



Caribbean Business Opportunities

December 2008 / January 2009

December 2008



Dear Caribbean Colleagues:

As we draw to the close of 2008, many of us are concerned about the prospects for international trade and economic growth in the New Year.

Although such concerns are certainly understandable, the current situation reminds me about what occurred in Mexico shortly after I arrived at the American Consulate General in Monterrey in July of 1994. At the end of that year, the infamous “Tequila Crisis” occurred in Mexico, causing a drastic economic contraction of about eight percent during the course of 1985.

Our U.S. Commercial Service Office in Monterrey organized an annual trade show called “REPCOM Monterrey,” which had consisted of over 150 U.S. company participants in the March 1994 event; however, only 24 U.S. firms exhibited in the March 1985 event, due to the belief that there was no possibility of doing business as a result of the economic crisis (even the 24 companies that did exhibit told us that they only did so in the hope of developing opportunities in the long-term).

The interesting point is that virtually all 24 of those U.S. exhibitors did business with their Mexican counterparts in the short-term, to their surprise. After meeting with Mexican companies and discussing the competitive advantages each of them brought to the table, they realized how they could work together to develop international business opportunities.

That is the purpose of the CBO newsletter and of our U.S. Commercial Service programs and activities – to facilitate the establishment of relationships between U.S. firms and Caribbean companies – because together those companies will be able to combine resources, technology and market knowledge in order to create new international business opportunities.

We look forward to supporting your efforts in 2009 to facilitate the development of such new opportunities. Best wishes to you and your families for a very Joyous Holiday Season and a New Year full of happiness, health and peace.

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



USTDA

UNITED STATES TRADE AND DEVELOPMENT AGENCY



USTDA is an independent U.S. Government foreign assistance agency that is funded by the U.S. Congress.

Their mission is to promote economic growth in developing and middle income countries, while simultaneously helping American businesses to export their products and services, thereby creating U.S. jobs. In addition, USTDA supports U.S. policy objectives related to development and capacity building activities.

USTDA provides grant funding to overseas project sponsors for the planning of projects that support the development of modern infrastructure and an open trading system. The hallmark of USTDA development assistance has always involved building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges.

In Fiscal Year 2008, USTDA obligated over \$46 million in support of the development goals of project sponsors in 54 host countries around the world. Last year, USTDA funded 67 technical assistance activities, 41 feasibility studies, and 24 orientation visits. The average size of a USTDA grant is \$400,000.

While the agency's activities span a wide variety of sectors, many focus on transportation, energy and power, water and the environment, health care, mining and natural resources, telecommunications, and information technology.

PROGRAMS AND ACTIVITIES

The hallmark of the agency involves building partnerships between U.S. companies and overseas project sponsors to bring proven private sector solutions to developmental challenges. The agency delivers its program commitments through overseas grants, contracts with U.S. firms, and the use of trust funds at several multilateral development bank groups.

USTDA's program is designed to help countries establish a favorable trading environment and a modern infrastructure that promotes sustainable economic development. To this end, the agency funds overseas project sponsor access to U.S. private sector expertise in the areas of: 1) trade capacity building and sector development; and 2) project definition and investment analysis.

- **Trade Capacity Building and Sector Development:** supports the establishment of industry standards, rules and regulations, trade agreements, market liberalization and other policy reform.
- **Project Definition and Investment Analysis:** involves activities that support large capital investments that contribute to overseas infrastructure development.





SUBMITTING A PROPOSAL TO USTDA

If you are developing a project or initiative that you would like USTDA to consider for possible grant assistance, you should begin by:

1. Contacting the appropriate USTDA Regional Director or Country Manager (see below) or,
2. Also contact Maria Elena Portorreal in the Santo Domingo Commercial Service Office at her email: maria.elenaportorreal@mail.doc.gov

To formally initiate USTDA consideration of a project, a project sponsor should direct a request to USTDA following the guidelines of USTDA's **Model Proposal Format for Overseas Applicants**. In cases where a specific U.S. company has been identified as a partner or preferred supplier on the project, the U.S. Company submits a separate, detailed proposal to USTDA following the **Model Proposal Format for U.S. Companies** guidelines.

Model Proposal Formats can be found in the following link:

<http://www.ustda.gov/program/modelproposalformats.asp>



USTDA evaluates project proposals primarily based on:

1. Their priority to the project sponsors and the countries where they are located and their likelihood of receiving implementation financing or, in the case of USTDA's trade capacity building work, advancing trade liberalization efforts; and
2. Whether they offer mutual economic benefit for the host country and the United States, including opportunities for commercial cooperation with U.S. firms.

There is no set deadline for projects to be considered. Because of the high demand for USTDA funding, not all proposals that meet USTDA funding criteria can be supported.



CONTACT INFORMATION:

U.S. Trade and Development Agency

Keith Eischeid, Country Manager for the Dominican Republic
Email: kEischeid@ustda.gov

Patricia Arriagada, Country Manager for the Caribbean (outside of DR)
Email: parriagada@ustda.gov

Phone: (703) 875-4357 | Fax: (703) 875-4009

Trade Events in the U.S.



dream.explore.discover.

AMERICASMART ATLANTA JANUARY 2009

The Atlanta International Gift & Home Furnishings Market®

Showrooms:
January 6-14, 2009
Temporaries:
January 9-13, 2009

The Atlanta International Area Rug Market®

Featuring The National Oriental Rug Show

Showrooms:
January 7-12, 2009
Temporaries:
January 8-12, 2009

The **Atlanta International Gift & Home Furnishings Market®** is opening January 6, 2009 and the **Atlanta International Area Rug Market®** featuring the National Oriental Rug Show is premiering January 7: **AmericasMart® Atlanta and the Grand New Building Two West Wing.**

This exhibition will include:

- New home, gift, area rug and apparel product.
- New collections.
- New designs.
- New introductions.
- New categories.
- New resources.
- New style and selection.
- New discoveries in the world's single largest product collection.

The first AmericasMart® rug event of 2009 is coming. And with it: 1.5 million square feet of new product. The world premiere of Living. Outdoor/IndoorSM. The Gardens®. A new Gourmet Gallery and demonstration kitchen. The acclaimed 2009 America's Magnificent Carpets Awards and Museum of Introductions. Plus more.

AmericasMart Atlanta offers **2 FREE hotel nights** for first time attendees coming from outside the U.S. or international buyers that have not attended in 2+ years. For more information on AmericasMart Atlanta and our hotel offer, please contact Katrin Weste at kweste@americasmart.com or +1.404.220.2102.

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 Andújar 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

Interested in U.S. goods and services?



Virtual Business Information Center

Virtual Business Information Center

Need to help locating information on importing goods and services from the U.S.? Through our Virtual Business Information Center we answer your questions on importing goods and services from the U.S., and locate U.S. trade shows and product/service providers. **It's all free!**

* Name	<input type="text"/>
* Company Name	<input type="text"/>
* E-mail address	<input type="text"/>
* Telephone Number	<input type="text"/>
* Fax Number	<input type="text"/>
Requested Information	<input type="text"/>

To request information from our Virtual Business Information Center, please fill out the online form available at:

www.buyUSA.gov/caribbean



Submission of business or personal information is voluntary. Please be aware of our Privacy Policy.

<input type="text"/>	<input type="button" value="Send"/>
----------------------	-------------------------------------

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