



Caribbean Business Opportunities

October / November 2008

October 2008



Dear Caribbean Colleagues,

It is a pleasure to feature in this edition of the CBO our recent “American Franchise Forum for the Caribbean” which was held in Santo Domingo, October 23 & 24, 2008. This event included presentations by eleven American franchise concepts that are available to Caribbean investors for development in the region (please see the included descriptions).

Investors attended the Forum from five different Caribbean islands (St. Lucia, Jamaica, Dominican Republic, Turks & Caicos and Puerto Rico). In addition to the presentations about the 11 U.S. franchise concepts, the Forum speakers addressed key issues in regards to making a successful franchise investment, including: how to evaluate a franchise prior to investment; how to adapt a U.S. franchise to the Caribbean region; legal considerations in a franchise agreement; and sources of financing for investment in an American franchise.

CS Santo Domingo will also be organizing a Caribbean delegation to attend the upcoming “International Franchise Expo” in Washington, D.C., March 20-22, 2009 (details are included in this CBO edition). Franchising reduces the risk of investing in a new business due to the experience and support of the Franchisor, and therefore represents an excellent opportunity in today’s challenging world economy. Please advise our office if you have any interest in a possible franchise investment so that you can be notified of future franchise programs or events (email: maria.elenaportorreal@mail.doc.gov)

In today’s changing economic climate it is even more critical to search for the international business relationships that enable firms to increase their level of international competitiveness. We look forward to continue assisting companies across the Caribbean to develop productive relationships with American firms. Please see the information in this CBO edition about upcoming major U.S. trade shows to which we are organizing Caribbean delegations; as well as information about our complimentary “Trade Leads” program, in which we conduct a search for you to identify American suppliers of goods and services.

As we approach the holiday season, we wish all of our Caribbean colleagues a very Happy and Healthy 2009!

With warm Caribbean wishes,

Robert Jones
Commercial Counselor for the Caribbean
U.S. Embassy, Santo Domingo

Please forward any contributions you may have for future editions of the CBO Bulletin to:
ines.gerez@mail.doc.gov

Agency Profile

Export-Import Bank of the United States

The Ex-Im Bank is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets.

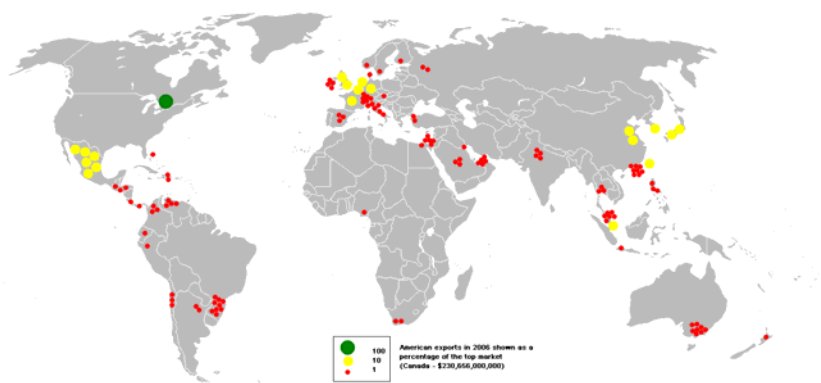
Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that helps to maintain and create U.S. jobs and contribute to a stronger national economy.

Ex-Im Bank does not compete with private sector lenders but provides export financing products that fill gaps in trade financing. We assume credit and country risks that the private sector is unable or unwilling to accept. We also help to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters.



Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of our transactions directly benefit U.S. small businesses.

With more than 70 years of experience, Ex-Im Bank has supported more than \$400 billion of U.S. exports, primarily to developing markets worldwide.



Contact Information:

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**18th Annual Retailers Conference of the Americas
November 20-22, 2008**

The United Retailers of the Americas will be holding their 18th Annual Retailers Conference of the Americas at the Tampa Convention Center in Tampa, Florida, November 20-22, 2008. The event has been held in many countries but this will be the first for the United States. The United States Hispanic Chamber of Commerce in Washington, D.C., and a steering committee of local Tampa Bay organizations and Chambers is spearheading this significant event.

United Retailers of the Americas has dedicated its efforts to integrating retailers of goods and services throughout the Americas so that they can network, and develop business relationships for future opportunities in a successful global market. We expect dignitaries and 1000+ attendees from twenty-five or more Caribbean, Central and South American Countries. Participating countries include: Puerto Rico, Bolivia, Colombia, Ecuador, El Salvador, Guatemala, Haiti, Panamá, Paraguay, Peru, Nicaragua, Honduras, Venezuela, Virgin Islands, Spain, and the United States of America.

Sponsorship opportunities are available, for more information and to register, please visit the website www.usccretailersconference.com.

Tampa organizers are also providing an opportunity for you to arrange customized individual one-to-one business appointments with potential agents /distributors / buyers / trading partners to ensure optimum results. For more information regarding one-to-one appointments please call 813-495-0126 or email us at insourcingalliance@yahoo.com.

Participating Countries:

- Puerto Rico
- Bolivia
- Colombia
- Ecuador
- El Salvador
- Guatemala
- Haiti
- Panamá
- Paraguay
- Peru
- Nicaragua
- Honduras
- Venezuela
- Virgin Islands
- Spain
- United States of America



AmericasMart Atlanta

AmericasMart® Atlanta is the single largest gift, home and apparel wholesale marketplace in the United States. With more than 580,000 attendees annually, AmericasMart® and its international trade fairs rank as the number-one market destination for retailers from every U.S. state and 80 countries worldwide. The largest of its 17 annual trade fairs – **the Atlanta International Gift & Home Furnishings Market**- offers retailers a vast product selection in more than 2,200 permanent showrooms and 5,000 trade fair exhibits. This fair is held twice a year in January and July.

The dates for the January market are the following:

Permanent showrooms: January 6-14, 2009
Temporary Booth stands: January 9-13, 2009

During their January 2009 Market, AmericasMart will celebrate the Grand Opening of AmericasMart Atlanta **Building Two West Wing** Expansion! The arrival of Building Two West Wing – a landmark 1.5 million-square-foot expansion – adds an entire new building to the campus. Building Two West Wing will offer more than 220,000 square feet of temporary exhibit halls and meeting spaces on floors 1-4 with floors 6-10 housing permanent showrooms.

AmericasMart® Atlanta is the FIRST

IN ACCESSIBILITY:

- World's most accessible airport, with more flights from more places than anywhere else.

IN ACCOMODATIONS:

- More than 20,000 hotel rooms adjacent and nearby, with complimentary shuttle service, at the lowest guaranteed rates.

IN EDUCATION:

- Sharpen your business skills and stay abreast of trends with free business education classes and seminars led by the industry's most in-demand consultants and retail experts!

IN VALUE & CONVENIENCE:

- Discounted air travel and hotels plus easy shopping, all under one roof.

IN BUSINESS:

- The world's largest collection of product, with more NEW lines and introductions than anywhere else.



Discover a new world of business at



Global Market for the World

For more information about this show please contact:
Katrin Weste
Senior Manager – International Retail Services
E-mail: kweste@americasmart.com

Trade Shows in the U.S.

CS Santo Domingo organizes Caribbean Delegations to these exhibitions:

International Consumer Electronics Show Las Vegas, Nevada – January 8-11, 2009



- The International CES is a major global event that attracts more than 130,000 attendees from 140 countries.
- Learn about upcoming, innovative products from more than 2,700 exhibitors.
- Each of our attendees has an average of 12 meetings while at CES and approximately 1.7 million meetings are conducted in total.
- Approximately 200 conferences and more than 300 expert speakers to discuss hot industry trends.

For more information, please contact Isolda Frías at isolda.frias@mail.doc.gov or (809) 227-2121 ext. 226.

World of Concrete

Las Vegas, Nevada – February 3-6, 2009



World of Concrete is an international event dedicated to the commercial concrete and masonry construction industries. As an attendee you will be exposed to:

- 900,000 net square feet of innovative products, tools and technology to help you succeed.
- Hands-on demonstrations under actual jobsite conditions.
- More than 1,700 industry suppliers from all over the world will be available to answer questions, demonstrate products and conduct business with you.
- The most respected education program in the industry, featuring both 90-minute and 3-hour seminars, offers training and certification programs.

For more information please contact: Sheila Andujar with the Commercial Service: Sheila.andujar@mail.doc.gov

Graphics of the Americas

Miami, Florida – February 26-28, 2009



- The Graphics of the Americas is the second largest graphic arts and converting show in America, as well as Caribbean and Latin American markets.
- Network with over 11,000 printers, publishers, print buyers and creative professionals from around the world.
- See the latest in technology; hear new product announcements; visit all your vendors in one location, compare similar technology with over 500 exhibiting companies.

For more information, please contact Yira Roa at yira.roa@mail.doc.gov or (809) 227-2121 ext. 227.

International Franchise Expo

Las Vegas, Nevada – March 20-22, 2009



In just 3 days, you'll meet face-to-face with hundreds of the top franchise concepts at every investment level. Attend educational seminars. And make contacts that will help your future take off.

- See over 300 exhibiting franchise concepts.
- Meet with the corporate executives of these franchise concepts
- Learn more about franchising, how it works, and it relates to your personal interests.
- Get answers about franchising from the world's leading experts who exhibit and present at the IFE's Conference program.
- Attend free seminars as well as paid symposia.

For more information please contact:

Maria Elena Portorreal with the Commercial Service: maria.elenaportorreal@mail.doc.gov

Trade Leads

Our Trade Leads program is a highly effective method to search for U.S. Suppliers of goods and services in a fast and effective way, and **it's totally free!** To download the form please visit:

www.buyusa.gov/caribbean/en/trade_leads.html

AMERICAN FRANCHISE FORUM IN THE CARIBBEAN

October 23 & 24, 2008 · Santo Domingo, Dominican Republic

List of Participating Franchise Concepts

Nexcen Brands



Great American Cookies

Great American Cookies became an instant retail phenomenon in 1977 when the first store opened in Atlanta, Georgia's Perimeter Mall. Founded on the strength of a generations-old family chocolate chip recipe, the company eventually set the standard for gourmet cookie sales in shopping centers nationwide. From one store and one recipe, Great American Cookies expanded in malls across the country and at the same time developed a complete line of cookies and brownies, including our signature Cookie Cake product, making it one of the best cookie companies in the industry.



Maggie Moo's

Maggie Moo's is a franchise brand in the growing portfolio of consumer and franchise brands of NexCen Brands, Inc. Maggie Moo's award-winning ice cream starts with the finest ingredients to make super premium ice cream fresh in the Treatery every day. By making the ice cream on premises, there is no "distribution stress" or ice crystal formulation. They are the only U.S. retail chain to win five Blue Ribbon Awards from the National Ice Cream Retailer's Association of the United States: Vanilla, Vanilla Bean, Chocolate, Dark Chocolate and Strawberry.



Marble Slab Creamery

Since 1983, Marble Slab Creamery has set its standards of quality unusually high. Every batch of their super-premium ice cream is homemade, and they hand-roll their freshly baked waffle cones in each store. As for mixins, they offer only the freshest fruits, the finest nuts, the sweetest candies, and the yummiest cookies around. The Marble Slab experience starts when you enter one of their stores and are immediately greeted by the aroma of our freshly-baked waffle cones, available in a variety of flavors ranging from Vanilla Cinnamon to Dark Chocolate with Butterfinger.



Shoebox New York

Since 1954, Shoebox has been New York's top multi-bran women's retailer for luxury footwear, handbags and accessories. Shoebox's reputation is built on its vast product assortment and trend-setting styles, offering women the latest fashions from top European and American designers, including the Arturo Chiang, Vince Camuto, and BCBG MaxAzria brands which are offered to our franchisees by our partner, The Camuto Group. The exceptional product offering coupled with the personalized customer experience, has garnered Shoebox a dedicated following of sophisticated, chic women worldwide.



Pretzelmaker

Pretzelmaker introduced their famous soft pretzel in 1991 and have grown to become leaders in the soft pretzel category, specializing in offering steaming hot, fresh-baked, fresh twisted pretzels, pretzel dogs, freshly squeezed lemonade, and cold beverages all over the world. Pretzelmaker stores can be found in over 190 locations in 33 states and two countries.



TAF - The Athlete's Footwear

The Athlete's Foot is the world's first franchisor of athletic footwear stores and is recognized today as the world leader in athletic footwear franchising. Robert and David Lando opened the first *The Athlete's Foot* store in 1971 in Pittsburgh, Pennsylvania. It was the first athletic footwear specialty store of its kind in the United States. Soon thereafter, The Athlete's Foot began franchising domestically, with the first store opening in Oshkosh, Wisconsin. The first international franchise store opened in Adelaide, Australia. The Company is now in more than 40 countries.

Contact Information for Nexcen Brands: Great American Cookies, Maggie Moo's, Marble Slab Creamery, Shoebox New York, Pretzelmaker and The Athlete's Footwear.

Marcel Portmann, Latin American Development

Phone: 56-9-8129-1826

E-mail: mportmann@nexcenfm.com

Website: www.nexcenbrands.com

AMERICAN FRANCHISE FORUM IN THE CARIBBEAN

October 23 & 24, 2008 · Santo Domingo, Dominican Republic

List of Participating Franchise Concepts



Little Caesars Pizza

Little Caesars currently has outstanding franchise opportunities available throughout the United States, Canada and International markets around the world! Little Caesars opened its first store in 1959 and has been franchising since 1962. Through focused efforts on the franchise priorities, many of their franchises have attained the lifestyle, wealth, equity, and income they enjoy. This unique franchise opportunity is not for everyone. It is for the focused, dedicated, energetic, goal-oriented entrepreneur who sees the value in a proven operating system.

Contact Information

Tricia Ashman
Administrator
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E-mail: tashman@icecorp.com
Website: www.littlecaesars.com



Proximo Games

They are launching their retail franchise concept in the Caribbean. Proximo Games has been in the retail gaming industry for nearly 20 years and many of their founding members make up the executive management team. Their franchisees will not only get support of experienced executives supporting them with their locations; they will also have exclusive rates for products and their state-of-art POS system.

Contact Information

Kevin Baqai
Director of Business Development
Phone: (305) 593-0501
E-mail: Kevin@proximogames.com
Website: www.proximogames.com



Dairy Queen

Imagine joining a family of restaurants that offers different concepts to choose from, all within the Dairy Queen system. Plus, they offer you several unique ways to become a restaurateur, based on your individual experience and financial resources. The primary concepts currently available for franchising in the DQ system include our DQ Grill & Chill restaurant and DQ Orange Julius Treat Center store.

Contact Information

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Website: www.dairyqueen.com

AMERICAN FRANCHISE FORUM IN THE CARIBBEAN

October 23 & 24, 2008 · Santo Domingo, Dominican Republic

List of Participating Franchises Concepts



Crestcom International, LLC

Crestcom franchisees have marketed and delivered training in the areas of sales, recruiting, customer service and particularly management skills development. Franchisees are supported in this training by video-based instruction from Crestcom's Video Faculty, which includes some of the finest management and sales authorities of our time. Crestcom upgrades and develops new training courses on a regular basis.

Contact Information:

Kelly Krause
Vice President of International
Marketing
Phone: (303) 267-8200
E-mail: info@crestcom.com
Website: www.crestcom.com



FasTrackKids

The FasTrackKids curriculum is delivered via the FasTrackKids Learning Station, an interactive whiteboard and CD-ROM based lessons in 12 subject areas, ranging from Astronomy and Creativity to Mathematics and Natural Sciences. Creative activities enhance the curriculum, and children develop self-confidence as they prepare and deliver reports based on the classroom activity in videotaped presentations. The FasTrackKids program delivers substantial developmental gains in general knowledge, concentration, problem solving and other educational goals and can lead to higher academic performance throughout a child's learning years.

Contact Information

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General Manager
Phone: (303) 224-0200
E-mail: info@crestcom.com
Website: www.fastrackkids.com

For more information on the presentations at the American Franchise Forum in the Caribbean, please visit our website:
www.buyusa.gov/caribbean/en

U.S. Government Contacts & Business Chambers in the Caribbean

Dominican Republic

US Commercial Service in Santo Domingo

Contact: Robert O. Jones, Jr., Commercial Counselor
Phone: (809) 227-2121
Fax: (809) 920-0181
Website: www.buyusa.gov/caribbean/en
Email: robert.o.jones@mail.doc.gov

Foreign Agricultural Service in Santo Domingo

Contact: Jaime Rothschild, Agricultural Attaché
Phone: (809) 227-0112
Fax: (809) 732-9454
Website: www.usemb.gov.do/FAS/fasindex.htm
E-mail: agsantodomingo@usda.gov

AmCham Santo Domingo

Contact: William Malamud, Executive Director
Phone: (809) 381-0777
Fax: (809) 381-0286
Website: www.amcham.org.do
Email: wmalamud@amcham.org.do

Santo Domingo Chamber of Commerce

Contact: Milagros Puello, Executive Vice President
Phone: (809) 682-2688
Fax: (809) 685-2228
Website: www.ccpd.org.do
Email: mpuello@camarasantodomingo.org.do

Santiago Chamber of Commerce

Contact: Ivan Reynoso, Executive Director
Phone: (809) 582-2856
Fax: (809) 241-4546
Website: www.camarasantiago.com
Email: director@camarasantiago.com



Barbados

US Embassy in Barbados

Contact: Jake Aller, Economic Officer
Phone: (246) 436-4950
Fax: (246) 227-4174
Website: barbados.usembassy.gov
Email: AllerJC2@state.gov

Barbados Chamber of Commerce and Industry

Contact: Magnus Whitehead, Executive Director
Phone: (246) 620-4750
Fax: (246) 620-2907
Website: www.bdscham.com
E-mail: magnus.whitehead@bdscham.com

AmCham Barbados

Contact: Jim McCormick, President
Phone: (246) 427-8880
Email: ijim_mccormick@admworld.com

Trinidad & Tobago

US Embassy in Trinidad & Tobago

Contact: Wendy Soulette
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Fax: (868) 822-5918
Website: trinidad.usembassy.gov
Email: soulettew@state.gov

AmCham Trinidad & Tobago

Contact: Desiree Gobin Seecharan, Executive Director
Phone: (868) 622-4466
Fax: (868) 628-9428
Website: www.amchamtt.com
Email: execd@amchamtt.com

Trinidad & Tobago Chamber of Commerce

Contact: Joan Ferreira, CEO
Phone: (868) 637-6966
Fax: (868) 637-7425
Website: www.chamber.org.tt
E-mail: jferreira@chamber.org.tt

Jamaica

US Embassy in Jamaica

Contact: Nathan Carter, Economic Officer
Phone: (876) 702-6000
Fax: (876) 920-2580
Website: kingston.usembassy.gov
Email: CarterNC@state.gov

AmCham Jamaica

Contact: Becky Stockhausen, Executive Director
Phone: (876) 929-7866 and (876) 929-7867
Fax: (876) 929-8597
Website: www.amchamjamaica.org
E-mail: becky_amcham@cwjamaica.com

Jamaica Chamber of Commerce (JCC)

Contact: Mark Myers, President
Phone: (876) 922-0150
Fax: (876) 924-9056
Website: www.jamaicachamber.org.jm
E-mail: markm@kasnet.com

Montego Bay Chamber of Commerce & Industry

Contact: Pauline Reid, President
Phone: (876) 952-6045
Fax: (876) 952-2784
Website: www.mobaychamber.com
E-mail: paulinereid@gmail.com

The Private Sector Organization of Jamaica

Contact: Sandra Glasgow, Chief Executive Officer
Phone: (876) 927-6238
Fax: (876) 927-5137
Website: www.psoj.org
E-mail: psojinfo@psoj.org

Bahamas

US Embassy in Nassau

Contact: Krystina Rabassa, Economic Officer
Phone: 242/ 322-1181
Fax: 242/ 328-3495
Website: nassau.usembassy.gov
Email: rabassakl@state.gov

The Bahamas Chamber of Commerce

Contact: Dionisio D'Aguilar, President
Phone: (242) 322-2145
Fax: (242) 322-4649
Website: www.thebahamaschamber.com
Email: presidente@thebahamaschamber.com

Other Caribbean Islands

Antigua and Barbuda Chamber of Commerce

chamcom@candw.ag

Aruba Chamber of Commerce

www.arubachamber.com

Bermuda Chamber of Commerce

www.bermudacommerce.com

Dominica Association of Industry and Commerce

www.daic.dm

Grenada Chamber of Commerce

www.grenadachamber.org

AmCham Haiti

www.haitianamericanchamber.com

Haitian Chamber of Commerce & Industry

mjeanclaude@ccih.gt

Grand Bahamas Chamber of Commerce

www.thegrandbahamachamberofcommerce.com

Curaçao Chamber of Commerce

www.curacao-chamber.an

St. Kitts-Nevis Chamber of Industry and Commerce

www.stkittsnevischamber.org

St. Lucia Chamber of Commerce Industry & Agriculture

www.stluciachamber.org

St. Vincent & the Grenadines Chamber of Industry & Commerce

www.svg-cic.com



Export-Import Bank of the United States

Contact: Xiomara Creque, Sr Business Development Officer
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Overseas Private Investment Corporation (OPIC)

Contact: Allison Germak, Public Information Officer
OPIC Info Line: 202-336-8799
Webpage: www.opic.gov
Email: info@opic.gov

United States Small Business Administration (SBA)

Contact: Luz Hopewell, Director of International Trade
Phone: (202) 205-6463
Fax: (202) 481-0558
Webpage: www.sba.gov
Email: luz.hopewell@sba.gov

United States Trade & Development Agency

Contact: Jorge E. Esteban, Country Manager LA & Caribbean
Phone: 703) 875-4357
Fax: (703) 875-4009
Webpage: www.ustda.gov
Email: jesteban@ustda.gov

U.S. Export Assistance Centers

Atlanta U.S. Export Assistance Center

Contact: Thomas Strauss, Network Director
Phone: (404) 897-6080
Fax: (404) 897-6085
Email: thomas.strauss@mail.doc.gov

Fort Lauderdale U.S. Export Assistance Center

Contact: John McCartney, Director
Phone: (954) 356-6640 ext. 12
Fax: (954) 356-6644
Email: john.mccartney@mail.doc.gov

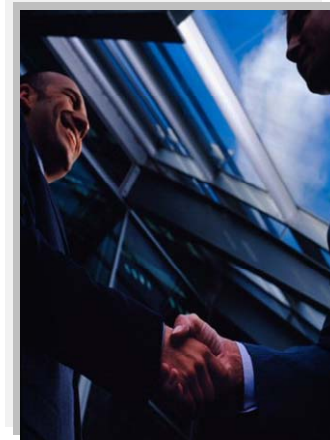
Miami U.S. Export Assistance Center

Contact: Lesa Forbes, International Trade Specialist
Phone: (305) 526-7425
Fax: (305) 526-7434
Email: lesa.forbes@mail.doc.gov

U.S. Government Agencies in the U.S.

**South Carolina U.S. Export Assistance
Center**

Contact: Phil Minard, International
Trade Specialist
Phone: (843) 746-3404
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Email: phil.minard@mail.doc.gov



***To contact other U.S. Export
Assistance Centers located in over
100 cities across the United States
go to:**

www.buyusa.gov/home/us.html