Book** strengthens our ability to influence public policy. The data contained in this publication will allow us to articulate demands, defend proposals, and participate more effectively in the dialogue between the private sector and government. From a strategic alliance perspective, this initiative



## LIZA GARCÍA-VÉLEZ, ESQ.

represents a point of convergence for businesses, academia, government, and civil society, all of whom are invited to contribute to a shared vision.

For our members, this publication represents a concrete value proposition. In addition to advertising visibility in a prestigious institutional medium, it also allows them to participate as relevant players in the conversation about Puerto Rico’s economic development. In times when attention spans are limited, the endorsement of the PRCC guarantees credibility and reach.

There is also a fundamental educational component. This project complements our training and development efforts by offering a tool that strengthens analytical skills and informed decision-making at all levels of the organization.

As Drucker argued, we cannot navigate the challenges of the present with the maps of the past. The **BizData Book 2025** is a modern compass for complex times. At the PRCC, we will continue to champion knowledge as a driver of transformation.

TM

**Hecho  
en  
Puerto  
Rico**

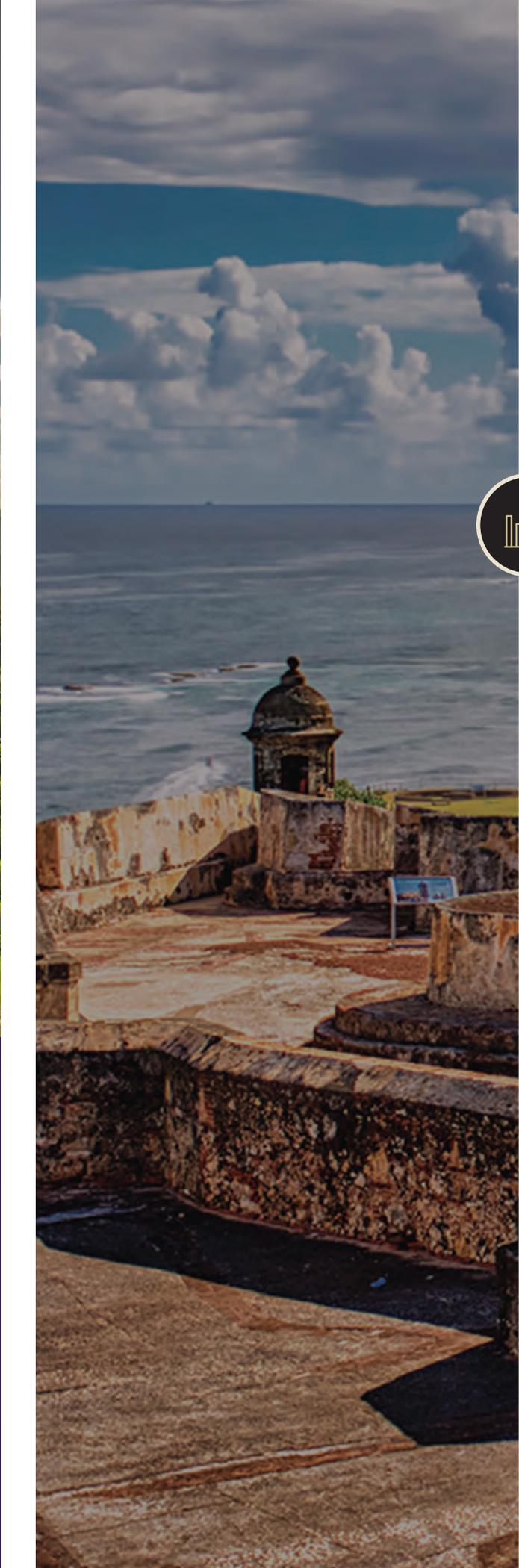
**Detrás de cada sello Hecho en Puerto Rico hay empresas que trabajan con orgullo,  
y una Asociación que las respalda desde hace más de un siglo.**

**Cada producto y servicio local lleva consigo una historia única. Historias de  
esfuerzo, de sueños y de compromiso con Puerto Rico. Porque apoyar lo de aquí  
es reconocernos a nosotros mismos.**

Conoce más en [www.asociacion.hechoen.pr](http://www.asociacion.hechoen.pr)



Asociación  
Hecho  
*en*  
Puerto Rico



# **PUERTO RICO** **IN NUMBERS**



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# PUERTO RICO



## OUR GOVERNMENT



Puerto Rico, officially known as the Commonwealth of Puerto Rico (Estado Libre Asociado), operates under a republican form of government modeled after the United States. Power is divided into three branches—executive, legislative, and judicial—ensuring a system of checks and balances. The city of San Juan is the seat of government.



The Legislative Assembly is bicameral, with a Senate and a House of Representatives that craft local laws. At the municipal level, Puerto Rico is divided into 78 municipalities, each led by an elected mayor and municipal legislature, creating a decentralized structure that keeps local government close to its communities.



Puerto Rico also elects a Resident Commissioner to the U.S. Congress. While this unique position carries voice and influence in the House of Representatives, its voting power is limited, reflecting the island's complex political status.



Historically, Puerto Rico transitioned from more than 400 years under Spanish rule to becoming a U.S. territory in 1898 after the Spanish-American War. In 1952, it adopted its own constitution, formalizing the Commonwealth status that continues today.



The island's relationship with the United States defines much of its political and economic landscape. Puerto Ricans are U.S. citizens, subject to federal laws and oversight, but the island lacks voting representation in Congress and does not participate in presidential elections. This hybrid arrangement shapes Puerto Rico's unique standing: local autonomy paired with federal ties, a balance that continues to influence both governance and business.

## OUR GEOGRAPHY

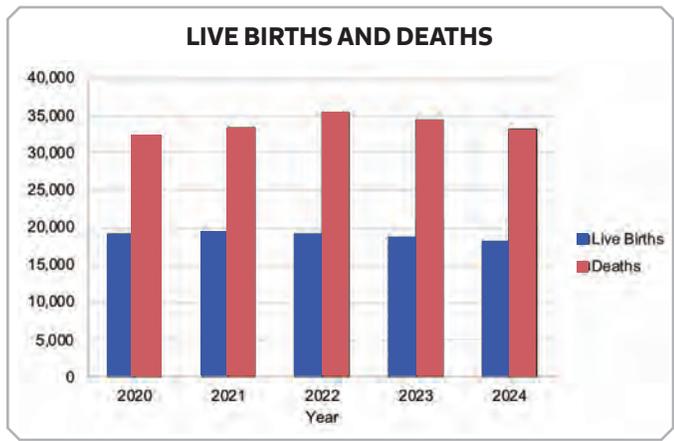
Puerto Rico is a compact yet diverse island in the Caribbean, with a total area of about 3,515 square miles (9,104 km<sup>2</sup>)—roughly the size of Jamaica and slightly smaller than the U.S. state of Connecticut. Despite its modest size, the island offers striking geographic contrasts that shape both lifestyle and business opportunities.

The highest point is Cerro Punta in the central mountain range, rising to 4,390 feet (1,338 meters) above sea level. At the other extreme, the lowest point is the Caribbean coastline, where Puerto Rico meets the sea. These elevations create microclimates that influence agriculture, renewable energy potential, and tourism.

Puerto Rico enjoys a tropical climate, with average temperatures ranging from 70°F (21°C) in the mountains to 85°F (29°C) on the coasts. Trade winds keep conditions comfortable year-round, while the rainy season runs from May to November. This climate sustains lush rainforests, fertile valleys, and vibrant coastal ecosystems that remain central to the island's economy.

To visualize its setting, a regional map places Puerto Rico at the heart of the Caribbean, strategically located between North and South America. A detailed municipal map further highlights its 78 municipalities, each with unique characteristics, industries, and traditions—a mosaic of opportunities within one island.

## OUR PEOPLE



YEAR	2020	2021	2022	2023	2024
Live Births	19,148	19,378	19,172	18,660	18,162
Deaths	32,251	33,306	35,459	34,320	33,099

Source: Puerto Rico Health Department



*The decline in population, the aging of our community, and constant emigration are phenomena that directly impact all sectors of our society and economy. It is imperative that we address these challenges with a long-term vision, adopting public policies that promote talent retention, investment in innovation, and the creation of a favorable environment for current and future generations."*

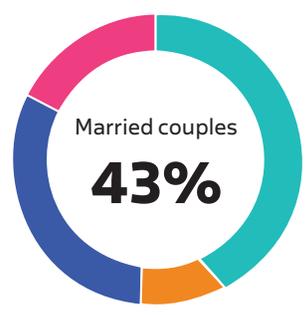
Ramón Pérez-Blanco, Esq.  
Former President, Puerto Rico Chamber of Commerce

### HOUSEHOLDS

**1,277,486** ±11,386  
Number of households

**2.5** (3,168,018 ±)  
Persons per household

United States: 131,332,360 ±130,190



Population by household type

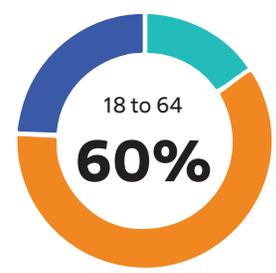
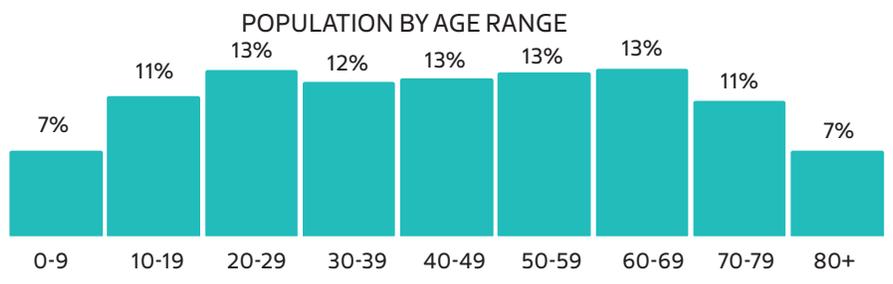
- Married couples
- Male householder
- Female householder
- Non-family

### POPULATION BY AGE

**45**

Median age

About 20 percent higher than the figure in United States: 39.2



Population by age category

- Under 18
- 18 to 64
- 65 and over

U.S. Census Bureau (2023). American Community Survey 1-year estimates. Retrieved from Census Reporter Profile page for Puerto Rico

# Puerto Rico's Economic Pulse Going Into 2026

It's a good time to look back at how Puerto Rico's economy has performed—and what that might mean for 2026



By José J. Villamil  
 Founder & President of the Board  
 of Directors



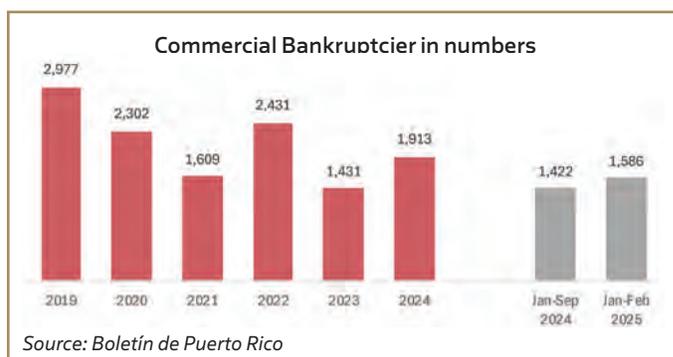
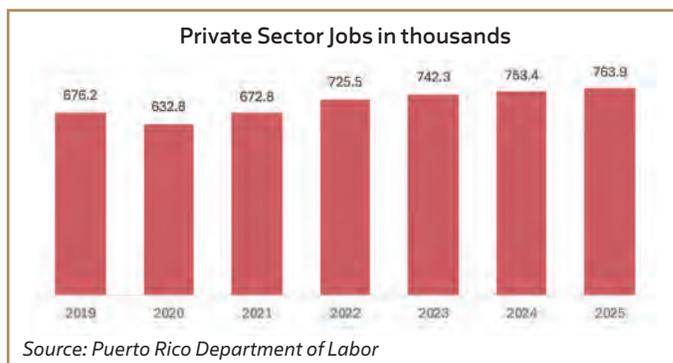
**D**uring 2025, both businesses and consumers navigated a landscape marked by uncertainty, shaped by a mix of internal and external risk factors. These challenges translated into higher operating costs, thinner profit margins, and tighter household budgets and financial fragility.

Yet, despite these headwinds, 2025—like any compelling story—also offers encouraging signs in several areas of economic activity. One of the year's standout features was the resilience of the labor market. During the first eight months of 2025, total nonfarm employment averaged 962,475 jobs, surpassing the 936,600 recorded back in 2010. Private-sector employment reached 763,875, representing a net gain of 10,462 jobs compared to the previous year. While job creation slowed somewhat, industries such as hospitality, education and health services, professional services, wholesale trade, and construction continued to drive growth and sustain the labor market's positive momentum.

Inflation remained a central concern through much of 2025, though pressures eased compared to the sharp increases of prior years. As of August, the headline inflation rate—measured by the annual growth in the Consumer Price Index—stood at 1.7%, well below the 4.8% annual growth in workers' average compensation during the same period. While this dynamic translated into modest gains in real earnings, persistent price pressures in key categories such as food, delivery and information services, motor vehicles and repairs, hospital services, recreation, and household furnishings continued to weigh on consumers' purchasing power and confidence.

From a business standpoint, inflation remains a key concern, particularly given the potential short-term impact of U.S. trade tariff policies on cost structures and operating margins. Factors such as higher shipping costs, domestic increases in electricity rates, and the added burden of import tariffs are already weighing on some operations—especially those that are financially fragile or have limited flexibility to absorb higher costs in a smaller, more competitive domestic market.

This issue is particularly relevant to the retail sector, where consumers are already adjusting their spending habits amid



declining purchasing power and the fading of the \$16 billion in federal stimulus funds injected into the economy in 2021. As liquidity from those programs dissipates, household spending has become more selective, with consumers prioritizing essentials and deferring some discretionary purchases.

The tourism industry maintained its solid performance in 2025, building on the momentum of the previous year. In 2024, hotel



**Servitization** is a business strategy where a company transitions from selling products to offering a combination of products and services.

demand surged, driven largely by nonresident visitors—primarily U.S. residents, who accounted for about 92% of the 5.6 million tourists that year. During fiscal year 2025, passenger traffic through Luis Muñoz Marín International Airport reached 6.8 million, marking the fourth consecutive year above the pre-pandemic average of 4.3 million recorded between 2015 and 2019. Lodging demand also continued to rise for the fifth straight year, up 7% to 4.2 million stays. Sustained liquidity among U.S. consumers and favorable labor market conditions helped support employment and expansion within the tourism sector.

Still, the outlook is becoming more nuanced. Shifts in labor market conditions, rising household debt, persistent inflationary pressures, and growing uncertainty among U.S. consumers about the short-term economic outlook could moderate the pace of growth in the sector in 2026.

Despite the complexity of the current environment, the medium- to long-term outlook offers promising potential—if both the public and private sectors continue to push forward with strategic initiatives related to the commercial, pharma, aerospace, and medical device sectors.

Over the past twelve years, one of the government’s strategic pillars for growth has been the expansion of the small and medium-sized enterprise (SME) ecosystem. Between 2020 and 2025, the number of SME establishments rose from 44,470 to 50,049, led by gains in professional and business services, leisure and hospitality, trade, transportation and utilities, education and health services, and construction. A key catalyst has been the promotion of export-oriented service industries under Act 60, which has generated employment and fostered growth in knowledge-based sectors. This policy focus has helped nurture a vibrant information and technology services ecosystem, positioning Puerto Rico to leverage innovation and human capital as drivers of economic growth beyond 2026.

Equally important, the strength and liquidity of the island’s commercial banking sector in 2025 provided an additional foundation for growth. Strong balance sheets enhanced credit availability for businesses and consumers, facilitating continued investment and expansion across multiple sectors in 2026.

The manufacturing sector also stands to benefit from ongoing reshoring initiatives by U.S. companies in pharmaceuticals and medical devices. Planned investments—such as Amgen’s \$650 million and 750 jobs, Terumo’s \$45 million and 180 jobs, and Eli Lilly’s \$1.2 billion and 100 jobs—are expected to generate both construction and high-skilled manufacturing employment over the next five years. Encouraging greater integration of SMEs into this value chain through “servitization” and specialized services could further expand business opportunities beyond 2026.

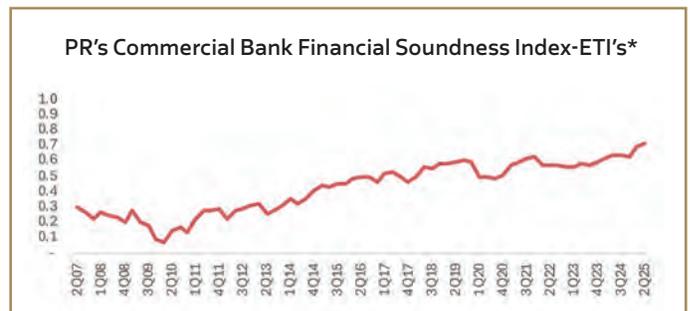
In the short term, however, the pace of growth will depend largely on the efficient disbursement of federal reconstruction funds. Delays tied to administrative requirements, rising construction costs, labor shortages, and elevated interest rates could dampen the near-term impact of these investments on job creation and economic activity.



Source: Puerto Rico Planning Board and Estudios Técnicos, Inc. estimates.



Source: Puerto Rico Ports Authority \* LMM-IA = Luis Muñoz Marín International Airport



Source: Estudios Técnicos, Inc. \*The closer the index value to 1, the stronger is the industry's financial position.

As Puerto Rico enters 2026, its economy stands at a crossroads between resilience and uncertainty. The year 2025 showed encouraging signs of adaptation, yet the persistence of external risks, inflationary pressures, and uneven growth dynamics calls for measured optimism. Sustaining momentum will require prudent fiscal management, timely execution of public investment, and continued support for entrepreneurial initiatives.

In an environment still defined by volatility, caution remains not only prudent but necessary. Puerto Rico’s challenge—and opportunity—lies in maintaining the balance between building for the long term and managing short-term risks with clarity and discipline. ☺



# ROADMAP TO SUCCESS



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## EXPANDING HORIZONS



# P.R. Companies Seek Out Business in Foreign Lands

## Government programs help local entrepreneurs face the challenges of exporting

By José Alvarado Vega  
BizData Book

**W**orking within a very competitive and often saturated island-bound consumer market, businesses in Puerto Rico who seek to maximize their growth usually have no choice but to expand their reach overseas. Many local businesses have been successful in tapping international markets as well as U.S. markets in the states, but others have not fared so well due to the lack of knowledge and experience in dealing with foreign trade practices and business etiquette.

The Puerto Rico and U.S. governments, in fact, have programs to help island-based businesses explore viable and advantageous trading options in other nations, including market information and government and business contacts in the countries targeted by local business owners for export. Local and federal governments also organize trade missions and fairs in different countries with the participation of business owners, who often come out of these events with valuable contacts and even export deals.

“For our businesses to grow, we can’t just look to domestic competition. In other words, companies must look outside of

Puerto Rico for growth. That’s why the department is so focused on supporting export growth as a means of economic development,” Puerto Rico Economic Development and Commerce Secretary Sebastián Negrón Reichard told **BizData Book** during an interview at his Hato Rey office.

The government has yet to collect complete and exact data on the magnitude of exports from Puerto Rico-based businesses to the U.S. states and other countries. Nearly all products exported by Puerto Rico originate from manufacturing operations, which are dominated by multinational pharmaceutical and medical device corporations. According to data collected by the Puerto Rico Statistics Institute, the island exported \$60.7 billion worth of goods during the fiscal year that ended on June 30, 2025. Exports by the “pharmaceutical products and medicines” industry made up about 72.3 percent of this amount, while exports by the “medical devices industry” constituted another 9.6 percent. These figures do not indicate whether the products were made by local manufacturers. The “2024 Economic Report to the Governor and the Legislative Assembly,” issued in 2025 by the Puerto Rico Planning Board,

presents figures for the island’s real gross national product (GNP), which is made up of the total value of all final goods and services produced by a country’s residents, regardless of location, and adjusted for inflation. The report states that “sales to the rest of the world” totaled \$100.8 billion in fiscal year 2024, including \$2.19 billion in “goods” and \$98.6 billion in “services.” These figures represent an increase of 9.6 percent and 5.5 percent, respectively, compared to the fiscal year 2023 figures.



Moreover, a 2022 report by the Puerto Rico Economic Development and Commerce Department (DDEC, by its Spanish initials) on the state of small and medium-sized businesses (Pymes, by its Spanish acronym), found that 4,412 businesses on the island exported their goods and services. Almost all of these enterprises – some 4,261 businesses or 97 percent – reported that they were Pymes employing fewer than 50 employees. The value of these exports came out to \$15.1 billion, according to the report, which noted that exporting businesses generated 12,410 jobs.

While some Puerto Rico-based businesses have jumped over the proverbial pond by themselves and made it, local entrepreneurs are well advised to seek out help in developing strategies to export products and services to other countries, said Negrón, noting that exporting requires commitment and investments.

“We have programs to support these companies with incentives and strategic guidance so they can grow outside of Puerto Rico and have our support. That’s why we’re organizing trade missions,” the DDEC chief said. “We’re going to have one event a month, starting in January (2026), with an international focus. So, it’s a matter of using the department’s role to open doors outside of Puerto Rico, using federal funds for business training, to bring businesses to these international forums.”

## Making it a mission

Negrón stressed the importance of trade missions, which are government-led trips where officials and business leaders visit a foreign country to promote trade and build international business relationships. They often involve activities like one-to-one meetings with potential partners, networking events, market briefings, and site visits to help businesses explore export opportunities, find buyers or distributors, and gain market insights.

In 2025, the agency organized trade missions to the Dominican Republic and Spain, while there are plans in 2026 for trade missions to Canada, Panamá, Costa Rica and El Salvador, he said, adding that there are also trade missions planned for the states of New York, Texas, Florida and Illinois. Many of these trips involve attending trade shows in these locations. [See Graph]

DDEC manages local funding from the U.S. Small Business Administration’s State Trade Expansion Program, or STEP, which helps small businesses overcome obstacles to exporting by providing grants to cover costs associated with entering and expanding into international markets. Small-sized business that have been registered as a company for at least a year, and are selling goods or services containing 51 percent or more of U.S. content, may be eligible.

“[STEP] finances part of our investments in the internationalization of companies,” Negrón said, noting that funds cover the travel expenses of entrepreneurs who participate in trade missions organized by DDEC. He noted that his agency’s PromoExport division provides analysis of markets in different countries to determine where certain products will be most in demand.

There are also incentives available for marketing products abroad and transportation costs for exports, the DDEC secretary said, noting that exporters can also benefit from preferential tax rates for manufacturing and the export of services. He stressed that local businesses may also benefit from the tariffs imposed on other countries by the Trump administration, as they give an edge to providers of products and services to sell them in the states.

Negrón said these efforts have been instrumental in the success of locally owned businesses in other countries. One such case is Valero, Inc., a Toa Baja-based company that is the first manufacturer of shopping carts in the Caribbean, which started out as a shopping cart repair operation. It now exports shopping carts to supermarkets in the Dominican Republic and the state of Florida, and it is in the process of entering other markets in the Caribbean and Central America.

### Puerto Rico Going Global (DDEC)

<ul style="list-style-type: none"> <li>★ <b>Commercial Mission B2B</b> 📍 Florida 📅 February 16-20, 2026</li> <li>★ <b>Expocomer Trade Show</b> 📍 Panamá 📅 March 10-12, 2026</li> <li>★ <b>Interpex Trade Show</b> 📍 New York 📅 April 21-23, 2026</li> <li>★ <b>Commercial Mission B2B</b> 📍 Dominican Republic 📅 May 2026</li> <li>★ <b>Expo Puerto Rico DDEC</b> 📍 Puerto Rico 📅 June 2026</li> <li>★ <b>Commercial Mission B2B</b> 📍 Canada 📅 July 2026</li> </ul>	<ul style="list-style-type: none"> <li>★ <b>Commercial Mission B2B</b> 📍 Texas 📅 August 2026</li> <li>★ <b>Americas Food and Beverage Trade Show</b> 📍 Miami 📅 September 2026</li> <li>★ <b>Pack Expo Trade Show</b> 📍 Chicago 📅 October 2026</li> <li>★ <b>PLMA Trade Show</b> 📍 Chicago 📅 November 2026</li> <li>★ <b>Commercial Mission B2B</b> 📍 El Salvador 📅 December 2026</li> </ul>
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## EXPANDING HORIZONS

“

*We have programs to support these companies with incentives and strategic guidance so they can grow outside of Puerto Rico and have our support. That's why we're organizing trade missions.”*

Sebastián Negrón Reichard  
Secretary of the Puerto Rico Economic Development and  
Commerce Department



“We began by doing it alone, but it was completely difficult. We did not achieve anything. Then we participated in a trade mission and we were treated differently. It is important not to give up,” Saray López Riera, president of Valero, Inc., said during the DDEC-organized “Puerto Rico Going Global” conference in August 2025.

The event featured success stories from other local businesses, such as Carmela canned sausages, which, besides the U.S. states, is exporting its products to the Philippines, South Korea and Dubai; and that of Toroverde Parks International, LLC, which operates theme parks and entertainment centers in Puerto Rico, and is in the process of opening a theme park in Spain.

## Getting a hand from Uncle Sam

Working along with DDEC, the local office of the U.S. Commercial Service, which operates under the U.S. Department of Commerce, has also been instrumental in helping Puerto Rico-based companies to sell their products and services in other countries.

“

*We began by doing it alone, but it was completely difficult. We did not achieve anything. Then we participated in a trade mission and we were treated differently. It is important not to give up”*

Saray López-Riera  
President of Valero, Inc.

“If the company reaches a point where the market in Puerto Rico is completely saturated, then it's a good opportunity to look for opportunities to expand your business, create jobs, earn more money, and promote your products internationally. And that's the role of the federal Department of Commerce here in Puerto Rico, which is to help companies achieve those goals and be able to sell their products and services in other international markets,” José F. Burgos, director of the U.S. Commercial Service office serving Puerto Rico and the Virgin Islands, said in an interview with **BizData Book** at his office located on the seventh floor of Tower II of the Centro Internacional de Mercadeo Building in Guaynabo.

The U.S. Commercial Service has 1,400 employees deployed in 106 U.S. Export Assistant Centers across the United States and in U.S. embassies and consulates in 80 countries representing 96 percent of global exports.

The federal agency -- which serves U.S. companies seeking to export their products and services to other countries as well as non-U.S. companies considering doing business in the United



# EXPANDING HORIZONS

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José F. Burgos  
 Director of the U.S. Department of Commerce for  
 Puerto Rico and the United States Virgin Islands



States – provides customized intelligence reports on the markets of different countries and conducts background checks on potential buyers and distributors. The agency also coordinates meetings with industry and government decision makers in target markets, and provides exporters with legal and diplomatic assistance to win foreign government procurement contracts and deal with trade barriers and illegal practices.

Fees are charged according to the size of the business and the service rendered.

“When clients approach us, they are almost always determined that they want to export. Sometimes they're a little scared, and we tell them, 'Look, we'll help you, don't worry, these are the steps you need to take.' We meet with clients who are at different stages, from knowing nothing, to being a little more advanced, to having everything set up, ready to export, but not yet taking that step to enter that international market,” Burgos said, explaining that his office coordinates with agency representatives in other countries to provide customized services.

“One thing we always analyze, obviously, is how solid the company is,” he explained, noting that exporting requires a permanent commitment by a business, including the hiring of a customs broker when goods are involved. “I've had presidents and general managers meet with me and want to run both the company and the export side. I always say, 'I suggest you hire someone, or if you don't have one, assign someone to cover the export side,' because later, when those international sales start, the follow-up will take a lot of time, and they can't do both: run the company and export.”

Burgos, who noted that almost all of the companies he works with are small and medium-sized businesses, said that many local companies fail to enter international markets because they have not set up an effective marketing strategy, including emails and websites with a company domain and with links targeted to the countries in which business is being transacted. He said the

agency provides a service called “Globalizing Your Website” to address these issues, which include setting up an effective social media presence.

Burgos said local business owners must also be aware of “global protocol” when conducting negotiations with their counterparts in different countries.

“This involves the things you should do and not do in each market to avoid situations,” he said, noting that despite the cultural similarities between Latin American countries and Puerto Rico, businessmen in these countries may feel uncomfortable with the English-infused commercial vocabulary used by Puerto Ricans.

“Mexicans are people who prefer to have more familiar conversations. They're not like Americans who go straight to doing business,” he said. “Don't be surprised if they invite you to lunch beforehand and then talk about business, getting to know you as an individual. Unlike in other countries in Europe, where we might go straight to the point, let's do business immediately.”

Burgos said the most successful export ventures secured by his agency have been to Latin American countries such as the Dominican Republic, Costa Rica, Panama, Colombia, Peru and Chile, as well as to countries in the Caribbean such as Trinidad and Tobago, Jamaica, Barbados and the Bahamas. In Europe, the agency has facilitated local exports of products and services to Spain and Italy. While there has been little interest in Asia and Africa, Puerto Rican companies have ventured into the Philippines India and Singapore, he said.

He said his agency has facilitated the export of goods such as automobile parts, school supplies, domestic cleaning products, handicraft and religious jewelry, software as well as agricultural products. Local companies providing professional services in engineering and pharmaceutical validation have also entered foreign markets with the agency's help. 🌍

“  
*We meet with clients who are at different stages, from knowing nothing, to being a little more advanced, to having everything set up, ready to export, but not yet taking that step to enter that international market,”*  
 José F. Burgos



# PUERTO RICO'S LEADING COMPANIES



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## LEADING LOYAL CHAMBER OF COMMERCE MEMBERS

(Listed According to Years of Membership as of July 2025)

Ranking	Company Name Telephone	Physical Address*	Chamber of Commerce Member Since	Years of Membership	Industry	Top Executive Title(s)
1	<b>Banco Popular de Puerto Rico</b> 787-765-9800	208 Ave. Ponce de León San Juan PR 00918	1937	87	Banking & Finance	Javier D. Ferrer President & CEO
2	<b>B. Fernández &amp; Hnos., Inc.</b> 787-288-7272	Carr. 5 #305 Urb. Industrial Luchetti Bayamón PR 00961	1942	82	Manufacturing & Wholesale Trade	José Teixidor CEO
3	<b>Rimco LLC</b> 787-792-4300	312 Ave. John F. Kennedy Km 3.7 San Juan PR 00920	1944	80	Construction & Wholesale	Caroline McConnie President
4	<b>V. Suárez &amp; Co. Inc.</b> 787-792-1212	Urb. Industrial Luchetti Carr. 5 #300 Bayamón PR 00961	1946	78	Manufacturing & Wholesale Trade	Diego Suárez, Jr. Chairman of the Board & CEO
5	<b>McConnell Valdés LLC</b> 787-759-9292	270 Ave. Muñoz Rivera San Juan PR 00918	1948	76	Services	Arturo García-Solá Managing Director
6	<b>Pepsi Cola Puerto Rico Distributing</b> 787-251-2000	Carr. 865, Km 0.4 Barrio Candelaria Arenas Toa Baja PR 00949	1958	67	Manufacturing & Wholesale Trade	José Arquímedes Sanabria Martínez CEO & President
7	<b>Progressive Sales &amp; Service Inc.</b> 787-782-7474	1163 Ave. Roosevelt Puerto Nuevo San Juan PR 00920	1965	60	Retail & Wholesale Trade	Carlos Berdeguer President
8	<b>Plaza Las Américas</b> 787-767-5202	525 Ave. F.D. Roosevelt San Juan PR 00918	1968	56	Retail Trade	Jaime Fonalledas President
9	<b>South Chamber of Commerce / Cámara de Comercio del Sur Puerto Rico Inc.</b> 787-844-4400	65 Calle Isabel Ponce PR 00730	1971	53	Associations	Tairy Marie Ortiz - Rodríguez Executive Director
9	<b>Rafael J. Nido Inc.</b> 787-251-1000	100 Carr. 866, Km 1.5 Candelaria Arenas Toa Baja PR 00949	1972	53	Construction Materials Suppliers	Gabriel Nido Escribano President
10	<b>Luis A. Ayala Colón Sucrs. Inc.</b> 787-848-9000	3091 Ave. Santiago de los Caballeros Ponce PR 00716	1972	52	Transportation & Warehousing	Hernán F. Ayala- Rubio President
11	<b>Evertec Inc.</b> 787-759-9999	Carr. 176, Km 1.3, Cupey Bajo San Juan PR 00926	1974	51	Services	Morgan "Mac" Schuessler Presidente & CEO
12	<b>Association of Insurance Companies of Puerto Rico / Asociación de Compañías de Seguros de Puerto Rico</b> 787-793-4430	Metro Office Park, Calle 1 Edif. 2, Suite 410 Guaynabo PR 00966	1976	49	Associations	Iraelia Pernas Executive Director
12	<b>Goya Puerto Rico</b> 787-740-4900	Urb. Industrial Luchetti Ave. Francisco J. de Goya Bayamón PR 00960	1976	49	Manufacturing	Carlos Unanue President
12	<b>Lopito Ileana and Howie Inc.</b> 787-783-1160	Calle 1, Metro Office Park Edif. 13, Suite 602 Guaynabo PR 00968	1976	49	Services	José Luis Álvarez Owner
13	<b>Kevane Grant Thornton LLC</b> 787-754-1915	33 Calle Bolivia, Suite 400 San Juan PR 00917	1976	48	Services	Carlos Dolagaray Managing Partner

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