



Caribbean Business Opportunities

April / May 2009

December 2008



Dear Colleagues,

It is a pleasure to address you on the eve of the upcoming “Fifth Summit of the Americas,” being held later this month in Port of Spain, Trinidad & Tobago, from April 17-19 (details are included in this issue). The Summit of the Americas is the only forum where over 30 democratically elected Heads of State and Government of the Western Hemisphere meet to exchange ideas and opinions on the economic, political, social and security challenges confronting the region – and to work to develop a shared vision for the development of the Hemisphere.

The Summit will include a Private Sector Forum with the theme of “Promoting Private Sector-led Prosperity in the Emerging Decade: The Quest for Competiveness Revisited.” Over 400 business representatives are expected to attend from across the Hemisphere.

The Summit of the Americas attempts to achieve regional agreement and cooperation on how to reach mutually beneficial goals in order to advance the interests of the Hemisphere. We are pleased to support that effort by facilitating business development opportunities between companies and organizations in the United State and throughout the Caribbean region.

As an example of that support, the U.S. Commercial Service (USCS) organized three franchise events over the last six months, in the Dominican Republic, St. Lucia and Jamaica. Those events informed investors about the subject of franchising, including information about sources of financing to invest in U.S. franchise concepts (the U.S. Export-Import Bank and the Overseas Private Investment Corporation). The USCS then led a Caribbean Delegation to attend the “International Franchise Expo” last month in Washington, D.C., with participants from the Dominican Republic, Jamaica, St. Lucia and Trinidad & Tobago .

There is no substitute for direct interaction in order to develop business opportunities between companies from the different markets in the region, which is why we organize Delegations to attend major trade shoes in the United States. Our other programs and services also facilitate establishing direct linkages between Caribbean and U.S. companies.

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

Profile



Franchising
Building local businesses,
one opportunity at a time.

The International Franchise Association (IFA), founded in 1960, is a membership organization of franchisors, franchisees, and suppliers. Since its inception, the IFA has represented and protected the interests of the franchise community as well as the American entrepreneurial spirit.

By joining a franchise system, people enjoy the benefits of going into business for themselves without many of the risks of doing it by themselves.

International Franchise Expo - IFE

The IFE is the franchise industry's premier annual event showcasing hundreds of franchise concepts, attracting investors from throughout the United States and over 80 countries.

For domestic or international expansion, selling single units, area developments or master franchises - this is the one stop franchise event. Sponsored by the IFA and endorsed by the U.S. Department of Commerce, the IFE offers a comprehensive conference program.

Contact Information

International Franchise Association
1501 K Street, N.W., Suite 350
Washington, D.C., 20005, USA
Phone: (202) 628-8000
Fax: (202) 628-0812



Caribbean Delegation at IFE

The U.S. Commercial Service Santo Domingo, with the commitment to support the IBP Program, and in an effort to increase U.S. exports to the Caribbean, recruited a delegation of 16 Caribbean business persons to attend the International Franchise Expo (IFE), one of the most important franchising trade show, held in Washington, DC on April 20-22, 2009.

As a result of a comprehensive promotion throughout the Caribbean, CS Santo Domingo recruited delegates from the Dominican Republic, Jamaica, St. Lucia and Trinidad & Tobago.

Delegation planning and coordination of the event were handled by Regional Senior Commercial Specialist Maria Elena Portorreal, who also served as the group's escort to the attendees with event promotion, recruitment and travel arrangements.

Trade Events in the U.S.



The U.S. Commercial Service in Santo Domingo is organizing the Official Delegation attending to the 41st annual International Pow Wow 2009 from May 16 - May 20, 2009 in Miami, Florida. Be part of the travel industry's premier international marketplace and the largest generator of Visit USA travel!

In just three days of intensive pre-scheduled, computer-generated business appointments, more than 1,000 U. S. travel organizations from every region of the USA, and representing all industry category components, and close to 1,500 International and Domestic Buyers from more than 70 countries, conduct business negotiations that result in the generation of over \$3.5 billion in future Visit USA travel.

At International Pow Wow, buyers and sellers are able to conduct business that would otherwise be generated only through an exhaustive number of around-the-world trips.

To help each attending organization make the most of their time, business appointments at International Pow Wow are pre-scheduled in advance by a computer program based on International and Domestic Buyer and Exhibitor requests. All requests are submitted via powwowonline.com. Exhibitors can pre-schedule up to 44 appointments per booth (not per delegate). International Buyers can schedule up to 44 appointments per delegate.

For more information please visit www.powwowonline.com or contact Maria Elena Portorreal at the U.S. Commercial Service Caribbean Office in Santo Domingo, at her email address maria.elenaportorreal@mail.doc.gov

- Up to 44 intensive pre-scheduled, computer-generated business appointments
- Networking with thousands of fellow travel organizations across the industry
- Business negotiations with 1,500 International and Domestic Buyers
- Unique news coverage for USA travel destinations and products
- Exciting evening events
- Sightseeing Tours



Trade Shows in the U.S.

CS Santo Domingo organizes Caribbean Delegations to these exhibitions:

NRA SHOW
THE INTERNATIONAL FOODSERVICE MARKETPLACE

2009

MAY 16-19, 2009 | MCCORMICK PLACE | CHICAGO, IL

The US Commercial Service invites you to be part of the delegation to attend the **National Restaurant Association Show 2009** to be held in Chicago, Illinois, USA on May 16-19, 2009.

The NRA Show is the largest foodservice and hospitality event. No matter what type of operation you run, the **NRA Show 2009** has what you need. Major areas of focus include food, beverage, equipment, small wares, apparel, tabletop, furnishings, design, technology, and services.

You will learn from internationally recognized industry leaders and take home ideas that you can put into action. More than 2,000 exhibiting companies from 115 countries will demonstrate the latest products and technologies. Additionally, more than 60 free educational sessions will deliver solutions you can immediately put to work.

Attending **NRA Show 2009** will provide the answers you are looking for, whether your challenges are in sales, sourcing, operations, and service or menu-concept development.

IMPROVE YOUR
RESTAURANT,
HOTEL OR RETAIL
BUSINESS!

The NRA Show is the global marketplace that brings together the entire foodservice and hospitality industries.

The NRA Show 2008 was a huge success, with 71,367 attendees from all 50 states and over 100 countries looking for products and services offered by the record-breaking 2,229 exhibitors.

For more information on this event please contact Mrs. María Elena Portorreal at (809) 227-2121 Ext. 225 or via e-mail: maria.elenaportorreal@mail.doc.gov

Events in the Caribbean

Fifth Summit of the Americas Port of Spain 2009

The Summit of the Americas is the only forum where the 34 democratically elected Heads of State and Government of the Western Hemisphere meet to exchange ideas and opinions on the political, economic, social, and security challenges confronting the region and to develop a shared vision for the development of the hemisphere.

On June 5, 2006, Ministers of Foreign Affairs of the Americas meeting in the Dominican Republic at the thirty-sixth regular session of the OAS General Assembly formally accepted the offer of the government of Trinidad and Tobago to host the Fifth Summit of the Americas in 2009, to be held in Port of Spain on April 17-19, 2009.

Private Sector Forum

Trinidad and Tobago will be the first Caribbean State to host the Summit of the Americas. The goal of the Government of Trinidad and Tobago in preparing for the Fifth Summit is to ensure that the focus remains on people - that it brings meaningful and tangible benefits to all the people of the Americas. This overarching objective will be taken into account in the Forum dialogue.

Inclusion of the Private Sector in the Summit process began in Argentina in 2005. A very successful Private Sector Forum was held there at the time of the Summit. The event attracted over 700 business leaders.

The Forum Dialogue

The dialogue takes place over two days and will be focused on reviewing the opportunities for growth and renewal for business in the Americas in the wake of the current crises and governments' responses and taking into account increased calls for new investments in areas such as agribusiness and renewable energy.



Private Sector Forum (PSF)

"Promoting Private Sector-led Prosperity in the Emerging Decade: The Quest for Competitiveness Revisited"

Date: April 15-16 2009

Venue: Caribbean Princess Cruise Ship.
Port of Port-of-Spain, Trinidad

Registration

All participants of the PSF are required to apply for accreditation in advance of arrival in Trinidad and Tobago. A web tool is available to download the accreditation forms on the Fifth Summit website. You will also find the entire program of activities:

www.fifthsummitoftheamericas.org

Events in the Caribbean

Trade & Investment Convention 2009

June 24-29, Centre of Excellence in Macoya, Trinidad



The Trade & Investment Convention 2009 (TIC) is a multi-sectoral trade show in Trinidad & Tobago featuring local, regional, and international exhibitors, which attracts thousands of local, regional, and international buyers.

The event takes place from 24th - 27th June 2009, in two convention halls at the Centre of Excellence in Macoya, Trinidad.

TIC incorporates three consecutive days of business-to-business activity, with one day (Saturday) reserved for business-to-consumer activity, allowing for market research, testing, sampling, and other interactions with the general public.

IMPORTANT DATES & TIMES

Formal Opening & Official Tour of TIC 2009

Wednesday 24th June at 9:30 a.m.

Trade Convention Opening Hours

Wed. 24 th June	10:30 a.m. - 7:00 p.m.
Thursday 25 th - Friday 26 th June	10:00 a.m. - 7:00 p.m.
Saturday 27 th June	10:00 a.m. - 6:00 p.m.

TIC is a trade-only convention

Open to the Public Saturday 27th June, 2009 only

TIC networks decision-makers, giving participants an opportunity to develop joint venture and business partnership prospects, and promoting linkages between the Caribbean, the Americas, Asia and Europe.

Hundreds of local, regional and international buyers and distributors attend TIC each year.

Networking events ensure that participants have opportunity to meet and build business partnerships and relationships.

Participate as a Buyer for TIC 2009!

- FREE Registration!
- Special airfare and hotel rates
- Easy on-line access to registered Exhibitors
- Matchmaking services
- Exhibitors from more than 30 countries
- Products from multiple business sectors
- Special deals for the Trade

Register online for TIC 2009 at www.tic-tt.com

CONTACT INFORMATION

TIC 2009 Secretariat

Address: #42 Tenth Avenue, Barataria, Trinidad W.I.

Telephone 1-868-675-TTMA (8862)

Fax 1-868-675-9000

Skype: trade.investment.convention

Website <http://www.tic-tt.com>

Email: trade.investment.convention@gmail.com

Events in the Caribbean



**Montego Bay Chamber
of Commerce & Industry**

presents

expo 2009

Theme...

*Creating Opportunities.....
Igniting the Entrepreneurial Spirit*

**THE CRUISE SHIP TERMINAL
MONTEGO BAY, JAMAICA**

Experience 3 days of exciting exhibits

FEATURING....

**Manufacturing • Services • Technology
Education • Trade & Investments • Tourism**



June 26 - 28
9 am - 8 pm daily
Admission \$200 Adults • \$100 Children
CHILDREN IN UNIFORM FREE ON FRIDAY

*SPACE LIMITED BOOK EARLY....CONTACT: Corporate Connections at (876)817-1946 or Email corporateconnectionsjm@gmail.com
Montego Bay Chamber of Commerce & Industry at (876)952-6045-7 or Email: mgr_montegobaychamber@cwjamaica.com

Events in the Caribbean



The Association of American Chambers of Commerce of Latin America (AACCLA) secretariat in Washington, DC and its 23 AmChams in Latin America and the Caribbean host numerous events each year. The purpose of these events is to share the latest information on trade and investment issues, economic and political trends, and movements in policy and legislation affecting business between the United States and Latin America and the Caribbean.

In addition to holding frequent briefings, seminars, and conferences with business and political leaders, the AACCLA Secretariat hosts three major events each year to discuss the most current issues facing business in the Americas.

The American Chamber of Commerce of the Dominican Republic (AmChamDR) will host in Santo Domingo the annual meeting of the AACCLA and the "2009 Business Future of the Americas" (BFA), one of the most important business summits of the region.

One of the central themes of the BFA Conference will be the Global Economy, its impact on the hemisphere and the challenges that the region faces. Other main themes will include the Energy and Oil Markets; Trade Facilitation, Corporate Social Responsibility and the United States and Latin America relations.

General Program

June 25 - June 28: AACCLA's Mid-Year Meeting

Sunday, June 28

7: 00 - 10:30 p.m.: Gala BFA Welcome Reception

Monday, June 29

9:00 a.m. - 5:00 p.m.: BFA Conference
6:30 - 8:00 p.m.: Cocktail

Tuesday, June 30

9:00 a.m. -12:00 p.m.: BFA Conference
12:30 - 2:30 p.m.: Closing Luncheon

For more information about the conference, registration, and sponsorship opportunities, please contact AmCham Dominican Republic at 809-332-7279/7226 or fdelamota@amcham.org.do or ccrousset@amcham.org.do.

www.amcham.org.do/bfa/



Interested in U.S. goods and services?

Trade Leads Program



The Trade Leads Program is one of the most useful services to search for U.S. Suppliers. Through this program you will be able to contact U.S. firms in a fast and effective way, and **it's totally free!**

If you're interested in taking advantage of this service please fill out the following questionnaire and send it to Ms. Maria Elena Portorreal, U.S. Commercial Service in the Dominican Republic, at: maria.elenaportorreal@mail.doc.gov

We will contact you within the next 48 hours.

Visit our website to download the trade leads form both Spanish and English language:

www.buyUSA.gov/caribbean



US Commercial Service in Santo Domingo Trade Lead Program

The Trade Lead Program is a simple and fast process to get in touch with US suppliers. Please fill in the information about the products and/or services that you wish to purchase. Be as specific as possible. Do U.S. suppliers will contact you directly. This service is FREE of charge.

1 COMPANY INFORMATION

Company Name		Year established:	
Contact:	Title:		
Address:			Country:
Phone:	Fax:	E-mail:	
Type of business:	<input type="checkbox"/> Direct importer	<input type="checkbox"/> Retailer	<input type="checkbox"/> Distributor
	<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Agent	<input type="checkbox"/> Trading comp
		<input type="checkbox"/> Service	<input type="checkbox"/> Other
Number of Employees:		Annual Sales:	

Please provide a brief description of your company and its main business activity:

Example

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

Dominican Republic

US Commercial Service in Santo Domingo

Contact: Maria Elena Portorreal, Senior Commercial Specialist for the Caribbean Region
Phone: (809) 227-2121
Fax: (809) 920-0181
Website: www.buyusa.gov/caribbean/en
Email: maria.elenaportorreal@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: jim_mccormick@admworld.com

Trinidad & Tobago

US Embassy in Trinidad & Tobago

Contact: Wendy Soulette, Economic Assistant
Phone: (868) 622-6371
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



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

Export-Import Bank of the United States

Contact: Xiomara Creque, Sr Business Development Officer
Tel: (202) 565-3477
Fax: (202) 565-3961
Webpage: www.exim.gov
Email: xiomara.creque@exim.gov

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 (TDA)

Contact: Keith Eischeid, Country Manager for Mexico,
Central America & Dominican Republic
Email: kEischeid@ustda.gov

Contact: Patricia Arriagada, Country Manager for Latin
America and Caribbean Region (outside of DR)
Email: parriagada@ustda.gov

Phone: (703) 875-4357
Fax: (703) 875-4009
Webpage: www.ustda.gov



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

www.buyUSA.gov