



CARIBBEAN EXPORT & EPA IMPLEMENTATION IN THE CARIBBEAN SERVICES SECTOR

(2011-2014)



Our Vision

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

Our Mission

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

OVERVIEW

The Economic Partnership Agreement (EPA) is a permanent instrument of trade partnership between the Forum of Caribbean States (CARIFORUM)¹ and the European Community (EC)². The CARIFORUM-EU EPA, which was concluded on December 16, 2007 and signed on October 15, 2008, represents a culmination of three years of formal negotiations between the Parties.

In addition to other provisions, the EPA provides a new long-term arrangement for Trade in Services, because the agreement allows for more favourable opportunities and market access for regional export services to the European Union (EU). The Agreement further offers an opportunity for the export of services into the Dominican Republic (DR), as a result of the Regional Preference Clause, which ensures that the market access opening in services, which the DR provided to the EU, is also made available to its negotiating partners in the Caribbean Community (CARICOM), and vice versa.

The EPA also provides asymmetry, whereby CARIFORUM opened up 65-75% of their markets focusing on sectors with greatest impact on development and where investment and technology transfer is required, while the EU has opened up 90% of its services market. Additionally, the Protocol on Cultural Cooperation, establishes the framework for greater co-operation on exchanges regarding cultural activities, and goods and

services between CARIFORUM and the EU.

Given the economic importance of the services sector to both the Caribbean and the EU, the volume of trade in services between the two regions, and the inter-dependence of the services sector with manufacturing and agriculture, the EPA inevitably includes rules for the treatment of service suppliers and the provision of services. Particularly, contractual service suppliers have access in 29 sectors, and independent professionals in 11 sectors, having met conditions set out in the agreement.

As the regional agency, leading the implementation the 10th European Development Fund (EDF) Regional Private Sector Programme (RPSDP), from March 2011 - December 2015 across CARIFORUM, the Caribbean Export Development Agency (Caribbean Export) undertakes a range of programme-based activities, which has

¹ *Antigua & Barbuda, The Bahamas, Barbados, Belize, Dominica, Dominican Republic, Grenada, Guyana, Haiti, Jamaica, St. Kitts & Nevis, St. Lucia, St. Vincent and the Grenadines, Suriname, and Trinidad & Tobago.*

² *Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, and United Kingdom.*

implications for the application of the EPA regionally, given the 10th EDF's overall objective of contributing to the gradual integration of CARIFORUM countries into the world economy. Specifically, Caribbean Export's development work in the services sector falls under the component of the Agency's 10th EDF work programme, which speaks to identifying and strengthening the region's high potential niche sectors to benefit from EPA provisions. The creative industries, professional services, and specialised tourism are highlighted as target sectors in this arrangement, and have been

recipients of programming aimed at providing increased access to finance, delivering training and certification, strengthening regional networks, and facilitating the participation of firms in regional and international missions. To date, under 10th EDF implementation* Caribbean Export has served 834 beneficiaries in the services sector from 15 CARIFORUM States through programme-based activities aimed at supporting the development of the regional private sector and maximizing their opportunities to benefit from the EPA. Through access to finance initiatives, Caribbean Export

Sectors Liberalised by the EU for Temporary Entry by Contractual Services Suppliers from CARIFORUM (Employees of Services Firms)

Legal Advisory (non-EU Law)

Taxation Advisory

Urban Planning and Landscape
Architecture

Medical and Dental

Midwifery

Computer and related

Advertising

Market Research and Opinion Polling

Technical Testing and Analysis

**Maintenance and Repair (after-
sales/after-lease)**

Fashion Model

Site Investigation Work

Environmental

Tourist Guides

Scientific and Technical Consulting

Accounting and Book-keeping

Architectural

EngineeringArchitecture

Veterinary Medicine

Nursing, Physiotherapy, Paramedical

Integrated Engineering

Research and Development

Management Consulting

**Services related to Management
Consulting**

Chef de Cuisine

Translation and Interpretation

Higher-education (privately-funded)

Travel Agency and Tour Operators

Entertainment (other than
audio-visual)

* March 2011 – December 2014



has awarded grants totalling some €1.6 million to 74 services firms within the services sector. Further 300 firms have benefited from training and

certification programmes, while 460 service sector firms have participated in a series of export promotion and development initiatives.

Sectors Liberalised by the EU for Temporary Entry by Independent Professionals (Self-employed Persons)

Legal Advisory (non-EU Law)

Research and Development

Urban Planning and Landscape Architecture

Market Research and Opinion Polling

Translation and Interpretation

Computer and related

Architectural

Engineering

Integrated Engineering

Management Consulting

Services related to Management Consulting

ACCESS TO FINANCE

Small and medium-sized enterprises (SMEs) are an essential element in the Caribbean region's economic fabric, as they play a crucial role in furthering growth, innovation, and prosperity.

Unfortunately, these enterprises are greatly challenged in accessing the capital they require to expand their business due to the inaccessibility of financing from local banking institutions, as well as the existence of adverse lending conditions. These circumstances not only impede SMEs in their growth, but also have negative consequences for innovation, self-sufficiency, and macro-economic resilience at local and regional levels.

Targeted support, such as the Direct Assistance Grant Scheme (DAGS), seeks to address some of these challenges directly at the firm level. The DAGS is Caribbean Export's

flagship reimbursable funding facility that is specifically designed to provide financial assistance to legally registered firms, individuals, and business support organisations (BSOs) that have the potential to export their products and services.

Further, the objective of the Scheme is to open new markets, in particular to capitalise on the benefits of the CARIFORUM-EU EPA, or any other bilateral or multilateral arrangement signed by the region within the region or with African Caribbean and Pacific (ACP) or EU partners; foster intra-regional cooperation to enhance productivity and capitalise



on economies of scale; and promote programmes which will impact on underdeveloped areas or disadvantaged sectors within the region.

Following the Calls for Proposals under the 10th EDF RPSDP, 74 firms within the services sector were awarded grant contracts totalling €1,626,526.11 or 28% of the funds awarded. The

firms represented 13 CARIFORUM States (*Figure 1*), with 52% being female-owned firms. Awardees operate within the Creative Industries, Health and Wellness, Information and Communication Technologies, Professional Services, and Tourism sectors (*Figure 2*). The full list of grantees is available at Appendix 1.

Figure 1: Allocation of Direct Assistance Grant to Service Sector Firms by Country

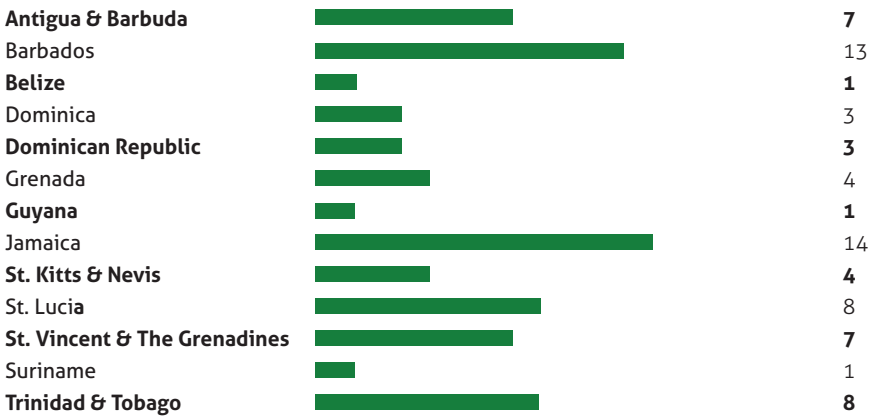
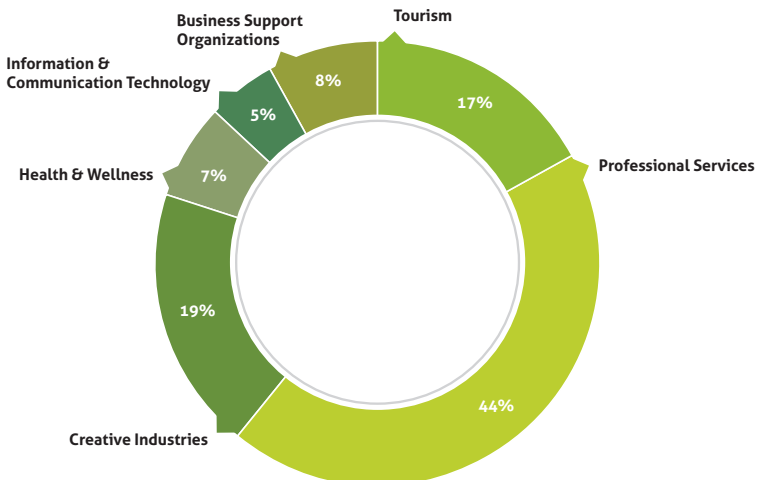


Figure 2: Direct Assistance Grants Awarded by Industry to Services Sector Firms



TRAINING & CERTIFICATION

SMEs are increasingly gaining prominence as significant engines of innovation and employment generation, and as such the development of these enterprises has emerged as a key instrument in regional poverty reduction efforts. Therefore, enhancing the environment within which SMEs interact with the economy is central to stimulating continuous growth and development. Consequently, it is crucial to strengthen the human and institutional capacities of these firms in order to take advantage of trade and investment opportunities.

The primary assets of any firm, especially SMEs, are their human capital. These assets are even more valuable in the knowledge-based economy, where intangible services and variables are of growing importance. Augmenting the capacity of SMEs, through a focus on human capital, is a priority for Caribbean Export as this will not only improve the skills of the overall population but also stimulate continuous productivity within firms and, ultimately, drive economic growth.

The Agency provides viable SMEs and entrepreneurs, in select industries, with the training and certification they need to expand their markets and diversify their exports. In essence, Caribbean Export enables firms to strengthen their ability to compete in the global market. This facility is also extended to BSOs to help them to strengthen their own capacity to serve the regional private sector. CARIFORUM firms and BSOs participate in training related to: investment promotion, grant proposal writing, management consulting, export marketing, brand development and packaging, trade information, and intellectual property rights, among others.

During the current EDF programming, the Agency has delivered a range of training and certification programmes

(Table 1) to firms and BSOs operating within the services sector. A total of 300 firms across five industries (Figure 3) from 15 CARIFORUM countries (Figure 4) have benefited from these programmes to date; 62% of these were female-owned firms. Caribbean Export delivered these training and certification programmes to provide members who trade in services with a range of requisite skills in an effort to not only enhance their institutional capacity, but also meet the various requirements for successful leveraging of the benefits of the CARIFORUM-EU EPA, and gaining entry into the European markets.





Table 1: Training and Certification Programmes Delivered to the Services Sector

Brand Development and Packaging Workshop

BSO Benchmarking Assessment Training

CAFEIN EPA Workshop

Copyright and COSIS Workshop

Cr8 Songwriters Workshop

CSWA Service Providers Workshop

Grant Proposal Writing

Export Marketing Training

Intellectual Property Workshop

Management Consulting Training

Productivity Network (ProNET) Training

Services Go Global Training of Trainers

Trade Information Training



Figure 3: Services Sector Firms Participation in Training and Certification Programmes by Industry

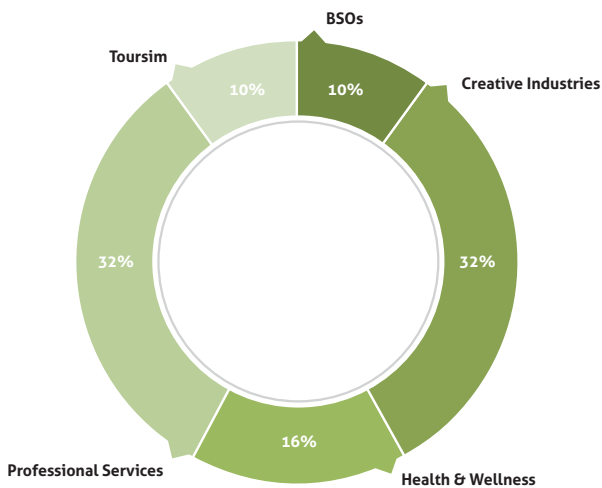


Figure 4: Service Sector Firms Participating in Training and Certification Programmes by Country



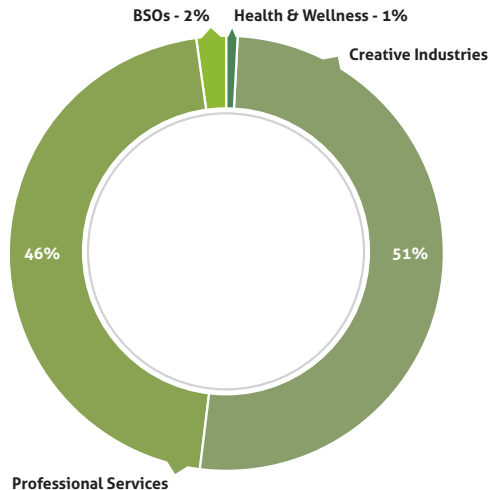
EXPORT DEVELOPMENT & PROMOTION

Caribbean Export plays a critical role in the promotion of economic development, and meaningful participation of the regional private sector in the global economic and trade environment. This is achieved through the planning and implementation of a series of export development and promotion programmes that facilitates the expansion of firms regionally and internationally, while strengthening trade and investment links with key global economies. A larger part of the Agency's mandate is encouraging exports, through the advancement of competitiveness, in order to leverage global growth for regional firms.

Under the 10th EDF RPSDP, Caribbean Export launched a series of export promotion platforms and facilitated the participation of regional SMEs and BSOs in trade missions and business linkages events, all of which have enhanced the regional private sector's engagement with the Agency. In addition these initiatives strategically

increase the access of CARIFORUM firms to the European market. To date, 460 firms within the services sector have participated in these export promotion and business linkage initiatives with European firms (*Figure 5*). Participation by females accounted for 59% of the total.

Figure 5: Services Sector Firms Participating in Export Development and Promotion Programmes by Industry















London Engage

In 2012, Caribbean Export conceptualised the London Engage initiative as the platform to launch Caribbean businesses into the European market. In addition to using the Summer Olympic Games as the optimal setting to showcase the talent and opportunities available within an integrated Caribbean, the Agency also sought to

demonstrate the region's potential for investment, expansion, and diversified growth. Seventeen (17) firms within the regional services sector were exhibited through a succession of initiatives, namely the Caribbean Architecture Design Showcase, Caribbean Essence Fashion Showcase, and Soul Fusion (Figure 6).

Figure 6: Services Sector Firms Participating in London Engage by Country












Barbados		4
Dominica		1
Dominican Republic		1
Grenada		1
Guyana		2
Haiti		2
Jamaica		2
St. Lucia		1
Suriname		1
Trinidad & Tobago		2

European Study Tour

As a precursor to London Engage, Caribbean Export also facilitated the participation of 22 firms in the Cultural Industries on a European Study Tour to France, Germany and the United Kingdom (Figure 7). The objective of the Study Tour was to enhance dialogue between European and Caribbean business leaders, and impact the business and investment reform agenda

in the CARIFORUM region, as well as to help the Caribbean reap the benefits of the CARIFORUM-EU EPA. As such, the Study Tours sought to expose participants to European markets while inculcating a greater understanding of the provisions of the CARIFORUM-EU EPA, which would facilitate regional firms' pursuit of business opportunities in these markets.

Figure 7: Firms Participating in European Study Tour by Country

Antigua & Barbuda		1
Barbados		2
Dominica		1
Dominican Republic		1
Guyana		1
Haiti		1
Jamaica		3
St. Kitts & Nevis		1
St. Lucia		3
St. Vincent & the Grenadines		3
Trinidad & Tobago		5



CARIFORUM-EU BUSINESS FORUM

The 2nd CARIFORUM-EU Business Forum was held under the theme “Making the CARIFORUM-EU EPA Work” from August 8-9, 2012 at Grosvenor House, London. The 2-day Business Forum provided a medium for discussion and presentations by private sector panellists on the Agreement and exchanges on the way forward for the region in the implementation and utilisation of the Agreement. Further, the event was used to position Caribbean Export as the agency to facilitate trade and investment promotion in the Caribbean through partnerships with key agencies, as well as explore the potential of new areas of investment in the Caribbean. A total of 40 firms representing the services sector, namely creative industries and professional services, participated in the Business Forum (Figure 8).



Figure 8: Services Sector Firms Participating in CARIFORUM-EU Business Forum Tour by Country

Antigua & Barbuda	1
Barbados	5
Dominica	3
Dominican Republic	2
Guyana	1
Haiti	3
Jamaica	7
St. Kitts & Nevis	1
St. Lucia	5
St. Vincent & the Grenadines	4
Suriname	1
Trinidad & Tobago	7



BREAK POINT

Break Point is Caribbean Export's competitive reality TV series for businesses, which seeks to demonstrate the advantages of the CARIFORUM-EU EPA for regional firms and generate awareness for the Agreement in the region. Break Point also exposed CARIFORUM firms to opportunities for increased exports to the EU market, through distribution channels, investment, and joint ventures, while providing regional and international exposure for CARIFORUM firms. The EPA opens up 27 markets in Europe to CARIFORUM companies, and Break Point brings them all to the table to help firms gain the opportunity for greater access to these markets. Four firms within the services sector were among the finalists selected for Break Point. These firms represented the professional services (management consultants) and creative industries (fashion, film, and handicraft).

Overall, 83 beneficiaries from firms trading in services participated in Caribbean Export's engagement of Europe following these interventions (Annex 2). Combined, these

initiatives not only exposed regional businesses to opportunities within the European market, but also unveiled the uniqueness and authenticity of the Caribbean brand to the rest of the world while providing a much-needed jumpstart to the utilisation of the CARIFORUM-EU EPA. Successes are expounded in the Beneficiaries Highlight section.

Subsequent and prior to London Engage, Caribbean Export mounted export promotion missions to foster entry into the EU market for firms representing the creative industries (animation, design, fashion, film, and music), and professional services (management consultants). A total of 377 benefited from these programme-based initiatives (Annex 3).



THE GALLERY BERLIN

Caribbean Essence showcased five fashion designers at The Gallery runway fashion show in Berlin, Germany in July 2013. Designers for this event included Andrea King (Barbados), Oriett Domenech (Dominican Republic), Arlene Martin (Jamaica), and Heather Jones and Meiling Esau (Trinidad and Tobago). Subsequent to this initiative, four designers received contracts for the distribution of their designs in Germany and other areas of the EU.










CARIFESTA XI

The Caribbean Soul Fusion platform was executed during the staging of the eleventh Caribbean Festival of Arts (CARIFESTA) in August 2013 in Suriname. Caribbean Export supported the creation of a “cultural market” within the Festival. This initiative created opportunities for performing

artistes to participate in vocal and performance training, which culminated in performances at international festivals and venues in Europe.

This was achieved by inviting the managers of some of these facilities and events to CARIFESTA XI, to view performances and to network with Caribbean artistes from CARICOM Member States and Associate Members. Coaching sessions, business meetings, panel presentations, and performance showcases were organized over a four-day period during CARIFESTA XI, for the benefit of both artistes and arts presenters. Twenty (20) artistes participated in the cultural market, which focused on music and dance (Figure 9).

Figure 9: Firms Participating in CARIFESTA XI by Country















Anguilla		1
Barbados		2
Belize		1
Dominica		2
Grenada		1
Guyana		1
Jamaica		1
St. Lucia		2
Trinidad & Tobago		9

WOMEX

World Music Expo (WOMEX) is an international world music support and development project based in Berlin. The main event is an exposition held annually in different locations throughout Europe. The initiative integrates a trade fair, showcases, conferences, film market, networking sessions, and awards. During the event, musicians with their works have the opportunity to make contacts for international touring and album distribution. In 2011, Caribbean Export facilitated the participation of

30 regional music professionals and artistes at the WOMEX (*Figure 10*). This represented a significant milestone towards the attainment of longer-term results for the Creative Industries of the Caribbean region as the mission sought to increase the distribution of music from the Caribbean, increase in the number of international performances, and increase business linkages developed between CARIFORUM music representatives, and those from the rest of the World.

Figure 10: Firms Participating in WOMEX by Country

Bahamas		2
Barbados		6
Belize		2
Dominica		1
Dominican Republic		2
Grenada		1
Guyana		1
Haiti		3
Jamaica		3
St. Kitts & Nevis		1
St. Lucia		3
St. Vincent & the Grenadines		2
Suriname		1
Trinidad & Tobago		2


















MANAGEMENT CONSULTING BUSINESS SYMPOSIUM

Caribbean Export provides support to the management consulting industry in the form of an annual Business Symposium. A significant feature of this initiative has been the B2B meetings between CARIFORUM, European management consulting practitioners and firms. This staging is indicative of a focus on increasing the trade in services as anticipated under the CARIFORUM-EU EPA. The European country spread of European firms participating in these Business Symposia includes Spain, France, Belgium, Germany and the United Kingdom. This platform has led to CARIFORUM firms engaging in strategic business partnerships with regional as well as

European counterparts with positive implications for the generation of business opportunities. To date, 138 regional management consultants have participated in the annual Business Symposium (*Figure 11*).



Figure 11: Firms Participating in Management Consulting Business Symposium by Country

Antigua & Barbuda		2
Bahamas		10
Barbados		17
Belize		1
Dominica		7
Dominican Republic		26
Grenada		2
Guyana		2
Haiti		3
Jamaica		30
St. Kitts & Nevis		5
St. Lucia		8
St. Vincent & the Grenadines		7
Suriname		3
Trinidad & Tobago		15



DOMINICANA MODA

Caribbean Export also facilitates the showcasing of designers at Dominicana Moda (DM), the Dominican Republic's fashion week of activities, which started in 2006. In addition to the runway showcase, the designers also conduct site visits to manufacturing units in the Dominican Republic and Haiti with the aim of creating business linkages and vertical integration between regional designers and Dominican and Haitian manufacturers. Caribbean Export's support of Dominicana Moda provides an opportunity for emerging and established fashion designers in

the Caribbean to expose their vision on the global stage, thus positioning the region as an international go-to location for fashion design and ingenuity. It is also the ideal occasion to engage the finance community by showcasing businesses with growth potential. Dominicana Moda is further a viable conduit for CARICOM firms to enter the Dominican Republic market, under the regional preference clause of the EPA. To date under the 10th EDF, 16 designers from across the region have participated in the event (Figure 12).

Figure 12: Firms Participating in Dominicana Moda by Country

Antigua & Barbuda	█	1
Bahamas	█	1
Barbados	██████████	2
Dominican Republic	██████████	2
Haiti	████████████████████	3
Jamaica	████████████████████	3
St. Vincent & the Grenadines	██████████	1
Trinidad & Tobago	████████████████████	3

DESIGN CARIBBEAN

Design Caribbean, staged for the first time in 2011, is the re-branded Caribbean Gift and Craft Show (CGCS). This platform serves as the region's contemporary design event displaying the Caribbean's finest handmade and innovative products. The inaugural staging of Design Caribbean was hosted in the Dominican Republic, and 53 regional artisans participated in

the initiative. The platform was again held in 2014 as a part of the Calabash International Literary Festival in Jamaica; on this occasion 11 CARIFORUM firms participated. A total of 64 regional artisans from 12 CARIFORUM countries have participated in Design Caribbean within the framework of the 10th EDF RPSDP.

Figure 13: Firms Participating in Design Caribbean by Country

Bahamas	■	2
Barbados	■	17
Belize	■	3
Dominica	■	3
Dominican Republic	■	4
Grenada	■	6
Guyana	■	7
Haiti	■	3
Jamaica	■	4
St. Lucia	■	4
Suriname	■	3
Trinidad & Tobago	■	8



STUDY TOUR TO CeBIT

Caribbean Export, in partnership with the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), facilitated the participation of six export-oriented Information and Communication Technology (ICT) professionals to the CeBIT ICT Trade Fair in Hannover, Germany. Specific objectives of the mission included discovering joint venture opportunities to supply products, facilitating knowledge transfer concerning awareness of new technologies available and industry awareness among CARIFORUM ICT SMEs, exposing these SMEs to international buyers, business associations, and potential partners, and exploring the available research and development (R&D) cooperation opportunities towards innovation in the CARIFORUM ICT sector.

During the five-day mission, beneficiaries participated in a number

of B2B meetings with German BSOs and Software Clusters, including Databund and House of IT. The firms also had access to several conferences and international fora, in addition to the chance to explore potential business opportunities with the German IT companies on exhibition. Participants were also provided with access to the CeBIT online B2B database, a platform, which allows users to identify potential business partnerships and make direct contacts with these firms. Subsequent to the mission, a verbal Agreement for future cooperation with German BSO House of IT; networking opportunities with at least 100 ICT business contacts were achieved; as well as improved expertise of six CARIFORUM ICT firms on EU industry trends and regulatory issues was realised.





CARIFORUM-FCOR/OCT BUSINESS FORUM

In June 2014, Caribbean Export supported the participation of 55 regional firms in a CARIFORUM-FCOR/OCT Business Forum in Cayman Islands of this total eight were services firms. The Business Forum sought to facilitate networking and partnerships between private sector firms and other key stakeholders in CARIFORUM, with their counterparts in the FCORs and OCTs. Participants were also given the opportunity to learn from the Cayman Islands experience in developing and promoting their financial services and tourism sectors, as well as to develop strategies based on their experience.

OECs-FCOR TRADE MISSION

With the aim of promoting stronger trade and investment relations between firms from CARIFORUM and the FCORs, Caribbean Export facilitated the participation of 33 OECs private sector firms and BSOs on a Trade Mission to Guadeloupe and Martinique, 11 of these participants operated within the services sector. The objectives of the 10-day mission included establishing regional and international networking linkages with buyers of goods and services, and BSOs within Martinique and Guadeloupe and the wider EU market; providing participants with the opportunity to negotiate joint ventures, partnerships, distributorships and to showcase their goods and services in selected sectors, advancing the OECs private sector interest in the FCORs, and gaining a clearer understanding of doing business with the FCORs and EU business interests. The mission also provided an opportunity for Caribbean Export to expand linkages within the FCORs in preparation for the technical meetings on the Octroi de Mer scheduled for late 2014.

In addition to the occasion network and the potential to form partnerships, the forum also afforded those present to examine and evaluate the barriers to trade which may still exist and the common developmental challenges that territories are facing in the establishments of sustainable trade relations. All parties were able to gain an understanding of preventative trade issues being faced and to collectively brainstorm creative solutions. To conclude the day's proceedings, the firms were given a guided tour of Cayman Enterprise City (CEC). CEC was established in 2012 as the Caribbean's first special economic zone. The technology and information-based model is one, which was designed to attract international companies to the unique advantages of investment in the Caribbean context.



CLERMONT FERRAND FILM FESTIVAL

Caribbean Export supported the showcasing of the 10 regional short films at the Clermont Ferrand International Short Film Festival 2014 in France from February 2-8, 2014 (Table 10). The objectives of the mission was to exhibit and stage a theatrical screening of Caribbean films to an international audience in Europe, creative awareness about the services, incentives and rebates available in the region for international productions and facilitate exposure for Caribbean filmmakers through screenings at further international festivals.

In addition to a well-received screening to approximately 100 audience members, three regional filmmakers - Mariel Brown, Karen Martinez, and Julien Silloray - have been invited to present at other international film festivals. The contingent has also been

invited to assemble a package for the 2016 edition of the event, which will focus on Caribbean film and cinematography.

During the last four years, through 10th EDF implementation, Caribbean Export has served 686 regional entrepreneurs, firms and BSOs in the services sector through access to finance, training and certification, and export promotion and development initiatives aimed at facilitating entry into EU markets (Figure 14). Participation by females was 54%, while males accounted for 46%. During 2011-2014, Caribbean Export's EPA-related capacity building initiatives saw participation from 834 services sector firms from all 15 CARIFORUM States. The cross-section of industries within this sector includes creative industries (animation, dance, handicraft, fashion, film, and music) health and wellness,

information and communication technology, professional services (architecture, engineering, management consultants), and tourism, in addition to the BSOs who provide business

support to members in these industries. The highest percentage of participants represented professional services (41%), followed by creative industries (38%) as illustrated in *Figure 15*.

Figure 14: CARIFORUM Services Sector Firms Participating in Caribbean Export Programmes by Country






















Antigua & Barbuda		42
Bahamas		46
Barbados		134
Belize		25
Dominica		74
Dominican Republic		75
Grenada		25
Guyana		40
Haiti		24
Jamaica		106
St. Kitts & Nevis		13
St. Lucia		77
St. Vincent & the Grenadines		42
Suriname		14
Trinidad & Tobago		97

Figure 15: CARIFORUM Services Firms Participating in Caribbean Export Programmes by Industry

Tourism		43
Professional Services		345
Information & Communication Technologies		17
Health & Wellness		51
Creative Industries		323
Business Support Organizations		55

BENEFICIARY SUCCESSES USING THE EPA

CARIBBEAN FASHION INDUSTRY

Caribbean Export, within the framework of the 10th EDF RPSDP, has been providing support the regional fashion industry with the aim of increasing international awareness and export opportunities for the sector. With a focus on export development, marketing, and capacity building, the Agency has facilitated the participation of Caribbean designers in a range of fashion-related events on the regional and international front.

At the regional level, the Agency has provided support to designers to showcase their talent and the diversity of the region in fashion and couture. In June 2012, Caribbean Export sponsored 11 designers from nine CARIFORUM States to participate in Caribbean Fashion Week (CFW). CFW is recognised as the seminal fashion, entertainment and lifestyle event that has come to epitomize the essence of Caribbean style.



Caribbean Fashion Week Participants

Designer	Country
Jean-Marie Thomas (aJeanté)	Antigua & Barbuda
Antonio Cumberbatch (Posh Punk)	Barbados
Sonia Noel (Mariska Designs)	Guyana
Phelicia Dell (Veve Collections)	Haiti
Prisca Milliance (L'Antillaise)	Haiti
Arlene Martin Design (drennaLuna)	Jamaica
Bianca Bartley (Peace-Is of Bianca)	Jamaica
Juliette Dyke (Julan)	Jamaica
Sandra Kennedy (Sandra Kennedy)	Jamaica
Judith & Henk Uiterloo (Atelier Doré)	Suriname
Heather Jones (Heather Jones Designs Ltd)	Trinidad & Tobago
Meiling Esau (Meiling Inc.)	Trinidad & Tobago

Caribbean Export also facilitates the showcasing of designers at Dominicana Moda (DM), an annual fashion week of activities, which started in the Dominican Republic in 2006. In 2008, the event reached its peak becoming an integral fashion platform, combining the runway with the food, entertainment, trade, exhibition and sale of products and services. Since then, DM has burgeoned into the official fashion week of the Dominican Republic and the fastest growing runway show in the Latin American region. Over the



years, Caribbean Export has supported DIGECOOM in the implementation of DM; the Agency further facilitates the showcasing of regional designers in the event. Under the 10th EDF, 16 regional designers participated in DM with support from Caribbean Export. The event provides a great opportunity for emerging and established fashion designers in the Caribbean to expose their vision at a regional and international stage, thus positioning the region as an international go-to location for fashion design and ingenuity.



Dominicana Moda Participants

Designer	Country
aJeanté	Antigua & Barbuda
ILashan Apparel & Handmade Jewellery	Bahamas
Andrew Harris Collection	Barbados
Rykii dE Jude Inc.	Barbados
Mariela Pichardo	Dominican Republic
Odanis Valdez Polonia	Dominican Republic
Jean Yves Marchand	Haiti
Mag'art Creation	Haiti
L'Antillaise	Haiti
drennaLuna	Jamaica
Patwa Apparel	Jamaica
Reve Jewellery & Accessories	Jamaica
Kimya Glasgow Designs	St. Vincent & the Grenadines
Christian Bouchad Designs	Trinidad & Tobago
Heather Jones Designs	Trinidad & Tobago
Meiling Inc.	Trinidad & Tobago

In recognising the importance of exposure of regional fashion industry beyond the traditional trade mission and exhibition, Caribbean Export conceptualised a project that would demonstrate the vibrancy and creative expression of the Caribbean at an international level. With this goal, Caribbean Export launched the Caribbean Essence platform to facilitate the entry and penetration of regional fashion and jewellery designers into the European market through utilization of the CARIFORUM-EU EPA.

The introductory instalment of Caribbean Essence was showcased in London during the Summer Olympics on August 4, 2012 at Grosvenor House. The work of six designers was unveiled at the event, which sought to build on the momentum generated during the presentation of 'Caribbean Collections' at London Fashion Week from February 17-22, 2012, in partnership with the Jamaica Promotions Corporation (JAMPRO) and the Caribbean Fashion Industry Association (CAFIA). The participants were fashion designers Sonia Noel (Guyana), Arlene Martin (Jamaica), and Meiling (Trinidad and Tobago), whose work was complemented by accessories from Veve Collection (Haiti), Atelier Doré (Suriname), and Ibis Ceramic Jewellery (Trinidad and Tobago).

Building on the London experience, the Caribbean Essence platform showcased five fashion designers at The Gallery Runway Fashion show in Berlin, Germany from July 2-3, 2013. Design firms for this event included Fifth Element Designs (Barbados), Oriett Domenech (Dominican Republic), drennaLUNA (Jamaica), and Heather Jones Designs and Meiling Inc. (Trinidad and Tobago). Through Caribbean Essence, Caribbean Export created market positioning opportunities and tangible leads for



Photo by Brian Lesly

possible business partnerships for Caribbean designers within the UK and the rest of the EU through a live showcase of their collections. The platform also highlighted the variety of design and market versatility available in the Caribbean, while providing designers with an enhanced view of the technical and management skills needed for success in the global fashion industry. Participation in Caribbean Essence, Berlin garnered tremendous opportunities and accomplishments for the designers, namely Atelier Doré, drennaLUNA, Fifth Element Designs, Meiling Inc., and Sonia Noel Designs.

ATELIER DORÉ – SURINAME

Atelier Doré started as a gold and silver smithy named Doré & Co. in 1955 in Suriname by Doremus Hendrick Uiterloo. In 1966, Uiterloo's son Henk and his wife Judith adopted Doré & Co. and renamed it Atelier Doré.



The company is now known for its exclusively hand crafted Surinamese designs made mainly in silver. Following the firm's participation in the Caribbean Essence Showcase in London, Atelier Doré was able to make successful business linkages with CARIFORUM fashion designers, which was seen as a priority for the company as they are more commonly known within Netherlands and the Dutch-speaking Caribbean.

It is envisioned that the forged partnership with drennaLUNA from Jamaica, will lead to increased recognition within the English-speaking Caribbean and bring the firm closer to the UK market. Atelier Doré was also able to reinforce knowledge of the EU market entry requirements following the series of EPA-related discussions held during the 2nd CARIFORUM-EU Business Forum in London.

drennaLUNA - JAMAICA

Jamaican-based fashion design company drennaLUNA is the brainchild of self-taught designer Arlene Martin. The company was born out of her dream to always create a sophisticated clothing line that appeals to the everyday woman. The company exhibited during the Caribbean Essence showcase in London and Berlin. The London leg of the showcase proved to be beneficial because of the intra-regional contacts made with companies such as Atelier Doré of Suriname and Ibis Ceramics of Trinidad and Tobago.

In Berlin, drennaLUNA secured a contract for designs from a European retail buyer, as well as the trade of samples worth just over US \$200. The company further established contacts with European designers, retailers, boutique buyers, and media contacts. It is anticipated that these contacts will lead to increased exports to the EU.

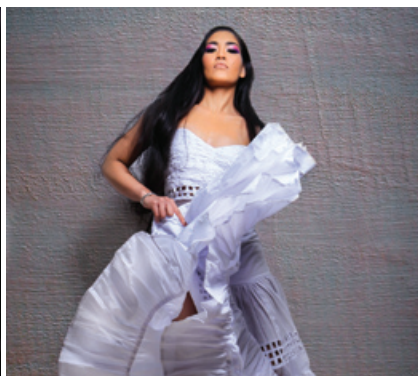


FIFTH ELEMENT DESIGNS - BARBADOS

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Fifth Element is a brand of chic ready-to-wear women and men's clothing line by Barbadian designer Andrea King. The company licenses designs created by Caribbean designers to manufacture under four brands. In 2013, Fifth Element participated in Caribbean Essence at the Gallery Berlin. During the Berlin showcase, Fifth Element secured sales worth US\$500 from a European distributor and boutique buyer.

Contacts were also established with European designers, distributors, buyers, consultants and members of the media. In addition to providing exposure for the company's labels, the exhibition has presented joint venture and new marketing opportunities for Fifth Element. The company further envisions increased exports to the EU following the showcase.



MEILING INC. - TRINIDAD & TOBAGO

Globally inspired, Meiling Esau is the Caribbean Premier Fashion Designer. Meiling started her business in the early 70s in a renovated garage with just two seamstresses and became incorporated in 1982 as Meiling Inc. The company has also founded a successful corporate uniform division, which outfits employees throughout the Caribbean. Meiling's designs were showcased at Caribbean Essence in London and Berlin. While in London, an investment opportunity arose with a firm in Europe and Africa, which led to trading with buyers in Germany and the UK.

The Berlin showcase also proved to be extremely successful, as the company was able to secure an order for just over €2000 from a European boutique. Meiling established contacts with European designers, manufacturers, and distributors, in addition to and international designers and manufacturers. The company expects increased exports to the EU and profits, given the positive response to her designs and the value of the contacts established. There are also anticipated joint venture, and new market opportunities.

SONIA NOEL DESIGNS – GUYANA

Sonia Noel is one of Guyana's leading designers and over the last 16 years, has become one of the most recognizable names in the Caribbean fashion industry. In 2012, Sonia Noel participated in Caribbean Export's staging of Caribbean Essence at London Engage and closed out the showcase. Participation in both events led to the establishment of two significant contacts in the United Kingdom: David Roberts, Founder of CaribDirect, a multicultural blog that features a variety of news, lifestyle and entertainment pieces from across the Caribbean and its Diaspora; and Sherry-Ann Dixon, a Marketing and Public Relations Consultant.

Both of these connections have led to the creation of collaborative business opportunities including the launch of Makin' Styles, a Caribbean Lifestyle magazine across the Caribbean, New York, London and Toronto; in addition to Noel's participation in the French-Guiana Fashion Week. There has also been an increase in clientele for her brand Mariska's Designs following the London Engage event, the majority of which is from the diaspora in the UK.

CARIBBEAN MANAGEMENT CONSULTING INDUSTRY

Caribbean Export's support to the regional management consulting industry falls under the ambit of the Agency's work within the 10th EDF RPSDP, to address the enhancement of competitiveness and innovation among the professional services sector. The ultimate goal of this support is to increase the level of penetration by management consultants into European markets made possible by the CARIFORUM-EU EPA. This has been achieved by mounting targeted interventions aimed at developing the firms' capacity to penetrate those markets. Also, the approach has been to create an environment conducive to the growth of intra-CARIFORUM trade in management consulting services.

Caribbean Export has also partnered with the regional BSO responsible for the development and certification of Caribbean management consultants, the Caribbean Institute of Certified Management Consultants (CICMC), as a strategic alliance to deliver assistance to this industry, which has resulted in tremendous strides particularly relating to the growth in membership and resultant revenue generation. There has also been significant growth in the number of Certified Management Consultants (CMCs) within the region, with a total of 16 professionals receiving certification over the last 3 years.

As it relates to sustainability, the Agency has facilitated the launch of five CICMC national chapters: Bahamas, Barbados, Jamaica, Trinidad and Tobago, and St. Vincent and the Grenadines, and further supported the CICMC in its provision of business development services to constituents, which has resulted in the delivery of four training sessions for

members over the period 2011-2013. Caribbean Export has correspondingly collaborated with the CICMC in hosting the annual Business Symposium, a platform for management consultants to converge, and create strategic alliances with local and regional counterparts. Now in its 5th year, this intervention has also served as an avenue for sensitizing professionals on the benefits of membership and active contribution to the CICMC.

As a result of participation in the annual Symposium, 63% of the management consultants surveyed indicated that their ability to generate business or operate within the regional market has been enhanced. While 31% of the respondents have seen similar improvements within the European market. In relation to awareness of the EPA, 74% of the management consultants shared that they were more aware of the agreement and its provisions, following the workshop and plenary sessions on the Agreement.

The Symposium additionally affords participants with the opportunity to pursue business-to-business and matchmaking with European and other international management consulting firms. These occasions have proven to be beneficial to the Caribbean management consultants, as subsequent to participation in the annual Symposium, A-Z Information Jamaica Limited, EPS Consultancy, LEFT Consultancy, and SAMDOR Services Limited have successfully secured partnerships with regional and European firms in the areas of policy formulation, export development, marketing management, and legal planning inter alia.

A-Z Information Jamaica Limited – Jamaica

A-Z Information Jamaica Limited is an international trade, development and research consultancy company, based in Kingston, Jamaica. The firm participated in the 5th Annual Management Consulting Business Symposium in 2013 in Trinidad and Tobago. Subsequent to the annual Symposium, A-Z Information Jamaica Limited has seen an approximate 10% increase in business in addition to successful collaboration with at least four European firms in Belgium, Denmark, and Spain. The areas of collaboration include policy formulation, and strategic business planning.



EPS Consultancy – Bahamas

EPS is a Bahamas-based consultancy firm specialising in project management, process re-engineering, procedural documentation and business advisory services. The firm participated in the annual Symposium in 2011 (Dominican Republic), 2012 (Jamaica), and 2013 (Trinidad and Tobago). Following to the 2013 Symposium, EPS has collaborated with regional consultants to successfully bid on a number of contracts. The company also secured a partnership with a management consulting firm in Denmark to offer services related to project and policy formulation, and profit improvement programmes. It is anticipated that business will increase between 11-20% subsequent to this cooperation.



LEFT Consultancy - Suriname

LEFT Consultancy is an independent management consulting firm in Suriname offering services in human resource assessment, management assistance, project formulation, research and training. In 2012, the firm participated in the 4th Management Consulting Business Symposium in Jamaica. LEFT anticipates a 1-10% increase in business following the Symposium, as a result of a partnership secured with a counterpart in Denmark. The services offered with this collaboration include policy formulation, business planning, management information systems, and management audits.



SAMDOR Services Limited – Barbados

Barbados-based management consultant firm SAMDOR Services Limited is an independent investment and financial services firm, specialising in financial and investment planning, investment planning, investment consultancy, risk management and pension analysis. The firm participated in the 3rd and 4th Management Consulting Business Symposium in the Dominican Republic and Jamaica respectively, and has since seen 21-30% increase in business following involvement. SAMDOR has also partnered with other consultants met at the Symposium to successfully bid on contracts and has been approached by European firms to discuss potential collaborations.



CARIBBEAN MUSIC INDUSTRY

As one of the more important segments of the creative sector, the music industry has gained increasing focus from Caribbean Export, particularly under the 10th EDF RPSDP. In particular, the Agency's interventions encompass two revenue streams: live performance and copyright management. As it relates to live performances, Caribbean Export facilitates the participation of regional artistes in regional and international trade shows and missions; and under copyright management and administration, the Agency supports the training and export development programming of the regional support organisations responsible for the copyright administration of artistes.

In 2011, Caribbean Export, in collaboration with the Regional Council of Martinique and the Chamber of Commerce and Industry of Martinique, showcased 30 regional music professionals and artistes under the Caribbean pavilion at the World Music Expo (WOMEX) from October 26-30 in Copenhagen, Denmark. The event attracted over 3,000 delegates from 95 countries worldwide.

Based on the success of WOMEX and the Agency's commitment to develop the regional music industry, Caribbean Export facilitated the participation of six music professionals, among 18 other delegates, during the Creative Industries Study Tour to Europe, and the inaugural staging of Soul Fusion in London in 2012; with the latter being the Agency's platform to facilitate the exposure of emerging musicians to new markets. Soul Fusion is also an occasion to increase interest within the EU market for Caribbean music festivals.

On August 9, 2012 the Agency, in collaboration with ACP BizClim, DFID,



and GIZ, facilitated the exposure of eight emerging regional musicians to new markets during Caribbean Soul Fusion at Grosvenor House, London. Additionally, the event provided an ideal opportunity to showcase the region's unique and diverse culture as a viable and exportable product, with the potential to fully capitalise on the opportunities within the EU and to satisfy the ever-growing demand for Caribbean music. Caribbean Soul Fusion was also an occasion to increase interest within the EU market for the Caribbean's music festivals. Artistes participating included Mr. Dale and Arturo Tappin (Barbados), Michele Henderson (Dominica), Xiomara Fortuna (Dominican Republic), Mystic (Guyana), BeLO (Haiti), Chris Martin (Jamaica), and Claudia Edward (Saint Lucia).

Following London Engage, the Caribbean Soul Fusion platform was executed during the staging of the eleventh Caribbean Festival of Arts (CARIFESTA) from August 16-25, 2013 in Suriname. Caribbean Export, in collaboration with the CARICOM Secretariat, supported the creation of a "cultural market" within the Festival. This initiative created opportunities for 20 regional artistes to participate



in vocal and performance training, which culminated in performances at international festivals and venues in Europe.

This was achieved by inviting the managers of some of these facilities and events to CARIFESTA XI, to view performances and to network with Caribbean artists from CARICOM Member States and Associate Members. Coaching sessions, business meetings, panel presentations, and performance showcases were organized over a four-day period during CARIFESTA XI, for the benefit of both artistes and arts presenters. The focus of the Caribbean Marketplace for the Arts at CARIFESTA XI was on music (vocalists and instrumentalists) and dance (contemporary and folk).

Following these initiatives, a number of music industry professionals have benefited from continual engagement with counterparts within the European market; these include Trinidad and Tobago-based Studio Jay Recording and Caribbean Downloads/DanceBeat from St. Kitts and Nevis and the St. Vincent and the Grenadines.

Studio Jay Recording – Trinidad & Tobago

Jason Dasent of Studio Jay Recording participated in two Caribbean Export initiatives for creative industries firms, WOMEX and the Study Tours to Europe. In 2011, participation in WOMEX was seen as an avenue to gauge the needs of the European market as it relates to the genre of music that was more desired by that particular audience. Studio Jay also gained a greater appreciation for packaging, brand development and press and marketing requirements. Armed with this knowledge, the company submitted an expression of interest and was selected to participate in the Study Tours to Paris, Berlin and Manchester in 2012.

Following participation in a series of B2B meetings during the Study Tours, a number of facilitators were interested in meeting with the Studio Jay team. As a result, a collaborative relationship was established with Punch Records in London. In Paris and Germany, further networking opportunity arose following discussions with a few studios. The discussions focused mainly on use of technology, recording studio platforms and potential business prospects. Studio Jay also used the occasion of the Study Tour to develop new ideas for the



export of regional music to Europe. The EMERGENCE Project (merging music, fashion and film) was born out of this process and further explored after returning from the Study Tour. Regional partners on the project include Meiling Inc., Free Spirit Media Ltd., Full Circle Animation Studios and Patwa Apparel.

Subsequent to the contacts made during the Study Tour, Border Blaster Music in Paris extended the invitation for Studio Jay to attend MIDEM '13 in Cannes, France from January 26 - 29, 2013. The company was also invited to the Make U Music studio in Paris for an additional week, where they were given the chance to complete a recording session with two Emergence Album artistes. As a result, Make U Music has signed one of the Studio Jay artistes to a 2-Album, 2-Music Video and 10-Concert Tour contract.

Caribbean Downloads/DanceBeat St. Kitts and Nevis

In 2012, Caribbean Downloads/DanceBeat participated in the European Study Tour. While in Manchester, the company established a contact with Herz80 Production Studio, and the two are currently collaborating on an album. Contact was also made with Judd Lewis to launch the Caribbean Blue Circuit Project, which involves bringing European artistes to the region to undertake musical tours. In Liverpool, Caribbean Downloads/DanceBeat met with Sound City and the two are collaborating to host a Caribbean Music Conference, in association with the OECS Export Development Unit. The Berlin leg of the tour was also beneficial as contact was made with the WOMEX office to negotiate the showcasing of Caribbean bands during future staging's

of the initiative. Overall, Caribbean Downloads/DanceBeat has reported an increase in business of approximately 30% following the Study Tour.

Michele Henderson - Dominica

Dominica-based singer and songwriter Michele Henderson participated in the inaugural showcase of Caribbean Soul Fusion in 2012. In addition to providing a platform to showcase her music to a diverse international audience, Michele has been able to gain new business, secure contracts for future performances, and collaborate with regional counterparts following participation in the free-to-air event. Michele has since toured Finland, Denmark, Belgium, Italy, Estonia, Colombia, and the United States. Most recently, she won the CARICOM Song Competition in 2014 with her composition entitled "Celebrating CARICOM".



SVG Association of Music Professionals - St. Vincent and the Grenadines

Edwin Johnson, Vice President of the SVG Association of Music Professionals participated in the European Study Tour for Creative Industries firms in 2012. Representing an organisation with over 200 members, Edwin successfully secured contacts and valuable industry insights about the opportunities for musicians in the wider EU market during the mission. While in Manchester the company was able to secure an audition for female soloists and groups within a local entertainment company. Contact was also established with Midas, a business development agency, for the delivery of assistance to any music companies seeking to do business in Manchester.

Similar opportunities were available in Liverpool and Paris, with the latter focusing on production, marketing and distribution in France and the EU community. Meetings in Berlin resulted in the establishment of contacts for reggae artistes, and the possibility of training and developmental assistance to participate in local music festivals.



CARIBBEAN FINANCIAL SERVICES SECTOR

In 2010, at the request of the Government of Antigua and Barbuda, the CARIFORUM Directorate in partnership with the EU convened the first regional IFC Financial Services Conference. The intention on this occasion was to share insights into the regulatory changes that were taking place across Europe, and their potential impact on the region. Similarly, the Conference also offered the Caribbean regulatory bodies, and other stakeholders, the opportunity to highlight the measures taken in the region, and clarify a number of misconceptions held in Europe that had a distinct pejorative impact on Caribbean International Financial Centres (IFCs).

Later that year Caribbean Export was identified, by the Council of Ministers

of CARIFORUM, as the agency best suited to take the lead in facilitating the development of the financial services sector in the region given the Agency's implementation of the 10th EDF RPSDP, with its focus on promoting stronger trade and investment relations between CARIFORUM, the FCORs and the OCTs in the Caribbean.

Caribbean International Financial Services Conference

Subsequent to the 2010 initiative, Caribbean Export assembled the 2nd and 3rd Caribbean International Financial Services Conference in Antigua and Barbuda in 2012, and the Bahamas in 2014 respectively. The 2nd Conference sought to address the challenge to the region's international financial services sector presented by constantly evolving regulations and negative international publicity. Key recommendations which emerged out



of this Conference were that: Caribbean IFCs needed to diversify away from the current unsustainable focus on tax-efficiency, to more sustainable areas of service, through basic research that develops non-tax driven products that Caribbean jurisdictions may adopt; and that there needed to be the coordinated delivery of training programs geared at the achievement of internationally recognized, practitioner qualifications.

Building on the outcomes of the 2012 Conference, the 3rd meeting was convened with the aim of: discussing the full range of global policy measures and initiatives that directly affect the Caribbean IFCs, fostering greater recognition and support of the positive work performed by the Caribbean IFCs, and facilitating a more collaborative and inclusive process in the redesign of International Financial Architecture. The Conference also discussed and agreed on the road map to facilitate the strengthening and development of the industry, as well as review the work and strategic direction of the TFP-CFS charged with leading the regional agenda. The sessions resulted in the

identification of several interlocking areas for action, namely: a strategy for the development of the Caribbean financial services sector, development of human capital, regulation and compliance, as well as advocacy and coordination.

Subsequent to the Conference and based on the agreed recommendations, Caribbean Export launched an open tender to develop a Road Map and Action Plan for the establishment of a Caribbean Regional Financial Services Institute on June 3, 2014. Caribbean Export also contracted a consultant to develop a strategic plan and roadmap toward the establishment of a Financial Services Secretariat. During the contract period, the Agency facilitated a meeting of CARIFORUM/FCOR/OCT Task Force in Grand Cayman, Cayman Islands June 26, 2014. Within the context of the Task Force meeting, the opportunity was taken to convene a meeting of financial services stakeholders present from CARIFORUM countries and OCTs including British Virgin Islands, Cayman Islands, Bermuda, Montserrat, The Bahamas, Antigua and Barbuda and Barbados.

Task Force for the Promotion and Protection of the Caribbean Financial Services Sector

The Agency has also convened five meetings of the Task Force for the Promotion and Protection of the Caribbean Financial Services Sector (TFP-CFS), with the primary objectives of being the main technical body at the regional level addressing issues affecting the sector; providing recommendations to the financial sector and political directorate regarding improved regulation and legislation; establishing a strategic and comprehensive regional position for coordinated lobbying and advocacy for

regional IFCs; formulating a structure to highlight global best practices for benchmarking; reporting on progress, reviewing new developments and formulating a roadmap for sector; and facilitating rapid response mechanism to address issues in a timely manner.

The most recent meeting of the TFP-CFS was held in Washington, D.C. from September 30 - October 1, 2014. The gathering was convened to not only to review the progress to date on the way forward as agreed at the 3rd Caribbean Conference on International Financial Services, but to also engage with interlocutors and stakeholders in Washington, D.C. in the furtherance of the Agency's mandate to facilitate the development of the sector. Amongst the key outputs was the agreement that a delegated team of Task Force participants should develop a project proposal, which may be used to solicit funding for the establishment and operation of the Secretariat.

Financial Services Ministerial Meeting

In 2013, the Government of Barbados in collaboration with Caribbean Export facilitated a Meeting of Ministers Responsible for Financial Services in CARIFORUM. The meeting was convened within the context of the importance of a vibrant financial services industry to the sustained economic development of the region, and the severe challenges facing that industry in light of the global economic crisis. In particular, the Organization for Economic Cooperation and Development (OECD), in which the EU plays a key role, has continued to express concerns about the status of regional jurisdictions. Moreover, CARIFORUM countries remain cognizant of commitments to cooperate on finance issues outlined in the CARIFORUM-EU EPA, especially as it



relates to tax policy and administration. Coming out of the 21st Meeting of the Council of Ministers of CARIFORUM it was agreed that a meeting of Ministers with responsibility for financial services should be convened. The foci of this meeting were to: facilitate the development of a strategic direction relating to the continued development of the industry; develop recommendations relating to the governance structure of the regional initiative; and determine the strategic engagement of the OCTs in the overall process.

Outcomes from the meeting included discussion on leadership of the regional initiative, establishment of a financial services secretariat, engagement of the OCTs in the regional initiative, strategic responses to OECD-led compliance impositions, synergies between the financial services sector and other industries, the establishing of a financial services institute, and OECD convention on mutual administrative assistance in tax matters, among others.



REGIONAL ARCHITECTURAL INDUSTRY

Caribbean Export, in collaboration with the CARICOM Secretariat's EPA Implementation Unit has provided technical and financial support to the regional architectural industry through their commitment to the Caribbean Architects Mutual Recognition Agreement Committee (CAMRAC) and the CNSC.

Regional Consultations/Workshops

In 2012 and 2013, the Agency supported a series of regional consultations with architects and their representative agencies across CARIFORUM with the aim of developing draft Mutual Recognition Agreements for the sector. The consultations were also an opportunity to discuss and agree on the minimum criteria for licensing and registration of architects, which will form the basis of the Intra-regional MRA; and provide an update on on-going activities as it relates to the EU-CARIFORUM MRA.



In 2013, the Agency in partnership with the CARIFORUM Directorate and the Trinidad and Tobago Coalition of Services Industries (TTCISI) convened the first in a series of workshops designed to provide inputs into the development of intra-CARIFORUM and CARIFORUM-EU MRAs for the architecture sector. The Workshop produced recommendations on the need to establish a relationship with national architect associations and the respective government agencies particularly to discuss issues related to the definition of a registered and/or licensed architect versus an architect and draftsman; importance of CARIFORUM in reviewing the developments taking place internationally, particularly as it relates to the CANBERRA Accord and EU-Canada discussions on the architecture sector; the fact that Caribbean Export should consider convening a sub-regional consultation with OECS States to gather input on the MRA process, and consider supporting a meeting with key stakeholders from Barbados, Jamaica and Trinidad to assist with the advancement of the intra-CARIFORUM MRA process.

Caribbean Export also supported the hosting of sub-regional consultations on the proposed Intra-CARIFORUM as well as the Draft CARIFORUM-EU MRAs. The Meeting in St. Lucia and Barbados to discuss and agree on the minimum criteria for the licensing and registration of architects which will form the basis of the Intra-Regional MRA; provide an update on on-going activities as it relates to the EU-CARIFORUM MRA; and form an OECS consensus as to the position of architects that would inform active participation.

In 2014, Caribbean Export executed a consultancy as a part of the work for the finalisation of the MRA for Architects. During this consultancy, a series of consultations will be conducted with relevant stakeholders to review the issues discussed and outcomes of previous consultations on the MRAs, examine the legislative framework in CARIFORUM States, regional and international best practices, and assess options towards the drafting of a CARICOM MRA and the CARICOM-DR MRA. Participants include: representatives from Architectural

Associations, Architectural Board, members of CAMRAC, the EPA Implementation Unit of the CARICOM Secretariat, CARIFORUM Directorate, CNSC, CARICOM Office of Trade

Negotiations (OTN), Caribbean School of Architecture (CSA), and representatives of the Dominican Republic Faculties of Architecture.

The objectives of the regional consultation are to:

- Review the draft MRAs,
- Agree on the overall structure of the MRAs,
- Agree on key requirements for the recognition of the title of architect,
- Determine the different commitments within the MRAs according to the development of the legal and institutional framework of the participating countries, as well as the relevant qualifying criteria and procedures in this regard,
- Agree on the contents of the CARICOM MRA,
- Address the specific benefits of a CARICOM MRA for the region,
- Agree on the processes for adoption of the MRA at the CARICOM level and the steps to ensure such ratification,
- Agree on the content of the CARICOM-Dominican Republic (DR) MRA,
- Address the specific benefits of a CARICOM-DR MRA for the region, and
- Agree on the process for adoption of the CARICOM-DR MRA and the steps to ensure such ratification.

Caribbean Design Showcase

As part of the Agency's London Engage initiative in 2012, Caribbean Export also facilitated the participation of three regional architects in the Caribbean Design Showcase at the University of Westminster in London, featuring a 3D projection of regional architects' designs, as well as a wall-to-wall photo display of traditional uses of indigenous earth friendly building materials in home construction; the showcase ran from June 28 - July 15, 2012. The regional architects were Kevin Talma, of Talma Mills Studio and John Allsopp of Amonle Studios (Barbados), and Bryan Bullen of Caribbean Office of

Co-operative Architecture (Grenada). The photos used in the Heritage Photo Display were provided by a variety of sources and submitted by Sue Courtney, VIVIDARCH (Belize).

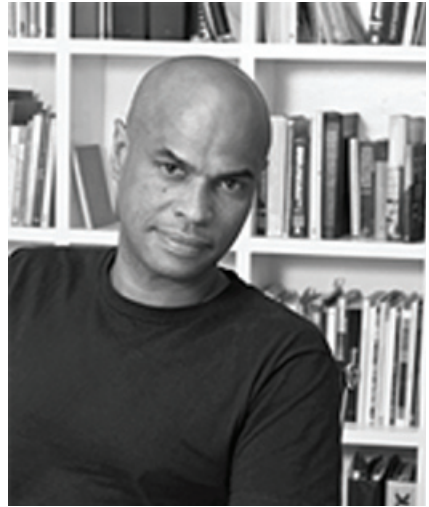
Under the theme "Doorways: Entryways to Sustainable Living", the Caribbean Architectural Design Showcase was staged to introduce EU partners to different techniques of utilising indigenous materials in Caribbean architectural designs, strengthen regional and international networks between CARIFORUM architects, relevant investors and partners, as well as facilitate the transfer of knowledge and technology between CARIFORUM architects and the UK/EU market.

The Caribbean Design Showcase also provided a unique opportunity for the pioneering Caribbean architects to be a part of a global debate about architecture and design, exploring the relationship between the built environment and cultural, technological and environmental change. Participating architects attended at least five B2B meetings with members of the Architectural community in the UK, as well as gained a deeper understanding of the opportunities available for Caribbean architects in using 'green' architecture and ethnic material for design.

A key contact was made during the showcase with the Royal Institute of British Architects (RIBA). Discussions focused on the importance of having a better mutual arrangement between CARIFORUM and British Architects, as well as further collaboration with the Federation of Caribbean Association of Architects (FCAA), a regional architecture organisation with members from CARIFORUM, Cuba and the FCORs. An estimated audience of over 100 people viewed the Caribbean Design Showcase, and a total of 40,000 international Showcase guides, including the Caribbean's display, were distributed through embassies and at key locations in London, including: RIBA, Architecture Foundation, Design Museum, Tent London, Design Junction, 100% Design, The Building Centre, Victoria and Albert Museum and London-based Architecture and Design studios.

LEED Certification

The experiences learnt from the Caribbean Design Showcase further informed the way Caribbean Export would lend support to the regions' architects. In November 2012,



Caribbean Export, in collaboration with the Barbados Coalition of Services Industries (BCSI), and GIZ assisted 27 Architects in undertaking the Leadership in Energy and Environmental Design (LEED) training programme. LEED is one of the premier accreditation systems represented an opportunity for regional professionals to enter a new niche market and diversify the competencies within the sector.

Apart from the support provided to the architecture industry by facilitating industry professionals' participation in a continuous professional development (CPD) initiative, as well as working with the CARICOM Secretariat, CAMRAC and CNSC to advance the process of negotiating intra-regional and CARIFORUM-EU MRA.

ANNEX 1

SERVICES SECTOR FIRMS RECEIVING DIRECT ASSISTANCE GRANT SCHEME (10TH EDF)

FIRM	COUNTRY	SECTOR
Antigua and Barbuda Coalition of Service Industries	Antigua & Barbuda	Business Support Organisation
Carib-World Travel Ltd	Antigua & Barbuda	Tourism
Foreisght Intl Ventures	Antigua & Barbuda	Tourism
Lamblion Group Company Limited	Antigua & Barbuda	Professional Services
Ruth's Place	Antigua & Barbuda	Tourism
The Lindengrove Corporation	Antigua & Barbuda	Professional Services
Valley Creek Hotel	Antigua & Barbuda	Tourism
3D Veterinary Services Inc	Barbados	Professional Services
Allahar Associates Limited	Barbados	Professional Services
Blue Waters Productions	Barbados	Creative Industries
Caribbean Consultants Limited	Barbados	Professional Services
Copyright Society of Composers, Authors & Publishers	Barbados	Professional Services
National Cultural Foundation	Barbados	Creative Industries
Policy Networks International Incorporated	Barbados	Professional Services
Soothing Touch Da Spa	Barbados	Health & Wellness
Studio Blue Architects Incorporated	Barbados	Professional Services
Talma Mill Studios Ltd	Barbados	Professional Services
UR-IMAGINATION INC	Barbados	Creative Industries
Vicki Telford Architects Inc	Barbados	Professional Services
Wendy Hill Limited T/A Santosha	Barbados	Professional Services
Belize Centre for Training & Development	Belize	Professional Services

ANNEX 1 - Continued

FIRM	COUNTRY	SECTOR
Abacus Inc	Dominica	Professional Services
KPB Professional Services Inc.	Dominica	Professional Services
Rodney's Wellness Retreat Incorporated	Dominica	Health & Wellness
Eminsa (Empresa de Ingenieria, S.A.)	Dominican Republic	Professional Services
Phixarmedia, S.R.L	Dominican Republic	Information and Communication Technology
Pro RD S.A.	Dominican Republic	Information and Communication Technology
Art Fabrik Ltd	Grenada	Creative Industries
Bon Accord Estate Ltd	Grenada	Tourism
Fuggles Inc, T/A Petite Anse	Grenada	Tourism
Tourism Services Ltd	Grenada	Tourism
Guyana Manufacturing & Services Association	Guyana	Business Support Organisation
Caribbean Craft	Haiti	Creative Industries
Arlene Martin Design	Jamaica	Creative Industries Fashion
EnviroMed Limited	Jamaica	Health & Wellness
Environmental Health Foundation	Jamaica	Professional Services
GSW Animation Limited	Jamaica	Creative Industries
Home Central	Jamaica	Professional Services
Info Exchange Limited	Jamaica	Information and Communication Technology

ANNEX 1 - Continued

FIRM	COUNTRY	SECTOR
Patwa Apparel	Jamaica	Creative Industries Fashion
Resource Options Limited	Jamaica	Professional Services
Shiba Investment Ltd T/A Hotel Mocking Bird	Jamaica	Tourism
The Competitiveness Company	Jamaica	Professional Services
Trevor Hamilton & Associates	Jamaica	Professional Services
Two Seasons Guest House Limited	Jamaica	Tourism
Hobson Enterprises Limited	St. Kitts & Nevis	Professional Services
Oualie Beach Enterprises Limited	St. Kitts & Nevis	Professional Services
St. Christopher National Trust	St. Kitts & Nevis	Tourism
Walwyn Consulting	St. Kitts & Nevis	Professional Services
Accela Marketing Company Limited	St. Lucia	Professional Services
Converge Solutions Incorporated	St. Lucia	Information and Communication Technology
Designs by Nadia	St. Lucia	Creative Industries- Fashion
FDL Consult Incorporated	St. Lucia	Professional Services
Island Interactive Limited	St. Lucia	Information and Communication Technology
Iyanolla Pictures	St. Lucia	Creative Industrie Film
Le Sport (St. Lucia) Limited	St. Lucia	Professional Services
Moz Incorporated	St. Lucia	Professional Services

ANNEX 1 - Continued

FIRM	COUNTRY	SECTOR
Natmed Limited	St. Lucia	Health & Wellness
Hotel Alexandrina Inc	St. Vincent & the Grenadines	Tourism
Invest SVG	St. Vincent & the Grenadines	Business Support Organisation
Irvine Interior & Construction Incorporated	St. Vincent & the Grenadines	Professional Services
Spencer & Associates Inc	St. Vincent & the Grenadines	Professional Services
Tami B Designs	St. Vincent & the Grenadines	Creative Industries Fashion
The Cobblestone Inn	St. Vincent & the Grenadines	Professional Services
The Master Room Studios	St. Vincent & the Grenadines	Creative Industries - Music
Creative Styles	Suriname Professional	Services
ACLA Works Limited	Trinidad & Tobago	Professional Services
Geoff & Company Limited	Trinidad & Tobago	Professional Services
Mas Transformation Secretariat	Trinidad & Tobago	Creative Industries
Maturity Music Ltd	Trinidad & Tobago	Creative Industries-Music

ANNEX 2

SERVICES SECTOR FIRMS PARTICIPATING IN THE LONDON ENGAGE ACTIVITES

FIRM	COUNTRY	SECTOR
aJeante	Antigua & Barbuda	Creative Industries
Caribbean Digital Media Centre	Barbados	Creative Industries
Fifth Element Designs	Barbados	Creative Industries
Mr. Dale "Mr. Dale" Rudder	Barbados	Creative Industries
Mr. Arturo Tappin	Barbados	Creative Industries
Island Life Television Inc.	Barbados	Creative Industries
Christian Friis Custom Jewellery	Barbados	Creative Industries
Isle-7	Barbados	Professional Services
Amonle Studios Inc.	Barbados	Professional Services
Talma Mills Studio	Barbados	Professional Services
Seventh Silver Star Inc	Dominica	Creative Industries
Ms. Michelle Henderson	Dominica	Creative Industries
Persio Abreu, S.A.	Dominican Republic	Creative Industries
Ms Xiomara Fortuna	Dominican Republic	Creative Industries
NEX Consulting	Dominican Republic	Professional Services
Caribbean Office of Co-operative Architecture	Grenada	Professional Services
Sonia Noel Designs/ Guyana Fashion Weekend	Guyana	Creative Industries
Cummin's Leather Establishment	Guyana	Creative Industries
Mr. Romeo "Mystic" Nermal	Guyana	Creative Industries
David Andre Collection	Haiti	Creative Industries
Mr. Jean "Belo" Belony Muart	Haiti	Creative Industries

ANNEX 2 - Continued

FIRM	COUNTRY	SECTOR
VeVe Collection	Haiti	Creative Industries
Garmex Apparel Technical Centre	Jamaica	Creative Industries
Patwa Apparel	Jamaica	Creative Industries
J-Muzik	Jamaica	Creative Industries
Mr. Christopher Martin	Jamaica	Creative Industries
drennaLuna	Jamaica	Creative Industries
FIWI	Jamaica	Creative Industries
Sports Max	Jamaica	Creative Industries
Caribbean Downloads/ DanceBEAT Records	St. Kitts & Nevis	Creative Industries
Accela Marketing	St. Lucia	Creative Industries
Cinnamon Productions	St. Lucia	Creative Industries
Sacred Sports Fund Inc	St. Lucia	Professional Services
Claudia Edward	St. Lucia	Creative Industries
Lee Productions Inc	St. Lucia	Creative Industries
Island Network Inc	St Vincent & the Grenadines	Creative Industries
SVG Association of Music Professionals	St Vincent & the Grenadines	Creative Industries
Tami B Designs	St Vincent & the Grenadines	Creative Industries
The Master Room Studio	St Vincent & the Grenadines	Creative Industries
Atelier Doré	Suriname	Creative Industries
Meiling Inc.	Trinidad & Tobago	Creative Industries
Full Circle Production	Trinidad & Tobago	Creative Industries

ANNEX 2 - Continued

FIRM	COUNTRY	SECTOR
Heather Jones Designs Ltd	Trinidad & Tobago	Creative Industries
Pallarax Productions	Trinidad & Tobago	Creative Industries
Studio Jay Recording Ltd	Trinidad & Tobago	Creative Industries
Ibis Ceramic Jewellery	Trinidad & Tobago	Creative Industries
Ideas to Business	Trinidad & Tobago	Professional Services

ANNEX 3

SERVICES SECTOR FIRMS PARTICIPATING IN EXPORT PROMOTION ACTIVITIES

THE GALLERY BERLIN

FIRM	COUNTRY	SECTOR
Fifth Element Designs	Barbados	Creative Industries
Oriett Domenech	Dominican Republic	Creative Industries
drennaLUNA	Jamaica	Creative Industries
Heather Jones International	Trinidad & Tobago	Creative Industries
Meiling Inc.	Trinidad & Tobago	Creative Industries

ANNEX 3 - Continued

CARIFESTA XI

FIRM	COUNTRY	SECTOR
Roxanne Webster	Anguilla	Creative Industries
Kellie Cadogan	Barbados	Creative Industries
Arturo Tappin	Barbados	Creative Industries
Tanya Carter	Belize	Creative Industries
Cornell Phillip	Dominica	Creative Industries
Melinda Ulysses	Dominica	Creative Industries
Sonika McKie	Grenada	Creative Industries
Timeka Marshall	Guyana	Creative Industries
Duane Stephenson	Jamaica	Creative Industries
Teddyson John	St. Lucia	Creative Industries
Shayne Ross	St. Lucia	Creative Industries
Choc'late Allen	Trinidad & Tobago	Creative Industries
Andre Comeau	Trinidad & Tobago	Creative Industries
Andre Donawa	Trinidad & Tobago	Creative Industries
Nariba Herbert	Trinidad & Tobago	Creative Industries
Adrian Jaikaran	Trinidad & Tobago	Creative Industries
Deidre Rahaman	Trinidad & Tobago	Creative Industries
Houston Villaroel	Trinidad & Tobago	Creative Industries
David Walker	Trinidad & Tobago	Creative Industries
Waisa Ward	Trinidad & Tobago	Creative Industries

ANNEX 3 - Continued

WOMAX

FIRM	COUNTRY	SECTOR
Bodine Victoria Johnson	Bahamas	Creative Industries
Terneille Alesa Burrows	Bahamas	Creative Industries
Caribbean Copyright Link	Barbados	Creative Industries
Indra Denys Rudder	Barbados	Creative Industries
Ryan Chase	Barbados	Creative Industries
Andre Jonathan Woodvine	Barbados	Creative Industries
CRS Music & Media	Barbados	Creative Industries
Onika Best	Barbados	Creative Industries
Stonetree Records	Belize	Creative Industries
Belizean Society of Composers Authors	Belize	Creative Industries
MarkOff Music Publishing Co	Dominica	Creative Industries
Tereke Producciones	Dominican Republic	Creative Industries
Xiomara Fortuna	Dominican Republic	Creative Industries
Tivoli Drumers and The Grenada Cultural Foundation	Grenada	Creative Industries
Kross Kolor Records	Guyana	Creative Industries
Caracoli	Haiti	Creative Industries
Jean BelOny Murat	Haiti	Creative Industries
Gary Lubin	Haiti	Creative Industries
Nanook Enterprises Ltd	Jamaica	Creative Industries
Headline Entertainment	Jamaica	Creative Industries

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
Jamaica Association of Composers, Authors & Publishers	Jamaica	Creative Industries
Caribbean Download/Dance Beat	St. Kitts & Nevis	Creative Industries
Lee Productions Inc	St. Lucia	Creative Industries
SKARP Distribution Inc	St. Lucia	Creative Industries
Eastern Caribbean Collective Organisation for Music Rights	St. Lucia	Creative Industries
Randy Luta Mc-Intosh	St. Vincent & the Grenadines	Creative Industries
Island Network Inc	St. Vincent & the Grenadines	Creative Industries
Songwriter/Foundation for Copyrights in Suriname	Suriname	Creative Industries
Studio Jay Recording	Trinidad & Tobago	Creative Industries
Caribbean Music Group	Trinidad & Tobago	Creative Industries

MANAGEMENT CONSULTING BUSINESS SYMPOSIUM

FIRM	COUNTRY	SECTOR
Antigua and Barbuda Coalition of Service Industries (ABCSI)	Antigua & Barbuda	Professional Services
Marcella Andre-Georges	Antigua & Barbuda	Professional Services
Bahamas Agricultural and Industrial Corporation (BAIC)	Bahamas	Professional Services
EPS Consultants	Bahamas	Professional Services

ANNEX 3 - Continued

MANAGEMENT CONSULTING BUSINESS SYMPOSIUM - CTND

FIRM	COUNTRY	SECTOR
Everton Barnes Communications	Bahamas	Professional Services
Global Corporate Management Ltd.	Bahamas	Professional Services
Nekia Brice	Bahamas	Professional Services
Outreach Sales & Marketing Management	Bahamas	Professional Services
Project Management Solutions Limited	Bahamas	Professional Services
Samanthal Rolle	Bahamas	Professional Services
Transfinance Ltd	Bahamas	Professional Services
Websoft	Bahamas	Professional Services
Barbados Coalition of Service Industries (BCSI)	Barbados	Professional Services
Calidad Investment & Financial Service Inc	Barbados	Professional Services
Caribbean Business Enterprise Trust Inc	Barbados	Professional Services
Catalyst Consultants	Barbados	Professional Services
Cricket Legends	Barbados	Professional Services
George Pilgrim	Barbados	Professional Services
Goddard Enterprises Ltd	Barbados	Professional Services
Holder Consulting Inc.	Barbados	Professional Services
Kaizen Business Development	Barbados	Professional Services
KPMG	Barbados	Professional Services
Legacy Barbados Inc	Barbados	Professional Services

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
Legacy Inc	Barbados	Professional Services
R. G. Advisory Services Inc.	Barbados	Professional Services
Robertson Consulting Group Inc Ceratech Coatings (B'dos) Ltd	Barbados	Professional Services
Samdor Services Limited	Barbados	Professional Services
Strong's Supreme Service Inc	Barbados	Professional Services
The Louizon Group Inc.	Barbados	Professional Services
Belize Coalition of Service Providers	Belize	Professional Services
Athena's Wisdom Series	Dominica	Professional Services
G & S Services	Dominica	Professional Services
ICMS Ltd	Dominica	Professional Services
KPB Chartered Accountants / KPB Professional Services Inc	Dominica	Professional Services
National Development Foundation of Dominica Ltd.	Dominica	Professional Services
Whitco Development Institute	Dominica	Professional Services
VF Inc	Dominica	Professional Services
Agnes Cishek	Dominican Republic	Professional Services
Angel Willmore	Dominican Republic	Professional Services
Chamber of Commerce of Santo Domingo	Dominican Republic	Professional Services
Services Directorate General of Multilateral Cooperation (DIGECOOM)	Dominican Republic	Professional Services

ANNEX 3 - Continued

MANAGEMENT CONSULTING BUSINESS SYMPOSIUM - CTND

FIRM	COUNTRY	SECTOR
Economy and Trade Section	Dominican Republic	Professional Services
Elka Scheker	Dominican Republic	Professional Services
Instituto Dominicano para la Calidad (DIGENOR)	Dominican Republic	Professional Services
INVEX Consulting &	Dominican Republic	Professional Services
Trading Group Ivette Caceres	Dominican Republic	Professional Services
José Cheda	Dominican Republic	Professional Services
Juan Mendoza	Dominican Republic	Professional Services
Luis Garcia Godoy	Dominican Republic	Professional Services
Manuel Alexander	Dominican Republic	Professional Services
Milagros Puello	Dominican Republic	Professional Services
Milciades Willmore	Dominican Republic	Professional Services
National Council of Private Enterprise (CONEP)	Dominican Republic	Professional Services
NEX Consulting	Dominican Republic	Professional Services
Olga Molina	Dominican Republic	Professional Services
ORAD S.R.L.	Dominican Republic	Professional Services
SINECORP	Dominican Republic	Professional Services
SOLEMP	Dominican Republic	Professional Services
Universidad Iberoamericana (UNIBE)	Dominican Republic	Professional Services
VA Consulting	Dominican Republic	Professional Services

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
Vilma Arbaje	Dominican Republic	Professional Services
Virginia Roca Consultores y AIDECA	Dominican Republic	Professional Services
Wilson Gil	Dominican Republic	Professional Services
Grenada Coalition of Service Industries	Grenada	Professional Services
Quality Solutions for Business Excellence	Grenada	Professional Services
Caribbean Community Secretariat (CARICOM)	Guyana	Professional Services
Economic Partnership Agreement (EPA) Implementation Unit	Guyana	Professional Services
Joseph Jhon Celicourt	Haiti	Professional Services
Medianamic Paul Duret	Haiti	Professional Services
Phara Seriphin	Haiti	Professional Services
A-Z Information Jamaica Ltd.	Jamaica	Professional Services
Beverly Josephs	Jamaica	Professional Services
Beverly Robinson	Jamaica	Professional Services
Business Works Ltd	Jamaica	Professional Services
David Loan	Jamaica	Professional Services
Denise Dallas	Jamaica	Professional Services
Desmond Shakespeare	Jamaica	Professional Services
Development Dimensions	Jamaica	Professional Services

ANNEX 3 - Continued

MANAGEMENT CONSULTING BUSINESS SYMPOSIUM - CTND

FIRM	COUNTRY	SECTOR
Eileen Heaven	Jamaica	Professional Services
Enterprise Development & Market Access Solutions	Jamaica	Professional Services
Jamaica Business Development Corporation (JBDC)	Jamaica	Professional Services
Jamaica Promotions Corporation (JAMPRO)	Jamaica	Professional Services
Jennifer Sharrier	Jamaica	Professional Services
Karena Dair	Jamaica	Professional Services
Lisa Callender	Jamaica	Professional Services
LWR and Associates	Jamaica	Professional Services
Marie Powell	Jamaica	Professional Services
Marion Blake	Jamaica	Professional Services
Maxine Harris	Jamaica	Professional Services
PKF Consultants Ltd	Jamaica	Professional Services
Project Solutions (Jamaica) Ltd.	Jamaica	Professional Services
Quality management Consultancy Co. Ltd.	Jamaica	Professional Services
Robert Wynter	Jamaica	Professional Services
Roxanne E. Morris	Jamaica	Professional Services
Sandhurst Marketing Consultants	Jamaica	Professional Services
Sandra Elaine Williams	Jamaica	Professional Services
Strategic Business Services Ltd	Jamaica	Professional Services

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
The Competitiveness Company (CANCO)	Jamaica	Professional Services
Winston Anderson	Jamaica	Professional Services
Yvonne Elliott-Mattis	Jamaica	Professional Services
Ayzer Industry Development	St. Kitts & Nevis	Professional Services
CAPMBE	St. Kitts & Nevis	Professional Services
DBA Quintessence Consulting	St. Kitts & Nevis	Professional Services
Ministry of Agriculture, Industry, Commerce and Consumer Affairs	St. Kitts & Nevis	Professional Services
Walwyn Consulting Services	St. Kitts & Nevis	Professional Services
Accela Marketing	St. Lucia	Professional Services
Association of Management Consultants of St. Lucia (AMCS)	St. Lucia	Professional Services
BEEQ Investments Inc	St. Lucia	Professional Services
Bleasdille Consulting	St. Lucia	Professional Services
BusinessTech Research, Inc.	St. Lucia	Professional Services
Chase Consulting Ltd	St. Lucia	Professional Services
Ravi Ltd.	St. Lucia	Professional Services
St. Lucia Coalition of Service Industries (SLCSI)	St. Lucia	Professional Services
C.J.D. Services	St. Vincent & the Grenadines	Professional Services
CJD Services	St. Vincent & the Grenadines	Professional Services
Enterprise SVG Inc	St. Vincent & the Grenadines	Professional Services

ANNEX 3 - Continued

MANAGEMENT CONSULTING BUSINESS SYMPOSIUM - CTND

FIRM	COUNTRY	SECTOR
Eureka Management Consultants	St. Vincent & the Grenadines	Professional Services
Prime Consulting	St. Vincent & the Grenadines	Professional Services
Spencer & Associates Inc	St. Vincent & the Grenadines	Professional Services
St. Vincent and the Grenadines Chamber of Agriculture & Nutrition Inc	St. Vincent & the Grenadines	Professional Services
Eumar Consultancy & Administratiekantoor	Suriname	Professional Services
LEFT Consultancy	Suriname	Professional Services
WiDa Consultancy & Services	Suriname	Professional Services
Beyond Consulting Limited	Trinidad & Tobago	Professional Services
CA Ferdinand Consultancy	Trinidad & Tobago	Professional Services
Carlton Guy	Trinidad & Tobago	Professional Services
DYKON Developments Ltd	Trinidad & Tobago	Professional Services
Eastern Industrial Relations Consultants	Trinidad & Tobago	Professional Services
Guy Carlton	Trinidad & Tobago	Professional Services
Ian Downes	Trinidad & Tobago	Professional Services
Ideas to Business Ltd	Trinidad & Tobago	Professional Services
JSL International (Tdad) Ltd	Trinidad & Tobago	Professional Services
LCT Consulting & Assoc Ltd	Trinidad & Tobago	Professional Services
Natalie Haye	Trinidad & Tobago	Professional Services
PERI & Associates Limited	Trinidad & Tobago	Professional Services

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
Ruthven Jack & Associates	Trinidad & Tobago	Professional Services
Tobago House of Assembly	Trinidad & Tobago	Professional Services
Trinidad and Tobago Coalition of Service Industries (TTCSI)	Trinidad & Tobago	Professional Services

DOMINICANA MODA PARTICIPANTS

FIRM	COUNTRY	SECTOR
aJeanté	Antigua and Barbuda	Creative Industries
ILashan Apparel & Handmade Jewellery	Bahamas	Creative Industries
Andrew Harris Collection	Barbados	Creative Industries
Rykii dE Jude Inc.	Barbados	Creative Industries
Mariela Pichardo	Dominican Republic	Creative Industries
Odanis Valdez Polonia	Dominican Republic	Creative Industries
Jean Yves Marchand	Haiti	Creative Industries
Mag'art Création	Haiti	Creative Industries
L'Antillaise	Haiti	Creative Industries
drennaLuna	Jamaica	Creative Industries
Patwa Apparel	Jamaica	Creative Industries
Reve Jewellery & Accessories	Jamaica	Creative Industries
Kimya Glasgow Designs	St. Vincent & the Grenadines	Creative Industries

ANNEX 3 - Continued

DOMINICANA MODA PARTICIPANTS - CTND

FIRM	COUNTRY	SECTOR
Christian Bouchad Designs	Trinidad and Tobago	Creative Industries
Heather Jones Designs	Trinidad and Tobago	Creative Industries
Meiling Inc.	Trinidad and Tobago	Creative Industries

STUDY TOUR TO CeBIT

FIRM	COUNTRY	SECTOR
West Apps Inc T/A Simplified Apps	Barbados	Information and Communication Technology
Global Marketing Group Company Limited	Belize	Information and Communication Technology
Chamber of Information Technology and Communications	Dominican Republic	Business Support Organisation
BrainStreet Group	Guyana	Information and Communication Technology
Zed Jamaica Ltd.	Jamaica	Information and Communication Technology
Lab 206 Studios	Trinidad and Tobago	Information and Communication Technology

ANNEX 3 - Continued

OECS-FCOR TRADE MISSION

FIRM	COUNTRY	SECTOR
Natmed Limited	St. Lucia	Health & Wellness
Island Network Inc.	St. Vincent & the Grenadines	Creative Industries
CJC Jenkins Designs	Antigua and Barbuda	Creative Industries
Visual Echo	Antigua and Barbuda	Creative Industries
ABACUS INC.	Dominica	Professional Services
Audio Visual Association of Dominica	Dominica	Creative Industries
Toucan Sound	St. Kitts and Nevis	Creative Industries
Lee Productions Inc.	St. Lucia	Creative Industries
Melon Design	St. Lucia	Creative Industries
SKARP Distribution and Culture	St. Lucia	Creative Industries
The Master Room Studio Ltd.	St. Vincent & the Grenadines	Creative Industries

DESIGN CARIBBEAN

FIRM	COUNTRY	SECTOR
Matties And Company	Bahamas	Creative Industries
The Dot Miller Collection	Bahamas	Creative Industries
Avark	Barbados	Creative Industries
Ayissa Textiles	Barbados	Creative Industries
BCC Design School	Barbados	Creative Industries

ANNEX 3 - Continued

DESIGN CARIBBEAN - CTND

FIRM	COUNTRY	SECTOR
Brenda's Jewellery And Craft Tienda	Barbados	Creative Industries
Debbie's Closet	Barbados	Creative Industries
Doll House Creation	Barbados	Creative Industries
Earth Mother Botanicals Ltd	Barbados	Creative Industries
West Indies Sea Island Cotton	Barbados	Creative Industries
Ibis Bath & Body	Barbados	Creative Industries
Irie Rock	Barbados	Creative Industries
Luna Design	Barbados	Creative Industries
Nine One Designs	Barbados	Creative Industries
Tiyi By Design	Barbados	Creative Industries
Tzuriyah Bath & Body	Barbados	Creative Industries
Very Vanity	Barbados	Creative Industries
Williams Legacy	Barbados	Creative Industries
Maya Bags	Belize	Creative Industries
Orange Gifts	Belize	Creative Industries
Treasure Box/KAJ Expressions	Belize	Creative Industries
Din Chel Craft & Souvenirs	Dominica	Creative Industries
Kalinago Barana Aute	Dominica	Creative Industries
Waitukubli Kalinago Art & Craft	Dominica	Creative Industries
Abordage SRL	Dominican Republic	Creative Industries

ANNEX 3 - Continued

FIRM	COUNTRY	SECTOR
Ambar Nacional SRL	Dominican Republic	Creative Industries
Amitabha Joyeria	Dominican Republic	Creative Industries
Cenadarte	Dominican Republic	Creative Industries
Belzeb Inc.	Grenada	Creative Industries
Callaloo	Grenada	Creative Industries
Caribbean Naturals	Grenada	Creative Industries
Earthly Creations Gift Shop	Grenada	Creative Industries
White Cane Industries	Grenada	Creative Industries
Arawak Shoe Manufacturing Ltd	Guyana	Creative Industries
Cummin's Leather Establishment	Guyana	Creative Industries
Denyse Fashion & Fabric Design	Guyana	Creative Industries
Guyana Arts & Craft Producers' Association	Guyana	Creative Industries (BSO)
Guyana Manufacturing & Services Association Ltd.	Guyana	Creative Industries (BSO)
Rainforest Pottery	Guyana	Creative Industries
Boite A Bijoux/Danielle St Lot	Haiti	Creative Industries
Creations Dorees	Haiti	Creative Industries
Veve Collections	Haiti	Creative Industries

ANNEX 3 - Continued

DESIGN CARIBBEAN - CTND

FIRM	COUNTRY	SECTOR
Casie Nicely	Jamaica	Creative Industries
Hands in Clay	Jamaica	Creative Industries
Jamaica Business Development Corporation	Jamaica	Creative Industries (BSO)
Reve Jewellery & Accessories	Jamaica	Creative Industries
Courtyard Art Studio	St. Lucia	Creative Industries
Designs by Nadia	St. Lucia	Creative Industries
Natmed Ltd	St. Lucia	Creative Industries
Atelier Doré	Suriname	Creative Industries
Binel	Suriname	Creative Industries
Jomi Cosmetics & Beauty Center	Suriname	Creative Industries
Tourism Intelligence International	Trinidad and Tobago	Creative Industries
UWI Design School	Trinidad and Tobago	Creative Industries (Tertiary Education)
Ken's Copper Collections	Trinidad and Tobago	Creative Industries
Kirie Bain	Trinidad and Tobago	Creative Industries
Metalwear Ltd	Trinidad and Tobago	Creative Industries
National Entrepreneurship Dev. Co. Ltd	Trinidad and Tobago	Creative Industries (BSO)
The Copper Artisan	Trinidad and Tobago	Creative Industries

ANNEX 3 - Continued

CARIFORUM - FCOR/OCT BUSINESS FORUM

FIRM	COUNTRY	SECTOR
Barbados ICT Professional Association Technology	Barbados	Information and Communication
Belize Coalition of Services	Belize	Business Support Organisation
SanKofa	Dominica	Health & Wellness
Heather Laine Ltd	Jamaica	Creative Industries
Natmed	St. Lucia	Health & Wellness
Island Network Inc.	St. Vincent & the Grenadines	Creative Industries
Digital Business Limited	Trinidad & Tobago	Professional Services
Laparkan Trading Limited	Trinidad & Tobago	Professional Services

CLERMONT FERRAND FILM FESTIVAL

FIRM	COUNTRY	SECTOR
Passage (Kareem Mortimer)	Bahamas	Creative Industries
Auntie (Lisa Harewood)	Barbados	Creative Industries
Yolanda (Christian Carretero)	Dominican Republic	Creative Industries
The Earthquake (Danielle Lessovitz)	Haiti	Creative Industries
After Mas (Karen Martinez)	Trinidad & Tobago	Creative Industries
Fish (Saun Escayg)	Trinidad & Tobago	Creative Industries
Small Man: The World My Father Made (Mariel Brown)	Trinidad & Tobago	Creative Industries

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**HEAD OFFICE**

1st Floor Baobab Tower
Warrens, St. Michael
BB22026
Barbados
Tel: 1 (246) 436-0578
Fax: 1 (246) 436-9999
Email: info@carib-export.com

SUB REGIONAL OFFICE

Av. Pedro Henriquez Urena No. 150
Torre Diandy XIX
Piso 7 Santo Domingo
Dominican Republic
Tel: 1 (809) 531-2259
Fax: 1 (809) 473-7532
Email: c.export@cotedel.net.do