

# PPO Canada Desk: **Business Exchange Possibilities**

Interview: Canadian-Bolivian Chambers of  
Commerce - Eldy Ampuero - Director  
Interview: Migration Process for Canadian  
Citizens visiting Bolivia - Luis Pérez



• LEGAL & TAX •

## Interview: **ELDY AMPUERO**

*Canadian Bolivian Chamber of Commerce*



### **Eldy Ampuero**

eldy.ampuero@yahoo.com  
Director - CBCC

## 1 Explain the mission of the Canadian - Bolivian Chamber of Commerce



The Canadian - Bolivian Chamber of Commerce ("CBCC") is a non-profit organization looking to provide commercial support to Bolivian companies who are interested in showcasing their products or services in Canada on one hand, and/or Canadian companies interested in investing and purchasing products or acquiring services in Bolivia, on the other.

The CBCC's work ethics are based on efficiency and respect for others by sharing a strong sense of responsibility and commitment with the business community.

## 2 How is the CBCC currently operating and what projects do you have in mind for 2022?

The Canadian - Bolivian Chamber of Commerce was created in June 2017 and it was incorporated on Federal level with the idea of meeting the needs to have an organization that encompasses a network of Bolivian professionals willing to provide support to Bolivian and Canadian companies interested in business exchange and investment opportunities between both countries.

From its creation and up until this date, the purpose of the project is to provide general and specific business information, market trends, commercial alerts, networking, support for events and generate interest in different sectors such as agriculture, foodstuffs, industry and services through a subscription model carried out by experienced Bolivian professionals residing in Canada. The CBCC's annual plan includes a post-pandemic reactivation for micro and medium-size companies and addressing the specific requests of some specific sectors such as mining, tourism and foodstuffs, among others.



## 3 What type of activities are promoted by the CBCC?

The CBCC is Bolivia's commercial eyes in the Canadian market for Bolivian companies and professionals. Therefore it focusses its activities in:

- 🔍 Identifying needs and creating new commercial opportunities.
- 🔗 Connecting companies with entities that can offer solutions and opportunities.
- 🗓️ Offering and attending business round tables focusing on education and commerce.
- 👥 Carrying out a preliminary research of potential clients in Bolivia as well as in Canada.
- 📅 Coordinating logistics for the commercial missions, including transportation, lodging and meal planning.
- 📅 Coordinating commercial trips for individuals or teams to Bolivia or Canada.
- 🔗 Act as a link in areas of information, networking and leadership.



## 4 What are the main industries that are part of the CBCC?



The CBCC is a multisectoral organization that provides commercial support for goods and services. The main industries are foodstuffs, agribusiness, mining, education, and tourism.

## 5 How does the CBCC perceive the commercial development between Bolivia and Canada?



Canada and Bolivia have enjoyed official bilateral diplomatic relations since 1961.

The development of bilateral programs between Canada and Bolivia are aligned with Bolivia's 2015 – 2024 national plan for social and economic development, and its priorities are the elimination of poverty, and the promotion of health and sustainable economic growth.

In spite of not having a Free Trade Treaty, Canada acts as an active commercial partner, investing in multilateral organization and funds that benefit Bolivia. The current development program focuses on women's rights, health and sexual and reproductive rights, as well as inclusive green growth. Most initiatives are implemented to a large extent in indigenous communities. Canadian NGOs are particularly active in Bolivia and approximately 100 Canadian expert technicians share experiences with Bolivia every year.

In 2020, bilateral commerce between Canada and Bolivia added up to \$272.7 million. Canadian exports totaled \$16.3 million (mainly vegetables, machinery, wheat and reagents for medical diagnoses). Canadian imports totaled \$256.4 million (mainly silver, zinc and other precious metals and cereals).

It is expected that these relations will be maintained and continue growing in post-pandemic times.

## 6 The activities that are currently being implemented by the CBCC focus on undertakings and the professional development of women in Canada. Can you offer more details on this?



Among one of the CBCC's objectives is fostering undertakings and providing commercial support to initiatives where women and men have the same opportunities. To reach this goal, concrete and attainable measures have been created and implemented in order to facilitate the empowerment of male and female professionals and entrepreneurs, thus generating activities where their achievements are highlighted along with the promotion of their undertakings in digital platforms with the help of community based marketing campaigns to raise awareness. Women focused activities were showcased on the dates when women are celebrated worldwide by international organizations as an effort to highlight and celebrate Bolivian women's achievements.








The CBCC also provided support to the Bolivian Embassy in Canada in different events and was invited to participate in various activities representing the Bolivian community.



## 7 Can you detail some representative examples of the CBCC's role in terms of business development between Canada and Bolivia?



Our services focus on providing support for the international showcase of Bolivian companies in Canadian territory. To that extent, the CBCCL

-  Promotes and facilitates better commercial relations between Canada and Bolivia.
-  Provides essential information about how business doing in both markets.
-  Gathers business leaders and provides networking platforms to facilitate contacts in both countries.
-  Represents members' mutual interests and adopts measures to promote their interests.
-  Facilitates the mobility of members, companies and their employees in both countries.
-  Fosters good corporate citizenship to benefit the communities where members do business.
-  Promotes advantages of both countries as great places to do business.









## 8 What are the benefits of being affiliated to the CBCC?



The CBCC fosters a constructive environment that allows companies and businessmen with interests in Bolivia and Canada to expand their contacts network facilitating new alliances and associations.

The CBCC has the necessary experience to seek attractive opportunities to undertake successful businesses, forge alliance and offer unique activities designed to create a more vibrant economic climate.

Some of the benefits that the CBCC has to offer to its members are:

-  Special prices for feasibility studies.
-  Market and price research.
-  Development of market data per product.
-  Verified lists of potential buyers.
-  Personalized business agendas for the market.
-  Access to preferential fees for flights, tourist packages, hotels, car rentals.
-  Participation in newsletters.
-  Promotion of goods and services in social networks, among others.

The CBCC tries to offer personalized benefits based on the needs of each affiliate.





Interview:  
**LUIS PEREZ**  
*Migratory Process  
for Canadian Citizens*



**Luis Perez**

lperez@ppolegal.com  
Senior Associate - PPO



**Migratory Process for Canadian Citizens**

*The purpose of this interview is to elucidate the migratory process applicable to Canadian citizens as well as the application of safety measures related to the Covid-19 pandemic. To that effect, Luis Pérez – head of the immigration practice at PPO – provides further details concerning these procedures.*

**1 From an immigration standpoint, what are the legal provisions applicable to Canadian citizens?**



Canadian citizens correspond to group 1 and do not require a visa to enter the country as tourists. However, immigration status for group 1 travelers can change according to the activities they may decide to undertake in Bolivia, for example, work, study, family or others.

**2 In which cases Canadian citizens need a visa to enter Bolivia?**



Law 370 and regulatory decree D.S. 1923 establish that Canadian citizens do not require a visa to enter Bolivia for tourism needs. The presentation of a valid passport (valid for at least 6-months prior to expiry date) will suffice to enter Bolivia.

However, Canadian citizens entering Bolivia for work will need to apply for a transitory permanence visa.

**3 What are the costs involved to obtain a visa?**



| Permanence term            | Cost (approx. in USD) |
|----------------------------|-----------------------|
| 30 days                    | 55                    |
| 90 days                    | 125                   |
| 180 days                   | 210                   |
| Temporary work for 1 year  | 330                   |
| Temporary work for 2 years | 430                   |
| Temporary work for 3 years | 535                   |



## 4 What are the conditions of this visa (tourist, work, maximum term)?



The authorization for tourist or visitor activities is granted to Canadian citizens through an entry stamp for the purpose of rest and recreational activities. The tourism visa does not allow Canadian citizens to undertake any remunerated or profitable activities in Bolivian territory. The maximum term of the visa is 90 days per calendar year.

The transitory permanence visa applies to Canadian citizens looking to carry out remunerated or profitable activities in Bolivian territory, under a work contract or not, for a period of 180 days per calendar year at most.

The temporary permanence visa to develop work activities is granted to Canadian citizens that will carry out remunerated or profitable activities in Bolivian territory, with or without a relation of dependency, for a period of three years at the most.

## 5 With respect to the safety measures resulting from the Covid-19 pandemic, are there any special conditions applicable to Canadian citizens that wish to enter Bolivian territory?

In accordance to MR No. 0001 dated April 27, 2022 the following epidemiological surveillance measures are applicable all citizens that wish to enter Bolivian territory:

- A)** Covid-19 vaccination certificate (print or digital format) evidencing the application of two doses or a single dose, at least 14 days prior to the entry date; or
- B)** Certified negative RT-PCR test for persons older than five years of age. The following process is applied:
  - i)** Air travel, up to seventy-two hours prior to departing the country of origin.
  - ii)** Land, fluvial or lake travel, up to forty-eight hours prior to entering the Plurinational State of Bolivia.
- C)** Certified nasal antigen test for persons older than five:
  - i)** Air travel, up to forty-eight hours prior to departing the country of origin.
  - ii)** Land, fluvial or lake travel, up to forty-eight hours prior to entering the Plurinational State of Bolivia.

## 6 In your experience, how frequently do migratory dispositions change in Bolivia?



Migratory dispositions change every 3 or 5 years, however internal instructions can be modified between 5 and 7 times per year.

## 7 In your experience, what difficulties did you encounter in terms of immigration?



The difficulties that arise in terms of immigration issues are mainly due to the fact that immigration authorities fail to receive adequate training. This includes officers at central migration headquarters and border control officers at airport and land border staff, which usually ends up generating an erratic application of immigration norms.



## 8 What practical advice can you offer travelers that need to undertake migration proceedings in Bolivia?



We recommend the following:

- Confirm that your passport is valid for at least six months prior to your trip.
- Verify that all the documentation to be used in Bolivia is apostilled and translated to Spanish.
- Process the adequate visa in the country of origin in case the reason for travelling involves carrying out work activities, in order to shorten the processing terms so the traveler can start working immediately upon entering the country.
- In the event that travelers must bring personal criminal record certificates with them, confirm the date of issuance of the certificate is within 90 days of being presented to immigration authorities.
- When the Canadian citizen has obtained a temporary permanence in Bolivia, he/she must not leave the country for a period exceeding 90 days without an express authorization issued by the Migration Office, otherwise his/her permanence will be automatically cancelled.
- Comply with the bio-safety and epidemiological measures established by the Bolivia (mentioned above).



*Brunch discussion on*

## ***“Emerging Latin American Mining Jurisdictions: Bolivia and Ecuador”***



# Canada Desk Team

*The PPO Canada Desk team is integrated by members of our firm who are constantly working alongside Canadian companies and law firms, with unique ability, knowledge and experience to expand this ground-breaking initiative.*



**Ana Valeria Escobar**  
aescobar@ppolegal.com  
**PARTNER**



**Pablo Ordoñez**  
pordonez@ppolegal.com  
**PARTNER**



**Vicente Guevara**  
vguevara@ppolegal.com  
**ASSOCIATE**



• LEGAL & TAX •

## SANTA CRUZ

Av. San Martín N° 155  
Ambassador Business Center | Piso 18

## LA PAZ

Av. Ballivián N° 555  
Edif. El Dorial | Piso 14

## COCHABAMBA

Edificio Empresarial Torre 42,  
Piso 6, Calle Papa Paulo N° 604,

## SUCRE

Calle Bolívar N° 326  
Centro Histórico

## COBIJA

Av. 16 de Julio N° 149  
Centro

Tel. (+591) 6 200 20 20

[www.ppolegal.com](http://www.ppolegal.com)