Caribbean Exporters' Colloquium 2014

# Building Economic Resilience in the Caribbean

November 11 - 12, 2014 | Hilton Barbados Resort | Bridgetown, Barbados















# **Our Mission**

To be internationally recognised as the leading driver for Caribbean private sector development.

# **Our Vision**

To enhance the competitiveness and value of Caribbean brands through the delivery of transformative and targeted interventions in Export Development and Investment Promotion.

#### **MASTER OF CEREMONIES: JULIAN ROGERS**

#### 8:30 - 9:00 WELCOME ADDRESS AND OPENING REMARKS

# Mrs. Pamela Coke-Hamilton

Executive Director, The Caribbean Export Development Agency

# **Dr. Rainer Engels**

Executive Project Manager, Deutsche Gesellschaft für Internationale

Zusammenarbeit (GIZ) GmbH

#### His Excellency, Ambassador Mikael Barfod

Head of Delegation of the European Union to Barbados and the Eastern Caribbean

# 9:00 - 9:30 KEYNOTE ADDRESS: A Case for Building Economic Resilience in the Caribbean

#### Senator, the Honourable Darcy W. Boyce

Minister in the Office of the Prime Minister, Barbados

#### 9:30 - 10:00 COFFEE BREAK

#### 10:00 - 10:45 SESSION 1 - Making the Grade : An Examination of the Region's Export Performance

Trade expansion is recognised as playing a critical role in contributing to a sustainable and resilient path to development for the region. It is therefore important that we assess the contribution and performance of the region's exports. In doing so, we must consider the growth trends of regional exports for both goods and services against the trends in global trade, including major economies and economic blocs. What has been the export performance of key regional sectors such as Agroprocessing, Creative Goods and Tourism? How does the Region's export performance compare globally? In what sectors has the Region achieved exporting success and what are the sectors with high export potential? What can the Region improve on if we are to score better in a future report card?

# MODERATOR: His Excellency, Ambassador Mikael Barfod

Head of Delegation of the European Union to Barbados and the Eastern Caribbean

# PRESENTER: Mrs. Pamela Coke-Hamilton

Executive Director, The Caribbean Export Development Agency

# **PANELLISTS**

## Mr. Ashish Shah

Director, Division of Country Programmes, International Trade Centre

# **Mr. Vassel Stewart**

President, Caribbean Agri-Business Association

#### **Professor Victor Bulmer-Thomas**

Honorary Professor at University College London, Professor Emeritus of London University

## 10:45 - 11:30 **DISCUSSIONS**



# 11:30 - 12:15 SESSION 2 - Clearing the Hurdles: Key Issues Affecting Caribbean Private Sector Competitiveness

There are a number of challenges affecting the private sector in the region that impedes their ability to compete globally, and by extension affects their export potential. These challenges include, but are not limited to, high operating costs, inefficient production systems, failure to meet international quality standards, the high cost of transportation and an inadequate enabling environment. This session shall identify specific challenges or hurdles that stymie the ability of the private sector to be competitive, with the objective of generating recommendations that will enable them to play a greater role in regional economic development. What are the critical challenges affecting the private sector's export competitiveness? How can these hurdles be overcome? What adjustments must be made to create an enabling environment for the private sector to increase export competitiveness?

MODERATOR: Mr. Lorne Dyke International Business Consultant PRESENTER: Dr. Sylvia Dohnert

Executive Director, Compete Caribbean, Inter-American Development Bank

#### **PANELLISTS**

#### **The Honourable Damion Crawford**

Minister of State in the Ministry of Tourism and Entertainment, Jamaica

## **Mr. Dereck Foster**

Executive Chairman and Co-Founder, Automotive Art Group of Companies

#### Dr. Desmond Ali

Executive Director, Millennium3 Consultants

#### 12:15 - 1:00 DISCUSSIONS

#### 1:00 - 2:30 LUNCH

# 2:30 - 3:15 SESSION 3 - The Role of the Private Sector in Regional Economic Development

The private sector's limited involvement in the dialogue on growth and sustainable development within the CARIFORUM region warrants attention. In a recent study entitled "CARICOM/CARIFORUM Public-Private Sector Dialogue: A Roadmap for Re-engagement," it was noted that the involvement of the private sector is essential to ensuring the achievement of economic growth and development goals especially in light of the poor growth rates in member states over the past ten years. Appropriate mechanisms and frameworks for achieving regional public-private dialogue (PPD) are necessary. How can the Region's private sector contribute to the dialogue on economic development? Should the Region strengthen existing institutions and frameworks or establish new institutions and frameworks to facilitate the private sector's contribution towards discussions on regional economic development? What regional or international best practices can be used as models for regional PPD? What mechanisms must be put in place to operationalize regional public-private dialogue? How can policy makers and regional organisations contribute to the sustainability of these mechanisms?

# MODERATOR/PRESENTER: Mr. James Moss-Solomon

Executive in Residence, Mona School of Business and Management

#### **PANELLISTS**

# The Honourable Donville O. Inniss

Minister of Industry, International Business, Commerce and Small Business Development, Barbados

#### Mr. Ramesh Ramdeen

Chief Executive Officer, Trinidad & Tobago Manufacturers' Association

#### Mr. Nicholas Zephirin

Managing Director, Viking Traders Ltd.

#### Mr. Ramesh Dookhoo

President, Caribbean Association of Industry and Commerce

# Ms. Lilian Piper

President, OECS Business Council

#### 3:15 - 4:00 DISCUSSIONS



# 4:00 - 4:45 SESSION 4 – Branding and Intellectual Property Rights – The Counterweight to Volume

In order to successfully compete in the global market, Caribbean firms need to distinguish their brands and create a niche for themselves. However, it must be recognised that branding and intellectual property (IP) protection are concomitant. While brand value perception is critical to engaging markets, in particular export markets, success hinges on other factors, including the protection of their IP not only in the local markets, but also the regional and international markets. It is far more costly to try and regain the rights to brands after they have been 'stolen' by a third party, than to utilise the IP tools available to firms. What has been the experience of Caribbean brands in the international marketplace as it relates to IP protection? How can the brand value perception of Caribbean brands be enhanced? Can IP be leveraged to drive exports and strengthen the position of regional firms in global value chains? Are the supporting policy and legal frameworks in place and robust enough to support this type of approach to export development?

#### MODERATOR: Ms. Carol M. Simpson

Head, Caribbean Section, Bureau for Latin America and the Caribbean, World Intellectual Property Organisation

# PRESENTER: Dr. Wendy Hollingsworth

Consulting Partner, Conceptualisation Inc.

#### **PANELLISTS**

**Mr. Adge Gittins** 

Creative Director, Brand42

Dr. Kiran Akal

Chief Executive Officer, SMAKS Luxury Group Limited

Ms. Genevieve Jodhan

Executive Manager, International Sales & Marketing, Angostura Limited

**Ms. Diane Edwards** 

President, Jamaica Promotions Corporation

# 4:45 - 5:30 **DISCUSSIONS**



#### 9:00 - 9:15 SUMMARY OF DAY 1 DISCUSSIONS

#### **Dr. Andre Henry**

Principal Consultant, Ideas to Business Limited

#### 9:15 - 10:00 SESSION 5 – Innovate or Imitate?

The Caribbean, a resource rich region, continues to lag behind other regions in terms of economic performance and export competitiveness. One suggested reason for this gap is the region's lack of innovation when compared to our other developing, as well as developed trading partners. It is important to note that Caribbean countries are increasingly recognising the role of innovation as a catalyst for economic development; but simultaneously, the knowledge gap may be too large for some to overcome. Countries such as Korea, India, and Peru have demonstrated that a period of rapid imitation, to 'catch up' can result in a shift towards a culture of innovation. This period of imitation provided the private sector in these countries with a starting base from which to further develop competencies to innovate and invest in R&D and new product development. While the global harmonisation of patent laws does present this "imitation to innovation" approach with some challenges, government policies can play an important role in overcoming these. Is innovation or imitation the vehicle to regional economic development? What will be needed to facilitate innovation or imitation? How can the regional private sector stimulate innovation or effectively imitate cutting edge processes? How do we translate imitation or innovation into economic value for the region?

### **MODERATOR: Dr. Jeannine Comma**

Chief Executive Officer, The Cave Hill School of Business/The University of the West Indies

#### **PRESENTER: Professor Gillian Marcelle**

Head, Centre for Science, Technology and Innovation Indicators CeSTII, South African Human Sciences Research Council

#### **PANELLISTS**

### The Honourable Julian J Robinson

Minister of State in the Ministry of Science, Technology, Energy and Mining, Jamaica

#### **Dr. Maryse Robert**

Director, Department of Economic and Social Development, Organization of American States

#### Ms. Lorna Green

Chairman, GSW Animation-Reel Rock Studio

## **Mr. Lance Hinds**

Chief Executive Officer, BrainStreet Group

#### Mr. Kris Singh

President and Chief Executive Officer, Service Research and Innovation Institute

# 10:00 - 10:45 DISCUSSIONS

# 10:45 - 11:00 COFFEE BREAK

# 11:00 - 11:45 SESSION 6 – Access to Finance: Examining Non-traditional Platforms for Funding

Access to finance has been identified as one of the major constraints facing the region's firms, and a major stumbling block to their development and growth. This is particularly true for our Micro, Small and Medium-sized Enterprises (MSMEs). An economy's ability to support and develop firms as they go through the stages of development, from start-up to maturity, is heavily dependent on having the right eco-system in place. A key element of this eco-system is having access to the right mix of financing, appropriate for these different stages of development. What we have seen in the Caribbean is a lack of financing appropriate for the early stages of a firm's development. The inability of the traditional financial systems to adequately respond to the needs of start-ups and MSMEs has hindered regional companies from becoming more viable and successful. As a result, there is now a brighter spotlight on new, non-traditional avenues of funding. Are the traditional methods of financing currently meeting the needs of the Region's MSMEs? Is the issue one of



access to finance or access to the right mix of financing? What alternative methods of financing are available to the Region's private sector? How can the Region's private sector leverage these available resources?

#### MODERATOR/PRESENTER: Mr. Aun Rahman

Head, infoDev Access to Finance Programme, World Bank Group

#### **PANELLISTS**

#### **Ms. Audrey Richards**

Project Coordinator, Jamaica Venture Capital Programme- Development Bank of Jamaica Ltd.

#### Mr. Nelson Gray

Special Projects Director, LINC Scotland

### Ms. Judith Mark

Manager Director, and Enterprise Development Consultant, CME Consulting Limited

# **Ms. Shadel Nyack Compton**

Managing Director, Belmont Estate Group of Companies

### 11:45 - 12:15 **DISCUSSIONS**

#### 12:15 - 1:15 LUNCH

# 1:15 - 2:00 SESSION 7 – Alternative Energy: The Region's Transition to Sustainable and Energy Efficient Economies

The Caribbean is a resource rich region, with a geographic disposition to become energy independent. Despite these natural attributes, this potential has, for the most part, gone unrealised and the Caribbean (with the exception of Trinidad and Tobago) currently imports nearly 100% of the fuel used to generate electricity and facilitate transportation. This high fuel import bill has resulted in the Region having some of the highest electricity prices in the world. This has translated into high production costs, uncompetitive exports, exposure to external economic shocks, and susceptibility to volatile oil prices. What role should governments play in supporting the development of the alternative/renewable energy sector to ensure sustainability and competitiveness? What can the private sector do to reduce high energy costs and how can they integrate alternative/renewable energy solutions into their production processes? Are there regional or international public/private sector collaborations that can be used as best practice models?

#### MODERATOR/PRESENTER: Mr. Jim Reid

Chief Executive Officer, Caribbean LED Lighting

# **PANELLISTS**

# Mr. Jannik Vaa

Head, Infrastructure, Climate Change, Disaster Risk Reduction and Tourism, Delegation of the European Union to Barbados and the Eastern Caribbean

#### Mr. Krishna Desai

Mister/Attorney-at-Law, Myers, Fletcher & Gordon

#### **Mr. Thomas Scheutzlich**

Principal Advisor, Caribbean Renewable Energy Development Programme

# Ms. Barbara Walker

Co-owner and Manager, Hotel Mockingbird Hill

# Mr. Alexis V. George

Project Officer, Geothermal Project Management Unit, Ministry of Public Works, Energy & Ports, Dominica

#### 2:00 - 2:30 **DISCUSSIONS**



# 2:30 - 3:15 SESSION 8 – The Caribbean in the New Global Logistics and Shipping Eco-system

In 2007, the Panama Canal Authority (ACP) commenced work on a US\$5.25 billion project to expand the capacity of the Panama Canal with expected completion in 2015. This major expansion is anticipated to have a profound impact on world trade patterns by opening waterways into new markets. In the wake of the expansion, it has become clear that those ports that have the capacity to handle larger shipments and increased cargo will reap significant benefits of increased revenues and foreign exchange from greater shipment volumes, and ancillary revenues from storage, transportation, cargo services, etc. Given its geographic location, the Caribbean stands to benefit greatly from the expansion of the Canal if it establishes itself as a shipping hub. Already, ports in the Bahamas, Jamaica and the Dominican Republic, among others, are strategically preparing for new roles in the global container shipping network and eco-system. How can the Caribbean region benefit economically from the expansion of the Panama Canal? What is or should be the role of regional ports in the emerging new global logistics and shipping eco-system? What are the implications of the fundamental changes in global container shipping and shifting trade flows for ports in the Caribbean region and on wider Caribbean development?

#### **MODERATOR: Mr. Michael Singh**

Chief Executive Officer, Ministry of Trade, Investment Promotion, Private Sector Development and Consumer Protection, Belize

#### **PRESENTER: Mr. Chris Persaud**

Transport Specialist, Inter-American Development Bank

#### **PANELLISTS**

# The Honourable G. Anthony Hylton

Minister of Industry, Investment, and Commerce, Jamaica

#### Mr. Jaak Rannik

Executive Vice President, Agencies Navieras B&R, S.A.S

#### Mr. Glen Khan

Chairman and Chief Executive Officer of Laparkan Group of Companies

#### Mr. Derek O. Newbold

Senior Manager of Business Development and Marketing, The Grand Bahama Port Authority Ltd.

#### 3:15 - 3:45 **DISCUSSIONS**

# 3:45 - 4:15 WRAP UP: Building Economic Resilience in the Caribbean Region – Summary & the Way Forward

#### **SPEAKERS**

#### **Dr. Andre Henry**

Principal Consultant, Ideas to Business Limited

#### Mrs. Pamela Coke-Hamilton

Executive Director, The Caribbean Export Development Agency

# 4:15 - 4:30 CLOSING REMARKS

#### Senator, The Honourable Maxine McClean

Minister of Foreign Affairs and Foreign Trade, Barbados



**Senator, The Honourable Darcy W. Boyce**Minister in the Office of the Prime Minister, Barbados

Senator, The Honourable Darcy Boyce is a Minister in the Office of the Prime Minister, Barbados. He has worked as an Economist with the Caribbean Development Bank, as a Director of Coopers & Lybrand Associates, as the Executive Director of the Agricultural Venture Trust, as the Partner in charge of Management Consulting with KPMG, as Deputy Governor of the Central Bank of Barbados and as Chief Executive Officer of the Barbados Tourism Investment Inc. Mr. Boyce has also served as the Coordinator of the Barbados Private Sector Agency and on the Board of Directors of several private sector companies. Mr. Boyce has achieved a BSc Economics and in Finance and Applied Economics. He is also a Certified Management Accountant, and a Fellow of the Institute of Chartered Accountants of Barbados.



**Senator, The Honourable P. O. Maxine McClean**Minister of Foreign Affairs and Foreign Trade, Barbados

Senator, The Honourable Maxine P. O. McClean is the Minister of Foreign Affairs, and Foreign Trade, Barbados. She is a graduate of the University of the West Indies, where she achieved a BSc in Public Administration and Ohio University, where she received an MBA and an MA in International Affairs. She also received a Fulbright Fellowship to Louisiana State University in 1986. During her academic career, she taught several management courses at UWI within the Department of Management Studies, in the Executive MBA and Executive Development Programmes of the Centre for Management Development, Barbados Institute of Management and Productivity, and Louisiana State University. Minister McClean has served as a Management Consultant with her own consulting firm, Strategic Interventions Inc.



The Honourable Donville O. Inniss
Minister of Industry, International Business, Commerce and Small Business Development,
Barbados

The Honourable Donville O. Inniss was appointed Minister of Industry, International Business, Commerce and Small Business Development in March 2013. Prior to this appointment he served as Minister of Health and Minister of State, Ministry of Foreign Affairs and International Business. Prior to entering elective politics, Minister Inniss has worked for 20 years in the areas of Industrial Development, International Business and Export Promotion. Minister Inniss has also served as CEO, Managing Director and Chairman of several international companies based in Barbados, and for nine years operated his own management company. Minister Inniss has earned an MBA in General Management and a BSc in Public Administration from the University of the West Indies, Cave Hill Campus. He has also completed training in investment promotion, taxation, law and finance.



**The Honourable G. Anthony Hylton**Minister of Industry, Investment, and Commerce, Jamaica

The Honourable G. Anthony Hylton is the Minister of Industry, Investment & Commerce in Jamaica and is also a lawyer and businessman. In addition to his ministerial portfolio, Mr. Hylton is the Deputy Chairman of the People's National Party and Chairman of the Institute of Law and Economics, the People's National Party Policy Commission and the Commercial Division of the Coffee Industry Board. His previous roles included serving as Managing Partner of HyltonBrown Law Practice, Ambassador and Special Envoy of the Most Honourable Prime Minister P.J. Patterson, and Parliamentary Secretary, among others. He achieved an LLM and a Diploma in Air and Space Law.





The Honourable Damion Crawford

Minister of State in the Ministry of Tourism and Entertainment, Jamaica

The Honourable Damion Crawford is the State Minister for Tourism and Entertainment and Member of Parliament (MP) for East Rural St. Andrew. He has spearheaded many education initiatives, including the H.O.P.E (Helping Our People Excel) free tutorial programme for CXC students. Minister Crawford has achieved both a BSc and MSc in Tourism Management. While pursuing his studies at the University of the West Indies, Mona, he was the Hall Chairperson for Taylor Hall 2003-2004, and served as Guild President from 2000-2001 at the UWI Centre for Hotel and Tourism Management in the Bahamas and again from 2004-2005 at UWI Mona. Minister Crawford is a former President of the People's National Party Youth Organization (PNPYO)and prior to his political appointment, Minister Crawford lectured in tourism studies and marketing management at the University of the West Indies (UWI), the Mona School of Business, the University College of the Caribbean and the Excelsior Community College.



The Honourable Julian J. Robinson

Minister of State in the Ministry of Science, Technology, Energy and Mining, Jamaica

The Honourable Julian J. Robinson, MP has been Minister of State in the Ministry of Science, Technology, Energy and Mining, Jamaica, since 2012. He earned a BSc in Management at the University of the West Indies and an MBA from the University of Illinois at Urbana-Champaign in the USA. Before entering representational politics, Minister Robinson began his career as a Management and e-Business Consultant in London, where he worked for international firms IBM and Scient Corporation. His primary responsibilities included developing and implementing e-Business strategies and designing and developing business processes. In 2001, Mr. Robinson became the manager of Jamaica's trade and investment promotion agency (JAMPRO), where his main responsibilities included the design and execution of strategies to market Jamaica as an offshore location for ICT investments.



His Excellency, Ambassador Mikael Barfod

Head of Delegation of the European Union to Barbados and the Eastern Caribbean

His Excellency Mikael Barfod is the European Union Ambassador to Barbados and the Eastern Caribbean. Ambassador Barfod gained an advanced degree in Political Science and Economics, and also holds an MSc in Government. During his career, he has held positions including Senior Programme Officer, Deputy FAO Representative and Economic Adviser, and served in various management capacities including geographical responsibility for coordinating development assistance to the Caribbean and Africa. After more than eleven years of field work, Ambassador Barfod joined EU Headquarters in Brussels in 1993 where he was responsible for policies and strategies within the European Community Humanitarian Office (ECHO). In 2001 he joined the European Commission's Europe Aid Development Office (now Development and Co-operation) where he worked until 2012.



**Dr. Kiran Akal**Chief Executive Officer, SMAKS Luxury Group Limited

Dr. Kiran Akal is the Chief Executive Officer of the SMAKS Luxury Group Limited, and is currently the artist in residence for the Miami Symphony Orchestra. Previously, he has served as the Creative Director for France's Bastille Day and been a consultant for the Walt Disney Company. In 2010 Dr. Akal was listed on the annual power players list of the 100 most influential creative thinkers in South Florida in the Florida International Magazine and he was the 2012 Design Star of the Americas recipient for Visual Design. Clients have included The Mandarin Oriental Group; the Bacardi Company and Time Warner. Dr. Akal also holds a degree in medicine.



**Dr. Desmond Ali** Executive Director, Millennium3 Consultants

Dr. Desmond Ali has been the Executive Director for the Caribbean Poultry Association since 2009, and he is also the Principal Consultant at Millennium3 Consultants. He holds a BSc (summa cum laude) in Microbiology, a Doctorate in Microbial Biochemistry and a diploma in Management. Dr. Ali is a former Chief Executive Officer, of the Caribbean Industrial Research Institute, Trinidad & Tobago (1983-1993). In his early career, Dr. Ali was an advisor on Science & Technology at the Commonwealth Secretariat, London, England (1979-1983) and was a former advisor on Science & Technology, to the Government of Trinidad & Tobago from 1986-1992. Dr. Ali is one of the founders of the Greater Tunapuna Chamber of Industry & Commerce (1989), Trinidad & Tobago and its second President for two terms.



**Mr. Victor Bulmer-Thomas** 

Honorary Professor at University College London, Professor Emeritus of London University

Professor Victor Bulmer-Thomas is an Honorary Professor at the University College London and Professor Emeritus of London University. He is a Director of the New India Investment Trust and also the JP Morgan Brazil Investment Trust. Professor Bulmer-Thomas has published in the field of Latin America and Caribbean Studies, writing 25 books either as author or as editor, including The Political Economy of Central America since 1920, The Economic History of Latin America since Independence (third edition, 2014), The Economic History of the Caribbean since the Napoleonic Wars (Cambridge University Press, 2013) and the two volume Cambridge Economic History of Latin America. During his career, he has served as editor of the Journal of Latin American Studies and Director of the Institute of Latin American Studies, Visiting Professor at Florida International University.



**Mrs. Pamela Coke-Hamilton**Executive Director, The Caribbean Export Development Agency

Mrs. Pamela Coke Hamilton is the Executive Director of the Caribbean Export Development Agency, and has more than 20 years' experience in trade policy formulation, capacity building, negotiations and implementation, working at national, regional and multilateral levels. Mrs. Coke Hamilton has previously served as Regional Hub Coordinator for the Caribbean in the Integration and Trade Department of the Inter-American Development Bank and as Director of Trade and Competitiveness at the Organization of American States. Mrs. Coke Hamilton holds a Juris Doctor in Law from the Georgetown University School of Law in Washington, DC, and a BSc in International Relations and Economics from the University of the West Indies, Kingston, Jamaica.



**Dr. Jeannine Comma** 

Chief Executive Officer, The Cave Hill School of Business/The University of the West Indies

Dr. Jeannine Comma is the CEO of the Cave Hill School of Business/The University of the West Indies. She received her Doctorate from the George Washington University. Her expertise includes Organisational Development, Strategic Planning, Quality Management and Corporate Governance. Jeannine is a member of the Board of Directors of Sagicor Finance Corporation, Sagicor Life, Inc. the National Initiative for Service Excellence the Barbados Tourism Investment Inc. and the Barbados Entrepreneurship Foundation. She has delivered papers and presentations throughout the Caribbean, Singapore, Africa and the United Kingdom.



**Mr. Krishna Desai**Mister/Attorney-at-Law, Myers Fletcher & Gordon

Mr. Krishna Desai has been an Attorney-at-law with Myers, Fletcher & Gordon since 2010, and his areas of practice include Litigation, Planning and Environmental Law. In addition to his legal qualifications, Mr. Desai holds a BSc in Zoology and Botany (UWI), and a MSc in Marine Management (Dalhousie University). Prior to practicing as an attorney-at-law Mr. Desai worked in the public, private, and third sectors in Jamaica, the Eastern Caribbean, and the United Kingdom, where he provided regulatory advice in relation to large housing, resort, port, and highway developments; coastal zone and natural resource management, and energy and related carbon management issues. He serves as a Director for the Caribbean Coastal Area Management Foundation and as President of the Jamaica Institute of Environmental Professionals (IIEP).



**Dr. Sylvia Dohnert**Executive Director, Compete Caribbean, Inter-American Development Bank (IDB)

Dr. Sylvia Dohnert has been a Private Sector Lead Specialist at the Competitiveness, Technology and Innovation Division of the Inter-American Development Bank, and Compete Caribbean's Executive Director since 2012. She has a Ph.D. in Economic Development and Regional Planning from the Massachusetts Institute of Technology (MIT), an MA in Public Policy from Tufts University and a BSc in Systems Engineering from the Universidad Metropolitana de Venezuela. Sylvia has ample experience and working knowledge of industrial policy and cluster development and has previously worked at the IDB as a Consultant on competitiveness and innovation programs. She has worked on development projects in Bolivia, Brazil, Chile, Uruguay, Paraguay, and Guyana. For the four years prior to joining Compete Caribbean, Sylvia created and led a local government economic development agency in Venezuela.



**Mr. Ramesh Dookhoo**President, Caribbean Association of Industry and Commerce

Mr. Ramesh Dookhoo is the Business Development Executive of Banks DIH Ltd, and the current President of the Caribbean Association of Industry and Commerce where he represents the Private Sector Commission of Guyana. He attended the University of Western Ontario, the University of the West Indies and the Swiss Institute of Standards. Mr. Dookhoo chairs a number of Boards in Guyana, including the Board of the Cheddi Jagan International Airport, the Board of Guyana Water Inc. and the Competition and Consumer Affairs Commission. Mr. Dookhoo has previously served as President of the Guyana Manufacturing and Services Association Ltd and Chairman of the Private Sector Commission. He is a member of the Board of Governors of the Institute of Internal Auditors of Guyana.



**Mr. Lorne Dyke**International Business Consultant

Mr. Lorne Dyke is an International Business Consultant from Canada. From 1964, he served the region in a variety of roles, contributing his expertise in entrepreneur skills training; business information services and venture capital financing. During his career he has completed projects in Trinidad &Tobago and Barbados for the SBDC National Business Info Center; the T&T Venture Capital Incentive Programme (VCIP); the Barbados Small Enterprise Development Initiative (SEDI); the Barbados market for development finance (following closure of the BDB); and a feasibility study for the Barbados Enterprise Growth Fund Limited (EGFL). Mr. Dyke has achieved a MA from Fletcher School of Law & Diplomacy.



**Ms. Diane Edwards**President, Jamaica Promotions Corporation

Ms. Diane Edwards is the President of the Jamaica Promotions Corporation. She holds an MBA from New York's Pace University, a Masters in International Relations from Institut d'Etudes Politiques de Paris and a BA (Hons) in French, Spanish and German from the University of the West Indies (UWI). She is a member of the UK Institute of Directors, a Trustee for the British Foundation for the University of the West Indies, and an active member of the St. Andrew High School Old Girls' Association. Ms. Edwards has a wealth of knowledge and experience in international marketing and business development, investment promotions and was instrumental in the development of Jamaica's garment sub-contracting and information and communications technology (ICT) industries.



**Dr. Rainer Engels**Executive Project Manager, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)
GmbH

Dr. Rainer Engels is the Executive Project Manager of the regional project on the support of the implementation of the Economic Partnership Agreement between CARIFORUM and the EU, funded by the German government. He is a senior consultant, with 11 years of experience within GIZ, the implementing agency for international cooperation of the German government and about 8 years in civil society. His main expertise is in private sector development, trade and investment, with special emphasis in the pharmaceuticals, food, light industries, renewable energy and services sectors. Within the services sector his experience is mainly in, business consultancy services, creative industries and quality systems.



**Mr. Dereck Foster**Executive Chairman and Co-Founder, Automotive Art Group of Companies

Mr. Dereck Foster is the Co-Founder and Executive Chairman of the Automotive Art Group of Companies, which supplies over thirty markets in the Caribbean and Latin America with its products. Mr. Foster was educated in Guyana and has won several awards including the Ernst & Young Entrepreneur of the Year Award for Retail & Distribution. He has served as President of the Barbados Manufacturers' Association and currently serves on the boards of several companies outside of the Automotive Art Group, including Goddard's Enterprises Ltd, the West India Rum Distillery, The Crane Hotel, and the Barbados Entrepreneurship Foundation.



**Mr. Alexis V. George**Project Officer, Geothermal Project Management Unit, Ministry of Public Works, Energy & Ports, Dominica

Mr. Alexis George is a registered engineer with the Board of Engineering of the Commonwealth of Dominica and has served the Technical Services Division of the Ministry of Public Works Energy and Ports since July 2004. Mr. George has been with the geothermal project since September 2010 and he currently serves as Project Officer attached to the Geothermal Project Management Unit of the Ministry of Public Works, Energy and Ports. In this position he, in consultation with the Technical Advisor, conducts the technical review and overall management of the project.



**Mr. Adge Gittins**Creative Director, Brand42

Mr. Adge Gittins is the Creative Director of Brand42 in London, a multi award winning advertising agency. Mr. Gittins has worked with global clients for over 25 years to deliver overarching brand excellence from packaging to digital. In the past decade, Brand42 has excelled in its delivery of branding solutions for clients like CNN, Turner, MailOnline, Metro, Visit Britain, Smirnoff, Louis Vuitton, Royal London and Johnnie Walker. Mr. Gittins has sustained a strong relationship with the OECS/EDU, which has enabled him to share his knowledge through several workshops in the Caribbean over the past 8 years.



**Mr. Nelson Gray**Special Projects Director, LINC Scotland

Mr. Nelson Gray is a Board Member of LINC Scotland and is recognised as a "thought leader." He has provided training and mentoring services across Europe and in the USA, Chile, India, Australia, Kazakhstan, Hong Kong and New Zealand, and helped build Angel groups in Scotland, Latvia, Jordan, Russia and now the Caribbean. He was the European Angel of the Year in 2008. Mr. Gray's experience blends a practical application of investment and company growth with an understanding of public policy at an international level. He has invested in over fifty Small and Medium Sized Enterprises as a fund manager, and as an Angel he managed the Scottish group Archangel.



**Ms. Lorna Green** Chairman, GSW Animation - Reel Rock Studio

Ms. Lorna Green is the Chairman and is part owner of the Caribbean's largest animation studio GSW Animation—Reel Rock Studio. She also serves as the CEO and Chairman of Digital Transtec Ltd (DTL), which she founded in 1994. The ICT firm specializes in the development of software applications for the regulatory sector of the Aviation Industry and the Mobile Gaming industry. Prior to this refocus in its core business, DTL was among the top five firms in Jamaica supplying and servicing computer hardware and networks to major public and private sector entities. Ms. Green holds a BSc in Computer Science and an MBA in Finance & Telecommunications.



**Dr. Andre Vincent Henry**Principal Consultant, Ideas to Business Limited

Dr. Andre Vincent Henry is the Principal Consultant at Ideas to Business Limited, where he has consulted for public sector agencies, international organisations and the private sector. He also provides advice to workers organisations. Dr. Henry has represented Trinidad and Tobago at the United Nations economic agencies in Europe, and has served as Vice President, Trade and Industry at the former Tourism and Industrial Development Company of Trinidad and Tobago. After leaving Government service, he taught at the Institute of International Relations at the University of the West Indies and was Director of the Programme for the Promotion of Management-Labour Cooperation at the International Labour Office. Dr. Henry has achieved a PhD in International Relations at the George Washington University.



**Mr. Lance Hinds**Chief Executive Officer, Brainstreet Group

Mr. Lance Hinds is the founder and CEO of the BrainStreet Group, which provides services for the design, development and implementation of Information and Communication Technology (ICT) solutions. He is the current president of the Georgetown Chamber of Commerce and Industry and is also a member of the Regional Innovation and Private Sector Advisory Groups of the Caribbean Export Development Agency. He is a member of the CARICOM ICT Steering Committee and also a founding member of LACRALO, an advisory group that represents Latin American and Caribbean interests within ICANN. Mr. Hinds possesses a MSc. in Computer Science from the University of Maryland and a BSc. in Computer Systems Engineering from Howard University.



**Dr. Wendy Hollingsworth**Consulting Partner, Conceptualisation Inc

Dr. Wendy Hollingsworth is the co-founder and consulting partner for the firm Conceptualisation Inc. She has achieved a PhD in Biotechnology, an MSc. in Agricultural Biotechnology, an LL.M in Intellectual Property and a BSc. in Agriculture. She also has a diploma in Project Management and has studied biosafety risk assessment. Dr. Hollingsworth has been trained in Intellectual Property Rights and IP Asset Management. She was the lead consultant for Policy NetWorks International Inc, and has worked for the World Intellectual Property Organization to undertake an IP audit of the University of the West Indies. Additionally, she has developed a draft regional Biotechnology policy for the CARICOM Secretariat and was part of the expert team which developed a model audiovisual co-production treaty for CARIFORUM member states for the CARICOM Secretariat's Office of Trade Negotiations.



Ms. Genevieve Jodhan
Executive Manager, International Sales & Marketing, Angostura Limited

Ms. Genevieve Jodhan is the Executive Manager of International Sales & Marketing at Angostura Limited. She is responsible for commercial management of the distribution network in Europe, the Middle East, Africa, Asia and Australia and the marketing of Angostura's international rums and bitters. Ms. Jodhan graduated from the University of the West Indies with a BSc in Economics, and attained an MSc in Logistics and Supply Chain Management from Cranfield School of Management in 2007. She became a certified Supply Chain Operations Professional in 2009 and has also completed many strategic marketing programmes. Prior to joining Angostura in 2007, Ms. Jodhan was an independent supply chain management consultant for ten years.





**Mr. Glen Khan**Chairman and Chief Executive Officer, LAPARKAN

Mr. Glen Khan is the Chairman and CEO of the Laparkan Group of Companies. He has steered the expansion and development of Laparkan, initially out of London, England from 1982, and then in the USA and Guyana from 1989 to date. In 1982 he established Laparkan Investments Limited in the Channel Islands, UK and commenced freight business operations in Toronto, Canada under Laparkan Trading Ltd. Over the past thirty years Mr. Khan has successfully piloted the diversified activities of the Laparkan Group of Companies with its range of services which include ocean shipping, air cargo, manufacturing, retail trade, money transfer and travel. He is also a certified accountant.



Professor Gillian M. Marcelle

Head, Centre for Science, Technology and Innovation Indicators CeSTII, South African Human Sciences Research Council

Professor Gillian Marcelle is the Head, Centre for Science, Technology and Innovation Indicators CeSTII, South African Human Sciences Research Council. She focuses her research and teaching on strategy, innovation and capability building. She is an active policy and academic research scholar with more than twenty years' experience gained in developed and developing country settings. Her publications include several articles in peer reviewed journals, book chapters and Technological Learning: Strategic Imperative for the Developing World, published by Edward Elgar in December 2004. In addition to her academic experience, Prof Marcelle has led program teams in international organisations, as well as provided strategic advisory services as a self-employed consultant.



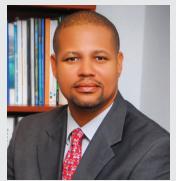
**Ms. Judith Mark**Managing Director and Enterprise Development Consultant, CME Consulting Limited

Ms. Judith Mark is the Managing Director and Enterprise Development Consultant of CME Consulting Limited, an Entrepreneurship Development and Education Company, and a lecturer in innovation and entrepreneurship. She holds an MBA, a BSc in Management and a Post Graduate Certificate in Marketing. Her expertise includes strategic and project management, enterprise development modelling and venture capital financing. Ms. Mark has held the position of CEO and Director at state-owned companies, served on committees on Entrepreneurship, Financial Services and Venture Capital and lectured on Innovation, Venture Capital and Entrepreneurship.



**Mr. James Moss-Solomon**Executive-in-Residence, Mona School of Business and Management

Mr. James Moss-Solomon is the Executive-in-Residence of the Mona School of Business and Management. He began his business career in 1971 when he joined Grace Kennedy and Co. Ltd as a management trainee, and since then has served in various positions in the Grace Kennedy Group. He is currently the Chairman of the Grace and Staff Community Development Foundation, and Director of the Grace Kennedy Foundation. He has contributed to the development of the Jamaican and Caribbean business community where he has served as President of the Jamaica Chamber of Commerce, Vice President of the Private Sector Organisation of Jamaica and President of the Caribbean Association of Industry and Commerce. He has also served as Private Sector Adviser to the Caribbean Regional Negotiating Machinery.



**Mr. Derek O. Newbold**Business Development Manager, The Grand Bahama Port Authority

Mr. Derek Newbold is the Business Development Manager of the Grand Bahama Port Authority and Port Group Limited, where he is responsible for research and analysis, client relations management, marketing and promotions and investor programmes. Throughout his career he has held positions including Terminal Planner, Commercial Officer and Sales and Marketing Manager for firms including Hutchison Port Holdings, the Freeport Harbour Company, Grand Bahama Airport Company, Freeport Container Port and Sea Air Business Center. Mr. Newbold's educational background is in Accounting Management and Banking and Finance. He is a member of the Economic Development Committee of Grand Bahama, the Project Management Institute, the Freeport for Global Commerce Committee, and the business licensing committee for Freeport.



**Ms. Shadel Nyack Compton**Managing Director, Belmont Estate Group of Companies

Ms. Shadel Nyack Compton is the Managing Director of the Belmont Estate Group of Companies, and Nyack & Company. Ms. Nyack Compton holds a Juris Doctor and Masters in International Law from Georgetown University in Washington DC and an MSc in Agri-business from Kansas State University. Ms. Nyack Compton currently serves on the Board of the Grenada Tourism Authority as the Deputy Chairperson, and as the President of the Grenada Organic Cocoa Farmers Co-operative Society Ltd. She is dedicated to contributing to private and public sectors, non-profits and charities in the areas of organic & sustainable farming, sustainable tourism, environmental preservation, and community development.



**Mr. Christopher Persaud**Transport Specialist, Inter-American Development Bank (IDB)

Mr. Christopher Persaud is a Senior Transport Specialist with the Inter-American Development Bank (IDB) where he leads and supports the preparation and execution of Bank funded projects in the Caribbean region. In his present designation, his focus is on the institutional strengthening of transport and works institutions, modernization of road infrastructure, project procurement, road maintenance and sustainability, road safety, and air and maritime transport. Prior to joining the IDB, Christopher was one of the directors of an engineering consultancy firm in Guyana where he provided leadership on the design, construction and supervision of infrastructural projects for both government and donor agencies in the transport, housing, water supply and education sectors. Christopher holds a Masters' Degree, in Maritime Civil Engineering from the University of Liverpool, UK.



**Ms. Lilian Piper**President, OECS Business Council

Ms. Lilian Piper is the president of the OECS Business Council; a regional body supported by The Eastern Caribbean Central Bank and OECS Secretariat. She has previously served as the President of the Dominica Association of Industry and Commerce (DAIC) and has been appointed to the Project Steering Committee of the Dominica Coalition of Services Industry. Her core competencies include analytical thinking, business planning and strategy. A graduate of the University of Minnesota (Twin Cities Campus), Lilian serves on the CARTFUND Health & Wellness Project Steering Committee, guiding the formation of a regional sector strategy, marketing brand and regional standards for CARIFORUM countries. She is also founder and owner of The Glam Group, which consists of three day spas; and the wholesale and retail sale of health & wellness products and cosmetics.





Mr. Aun Rahman
Head, infoDev Access to Finance Programme, World Bank Group

Mr. Aun Rahman leads Access to Finance at infoDev, an entrepreneurship and innovation programme in the World Bank Group where he focuses on developing innovative early-stage financing mechanisms for high-potential entrepreneurs in emerging markets, including seed venture funds, angel networks and crowd-funding. Previously, Mr. Rahman was the founding Country Director of Acumen Fund Pakistan from 2006-2012 where he directed the build-out of Pakistan's first impact investment portfolio, including investments in agriculture, financial services, clean-tech, and housing. He has an MPA from Harvard Kennedy School where he was a Mason Fellow, and a BA in Economics from the University of Chicago.



**Mr. Ramesh Ramdeen**Chief Executive Officer, Trinidad & Tobago Manufacturers' Association

Mr. Mahindra Ramesh Ramdeen is currently the Chief Executive Officer at the Trinidad & Tobago Manufacturers' Association. He is also a Director at Metal Industries Company Limited. Throughout his career, he has served as a Trade Development Specialist, Fair Trading Investigator and Economist. Mr. Ramdeen has achieved Master's Degrees in International Trade Policy and International Relations and holds a BSc in Economics. Mr. Ramdeen is also a fully certified Export Marketing Trainer.



**Mr. Jaak B. Rannik** Executive Vice President, Agencias Navieras B&R, S.A.S.

Mr. Jaak B. Rannik is the Executive Vice President of Agencias Navieras B&R, S.A.S., the longest standing Port and Logistics Company in the Dominican Republic. His primary area of activity is the development of new capabilities in the transportation and logistics sector in the Dominican Republic. Mr. Rannik is currently the President of the General Stevedoring Council, a shareholder and member of the Board of Directors of the DP World Caucedo port, and a shareholder and member of the Board of Directors of Caribbean Harbour Services. Mr. Rannik also serves on the boards of various local Chambers of Commerce as well as professional organizations. He is past president of the local chapter of the Entreprenuers' Organization (EO), a global network with over 7,000 members.



**Mr. Jim Reid**Chief Executive Officer, Caribbean LED Lighting Inc.

Mr. Jim Reid is the CEO of Caribbean LED Lighting Inc, which he launched in order to help companies and individuals reduce their carbon footprint and energy costs. A native of Edinburgh, Scotland Mr. Reid underwent post-graduate education at Cranfield University, England and INSEAD, Fontainebleau, France. His career in business includes roles at Cable & Wireless, IBM Global Services, and a major British bank. After serving on the boards of several publicly quoted companies Mr. Reid undertook a number of assignments for Venture Capital groups as interim CEO ending up as CEO of a major European Mobile Data Communications company.



**Mrs. Audrey Richards** 

Project Coordinator, Jamaica Venture Capital Programme- Development Bank of Jamaica Ltd.

Mrs. Audrey Richards is a Consultant with the Development Bank of Jamaica and serves as Project Coordinator of the Jamaica Venture Capital Programme, with the direct responsibility of developing the ecosystem for venture capital and private equity in Jamaica. She has more than 20 years' experience in various capacities in the Jamaican capital markets and in developing market initiatives for the private and public sectors. Mrs. Richards has consulted for institutions such as the Inter-American Development Bank, Bank of Jamaica, Jamaica Stock Exchange and the Financial Services Commission, and sits on several boards including Scotia Asset Management Jamaica Limited and British Caribbean Insurance Company Limited. Mrs. Richards holds a MBA (Finance) from the De Groote Graduate School of Business, McMaster University, Canada, and a B.Sc. (Special Chemistry) from the University of the West Indies, Mona.



**Dr. Maryse Robert** 

Director, Department of Economic and Social Development, Organization of American States

Dr. Maryse Robert is the director of the Department of Economic and Social Development, of the Organization of American States. She has taught at several universities, including the University of Barcelona, Georgetown University, George Mason University, ENAP-Montreal, and HEC-Montreal. Currently, Dr. Robert is an adjunct professor of international trade policy at the University of the West Indies, and has authored numerous studies on trade, inequality, and development-related issues. She is an economist with training in international trade law, and holds a Ph.D. from The Fletcher School of Law and Diplomacy (Tufts University) and an MSc in Applied Economics from the École des Hautes Études Commerciales, Montreal. Before joining the OAS, she worked on trade and development at the World Bank and the United Nations, and in the private sector on telecom issues.



Mr. Thomas M. Scheutzlich Principal Advisor, Caribbean Renewable Energy Development Programme

Mr. Thomas Scheutzlich has more than 30 years' experience in International Development Cooperation. He holds an MSc in Energy Engineering from the University of Dresden, Germany, and an MA in Political Sciences of the University of Munich, Germany. During his career, Mr. Scheutzlich has worked as a desk officer, international consultant and project manager in Germany, Asia, Latin America and the Caribbean, for German and international organisations like GIZ and KfW, the World Bank, the IDB, the EU, UNDP, and the Swiss Government. Since 2003, Mr. Scheutzlich has been the Principal Advisor of the Caribbean Renewable Energy Development Programme (CREDP), and a senior partner of Projekt-Consult GmbH, which executes the CREDP on behalf of GIZ.



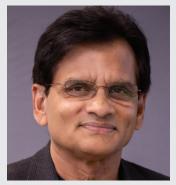
**Mr. Ashish Shah**Director, Division of Country Programmes, International Trade Centre

Mr. Ashish Shah is the Director of Division of Country Programmes at ITC. He has more than 20 years of international and United Nations experience in the field of trade promotion and development, during which time he has been providing strategic advice on trade-development issues and engaging in high-level policy dialogue with stakeholders in Africa, Asia and the Arab Region. He is an expert in operations and strategic planning, broad project design and management skills, and has strong client-relationship management and negotiating abilities, and a proven track record of delivering targets. Mr. Shah holds a Master's degree in Cooperative Economics and a PhD in Economics from Philipps University of Marburg, Germany.



**Ms. Carol M. Simpson**Head, Caribbean Section, Bureau for Latin America and the Caribbean, World Intellectual Property Organisation

Ms. Carol Simpson is currently the Head of the Caribbean Section, Regional Bureau for Latin America and the Caribbean, World Intellectual Property Organization (WIPO). She is responsible for leading the development, implementation and evaluation of programmes and activities designed to enhance and promote intellectual property (IP) development in the Caribbean region. She is a graduate of the Kiev State University and London University, and holds a Master of International Law degree.



Mr. Kris Singh
President and Chief Executive Officer, Service Research and Innovation Institute

Mr. Kris Singh is the President and CEO of Service Research and Innovation Institute and has been a senior leader in the IT industry for more than 25 years. Kris has worked for major IT companies in the Silicon Valley like IBM Research, AMD, Intel and National Semiconductor. He was an Industry Fellow in the College of Engineering at UC Berkeley and an adjunct professor in the Electrical Engineering & Computer Science department at Santa Clara University, CA. He is on the Advisory Board of several major universities helping drive "The Innovation in Education System and Building Entrepreneurship Programme". Kris is also on the board/advisory member of several start-up companies in Silicon Valley and he is a regular speaker at major forums/conferences around the world.



**Mr. Michael Singh**Chief Executive Officer, Ministry of Trade, Investment Promotion and Private Sector Development and Consumer Protection, Belize

Mr. Michael Singh is the Chief Executive Officer for the Belize Ministry of Trade, Investment Promotion and Private Sector Development and Consumer Protection, the Chairman of the Belize Trade and Investment Services (BELTRAIDE), and a Board Member of the Caribbean Export Development Agency. He also sits on various other boards and authorities on behalf of the Government of Belize, including Chairman of the Gaming and Lotteries Commission, Lead Trade Negotiator, and as a Past Director of the Central Bank of Belize. Mr. Singh is also a co-Chair of the Economic Development Council commissioned by the Prime Minister in 2011, which is a permanent council established to promote Public/Private cooperation in Belize.



**Mr. Vassel Stewart**President, Caribbean Agri-Business Association

Mr. Vassel Stewart is the President of the Caribbean Agri-Business Association and a member of the CARICOM Agriculture and Food and Nutrition Cluster. He is also a major shareholder and Director of Woodsman Caribbean Ltd., a food processing company based in Trinidad and Tobago. Mr. Stewart is an Agri-business & International Marketing Development Specialist, with over 30 years of experience in agri-business and market development in the Caribbean. He has been engaged in many long term and short term assignments in several CARICOM member States, with development organizations including the UNDP, FAO, IDB, Commonwealth Secretariat, CARICOM Secretariat, IICA and CARDI and with international private sector firms including Cargill, Fintrac and Sibley International. Mr. Stewart holds an EMBA in International Marketing and Entrepreneurship, a Post Graduate Diploma in Food Technology and a BSc in Agriculture.



Mr. Jannik Vaa

Head, Infrastructure, Climate Change, Disaster Risk Reduction and Tourism, Delegation of the European Union to Barbados and the Eastern Caribbean

Mr. Jannik Vaa is the Head of Infrastructure, Climate Change, Disaster Risk Reduction and Tourism in the Delegation of the European Union to Barbados and the Eastern Caribbean. He completed Civil Engineering Studies at the Technical Universities of Denmark and Munich, and has served in the National Military Service of the Danish Navy. During his career, Mr. Vaa has worked for the two largest Danish engineering consultancies; including two years on the multi-billion euro Copenhagen Metro project. After joining the European Commission as a "Young Expert" in 1999, he has been posted to Jamaica, Barbados, the OECS, Ethiopia, Ghana and Brussels, where he worked on a wide variety of sectors and is particularly interested in governance and transparency.



Ms. Barbara Walker

Co-owner and Manager, Hotel Mockingbird Hill

Ms. Barbara Walker is the co-owner and manager of Hotel Mocking Bird Hill in Jamaica, which was one of the first four hotels worldwide to be certified for its eco-friendly operations by Green Globe in 1998. During the hotel's twenty-one years of operation, she has acquired a wealth of knowledge of the practical application of environmentally friendly hotel operations. Hotel Mocking Bird Hill has become a leader in the development of sustainable tourism in Jamaica. Ms. Walker has also worked with partners to launch GAIA Consulting, which offers hands-on consultation to assist small businesses to become sustainable.



Mr. Nicholas Zephirin

Managing Director, Viking Traders Limited

Mr. Nicholas Zephirin is the Managing Director of Viking Traders Ltd in Saint Lucia, founded by his parents in 1979. A graduate of Holborn College, London and London University, where he achieved a BSc Economics and Management Studies respectively. Mr. Zephirin's long term goal is to realize the first eco-friendly manufacturing plant in the Caribbean. With a family background in food production, Mr. Zephirin has become an expert in the areas of Production, Finance, Purchasing and Sales. He has successfully led Viking Traders Ltd to achieve many international awards over the years, and aims to achieve international standards in food processing while continuing expansion in international markets.

# **NOTES**

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