

EXPORTING TO THE CARIBBEAN

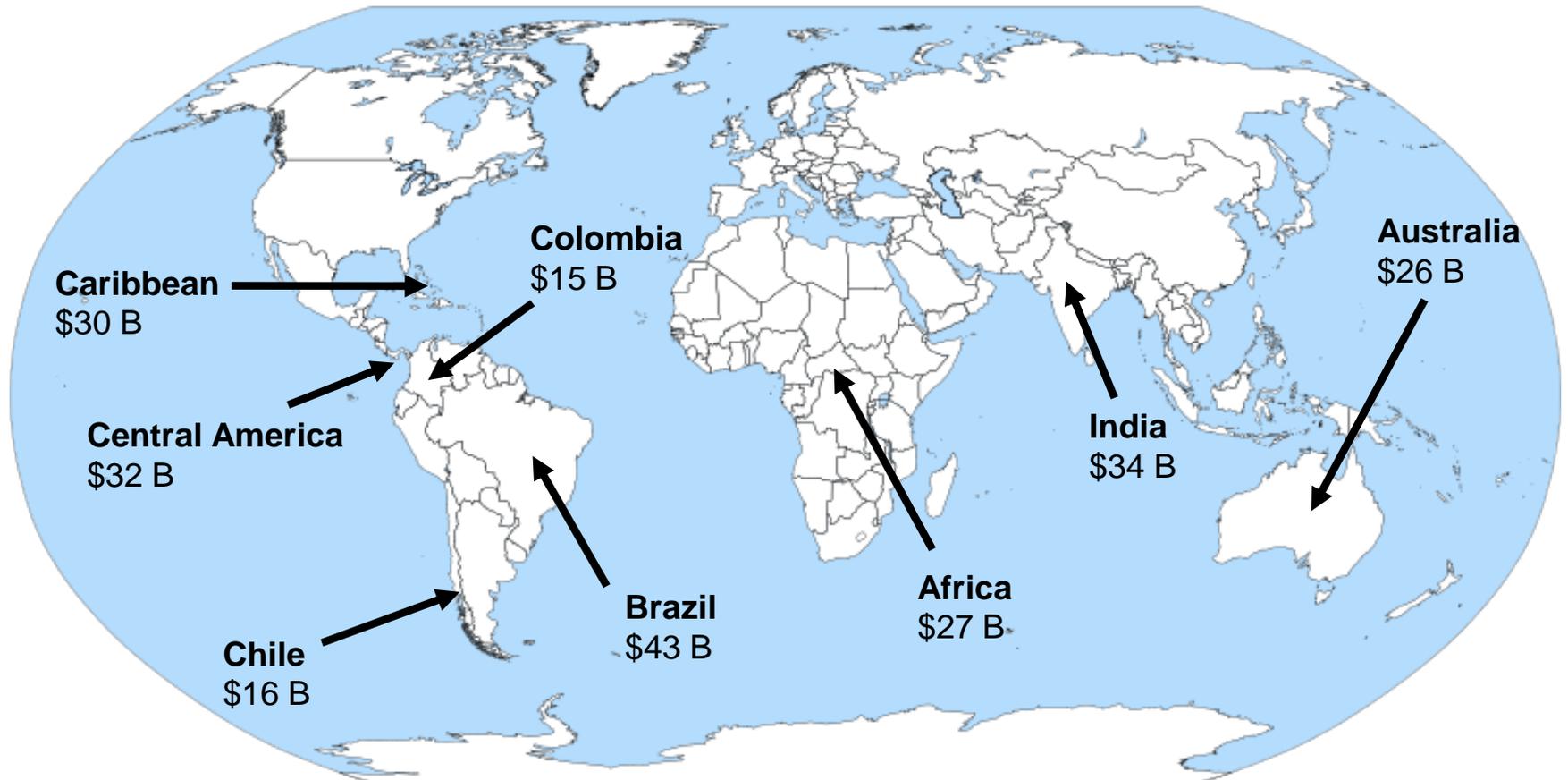


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BEYOND A VACATION DESTINATION

The Caribbean countries imported \$30 Billion worth of U.S. good and services in 2019.



Map: Wikipedia Commons

BEYOND A VACATION DESTINATION

- The Caribbean is a very diverse region with great potential for U.S. exports.

30 markets • 50 million people • 39% U.S. import market share

- The Caribbean countries **imported \$30 Billion** worth of U.S. goods and services in 2019.
- Its close proximity to the U.S., and its regional integration, are some of the more relevant reasons why the Caribbean should be a key part of your company's international strategy.



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Bermuda

Jacksonville

Orlando

Tampa

FLORIDA

Miami

The Bahamas

Havana

Cuba

Turks and Caicos Islands

Cayman Islands

Haiti

Port-au-Prince

Dominican Republic

Puerto Rico

British Virgin Islands

San Juan

Jamaica

Antigua and Barbuda

Montserrat

Dominica

Saint Lucia

Barbados

Grenada

Trinidad and Tobago

Guyana

Aruba

Curaçao

Barranquilla

Maracaibo

Cartagena

Barquisimeto

Caracas

Costa Rica

San José

Panama City

Google

New Orleans

Gulf of Mexico

Caribbean Sea

Merida

Cancún

YUCATAN

QUINTANA ROO

CAMPECHE

Belmopan

Belize

Guatemala

Guatemala

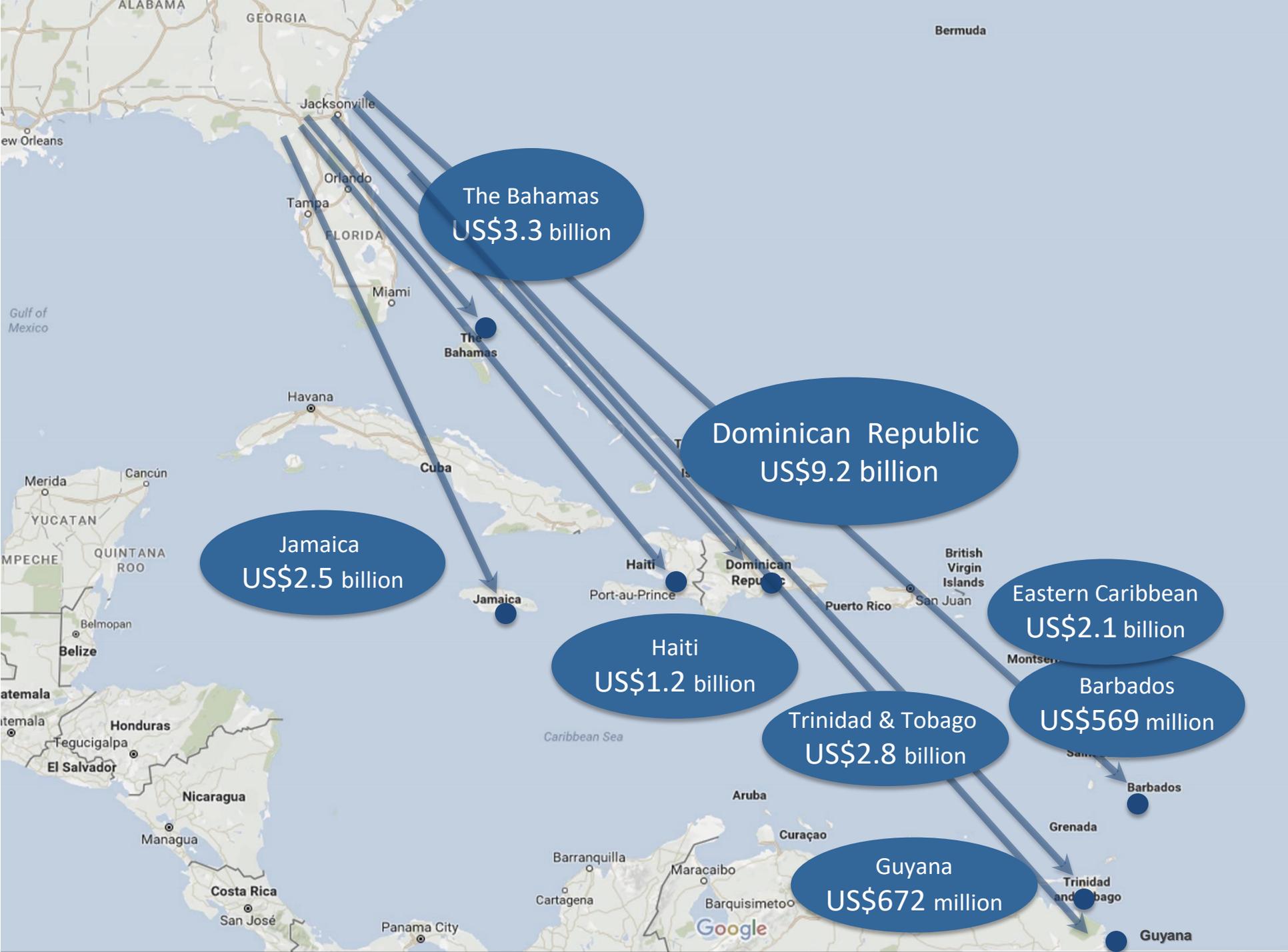
Honduras

Tegucigalpa

El Salvador

Nicaragua

Managua



The Bahamas
US\$3.3 billion

Dominican Republic
US\$9.2 billion

Jamaica
US\$2.5 billion

Haiti
US\$1.2 billion

Trinidad & Tobago
US\$2.8 billion

Guyana
US\$672 million

Eastern Caribbean
US\$2.1 billion

Barbados
US\$569 million



Renewables

REGIONWIDE

LNG
REGIONWIDE

Family Airports Upgrade

\$35 million IDB upgrade
Variety of small upgrades Multiple locations

UAV Tender

\$20 million

CCTV Upgrade

Police

Nassau Cruise Port upgrade

Police Body and Car Cameras

Hurricane Dorian Reconstruction

Gas & Coal

Ongoing energy supply for coal and gas

“Green” plastics & consumables

REGIONWIDE

Increasing legislation to combat ocean and beach waste

Energy Crisis

200 MW power plant and gas supply tender

GAIA Airport

Airport privatization \$40 million IDB upgrade
Security Cameras
Additional projects

WTE

Critical shortage of landfill space

Container Port Privatization

St. Lucia

Hotels & Related

REGIONWIDE

Jamaica Public Service Company

150 MW renewable energy generation

Guyana O&G

Exxon gas field. Equipment and services.

Guyana Infrastructure

Demarara Harbour Bridge
Deepwater Port
Energy Generation

Ocean Power

Resource study IDB

CCTV Upgrade

Large project

BUSINESS OPPORTUNITIES IN THE CARIBBEAN CONFERENCE & TRADE MISSION



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U.S. Commercial Service Trade Mission to the Caribbean Region

Barbados-Eastern Caribbean | Dominican Republic | Haiti | Jamaica | Guyana | Suriname | The Bahamas | Trinidad and Tobago

- **Conference:** November 15 - 16, 2020
Bridgetown, Barbados
- **Mission:** November 15 - 20, 2020
- **Receptions/Networking + One-on-one meetings in 1 or 2 countries**
- **U.S. Embassies & Caribbean Officials**
- **What you can expect:**
 - ✓ Gain market insights
 - ✓ Make industry contacts
 - ✓ Solidify business strategies
 - ✓ Advance specific projects



Innovative strategies for a world of success



COUNTRY OVERVIEWS



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CARIBBEAN REGION

- Bahamas
- Jamaica
- Haiti
- Dominican Republic
- Barbados & Eastern Caribbean
- Trinidad and Tobago
- Guyana



BAHAMAS



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THE BAHAMAS

• Population	395 thousand
• GDP	\$11 billion
• GDP growth	-8.3%
• GDP Per Capita	\$36,000
• Bilateral Trade U.S./Bahamas	\$3.7 billion
• Imports from U.S.	\$3.3 billion
• U.S. Imports Market Share	48%



- ✓ The Bahamas provides a stable environment for conducting business.
- ✓ There is no history of political violence or instability in The Bahamas.
- ✓ The economy is strong and the B\$1 is on par with US\$1.
- ✓ High per capita Income
- ✓ High utility costs and high cost of living
- ✓ Low Ranking in Ease of Doing Business
- ✓ Low levels of productivity



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JAMAICA



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JAMAICA

• Population	3 million
• GDP	\$16 billion
• Real GDP growth	-5.6%
• GDP Per Capita	\$5,000
• Bilateral Trade U.S./Jamaica	\$2.9 billion
• Imports from U.S.	\$2.5 billion
• U.S. Imports Market Share	31%



- ✓ Significant investment in energy, especially renewables and LNG.
- ✓ Opportunities in tourism, business process outsourcing, and infrastructure.
- ✓ Tourism and remittances are largest foreign exchange earners accounting for over US\$ 2 billion each.



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HAITI



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HAITI

• Population	11 million
• Real GDP	\$10 billion
• GDP growth	-4.0%
• GDP Per Capita Income	\$900
• Bilateral trade U.S./Haiti	\$2.3 billion
• Imports from U.S.:	\$1.2 billion
• U.S. Imports Market Share	37%



- ✓ U.S. imports represent nearly 40% of total imports.
- ✓ Haiti imports more than 70% of market goods.
- ✓ Three major International Ship and Port Facility Security certified ports.



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DOMINICAN REPUBLIC



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DOMINICAN REPUBLIC

- Population: 11 million
- GDP: \$86 billion
- GDP growth: -1 %
- GDP Per Capita \$8,000
- Bilateral trade U.S./DR: \$14.8 billion
- Imports from U.S.: \$9.2 billion
- U.S. Imports Market Share 39%



- ✓ Second largest economy in Caribbean & Central American region and one of the fastest growing economies in Latin America
- ✓ Free Trade Zone Manufacturing
- ✓ Large diaspora. 1.8 million Dominican-American's in U.S. as well as 250,000 Americans living in the DR
- ✓ Strong tourism sector with 2.7 million U.S. tourists visiting per year.
- ✓ 9 airports/12 seaports
- ✓ CAFTA-DR Trade Agreement



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BARBADOS & EASTERN CARIBBEAN





BARBADOS AND THE EASTERN CARIBBEAN

BARBADOS

- Population 289 thousand
- GDP \$5.2 billion
- GDP growth -7.6%
- GDP Per Capita \$18,000
- Bilateral Trade U.S./Barbados \$610 million
- Imports from U.S. \$569 million
- U.S. Imports Market Share 36%



EASTERN CARIBBEAN

- Population 2.2 million (est.)
- GDP \$7.3 billion
- GDP growth -6.0 % (est.)
- GDP Per Capita \$16,000 (est.)
- Imports from U.S. \$2.1 billion
- U.S. Imports Market Share 57%



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TRINIDAD & TOBAGO



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TRINIDAD & TOBAGO

- Population 1.4 million
- GDP \$24 billion
- GDP growth -4.5%
- GDP Per Capita \$15,000
- Imports from the U.S. \$2.8 billion
- U.S. Imports Market Share 31%



- ✓ Politically stable democracy
- ✓ Exchange rate: 6.8TT dollar = 1 US dollar
- ✓ Equipment and supplies required for small but vibrant light manufacturing, and maritime services sectors.
- ✓ Opportunities in Information and Communication Technology, Business Process Outsourcing and security equipment.
- ✓ Low ranking in ease of doing business
- ✓ Major issues are government bureaucracy and foreign exchange shortages



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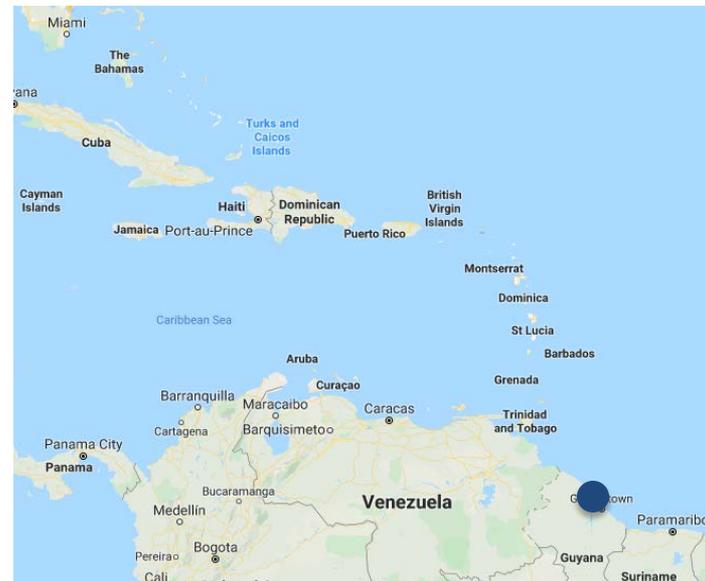
GUYANA





GUYANA

• Population	783 thousand
• GDP	\$3.9 billion
• GDP growth	4.1%
• GDP Per Capita	\$5,000
• Imports from the U.S.	\$672 million
• U.S. Imports Market Share	36%



- ✓ Officially became an oil exporting country in December 2019
- ✓ GDP expected to triple in next three years
- ✓ Net direct investment is expected to surge in 2020-21
- ✓ Equipment and supplies to support the newly developing oil sector
- ✓ Opportunities in infrastructure, energy, and finance sectors.
- ✓ High cost of utilities and aging infrastructure.



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María Elena Portorreal
Senior Commercial Specialist
Caribbean Region

Santo Domingo, Dominican Rep
Office: (809) 368-7220
Maria.Portorreal@trade.gov

