



Business Development Mission

May 16 – 22, 2004

Trinidad & Tobago

Barbados

End of Mission Report

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Introduction

The Caribbean Basin Initiative [CBI] was created by the Caribbean Basin Economic Recovery Act of 1983, to promote economic revitalization, private investment, tourism and facilitate the expansion of economic opportunities in the Caribbean Basin region. According to U.S. Trade Representative Robert Zoellick, “the CBI remains one of the best examples of the positive power of trade.”

The CBI region now ranks 9th among U.S. export markets. More than \$3.5 billion in CBI goods entered the U.S. under the enhanced trade benefits of the Caribbean Basin Trade Partnership Act, accounting for nearly 25% of total U.S. imports from the region. U.S. exports to the CBI countries total \$20.7 billion.

South Florida’s historical and cultural ties as well as business relationship with the Caribbean region cannot be overemphasized. Against the backdrop of the decades of successes and continuing economic gains of multi-lateral trade partnership between the Caribbean Basin and the United States, the ITC led a successful trade mission to Jamaica in September 2002.

In recognition of the importance of the Caribbean region, the ITC endorsed the Caribbean Trade Initiative [CTI] as one of its principal program. The goals of the CTI are as follows:

- Increase two-way merchandise trade between Miami-Dade County and the Caribbean Basin.
 - Target new-to-market small and minority businesses in Miami-Dade County and the Caribbean.
 - Promote the resources and services offered through the ITC to the general Caribbean business community.
 - Promote greater interaction of ITC and the Caribbean business community through networking and matchmaking sessions.
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Business Development Mission to Trinidad & Tobago [May 16 – 20, 2004]

The Executive Director of the Jay Malina International Trade Consortium [ITC] Mr. Manny Gonzalez, led a 16-person delegation on a business development mission to Trinidad from May 16 – 20, 2004. The delegation joined more than 700 local and foreign businesses that displayed their goods and services at the Trade and Investment Convention (TIC) held at the Hilton Trinidad Hotel and Convention Center. The Trade & Investment Convention was organized by the Trinidad and Tobago Manufacturers Association.



His Excellency Mr. Patrick Manning – Prime Minister of the Republic of Trinidad and Tobago was on hand on Monday, May 17, 2004, for the official opening ceremony. The Miami-Dade delegation attended the Trade and Investment Convention and met with businesses specific to their respective industry for one-on-one pre-arranged business appointments.

ITC Executive Director Manny Gonzalez and Tourism and Industrial Development Company of Trinidad & Tobago Limited [TIDCO] acting president Mr. Vishu Dhanpaul held initial talks to explore closer cooperative ties and relationship through a Memorandum of Understanding.



Delegates pose with Ambassador Roy Austin - standing at the middle in dark suit.

On Tuesday, May 18th the delegation continued with their one-to-one business matchmaking appointments. Later that afternoon, His Excellency Ambassador Roy Austin and staff of the US Embassy hosted the delegates at the premises of the embassy.

Following the Ambassador's welcome address, delegates were briefed by the US Embassy staff on the following topics:

- Economic Overview of Trinidad and Tobago - Mr. David Miller, Economic Officer
- Political Overview of Trinidad and Tobago - Mr. Rupert Vaughan, Political Officer
- The Role of US Commercial Service - Mr. Terry Sorgi, Snr. Regional Commercial Officer

The Minister of Trade and Industry, Honorable Kenneth C. Valley hosted delegates to a cocktail reception on Tuesday evening at the Savannah Terrace, Hilton Trinidad hotel. The reception provided additional forum for delegates to meet and network with businesses and members of the diplomatic corps and government officials.

Discussions between the ITC and Ministry of Trade and Industry explored the possibility of a reciprocal trade delegation from Trinidad that is scheduled to visit Miami-Dade County in the near future.

Executive Director Manny Gonzalez, Mr. Harvey Borris – Consul Information for the Trinidad and Tobago Consulate General of Miami, accompanied by some delegates attended a live Radio show on POWER 102 FM Radio station to promote the ITC and the objectives of the ITC organized mission to Trinidad.

On Wednesday, May 18th, the delegation visited the Point Lisas Industrial Port Development Corporation Limited (PLIPDECO). PLIPDECO was established in 1966 to create a new center of excellence with excellent facilities for port and industrial estate. With a 51% government shareholding alongside a 49% ownership by major investors PLIPDECO supervises the growth of

industrial activities, starting with the manufacture of steel products and expanding into petrochemicals and various processing, logistical and distribution of industrial goods. Delegates were treated to a cultural extravaganza as part of the closing ceremonies held at the House of Angostura, Port of Spain.



ITC ED Mr. Manny Gonzalez, Acting President of Tourism & Industrial Development Company of Trinidad & Tobago Ltd (TIDCO) and some delegates at the TIDCO booth.



ITC ED Mr. Manny Gonzalez making a presentation to Hon. Minister Kenneth Valley on behalf of the ITC Chair and Board of Directors.

Business Development Mission to Barbados [May 20 – 22, 2004]

The ITC delegation was hosted to a luncheon and briefing program by the Barbados Investment & Development Corporation [BIDC] on Thursday, May 20th. The luncheon keynote speaker – Mr. Anton Norris, BIDC's Acting Chief Executive Officer focused on investment opportunities in Barbados. The forum provided first-hand information to the delegates regarding investment opportunities in Barbados.



Later that evening, Her Excellency Mary Kramer, the United States Ambassador to Barbados and the Eastern Caribbean hosted the delegation to a networking cocktail reception at her residence.

Then on Friday, May 21st the delegation visited the Barbados Small Business Association and thereafter conducted a tour of the Pelican Industrial Estate. The tour of the industrial estate provided the opportunity for delegates to meet with small and local business owners.



Cross-section of delegates and guests at the BIDC briefing – Accra Beach Hotel, Barbados

Also, the Barbados Tourism Investment Inc., hosted the delegation to a networking luncheon. The topics presented included:

- Barbados Hotel & Tourism Authority
- Tourism Global
- World Cup Barbados
- Tourism Development Corporation
- Needham's Point Residential Estate
- BTI Tourism Opportunities



Sandrell Rivers makes a presentation to Mr. Anton Norris on behalf of the ITC Chair and Board of Directors.

Sandrell Rivers gave the vote of thanks on behalf of the delegation. Ms. Rivers and other delegates also met with the media to promote ITC and the mission objectives.



Ms. Deborah Nurse of BTI (standing next to Sandrell Rivers) and some ITC delegates



Sandrell Rivers makes a presentation to Ambassador Mary Kramer and Mr. Kramer on behalf of the ITC Chair and Board.

List of Participants

First Name	Last Name	Position	Company Name
Manny	Gonzalez	Executive Director	International Trade Consortium [Mission Leader]
Alexander	Akpodiete	CEO	LAWYERALEX, P.A.
Desmond	Alufohai	Trade Devt. Specialist	International Trade Consortium [Mission Coordinator]
Darrell	Belgrave	Administrative Manager	Port of Miami
Maria	Brewster	President	Marenco International Trading Corp.
Rendell	Brewster	Vice President	Emerging Markets Alliance Corp
Sandra	Daley-Francois	Director of Sales	Greater Miami Convention & Visitors Bureau
Antonio	Harrison	Manager	Solutions Studio International
Hulbert	James	Director	Diaspora Project, Inc.
Carol-Ann Mitchell	James	Co-Director	Diaspora Project, Inc.
Maria	Kong	CEO	Maria Kong & Management/Barrington Consulting
Sandrell	Rivers	President/CEO	The Rivers Group Corporation
Patricia	Tyson	Director	Solutions Studio International
Charles	Valles	Director	The Rivers Group Corporation
Thelma	Valles	Executive Director	The Rivers Group Corporation
Georges	William	President/CEO	Georges William Enterprises