



The U.S. Department of Commerce is organizing a Webinar Series about the Business Opportunities in the Caribbean region.

The following markets will be covered: the Bahamas, Barbados/Eastern Caribbean (Antigua and Barbuda, Dominica, Grenada, Saint Lucia, Saint Kitts and Nevis, Saint Vincent and The Grenadines), Dominican Republic, Haiti, Jamaica, Guyana, and Trinidad and Tobago.

These countries in the region represents a market of about 27 million people who collectively imported over \$21 billion of U.S. goods in 2018. As a result, the region is the 3rd largest export market for U.S. manufactured goods in Latin America behind only Mexico and Brazil.

This Webinar Series will provide valuable insights to new and experienced exporters who will gain knowledge of the export opportunities in this dynamic region. Companies will learn about the best prospects, financial and legal considerations, how to work with region developing banks, how to be involved with the disaster recovery efforts, export logistics and compliance, and marketing strategies in the Caribbean Region. Participants will also understand and appreciate the cultural differences, economic conditions and technological capabilities of potential partners.

This seven-part webinar series is also a venue to prepare participating U.S. companies for a more successful experience during the upcoming U.S. Department of Commerce Trade Mission to the Caribbean Region being held on May 31-June 5, 2020 in Bridgetown, Barbados, with optional visits in the Dominican Republic, Haiti, Bahamas, Jamaica, Guyana and Trinidad and Tobago.

[Register today!](#)

Your organization can choose to participate in each webinar individually for \$35 per webinar or purchase the seven-webinar series for only \$100.

Webinars Schedule:

- Business Opportunities in the Caribbean Region Webinar Series
Cost: \$100 - [Register Here](#) for the entire Webinar Series
- Business Opportunities in Dominican Republic – **October 31, 2019**
Working with Developing Banks in the Region: IDB – World Bank
Cost: \$35 – [Register Here](#)

The United States is the Dominican Republic's main trading partner, accounting for about 44 percent of the DR's total imports. With 7% annual GDP growth, the Dominican economy is the fastest growing in the Western Hemisphere and the largest in the Caribbean region.

- In 2018, U.S. exports to the DR totaled \$8.9 billion. U.S. exports to Dominican Republic are up 60.0% from 2006 (pre-FTA).
 - U.S. exports of services to Dominican Republic were an estimated \$1.9 billion in 2017.
 - The U.S. goods trade surplus with Dominican Republic was \$3.3 billion in 2018.
 - Proximity to the Dominican Republic market and a preference for U.S. products and services is a major advantage for U.S. exporters.
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- Business Opportunities in The Bahamas – **November 14, 2019**
Disaster Recovery Efforts in the Caribbean Region – The Role of US Companies
 Cost: \$35 – [Register Here](#)

Long-term recovery from Hurricane Dorian will provide opportunities for U.S. businesses to participate in the reconstruction of the northern Bahamian islands of Grand Bahama and Abaco, particularly in housing construction, urban planning, and project and logistics management.

- The Bahamas' proximity to the United States (50 miles from Florida at its closest point) facilitates communication with potential partners.
 - The Bahamas is an English-speaking nation with close political, economic, and cultural ties to the United States and a preference for U.S. products and services.
 - Although the native population is around 400,000, The Bahamas receives over six million visitors per year, the majority from the United States.
 - The Bahamas is a politically stable democracy.
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- Business Opportunities in Barbados/Eastern Caribbean– **December 12, 2019**
Financing your Export deals in the Caribbean
 Cost: \$35 – [Register Here](#)

The United States maintains a robust trade surplus with Barbados and the Eastern Caribbean region and continues to be the largest trading partner with about 35% of total imports. Strong cultural and historical ties and tourist visits reinforce common values.

- As little as three hours away by air, the region maintains heavily trafficked air and sea freight lines.
- Consumers recognize and prefer high-quality American products and services.
- No language barrier: The official language for Barbados and the Eastern Caribbean is English.
- In 2019, U.S. exports to Barbados and the Eastern Caribbean are expected to surpass 2018 figures.

The U.S. Embassy in Barbados covers the following markets in the Eastern Caribbean: Antigua and Barbuda, Dominica, Grenada, Saint Lucia, Saint Kitts and Nevis, Saint Vincent and the Grenadines. Antigua and Barbuda, Barbados, and Saint Kitts and Nevis are high-income countries according to World Bank criteria; Dominica, Grenada, Saint Lucia, and Saint Vincent and the Grenadines are upper middle-income countries. These markets combined have almost 900,000 potential customers and imported more than \$1.7 billion of U.S. goods in 2018.

- Business Opportunities in Guyana – **January 9, 2020**
Export Logistics in the Caribbean Region
Cost: \$35 – [Register Here](#)

The United States is Guyana’s top trading partner, accounting for over \$700M in total trade.

- Recoverable oil reserves has placed Guyana in the forefront of per capita oil-producing countries. Prospects exist both for sales of services and equipment to existing concession holders and for the awarding of additional onshore and offshore concessions.
 - The government plans to concentrate initial oil revenues on a wide range of infrastructure projects, providing plenty of opportunities for U.S. companies.
 - Guyana’s rich soil, abundant water, and open land offers many opportunities in the agriculture sector.
 - Guyana is an English-speaking country with competitive labor rates located within a convenient time zone, making it ideal for Business Process Outsourcing.
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- Business Opportunities in Haiti – **February 13, 2020**
Export Compliance – Advocacy and Trade Barriers
Cost: \$35 – [Register Here](#)

Haiti is one of the most open economies in the Caribbean, with a number of sectors seeking foreign direct investment. The country’s economy is heavily dependent on trade ties to its neighbors, particularly the Dominican Republic and the United States.

- The Haitian economy is one of the most open economies in the Caribbean.
- Haiti offers proximity to the United States and many Haitian businesspeople speak fluent English.
- U.S. goods comprise over 24 percent of Haiti’s total imports.
- Two international airports (Port au Prince and Cap Haitien) offer multiple daily flights between Haiti and the United States. The airport in Cap Haitien facilitates commerce and provides quick access to the Caracol and CODEVI industrial parks located in free zones in the northeast region of Haiti.

- Business Opportunities in Jamaica – **March 12, 2020**
Ecommerce in the Caribbean Region
Cost: \$35 – [Register Here](#)

The United States is Jamaica’s largest trading partner, accounting for almost 40% of Jamaica’s total trade. The market has 2.8 million potential customers and \$26.06 billion in GDP (purchasing power parity).

- Jamaica is ranked #1 in the Anglo-Caribbean in the 2019 World Doing Business Report
- The Jamaican government is seeking to spend \$500 million on improving its energy infrastructure.

- There are no restrictions on repatriation of profits and Jamaica has a double taxation treaty with the United States.
- Annual tourist visitors (> 4 million) outnumber the domestic population and offer a lucrative market for some goods and services.

Business Opportunities in Trinidad & Tobago – **April 9, 2020**

Legal Consideration when exporting to the Caribbean Region

Cost: \$35 – [Register Here](#)

The United States is Trinidad and Tobago's main trading partner, accounting for 38 percent of TT's total imports. Since 2018, Trinidad and Tobago's economy has been returning to growth after 3 years of recession.

- In 2018, U.S. exports to Trinidad and Tobago totaled \$2.1 billion. U.S. exports to TT are up 16.0% compared to 2017 and are up an additional 28.4% in 2019 year-to-date.
- Trinidad and Tobago's imports of commercial services were an estimated \$2.5 billion in 2017
- TT's proximity to North America and robust infrastructure is also a major advantage for U.S. exporters who wish to visit or communicate with potential partners.
- U.S. goods and services are widely perceived as high quality