



The U.S. Commercial Service

“Export Opportunities in the Caribbean Region”

Presented by:

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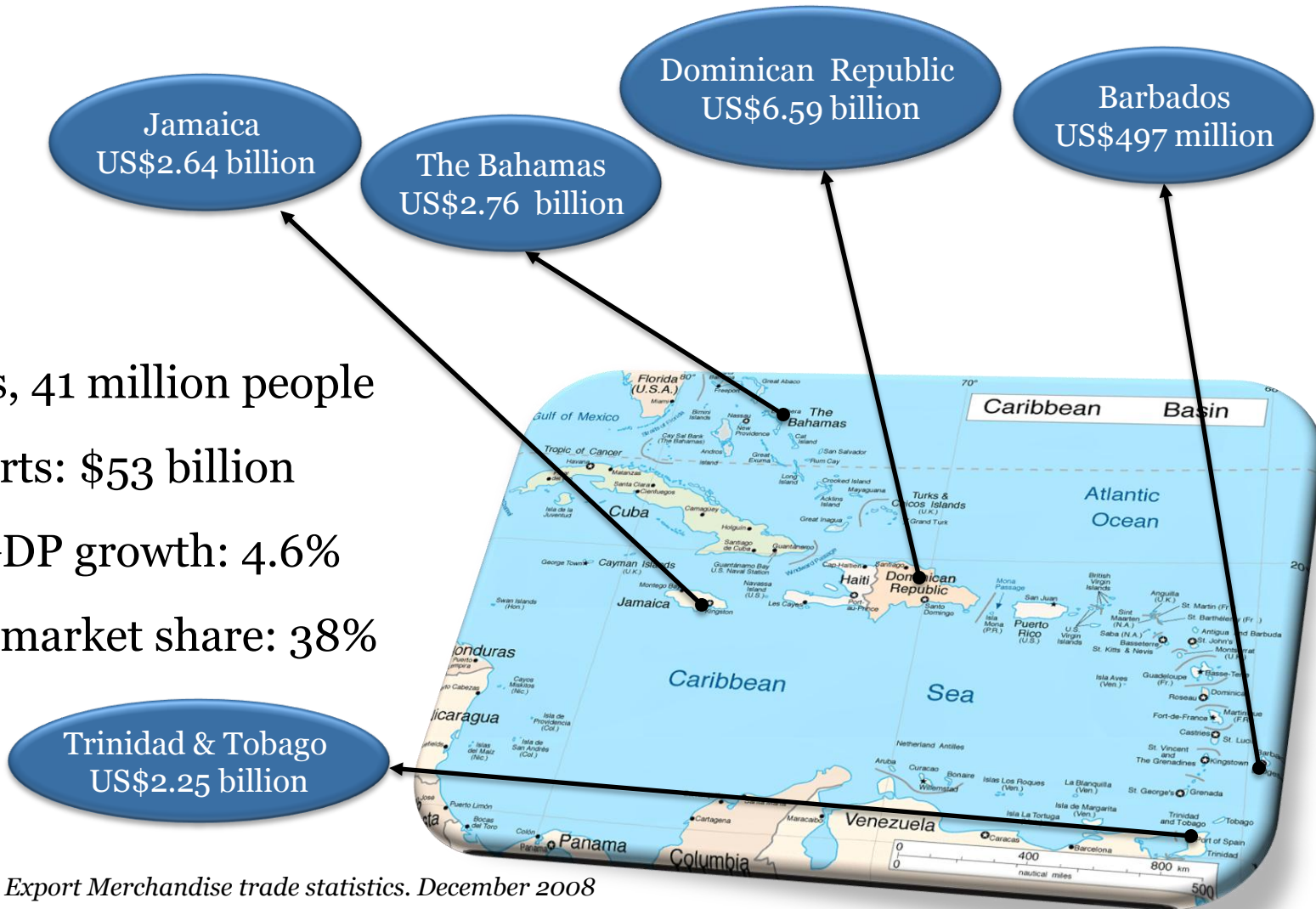
CARIBBEAN MAP





The Caribbean region imports \$20.3 billion of US products and services

- 26 Markets, 41 million people
- Total imports: \$53 billion
- Regional GDP growth: 4.6%
- US import market share: 38%





Caribbean Region A Sizeable Export Market

Caribbean
US\$23.8

Italy
US\$15.5

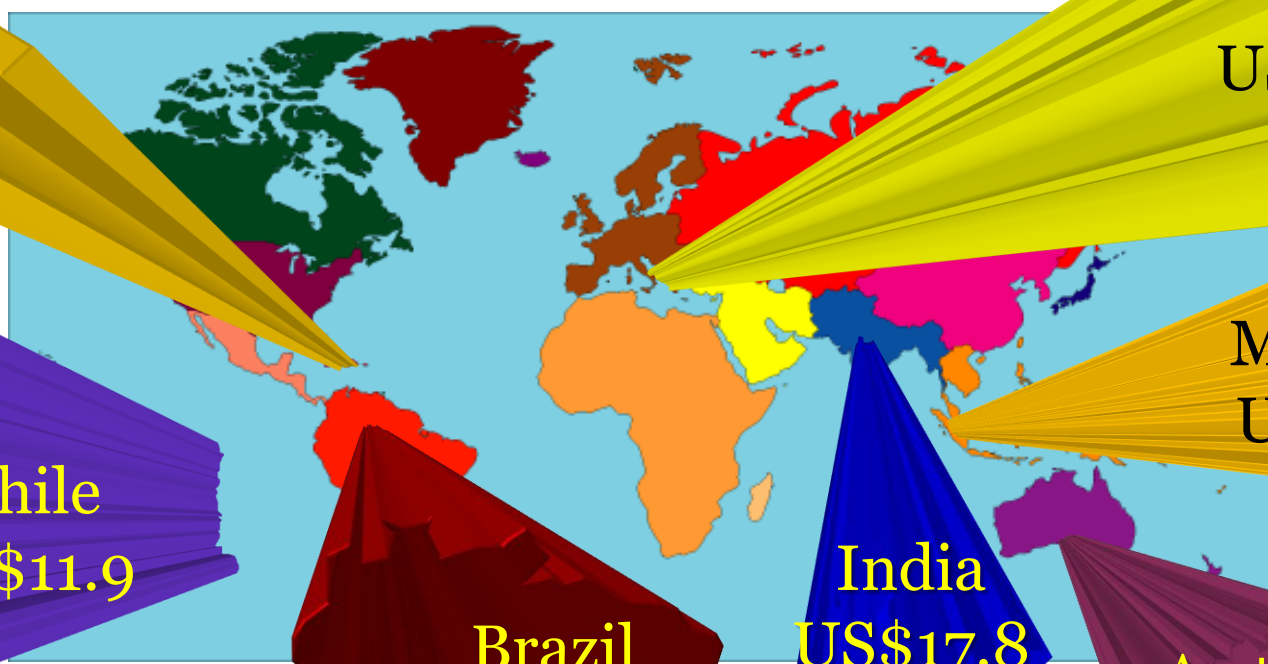
Chile
US\$11.9

Malaysia
US\$12.9

Brazil
US\$32.3

India
US\$17.8

Australia
US\$22.2



Source: U.S. Import and Export Merchandise trade statistics. December 2008



Why Export to the Caribbean Region?

- Close proximity to the United States
- Third largest market in Latin America for U.S. exports
- Cooperative trade relationship
- Free trade
- Regional integration



The Caribbean Tourism Organization (CTO) is forecasting a rebound in visitor arrivals in 2010. The CTO is expecting tourism in the region to grow by up to three percent in 2010.

Caribbean Tourism Market

Destination	Arrivals
Dominican Republic	3,979,672
Cancun (Mexico)	2,165,320
Jamaica	1,767,271
Bahamas	1,259,189
Puerto Rico	1,213,192
U.S. Virgin Islands	678,904
Aruba	622,675
Barbados	563,118
Martinique	479,933

Source: Caribbean Tourism Organization. Estimated statistics from January to December 2008



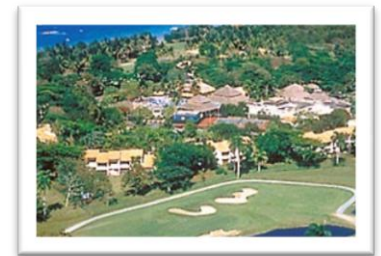
Best Prospect Sectors in the Caribbean Region

- Travel & Tourism Services
- Building Products
- Telecommunication Equipment
- Automotive Parts and Service Equipment
- Computer & Peripherals
- Air Conditioning and Refrigeration Equipment
- Financial Services
- Hotel & Restaurant Equipment & Supplies
- Medical Equipment & Supplies
- Drugs/Pharmaceuticals
- Renewable Energy
- Safety and Security Equipment
- Household Consumer Goods
- Non-traditional Agriculture and Agribusiness
- Oil and Gas Field Machinery and Services 🌟



Dominican Republic HIGHLIGHTS

- Population: 9.36 million
- GDP: \$36.4 billion
- GDP growth: 4.8%
- Per Capita Income \$4,147
- Bilateral Trade US/DR: \$10.57 billion
- Imports from US: \$6.59 billion
- US Imports Market Share: 48%
- Ranking for US Exports to WH: 8th largest
- Foreign Direct Investment: \$435.1



(First quarter 2009)



Why Export to the Dominican Republic?

- CAFTA-DR
- On-going market liberalization
- 70% of consumer goods imported into the DR are from the U.S.
- Tariffs were removed on 80% of U.S. goods under CAFTA-DR
- Growing use of English in business
- U.S. Standards widely recognized and accepted
- Few import restrictions
- Labeling and testing not typically a problem



Dominican Republic ADVANTAGES

- Seven international airports
- Eight major seaports
- State-of-the-art
- ITC infrastructure
- Major Free Trade Zone activity and investment
- Multiple tourism and second-home construction projects





The Dominican Republic Market

Best prospects for U.S. exports include the following industry sectors:

- Building Products
- Automobile Parts and Services
- Air Conditioning and Refrigeration Equipment
- Medical Equipment
- Hotel and Restaurant Equipment
- Printing and Graphic Art Equipment And Supplies
- Computers and Peripherals
- Telecommunication Equipment
- Renewable Energy
- Travel and Tourism Services



Business Opportunities in the Dominican Republic

- With the implementation of CAFTA-DR, there are significant additional opportunities for U.S. exporters: eighty percent of U.S. exports of consumer and industrial goods now enter the Dominican Republic duty-free, with remaining tariffs on other products phased out over 10-20 years.
- Key U.S. export sectors that obtain immediate benefit from duty elimination include: construction equipment and building supplies; automotive parts and services equipment; electric power generation and distribution equipment; information technology products; medical equipment; air conditioning and refrigeration equipment; agricultural equipment; and printing and graphic arts equipment.



Dominican Free Trade Zones Statistics

- The National Free Trade Zones Council of the Dominican Republic approved 102 new companies in 2008:
 - **Textile** **22%**
 - **Call centers** **17%**
 - **Services** **11%**
- There are a total of 526 companies operating in Free Zones, which generate 121,843 jobs.
- 27% of the companies are in the textile industry, the largest industry sector.
- **In 2007, imports from the US to the Free Zones totaled almost 500 million dollars.**





CAFTA-DR: The basics

- Member countries include: U.S., Dominican Republic, El Salvador, Honduras, Nicaragua, Costa Rica, and Guatemala
- More than 80% US products enter duty free
- Remaining tariffs phased out over 10 years
- Better business and investment climate - transparency, procurement, investment protection



Law 173

- Agent/Distributor Protection Law No. 173
- Exceptions to Law No. 173 Introduced by CAFTA-DR
- Practical Advice





The Bahamas HIGHLIGHTS

- Population: 307 thousand
- GDP: \$6.58 billion
- GDP growth: 3.1%
- Per Capita Income \$25,000
- Bilateral Trade US/Bahamas: \$3.36 billion
- Imports from US: \$2.76 billion
- US Imports Market Share: 23%





The Bahamas OVERVIEW

- The Bahamas provides good basic infrastructure for businesses.
- Tourism has the largest sector contribution to GDP.
- High utility costs.





The Bahamas ENVIRONMENT

- The Bahamas provides a stable environment for conducting business.
- There is little history of political violence or instability in The Bahamas.
- The basic infrastructure for businesses to operate is available on all of the major islands.
- U.S. Customs and Border Protection has pre-clearance facilities in both Nassau and Freeport, offering ease of travel for businesspersons travelling to and from the US.



The Bahamas BUSINESS CUSTOMS

- Due to the proximity of The Bahamas to the U.S. and the extensive familiarity of most Bahamians with Americans and American culture, business customs tend to be similar to those in the United States.





Barbados and the Eastern Caribbean HIGHLIGHTS

- Population: 276 thousand
- GDP: \$3.77 billion
- GDP growth: 0.7 %
- Per Capita Income \$19,300
- Bilateral Trade US/Barbados: \$537 million
- Imports from US: \$497 million
- US Imports Market Share: 36.7%





Barbados and the Eastern Caribbean Market Overview

- Commercial services are covered by the Economic Section at the US Embassy in Bridgetown, Barbados.
- The Eastern Caribbean islands are Antigua & Barbuda, Barbados, Dominica, Grenada, Saint Lucia, Saint Kitts & Nevis, Saint Vincent & the Grenadines.
- Barbados enjoys a stable political environment.



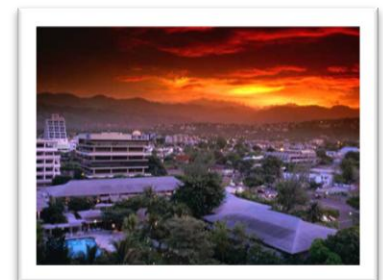
Barbados and the Eastern Caribbean OPPORTUNITIES

- The growth in the tourism sector has created a demand for hotel and restaurant equipment. There has been a growth in the construction of villas and high end guesthouses particularly on the West Coast.
- Smaller scale hotel construction continues on the South Coast with three new hotels scheduled to open by the end of 2010.
- Barbados has liberalized its telecommunications market. New opportunities for US telecom and retail companies have arisen in the area of call centers for long distance calling and the outsourcing of customer service via telephone.
- Barbados enjoys a high rate of internet connectivity, computers per household and computer literacy in the hemisphere.



Jamaica HIGHLIGHTS

- Population: 2.8 million
- GDP: \$9.7 billion
- GDP growth: 2.5%
- Per Capita Income \$3,640
- Bilateral Trade US/Jamaica: \$3.37 billion
- Imports from US: \$2.64 billion
- US Imports Market Share: 40.1%





Jamaica OVERVIEW

- 2.85 million visitors, 70 percent from the US.
- GDP is US\$12.7 billion and growth hovers at about 1.5% per year on average.
- 20% of GDP comes from tourism and 20% from remittances from Europe and North America.
- Trend of significant investment in the hotel and tourism sector.
- New highways, increased energy production and port modernization will likely lead to higher GDP growth.



Jamaica

Market Overview

- JLP-led government elected in 2007 on platform of pro-business and good governance:
 - Championing the elimination of corruption
 - Tax reform
 - Reducing Red Tape: business/development licenses
- Direct Foreign Investment up to \$779 million (2007):
 - Increased investment in the tourism sector
 - New provision in 2008 to allow 3 casinos on the island
- Strong Investment Potential:
 - Proximity to U.S. market and English-speaking workforce
 - Natural Resources: Beaches and Blue Mountains



Trinidad & Tobago HIGHLIGHTS

- Population: 1.3 million
- GDP: \$20.9 billion
- GDP growth: 5.5%
- Per Capita Income \$16,093
- Bilateral Trade US/T&T: \$11.25 billion
- Imports from US: \$2.25 billion
- US Imports Market Share: 28.2%





Trinidad & Tobago Market Overview

- Trinidad and Tobago has a very open economy.
- The majority of protectionist tariffs and non-tariff schemes have been gradually dismantled.
- Market of some 1.3 million people with a per capita income of US\$16,093 – the second highest in Latin America and the Caribbean.
- It has a predominantly service based economy despite its endowments in oil and natural gas.
- The services sector is the largest services sector in CARICOM.



Trinidad & Tobago OPPORTUNITIES

The Government of Trinidad & Tobago has opted to maximize the development of the hydrocarbon sector and at the same time has identified seven key non hydrocarbon based industries for immediate development. They are:

- Yachting;
- Fish and Fish processing;
- Merchant Marine;
- Music and Entertainment;
- Film;
- Food and Beverage; and
- Printing and Packaging.



Trinidad & Tobago OPPORTUNITIES

- Three additional non hydrocarbon sectors were also identified:
 - Information Communications Technology (ICT)
 - International Financial Centre
 - Tourism
- There are a number of infrastructure/construction projects:
 - Roads, Bridges
 - Ferry Services
 - Air and Ocean transport
 - Buildings



HAITI

- The U.S. Agency for International Development (USAID) is the lead coordinating agency for USG response to the earthquake. www.usaid.gov/Haiti
- If U.S. companies have a presence in the Dominican Republic, the USAID office at the U.S. Embassy in Santo Domingo is also coordinating relief and assistance to Haiti, the USAID contact is Rosa Ramirez ([email: roramirez@usaid.gov](mailto:roramirez@usaid.gov))
- Complete the “*Haiti Interest Registration Form*” at www.buyUSA.gov/Caribbean . We will keep you informed about upcoming programs, events, activities and business opportunities as they develop in the coming months in regards to the rebuilding of all aspects of the Haitian economy.





HAITI

USAID COMMERCIAL INQUIRIES REGARDING HAITI RELIEF AND RECONSTRUCTION

To sell or provide goods or services to the USAID's relief and reconstruction efforts in Haiti, you can visit the following websites:

1. Opportunities to compete for contracts related to Haiti can be found at www.fbo.gov (using keyword "Haiti")
2. Opportunities to compete for grants related to Haiti can be found at www.grants.gov (using keyword "Haiti")



Contact us !

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