

# Final Report

## Volume 2: Individual Country Reports

Submitted to



By

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For Consultancy on

Opportunities for Doing Business between CARIFORUM States

And the

French Caribbean Outermost Regions (FCORs)

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## 1.0 Introduction

This volume of the final report contains Individual Country/Territory Reports for all of the countries visited in this study, namely:

### CARIFORUM

1. Antigua & Barbuda (ANU)
2. Barbados
3. Dominica
4. Dominican Republic (DR)
5. Jamaica
6. St. Lucia (SLU)
7. St. Vincent and the Grenadines (SVG)
8. Suriname
9. Trinidad & Tobago (T&T)

### FCORs

1. French Guiana
2. Guadeloupe
3. Martinique

Each country/territory report provides details on

- Socioeconomic characteristics of each country/territory
- Proximity to main international destinations
- Critical information relating to doing business – regulatory environment, tax rates, procedure for starting a business, etc
- Commitments made under the EPA
- Commodity exports to the FCORs (from CARIFORUM) and to CARIFORUM (from the FCORs)
- Opportunities in terms of goods and services that should be targeted for trade between CARIFORUM and the FCORs
- Barriers to trade
- Recommendations for Government/policymakers
- Recommendations for Caribbean Export.

Most of the details to substantiate the recommendations made in Volume 1 originate from the findings contained in the Individual Reports.

## 2.0 Antigua & Barbuda Country Report

### 2.1 Antigua and Barbuda – Summary Findings

- Visa requirements for Antigua & Barbuda with the FCORs were removed in January 2010 so this should facilitate trade with the FCORs.
- Transportation options are in place and constraints are less binding by the fact that LIAT has several direct flights to Guadeloupe and flights to Martinique via SLU. LIAT is planning to implement a cargo service. This should also facilitate trade in goods and services.
- Export opportunities - Antigua & Barbuda commodities and services with great export opportunities include:
  - Agriculture and agro-processing
    - Fish and lobster
    - Agro-processed products e.g. Susie's Hot Sauce and rum).
  - Tourism
    - Regular tourism
    - Sports and cultural tourism
    - Wellness & health tourism
    - Carnival, Sailing Week with mega yachts visiting, student exchange tourism
  - Education & training
    - Language training
    - Offshore education
- Partnerships and joint ventures with the French Caribbean should be explored in areas such as safety and standards for the EU market where expertise is available in the FCORs from which exporters from Antigua & Barbuda can benefit. In addition, exporters can benefit from FCORs distribution channels with mainland France.
- Public-private collaboration is critical for the promotion of Carnival and Sailing week, the provision of improved transportation options, the execution of Trade Missions, the improvement and standardization products e.g. hotel conditions, and the accessing of EU and other funding.
- Government-Government collaboration is important so the Antigua & Barbudan Government needs to collaborate with counterparts in the FCORs and in CARIFORUM to bring the private sector from different territories together and help generate critical mass to fill hotels e.g. multi-destination

tourism, to fill containers that leave the French Caribbean empty, and to deal with transportation constraints.

## 2.2 Socioeconomic background\*

<b>Socioeconomic Variable</b>	<b>Figure</b>
GDP, constant prices (National Currency, Billions)	1.801
GDP, current prices (U.S Dollar, Billions)	1.155
GDP per capita, constant prices (National Currency)	21,641.44
GDP per capita, current prices (US Dollar)	13,878.80
Inflation, average consumer prices (Index, 2000=100)	114.139
Population	0.084
HDI Rating	High
Internet Penetration % Population (Penetration)	76%
Distance from Miami - Miles	1324.84
Distance from London – Miles	4088.72
Distance from Paris – Miles	4164.54
Distance from Miami - Hours	3
Distance from London – Hours	9
Distance from Paris – Hours	9
Main Exports	petroleum products, bedding, handicrafts, electronic components, transport equipment, food and live animals
Main Industries	tourism, construction, light manufacturing (clothing, alcohol, household appliances)

All economic data are 2008 figures from International Monetary Fund, World Economic Outlook Database, October 2009  
The Internet information is from World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009

## 2.3 Antigua & Barbuda Exports to the FCORs (at HS 6-Digit level)

### 2005

HS	Commodity Description	GUAD	MAR	FGUI
030269	Fresh or chilled freshwater and saltwater fish (excl. salmonidae, flat fish, tunas, skipjack or stripe-bellied bonito, herrings, cod, sardines, sardinella, brisling or sprats, haddock, coalfish, mackerel, sharks and eels)	37,571		
030379	Frozen freshwater and saltwater fish (excl. salmonidae, flat fish, tunas, skipjack or stripe-bellied bonito, herrings, cod, sardines, sardinella, brisling or sprats, haddock, coalfish, mackerel, dogfish and other sharks, eels, sea bass and hake)	221,795		
030622	Lobsters "Homarus spp.", whether in shell or not, live, dried, salted or in brine, incl. lobsters in shell, cooked by steaming or by boiling in water	34,182		
220190	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity)		29	
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated		1,481	
271031	Petroleum oils and oils obtained from bituminous minerals (excl. crude); preparations containing >= 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations, n.e.s.	2,053		

**2006** -No data available on exports to the FCORs

### 2007

HS	Commodity Description	GUAD	MAR	FGUI
030269	Fresh or chilled freshwater and saltwater fish (excl. salmonidae, flat fish, tunas, skipjack or stripe-bellied bonito, herrings, cod, sardines, sardinella, brisling or sprats, haddock, coalfish, mackerel, sharks and eels)	55		
030379	Frozen freshwater and saltwater fish (excl. salmonidae, flat fish, tunas, skipjack or stripe-bellied bonito, herrings, cod, sardines, sardinella, brisling or sprats, haddock, coalfish, mackerel, dogfish and other sharks, eels, sea bass and hake)	176,045		

**2008** -No data available on exports to the FCORs

## 2.4 Overview of key regulatory issues relating to operating in the FCOR business environment

- **Judicial System:**

Antigua & Barbuda's legal system is strongly influenced by the British system and is based on English common law. Antigua's legal system is strongly influenced by and based on the British system. Criminal cases are brought to the Assizes and civil cases to the High Court. In both cases, the right of appeal is allowed to the Court of Appeal with a final right of appeal to England's Privy Council.

- **Visa & Residency Requirements:**

Citizens of France do not require a visa to enter Antigua and Barbuda on holiday or business. Persons visiting are permitted to stay as long as their business takes, provided that:

- a) this is no longer than six months
- b) they possess a passport with a minimum of six months validity from their date of arrival
- c) they have an onward or return ticket
- d) they have confirmation of accommodation
- e) they can produce evidence of their ability to maintain themselves in Antigua and Barbuda

For further details on Antigua & Barbuda visa requirements, please visit:

[http://www.antigua-barbuda.com/travel\\_tourism/information/passport\\_visa.asp](http://www.antigua-barbuda.com/travel_tourism/information/passport_visa.asp)

Laws governing residency permit in Antigua & Barbuda can be found at:

<http://www.laws.gov.ag/acts/2002/a2002-15.pdf>

- **Employment Protection and anti-discrimination Laws:**

For laws governing employment protection and anti-discrimination in Antigua & Barbuda, please visit the government's website at:

<http://www.laws.gov.ag/acts/index.html>

**- Business Registration – process and time:**

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Search and reserve company name	3 days	EC 25
2	Have lawyer prepare incorporation documents	1 day	EC 150
3	Register with the Intellectual Property and Commerce Office (receive certificate of incorporation)	10 days	EC 3200
4	Make a company seal	5 days	EC 200
*5	Apply for tax payer identification number (register the company for tax)	3 days (simultaneous with previous procedure)	no charge
*6	Register for VAT/ABST identification number	1 day (simultaneous with previous procedure)	no charge
7	Register for medical benefit	1 day	no charge
8	Register for social security and education levy	1 day	no charge

**- Tax rates:**

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	13	23	25.00%	taxable profit	26
Social Security contributions	12	136	5.00%	gross salaries	5.5
Stamp duty on property transfer	1	-	7.50%	sale price	4.6
Medical tax	12	-	3.50%	gross salaries	4
Fuel tax	1	-		included in the price of fuel	0.7
Property tax - building	1	-	0.50%	assessed market value	0.5
Property tax - land	1	-	0.40%	assessed market value	0.2
Vehicle license	1	-	fixed fee (\$1,500)	weight of vehicle and number of axels	0.1
Filing fee	1	-	EC\$200		0



			(fixed fee)		
Tax on check transactions	1	-	0.2 cents per check		0
Stamp duty on contracts	1	-	various rates		
ABST (VAT)	11	48	15.00%	value added	
Totals:	56	207			41.5

## - Social Security Provisions

Social security provisions in Antigua & Barbuda include:

1. Sickness Benefit
2. Maternity Benefit
3. Maternity Grant
4. Funeral Grant
5. Age Pension
6. Invalidity Pension
7. Survivor's Pension

For further details on the above provisions, please visit Antigua & Barbuda's Social Security Board website.

## - Types of businesses

The types of business that exist in Antigua & Barbuda include:

1. Domestic Corporations (sole proprietorship, partnership, private or public company limited by shares)
2. International Business Company
3. Branch of a foreign company
4. Trusts

## - Minimum Share Capital

The minimum share capital is EC\$2. There is no maximum.

## - Tax treaties with CARIFORUM

Antigua & Barbuda has in place an inter-regional double taxation treaty with CARICOM member states

## 2.5 Commitments made under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal	<ul style="list-style-type: none"> <li>European business can establish a practice to provide legal services in the following areas: consultancy in international law; legal consultancy services in that business' home law; legal advisory and information services. European business can also provide these services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide the legal services listed above.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Accounting	<ul style="list-style-type: none"> <li>European business can establish a practice to provide accounting, auditing and taxation services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>A practicing certificate from the Institute of Chartered Accountants is necessary to provide accounting and auditing services.</li> </ul>
Medical	<ul style="list-style-type: none"> <li>European business can establish a practice to provide specialized medical services, neurosurgery, epidemiological and CATSCAN services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Requirement to be registered by the Medical Board and licensed by the Medical Council.</li> </ul>
Veterinary	<ul style="list-style-type: none"> <li>European business can establish a practice to provide veterinary services. European business can also provide these services from Europe or to Caribbean clients that receive the service within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>None</li> </ul>
Engineering & Architectural	<ul style="list-style-type: none"> <li>European business can establish a practice to provide engineering and architecture services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Engineers must have a practical knowledge of the local conditions and be registered by the Engineers' Association Board.</li> <li>Architects must obtain residency and permission from the Board of Architects to practice.</li> </ul>
Other business services	<ul style="list-style-type: none"> <li>European business can establish a company to provide technical testing and analysis services, and services incidental to manufacturing (except publishing and printing). European business can also provide these services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide technical testing and analysis services.</li> </ul>	*
Communication services	*	*
Construction services	<ul style="list-style-type: none"> <li>European business can establish a company to provide services related to general construction work for hotels, restaurants and similar buildings. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company.</li> </ul>
Distribution services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Education	<ul style="list-style-type: none"> <li>European business can also establish an institution to provide higher education services.</li> <li>European business can provide higher and adult education services from Europe or to Caribbean consumers who travel to Europe to receive those services.</li> </ul>	<ul style="list-style-type: none"> <li>Scholarships and grants may be limited to citizens or residents. Measures relating to the supply of education and training may result in different treatment in terms of benefits or prices.</li> </ul>

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide hazardous waste treatment and disposal services, waste and wastewater management services, and cleaning services of exhaust gases. European business can also provide these services from.</li> <li>European business can establish a company to provide noise abatement services, and services related to closed loop pollution control systems for factories.</li> <li>European business can provide hazardous waste collection services and glass recycling services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Hazardous waste treatment and disposal services are subject to the development of relevant regulations.</li> <li>Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can establish a company to provide life, accident and health insurance services, and reinsurance and retrocession services. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can establish a company to provide payment and money transmission services.</li> </ul>	
Health & Social services	<ul style="list-style-type: none"> <li>European business can establish a hospital service. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or restaurant or provide hotel management services.</li> <li>European business can provide marinas with more than 100 slips for vessels 30-100 feet; and for marinas with less than 100 slips for vessels over 100 feet.</li> <li>European business can establish a company to provide spa services. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	<ul style="list-style-type: none"> <li>Government subsidies for marinas may be limited to nationals.</li> <li>Joint venture is required to establish a company providing spa services.</li> </ul>
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can establish an entertainment business, press agency or sporting or other recreational services agency or facilities.</li> <li>European business can establish a yacht rental and leasing business.</li> <li>European business can provide entertainment, press agency or sporting and recreational services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide entertainment services.</li> </ul>	<ul style="list-style-type: none"> <li>Joint ventures or economic needs tests may be required to open a press agency. Main criteria for the economic needs test are number of and impact on existing service suppliers.</li> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies</li> </ul>

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
	<p>for the supply of international maritime transport services for passengers (but not for the purpose of operating a fleet under the national flag of Antigua and Barbuda).</p> <ul style="list-style-type: none"> <li>European business can establish a company to provide internal waterways transport services for freight, and rail transport services for passengers and freight. European business can also provide those services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> <li>European business can provide liner shipping services and bulk tramp and other international shipping services (including passenger transportation), and air transport services for freight from Europe to the Caribbean. European business can also provide international maritime transport services for passengers and freight, and air transport services for freight to Caribbean consumers who receive that service within Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide maritime transport services for freight.</li> </ul>	<p>to key personnel, contractual service suppliers and independent professionals providing maritime transport services for freight. Main criterion is availability of persons with the requisite skills in the local labour market.</p>
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following services auxiliary to transport: Maritime transport rental services of vessel with crew; maritime vessel salvaging and refloating services; rental services of aircraft with crew; computer reservations system services for air transport; pushing and towing services for rail transport; and supporting services for rail transport. European business can provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can establish a company to provide storage and warehousing services for all modes of transport. European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> <li>European business can provide ship registration services, and selling and marketing of air transport services from Europe to the Caribbean or to Caribbean consumers who receive those services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing rental services of aircraft with crew.</li> </ul>
Energy services	<ul style="list-style-type: none"> <li>There are no new European business opportunities</li> </ul>	

\* See complete document for reservations

- Cells are left blank where there are no reservations

## Sources:

GDP, inflation, population - IMF  
- <http://www.imf.org/external/ns/cs.aspx?id=28>

HDI Rating	-	UNDP <a href="http://hdr.undp.org/en/statistics/">http://hdr.undp.org/en/statistics/</a>
Internet penetration	-	Internet World Stats <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a>
Distance between countries	-	Map Crow – Travel Distance Calculator <a href="http://www.mapcrow.info/">http://www.mapcrow.info/</a>
Main exports & industries:-	-	CIA <a href="https://www.cia.gov/index.html">https://www.cia.gov/index.html</a>
Trade data:	-	CARICOM Secretariat
Judicial System	-	Antigua & Barbuda <a href="http://www.ab.gov.ag/gov_v2/government/about/">http://www.ab.gov.ag/gov_v2/government/about/</a>
Visa & Residency requirements	-	Antigua & Barbuda Travel website <a href="http://www.antigua-barbuda.com/travel_tourism/index.asp">http://www.antigua-barbuda.com/travel_tourism/index.asp</a>
Employment laws	-	Antigua & Barbuda Official Government Website
Business registration and time	-	Doing Business <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
World Bank	-	World Bank Group - Doing Business <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Tax rates	-	World Bank Group – Doing Business <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Social Security Provisions	-	Antigua & Barbuda Social Security Board <a href="http://www.socialsecurity.gov.ag/">http://www.socialsecurity.gov.ag/</a>
Types of businesses	-	CS&P International Solutions Individual Service <a href="http://www.carloscevola.com/antigua-and-barbuda.php">http://www.carloscevola.com/antigua-and-barbuda.php</a>
Minimum Share Capital	-	Antigua & Barbuda Website <a href="http://www.antigua-barbuda.com/finance_investment/">http://www.antigua-barbuda.com/finance_investment/</a>
Tax treaties with CARIFORUM	-	CARICOM <a href="http://www.caricom.org/jsp/single_market/taxation">http://www.caricom.org/jsp/single_market/taxation</a>
Commitments under EPA	-	ITC <a href="http://www.intracen.org/">http://www.intracen.org/</a>

## 2.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Animal  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Fish products and lobster are the only recorded exports to the FCOR for 2005-2008</li> <li>Significant quantities of seafood are consumed in FCOR at high prices</li> </ul>	<ul style="list-style-type: none"> <li>ANU has the coastal waters and a fisheries industry so the capacity is there to export more to the FCORs</li> <li>Antigua &amp; Barbuda sells fish and lobster to Martinique, there is scope to increase these exports especially through value added initiatives such as smoking the fish.</li> </ul>
Farm products (Source: Focus Group and interviews)	<ul style="list-style-type: none"> <li>No recorded export to FCOR</li> </ul>	<ul style="list-style-type: none"> <li>Local producers can grow crops that the hotels require. The sector should collaborate with the hotel &amp; restaurant sector to determine which products are required and in what quantities so that the right quantity and mix is produced (instead of oversupply of some products and no production of others) – this would help to reduce imports.</li> </ul>
Foodstuffs  (Source: Focus Groups and interviews)	<ul style="list-style-type: none"> <li>No recorded export to FCOR but goods are exported to USA</li> <li>Baron's from St. Lucia to exports a variety of sauces to Martinique and is a well known brand there – so local producers could study this business model</li> </ul>	<ul style="list-style-type: none"> <li>Susie's Hot Sauce is produced and exported to other markets and is a recognised brand. The company needs assistance to expand production capacity and meet EU standards.</li> <li>Mango based products could be produced such as dried mangoes, jams, juices and sauces</li> </ul>
Construction Services  (Source: Focus Groups and interviews)	<ul style="list-style-type: none"> <li>There is always some demand for construction workers at all level in FCOR and CARIFORUM</li> </ul>	<ul style="list-style-type: none"> <li>French expertise in the construction industry could be used in Antigua &amp; Barbuda especially in stonework, woodwork and in building to meet international safety standards</li> </ul>
Telecoms  (Source: Focus Groups)	<ul style="list-style-type: none"> <li>There are potential opportunities in Telecoms and related services especially Mode 1</li> </ul>	<ul style="list-style-type: none"> <li>Mode 1 opportunities are restricted by laws against VOIP. Antigua &amp; Barbuda needs to get Telecoms legislation changed to facilitate services that could be offered by remote administration</li> </ul>

<p>Tourism</p> <p>(Source: Antigua &amp; Barbuda Investment Authority 2007)</p>	<ul style="list-style-type: none"> <li>• The tourist industry in Antigua and Barbuda was among the first to be developed within the Eastern Caribbean, and is presently ranked as one of the largest in the region</li> <li>• The sector continues to grow significantly. In 2007, Antigua &amp; Barbuda's tourism arrivals totaled 261,785 stay-over visitors and over 500,000 cruise passengers from 440 cruise calls</li> <li>• Source Markets: UK, US, Caribbean, France, Italy, Germany</li> </ul>	<ul style="list-style-type: none"> <li>• Antigua &amp; Barbuda has beautiful beaches, hospitable people, an active yachting sector with hurricane-safe moorage</li> <li>• The tourism sector has a range of properties from international resorts to boutique hotels totaling over 3,500 rooms in over 75 properties</li> <li>• Antigua &amp; Barbuda has an abundance of heritage sites</li> <li>• Antigua &amp; Barbuda's tourism product is internationally competitive and provides quality services and experiences along the service chain</li> </ul>
<p>Tourism</p> <p>(Source: Focus Groups)</p>	<ul style="list-style-type: none"> <li>• Multi-destination tourism - visitors from France coming to FCORs could be induced to spend 2-3 days in ANU.</li> <li>• Quality customer service - this tends to be lacking in the FCORs</li> <li>• The high end tourism market is performing quite well in Antigua and Barbuda.</li> <li>• Antigua &amp; Barbuda should try to attract more French cruise passengers because not only do they spend when they visit but when they visit some may return for stopover visits.</li> <li>• Cuisine - French typically like fine cuisine</li> </ul>	<ul style="list-style-type: none"> <li>• With regular airlift from Guadeloupe and visa relaxation this is a real opportunity.</li> <li>• Antigua &amp; Barbuda can take advantage of this competitive edge. The country should also try to attract a flagship hotel to lead the process.</li> <li>• Given the cost structure and the inability to compete on price with larger destinations, Antigua &amp; Barbuda should focus on the medium to high end tourism market</li> <li>• Offer greater variety of cuisine to cater to French tastes</li> </ul>
<p>Cultural Tourism</p> <p>(Source: Focus Groups)</p>	<ul style="list-style-type: none"> <li>• Festivals (e.g. Carnival, Sunset Fiesta) attract tourists. Tourists from Guadeloupe used to come to Antigua &amp; Barbuda for</li> </ul>	<ul style="list-style-type: none"> <li>• Antigua &amp; Barbuda has a Carnival and other festivals</li> <li>• There are good artistes in Antigua &amp; Barbuda who should</li> </ul>

	<p>Carnival but that has declined.</p> <ul style="list-style-type: none"> <li>• Appropriate product development and promotional strategies need to be deployed</li> </ul>	<p>be facilitated in the display of their works in the FCORs.</p> <ul style="list-style-type: none"> <li>• Antigua &amp; Barbuda should follow through on the lead taken by the Ministry of Culture which has already made contact with Guadeloupe and opportunities for dancers, musicians are being explored.</li> <li>• Carnival needs to be developed as a business event with opportunities for the private sector (as in Trinidad &amp; Tobago) rather than a Government funded volunteer event.</li> </ul>
<p>Sports Tourism</p> <p><b>(Source: Focus Groups)</b></p>	<ul style="list-style-type: none"> <li>• Sport - (e.g. golf and yachting) can be used as key elements to increase tourism</li> <li>• It was mentioned in a focus group session that English Harbour Rum now sells well in Guadeloupe and Martinique because when yachts from FCOR visit, those on board drink substantial quantities and develop a liking.</li> <li>• In terms of other sports tourism opportunities, it was argued that Guadeloupeans play football so inter-island competitions could be planned in conjunction with them.</li> </ul>	<ul style="list-style-type: none"> <li>• It was felt that sailing week could be better organized with more private sector involvement. Moreover, Antigua apparently has channels that permit quality sailing whatever the time of the year – this should be marketed more actively.</li> <li>• Antigua &amp; Barbuda could develop biking trails/paths because the French like to ride</li> </ul>
<p>Education tourism</p> <p><b>(Source: Focus Groups)</b></p>	<ul style="list-style-type: none"> <li>• Student exchange programmes should be promoted more aggressively. When students come from the FCOR, they create jobs for persons offering English training. In addition they spend money in the local economy and in many their family members and friends come to visit which provides business for hotels, restaurants, retail stores, rental cars, tourism attractions, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• There is a two week exchange programme that takes place over the Easter period.</li> <li>• The Training Institute of Antigua &amp; Barbuda has been working out a partnership with the Guadeloupe Training Institute which is interested in cuisine from Antigua &amp; Barbuda and is proposing a student exchange. Martinique has also expressed an interest in participating.</li> <li>• It was also suggested that</li> </ul>



	<ul style="list-style-type: none"> <li>Offshore education especially in medical and the marine fields are in demand in North America. Studies reveal that these institutions provide significant economic development to host countries.</li> </ul>	<p>Antigua &amp; Barbuda develop a Marine Training Institute or partner with FCORs who have such facilities. An Offshore Education Institution of the stature of St. Georges in Grenada, Ross University in Dominica or the Medical School in St. Kitts were also recommended.</p>
<p>Health &amp; Wellness – <i>Medical Transcription</i></p> <p>(Source: Antigua &amp; Barbuda Investment Authority 2007)</p>	<ul style="list-style-type: none"> <li>Medical transcription is a US\$14 billion Business Process Outsourcing (BPO) serving the healthcare market in the United States of America</li> <li>With a shortage, within the US. marketplace of qualified medical transcriptionists - an estimated shortfall of 100,000 plus there are plenty of opportunities</li> <li>The lower prices outside of the US also provides a competitive advantage</li> </ul>	<ul style="list-style-type: none"> <li>Excellent Broadband and telecoms infrastructure: the legacy of the more demanding gaming industry</li> <li>AHDI Certified Medical Transcription Training</li> <li>English as First Language</li> <li>Professional, Local Management: The country has a cadre of professionals to provide support services to the industry</li> <li>Time zone advantage: many clients in the US will be on the same time zones as Antigua &amp; Barbuda</li> <li>Technology Culture: There is a strong and growing savvy youth culture due to the relatively high penetration of internet access</li> </ul>
<p>International Financial Services</p> <p>(Source: Antigua &amp; Barbuda Investment Authority 2007)</p>	<ul style="list-style-type: none"> <li>Not certain about the impact of the global recession, amongst other factors, on this industry</li> <li>Antigua &amp; Barbuda was a main Caribbean jurisdiction for international financial services.</li> <li>Antigua &amp; Barbuda claimed to have kept pace with demands by international authorities for transparent financial services</li> <li>The government and the private sector enjoy a strong partnership and both agree</li> </ul>	<ul style="list-style-type: none"> <li>In the recent past, Antigua &amp; Barbuda boasted a well-regulated financial services, world class communications, an English-speaking and skilled workforce</li> <li>Antigua &amp; Barbuda provides support for IT services &amp; internet-driven business and financial opportunities</li> <li>Antigua and Barbuda has become attractive to international investors seeking private banking services</li> </ul>

	on the heightened levels of regulatory control	
Transportation services  (Source: Focus Groups)	<ul style="list-style-type: none"> <li>There is transportation available between Antigua &amp; Barbuda and the FCORs, however it was felt that more was required.</li> <li>LIAT has arrangements with Virgin, Caribbean Airlines, US Airways, so these should be exploited to carry more traffic to the FCORs</li> </ul>	<ul style="list-style-type: none"> <li>LIAT and Air Caraibes should be encouraged to work together in scheduling more flights from Antigua and Barbuda to the FCORS</li> <li>LIAT flies four mornings per week to Guadeloupe from Antigua and has four flights from Dominica via Guadeloupe to Antigua &amp; Barbuda in the afternoons. This gives Antigua &amp; Barbuda a competitive edge in trading with the FCORs.</li> <li>LIAT is about to start a cargo service between Antigua &amp; Barbuda, St. Vincent and The Grenadines, Trinidad &amp; Tobago, Dominica and Martinique. This should give exporters a competitive advantage</li> </ul>

## 2.7 Main barriers to trade identified based on research

- No visa requirements - In Antigua & Barbuda a new visa agreement came into effect in January 2010 so Antiguan & Barbudians do not need a visa for 90 days in the FCORs (St. Lucians and Dominicans are allowed to go for 2 weeks). However, other requirements are still in place a) hotel booking or letter of invitation; b) Travel Insurance - coverage for EC\$100,000; and c) Proof of itinerary.
- Language - Knowledge of French is not the norm in Antigua & Barbuda. Many forms and websites relating to standards and doing business in the FCORs are in French.
- Information availability – Business people are not informed about issues such as the EPA, and how to do business in the FCOR. In addition, business people (such as Suzie's) are not aware of market opportunities for their product in the FCORs.
- Low focus on manufacturing – focus group participants felt that a "manufacturing religion" does not exist in Antigua & Barbuda. There is

seemingly insufficient focus on manufacturing either in the private sector or the government - mindset and attitude needs to be changed

- Shipping costs and linkages – shipping costs tend to be relatively high for businesses from Antigua & Barbuda. Suzie's Hot Sauce was not aware of any sea freight options to the FCORs from Antigua & Barbuda. However, given the proximity to the FCORs proper planning might help to mitigate such costs. Martinique and Guadeloupe are closer (in terms of distance) to Antigua & Barbuda than are many of its CARICOM partners.
- Tourism product quality – participants in focus groups argued that quality of hotels have generally deteriorated in Antigua & Barbuda.
- High costs - Antigua & Barbuda's smallness means that in many cases it cannot gain economies of scale so it tends to be a relatively high cost country and cannot compete on prices – this was mentioned by representatives of the tourism and agro-processing industries.

For example Suzie's Hot Sauce, an industry leader in agro-processing, claims that they are paying US\$5 per pound for pepper while Baron in St. Lucia is paying US\$0.75 per pound for the same product – due to economies of scale and scope in shipping and production.

- On the ground representation in the FCORs – Antigua & Barbuda has no representative in the FCORs which is a major drawback when trying to do business in a new overseas market. However, St. Lucia has a representative in Martinique so this person could assist until Antigua & Barbuda chooses to have one.
- International standards – many Antigua & Barbuda producers are not HCCAP compliant.
- Import duties and excise taxes are a problem for exports to the FCORs – persons from the rum industry complained about this.

## **2.8 Policy recommendations**

### **Government Strategies/Policies**

- OECS governments need to act as guarantors for loans
- More communication on opportunities and regulatory environment with respect to the EPA
- A more enabling environment needs to be created in Antigua & Barbuda with initiatives to help manufacturing
- Capacity of Bureau of standards needs to be increased to help to obtain and maintain the quality of exported and imported products

- Government needs to collaborate with private sector to arrange well planned and focused trade missions to the FCORs
- Government's needs to collaborate with FCORs authorities and seek EPA funding to provide better transportation between Antigua & Barbuda (CARIFORUM) and the FCORs.
- Government needs to increase the promotion of the assistance it has available to SME's in terms of grants, incentives, etc.

Government should promote learning from successful business models - business people in Antigua & Barbuda should look at or be exposed to the business models used by others who have successfully penetrated the FCOR market e.g. Baron's from St. Lucia. Baron's production, financing, marketing and distribution processes should be carefully observed by potential exporters in agro-processing and in other industries. The relevant government agency should collect such information and make it available to exporters and potential exporters.

Government should facilitate local Collaboration

- Shipping - collaboration amongst local partners to attain economies or critical mass e.g. one exporter explained that they combined shipping with another company to bring down costs. The Government needs to play a greater role in fostering collaborative initiatives and cluster activity.

Government could facilitate Trade Missions and industry to industry collaboration with FCORs

- Well planned and targeted Trade Missions – these should be arranged so that Antigua & Barbuda business persons can meet partners, distributors, consumers, etc in the FCOR and familiarize themselves with the market, bureaucracy, culture, etc

For example, the construction sector collaboration where FCORS have a lot of expertise which could benefit local architects, artisans and technicians if they are exposed – such as stonework and woodwork. Joint ventures would be a mutually beneficial way to proceed.

## 3.0 Barbados – Country Case Study

### 3.1 Barbados – Summary Findings

- Barbados has a history of exporting a variety of products to the FCORs. Over the 2006-2008 period, exports were dominated by paper and paperboard labels to Guadeloupe and Martinique.
- Apart from paper and paperboard labels, Barbados exports commodities including: small amount of vegetable products; foodstuffs such as bread, pastries, rum, tafia and liquers; chemical and allied products such as perfumes and insecticides; small quantities of household items made of plastic and rubber; small amounts of textiles products such as T-shirts, swimwear and sales for boats; and minimal amounts of other products.
- Given Barbados's history of commodity exports to the FCORs, the greatest opportunity is to continue doing what they are doing while aiming to more deeply penetrate the FCOR markets and ultimately look for openings in continental EU if local capacity can be increased.
- In terms of services exports, there are opportunities for Barbados in areas such as:
  - Tourism
  - Creative Industries
  - Education and Translation
  - Health & Wellness – *Medical Tourism, wellness, research and diagnostics, nursing and elderly care*
  - Business Development
  - ICT
  - Construction and related services
  - Renewable energy
- The main barriers to trade include those typically identified in other CARICOM countries
  - Language – English speaking versus French-speaking
  - Transport – more economical air and sea options required
  - Knowledge of French regulations, culture and bureaucracy
  - Lack of representation or distributors on the ground.
  - High duties when entering the FCORs
  - French culture and perceptions that French products are the best compared to the very English orientation of Barbados.
  - Exchange Controls in Barbados

- Joint ventures and partnerships should be sought in order to understand the FCOR market, network and benefit from existing trading links, etc.
- The Government needs to play a role in various ways including:
  - Fostering co-operation between the universities in the French Caribbean and the UWI to facilitate joint programmes
  - Working with FCOR public and private sector to establish a Caribbean English TV Channel in Martinique and Guadeloupe
  - Promotion of exchange programmes in sports and culture with the FCORs. However standardised customs and shipping charge need to be negotiated with the relevant authorities. Yachting, shooting etc. are major sporting activities in Martinique so persons from the FCORs should be invited to participate in these types of sporting events.
  - Collaborating with FCORs on Management of Disasters in the region because the FCORs have this expertise in place e.g. FCORs can provide some guidelines on Earthquake and Hurricanes
  - Seeking effective strategies for developing the creative industries because of the great potential (just as they have a budget for tourism).
  - Accelerating the programme for granting work permits for interns from the FCOR who wish to come on exchange programmes in Barbados (especially in tourism) - it often takes so long that it leaves no time for the intern to commence the internship.
  - Encouraging French language training by making coordinated arrangements to exploit and embrace the services of Alliance Francaise.
  - Strategically organizing production of agricultural products especially for the hotel sector so that it does not have to be imported – for example, there is now a local producer of romaine lettuce so rather than having too many other producers of romaine lettuce, there should be some coordination to produce another agricultural product required by the hotel sector.

### 3.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	1.137
GDP, current prices (U.S Dollar, Billions)	3.67
GDP per capita, constant prices (National Currency)	4,126.33
GDP per capita, current prices (US Dollar)	13,314.16
Inflation, average consumer prices (Index, 2000=100)	133.637

Population	0.276
HDI Rating	Very High
Internet Penetration % Population (Penetration)	66.10%
Distance from Miami - Miles	1598.22
Distance from London – Miles	4203.34
Distance from Paris – Miles	4262.35
Distance from Miami - Hours	4
Distance from London – Hours	9
Distance from Paris – Hours	9
Main Exports	manufactures, sugar and molasses, rum, other foods and beverages, chemicals, electrical components
Main Industries	tourism, sugar, light manufacturing, component assembly for export

### 3.3 Exports to the French Caribbean (HS 6-Digit Level)

#### Barbados' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2005

HS	Commodity Description	GUAD	MAR	FGUI
151710	Margarine (excl. liquid)			3,958
151790	Edible mixtures or preparations of animal or vegetable fats or oils and edible fractions of different fats or oils (excl. fats, oils and their fractions, partly or wholly hydrogenated, inter-esterified, re-esterified or elaidinized, whether or not refined)			1,667
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like)		65,496	
220840	Rum and tafia			45,273
220870	Liqueurs and cordials	107,381		
321490	Non-refractory surfacing preparations for facades, inside walls, floors, ceilings and the like		37	
330210	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufactures	3,100		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	101,200	19,400	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow	1,558		
330710	Shaving preparations, incl. pre-shave and after-shave products	760		

330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.	3,031		
380810	Insecticides put up for retail sale or as preparations or articles	84,914	39,244	
380991	Finishing agents, dye carriers to accelerate the dyeing or fixing of dyestuffs, and other products and preparations, e.g. dressings and mordants of a kind used in the textile or similar industries, n.e.s. (excl. those with a basis of amylaceous substances)	9,273		
392490	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths, wash-basins, bidets, lavatory pans, seats and covers, flushing cisterns and similar sanitary ware)		5,000	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.		5,000	
482110	Paper or paperboard labels of all kinds, printed	183,677	431,993	
490900	Printed or illustrated postcards; printed cards bearing personal greetings, messages or announcements, whether or not illustrated, with or without envelopes or trimmings		100	
491000	Calendars of any kinds, printed, incl. calendars blocks	1,454	1,982	3,445
491110	Trade advertising material, commercial catalogues and the like	563		
491199	Printed matter, n.e.s.	10		
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted		2,428	
620349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)		151	
620610	Women's or girls' blouses, shirts and shirt-blouses of silk or silk waste (excl. knitted or crocheted and vests)		25	
620690	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)		35	
621112	Women's or girls' swimwear (excl. knitted or crocheted)		4,021	
621120	Ski suits (excl. knitted or crocheted)		60	
621149	Women's or girls' track suits and other garments, n.e.s. of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted)		844	
630631	Sails for boats, sailboards or landcraft, of synthetic fibres		22,256	
841330	Fuel, lubricating or cooling medium pumps for internal combustion piston engine		25	
847130	Data-processing machines, automatic, digital, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excl. peripheral units)	2,214		
901890	Instruments and appliances used in medical, surgical or veterinary sciences, n.e.s.		100	
940320	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)		10,000	
980100	Antiques of > 100 years old	10		

### Barbados' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2006



HS	Commodity Description	GUAD	MAR	FGUI
070959	Fresh or chilled edible mushrooms (excl. mushrooms of the genus "Agaricus" and truffles)	250		
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like)	30	74,416	
210610	Protein concentrates and textured protein substances		5	
210690	Food preparations, n.e.s.		6	
220840	Rum and tafia			92,988
220870	Liqueurs and cordials	97,970		
290960	Alcohol peroxides, ether peroxides, ketone peroxides and their halogenated, sulphonated, nitrated or nitrosated derivatives	1,520		
300420	Medicaments containing antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing penicillins or derivatives thereof with a penicillanic structure, or	760		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	85,900	20,362	24,602
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow	3,040		
330710	Shaving preparations, incl. pre-shave and after-shave products	380		
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.		10	
380810	Insecticides put up for retail sale or as preparations or articles	40,785	39,962	
380991	Finishing agents, dye carriers to accelerate the dyeing or fixing of dyestuffs, and other products and preparations, e.g. dressings and mordants of a kind used in the textile or similar industries, n.e.s. (excl. those with a basis of amylaceous substances	618		
392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods, of plastics	1,140		
392610	Office or school supplies, of plastics, n.e.s.		56	
392640	Statuettes and other ornamental articles, of plastics		412	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	4	4	
411420	Patent leather and patent laminated leather; metallized leather (excl. lacquered or metallized reconstituted leather)		36	
420219	Trunks, suit-cases, vanity-cases, executive-cases, brief-cases, school satchels and similar containers (excl. with outer surface of leather, composition leather, patent leather, plastics or textile materials)		80	
482010	Registers, account books, note books, order books, receipt books, letter pads, memorandum pads, diaries and similar articles, of paper or paperboard	15		

482090	Blotting pads and similar articles of stationery, of paper and paperboard, and book covers of paper or paperboard (excl. registers, account books, Note books, order books, receipt books, letter pads, memorandum pads, diaries, exercise books, binders, fold	1,814		
482110	Paper or paperboard labels of all kinds, printed	207,723	306,577	
482190	Paper or paperboard labels of all kinds, non-printed		5	
490110	Printed books, brochures and similar printed matter, in single sheets, whether or not folded (excl. periodicals and publications which are essentially devoted to advertising)	500	251	
490191	Dictionaries and encyclopaedias, and serial instalments thereof		5	
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	602	263	42
490290	Newspapers, journals and periodicals, whether or not illustrated or containing advertising material (excl. those appearing at least four times a week)		100	
491000	Calendars of any kinds, printed, incl. calendars blocks	4,045	3,746	155
491110	Trade advertising material, commercial catalogues and the like	124		
491199	Printed matter, n.e.s.	45		
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	1,876	2,698	1,110
611241	Women's or girls' swimwear of synthetic fibres, knitted or crocheted		1,806	
611780	Made up clothing accessories, knitted or crocheted, n.e.s. (excl. shawls, scarves, mufflers, mantillas, veils and the like, ties, bow ties and cravats)		429	
620469	Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, panties and swimwear)		1,348	
620899	Women's or girls' singlets and other vests, briefs, panties, negliges, bathrobes, dressing gowns, housecoats and similar articles of textile materials (excl. of cotton or man-made fibres, knitted or crocheted, slips, petticoats, nightdresses and pyjamas,		120	
621050	Women's or girls' garments of textile fabrics, rubberised or impregnated, coated, covered or laminated with plastics or other substances (excl. of the type described in subheading 6202,11 to 6202,19, and babies' garments and clothing accessories)		50	
621112	Women's or girls' swimwear (excl. knitted or crocheted)		1,636	
621210	Brassieres of all types of textile materials, whether or not elasticated, incl. knitted or crocheted	1		
621290	Corsets, braces, garters, suspenders and similar articles and parts thereof, incl. parts of brassieres, girdles, panty girdles and corselettes, of all types of textile materials, whether or not elasticated, incl. knitted or crocheted (excl. complete brass		77	
621710	Made up clothing accessories, of all types of textile materials, n.e.s. (excl. knitted or crocheted)		172	
630631	Sails for boats, sailboards or landcraft, of synthetic fibres	1,770		

630639	Sails for boats, sailboards or landcraft, of textile materials (excl. synthetic fibres)	5,886		
630790	Made up articles of textile materials, incl. dress patterns, n.e.s.	15		156
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)		226	
701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used for the commercial conveyance or packing of goods, and preserving jars, of glass (excl. ampoules, glass inners for containers, with vacuum insulation, perfume atom)		10	
701321	Drinking glasses of lead crystal			142
711719	Imitation jewellery, of base metal, whether or not plated with precious metal (excl. cuff-links and studs)		800	
820600	Sets of two or more tools of heading 8202 to 8205, put up in sets for retail sale	2		
820790	Interchangeable tools for hand tools, whether or not power-operated, or for machine-tools, n.e.s.		100	
844390	Parts of printing machinery and machines for uses ancillary to printing, n.e.s.	15		
847130	Data-processing machines, automatic, digital, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excl. peripheral units)		100	
847310	Parts and accessories for typewriters or word-processing machines of heading 8469, n.e.s.		100	
847330	Parts and accessories of automatic data processing machines or for other machines of heading 8471, n.e.s.		200	
850440	Static converters		100	
852452	Magnetic tapes for reproducing sound or image, recorded, of a width > 4 mm but <= 6,5 mm		10	
852499	Recorded media for sound or image reproducing phenomena, incl. matrices and masters for the production of records (excl. gramophone records, discs for laser reading systems, magnetic tapes, cards incorporating a magnetic stripe and goods of chapter 37)	7	59	37
853331	Wirewound variable electrical resistors, incl. rheostats and potentiometers, for a power handling capacity <= 20 W (excl. heating resistors)	2,635		
853400	Printed circuits		100	
853690	Electrical apparatus for switching electrical circuits, or for making connections to or in electrical circuits, for a voltage <= 1.000 V (excl. fuses, automatic circuit breakers and other apparatus for protecting electrical circuits, relays and other swit	1		
854221	Monolithic integrated circuits, digital (excl. cards incorporating an electronic monolithic digital integrated circuit "smart cards")	120		
870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles		1,299	
910219	Wrist-watches, whether or not incorporating a stop-watch facility, electrically operated, with combined mechanical and opto-electronic display (excl. of precious metal or of metal clad with precious metal)	250		

970110	Paintings, e.g. oil paintings, watercolours and pastels, and drawings executed entirely by hand (excl. technical drawings and the like of heading 4906, and hand-painted or hand-decorated manufactured articles)	100		
980100	Antiques of > 100 years old	1,950	107	

**Barbados' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2007**

HS	Commodity Description	GUAD	MAR	FGUI
010190	Live horses, asses, mules and hinnies (excl. pure-bred for breeding)		6,500	
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like)		68,262	
210690	Food preparations, n.e.s.	140		
220840	Rum and tafia			44,721
220870	Liqueurs and cordials	55,954		
251749	Granules, chippings and powder, whether or not heat-treated, of travertine, ecaussine, alabaster, basalt, granite, sandstone, porphyry, syenite, lava, gneiss, trachyte and other rocks of heading 2515 and 2516 (excl. marble)		145	
252230	Hydraulic lime (excl. pure calcium oxide and calcium hydroxide)		250	
300390	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic uses, not in measured doses or put up for retail sale (excl. antibiotics containing hormones or steroids used as hormones, but not containing antibiotics, al	380		
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing antibiotic		50	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	115,016	23,238	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow	1,140		
370199	Photographic plates and film in the flat for monochrome photography, sensitised, unexposed, of any material other than paper, paperboard or textiles (excl. X-ray film and photographic plates, film in the flat with any side > 255 mm, and instant print film	50		
380810	Insecticides put up for retail sale or as preparations or articles	74,590	44,352	
380991	Finishing agents, dye carriers to accelerate the dyeing or fixing of dyestuffs, and other products and preparations, e.g. dressings and mordants of a kind used in the textile or similar industries, n.e.s. (excl. those with a basis of amylaceous substances	3,611		

391910	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, in rolls <= 20 cm wide	2		
482010	Registers, account books, note books, order books, receipt books, letter pads, memorandum pads, diaries and similar articles, of paper or paperboard	120	3	
482110	Paper or paperboard labels of all kinds, printed	233,335	217,640	10
482360	Trays, dishes, plates, cups and the like, of paper or paperboard	2,432		
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	50	505	
490290	Newspapers, journals and periodicals, whether or not illustrated or containing advertising material (excl. those appearing at least four times a week)	100	100	
490900	Printed or illustrated postcards; printed cards bearing personal greetings, messages or announcements, whether or not illustrated, with or without envelopes or trimmings		763	
491000	Calendars of any kinds, printed, incl. calendars blocks	7,935	161	235
491110	Trade advertising material, commercial catalogues and the like		310	
491199	Printed matter, n.e.s.	60		
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted			750
621112	Women's or girls' swimwear (excl. knitted or crocheted)		633	
680790	Articles of asphalt or of similar materials, e.g. petroleum bitumen or coal tar pitch (excl. in rolls)		644	
691390	Statuettes and other ornamental ceramic articles, n.e.s. (excl. of porcelain or china)		373	
701321	Drinking glasses of lead crystal			31
711319	Articles of jewellery and parts thereof, of precious metal other than silver, whether or not plated or clad with precious metal (excl. articles > 100 years old)		206	
761519	Table, kitchen or other household articles, parts thereof, of aluminium (excl. pot scourers and scouring or polishing pads, gloves and the like, cans, boxes and similar containers of heading 7612, articles of the nature of a work implement, spoons, ladles)	360		
841391	Parts of pumps for liquids, n.e.s.		1,560	
841850	Refrigerated or freezing chests, cabinets, display counters, show-cases and similar, refrigerating or freezing furniture with a refrigerating unit or evaporator (excl. combined refrigerator-freezers with separate external doors, household refrigerators and			259
844390	Parts of printing machinery and machines for uses ancillary to printing, n.e.s.	17		
847130	Data-processing machines, automatic, digital, portable, weighing <= 10 kg, consisting of at least a central processing unit, a keyboard and a display (excl. peripheral units)		2,214	
850440	Static converters		422	
851790	Parts of electrical apparatus for line telephony or line telegraphy, incl. line telephone sets with cordless handsets and telecommunication apparatus for carrier-current line systems or digital line systems and videophones, n.e.s.		600	

852499	Recorded media for sound or image reproducing phenomena, incl. matrices and masters for the production of records (excl. gramophone records, discs for laser reading systems, magnetic tapes, cards incorporating a magnetic stripe and goods of chapter 37)	25	30	
852520	Transmission apparatus incorporating reception apparatus, for radio-telephony, radio-telegraphy, radio-broadcasting or television		100	
870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicle	100		
980100	Antiques of > 100 years old	140	120	

### Barbados' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2008

HS	Commodity Description	GUAD	MAR	FGUI
190531	Sweet biscuits		4	
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like)		69,265	
220840	Rum and tafia			47,984
220870	Liqueurs and cordials	113,323		
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing antibiotic)	380	18,134	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	71,137		
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow)	3,895		
392310	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics		130	
392329	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	100		
442190	Other articles of wood, n.e.s.	110		
482110	Paper or paperboard labels of all kinds, printed	410,391	393,330	7,719
490110	Printed books, brochures and similar printed matter, in single sheets, whether or not folded (excl. periodicals and publications which are essentially devoted to advertising)	543	75	
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	156		76

490210	Newspapers, journals and periodicals, whether or not illustrated or containing advertising material, appearing at least four times a week		157	
490290	Newspapers, journals and periodicals, whether or not illustrated or containing advertising material (excl. those appearing at least four times a week)	493	50	
491000	Calendars of any kinds, printed, incl. calendars blocks	13,792		4,520
491110	Trade advertising material, commercial catalogues and the like	63	6,000	
491199	Printed matter, n.e.s.			50
610829	Women's or girls' briefs and panties of textile materials, knitted or crocheted (excl. cotton or man-made fibres)		90	
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted		2,160	134
620419	Women's or girls' suits of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, ski overalls and swimwear)	55		
620711	Men's or boys' underpants and briefs of cotton (excl. knitted or crocheted)		90	
620892	Women's or girls' singlets and other vests, briefs, panties, negliges, bathrobes, dressing gowns, housecoats and similar articles of man-made fibres (excl. knitted or crocheted, slips, petticoats, nightdresses and pyjamas, brassières, girdles, corsets and		449	
630259	Table linen of textile materials (excl. of cotton, flax or man-made fibres, knitted or crocheted)		3,390	
630631	Sails for boats, sailboards or landcraft, of synthetic fibres		1,000	
630790	Made up articles of textile materials, incl. dress patterns, n.e.s.	25		
691390	Statuettes and other ornamental ceramic articles, n.e.s. (excl. of porcelain or china)		56	
830629	Statuettes and other ornaments, of base metal, not plated with precious metal (excl. works of art, collectors' pieces and antiques)		25	
847160	Input or output units for digital automatic data processing machines, whether or not containing storage units in the same housing		147	
847170	Storage units for digital automatic data processing machines		1,024	
847330	Parts and accessories of automatic data processing machines or for other machines of heading 8471, n.e.s.	556	1,178	278
852499	Recorded media for sound or image reproducing phenomena, incl. matrices and masters for the production of records (excl. gramophone records, discs for laser reading systems, magnetic tapes, cards incorporating a magnetic stripe and goods of chapter 37)	197	40	
910211	Wrist-watches, whether or not incorporating a stop-watch facility, electrically operated, with mechanical display only (excl. of precious metal or of metal clad with precious metal)	120		
980100	Antiques of > 100 years old	2,500	400	

### 3.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

<b>Regulatory Issue</b>	<b>Description</b>
<b>Judicial System:</b>	<p>Barbados' legal system is derived from English common law and statutes. The courts administer the laws of Barbados, which consist solely of local legislation.</p> <p>The judicial system comprises a lower Magistrates court and the Supreme Court, which includes a court of Appeal and a High Court.</p> <p>The Attorney General is responsible for the administration of the legal and judicial system.</p> <p>Final appeal from Barbadian courts used to be to the Privy Council in England. Since the establishment of the Caribbean Court of Justice (CCJ), based in Trinidad and Tobago, the CCJ has superseded the Privy Council.</p>
<b>Visa &amp; Residency Requirements:</b>	<p>Barbados visa requirements do not entail travelers from the U.S, Canada or United Kingdom to possess a visa for Barbados.</p> <p>In most cases a visa is not required for entry to Barbados, just a valid passport and a valid return ticket.</p> <p>This only applies if your stay is for 90 days (3 months) or less.</p> <p><b>**A Business visa is required if you plan to work while in Barbados.</b></p>
<b>Employment Protection and anti-discrimination Laws:</b>	<p>For details on the regulatory environment governing employment and anti-discrimination, please visit:</p> <p><a href="http://www.lowtax.net/lowtax/html/jbslab.html#regulatory">http://www.lowtax.net/lowtax/html/jbslab.html#regulatory</a></p>
<b>Social Security Provisions:</b>	<p>Social security provisions in Barbados include:</p> <ol style="list-style-type: none"><li>1. Sickness benefit</li><li>2. Employment injury benefit</li><li>3. Disablement benefit</li><li>4. Death benefit</li><li>5. Maternity benefit/grant</li><li>6. Funeral grant</li><li>7. Survivor's benefit</li><li>8. Non-contributory old age pension</li><li>9. Old-age Contributory grant or pension</li></ol> <p>For details on the above provisions please visit: <a href="http://www.nis.gov.bb/index.cfm">http://www.nis.gov.bb/index.cfm</a></p>
<b>Types of businesses:</b>	<p>The legal types of businesses recognized in Barbados include:</p> <ol style="list-style-type: none"><li>1. Limited Liability Companies</li></ol>



2. Companies without share capital
3. Mutual Insurance Company
4. External Company
5. International Business Companies
6. Foreign Sales Corporations
7. General Partnerships
8. Limited Partnerships
9. Exempted Limited Partnerships
10. Societies with restricted liability
11. International Trusts
12. Trusts

**Minimum Share Capital**

The Barbados Companies Act does not specify a minimum capital requirement for companies.

**Tax treaties with CARIFORUM**

Barbados has in place an inter-regional double taxation treaty with CARICOM member states

**- Business Registration – process and time:**

The following information will be required in order to complete the registration of an external company in Barbados:

1. Name of the company
2. Jurisdiction within which the company was incorporated
3. Date of its incorporation
4. Manner in which it was incorporated
5. Period, if any, fixed by its corporate instruments for the duration of the company
6. Extent, if any, to which the liability of the shareholders or members of the company is limited
7. Undertaking that the company will carry on in Barbados
8. Date on which the company intends to commence any of its undertakings in Barbados
9. Authorized, subscribed and paid-up or stated capital of the company, any number of shares that the company is authorised to issue and their nominal or par value, if any
10. Full address of the registered or head office of the company outside of Barbados
11. Complete address of the principal office of the company in Barbados (no P.O. Box address is allowed), and
12. Full names, residential addresses and occupations of the directors of the company.

The following must also be provided to the Registrar:-

1. Statutory declaration by two directors of the company that verifies on behalf of the company the particulars listed above
2. Certified copy of the corporate instruments of the company;
3. Statutory declaration by an attorney-at-law indicating compliance with section 330(1) of the Companies Act
4. Power of attorney and a consent to act as attorney, empowering the person named in the power and resident in Barbados to act as attorney of the company for the purpose of receiving service of process in all suits and proceedings in Barbados and all lawful notices.

**Typical Cost of Registering an External Company** - The government fees associated with registering an external company are approximately US\$1,520. The average cost for professional fees associated with registering an external company ranges from US\$1,500 – US\$2,800.

- **Tax rates:**

**Corporate Tax**

The Corporate Tax rate is 25%, except where certain entities benefit from special incentives. In addition, under the Small Business Act, companies can qualify for a 15% corporate tax rate. Manufacturing companies also pay a tax rate of 15%.

**Other Taxes**

**Value Added Tax (VAT)** - In 1997 the government introduced the Value Added Tax (VAT) system. The VAT is levied at a rate of 15%. Exemptions are available to certain legal structures such as International Business Companies, SRLs, international banks and exempt insurance companies.

### 3.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal	<ul style="list-style-type: none"> <li>European business can provide legal consultancy services in that business' home law from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide legal services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market. Only a natural person can practice law.</li> </ul>
Accounting	<ul style="list-style-type: none"> <li>European business can establish a practice to provide accounting, auditing or taxation services. European business can also provide taxation services from Europe.</li> </ul>	
Medical	<ul style="list-style-type: none"> <li>European business can establish a practice to provide neurosurgery, epidemiological, or CATSCAN services.</li> <li>European business can provide midwives and nursing services, physiotherapeutic and paramedical services from Europe.</li> </ul>	
Veterinary	<ul style="list-style-type: none"> <li>There are no new European business opportunities for veterinary services</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>European business can provide engineering, architectural, urban planning and landscape architectural services from Europe.</li> <li>European business can establish a practice to provide integrated engineering services for transportation infrastructure turnkey projects, the construction of manufacturing turnkey projects, and for other turnkey projects. European business can also provide these services from Europe.</li> </ul>	
Other business services	<ul style="list-style-type: none"> <li>European business can establish a company to provide technical testing and analysis services, services incidental to fishing, and services incidental to manufacturing (except publishing and printing). European business can also provide these services from Europe.</li> <li>European business can provide services incidental to agriculture, hunting and forestry, and surface surveying services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide technical testing and analysis services.</li> </ul>	*
Communication services	*	
Construction services	<ul style="list-style-type: none"> <li>European business can establish a company to provide services related to construction work for long distance pipelines, communication and power lines (cables); local pipelines, cables and ancillary works; mining and manufacturing; stadia and sports grounds; other sport and recreation installations (e.g. swimming pools, tennis courts, golf courses); and for engineering works. European business can also provide these services from Europe.</li> </ul>	
Distribution services	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following distribution services: Commission agents' services; wholesale trade</li> </ul>	

	<p>services (except fresh fruit and vegetables, dairy products, eggs, edible oils and fats, poultry and poultry products); retail sales of motor vehicles, parts and accessories; sale, maintenance and repair services of motorcycles and snowmobiles (except maintenance and repair of motorcycles), and sales of parts and accessories; retail sales of motor fuel; and franchising services. European business can also provide these services from Europe or to Caribbean consumers who receive those services within Europe.</p>	
Education	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide sewage services. European business can also provide sewage services, hazardous waste collection, treatment and disposal services, and cleaning services of exhaust gases from Europe.</li> <li>European business can establish a company to provide noise abatement services and services related to closed loop pollution control systems for factories.</li> <li>Contractual service suppliers and independent professionals can obtain visas to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	
Financial services	*	*
Health & Social services	<ul style="list-style-type: none"> <li>European business can establish a hospital or ambulance service in Barbados. European business can also provide hospital and ambulance services from Europe or to Caribbean consumers who travel to Europe.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or provide marinas.</li> <li>European business can establish a company to provide spa services. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the services.</li> </ul>	
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can open an agency to provide theatrical producer, singer group, band and orchestra entertainment services, and circus, amusement park and similar attraction services. European business can also provide these services from Europe.</li> <li>European business can open a news agency or provide news agency services to newspapers and periodicals from Europe.</li> <li>European business can establish a sports event promotion, organization or other sports service agency or facility.</li> </ul>	
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following transport services: International maritime transport services for freight; internal waterways transport services for freight; rail transport services for passengers and freight; and road transport services for freight (excluding mail). European</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to key personnel, contractual service suppliers and independent professionals providing maritime transport services for freight. Main criterion is availability of</li> </ul>

	<p>business can also provide those services from the European to the Caribbean or to Caribbean consumers who receive the service within Europe.</p> <ul style="list-style-type: none"> <li>▪ European business can provide air transport services for freight (excluding mail) from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> <li>▪ European business can establish a company to provide passenger transportation by man- or animal-drawn vehicles.</li> <li>▪ Contractual service suppliers and independent professionals can obtain visas to provide maritime transport services for freight.</li> </ul>	persons with the requisite skills in the local labour market.
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>▪ European business can establish a company to provide the following services auxiliary to transport:</li> <li>▪ Rental services of aircraft with crew; computer reservation system services for air transport; pushing and towing services for rail transport; supporting services for rail transport; rental services of commercial vehicles with operator; supporting services for road transport (except parking services); and storage and warehousing services for all modes of transport. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> </ul>	
Energy services	<ul style="list-style-type: none"> <li>▪ There are no new European business opportunities</li> </ul>	
Other services	<ul style="list-style-type: none"> <li>▪ European business can establish a company to provide funeral, cremation and undertaking services; and dyeing and colouring services. European business can also provide these services from Europe or to Caribbean consumers who receive the service within Europe.</li> </ul>	

\* - See complete document for reservations and commitments  
Cells are left blank where there are no reservations

## Other Sources

Economic Data (GDP, Inflation, population):	International Monetary Fund, World Economic Outlook Database, October 2008 < <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a> > World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009. < <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a> >
Internet Penetration	UNDP < <a href="http://hdr.undp.org">hdr.undp.org</a> >
Human Development Index Ranking	MAPCROW < <a href="http://www.mapcrow.com">www.mapcrow.com</a> >
Distance between countries (Miles)	INTUTE < <a href="http://www.intute.ac.uk">www.intute.ac.uk</a> >
Main Exports & Main Industries	How Many Hours? < <a href="http://www.howmanyhours.com">www.howmanyhours.com</a> >
Distance between countries (Hours)	<a href="http://www.totallybarbados.com/barbados/Business/Government_and_Legal_System/">http://www.totallybarbados.com/barbados/Business/Government_and_Legal_System/</a> <a href="http://www.investbarbados.org/docs/Doing%20Business%20in%20Barbados.pdf">http://www.investbarbados.org/docs/Doing%20Business%20in%20Barbados.pdf</a>
Judicial System	<a href="http://www.lowtax.net/lowtax/html/jbscos.html">http://www.lowtax.net/lowtax/html/jbscos.html</a>
Setting up business – Cost and Time	<a href="http://www.vacation-in-barbados.com/barbados-visa-requirements.html">http://www.vacation-in-barbados.com/barbados-visa-requirements.html</a>
Types of companies	<a href="http://www.lowtax.net/lowtax/html/jbslab.html#regulatory">http://www.lowtax.net/lowtax/html/jbslab.html#regulatory</a>
Visa & Residency Requirements	<a href="http://www.mydeltaquest.com/english/prices_Barbados-offshore-company">http://www.mydeltaquest.com/english/prices_Barbados-offshore-company</a>
Employment & anti-discrimination laws	<a href="http://www.investbarbados.org/docs/Doing%20Business%20in%20Barbados.pdf">http://www.investbarbados.org/docs/Doing%20Business%20in%20Barbados.pdf</a>
Minimum Share Capital	CIA
Tax Rates	CARICOM Secretariat
Main Exports/Industries	ITC < <a href="http://www.intracen.org/">http://www.intracen.org/</a> >
Trade Export Data	CARICOM
EPA Commitments	< <a href="http://www.caricom.org/jsp/single_market/taxation">http://www.caricom.org/jsp/single_market/taxation</a> > <a href="http://www.ocra.com/jurisdictions/barbados_ibc.asp">http://www.ocra.com/jurisdictions/barbados_ibc.asp</a>
Tax treaties with CARIFORUM	
Social Security Provisions	

### 3.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Foodstuffs  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>For the period, Barbados exported four main types of foodstuffs. Among them were food preparations, rum and tafia, protein concentrates and textured protein substances and bread, pasty, cakes, biscuits and other bakers' wares.</li> </ul>	<ul style="list-style-type: none"> <li>Bajan producers clearly possess the domestic capacity to offer foodstuffs to the FCOR.</li> <li>Since EU standards are being met, exporters should seek to deepen penetration in FCOR and target markets in mainland EU.</li> </ul>
Chemical and Allied industries  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Barbados exported a variety of chemical and allied industry products between 2006 and 2008.</li> <li>Its top earning exports included: perfumes and toilet waters, Insecticides put up for retail sale or as preparations or articles</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has been exporting these products to all three FCOR territories and clearly meets the EU standards</li> <li>New markets should therefore be sought in the wider EU</li> </ul>
Wood and Wood products (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Wood and wood products generate the greatest income of all categories of goods exported by Barbados to the FCOR between 2006 and 2008.</li> <li>Its highest earning good was paper or paperboard labels of all kinds, printed</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has the domestic capacity and producers clearly have the know-how to supply these products to the FCOR.</li> <li>Since lucrative markets exist, producers should continue exporting these types of goods to the FCOR while simultaneously seeking new markets in the wider EU.</li> </ul>
Textiles  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Barbados recorded exports of textiles to FCOR territories for all years examined. Though quantities are not great, a variety of goods are exported especially to Martinique.</li> </ul>	<ul style="list-style-type: none"> <li>Bajan exporters of textiles should continue exporting textiles to the FCORs and look for new markets.</li> </ul>
Machinery and electrical  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Barbados recorded a variety of machinery and electrical exports to all three FCOR territories for the period 2005-2008</li> <li>Among its highest earners were: parts and accessories of automatic data processing machines, wire wound variable electrical resistors, parts of pumps for liquids, data-processing machines, automatic,</li> </ul>	<ul style="list-style-type: none"> <li>Since EU standards are being met for Barbados' exports of machinery and electrical goods, producers should continue exporting these products to the FCOR and seek bigger markets in the EU.</li> </ul>

	digital, portable.	
<p>Tourism</p> <p><b>Sources: European Travel Commission website</b></p>	<ul style="list-style-type: none"> <li>The European Travel Commission estimates that European tourism growth will pick up again after a 6% decline in 2009. The industry is still estimated to be well over US\$6 trillion.</li> <li>Multi-destination tourism presents an opportunity for Barbados in that it can be relatively easily accessed from Martinique via LIAT. Visitors to Martinique (from France) could be enticed to Barbados for a few days during a visit from the EU.</li> <li>The primary target clientele for this type of Tourism is the more adventurous, culturally oriented tourist, who wishes to interact with the host community.</li> <li>Group business is the greatest opportunity – sports team, business groups, and charters. Sports tourism is a big opportunity because there is always a sporting event going on</li> <li>Associations often select Barbados as a conference destination and to learn English</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has the capacity to support more tourism originating from the FCORs or the EU.</li> <li>Barbados has an excellent variety of hotels, restaurants and beaches – in general it is a globally recognized brand in the tourism market.</li> <li>Tourism is therefore still one of the greatest opportunities for Barbados.</li> <li>Barbados has facilities to cater to Conferences.</li> </ul>
<p>Creative Industries</p> <p><b>Sources: Invest Barbados; Strategic Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007 and Focus Group Discussions</b></p>	<ul style="list-style-type: none"> <li>World Tourism Organisation has estimated that 37% of all international trips include a cultural component</li> <li>Cultural tourism is a growing market and 2002 estimates projected an annual growth rate of 15%</li> <li>Trend is being driven by the retirement of the well-educated, well-travelled baby boomer generation</li> <li>Crop Over has also created a domestic and international market for Bajan music and offers an opportunity to showcase local styles and talent</li> <li>Barbadian Music sector is</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has a strong capability in smaller-scale video production for TV and advertising purposes</li> <li>Firms have the necessary facilities and the necessary skills to provide these services - exports provide a good opportunity to grow beyond the boundaries of the local market</li> <li>The country has good quality studios, skilled producers that have the capability to produce music, and a capability in artist management services</li> <li>The success of Bajan artists such as Rihanna and Rupee has raised the international profile of the domestic music scene providing a platform for increased exports</li> </ul>



	<p>organized with about 500 musicians. The local musicians love CAMINO which was recently formed in Martinique</p>	
<p>Education and Translation</p> <p><b>Sources: Invest Barbados; Strategic Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007</b></p> <p><b>And Focus Group discussions</b></p>	<ul style="list-style-type: none"> <li>Worldwide market for education exports is estimated to be worth US\$30 billion and expected to triple in the next 20 years</li> <li>Growth being fuelled by the emergence of English as the dominant global language; Market for TVET is growing as the need for specialty skills arise</li> <li>British Council estimated a potential market size of almost 58 million students</li> <li>There will be increased need for Translation services as trade between the FCORs and CARIFORUM expands</li> <li>Barbadian children should go to the French islands to immerse themselves in the language</li> <li>Pastry chefs from Martinique could come and train Barbadians in the art of pastry making</li> <li>Focus group discussions in the FCORs suggest that there is scope for improved customer service in the hospitality industry. Hotel office staff in Martinique could do internships in Barbados</li> </ul>	<ul style="list-style-type: none"> <li>ELT and TVE are both provided by the state-run Barbados Community College (BCC) as well as by a number of smaller scale private sector firms</li> <li>Barbados is relatively close to major regional source markets such as the FCORs, Brazil, Venezuela</li> <li>Visa requirements are not very restrictive.</li> <li>Barbados has some competent Translators.</li> <li>There is a history of student exchange programmes with the FCORs, these should be further promoted.</li> <li>There are programmes in place in Barbados for students in Martinique and Guadeloupe to learn English as a second language</li> </ul>
<p>Health &amp; Wellness – <i>Medical Tourism, wellness, research and diagnostics, nursing and elderly care</i></p> <p><b>Sources: Invest Barbados; Strategic</b></p>	<ul style="list-style-type: none"> <li>World market for health and wellness tourism is estimated to be worth US\$40 billion a year, growing at a rate of 30% per annum</li> <li>Medical tourism industry has been primarily driven by rapidly rising healthcare costs in developed countries.</li> <li>This may be more appealing to persons from the EU that may want a warmer climate</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has a well developed public and private health care facilities, skilled doctors/specialists and sound medical infrastructure</li> <li>Barbados has an opportunity to establish a niche in medical tourism, especially aimed at the high end of the market</li> <li>Barbados has capability in high-end spas attached to hotels offering a wide range of treatments; world-class facility at Le Sport</li> </ul>

<b>Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007</b>	<p>especially in the winter.</p> <ul style="list-style-type: none"> <li>Cost of healthcare may not be as great an opportunity as it is with the USA because of subsidized healthcare in most EU countries.</li> </ul>	<ul style="list-style-type: none"> <li>Barbados has sound medical infrastructure and ability to offer long-term care</li> </ul>
<p>Business Development</p> <p><b>Sources: Invest Barbados; Strategic Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007</b></p>	<ul style="list-style-type: none"> <li>Outsourcing of legal services- estimated global market size varies from US\$3-\$5 billion (<i>litigation and contract support, intellectual property work, patent applications, etc.</i>)</li> <li>Outsourcing of finance and accounting functions is a well-established trend that has been growing rapidly</li> <li>The size of the international market for management consulting services is difficult to pinpoint because many of the functions and services are integrated with the IT market. Excluding IT, estimated global market is somewhere between US\$50-60 billion. There is an opportunity for consultants to work with hotels in research and feasibility studies</li> <li>With respect to the FCORs and the EU the greatest possibilities exist in terms of joint ventures or to support persons from the FCORs or EU who wish to do business in CARIFORUM</li> </ul>	<ul style="list-style-type: none"> <li>Local lawyers are well-educated and their English common law- based legal system provides them with legal skills required for conducting outsourced work from the US legal system</li> <li>Barbados has a large base of lawyers and the Bar Association has approximately 520 members</li> <li>Local accounting industry is well-developed and is able to offer quality services across a wide range of specialities</li> </ul>
<p>ICT</p> <p><b>Sources: Invest Barbados; Strategic Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007</b></p> <p><b>(IT experts in Trinidad &amp; Tobago (Mr. Arthur Phidd) and Jamaica (Mr. Carlton Samuels))</b></p>	<ul style="list-style-type: none"> <li>Worldwide research and development in ICT reached US\$12 billion in 2010</li> <li>Offshore spending on application development services are estimated to reach US\$50 billion by 2010</li> <li>The global IT off-shoring market is very large and there is an increase in demand for services such as hosting services, E-Learning, home security systems, and networking management systems, which do not depend on the spoken</li> </ul>	<ul style="list-style-type: none"> <li>Though Barbados is an English-speaking country, ICT experts claim that language only becomes an issue when the service delivery itself is predicated on mastery of French. So, for example, the English-speaking Caribbean would offer little support for so-called direct frontline customer service offerings driven by voice-type interventions.</li> <li>With respect to back office type services however - database management, OLTP, image processing, data entry (in fact anything to do with structured data processing), then the language competence requirement is secondary and may not even exist.</li> </ul>

	<p>language.</p> <ul style="list-style-type: none"> <li>The globalisation of services in context should also be noted; a French firm may be interested in English-speaking outsourced services because it might be the most-cost-effective way to address an English-speaking market segment that they now service. For example, a company like Total, for example, and its worldwide spread.</li> </ul>	<ul style="list-style-type: none"> <li>Quality of services seems to be high and the industry is supported by a sound education system that produces between 300-400 ICT graduates yearly</li> <li>Wide range of domestic capabilities in software design, consulting, data service, database training</li> </ul>
<p>Construction and related services</p> <p><b>Sources: Invest Barbados; Strategic Marketing Plan for the Promotion of Professional Services Exports – Barbados January 2007</b></p>	<ul style="list-style-type: none"> <li>Global market for construction related, knowledge-based services, principally architecture and engineering, is estimated to be worth around US\$600 billion</li> <li>A quarter of these, US\$150 billion, are carried out in-house by construction companies</li> <li>US\$150 billion by firms whose principal business is not consulting engineering, and</li> <li>Roughly a half (US\$300 billion) by firms who are principally architects and consulting engineers.</li> </ul>	<ul style="list-style-type: none"> <li>Firms have particular expertise in delivering construction-management services for the tourism industry</li> <li>Both in terms of size and quality, the engineering sector in Barbados is among the best in the region</li> <li>A particularly strong capability in civil and structural engineering exists in Barbados</li> <li>As integration between the French and English Caribbean develops there will be more demand for these services. Joint ventures and partnerships will present the greatest opportunities.</li> </ul>
<p>Renewable energy</p> <p><b>(Source: Focus Group discussions and interviews)</b></p>	<ul style="list-style-type: none"> <li>The global and regional demand for energy is continually growing</li> <li>The opportunity here is in utilizing FCOR expertise from Guadeloupe to develop efficient operations in Barbados and lead to import substitution and the possibility of export.</li> <li>A geothermal plant is planned for Nevis which is expected to not only satisfy the domestic market but also exported by underwater cable to other Caribbean Territories.</li> </ul>	<ul style="list-style-type: none"> <li>Several entities in Barbados are involved in renewable energy – producers of renewable energy can supply the national grid.</li> <li>Like all other Caribbean countries, solar energy should be considered an option given the abundance of sunshine in the region</li> </ul>

## Other Opportunities and Strengths

- It should be noted that apart from the products identified earlier, Barbados exported to the FCORs during the 2006-2008 period, small amounts of animal

products, vegetable products, plastics, skins & furs, footwear/ headgear, stone/glass, metals, and transportation.

- No visas required for entry into the FCORs for 90 days or less for Barbadians
- In the area of services, the BCSI has experience on arranging successful Trade Missions to the U.K. so the lessons learned can be applied to the FCORs. For example, joint venture/partnership arrangements were signed by participants.
- MRA negotiations (OTN, funded by TradeCom is focussing on the Architecture, Engineering and Accounting – when negotiations are complete this should provide opportunities for Barbadian in these industries.
- Joint ventures between Artistes and Promoters to bring Caribbean French Caribbean Artistes to CARIFORUM and vice-versa. For example, Krosfyah (Barbadian Band) is popular in Martinique.
- There are business guides in terms of how to establish business in Martinique and Guadeloupe. Caribbean Export has been working with the Regional Council from Martinique in this regard to produce similar guides for CARIFORUM.
- The Mount Gay (Barbadian rum acquired by Remy Martin) business Model should be examined as the rum is exported to France
- French Cuisine is supposed to be excellent so we need to get more local persons trained in French cuisine so this type of product can be offered in Barbados.

### **3.7 Barriers/Weaknesses/Threats**

- Given that Barbados is an English-speaking country language will present a barrier in areas such as bilingual labelling, reading French websites, and documentation, and communicating effectively in meetings. However, this can be addressed with language training. The Chamber of Commerce and Industry in Martinique has a number of French modules which can be accessed by persons from CARIFORUM.
- People in Barbados are more inclined to seek export opportunities in the UK and SLU than the FCOR based on historic connections. However, this mindset can be changed if the opportunities in the FCOR are real and achievable.
- With respect to trade in services, people are not used to it so it is hard to get them motivated
  - Unsure about new markets
  - Comfortable with small domestic markets
  - Understand culture
  - Minimal local competition
- There is no French Caribbean Representation in the Caribbean Spa and Wellness Association. However, this can easily be addressed and used as an opportunity.

- High Cost of Air Transportation between Barbados and the French Caribbean – there is no ferry option like in the case of Dominica and St. Lucia. Airlift has always been a challenge....there is one LIAT flight per day shared with SLU
- Cultural Diversity – “French Caribbean may be too French and Barbados is too English” this may impact the desire to do business with each other. It may therefore take a while in terms of the entertainment and cultural linkages and may require a re-socialisation of both sets of people – both have unique products to offer.
- French Caribbean Students have to pay the full economic cost at UWI (Cavehill) so this is a deterrent to their studying in Barbados.
- Barbados has exchange controls in place for capital flows.

### **3.8 Government Policy Requirements**

- Foster co-operation between the universities in the French Caribbean and the UWI to facilitate joint programmes
- Work with FCOR public and private sector to establish a Caribbean English TV Channel in Martinique and Guadeloupe
- Promotion of exchange programmes in sports and culture with the FCORs. However standardised customs and shipping charge need to be negotiated with the relevant authorities. Yachting, shooting etc. are major sporting activities in Martinique so persons from the FCORs should be invited to participate in these types of sporting events.
- Collaborate with FCORs on Management of Disasters in the region because the FCORs have this expertise in place e.g. FCORs can provide some guidelines on Earthquake and Hurricanes
- Seek effective strategies for developing the creative industries because of the great potential (just as they have a budget for tourism).
- Accelerate the programme for granting work permits for interns from the FCOR who wish to come on exchange programmes in Barbados (especially in tourism) - it often takes so long that it leaves no time for the intern to commence the internship.
- Encourage French language training by making coordinated arrangements to exploit and embrace the services of Alliance Francaise.
- Strategically organize production of agricultural products especially for the hotel sector so that it does not have to be imported – for example, there is now a local producer of romaine lettuce so rather than having too many other producers of

romaine lettuce, there should be some coordination to produce another agricultural product required by the hotel sector.

### **3.9 Recommendations for Caribbean Export**

- Coordinate and provide the impetus for regional Governments to negotiate cheaper airfares (for the whole region) to stimulate more cargo and services trade.
- Coordinate the relevant agencies to facilitate cross advertising of products and services in Barbados and the FCORs. The Tourism Authorities in Barbados should collaborate with its counterparts in the FCORs (especially Martinique) to have Trade Missions to promote their respective tourism products and how multi-destination activities can be executed.

### 3.10 Case Study: Barbadian Company preparing to export goods to the French Caribbean

Company: Cot Media Group  
#16 Newton Industrial Estate,  
Christ Church BB17047,  
Barbados, W.I.

Cot Media Group, founded over 30 years ago by a local Barbadian family, continues to propel itself into the future. The company started out as a small printing company and now has a total of 5 affiliated company based in Barbados.

Recently, the managers of COT made a decision expand their market size and are now in the process of organizing the company's resources to export brewery labels to the French Caribbean, in particular, Martinique.

So far, the only barrier to trade encountered by Cot Media group in their preparation to export to Martinique is language. The company has had to ensure that it has a representative who is capable of speaking french as the local manufacturers who will be receiving its goods in Martinique are not fluent in English. Language has also created some issues with documentation as most documents required to be filled out to facilitate the exporting process are in French.

In terms of transportation, Cot Media Group has found that the cost of shipping is no greater than the cost of shipping to any other Caribbean island and the company is currently exploring which mode of transport it will use to ship its labels to Martinique. Some of the possible carriers however include Liat, Air Caribe, Amerijet and DHL's freight services. The choice of shipping will eventually be based on the size and weight of the shipment and the route taken by the carrier.

Because of the type of good that Cot Media Group will be exporting to Martinique, the company is not required to deal directly with local distributors. Labels are shipped directly to manufacturers who then use these labels as a part of their end products. Though Cot Media group currently has no intention of tapping into the EU market through Martinique, the company suspects that their labels will eventually reach the EU market through Martinican exporters who use their labels as a part of their packaging.

Date: Thursday June 3, 2010

## **4.0 Dominica – Country Case Study**

### **4.1 Summary Findings**

- Dominica is considered one of the poorest Caribbean economies. The country's main asset is probably a buoyant nature endowment. Some of the reasons behind the poor economic performance lie in the lack of diversification of the economy and the decline of agriculture (bananas), traditionally Dominica's main export sector.
- Main exports to Dominica's closest neighbours - Martinique and Guadeloupe - are vegetables and fruits (manioc, bananas, coconuts, avocados, oranges, grapefruits, etc.), hygiene products (soaps, paper, etc), semi-processed agro products (sauces, condiments, etc), waters and non-alcoholic beverages.
- A lot of trading (in snake oil, ginger wine and agricultural goods) is done through the hucksters, which is not legalized in the FCORs. Informal trade between Dominica and the FCORs is hard to quantify but is commonly acknowledged.
- Dominica also exports significant volumes of sands, pebbles, gravels and similar mineral products to Guadeloupe.
- Clearly distance and freight rates make it difficult to trade with French Guiana.
- Services account for over 60% of GDP. Main service activities are:
  - Public and governmental services
  - Financial services
  - Sales
  - Communication

However, apart from financial services, these sectors provide for unskilled and low-paid jobs.

- Neighbouring FCOR islands (and some CF islands) provide Dominica with tourism revenues, thanks to the green fauna and to a lesser extent its music festivals. Better maritime connections should attract more European customers through the FCORs.
- Although since December 2009, several Caribbean countries have started to benefit from more flexible visa requirements (up to 90 day visa waiver); the FCORs' closest neighbours Dominica and St Lucia have less favourable requirements. Dominicans also experience difficulties to obtain visas for the Schengen area, thus a barrier to trade with mainland EU.
- SPS standards, the lack of proper transport connections and French banking lengthy processes remain the main barriers to trade with the FCORs.
- Dominica's Strategic Marketing Plan points to increasing value addition in service sectors and ensure the transition to a knowledge-based economy to generate more productivity and higher wages. Six main sectors are targeted:
  - Health & Wellness
  - Education
  - Business Development Services
  - ICT
  - Construction-Related Services
  - Production Services for the Entertainment Industry



Dominica can build upon some comparative advantages facilitating the transition: skilled and flexible Dominican workforce, geographic location, natural endowments and openness through tourism.

- It is also recommended that Dominica add high value to a selection of refined traditional products to compensate for the lack of production capacities (natural soaps, food preparations, etc.)
- **Companies responsible for greatest levels of exports:**

DCP-Colgate Palmolive, Clear Harbour, West Indies Aggregates, Carib Sand and Stone, Harris Paints, P.W. Bellot, Construction and Materials Services.

## 4.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	0.483
GDP, current prices (U.S Dollar, Billions)	0.364
GDP per capita, constant prices (National Currency)	6,729.76
GDP per capita, current prices (US Dollar)	5,081.87
Inflation, average consumer prices (Index, 2000=100)	120.953
Population	0.072
HDI Rating	High
Internet Penetration % Population (Penetration)	37.80%
Distance from Miami - Miles	1407.47
Distance from London – Miles	4151.93
Distance from Paris – Miles	4222.34
Distance from Miami - Hours	3
Distance from London – Hours	9
Distance from Paris – Hours	9
Main Exports	bananas, soap, bay oil, vegetables, grapefruit, oranges
Main Industries	soap, coconut oil, tourism, copra, furniture, cement blocks, shoes

All economic data are 2008 figures from International Monetary Fund, World Economic Outlook Database, October 2009

The Internet information is from World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009

### 4.3 Exports to the French Caribbean (HS 6-Digit Level)

Dominica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2005

HS	Commodity Description	GUAD	MAR	FGUI
040900	Natural honey	201		
060290	Live plants, incl. their roots, and mushroom spawn (excl. bulbs, tubers, tuberous roots, corms, crowns and rhizomes, incl. chicory plants and roots, unrooted cuttings and slips, fruit and nut trees, rhododendrons, azaleas and roses)	93		
060310	<b>Fresh cut flowers and flower buds, for bouquets or for ornamental purposes</b>	<b>4,867</b>	<b>15</b>	
060390	Dried, dyed, bleached, impregnated or otherwise prepared cut flowers and buds, for bouquets or for ornamental purposes	163		
070390	Leeks and other alliaceous vegetables, fresh or chilled (excl. onions, shallots and garlic)		645	
070700	Cucumbers and gherkins, fresh or chilled	79		
070930	Fresh or chilled aubergines	41		
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta	34		
070990	<b>Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces of the species Lactuca sativa and Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes and similar edible ro</b>	<b>2,313</b>	<b>8,349</b>	
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets	132	344	
071490	<b>Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po</b>	<b>572,105</b>	<b>81,490</b>	
080119	<b>Fresh coconuts, whether or not shelled or peeled</b>	<b>18,144</b>	<b>5,848</b>	
080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, Brazil nuts, cashew nuts, almonds, hazelnuts, walnuts, chestnuts "Castania spp." and pistachios)	194		
080300	<b>Bananas, incl. plantains, fresh or dried</b>	<b>388,562</b>	<b>1,502</b>	
080430	Fresh or dried pineapples	1,610	73	
080440	<b>Fresh or dried avocados</b>	<b>501,918</b>	<b>12,187</b>	
080450	Fresh or dried guavas, mangoes and mangosteens	666	2,244	
080510	<b>Fresh or dried oranges</b>	<b>87,877</b>	<b>5,236</b>	
080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids	1,597		
080530	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia"	1,238	254	
080540	<b>Fresh or dried grapefruit</b>	<b>190,212</b>	<b>20,621</b>	
080720	Fresh pawpaws "papayas"	964		

081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes,	1,253	65	
090111	Coffee (excl. roasted and decaffeinated)	189		
090121	Roasted coffee (excl. decaffeinated)	72		
090411	Pepper of the genus Piper, neither crushed nor ground	787		
<b>090610</b>	<b>Cinnamon and cinnamon-tree flowers (excl. crushed and ground)</b>	<b>20,240</b>	<b>10,806</b>	
090810	Nutmeg	876		
<b>091010</b>	<b>Ginger</b>	<b>12,601</b>	<b>15,050</b>	
091020	Saffron	9,710	1,912	
091030	Turmeric "curcuma"		28	
091040	Thyme and bay leaves	70		
091091	Mixtures of different types of spices	110		
091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamon-tree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,	431		
<b>110620</b>	<b>Flour, meal and powder of sago or of roots or tubers of manioc, arrowroot, salep, sweet potatoes and similar roots and tubers with a high content of starch or inulin of heading 0714</b>	<b>767</b>	<b>19,341</b>	
121292	Sugar cane, fresh, chilled, frozen or dried, whether or not ground		89	
130190	Natural gums, resins, gum-resins, balsams and other natural oleoresins (excl. gum Arabic)	1,847		
170111	Raw cane sugar (excl. added flavouring or colouring)		83	
180100	Cocoa beans, whole or broken, raw or roasted	922		
180310	Cocoa paste (excl. defatted)	2,357		
180500	Cocoa powder, not containing added sugar or other sweetening matter	231		
190530	Sweet biscuits, waffles and wafers, whether or not containing cocoa (excl. with water content of > 10%)	111		
200791	Citrus fruit jams, jellies, marmalades, purees or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenized preparations of subheading 2007.10)	1,496		
200799	Jams, jellies, marmalades, purees or pastes of fruit, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. citrus fruit and homogenized preparations of subheading 2007.10)	1,496	1,106	
200919	Orange juice, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit and frozen)	36		
200980	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples)		7,767	

200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	383		
210390	<b>Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)</b>	<b>9,979</b>	<b>14,914</b>	
220190	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity)	571	283	
220210	<b>Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage</b>	<b>110,914</b>	<b>2,109</b>	
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	24,494	43,950	
220300	Beer made from malt	272		
220429	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of > 2 l (excl. sparkling wine)	74		
250590	<b>Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold- and platinum-bearing sands, zircon, rutile and ilmenite sands, monazite sands, and tar or asphalt sands)</b>	<b>1,382,356</b>	<b>37</b>	
251710	<b>Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated</b>	<b>570,479</b>	<b>44</b>	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	1,903	11,470	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow)		1,084	
330749	Preparations for perfuming or deodorizing rooms, incl. odoriferous preparations used during religious rites (excl. agarbatti and other odoriferous preparations which operate by burning)		25	
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.		399	
340111	<b>Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products</b>	<b>40,686</b>	<b>31,481</b>	
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	3,473		
340120	Soap in the form of flakes, granules, powder, paste or in aqueous solution	44		
441700	Tools, tool bodies, tool handles, broom or brush bodies and handles, of wood; boot or shoe lasts and shoetrees, of wood (excl. forms used in the manufacture of hats, forms of heading 8480, other machines and machine components, of wood)	89		

460210	Basketwork, wickerwork and other articles, made directly to shape from plaiting materials or made up from goods of heading 4601, and articles of loofah (excl. wall coverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; v	1,704		
460290	Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials of heading 4601 (excl. wall coverings of heading 4814; twine, cord and rope; footwear and hea	1,194	93	
611490	Special garments for professional, sporting or other purposes, n.e.s., of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton and man-made fibres)		398	
620439	Women's or girls' jackets and blazers of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, wind-jackets and similar articles)	693		
620459	Women's or girls' skirts and divided skirts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted and petticoats)	1,644		
620469	Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, panties and swimwear)		2,069	
620590	Men's or boys' shirts of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)	600	3,631	
620620	Women's or girls' blouses, shirts and shirt-blouses of wool or fine animal hair (excl. knitted or crocheted and vests)		178	
620690	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)	1,580	4,671	
620899	Women's or girls' singlets and other vests, briefs, panties, negliges, bathrobes, dressing gowns, housecoats and similar articles of textile materials (excl. of cotton or man-made fibres, knitted or crocheted, slips, petticoats, nightdresses and pyjamas,		2,584	
620920	Babies' garments and clothing accessories of cotton (excl. knitted or crocheted and hats)		315	
630251	Table linen of cotton (excl. knitted or crocheted)		164	
630259	Table linen of textile materials (excl. of cotton, flax or man-made fibres, knitted or crocheted)		556	
630391	Curtains, incl. drapes, and interior blinds, curtain or bed valances of cotton (excl. knitted or crocheted, awnings and sunblinds)		1,678	
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	200		
650590	Hats and other headgear, knitted or crocheted, or made up from lace, felt or other textile fabric, in the piece (but not in strips), whether or not lined or trimmed (excl. hair-nets, headgear for animals, and toy and fancy-dress headgear)	56		
850590	<b>Electro-magnets and their parts (excl. magnets for medical use); electro-magnetic or permanent magnet chucks, clamps and similar holding devices and their parts, n.e.s.</b>	<b>7,044</b>		
940169	Seats, with wooden frames (excl. upholstered)	74		
940350	Wooden furniture for bedrooms (excl. seats)	861		

940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	700		
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Dominica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level:  
**2006**

HS	Commodity Description	GUAD	MAR	FGUI
060310	Fresh cut flowers and flower buds, for bouquets or for ornamental purposes	4,889		
060390	Dried, dyed, bleached, impregnated or otherwise prepared cut flowers and buds, for bouquets or for ornamental purposes	141		
070930	Fresh or chilled aubergines	20		
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta	67		
<b>070990</b>	<b>Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces of the species Lactuca sativa and Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes and similar edible ro</b>	<b>4,820</b>	<b>2,688</b>	
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets	214	358	
<b>071490</b>	<b>Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po</b>	<b>509,380</b>	<b>45,505</b>	
<b>080119</b>	<b>Fresh coconuts, whether or not shelled or peeled</b>	<b>21,518</b>	<b>2,804</b>	
080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, Brazil nuts, cashew nuts, almonds, hazelnuts, walnuts, chestnuts "Castania spp." and pistachios)	10		
<b>080300</b>	<b>Bananas, incl. plantains, fresh or dried</b>	<b>213,139</b>		
080430	Fresh or dried pineapples	477		
<b>080440</b>	<b>Fresh or dried avocados</b>	<b>325,432</b>	<b>13,980</b>	
080450	Fresh or dried guavas, mangoes and mangosteens	3,090	1,854	
<b>080510</b>	<b>Fresh or dried oranges</b>	<b>73,321</b>	<b>2,101</b>	
080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids	1,459		
<b>080540</b>	<b>Fresh or dried grapefruit</b>	<b>109,860</b>	<b>12,359</b>	
080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus latifolia"	3,750	78	
080720	Fresh pawpaws "papayas"	56		
080910	Fresh apricots	107		
081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes,	1,481	407	
<b>090111</b>	<b>Coffee (excl. roasted and decaffeinated)</b>	<b>5,832</b>		
090190	Coffee husks and skins; coffee substitutes containing coffee in any proportion	418		
090240	Black fermented tea and partly fermented tea, whether or not flavoured, in immediate packings of > 3 kg	178		
090411	Pepper of the genus Piper, neither crushed nor ground	761	45	
<b>090610</b>	<b>Cinnamon and cinnamon-tree flowers (excl. crushed and ground)</b>	<b>21,350</b>	<b>9,393</b>	

090810	Nutmeg	2,680	6	
<b>091010</b>	<b>Ginger</b>	<b>11,651</b>	<b>9,534</b>	
<b>091020</b>	<b>Saffron</b>	<b>4,927</b>	<b>560</b>	
091091	Mixtures of different types of spices	19		
091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamontree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,	871		
<b>110620</b>	<b>Flour, meal and powder of sago or of roots or tubers of manioc, arrowroot, salep, sweet potatoes and similar roots and tubers with a high content of starch or inulin of heading 0714</b>	<b>869</b>	<b>24,850</b>	
130190	Natural gums, resins, gum-resins, balsams and other natural oleoresins (excl. gum Arabic)	4,220		
151319	Coconut oil and its fractions, whether or not refined, but not chemically modified (excl. crude)	136		
180100	Cocoa beans, whole or broken, raw or roasted	856		
180310	Cocoa paste (excl. defatted)	3,047		
200791	Citrus fruit jams, jellies, marmalades, purees or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenized preparations of subheading 2007.10)	1,521		
200799	Jams, jellies, marmalades, purees or pastes of fruit, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. citrus fruit and homogenized preparations of subheading 2007.10)	761	2,209	
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade)		33	
<b>200980</b>	<b>Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples)</b>	<b>297</b>	<b>24,000</b>	
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	1,093		
<b>210390</b>	<b>Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)</b>	<b>8,159</b>	<b>6,464</b>	
210690	Food preparations, n.e.s.	40		
220190	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity)	5,079		
<b>220210</b>	<b>Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage</b>	<b>19,043</b>		
<b>220290</b>	<b>Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)</b>	<b>12,531</b>	<b>12,594</b>	
220300	Beer made from malt	94		

250590	Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold- and platinum-bearing sands, zircon, rutile and ilmenite sands, monazite sands, and tar or asphalt sands)	1,353,455		
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated	420,608		
300390	Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic uses, not in measured doses or put up for retail sale (excl. antibiotics containing hormones or steroids used as hormones, but not containing antibiotics, al		29	
330129	Essential oils, whether or not terpeneless, incl. concretes and absolutes (excl. those of citrus fruit, geranium, jasmine, lavender, lavandine, mint and vetiver)	3,704		
330210	Mixtures of odoriferous substances and mixtures, incl. alcoholic solutions, with a basis of one or more of these substances, of a kind used in the food and drink industries; other preparations based on odoriferous substances, of a kind used for the manufa		193	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	1,241	10,667	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow		375	
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.		309	
340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products	26,861	2,238	
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	3,617	980	
340600	Candles and the like		59	
441900	Tableware and kitchenware, of wood (excl. interior fittings, ornaments, cooperage products, tableware and kitchenware components of wood, brushes, brooms and hand sieves)	19		
442190	Other articles of wood, n.e.s.	278		
460210	Basketwork, wickerwork and other articles, made directly to shape from plaiting materials or made-up from goods of heading 4601, and articles of loofah (excl. wall coverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; v	278		
460290	Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made-up from goods of non-vegetable plaiting materials of heading 4601 (excl. wall coverings of heading 4814; twine, cord and rope; footwear and hea	1,456		
491199	Printed matter, n.e.s.		7	



620690	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)		72	
630391	Curtains, incl. drapes, and interior blinds, curtain or bed valances of cotton (excl. knitted or crocheted, awnings and sunblinds)		1,634	
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	339		
940350	Wooden furniture for bedrooms (excl. seats)	356		
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	1,254		

**Dominica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level:  
2007**

HS	Commodity Description	GUAD	MAR	FGUI
060310	Fresh cut flowers and flower buds, for bouquets or for ornamental purposes	3,844		
060390	Dried, dyed, bleached, impregnated or otherwise prepared cut flowers and buds, for bouquets or for ornamental purposes	44		
070511	Fresh or chilled cabbage lettuce	849		
070700	Cucumbers and gherkins, fresh or chilled	391		
070930	Fresh or chilled aubergines	311		
070990	Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces of the species Lactuca sativa and Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes and similar edible ro	6,412	5,130	
071410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced or in the form of pellets		385	
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets	785	314	
071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po	588,007	94,284	
080119	Fresh coconuts, whether or not shelled or peeled	37,308	3,123	
080300	Bananas, incl. plantains, fresh or dried	198,714	2,314	
080430	Fresh or dried pineapples	965		
080440	Fresh or dried avocados	264,578	22,261	
080450	Fresh or dried guavas, mangoes and mangosteens	19,783	499	
080510	Fresh or dried oranges	128,961	7,060	
080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids	730		
080540	Fresh or dried grapefruit	153,525	24,950	
080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus latifolia"	3,763	301	
080910	Fresh apricots	554		

081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes,	3,285		
090111	Coffee (excl. roasted and decaffeinated)	2,090		
090411	Pepper of the genus Piper, neither crushed nor ground		135	
090610	Cinnamon and cinnamon-tree flowers (excl. crushed and ground)	28,481	17,370	
090620	Crushed or ground cinnamon and cinnamon-tree flowers	199		
090810	Nutmeg	907	320	
091010	Ginger	20,527	14,623	
091020	Saffron	5,917	816	
091040	Thyme and bay leaves	677		
091091	Mixtures of different types of spices	47	64	
091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamon-tree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,	446		
110620	Flour, meal and powder of sago or of roots or tubers of manioc, arrowroot, salep, sweet potatoes and similar roots and tubers with a high content of starch or inulin of heading 0714	576	29,015	
130190	Natural gums, resins, gum-resins, balsams and other natural oleoresins (excl. gum Arabic)	4,859		
151319	Coconut oil and its fractions, whether or not refined, but not chemically modified (excl. crude)	4		
180100	Cocoa beans, whole or broken, raw or roasted	2,568		
180310	Cocoa paste (excl. defatted)	2,104		
200190	Vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or acetic acid (excl. cucumbers and gherkins)	179		
200791	Citrus fruit jams, jellies, marmalades, purees or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenized preparations of subheading 2007.10)	3,249		
200799	Jams, jellies, marmalades, purees or pastes of fruit, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. citrus fruit and homogenized preparations of subheading 2007.10)	2,239	2,128	
200980	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples)	36	6,263	
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	12	4,032	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)	8,108	12,022	

210690	Food preparations, n.e.s.	19		
220190	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity)	8,916		
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	11,195		
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	8,939	4,628	
220300	Beer made from malt	32,365	10,561	
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)	560		
250590	Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold- and platinum-bearing sands, zircon, rutile and ilmenite sands, monazite sands, and tar or asphalt sands)	1,120,531		
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated	618,539		
330129	Essential oils, whether or not terpeneless, incl. concretes and absolutes (excl. those of citrus fruit, geranium, jasmine, lavender, lavandine, mint and vetiver)	11,207		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	374	9,350	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow)		62	
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.		517	
340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products	28,542	2,532	
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	4,323		
340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes,	111		
440799	Wood, sawn or chipped lengthwise, sliced or peeled, whether or not planed, sanded or end-jointed, of a thickness of > 6 mm (excl. tropical wood specified in Subheading Note 1 to this chapter, coniferous wood, oak "Quercus spp." and beech "Fagus spp.")	963		
441600	Casks, barrels, vats, tubs and other cooper's products parts thereof, of wood, incl. staves	154		

441700	Tools, tool bodies, tool handles, broom or brush bodies and handles, of wood; boot or shoe lasts and shoetrees, of wood (excl. forms used in the manufacture of hats, forms of heading 8480, other machines and machine components, of wood)	216		
460210	Basketwork, wickerwork and other articles, made directly to shape from plaiting materials or made-up from goods of heading 4601, and articles of loofah (excl. wall coverings of heading 4814; twine, cord and rope; footwear and headgear and parts thereof; v	1,226		
460290	Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made-up from goods of non-vegetable plaiting materials of heading 4601 (excl. wall coverings of heading 4814; twine, cord and rope; footwear and hea	3,611		
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	67		
852499	Recorded media for sound or image reproducing phenomena, incl. matrices and masters for the production of records (excl. gramophone records, discs for laser reading systems, magnetic tapes, cards incorporating a magnetic stripe and goods of chapter 37)	93		
940340	Wooden furniture for kitchens (excl. seats)	215		
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	824		
940380	Furniture of cane, osier, bamboo or similar materials (excl. of metal, wood and plastics)	152		

Dominica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level:  
2008

HS	Commodity Description	GUAD	MAR	FGUI
021020	Meat of bovine animals, salted, in brine, dried or smoked	83		
060311	Fresh cut roses and buds, of a kind suitable for bouquets or for ornamental purposes	3,156		
060390	Dried, dyed, bleached, impregnated or otherwise prepared cut flowers and buds, for bouquets or for ornamental purposes	59		
070700	Cucumbers and gherkins, fresh or chilled		23	
070930	Fresh or chilled aubergines "eggplants"	36		
070990	Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces [Lactuca sativa] and chicory of the species Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes and similar	15,752	3,618	
071410	Fresh, chilled, frozen or dried roots and tubers of manioc "cassava", whether or not sliced or in the form of pellets		754	
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets	2,949	2,889	
071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po	1,087,973	139,985	
080119	Fresh coconuts, whether or not shelled or peeled	62,294	7,842	

080290	Nuts, fresh or dried, whether or not shelled or peeled (excl. coconuts, Brazil nuts, cashew nuts, almonds, hazelnuts, walnuts, chestnuts "Castania spp.", pistachios and macadamia nuts)	17		
080300	Bananas, incl. plantains, fresh or dried	259,216	84,103	
080430	Fresh or dried pineapples	221		
080440	Fresh or dried avocados	213,271	64,837	
080450	Fresh or dried guavas, mangoes and mangosteens	10,415	346	
080510	Fresh or dried oranges	102,937	5,020	
080520	Fresh or dried mandarins incl. tangerines and satsumas, clementines, wilkings and similar citrus hybrids	2,744	294	
080540	Fresh or dried grapefruit	217,162	55,134	
080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia, Citrus latifolia"	6,667	453	
080711	Fresh watermelons	177		
080720	Fresh pawpaws "papayas"	1,975		
080910	Fresh apricots	479		
081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes, m	2,320	96	
081310	Dried apricots	129		
090111	Coffee (excl. roasted and decaffeinated)	1,008		
090411	Pepper of the genus Piper, neither crushed nor ground	399	36	
090611	Cinnamon "Cinnamomum zeylanicum Blume" (excl. crushed and ground)	38,710	40,764	
090810	Nutmeg	2,160	1,644	
090820	Mace	127		
091010	Ginger	30,309	28,825	
091020	Saffron	9,384	1,467	
091091	Mixtures of different types of spices	117		
091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamontree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,	1,435	307	
110620	Flour, meal and powder of sago or of roots or tubers of manioc, arrowroot, salep, sweet potatoes and similar roots and tubers with a high content of starch or inulin of heading 0714	534	54,197	
130190	Lac; natural gums, resins, gum-resins, balsams and other natural oleoresins (excl. gum Arabic)	2,613		
151319	Coconut oil and its fractions, whether or not refined, but not chemically modified (excl. crude)	74		
180100	Cocoa beans, whole or broken, raw or roasted	931		
180310	Cocoa paste (excl. defatted)	1,528		

180500	Cocoa powder, not containing added sugar or other sweetening matter	285		
190490	Cereals (excl. maize [corn]) in grain or flake form or other worked grains, pre-cooked or otherwise prepared, n.e.s. (excl. flour, groats and meal, food preparations obtained by swelling or roasting or from unroasted cereal flakes or from mixtures of unro	19		
200791	Citrus fruit jams, jellies, marmalades, purées or pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. homogenised preparations of subheading 2007.10)	7,356		
200799	Jams, jellies, marmalades, purées or pastes of fruit, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. citrus fruit and homogenised preparations of subheading 2007.10)	4,121		
200980	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples)	2,194	10,687	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)	9,211	9,273	
220190	Ordinary natural water, not containing added sugar, other sweetening matter or flavoured; ice and snow (excl. mineral waters and aerated waters, sea water, distilled water, conductivity water or water of similar purity)	5,556		
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	3,954		
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	43,583	19,539	
220300	Beer made from malt	22		
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)	1,105		
250510	Silica sands and quartz sands, whether or not coloured	11,380		
250590	Natural sands of all kinds, whether or not coloured (excl. silica sands, quartz sands, gold- and platinum-bearing sands, zircon, rutile and ilmenite sands, monazite sands, and tar or asphalt sands)	1,505,897		
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated	793,686	192,812	
330129	Essential oils, whether or not terpeneless, incl. concretes and absolutes (excl. those of citrus fruit and mint)	3,704		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	689		
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or suntan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care powder)	28	133	
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.	61	129	

340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products	54,971	1,076	
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	4,007		
440290	Wood charcoal, incl. shell or nut charcoal, whether or not agglomerated (excl. bamboo charcoal, wood charcoal used as a medicament, charcoal mixed with incense, activated charcoal and charcoal in the form of crayons)	20		
441900	Tableware and kitchenware, of wood (excl. interior fittings, ornaments, cooperage products, tableware and kitchenware components of wood, brushes, brooms and hand sieves)	246		
442010	Statuettes and other ornaments, of wood (excl. wood marquetry and inlaid wood)	15		
442190	Other articles of wood, n.e.s.	37		
460129	Mats, matting and screens, of vegetable plaiting materials, flat-woven or bound together in parallel (excl. of bamboo and rattan)	194		
460219	Basketwork, wickerwork and other articles, made directly to shape from vegetable plaiting materials or made up from goods of vegetable plaiting materials of heading 4601, and articles of loofah (excl. of bamboo and rattan; wallcoverings of heading 4814; t	926		
460290	Basketwork, wickerwork and other articles, made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials of heading 4601 (excl. wallcoverings of heading 4814; twine, cord and rope; footwear and head	1,400	491	
610332	Men's or boys' jackets and blazers of cotton, knitted or crocheted (excl. wind-jackets and similar articles)		2,029	
610433	Women's or girls' jackets and blazers of synthetic fibres, knitted or crocheted (excl. wind-jackets and similar articles)		2,029	
610439	Women's or girls' jackets and blazers of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or synthetic fibres, wind-jackets and similar articles)		513	
611490	Special garments for professional, sporting or other purposes, n.e.s., of textile materials, knitted or crocheted (excl. of cotton and man-made fibres)		277	
620331	Men's or boys' jackets and blazers of wool or fine animal hair (excl. knitted or crocheted, and wind-jackets and similar articles)		111	
620341	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of wool or fine animal hair (excl. knitted or crocheted, underpants and swimwear)		54	
620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres (excl. knitted or crocheted, underpants and swimwear)		1,393	
620349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)		2,283	
620590	Men's or boys' shirts of textile materials (excl. of cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)		1,754	

650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	111		
852380	Media for the recording of sound or of other phenomena, whether or not recorded, incl. matrices and masters for the production of discs (excl. magnetic, optical and semiconductor media, and products of chapter 37)	170		
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	200		
940381	Furniture of bamboo or rattan (excl. seats and medical, surgical, dental or veterinary furniture)	173		



## 4.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Topic	Description
<b>Judicial System</b>	Dominica enjoys an independent judiciary with its highest court being the Judicial Committee of the Privy Council in London. At the lowest rung of the judiciary is the Magistrate Court which deals with minor civil and criminal matters. Then there is the High Court which handles serious civil and criminal cases. Appeals from both the High Court and the Magistrate Court go to the Court of Appeal. Dominica shares a Court of Appeal with other members of the Organisation of Eastern Caribbean States. That court is a circuit court which sits in each island two or three times a year. Appeals from the Eastern Caribbean Court of Appeal go to the Judicial Committee of the Privy Council.
<b>Visa &amp; Residency Requirements</b>	Citizens of France do not require a visa to enter Dominica and may stay for a period of six months. For further details on Dominican visa and residency requirements please visit: <a href="http://www.dominica.dm/site/entryreqs.cfm">http://www.dominica.dm/site/entryreqs.cfm</a>
<b>Employment Protection and anti-discrimination Laws</b>	For legislation on the protection of employment and antidiscrimination laws, please visit:  <a href="http://www.ilocarib.org.tt/projects/cariblex/dominica_act2.shtml">http://www.ilocarib.org.tt/projects/cariblex/dominica_act2.shtml</a>
<b>Social Security Provisions</b>	Types of social security benefits include short term, employment injury and long term benefits.  Short term: Sickness Benefit, Maternity Benefit, Maternity Grant  Employment Injury benefit: Disablement Benefit, Disablement Grant, Medical Expenses Benefit, Death Benefit  Long term: Age Benefit, Age Grant, Invalidity Benefit, Invalidity Grant, Survivors Benefit, Survivors Grant  For further details on social security, please visit: <a href="http://www.dss.dm/employeebenefits.cfm">http://www.dss.dm/employeebenefits.cfm</a>
<b>Minimum Share Capital</b>	There is a minimum of US\$100 Authorized Share Capital requirement for Dominican companies.
<b>Types of Businesses</b>	For a list of legally recognized types of businesses in Dominica, please visit the country's government website at:  <a href="http://www.dominica.gov.dm/cms/index.php?q=node/111">http://www.dominica.gov.dm/cms/index.php?q=node/111</a> or  <a href="http://investdominica.dm/index.php?option=com_content&amp;task=view&amp;id=29&amp;Itemid=44">http://investdominica.dm/index.php?option=com_content&amp;task=view&amp;id=29&amp;Itemid=44</a>
<b>Tax Treaties with CARICOM</b>	Dominica has in place an inter-regional double taxation treaty with CARICOM member states

### - Business Registration – process and time:

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Search for a company name and reserve the proposed name	2 days	EC 25
2	Lawyer verifies affidavit	2 days	EC 2125
3	Registration with the Commercial Registry	2 days	EC 750
4	Apply for tax payer identification number (Register the company for tax)	7 days	no charge
5	Register as employer with social security institute	1 day	no charge

- **Tax rates:**

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	5	15	30.00%	taxable profits	25.9
Social security contributions	12	48	7.00%	gross salaries	7.9
Property transfer tax (stamp duty)	1	-	2.50%	property value	1.5
Property tax	2	-	0.80%	assessed property value	0.7
fuel tax	1	-		included in the fuel price	0.5
Business license	1	-	fixed fee		0.4
vehicle license	1	-	fixed fee		0.1
Insurance premium tax	1	-	3.00%	insurance premium	0
Tax on check transactions	1	-		per check	0
VAT	12	57	15.00%	value added	
Stamp duty on contracts	1	-	varies	type of contract	
<b>Totals:</b>	<b>38</b>	<b>120</b>			<b>37</b>

## 4.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a practice to provide legal services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Non-CARICOM Commonwealth Nationals are required to have their qualifications reviewed by the Council of Legal Education and also undergo a 6-month period of training at one of the law schools. Non-Commonwealth Nationals are required to have their qualifications reviewed by the Council of Legal Education to determine the amount of retraining required.</li> </ul>
Accounting	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a practice to provide accounting and auditing services. European business can also provide these services from Europe.</li> <li>From 1 January 2022, European business can establish a practice to provide taxation services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Professional service suppliers may be required to register with the appropriate professional or governmental bodies and pay higher fees than nationals.</li> </ul>
Medical	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a practice to provide specialized medical services. European business can also provide these services from Europe.</li> <li>From 1 January 2018, European business can establish a practice to provide midwives and nursing services, physiotherapeutic and paramedical services.</li> </ul>	
Veterinary	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a practice to provide veterinary services. European business can also provide veterinary services from Europe or to Caribbean clients that travel to Europe to receive services.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a practice to provide engineering and architectural services.</li> <li>From 1 January 2022, European business can establish a practice to provide integrated engineering, urban planning and landscape architectural services.</li> <li>European business can provide engineering, integrated engineering, architectural, urban planning and landscape architectural services from Europe.</li> </ul>	
Other business services	*	*
Communication services	*	*
Construction services	<ul style="list-style-type: none"> <li>From 1 January 2022, European business can establish a company to provide services related to general construction work for hotels and resorts in excess of 100 rooms, restaurants and similar buildings, and other civil engineering work.</li> </ul>	
Distribution services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Education	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can</li> </ul>	<ul style="list-style-type: none"> <li>Scholarships and grants may be limited</li> </ul>

services	<p>establish an institution to provide post-secondary technical and vocational education services and adult education services.</p> <ul style="list-style-type: none"> <li>From 1 January 2022, European business can establish an institution to provide primary and secondary education services.</li> <li>European business can provide primary education services, post-secondary technical and vocational education services and adult education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provide adult education services from Europe.</li> </ul>	to citizens or residents. Measures relating to the supply of education and training may result in different treatment in terms of benefits or prices.
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide cleaning services of exhaust gases. European business can also provide these services from Europe.</li> <li>European business can establish a company to provide noise abatement services and services related to closed loop pollution control systems for factories.</li> <li>Contractual services suppliers and independent professionals can obtain a visa to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	*	
Health & Social services	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a hospital service in Dominica. European business can also provide hospital services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> <li>From 1 January 2018, European business can establish an ambulance or residential health facility service in Dominica. European business can also provide ambulance, residential health facility and other human health services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or restaurant. Dominica allows foreign investment in hotels in excess of 50 rooms.</li> <li>European business can provide marinas with more than 100 slips for vessels 30-100 feet; and for marinas with less than 100 slips for vessels over 100 feet.</li> <li>European business can establish a company to provide spa services. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the services.</li> </ul>	<ul style="list-style-type: none"> <li>Dominica stipulates that fiscal incentives under the Hotel Aid Act and the Fiscal Incentives Act may be limited to Hotels of ten rooms or more.</li> <li>Economic needs test applies to hotel development of less than 50 rooms. The main criteria are number of and impact on existing service suppliers.</li> <li>Government subsidies for marinas may be limited to nationals.</li> </ul>
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can establish a yacht rental and leasing business.</li> <li>European business can establish an entertainment business, press agency or sporting or other recreational services agency or facilities.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>

	<ul style="list-style-type: none"> <li>European business can provide entertainment, press agency or sporting and recreational services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide entertainment services.</li> </ul>	
<b>Transport services</b>	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following transport services: Maritime transport services for passengers and freight; air transport services for freight; and rail transport services for passengers and freight. European business can also provide these services from Europe to the Caribbean or for Caribbean consumers receiving the services within Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide maritime transport services for freight.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to key personnel, contractual service suppliers and independent professionals providing maritime transport services for freight. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
<b>Services Auxiliary to transport</b>	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following services auxiliary to transport: Rental services of maritime vessel with crew; pushing and towing services for rail transport; supporting services for rail transport; storage and warehousing services for all modes of transport; and freight transport agency services for all modes of transport. European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> <li>From 1 January 2022, European business can establish a company to provide other supporting and auxiliary transportation services. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> </ul>	
<b>Energy services</b>	<ul style="list-style-type: none"> <li>There are no new European business opportunities</li> </ul>	

### Sources:

GDP, inflation, population	- IMF (Data presented for 2008)
	- <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a>
HDI Rating	- UNDP
	<a href="http://hdr.undp.org/en/statistics/">http://hdr.undp.org/en/statistics/</a>
Internet penetration	- Internet World Stats (Data for September 2009)
	<a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a>
Distance between countries	- Map Crow – Travel Distance Calculator
	- <a href="http://www.mapcrow.info/">http://www.mapcrow.info/</a>
Main exports & industries:-	- CIA
	<a href="https://www.cia.gov/index.html">https://www.cia.gov/index.html</a>
Trade data:	- CARICOM Secretariat
Judicial System	- Dominica Travel Website

		<a href="http://www.thedominican.net/about/dominica.htm">http://www.thedominican.net/about/dominica.htm</a>
Visa & Residency requirements	-	Discover Dominica Authority <a href="http://www.dominica.dm/site/entryreqs.cfm">http://www.dominica.dm/site/entryreqs.cfm</a>
Employment laws	-	Invest Dominica Authority <a href="http://investdominica.dm/docs/LABOUR%20LAW.pdf">http://investdominica.dm/docs/LABOUR%20LAW.pdf</a>
Business registration and time	-	Doing Business - 2008 <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
World Bank	-	World Bank Group - Doing Business - 2008 <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Tax rates	-	World Bank Group – Doing Business <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Social Security Provisions	-	Dominica Social Security <a href="http://www.dss.dm/employeebenefits.cfm">http://www.dss.dm/employeebenefits.cfm</a>
Types of businesses	-	Invest Dominica Authority <a href="http://investdominica.dm">http://investdominica.dm</a>
Minimum Share Capital	-	Dominica Corporations <a href="http://www.dominica-corporations-ibc-incorporate-in-dominica.offshore-companies.co.uk/">http://www.dominica-corporations-ibc-incorporate-in-dominica.offshore-companies.co.uk/</a>
Tax treaties with CARIFORUM	-	CARICOM <a href="http://www.caricom.org/jsp/single_market/taxation">http://www.caricom.org/jsp/single_market/taxation</a>
Commitments under EPA	-	ITC <a href="http://www.intracen.org/">http://www.intracen.org/</a>

#### 4.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
<p>Fishing and farming</p> <p>(Source: - CARICOM Secretariat Statistics 2010 - Focus group and interviews)</p>	<ul style="list-style-type: none"> <li>• Bovine meats are the only recorded exports to Guadeloupe for 2005-2008</li> <li>• Significant quantities of seafood are consumed in FCOR at high prices</li> <li>• Although it is not captured by trade data, Dominica seems to be selling crayfish and mountain chicken to the FCORs</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica has underexploited fish banks in the Atlantic but fishermen lack equipment to exploit these and export to the FCORs. Joint-ventures with FCOR fishermen could facilitate fishing and distribution in the FCORs.</li> <li>• There is scope to increase exports of bovine meats and crayfish. Proper training could help to develop shrimp farms and crayfish business</li> <li>• Dominican coastal sea resources are relatively well preserved compared to those of the FCORs</li> <li>• Mountain chicken frogs were stricken by a fungus disease but remaining healthy frogs could be bred in captivity before returning to the wild after a few years.</li> </ul>
<p>Agricultural goods</p> <p>(Source: - CARICOM Secretariat Statistics 2010 - Focus group and interviews)</p>	<ul style="list-style-type: none"> <li>• Dominica exports fruits and vegetables to the FCORs complying with EU SPS standards. Dominican bananas are allowed to access FCORs markets (bananas from other CF are not).</li> <li>• Some Dominican companies exporting fresh agricultural products are highly dependent on Martinique markets</li> </ul>	<ul style="list-style-type: none"> <li>• Usually phytosanitary controls necessities prior to access FCOR markets aim at tracking diseases or germs. Processed (or cooked) agricultural products are automatically accepted, thus there is a niche for food preparations on FCOR markets.</li> <li>• Potential for organic products specialisation</li> <li>• Low-paid workers</li> </ul>
<p>Foodstuffs</p> <p>(Source: - CARICOM Secretariat Statistics 2010 - Focus group and interviews))</p>	<ul style="list-style-type: none"> <li>• Waters, non-alcoholic beverages and sauces are exported in significant amounts to the FCORs</li> <li>• It is also the case for snake oil and Jamaican ginger wine through the hucksters.</li> </ul>	<ul style="list-style-type: none"> <li>• Dominican hucksters need assistance to provide regular and legal service to the FCORs</li> <li>• Dominican producers need to expand production capacity and meet EU standards to provide the FCORs with a greater variety of agro-processed products, especially beverages (6 of Dominica's 15 types of sea-moss based beverages are sold in the FCORs)</li> <li>• A key asset being Dominica's clean image and water so food products should be highly refined to compensate for limitations in production capacities (coffee, etc.)</li> </ul>

		<ul style="list-style-type: none"> <li>• Dominican food preparations have greater possibilities (than raw agro-products) to comply with SPS requirements and survive transportation delays (due to strikes for example).</li> </ul>
Mineral products  <b>(Source: - interviews)</b>	<ul style="list-style-type: none"> <li>• Dominica has 4 companies extracting and exporting stones, pebbles, gravels and the kind to a few destinations including Guadeloupe</li> <li>• They export their products within the CSME area, Latin American markets and also to Guadeloupe - Martinique market is under prospect.</li> </ul>	<ul style="list-style-type: none"> <li>• One extraction company operates on a pozzolana site and have the capacity (equipment and expertise) to compete with FCOR pozzolana sites at lower cost but similar quality.</li> <li>• Sand extraction and export activities are nonetheless expected to decline drastically because of expected competition from Guyana.</li> </ul>
Wood products and basketware  <b>Source: Focus group and interviews</b>	<ul style="list-style-type: none"> <li>• FCORs are main buyers for Dominica's Caribbean basket but they are also big competitors.</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica exports wood shingles to the FCORs but they project an increase in trade with Guyana which has greater absorption capacity</li> </ul>
Hygiene products  <b>(Source: - Focus group and interviews)</b>	<ul style="list-style-type: none"> <li>• Dominica exports significant amounts of coconut products (Soaps, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica can specialise in refined natural products labelled bio/green products.</li> <li>• Dominica has the raw materials and the track record in producing these products</li> </ul>
Construction Services  <b>(Source: Dominica Strategic Marketing Plan 2007)</b>	<ul style="list-style-type: none"> <li>• Outsourcing and off-shoring functions carried out by architects, engineers and construction management firms are fairly new. Some companies have already exported their services to the CSME</li> <li>• Dominican professionals benefit from the freer movement of persons enabled through the CSME</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica has well-qualified and relatively low-cost engineers and construction management professionals, organised through the Dominica Association of Professional Engineers, and the Builders and Contractors Association.</li> <li>• French expertise in the construction industry could be used especially in stonework, woodwork and in building to meet international safety standards</li> </ul>
Tourism  <b>(Source: - Focus group and interviews - Discover)</b>	<ul style="list-style-type: none"> <li>• Dominica receives 80,000 stay over visitors and more than 380,000 cruiseship passengers per year. Tourists come from multiple countries among which are Martinique, Guadeloupe and mainland France.</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica cannot attract mass tourism but its natural endowment is a key asset for a selected type of tourist disposed to buoyant green and clean environments.</li> <li>• Dominica possesses lovely natural</li> </ul>



<b>Dominica - Dominica Strategic Marketing Plan 2007)</b>	<ul style="list-style-type: none"> <li>Although tourism is a relatively low-value added industry it can be combined with other higher-value added activities (Health, Education, culture, etc.) built around Dominica's assets (green nature, festivals, ..)</li> <li>Multi-destination tourism - visitors from France coming to FCORs could be induced to spend 2-3 days in Dominica.</li> <li>Quality customer service - this tends to be lacking in the FCORs</li> </ul>	<p>attractions: for example, the second largest boiling lake in the world, sulphur springs and open-air hot bath-tubs.</p> <ul style="list-style-type: none"> <li>Dominican accommodation facilities have approximately 900 rooms</li> <li>Air connections with the FCORs are scarce. From the FCORs it is easier to fly through St Lucia (with Liat) to reach Dominica.</li> <li>Ferry timetable between the FCORs and Dominica is fairly constraining and not daily (from the same FCOR).</li> </ul>
Yachting tourism  <b>(Source: Interviews)</b>	<ul style="list-style-type: none"> <li>Although there are no real figures to measure yachting tourism in Dominica, there seems to be a growing trend for yachting from the FCORs</li> <li>Scuba diving and fishing are becoming increasingly popular amongst FCOR visitors</li> </ul>	<ul style="list-style-type: none"> <li>Yachting could be addressed specifically to ensure greater spillovers on Dominican economy - through sport contests, development of related activities and services, etc.</li> <li>Facilities dedicated to sea leisure are still relatively underdeveloped</li> </ul>
Entertainment industry  <b>(Source: - Dominica Strategic Marketing Plan 2007 - Focus group and interviews)</b>	<ul style="list-style-type: none"> <li>Growing international demand for music and film production services</li> <li>Dominican music industry and events such as World Creole Music Festival are increasingly known internationally</li> <li>Dominica exports some music products and related activities to the FCORs and T&amp;T – festivals, music records, copyright royalties (SACEM).</li> <li>A small number of tourists also come from CF islands (Barbados, St Lucia)</li> </ul>	<ul style="list-style-type: none"> <li>Dominica cannot compete against large movie and entertainment industries as it lacks high-tech facilities; however opportunities for Dominica lie in its music industry and video production based on the island's natural endowments.</li> <li>Target: US\$ 1-2 million increase in exports by 2013.</li> <li>As far as music is concerned, Dominica could position its music production through e-commerce.</li> <li>Dominica's Ophelia is a well-known label in the FCORs</li> </ul>
Cultural Tourism  <b>(Source: Focus Groups)</b>	<ul style="list-style-type: none"> <li>(Music) festivals attract tourists from Martinique and Guadeloupe.</li> <li>Promotional strategies and collaboration with the FCORs need to be deployed</li> </ul>	<ul style="list-style-type: none"> <li>Dominica has several festivals, the best-known is the World Creole Music Festival</li> <li>FCOR artists ought to be invited to participate in these events thereby attracting more FCOR visitors.</li> </ul>
Education services  <b>(Source: Dominica)</b>	<ul style="list-style-type: none"> <li>World-wide market currently estimated at US\$30 billion and expected to increase three-fold over the next 20 years.</li> </ul>	<ul style="list-style-type: none"> <li>Although ELT services are not developed yet in Dominica, large markets with growing demand (Brazil, Asia, etc) or closest neighbours (MQ and GPE) should be targeted.</li> </ul>

<b>Strategic Marketing Plan 2007)</b>	<ul style="list-style-type: none"> <li>• Primary Dominican opportunities lie in <ul style="list-style-type: none"> <li>- English Language Training (ELT)</li> <li>- medical training</li> </ul> </li> <li>• Student exchange programmes should be promoted. When students come from the FCOR, they create jobs and spend money in the local economy. Their relatives and friends may also come to visit.</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica should benefit from cost competitive advantage (with respect to traditional destinations like the UK or the US)</li> <li>• As for medical training, Ross university is proving to be successful</li> <li>• Attracting a critical mass of foreign students should impact other service activities and industries on the island (housing, entertainment, etc.)</li> <li>• Prospects point to a potential increase in educational exports by US\$5 million by 2013.</li> </ul>
Health & Wellness  <b>(Source: - Dominica Strategic Marketing Plan 2007 - Focus group and interviews)</b>	<ul style="list-style-type: none"> <li>• Dominica should benefit from global increasing trend in health care tourism, especially as US health care costs are increasingly high and deterrent, which provides a competitive advantage – these benefits could also be extended to persons from the EU</li> <li>• Medical treatment,</li> <li>• Spas and alternative medicine,</li> <li>• Diagnostic and research services</li> <li>• Nursing and elderly care</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica can provide high quality treatment in an English-speaking and paradise-like environment with sulphur springs.</li> <li>• Target: 100 medical tourists, 50 new seniors and over 8000 spa visitors per year. Prospects by 2013 are to export US\$ 6-8 million worth of H&amp;W services.</li> <li>• There is a need however to attract FDI to develop modern facilities and convince qualified nurses to stay rather than leaving to better-paid countries.</li> </ul>
Business Development Services  <b>(Source: Dominica Strategic Marketing Plan 2007 -Focus group)</b>	<ul style="list-style-type: none"> <li>• Developing exports to regional markets in: legal services, finance and accounting services or management consulting services</li> <li>• Attracting specialist firms looking for near-shore and offshore presence in finance and accounting services</li> <li>• Payment delays in transactions with the FCORs reveal an opportunity for financial services and banking intermediates.</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica does not have enough capacity to compete in the international market (lack of medium-sized firms)</li> <li>• Dominican <b>lawyers</b> are organised through the Bar Association (40 members). They qualify to operate from the US legal system (based on English common law) but they lack of capacity.</li> <li>• A few firms like PW Bellot &amp; Co already export <b>management and marketing</b> services within CF, the FCORs and mainland EU and have the capacity to supply more services.</li> <li>• Dominican service professionals are generally qualified according to international standards, the best option for Dominican firms seems to export their services to regional markets (target: US\$1 milion by 2013).</li> </ul>

<p>ICT</p> <p><b>(Source: Dominica Strategic Marketing Plan 2007)</b></p>	<ul style="list-style-type: none"> <li>• Increasing demand for outsourcing and off-shoring call centre services especially in knowledge process outsourcing (KPO) in the financial and medical services industry</li> <li>• Developing of IT Industry's exports regionally</li> </ul>	<ul style="list-style-type: none"> <li>• Dominica has a small presence on the US market.</li> <li>• Although in terms of call centre operations Dominica cannot compete with regional low costs competitors (such as the Dominican Republic), it has better-trained work force and enough expertise in knowledge process outsourcing (financial and medical service sectors) to attract FDI in these field. Target: US\$ 3 million exports on regional markets.</li> </ul>
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## 4.7 Main barriers to trade identified based on research

- **Customs** - Dominican exporters lack of knowledge and information on the procedure required to go through the FCOR customs and claim duty free benefit for their products whenever applicable, especially when it comes to fill in the EUR-1 forms on SPS (phytosanitary) norms
- **EU standards and SPS norms** - Dominican exporters must provide proof of veterinary and phytosanitary controls ensuring their products are safe from diseases and germs, but small Dominican firms often lack the capacity to go through SPS procedures and comply with EU requirements. Dominican live or dead animal products such as fish and fishing products do not usually comply with the EU SPS norms.
- Generally, even though some agro-processed or manufactured Dominican products could meet a high demand in the FCORs, they face high technical barriers.
- **Transport** connections between Dominica and the FCORs are either scarce (flights) or not scheduled in a manner that facilitate business trips and trade (ferry). Apart from current hucksters traffic, freight costs and transport modes are not fit to trade small volumes of cargo.
- **Lack of information** - CARIFORUM traders and investors usually require information on FCOR specificities in terms of regulation, demand, market structure, etc. The FCORs come under the French laws and administration and there is information available at national level on 'Invest in France' website for example. However, information on FCOR specificities cannot be obtained easily.
- **Language and culture differences**– Even though they share a common creole patois with the FCORs, Dominican business people lack proficiency in French or other languages spoken in their region, which makes formal trading procedures more tedious. They also lack familiarity with the FCOR culture.
- **Tourism - Limited facilities** (approximately 900 rooms). Tourists from Martinique and Guadeloupe come through the Express des Iles ferry and spend around 300 EC\$ a day. However tourist flows fluctuate a lot with only 4 significant peaks a year.
- **Lack of entrepreneurship** and business sectors structuring make it more difficult to develop export strategies. There are few medium-sized enterprises able to export services.
- **FCOR immigration policy** – Because of Dominica's proximity, the short period (up to 90 days) visa waivers granted to other Caribbean or Latin-American countries in December 2009 do not apply to Dominica. Dominican citizens are allowed a visa waiver for stays shorter than 16 days and limited to a total of 120 days a year. Besides, it is always compulsory to provide proof of travel insurance and accommodation (certificate or receipt of payment).
- **Credit and Private Banking**

- French companies operate on 30/60 days credit which is very demanding for small Dominican firms' treasury.
- Hucksters usually operate with cash but under the French legal system, cash payments can only be made below certain thresholds.
- French banks have virtually no correspondent or representatives in the region, thus payments go through lengthy processes (cheque clearance can take up to 6 weeks).

## 4.8 Policy recommendations

ISSUE	RECOMMENDATION
<b>Customs and SPS norms</b>	<p>Dominican and FCOR respective ministries and authorities may liaise to</p> <ul style="list-style-type: none"> <li>→ inform and accompany trading partners from each sector of activity through customs procedures</li> <li>→ simplify protocols</li> </ul>
<b>EU standards</b>	<ul style="list-style-type: none"> <li>→ Application of EU standards to specific regional and local needs and realities requires regional authorities to provide facilities and training on processes complying with these standards</li> </ul>
<b>Fishing legislation</b>	<ul style="list-style-type: none"> <li>→ Dominican authorities and professionals wish to preserve their maritime resources, which causes some frictions with Martinique fishermen. It would be useful for Dominican and Martinican authorities to define common policies for fishing and resource protection.</li> </ul>
<b>Immigration policy</b> Despite visa waiver granted for up-to-15-day periods, Dominicans still need to acquire travel insurance and a proof of accommodation	<ul style="list-style-type: none"> <li>→ Dominican business community suggest the creation of a business pass to trade freely with the FCORs and avoid the burdensome rules for the entry of persons.</li> </ul>
<b>Transport</b>	<ul style="list-style-type: none"> <li>→ Air and maritime connections need to be improved between the FCORs and Dominica to provide better tourist routes. Rescheduling Express des Iles ferry departure from Martinique 1 or 2 hours later may increase visits from European tourists flying through the FCORs, for example.</li> <li>→ Dominican authorities might consider investing in inter-island ferry jointly with FCORs regional authorities.</li> </ul>

<p><b>Information</b></p> <p>CARIFORUM traders and investors usually require information on FCOR specifics in terms of regulation, demand, market structure, etc.</p> <p>The FCORs come under the French laws and administration and there is information available at national level on 'Invest in France' website for example. However, information on FCOR specificities cannot be obtained easily.</p>	<p>Public authorities and BSOs to foster:</p> <ul style="list-style-type: none"> <li>➔ interregional meetings at <b>industrial/professional levels</b> by sector of activity or industry</li> <li>➔ meetings at institutional levels to tackle issues related to: <ul style="list-style-type: none"> <li>- Customs regulations and clearance protocols</li> <li>- Transport agents</li> <li>- Trust (to fight against informal trade)</li> <li>- Information about foreign markets</li> </ul> </li> <li>➔ Create information networks amongst BSOs and professional organisations to provide business community with information on: <ul style="list-style-type: none"> <li>- FCOR markets (demand, feasibility studies, authorities)</li> <li>- Funding</li> </ul> </li> </ul>
<p><b>Foster entrepreneurship and joint ventures</b></p> <p>(Source: Dominica Services Study)</p>	<ul style="list-style-type: none"> <li>➔ Entrepreneurship should be promoted through the education system, the media and business associations</li> <li>➔ In different areas of activities joint ventures appear as a way to overcome technical trade barriers (fishing capacity and processing, visa requirements, payments, etc)</li> </ul>
<p><b>Support services exports</b></p>	<ul style="list-style-type: none"> <li>➔ It is recommended to create an export services working group made of public and private sectors representatives, in order to <ul style="list-style-type: none"> <li>- monitor the development of professional service exports,</li> <li>- ensure public funding to implement the marketing strategies of each industry working group,</li> <li>- facilitate enabling environment reforms</li> <li>- all of the above should serve to attract FDI to develop necessary infrastructures and facilities.</li> </ul> </li> <li>➔ The National Development Corporation would have a key role in supporting the working group. It is recommended that the NDC appoint a liaison person for each service sector.</li> <li>➔ The NDC could count on Caribbean Export's research and data pooling functions at CARIFORUM level.</li> <li>➔ Dominican small businesses could benefit</li> </ul>

	from public marketing on specific products, for example the green or clean image of Dominican agro and natural products.
<b>Copyrights</b>	➔ Regulate the collection of copyright royalties through a collective organisation (such as SACEM) and enforce copyright, anti-piracy laws.
<b>Credit and banking</b>	➔ Dominican businessmen request a satisfying credit mechanism and insurance in order to do business with the FCORs
<b>Double taxation</b>	➔ Amongst the measures to create an enabling environment, a Double Taxation Treaty with the French government should attract French FDI and increase trade with the FCORs.
<b>Informal Trade</b>	➔ Provide legal framework for joint-ventures and freer trade in some sensitive areas, such as agricultural or fishing goods

## 5.0 Dominican Republic – Country Case Study

### 5.1 Dominican Republic – Summary Findings

- The Dominican Republic is the largest economy in the region: > 45,000 US\$ GDP / Population: > 10 million (2009) and is usually perceived as a major agro-product exporter, which is true, but it is worth noting that the level of DR agro exports is inferior to the amount of exports generated by industrial products.

Looking at the trade data, with respect to Dominican Republic trade trends, a few observations can be made.

- DR main trading partners are:
  - the USA - 70% of exports, 45% of imports (2008)
  - the EU (Spain, Holland, Belgium, UK, Germany, France, Italy)– 17% of exports, 10% of imports (2008),
  - Haiti
  - Puerto Rico
- Main products exported to these markets are:
  - Optical, photo, technical, medical apparatus
  - Electrical, electronic equipment
  - Articles of apparel and accessories
  - Tobacco
  - Plastics
- DR main exports to the FCORs are made of a different variety of products. Although Mineral products (as a product category) rank first in terms of export revenues to the FCORs, gasoil is not captured under that heading (as it is the case for T&T). Paraffin -jointly with cement, stones and the like- make that category the major source of DR exports revenues from the FCORs.
- Surprisingly, candle is the product generating most DR export revenues to the FCORs. The second main source of revenues for DR exports to the DOMs per category fall under “foodstuffs”: peas, cakes and other food preparation, juices, beer, tobacco, cacao, cigarettes. The third product category being “vegetables” (fruits and different types of vegetables).
- With the signing of the CF-EU EPA, DR firms have the capacity to increment further their exports to continental EU and the FCORs, in a wide variety of goods and services.
- DR authorities and BSOs have designed a National Plan for the implementation of the EPA (PNI EPA CARIFORO-UE) and undertaken numerous initiatives to allow DR businesses and economy to benefit from the implementation of the EPA:
  - DICOEX (Foreign Trade Department at the Ministry of Industry and Commerce) and DIGECOOM (International Cooperation at the Ministry of Planning) monitor the implementation of the EPA and support training activities to foster export businesses development
  - ISPRI (Institutional Support Program for Regional Integration): 2-year program initiated in 2008 to help the DR transition into the CF-EU EPA, with a specific view



- to increase business firms competitiveness. The ISPRI has a EUR6 million budget (5 million from the EU Commission and 1 from DR government) and is operated with DICOEX, the Committee for Commercial Negotiations (CNNC) and the European Funds National Authorizing Office (ONFED).
- Chambers of Commerce (mainly Santo Domingo, Santiago de los Caballeros and the Dominican-French Chamber-CCDF) organize training and informative activities on the EPA
  - Through the Inter-American Institute for Agricultural Cooperation, the CCDF provides export cluster services (training, networking, trade missions to French markets) to 20 (new) Dominican agro-businesses each year, in order to promote export diversification. Training is currently provided by (continental) French experts. <http://www.iicard.org/html/Proyectos%20iica/plataforma.html>
- Besides the CF-EU EPA, the Dominican Republic is involved in several trade agreements with Caribbean and American countries
    - CARICOM Free Trade Act
    - DR CAFTA (DR-Central America-USA)
    - DR-Central America Treaty
    - Panama-DR Treaty
  - DR offers a relatively good environment (political stability and favourable climate) for investments:
    - Investment Law: allows 100% foreign owned companies and repatriation of capital
    - Residence Program for foreign investors
    - Good Telecommunications system
    - Frequent maritime & air transport to EU
    - Free Trade Zones: special regime providing 100% tax exemption on IRS and imports of raw materials and finished goods
  - DR counts with 30 Dominican chambers of commerce federated under FEDOCAMARAS, the 2 most important being
    - Santo Domingo (the oldest Chamber in Latin America) is located in the capital city and registers 80% SMEs
    - Santiago de los Caballeros, located in the north of the island, represents some of the largest firms in the island and from different industries: agriculture, farming and food-processing industries; construction; manufacture and some financial services.
  - Among the many foreign chambers, the Dominican-French Chamber of Commerce (CCDF) (which counts 223 members, including several French multinationals, one of which –CONFORAMA– is originated from the FCORs); the European Federation of Chambers of Commerce and Industry (FEDECAMARAS).
  - A few constraints to trade are:
    - the cost and poor quality supply of energy (which raises production costs) and monopolistic behaviours in that sector
    - low-qualified industrial workforce
    - (freight) transport costs between DR and the USA, the EU, the rest of the Caribbean

- DR travellers still need to go through the same migration procedures (visa, travel insurance, etc.) to enter the FCORs.

## 5.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	342,564.1 (2009)
GDP, current prices (U.S Dollar, Billions)	46,711.6 (2009)
GDP per capita, constant prices (National Currency)	35,315.8 (2009)
GDP per capita, current prices (US Dollar)	4,815.6 (2009)
Inflation, average consumer prices (Index, 2000=100)	5.76 (2009)
Population	9,700,000
HDI Rating	High
Internet Penetration % Population (Penetration)	28%
Distance from Miami - Miles	830
Distance from London – Miles	4,379
Distance from Paris – Miles	4,483
Distance from Miami - Hours	2:20 to 12 (approx.)
Distance from London – Hours	14 (approx.)
Distance from Paris – Hours	11:40 to 16 (approx.)
Main Exports	Electronics and electrical machinery, sugar, mineral, coffee, Tobacco, Textile
Main Industries	Textile, sugar, beer, construction products, Bakery products

Santiago de los Caballeros Chamber of Commerce, 2010.

Source distances: <http://www.levoyageur.net/distan.php>

## 5.3 Exports to the French Caribbean (HS 6-Digit Level)

2006

SH6	ENGLISH	F GUY	GDPE	MQ
050800	Coral & similar materials, unworked/simply prepared but not othw. worked; shells of molluscs/crustaceans/echinoderms & cuttle-bone, unworked/simply prepared but not cut to shape, powder & waste thereof		1263	
060120	Bulbs, tubers, tuberous roots, corms, crowns & rhizomes, in growth/in flower; chicory plants & roots (excl. of 12.12)		7514	
070200	Tomatoes, fresh/chilled		65656	113035
070490	Cabbages, kohlrabi, kale & similar edible brassicas (excl. cauliflowers, headed broccoli & Brussels sprouts), fresh/chilled		1905	1612
070990	Vegetables, n.e.s. in 07.01-07.09, fresh/chilled		5129	
071490	Arrowroot, salep, Jerusalem artichokes & similar roots & tubers with high starch/inulin content, n.e.s., fresh/chilled/frozen/dried, whether/not sliced/in the form of pellets; sago pit			11460
080510	Oranges, fresh/dried		260661	88785
080520	Mandarins, incl. tangerines & satsumas; clementines, wilkings & similar citrus hybrids, fresh/dried		11129	
080520	Mandarins, incl. tangerines & satsumas; clementines, wilkings & similar citrus hybrids, fresh/dried			5316
080550	Lemons (Citrus limon/limonum) & limes (Citrus aurantifolia/latifolia), fresh/dried			8853
081190	Fruit & nuts, n.e.s., uncooked/cooked by steaming/boiling in water, frozen, whether/not containing added sugar/other sweetening matter			75427
090111	Coffee, not roasted, not decaffeinated		480274	
180310	Cocoa paste, not defatted			23348
190219	Uncooked pasta, not stuffed or otherwise prepared,		14028	
190531	Sweet biscuits.	42615	214496	134568
190590	Baking products, bread, pastry, cakes, biscuits	18617	15585	108167
200540	Peas (Pisum sativum), prepared or preserved otherw		13769	
200819	Nuts and other seeds, whether or not mixed togethe		53478	4260
200899	Edible parts of plants, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		174969	
200899	Other fruit and other edible parts of plants, othe			22704
200911	Frozen orange juice		4553	
200980	Other juice of any other single fruit or vegetable		141183	118571
210690	Food preparations, n.e.s.			38100
220290	Other non-alcoholic beverages, not including waters and fruit juice		8518	
220300	Beer.	95934	71704	10159
240210	Cigars, cheroots and cigarillos, containing tobacco.		46159	24099
251710	Pebbles, gravel, broken or crushed stone, of a kin			2960
283525	Calcium hydrogenorthophosphate (dicalcium phosphate)			86780
283529	Phosphates (excl. of 2835.22-2835.26)		28558	
330590	Preparations for use on the hair, other than shamp		5801	
340111	Soap and organic surface-active products and prepa		29196	
392321	Sacks and bags (including cones), of polymers of e		144459	
392329	Sacks and bags (including cones), of plastics othe		85383	
392390	Articles for the conveyance/packing of goods, of plastics (excl. of 3923.10-3923.50)		542567	
392410	Plastic table and kitchen ware		1587	113011
392690	Plastic articles nes		134980	
400829	Rods & profile shapes, of non-cellular vulcanised rubber other than hard rubber		6639	

(2006)

SH6	ENGLISH	F GUY	GDPE	MQ
401019	Conveyor belts/belting (excl. of 4010.11-4010.13), of vulcanised rubber		8151	
401039	Transmission belts/belting (excl. of 4010.31-4010.36), of vulcanised rubber, n.e.s.		15629	
420330	Belts and bandoliers of leather or composition leathe		2250	3745
441820	Doors and their frames and thresholds, of wood.			2981
442190	Other articles of wood, not elsewhere specified or		1540	
481910	Cartons, boxes and cases, of corrugated paper or p			7836
481920	Folding cartons, boxes and cases, of non-corrugate		3733	
610510	Men's/boys' shirts, knitted/crocheted, of cotton		16080	2477
611020	Jerseys, pullovers, cardigans, waistcoats and simi		2675	
620342	Men's/boys' trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of cotton		2590	
620343	Men's/boys' trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of synthetic fibres		2301	
620429	Women's or girls' ensembles, not knitted or croche		2395	
620520	Men's/boys' shirts (excl. knitted/crocheted), of cotton	2558	1861	7600
621133	Track suits (excl. knitted/crocheted), men's/boys'; other garments, n.e.s. (excl. knitted/crocheted), men's/boys', of man-made fibres			3650
630622	Tents, of synthetic fibres		3031	
640220	Footwear with outer soles & uppers of rubber/plastics, with upper straps/thongs assembled to the sole by means of plugs		2189	
640319	Sports footwear other than ski-boots/cross-country ski footwear/snowboard boots, with outer soles of rubber/plastics/leather/composition leather & uppers of leather		9430	6248
640351	Footwear (excl. waterproof) with outer soles & uppers of leather, covering the ankle (excl. of 6403.12-6403.40)			109374
640391	Other footwear without outer soles of leather, covering the ankle			8944
640399	Other footwear without outer soles of leather, not covering the ankle		49768	4115
640590	Footwear other than with uppers of leather/composition leather/textile materials, n.e.s.	17089		
680229	Worked monumental/building stone & articles thereof (excl. goods of 68.01), simply cut/sawn, with a flat/even surface (excl. of 6802.10), of other stone, other than of granite/marble/travertine/alabaster			1670
681099	Other articles of cement, of concrete or of artifi		7683	
691390	Other statuettes and other ornamental ceramic articles,	8956	13752	
691490	Other ceramic articles, not elsewhere specified or			10675
711311	Articles of jewellery and parts thereof, of silver			9477
732690	Other articles of iron or steel.		8325	
820190	Hand tools		15050	
841451	Table/floor/wall/window/ceiling/roof fans, with a self-contained electric motor of an output not >125W		1610	
841919	Instantaneous/storage water heaters, non-electric (excl. of 8419.11)		3149	
843890	Parts of the machinery of 84.38			67867
847490	Parts of the machinery of heading 84.74 (SITC 728.			20312
851610	Electric instantaneous/storage water heaters & immersion heaters			1413
854381	Proximity cards & tags	1754		
901890	Instruments & appliances used in medical/surgical/veterinary sciences, incl. other electro-medical apparatus & sight-testing instr., n.e.s. in 90.18		19171	
940161	Other seats, with wooden frames, upholstered.	25918	25936	29423
940180	Other seats whether or not convertible into beds.			5277
940340	Wooden furniture of a kind used in the kitchen.			6241
940350	Wooden furniture of a kind used in the bedroom.		7614	2917

(2006)

SH6	ENGLISH	F GUY	GDPE	MQ
940360	Wooden furniture, other than of a kind used in off		44029	
940380	Other furniture of other materials (cane, osier, bamboo)			1132
940410	Mattress supports	3031	1507	25868
940421	Mattresses, of cellular rubber or plastics, whethe	24467	5147	
940429	Mattresses of other materials (excl. cellular rubber/plastics)		72108	
940429	Mattresses of other materials (excl. cellular rubber/plastics)	57925		
940429	Mattresses of other materials (excl. cellular rubber/plastics)			100417
940490	Articles of bedding and similar furnishing, other			4113
940600	Prefabricated buildings			33585
950720	Fish-hooks, whether/not snelled		6472	13928
950790	Line fishing tackle (excl. of 9507.10-9507.30); fish landing nets, butterfly nets & similar nets; decoy birds (excl. of 92.08/97.05) & similar hunting/shooting requisites		5221	
970110	Paintings, drawings & pastels, executed entirely by hand (excl. drawings of 49.06 & other than hand-painted/hand-decorated manufactured articles)			24801
970190	Collages & similar decorative plaques			3063

2007

SH6	ENGLISH	F GUY	GDPE	MQ
010594	Live fowls of species Gallus domesticus, weighing > 185g			2891
060290	Live plants, n.e.s., incl. their roots; mushroom spawn		7007	
070200	Tomatoes, fresh/chilled		73263	50141
070490	Cabbages, kohlrabi, kale & similar edible brassicas (excl. cauliflowers, headed broccoli & Brussels sprouts), fresh/chilled		420	
070519	Lettuce (Lactuca sativa) (excl. cabbage lettuce) fresh/chilled			2373
070960	Fruits of the genus Capsicum or of the genus Pimen		3007	15780
070990	Vegetables, n.e.s. in 07.01-07.09, fresh/chilled		6114	
071080	Vegetables, n.e.s., uncooked/cooked by steaming/boiling in water, frozen		39066	
080440	Avocados, fresh or dried.		2495	16858
080510	Oranges, fresh/dried		54356	28736
080520	Mandarins, incl. tangerines & satsumas; clementines, wilkings & similar citrus hybrids, fresh/dried		8005	4897
080540	Grapefruit, fresh/dried			1023
080550	Lemons (Citrus limon/limonum) & limes (Citrus aurantifolia/latifolia), fresh/dried		3564	30520
081190	Fruit & nuts, n.e.s., uncooked/cooked by steaming/boiling in water, frozen, whether/not containing added sugar/other sweetening matter		22332	112985
090111	Coffee, not roasted, not decaffeinated		382543	
091099	Thyme.		2213	
190531	Sweet biscuits.		182870	
190531	Sweet biscuits.	129977		
190531	Sweet biscuits.			49621
190590	Baking products, bread, pastry, cakes, biscuits	22313	18451	111532
200540	Peas (Pisum sativum), prepared or preserved otherw		13432	
200819	Nuts and other seeds, whether or not mixed togethe		56625	
200830	Citrus fruit, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		12770	

(2007)

SH6	ENGLISH	F GUY	GDPE	MQ
200850	Apricots, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		14584	
200892	Mixtures of edible parts of plants (excl. of 2008.19), prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		12227	
200899	Edible parts of plants, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		194138	67735
200911	Frozen orange juice		51131	
200919	Orange juice, not frozen (excl. of 2009.19), unfermented & not containing added spirit, whether/not containing added sugar/other sweetening matter		16855	
200929	Grapefruit juice (excl. of 2009.21), unfermented & not containing added spirit, whether/not containing added sugar/other sweetening matter		4577	
200980	Other juice of any other single fruit or vegetable	9937		48944
200990	Preparations of grapefruit and orange juices for i	1873		
210390	Pepper sauce.		1587	
210690	Food preparations, n.e.s.	1440	99707	47914
220290	Other non-alcoholic beverages, not including waters and fruit juice			5394
220300	Beer.	11045	38969	19819
240210	Cigars, cheroots and cigarillos, containing tobacco.	8933	19160	33529
240310	Oil-cake & other solid residues, whether/not ground/in pellets, from extraction of soyabean oil			1850
252310	Cement clinkers	1653196	2497466	1769758
283525	Calcium hydrogenorthophosphate (dicalcium phosphate)			80833
310530	Diammonium hydrogenorthophosphate (diammonium phosphate)		14828	51732
330590	Preparations for use on the hair, other than shamp		7882	
340111	Soap and organic surface-active products and prepa		28122	
392321	Sacks and bags (including cones), of polymers of e		43294	
392329	Sacks and bags (including cones), of plastics othe		294955	
392390	Articles for the conveyance/packing of goods, of plastics (excl. of 3923.10-3923.50)		98640	
392410	Plastic table and kitchen ware			94056
392490	Other household articles and hygienic or toilet ar		9494	
392690	Plastic articles nes		348669	
401019	Conveyor belts/belting (excl. of 4010.11-4010.13), of vulanised rubber		4895	
401039	Transmission belts/belting (excl. of 4010.31-4010.36), of vulcanised rubber, n.e.s.		9595	
441520	Pallets, box pallets and other load boards; pallet collars		394379	
481840	Napkins and napkin liners for babies, of paper pul		6033	
481920	Folding cartons, boxes and cases, of non-corrugate		4070	
490199	Other printed books, leaflets and similar printed			8093
590700	Textile fabrics othw. impregnated, coated/covered; painted canvas being theatrical scenery/studio back-cloths/the like			1614
610510	Men's/boys' shirts, knitted/crocheted, of cotton		4996	4815
611020	Jerseys, pullovers, cardigans, waistcoats and simi	3711		
630629	Tents, Of other textile materials, other than of synthetic fibres	3456	3264	
640319	Sports footwear other than ski-boots/cross-country ski footwear/snowboard boots, with outer soles of rubber/plastics/leather/composition leather & uppers of leather			10334
640351	Footwear (excl. waterproof) with outer soles & uppers of leather, covering the ankle (excl. of 6403.12-6403.40)			92021
640359	Footwear (excl. waterproof) with outer soles & uppers of leather, other than that covering the ankle (excl. of 6403.12-6403.51)			3078
640399	Other footwear without outer soles of leather, not covering the ankle	11291	103267	30903

(2007)

SH6	ENGLISH	F GUY	GDPE	MQ
680291	Mosaic cubes & the like, of marble/travertine/alabaster, whether/not on a backing; artificially coloured granules, chippings & powder, of marble/travertine/alabaster			2160
681091	Prefabricated structural components for building/civil engineering, of cement/concrete/artificial stone, whether/not reinforced		16223	
681099	Other articles of cement, of concrete or of arti		7297	
690410	Ceramic building bricks			5253
690590	Chimney-pots, cowls, chimney liners, architectural ornaments & other ceramic constructional good			7532
691390	Other statuettes and other ornamental ceramic articles,		10895	3131
691490	Other ceramic articles, not elsewhere specified or			18335
711311	Articles of jewellery and parts thereof, of silver			3064
820190	Hand tools		33538	
830790	Flexible tubing of base metal, with/without fittings, of base metals other than iron/steel		1859	
842230	Machinery for filling/closing/sealing/labeling bottles/cans/boxes/bags/other containers; machinery for capsuling bottles, jars, tubes & similar containers; machinery for aerating beverages		1554	
846599	Machine-tools (incl. machines for nailing, stapling, glueing/othw. assembling) for working wood, cork, bone, hard rubber, hard plastics/similar hard materials; other n.e.s. in 84.65		1382	
853180	Electric sound/visual signalling apparatus (e.g., bells/sirens/indicator panels/burglar/fire alarms), other than of 85.12/85.30, n.e.s. in 85.31		4825	
853190	Parts of the apparatus of 85.31		34473	
901890	Instruments & appliances used in medical/surgical/veterinary sciences, incl. other electro-medical apparatus & sight-testing instr., n.e.s. in 90.18	1650	46239	
940161	Other seats, with wooden frames, upholstered.			4621
940169	Other seats			13773
940179	Seats (excl. of 9401.10-9401.50 & 94.02), with metal frames, other than upholstered			8066
940180	Other seats whether or not convertible into beds.			3572
940320	Metal furniture, other than of a kind used in offi			10347
940350	Wooden furniture of a kind used in the bedroom.			4023
940360	Wooden furniture, other than of a kind used in off			12789
940370	Furniture of plastics (excl. of 94.01)		4230	
940381	Furniture of bamboo or rattan, other than of a kin			1004
940389	Furniture of other materials, including cane, osie		5000	878
940410	Mattress supports	3531	10674	3572
940421	Mattresses, of cellular rubber or plastics, whethe	9212		
940429	Mattresses of other materials (excl. cellular rubber/plastics)	25707	43694	51082
940490	Articles of bedding and similar furnishing, other		565	
940520	Electric table, desk, bedside or floor-standing la		1394	
950790	Line fishing tackle (excl. of 9507.10-9507.30); fish landing nets, butterfly nets & similar nets; decoy birds (excl. of 92.08/97.05) & similar hunting/shooting requisites		16616	3439
970110	Paintings, drawings & pastels, executed entirely by hand (excl. drawings of 49.06 & other than hand-painted/hand-decorated manufactured articles)			11694
970190	Collages & similar decorative plaques			1435

SH6	ENGLISH	F GUY	GDPE	MQ
050800	Coral & similar materials, unworked/simple prepared but not othw. worked; shells of molluscs/crustaceans/echinoderms & cuttle-bone, unworked/simple prepared but not cut to shape, powder & waste thereof		6706	
060319	Anthuriums, fresh.			1714
070200	Tomatoes, fresh/chilled		35329	155962
070610	Turnips, fresh or chilled.			2113
070700	Cucumbers & gherkins, fresh/chilled		29625	
070960	Fruits of the genus Capsicum or of the genus Pimen			3228
070990	Vegetables, n.e.s. in 07.01-07.09, fresh/chilled		2783	6717
071080	Vegetables, n.e.s., uncooked/cooked by steaming/boiling in water, frozen		6813	6652
080440	Avocados, fresh or dried.		32515	129606
080510	Oranges, fresh/dried		253483	112482
080520	Mandarins, incl. tangerines & satsumas; clementines, wilkings & similar citrus hybrids, fresh/dried		12085	8155
080540	Grapefruit, fresh/dried			698
080550	Lemons (Citrus limon/limonum) & limes (Citrus aurantifolia/latifolia), fresh/dried		9960	45925
080711	Watermelons		545775	22647
190531	Sweet biscuits.	109805	180605	14250
190532	Waffles and wafers.			19656
190590	Baking products, bread, pastry, cakes, biscuits		70442	
200540	Peas (Pisum sativum), prepared or preserved otherw		11130	
200819	Nuts and other seeds, whether or not mixed togethe		54167	10934
200850	Apricots, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		10299	
200892	Mixtures of edible parts of plants (excl. of 2008.19), prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.		11124	
200899	Edible parts of plants, prepared/preserved, whether/not containing added sugar/other sweetening matter/spirit, n.e.s.	73174	381947	122791
200911	Frozen orange juice		19220	
200919	Orange juice, not frozen (excl. of 2009.19), unfermented & not containing added spirit, whether/not containing added sugar/other sweetening matter		31714	
200929	Grapefruit juice (excl. of 2009.21), unfermented & not containing added spirit, whether/not containing added sugar/other sweetening matter		3959	
200980	Other juice of any other single fruit or vegetable		4849	135574
200990	Preparations of grapefruit and orange juices for i			154452
210690	Food preparations, n.e.s.		136247	82044
220300	Beer.	11281	38868	9151
230400	Oil-cake & other solid residues, whether/not ground/in pellets, from extraction of soyabean oil		32704	
240210	Cigars, cheroots and cigarillos, containing tobacco.		38590	
250840	Other clays.			510
251520	Ecaussine & other calcareous monumental/building stone; alabaster, whether/not roughly trimmed/merely cut, by sawing/othw., into blocks/slabs of a rectangular (including square) shape		8448	
252220	Slaked lime	15739		
271113	Liquified butanes.	705714		
271220	Paraffin wax containing by weight <0.75% of oil			327086
271290	Paraffin wax, microcrystalline petroleum wax, slack wax, ozokerite, lignite wax, peat wax, other mineral waxes, & similar products obtained by synthesis/by other processes, whether/not coloured		56492	



SH6	ENGLISH	F GUY	GDPE	MQ
283525	Calcium hydrogenorthophosphate (dicalcium phosphate)		83379	145444
283650	Calcium carbonate	9392		
330510	Schampoos	2019	3255	
330520	Preparations for permanent waving/straightening the hair		1975	
330530	Hair lacquers		392	
330790	Depilatories and other perfumery, cosmetic or toil		1975	
340600	Candles of tallow.		370725	
340600	Candles of tallow.			420492
391590	Waste, parings and scrap, of plastics other than p			92110
392049	Plates, sheets, film, foil & strip, of polymers of vinyl chloride(excl. of 3920.43), non-cellular & not reinforced/laminated/supported/similarly combined with other materials (excl. self-adhesive)		85627	
392099	Plates, sheets, film, foil & strip, of plastics,n.e.s. in 39.20, non-cellular & not reinforced/laminated/supported/simply combined with other materials (excl. self-adhesive)			85124
392113	Plates, sheets, film, foil & strip, cellular, of polyurethanes		14319	
392310	Boxes, cases, crates & similar articles, of plastics		6353	13893
392321	Sacks and bags (including cones), of polymers of e		67435	
392329	Sacks and bags (including cones), of plastics othe		146990	
392330	Plastic carboys, bottles and flasks, etc		3369	
392390	Articles for the conveyance/packing of goods, of plastics (excl. of 3923.10-3923.50)		185177	
392410	Plastic table and kitchen ware		17615	94902
392690	Plastic articles nes	6928	123734	
401019	Conveyor belts/belting (excl. of 4010.11-4010.13), of vulanised rubber		4283	
401110	New pneumatic tyres, of rubber, of a kind used on motor cars (incl. station wagons & racing cars)		1736	
420212	Suit-cases, with outer surface of plastics or of t		2643	
441520	Pallets, box pallets and other load boards; pallet collars		127848	
442190	Other articles of wood, not elsewhere specified or			542
482370	Moulded/pressed articles of paper pulp		27530	
491199	Other printed matter not elsewhere specified or in			5225
580640	Narrow woven fabrics consisting of warp without weft assembled by means of an adhesive (bolducs)			13321
590190	Tracing cloth; prepared painting canvas; buckram & similar stiffened textile fabrics of a kind used for hat foundations			1804
610510	Men's/boys' shirts, knitted/crocheted, of cotton		11365	5362
610910	T-shirts, singlets & other vests, knitted/crocheted, of cotton			13327
611020	Jerseys, pullovers, cardigans, waistcoats and simi	2577		
620332	Men's/boys' jackets & blazers (excl. knitted/crocheted), of cotton			2100
620342	Men's/boys' trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of cotton		3098	2141
620462	Women's/girls', trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of cotton		2978	
620520	Men's/boys' shirts (excl. knitted/crocheted), of cotton			6063
620640	Women's/girls' blouses, shirts & shirt-blouses (excl. knitted/crocheted), of man-made fibres		1887	
621132	Track suits (excl. knitted/crocheted), men's/boys'; other garments, n.e.s. (excl. knitted/crocheted), men's/boys', of cotton			6567
630629	Tents, Of other textile materials, other than of synthetic fibres		10305	

SH6	ENGLISH	F GUY	GDPE	MQ
640351	Footwear (excl. waterproof) with outer soles & uppers of leather, covering the ankle (excl. of 6403.12-6403.40)			33851
640359	Footwear (excl. waterproof) with outer soles & uppers of leather, other than that covering the ankle (excl. of 6403.12-6403.51)		12898	
640399	Other footwear without outer soles of leather, not covering the ankle		24549	
640399	Other footwear without outer soles of leather, not covering the ankle	24037		
640399	Other footwear without outer soles of leather, not covering the ankle			11331
640590	Footwear other than with uppers of leather/composition leather/textile materials, n.e.s.	35231		
650590	Other hats & other headgear, knitted/crocheted,/made up from lace, felt/other textile fabric, whether/not lined/trimmed; other than hair-nets.		4256	
680229	Worked monumental/building stone & articles thereof (excl. goods of 68.01), simply cut/sawn, with a flat/even surface (excl. of 6802.10), of other stone, other than of granite/marble/travertine/alabaster		3652	
680292	Mosaic cubes & the like, of other calcareous stone...whether/not on a backing; artificially coloured granules, chippings & powder		11221	
680990	Articles of plaster/of compositions based on plaster (excl. of 6808.11 & 6808.19)		1621	
681091	Prefabricated structural components for building/civil engineering, of cement/concrete/artificial stone, whether/not reinforced		48331	
681599	Other articles of stone or of other mineral substa			732
690410	Ceramic building bricks			26813
690510	Roofing tiles, ceramic			12854
690790	Unglazed ceramic flags & paving/hearth/wall tiles (excl. of 6907.10); unglazed ceramic mosaic cubes & the like, whether/not on a backing			2732
691390	Other statuettes and other ornamental ceramic articles,		15296	2568
691490	Other ceramic articles, not elsewhere specified or			24104
701090	Bottles for soft drinks, beers, wines and spirits,		40102	
830300	Armoured/reinforced safes, strong-boxes & doors & safe deposit lockers for strong-rooms, cash/deed boxes & the like, of base metal		201	
843353	Root/tuber harvesting machines			2489
847090	Other electronic calculating machines, n.e.s. in 84.70		3695	
852560	Transmission apparatus for radio-broadcasting/television incorporating reception apparatus		4663	
853190	Parts of the apparatus of 85.31		8630	
853690	Electrical apparatus for switching/protecting electrical circuits,/for making connections to/in electrical circuits, n.e.s. in 85.36, for a voltage not >1000V		6312	
901890	Instruments & appliances used in medical/surgical/veterinary sciences, incl. other electro-medical apparatus & sight-testing instr., n.e.s. in 90.18		33911	
901890	Instruments & appliances used in medical/surgical/veterinary sciences, incl. other electro-medical apparatus & sight-testing instr., n.e.s. in 90.18	6559		
940161	Other seats, with wooden frames, upholstered.		470	
940171	Seats (excl. of 9401.10-9401.50 & 94.02), with metal frames, upholstered			8915
940179	Seats (excl. of 9401.10-9401.50 & 94.02), with metal frames, other than upholstered			8309
940180	Other seats whether or not convertible into beds.		1694	2982
940320	Metal furniture, other than of a kind used in offi			9444
940370	Furniture of plastics (excl. of 94.01)			10458
940389	Furniture of other materials, including cane, osie			1173
940410	Mattress supports	10344	1572	4444
940421	Mattresses, of cellular rubber or plastics, whethe	10243		
940429	Mattresses of other materials (excl. cellular rubber/plastics)	26119	57572	39123
940429	Mattresses of other materials (excl. cellular rubber/plastics)			
940600	Prefabricated buildings			93350

2008

SH6	ENGLISH	F GUY	GDPE	MQ
950590	Festive, carnival or other entertainment articles			7682
950720	Fish-hooks, whether/not snelled		30977	45299
	Brooms & brushes n.e.s. in 96.03...hand-operated mechanical floor sweepers, not motorised, mops & feather dusters; prepared knots & tufts for broom/brush making, paint pads & rollers; squeegees (other than roller squeegees)		1220	
960390	Paintings, drawings & pastels, executed entirely by hand (excl. drawings of 49.06 & other than hand-painted/hand-decorated manufactured articles)			6149
970110				
970190	Collages & similar decorative plaques	821		

Source: Direction Générale des Douanes aux Antilles Guyane & Dirección General de Aduanas de República Dominicana.

## 5.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Topic	Description
<b>Judicial System</b>	<p>Dominican Republic legal system is deriving from the Napoleonic code and is based on the French Civil Law (judges hear and decide cases, not juries). The courts are comprised of</p> <ul style="list-style-type: none"> <li>- The Peace Courts: first level court with 1 judge assigned to to hear local matters and disputes. Each district has it's own peace court.</li> <li>- The Courts of First Instance: similar to the Peace Courts but with specialized chambers to deal with different matters (civil, criminal and commercial matters).</li> <li>- The Appeals Courts: five judge panel in charge of hearing cases or verdicts previously rendered by a court of first instance.</li> <li>- The Supreme Court of Justice: 16 judge panel, in charge of hearing cases decided upon in other courts but can only review a case whereby the interpretation of the law is in question.</li> </ul>
<b>Visa &amp; Residency Requirements</b>	French nationals do not require a visa to travel to the Dominican Republic and may stay for a period of three months but it is compulsory to pay a tourist tax upon arrival at the airport (10\$) and a departure tax (20\$).
<b>Employment Protection and anti-discrimination Laws</b>	<p>The Dominican Republic Constitution (under Art. 100) and Labour Code Principles (Princ. II) guarantee protection and anti-discrimination.</p> <p>For further information, see DR Supreme Court of Justice website: <a href="http://www.suprema.gov.do/codigos/codigo_trabajo.pdf">http://www.suprema.gov.do/codigos/codigo_trabajo.pdf</a></p>
<b>Social Security Provisions</b>	<p>National Social Security Board (CNSS) provides overall governance of the social security system covering: old-age pensions, disability pensions, survivors' and maternity benefits, and compensation for work injuries.</p> <p>General tax revenues supplement employer and employee contributions.</p> <p>For further information: <a href="http://www.cnss.gov.do">http://www.cnss.gov.do</a></p>
<b>Minimum Share Capital</b>	<p>Minimum Authorized Share Capital requirements for Dominican Republic firms vary from one type of firm to the other. For example:</p> <p>Sociedades Anónimas (SA): RD\$30, 000,000 (US\$ 831 025)</p> <p>Sociedad de Responsabilidad Limitada (SRL): RD\$100,000.00 (US\$ 2 770).</p> <p>For further information, visit the Chamber of Commerce of Santo Domingo website at: <a href="http://www.camarasantodomingo.org.do/RequisitosRM.html">http://www.camarasantodomingo.org.do/RequisitosRM.html</a></p>
<b>Types of Businesses</b>	<p>For a list of legally recognized types of businesses in the Dominican Republic, please visit the Chamber of Commerce of Santo Domingo website at:</p> <p><a href="http://www.camarasantodomingo.org.do/RequisitosRM.html">http://www.camarasantodomingo.org.do/RequisitosRM.html</a></p>

<b>Tax Treaties with CARICOM / France</b>	No tax treaty signed with France and CARICOM but reciprocal agreements on investment protection and promotion.
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**- Business Registration – process and time:**

Overall business registration in the Dominican Republic procedure is usually relatively slow. The process from reservation of the company name to full registration takes approximately 3 to 5 weeks. Online registration is now available and reduce substantially the process.

→ For further information (in Spanish) :  
<http://www.camarasantodomingo.org.do/RequisitosRM.html>

**- Tax rates:**

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	1	82	25.0%	taxable profits	19.3
Pension contributions	1	80	6.8%	gross salaries	14.8
Labor risk insurance contributions	1	-	1.3%	gross salaries	1.5
Training tax (INFOTEP)	1	-	1.0%	gross salaries	1.1
Tax on electronic transfers	1	-	0.2%	payments via check or electronic means	1.1
Fuel tax	1	-	RD\$6.3 per gallon	fuel consumption	0.7
Health insurance contributions	1	-	7.0%	gross salaries	0.4
Vehicle tax	1	-	RD \$2200	fixed fee	0
Value added tax (VAT)	1	162	16.0%	value added	
<b>Totals:</b>	<b>9</b>	<b>324</b>			<b>39.0</b>

## 5.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal	<ul style="list-style-type: none"> <li>European businesses can establish a practice to provide legal services in the following areas: consultancy in international law, legal consultancy services in that business's home law, and legal advisory and information services.</li> <li>European businesses can also provide these services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide legal services.</li> </ul>	Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.
Accounting	<ul style="list-style-type: none"> <li>European businesses can establish a practice to provide accounting, auditing, and taxation services.</li> <li>European businesses can also provide these services from Europe.</li> </ul>	Foreign public accountants, auditors, bookkeepers, or taxation service providers may practise their profession only in association with a Dominican accountant
Medical	<ul style="list-style-type: none"> <li>European businesses can establish a practice to provide specialized medical services.</li> <li>European businesses can also provide these services from Europe.</li> <li>European businesses can establish a practice to provide neurosurgery, epidemiological, CATSCAN, midwives, nursing, physiotherapeutic, or paramedical services.</li> </ul>	
Veterinary	<ul style="list-style-type: none"> <li>European businesses can establish a practice to provide veterinary services.</li> <li>European businesses can also provide these services to Caribbean clients who travel to Europe to receive the service.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>European businesses can establish a practice to provide engineering, integrated engineering, architectural, urban planning, and landscape architectural services.</li> <li>European businesses can provide engineering, integrated engineering, and architectural services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Prior permit required for engineering and integrated engineering services. A foreign professional who meets the relevant qualifications may join CODIA as long as Dominican nationals are not prohibited from practicing in the jurisdiction in which the foreign professional is licensed. Chemical engineers must work in association with a national chemical engineer.</li> <li>Prior permit required for architectural, urban planning and landscape architectural services.</li> </ul>

		<p>Graduates of foreign universities who are not members of CODIA may practise in the Dominican Republic when (a) the Executive Branch in special and justified cases contracts their services to perform specialized jobs or technical consulting in those fields of the profession in which such services are necessary; or (b) an enterprise or institution contracts the professional to supply a specific service for a specified time. To provide architectural and engineering services related to construction, persons who are not members of the CODIA must associate with a CODIA member.</p>
Other business services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide technical testing and analysis services, engineering related scientific and technical consulting services, and services incidental to agriculture, hunting, forestry, fishing, and manufacturing (except publishing and printing). European businesses can also provide these services from Europe.</li> <li>▪ Contractual service suppliers and independent professionals can obtain a visa to provide technical testing and analysis services.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> <li>▪ Prior authorization is required to establish a company providing services incidental to fishing. Only Dominican nationals</li> </ul>
Communication services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a courier service in Dominican Republic or provide courier services from Europe.</li> <li>▪ European businesses can establish a company to provide the following services for public and non-public use: Packet-switched data transmission services, circuit-switched data transmission services, telex services, telegraph services, facsimile services, and private leased circuit services.</li> <li>▪ European businesses can also establish a company to provide the following services: Voice telephone services; electronic mail; voicemail; online information and database retrieval; enhanced/value-added facsimile services including store and forward, store and retrieve; code and protocol conversion;</li> </ul>	

	<p>online information and/or data processing (including transaction processing);          electronic data interchange services;          Internet and Internet access services;          personal communication services;          telecommunications equipment sales, rental, maintenance, connection, repair and consulting services;          trunked radio system services; paging services; teleconferencing services;          mobile data services; mobile services (terrestrial and satellite based); fixed satellite services;          international voice, data, and video transmission services supplied to firms involved in information processing located within free zones;          video transmission services (satellite based); connection and interconnection services;          and mobile maritime and air-to-ground telecommunication services.</p>	
Construction services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide services related to general construction work for buildings and civil engineering, installation and assembly work, building completion and finishing work, and special trade construction.</li> <li>▪ European businesses can provide services from Europe related to general construction work for buildings.</li> </ul>	
Distribution services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide the following distribution services:              Commission agents' services;              wholesale trade services (including telecommunications terminal equipment);              sale of motor vehicles, motorcycles and snowmobiles, and parts and accessories; sale, maintenance and repair services of motorcycles and snowmobiles (except maintenance and repair of motorcycles),              and sales of parts and accessories;              non-food retailing services; motor fuel;              and franchising services.</li> <li>▪ European businesses can also provide these services from Europe or to Caribbean consumers who receive the service within Europe.</li> </ul>	
Education services	<ul style="list-style-type: none"> <li>▪ European businesses can establish an institution to provide higher education</li> </ul>	Joint venture is required to establish an institution providing higher education



	services.	services.
Environmental services	<ul style="list-style-type: none"> <li>European businesses can establish a company to provide the following services or provide the services from Europe: Sewage services; refuse disposal services; hazardous waste collection, treatment and disposal services; cleaning services of exhaust gases; noise abatement services; remediation and clean-up of soil and water services; protection of biodiversity and landscape services; services related to closed loop pollution control systems for factories; waste and wastewater management services; and recycling services.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide cleaning services of exhaust gases.</li> </ul>	Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.
Financial services	<ul style="list-style-type: none"> <li>European businesses can establish an insurance company to provide life, accident and health, and non-life insurance services; services auxiliary to insurance (broking, agency); and reinsurance and retrocession services.</li> <li>European businesses can provide reinsurance and retrocession services, and direct insurance services relating to:               <ul style="list-style-type: none"> <li>(i) Maritime shipping and commercial aviation and space launching and freight (including satellites), with such insurance to cover any or all of the following: the goods being transported, the vehicle transporting the goods, and any liability arising therefrom; and</li> <li>(ii) goods in international transit. European businesses can provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> </ul> </li> <li>European businesses can establish a finance company to provide the following services: Services for acceptance of deposits and other repayable funds; lending services of all types (including consumer credit, mortgage credit, factoring and financing of commercial transactions); financial leasing services;</li> </ul>	Unless otherwise provided in a treaty, agreement, or international agreement to which the Dominican Republic is a party, personal life and health insurance contracts sold in the Dominican Republic, and all types of bonds on obligations in the Dominican Republic, must be underwritten either directly or through intermediaries with insurers authorized to operate in the Dominican Republic. Nationality or residency required for obtaining a licence.

	<p>payment and money transmission services; services for guarantees and commitments; trading services for own or customers account (whether on an exchange, in an over-the-counter market, or otherwise); services related to the issuing of securities (including underwriting and placement as agents); advisory and other auxiliary financial services (including credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring); services for the provision and transfer of financial information, financial data processing and related software by providers of other financial services; and financial leasing services with option to buy and factoring.</p> <ul style="list-style-type: none"> <li>▪ European businesses can also provide the following services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe: Advisory and other auxiliary financial services; and services for the provision and transfer of financial information, financial data processing and related software by providers of other financial services.</li> </ul>	
Health & Social services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a hospital, ambulance, residential health facility, or other human health service. European businesses can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> <li>▪ European businesses can establish a social service in the Dominican Republic.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>▪ European businesses can open a hotel, restaurant, travel agency, tour operator office, tourist guide agency, or provide marinas.</li> <li>▪ European businesses can provide catering, travel agency, tour operator, tourist guide, or hotel management services from Europe.</li> <li>▪ European businesses can establish a company to provide spa services.</li> <li>▪ European businesses can also provide these services from Europe or to</li> </ul>	<ul style="list-style-type: none"> <li>▪ Tour guide licences may be granted to foreign nationals only in exceptional circumstances, such as when no Dominican tour guide can satisfy the needs of a particular tour group, including the need to speak a particular language.</li> <li>▪ Drivers for land transport of tourists must be Dominican nationals or foreign nationals resident in the Dominican Republic.</li> <li>▪ To operate in the Dominican</li> </ul>

	Caribbean consumers who travel to Europe to receive the service.	Republic, foreign travel agencies must be duly authorized in their country and of origin and represented by a local agency
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European businesses can establish a yacht rental and leasing business.</li> <li>European businesses can establish an entertainment business, library, or sporting or other recreational services agency or facilities.</li> <li>European businesses can provide entertainment, press agency, library, or sporting and recreational services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide entertainment services.</li> </ul>	<p>The senior manager of every newspaper or periodical must be a Dominican national.</p> <p>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</p>
Transport services	<ul style="list-style-type: none"> <li>European businesses can establish a company to provide the following transport services:</li> <li>Maritime transport services for passengers and freight, provide internal waterways transport services for passengers and freight, rail transport services for passengers and freight, and road transport services for passengers and freight.</li> <li>European businesses can also provide these services from Europe to the Caribbean or for Caribbean consumers receiving the service within Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide maritime transport services for freight.</li> </ul>	<p>When loading and unloading passengers or merchandise, Dominican Republic flag vessels pay 50% of the related fees and charges set for foreign flag vessels. The fees and charges related to loading and unloading paid by foreign flag vessels shall be elicited in a non-discriminatory manner in respect of the nationality of the flag that those foreign vessels fly.</p> <p>Economic needs test applies to key personnel, contractual service suppliers, and independent professionals providing maritime transport services for freight. Main criterion is availability of persons with the requisite skills in the local labour market.</p> <p>Boats and ships of any class and gross ton destined for the transport of passengers or freight in the rivers of the Dominican Republic must be Dominican flagged vessels.</p>
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European businesses can establish a company to provide the following services auxiliary to transport: Rental services of maritime vessel with crew, pushing and towing services for maritime transport, maritime vessel salvaging and refloating services, rental services of internal waterways vessel with crew, computer reservations system services for air transport, selling and marketing of air transport services, ground-handling</li> </ul>	<p>Tugboats, boats, and ships of any class and gross ton destined for the operations of pushing and towing in Dominican ports or rivers must be Dominican flagged</p>

	<p>services for air transport, pushing and towing services for rail transport, supporting services for rail transport, supporting services for road transport, cargo-handling services for all modes of transport, storage and warehousing services for all modes of transport, freight transport agency services for all modes of transport, trans-shipment services, and other supporting and auxiliary transportation services.</p> <ul style="list-style-type: none"> <li>▪ European businesses can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> <li>▪ European businesses can establish a company to provide pushing and towing services for internal waterways transport.</li> </ul>	
Energy services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide services incidental to mining. European businesses can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> <li>▪ European businesses can establish a company to provide services incidental to energy distribution. European businesses can also provide these services from Europe to the Caribbean.</li> </ul>	
Other services	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide research and development services on natural sciences, social sciences and humanities, and interdisciplinary research and development services. European businesses can also provide these services from Europe.</li> <li>▪ Contractual service suppliers and independent professionals can obtain a visa to provide research and development services.</li> <li>▪ European businesses can establish a company to provide consulting services related to the installation of computer hardware, software implementation, data processing and database services, maintenance and repair services of office machinery and equipment</li> </ul>	<p>Economic needs test applies for contractual service suppliers and independent professionals (except for independent professional services related to natural sciences). Main criterion is availability of persons with the requisite skills in the local labour market.</p> <p>Economic needs test also applies for software implementation services to limit the number of non-nationals in managerial positions. Main criterion is availability of persons with the requisite skills in the local labour market.</p>

	<p>including computers, and other computer services.</p> <ul style="list-style-type: none"> <li>▪ European businesses can also provide these services from Europe</li> <li>▪ European businesses can establish a company to provide rental/leasing services (without operator) for ships, aircraft, transport equipment, and machinery and equipment. European businesses can also provide these services from Europe.</li> <li>▪ European businesses can establish a real estate agency. European businesses can also provide real estate services involving own or leased property, and real estate services on a fee or contract basis from Europe.</li> <li>▪ European businesses can establish a company to provide photographic, packaging, publishing and printing, duplicating, and telephone answering services. European businesses can also provide these services from Europe.</li> <li>▪ European businesses can establish a company to provide maintenance and repair of equipment services. European businesses can also provide these services from Europe.</li> <li>▪ European businesses can establish a company to provide maintenance and repair services of vessels for maritime and internal waterways transport, aircraft, and rail and road transport equipment. European businesses can also provide those services from Europe to the Caribbean or to Caribbean consumers who receive those services in Europe.</li> <li>▪ European businesses can establish a company to provide investigation and security services, credit reporting services, and collection agency services.</li> <li>▪ European businesses can also provide these services from Europe.</li> <li>▪ European businesses can establish a</li> </ul>	
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	<p>company to provide placement and supply services of personnel. European businesses can also provide these services from Europe.</p> <ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide building cleaning services.</li> <li>▪ European businesses can establish a company to provide specialty design services, translation and interpretation, and convention services.</li> <li>▪ European businesses can also provide these services from Europe.</li> </ul>	
	<ul style="list-style-type: none"> <li>▪ European businesses can establish a company to provide advertising, market research and public opinion polling, management consulting, and services related to management consulting. European businesses can also provide these services from Europe.</li> </ul>	<p>75% of all artists, announcers, singers, and other participants in the production of any jingle, video, tape, script, advertisement for use in cinemas, or commercial that is transmitted and presented on radio and television, must be Dominican nationals.</p> <p>If a commercial for Dominican goods and services to be sold in the Dominican Republic needs to be produced abroad, 25% of the artists and production personnel in charge of production must be Dominican nationals.</p>

### Sources:

GDP, inflation, population	-	Santiago de los Caballeros Chamber of Commerce
HDI Rating	-	UNDP <a href="http://hdr.undp.org/en/statistics/">http://hdr.undp.org/en/statistics/</a>
Internet penetration	-	Santiago de los Caballeros Chamber of Commerce
Distance between countries	-	<a href="http://www.levoyageur.net/distan.php">http://www.levoyageur.net/distan.php</a>
Main exports & industries:-	-	Santiago de los Caballeros Chamber of Commerce Dirección General de Aduanas de RD
Trade data:	-	Direction Interrégionale des Douanes Antilles-Guyane Dirección General de Aduanas de RD
Visa & Residency requirements	-	French Embassy
Business registration and time	-	Cámara de Comercio de Santo Domingo
Tax rates	-	<a href="http://www.camarasantodomingo.org.do/RequisitosRM.html">http://www.camarasantodomingo.org.do/RequisitosRM.html</a>
Types of businesses		
Minimum Share Capital		
Commitments under EPA	-	ITC : <a href="http://www.intracen.org/">http://www.intracen.org/</a>

## 5.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Animal and Farm products (Source: - Dirección General de Aduanas –DGA - Douanes Antilles-Guyane, - ITC - Focus group)	<ul style="list-style-type: none"> <li>Main exports of poultry and farm products (dairy, eggs, ..) to Haiti and to a lesser extent to the USA and the Netherlands Antilles</li> </ul>	<ul style="list-style-type: none"> <li>Although DR produces significant amounts of poultry it is amongst the lowest levels of exports to the DOMs, which is apparently due to the fact that FCORs import poultry mostly from France (beside local production)</li> <li>DR milk industry is engaged into a good practice programme co-funded by DR and EDF funds through the CDE</li> </ul>
Agro-products (Source: - Focus Group - CCDF - Douanes Antilles-Guyane)	<ul style="list-style-type: none"> <li>Main export markets: UE (Spain), USA, CAN for banana, tropical fruit, coffee, cocoa (8<sup>th</sup> world exporter), organic cocoa (2<sup>nd</sup> world exporter), sugar</li> <li>DR export a great variety of fruits, vegetables and agro-products to the FCORs</li> <li>DR Bio label</li> <li>DR Fair-Trade Label (CCDF project)</li> </ul>	<ul style="list-style-type: none"> <li>Not only is DR naturally endowed with large surfaces of agricultural land, but BSOs and public authorities assist agro professionals through: <ul style="list-style-type: none"> <li>- 4 export platforms to the US and France, providing training, funding and distribution channels. See for example the <i>Plataforma de Agroexportación</i> <a href="http://www.iicard.org/html/Proyectos%20iica/plataforma.html">http://www.iicard.org/html/Proyectos%20iica/plataforma.html</a></li> <li>- DR-EDF funded ISPRI programmes and IICA agroexports platforms: <ul style="list-style-type: none"> <li>. new testing facilities and laboratories calibrated to international standards handed to DIGENOR<sup>1</sup> which should help to reduce the levels of pesticide in agro products, improve preservation conditions or identify specific varieties to develop, amongst other benefits.</li> <li>. Training for civil servants in good practices and SPS international standards through the DIA (of the Sec. Of States for Agriculture)</li> </ul> </li> <li>- DR public organism CODOCAFE (created in 2000) provides technical assistance, funding and coordination services to DR coffee producers, with co-funding by the AFD (French Agency for Development) on specific programmes <a href="http://www.codocafe.gov.do">http://www.codocafe.gov.do</a></li> <li>- Substantial Spanish and French FDI in agro-products (for eg. Coffee) ensure exports to the EU.</li> <li>- DR has the capacity to diversify agro production and potentially respond to an increasingly high demand in Biodiesel (sugar cane derivative) for example.</li> <li>- See ECOCARIBE study funded through ISPPRI</li> </ul> </li> </ul>

<sup>1</sup> DIGENOR: Dirección General de Normas y Sistemas de Calidad

<b>Foodstuffs</b> <b>(Source:</b> <b>-Focus Groups</b> <b>and interviews</b> <b>- Douanes</b> <b>Antilles-</b> <b>Guyane)</b>	<ul style="list-style-type: none"> <li>• Wide range of foodstuff exports, among which: <ul style="list-style-type: none"> <li>- Beverages (Spain, USA, Chile, Haiti, Italy and France)</li> <li>- Cornflakes</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Currently beverages exported to the FCORs: beer and (orange) fruit juice. There is room for diversification of foodstuffs (product derivatives from fruits, cereals, etc.)</li> </ul>
<b>Mineral Products</b> <b>(Source:</b> <b>- Douanes</b> <b>Antilles-</b> <b>Guyane)</b>	<ul style="list-style-type: none"> <li>• DR export natural gas and lubricants (to T&amp;T)</li> <li>• Paraffin and cement to the FCORs</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>
<b>Manufacture</b> <b>(Source:</b> <b>-Focus Groups</b> <b>and interviews</b> <b>- Douanes</b> <b>Antilles-</b> <b>Guyane)</b>	<ul style="list-style-type: none"> <li>• Textile products exported to the EU (and the FCORs), North America</li> </ul>	<ul style="list-style-type: none"> <li>• Room for diversification of clothing products and accessories</li> </ul>
<b>Electrical machinery</b> <b>(Source:</b> <b>-DGA</b> <b>- Douanes</b> <b>Antilles-</b> <b>Guyane)</b>	<ul style="list-style-type: none"> <li>• DR export electronic (medical) equipments to the UE and North America.</li> <li>• Batteries</li> <li>• Air conditioning equipments</li> </ul>	
<b>Construction and architecture</b> <b>(Source:</b> <b>- Focus Groups</b> <b>and interviews</b> <b>- ISPRI programme)</b>	<ul style="list-style-type: none"> <li>• There seems to be some exchanges between architectures and engineers from the FCORs and DR</li> </ul>	<p>Among the key industrial sectors identified and qualifying for upgrading and training through EU-DR funded ISPRI programme are professional services and particularly the sector of architecture. Mutual recognition agreements under EPA being negotiated.</p>
<b>Telecoms</b> <b>(Source:</b> <b>- Focus Group</b> <b>- DGA)</b>	<ul style="list-style-type: none"> <li>• There are potential opportunities in Telecoms equipment and related services especially Mode 1 and 4</li> </ul>	<ul style="list-style-type: none"> <li>• There are potential opportunities in Telecoms equipment and related services especially Mode 1 and 4</li> </ul>
<b>ICT</b>	<ul style="list-style-type: none"> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>• BOP services</li> <li>• Software design and development</li> </ul>
<b>Tourism</b> <b>(Source:</b> <b>Focus Group,</b> <b>interviews)</b>	<ul style="list-style-type: none"> <li>• The tourist industry in DR is very developed in traditional services: <ul style="list-style-type: none"> <li>-beach hotels and restaurants</li> <li>-golf (32 courses)</li> </ul> </li> <li>• Tourism naturally oriented towards Spanish market</li> </ul>	<p>There is capacity to develop other types of activities:</p> <ul style="list-style-type: none"> <li>- Yachting, nautical activities: not only in Punta Cana and Casa de Campo but also in Montecristi (requires new infrastructures)</li> <li>- Extreme sport activities (more ranchos)</li> </ul> <p>Interconnect tourism industry and other activities (agro-products and telecom-services for example)</p>



<p>Tourism and Education</p> <p>(Source: Focus Group, interviews)</p>	<ul style="list-style-type: none"> <li>Spanish teaching : Spanish is one of the most spoken in the world and increasingly so in the Americas</li> <li>Training in the tourism industry</li> </ul>	<ul style="list-style-type: none"> <li>Spanish teaching summer camps are attended mostly by Haitian students already present in DR for other careers and needing to improve their Spanish</li> <li>There is capacity to welcome language students from the FCORs</li> <li>APEC University currently undertaking studies and training in hotel and restaurant services. Training open to foreigners.</li> </ul>
<p>Entertainment Industry</p> <p>(Source: Focus Groups)</p>	<ul style="list-style-type: none"> <li>DR movie professionals federated under ADOCINE</li> <li>Fashion</li> </ul>	<ul style="list-style-type: none"> <li>Audiovisual professionals can export services and products in mode 1, 3 and 4</li> <li>The textile industry can benefit from direct production and related-activities: Caribbean fashion events in DR may serve as a show-room to world markets.</li> </ul>
<p>International Financial Services</p> <p>(Source: Interviews)</p>	<ul style="list-style-type: none"> <li>Enabling agreement signed with France on investment protection and promotion</li> </ul>	<ul style="list-style-type: none"> <li>Agreement with France on investment protection and promotion</li> <li>DR market attractive for FDI</li> <li>Higher transparency in financial services and non-double tax agreement with France required</li> </ul>
<p>Trade</p> <p>(Source: Interviews)</p>	<ul style="list-style-type: none"> <li>DR free zones register significant volumes of product transformation in different industries, although certain activities were relocated in other Caribbean free zones, with higher-skilled staff.</li> </ul>	<ul style="list-style-type: none"> <li>DR very attractive for international traders for its natural endowment and business environment but also because of its trade arrangements with North-America and the EU</li> <li>Around 35% of firms interviewed through the Chamber of Commerce of Santiago expect their trade and free zone activities to increase substantially over next year.</li> </ul>
<p>Consulting</p>	<ul style="list-style-type: none"> <li></li> </ul>	<ul style="list-style-type: none"> <li>Management consulting</li> <li>Auditing</li> </ul>
<p>Renewable energies</p> <p>(Source: interviews)</p>	<ul style="list-style-type: none"> <li>Global trend towards renewable energies</li> <li>Biodiesel is highly demanded in the EU for example</li> </ul>	<ul style="list-style-type: none"> <li>Although DR have land capacity and resources, local market for energies is controlled by local firms providing fuel-based electricity.</li> <li>A few firms have made their entry on the natural gas market but there still is room for diversification towards renewable energies.</li> </ul>
<p>Transportation services</p> <p>(Source: Focus Groups)</p>	<ul style="list-style-type: none"> <li>DR is located at the cross-roads between North-America and the EU</li> </ul>	<ul style="list-style-type: none"> <li>Better sea and air connections should increase DR services as a transformation platform between 2 continents</li> </ul>

## Other opportunities

As far as FDI is concerned, the Dominican Republic seems very attractive to EU businesses, especially for those originating from Spain (linguistic advantage), France or one country having signed agreements on reciprocal promotion and protection of investments with DR.

Such investors not only provide funding and equipment (with subsequent economic spillovers) but they usually provide new distribution channels. French Group Carrefour has DR sub-contractors delivering a wide range of Carrefour-labelled products for sales on local and foreign markets (such as the FCORs). For example, Carrefour in Martinique and Guadeloupe sell mattresses, coffee, soaps or tableware made in DR.

### 5.7 Main barriers to trade identified based on research

- **EU standards** - DR exporters lack of knowledge and information on FCOR customs requirements and SPS (phytosanitary) standards. Earlier this year, through the ISPRI programme, laboratories and standard bureaus have been equipped with EU-calibrated equipments and training on EU standards is provided through the chambers of commerce
- **Immigration policy** – DR considered as a high-migration risk country for the FCORs (partly for its proximity to Haiti) and thus short period visa waivers granted to other Caribbean or Latin-American countries in December 2009 do not apply to DR. Negotiations with French authorities are under process.
- **Transport with North America and the rest of the Caribbean** - Both maritime and air transport scarce and expensive  
Sea transport: Sea container lines available through CAGEMA remain expensive.  
Air transport: 3 airlines – Air France, Air Caraïbes, Air Antilles Express- connect the FCORs to DR, however flights are not regular (easily cancelled).
- **Low-skilled workers.** DR education system to provide professional training to industrial workers in order to diversify industrial production and incorporate higher-value added components or ICT-related production.
- **Innovation and development in energies** – DR experiment serious difficulties in terms of energy supply (energy costs and quality supply are not satisfying according to private and business consumers concerns). DR natural endowments could nonetheless provide for new supplies and trade in these sectors.
- **Lack of information** – Despite the numerous initiatives undertaken by DR public authorities to inform businesses on the EPA and public assistance available, business firms and some BSOs claim they lack of information on such initiatives.
- **Language** – DR businessmen generally speak either Spanish or English, not French.

- **Production costs** – DR energy costs are relatively high which render production less competitive than could be.

## 5.8 Policy recommendations

ISSUE	RECOMMENDATION
<b>EU standards and norms</b>	<p>Further extend ISPRI and collective actions to ensure</p> <ul style="list-style-type: none"> <li>- Upgrading of DR production to international standards of quality and SPS norms.</li> <li>- Training in international trade through CEI-RD for private businesses</li> </ul> <p>Obtain further international certification (as DICOEX certified ISO 9000:2008, the IIBI (Instituto de Innovación en Biotecnología e Industria) certified ISO 17025:2005, etc.)</p> <p>Translate and publish information on French regulation and FCOR specific conditions through the Chambers (especially the CCDF)</p>
<b>Transport</b> Freight costs remain very high between DR and North America and even more so between DR and the FCORS or the rest of the Caribbean	<ul style="list-style-type: none"> <li>➔ Maritime connections need to be improved between the FCORs and DR to provide better business routes and sea lines.</li> <li>➔ DR authorities might consider investing in a regional transport scheme to guarantee low freight-costs to exporters.</li> </ul>
<b>Innovation and development in energies</b>	<ul style="list-style-type: none"> <li>➔ Public organisations to foster innovation and development of renewable energies for private and business use</li> </ul>
<b>Information</b>	<p>Institutionals requested to foster:</p> <ul style="list-style-type: none"> <li>➔ interregional meetings at industrial/professional levels by sector of activity or industry</li> <li>➔ regional meetings at institutional levels to tackle issues related to:               <ul style="list-style-type: none"> <li>- Customs regulations and clearance protocols</li> <li>- Transport agents</li> <li>- Trust (to fight against informal trade)</li> <li>- Information about foreign markets</li> <li>- Surinamese bad payment reputation</li> </ul> </li> </ul>

	<p>(chambers of commerce to create means to ensure payments)</p> <p>➔ FCOR specific information available online in English and Spanish (through the chambers of commerce or Regional Councils for example).</p>
<b>Energy costs and supply</b>	<p>Enforce solution adopted through the <i>Comité de Seguimiento para la Reforma del Sector Eléctrico Dominicano</i> with the collaboration of Santo Domingo Chamber of Commerce, AIRD (la Asociación de Industrias de la República Dominicana) and CONEP (Consejo Nacional de la Empresa Privada) towards <i>interalia</i>:</p> <ul style="list-style-type: none"> <li>- New public contracts</li> <li>- Reorganization of private share</li> <li>- New payment mechanism</li> <li>- Social awareness raising</li> <li>- Development of renewable energies</li> </ul>

## 6.0 Jamaica – Country Case Study

### 6.1 Jamaica – Summary Findings

- Jamaica has a history of exporting to the FCORs. Exports have been dominated by lobsters, shrimps and other crustaceans mainly to Martinique and Guadeloupe. Due mainly to distance, Jamaica's exports to French Guiana is negligible.
- Apart from lobsters and crustaceans, Jamaica exports small amounts of other commodities including: farm products such as fruit; foodstuffs made from fruits, water, etc and food preparations; medicaments; and wood products.
- Given Jamaica's history of commodity exports to the FCORs, the greatest opportunity for is to continue doing what it is doing while aiming to more deeply penetrate the FCOR markets and look for openings in continental EU.
- In terms of services exports, there are opportunities for Jamaica in areas such as:
  - Education
  - Fashion
  - ICT
  - Cultural Industries
  - Film
  - Tourism
  - Tourism Customer Services Training
  - Renewable energy
- The main barriers to trade include those typically identified in other CARICOM countries
  - Visa requirements – Schengen Visa does not give access to Jamaicans
  - Language
  - Transport – Jamaica is quite far from the FCORs but it can ship directly using CGM-CMA
  - Inability of SME's to fill a container and gain the critical mass required to run down average costs of shipping
  - Knowledge of French regulations, culture and bureaucracy
  - Lack of representation or distributors on the ground.
  - High duties when entering the FCORs
  - French culture and perceptions that French products are the best.
- The government should set up a data bank and portal which would allow manufacturers and exporters to communicate with each other about opportunities and barriers – this could be carried out in conjunction with the Jamaica Exporters

Association (JEA), the Jamaica Manufacturers Association (JMA) and the Private Sector Association of Jamaica (PSOJ).

- JAMPRO should organise persons in groups according to their areas of interest and then have someone from the industry come to present the specific data and market opportunities in the FCORs.

## 6.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (J\$, Billions)	270.365
GDP, current prices (U.S\$, Billions)	14.029
GDP per capita, constant prices (J\$)	100,188.63
GDP per capita, current prices (US\$)	5,198.73
Inflation, average consumer prices (Index, 2000=100)	238.168
Population (Millions)	2.699
HDI Rating	Medium
Internet Penetration % Population (Penetration)	54.50%
Distance from Miami - Miles	579.03
Distance from London - Miles	4679.7
Distance from Paris - Miles	4796.61
Distance from Miami - Hours	2
Distance from London - Hours	10
Distance from Paris - Hours	10
Main Exports	alumina, bauxite, sugar, rum, coffee, yams, beverages, chemicals, wearing apparel, mineral fuels
Main Industries	tourism, bauxite/alumina, agro processing, light manufactures, rum, cement, metal, paper, chemical products, telecommunications

## 6.3 Exports to the French Caribbean (HS 6-Digit Level)

Jamaica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2006

HS	Commodity Description	GUAD	MAR	FGUI
030612	Frozen lobsters "Homarus spp.", whether in shell or not, incl. lobsters in shell, cooked by steaming or by boiling in water	88,000	176,000	
030619	Frozen crustaceans, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, shrimps, prawns and crabs); frozen flours, meals	542,960	2,562,723	
080510	Fresh or dried oranges	33,750	10,500	
080610	Fresh grapes	11,250		

180500	Cocoa powder, not containing added sugar or other sweetening matter			184
180690	Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg (excl. in blocks, slabs or bars and cocoa powder)			381
190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and food preparations of milk, cream, butter milk, sour milk, sour c	14,002		
190219	Uncooked pasta, not stuffed or otherwise prepared, not containing eggs			194
190230	Pasta, cooked or otherwise prepared (excl. stuffed)			344
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like)	6,291		
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	3,524		19,827
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)			2,194
210410	Soups and broths and preparations therefor			638
210690	Food preparations, n.e.s.	24,390		269
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	153,445	44,403	
220300	Beer made from malt	32,205		
220421	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of <= 2 l (excl. sparkling wine)		17,891	
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)	191,956	120,994	
220820	Spirits obtained by distilling grape wine or grape marc		3,900	
220870	Liqueurs and cordials		25,983	
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing antibiotic)	28,799	34,257	
340290	Surface-active preparations, washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes,	5,696		
441520	Pallets, box pallets and other load boards, of wood; pallet collars of wood (excl. containers specially designed and equipped for one or more modes of transport)		11	

441890	Builders' joinery and carpentry, of wood, incl. cellular wood panels (excl. windows, French windows and their frames, doors and their frames and thresholds, parquet panels, blocks, strips and friezes, wooden shuttering for concrete constructional work, shi	85,379	86,634	
442010	Statuettes and other ornaments, of wood (excl. wood marquetry and inlaid wood)	911		
481950	Packing containers, incl. record sleeves, of paper, paperboard, cellulose wadding or webs of cellulose fibres (excl. cartons, boxes and cases, of corrugated paper or paperboard, folding cartons, boxes and cases, of uncorrugated paper or paperboard, sacks	11		
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	212	25	121
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	4,504		
640299	Footwear with outer soles and uppers of rubber or plastics (excl. covering the ankle or with upper straps or thongs assembled to the sole by means of plugs, waterproof footwear of heading 6401, sports footwear, orthopaedic footwear and toy footwear)		3,600	
852410	Gramophone records	9,925	11	625
852499	Recorded media for sound or image reproducing phenomena, incl. matrices and masters for the production of records (excl. gramophone records, discs for laser reading systems, magnetic tapes, cards incorporating a magnetic stripe and goods of chapter 37)		1,872	
950210	Dolls representing only human beings, whether or not clothed	192		

Jamaica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2007

HS	Commodity Description	GUAD	MAR	FGUI
030612	Frozen lobsters "Homarus spp.", whether in shell or not, incl. lobsters in shell, cooked by steaming or by boiling in water	89,179	188,760	
030619	Frozen crustaceans, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, shrimps, prawns and crabs); frozen flours, meals	456,943	1,366,458	
040900	Natural honey	9		
080510	Fresh or dried oranges	70,260	135,565	
090412	Pepper of the genus Piper, crushed or ground	12		
110630	Flour, meal and powder of produce of chapter 8 "Edible fruit and nuts; peel of citrus fruits or melons"	7		
121190	Plants, parts of plants, incl. seeds and fruits, used primarily in perfumery, in pharmacy or for insecticidal, fungicidal or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excl. ginseng roots, coca leaf and poppy straw)	144		
151319	Coconut oil and its fractions, whether or not refined, but not chemically modified (excl. crude)	4		
151710	Margarine (excl. liquid)	8		



160250	Prepared or preserved meat or offal of bovine animals (excl. sausages and similar products, finely homogenised preparations put up for retail sale as infant food or for dietetic purposes, in containers of a net weight of ≤ 250 g, preparations of liver an	59		
160415	Prepared or preserved mackerel, whole or in pieces (excl. minced)	3		
170390	Beet molasses resulting from the extraction or refining of sugar	4		
170410	Chewing gum, whether or not sugar-coated	9		
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	9		
190120	Mixes and doughs of flour, groats, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and of mixes and doughs of milk, cream, butter milk, sour milk, sour cream, whey	8		
190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and food preparations of milk, cream, butter milk, sour milk, sour c	7		
190410	Prepared foods obtained by swelling or roasting cereals or cereal products, e.g. corn flakes	18		
190531	Sweet biscuits	22		
190590	Bread, pastry, cakes, biscuits and other bakers' wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like	5,122		
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade	49		
200911	Frozen orange juice, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	23	23	
200941	Pineapple juice, unfermented, Brix value ≤ 20 at 20°C, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	22	22	
200980	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grapenut and apples)	87	66	
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	17,372	32,749	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		562	
210410	Soups and broths and preparations therefor	38		
210690	Food preparations, n.e.s.	212		
220110	Mineral waters and aerated waters, not containing added sugar, other sweetening matter or flavoured	31,614		
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	159,834	45,684	
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	2,711		

220300	Beer made from malt	21,131		
220421	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol (excl. sparkling wine)	3,529	25,000	
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)	182,253	77,268	
220840	Rum and other spirits obtained by distilling fermented sugar-cane products	16,955	1,000	
220870	Liqueurs and cordials	18		
220900	Vinegar, fermented vinegar and substitutes for vinegar obtained from acetic acid	4		
240220	Cigarettes, containing tobacco	33		
252010	Gypsum; anhydrite			49,049
300420	Medicaments containing antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing penicillins or derivatives thereof with a penicillanic structure, or	77,971	76,000	
320890	Paints and varnishes based, incl. enamels and lacquers, on synthetic polymers or chemically modified natural polymers, dispersed or dissolved in a non-aqueous medium, and solutions of products of headings 3901 to 3913 in volatile organic solvents, contain	6,506		
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or suntan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care powder	17,889		
330730	Perfumed bath salts and other bath and shower preparations	432		
330749	Preparations for perfuming or deodorising rooms, incl. odoriferous preparations used during religious rites (excl. agarbatti and other odoriferous preparations which operate by burning)	140		
340111	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent, for toilet use, incl. medicated products	608		
340600	Candles and the like	657		
401410	Sheath contraceptives, of vulcanised rubber (excl. hard rubber)	21		
481850	Articles of apparel and clothing accessories, of paper pulp, paper, cellulose wadding or webs of cellulose fibres (excl. footwear and parts thereof, incl. insoles, heel pieces and similar removable products, gaiters and similar products, headgear and part		245	
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	13		
490890	Transfers "decalcomanias" (excl. vitrifiable)	2,628		

610462	Women"s or girls" trousers, bib and brace overalls, breeches and shorts of cotton, knitted or crocheted (excl. panties and swimwear)	147	632	
691310	Statuettes and other ornamental articles of porcelain or china, n.e.s.	158		
852340	Optical media for the recording of sound or of other phenomena (excl. goods of chapter 37)	1,138	868	
852380	Media for the recording of sound or of other phenomena, whether or not recorded, incl. matrices and masters for the production of discs (excl. magnetic, optical and semiconductor media, and products of chapter 37)	4,785		65
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)		15,525	

Jamaica's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level:  
2008

HS	Commodity Description	GUAD	MAR	FGUI
030612	Frozen lobsters "Homarus spp.", whether in shell or not, incl. lobsters in shell, cooked by steaming or by boiling in water	46,044	353,865	
030619	Frozen crustaceans, fit for human consumption, whether in shell or not, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, shrimps, prawns and crabs); frozen flours, meals	508,038	1,904,434	
030629	Crustaceans, fit for human consumption, whether in shell or not, live, fresh, chilled, dried, salted or in brine, incl. crustaceans in shell, cooked beforehand by steaming or by boiling in water (excl. rock lobster and other sea crawfish, lobsters, shrimp		118,242	
040630	Processed cheese, not grated or powdered	5,622		
080510	Fresh or dried oranges		19,737	
160100	Sausages and similar products, of meat, offal or blood; food preparations based on these products	2,334		
190120	Mixes and doughs of flour, groats, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and of mixes and doughs of milk, cream, butter milk, sour milk, sour cream, whey	10		
190190	Malt extract; food preparations of flour, groats, meal, starch or malt extract, not containing cocoa or containing < 40% by weight of cocoa calculated on a totally defatted basis, n.e.s. and food preparations of milk, cream, butter milk, sour milk, sour c	8,141		
190590	Bread, pastry, cakes, biscuits and other bakers" wares, whether or not containing cocoa; communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products (excl. crispbread, gingerbread and the like	3,541		
200510	Homogenised vegetables put up for retail sale as infant food or for dietetic purposes, in containers of <= 250 g	390		
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade	3,596		

200980	Juice of fruit or vegetables, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit, mixtures, and juice of citrus fruit, pineapples, tomatoes, grapes, incl. grape must and apples)	3,962		
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)	2,543		
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)	338		
210410	Soups and broths and preparations	2,258		
210690	Food preparations, n.e.s.	3,054	2,466	
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	216,240	22,742	
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	45,201		
220300	Beer made from malt	10,486		
220421	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers of (excl. sparkling wine)	5,216	98	
220429	Wine of fresh grapes, incl. fortified wines, and grape must whose fermentation has been arrested by the addition of alcohol, in containers (excl. sparkling wine)		19,523	
220510	Vermouth and other wine of fresh grapes, flavoured with plants or aromatic substances, in containers of <= 2 l	31,684		
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)	231,281	192,455	
220820	Spirits obtained by distilling grape wine or grape marc		5,387	
220870	Liqueurs and cordials		976	
300420	Medicaments containing antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing penicillins or derivatives thereof with a penicillanic structure, or	50,293	37,330	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)	93		
330491	Make-up or skin care powders, incl. baby powders, whether or not compressed (excl. medicaments)	36,785		
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or suntan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care powder)	3,636		
330710	Shaving preparations, incl. pre-shave and aftershave products	27		
330720	Personal deodorants and antiperspirants	287		
330730	Perfumed bath salts and other bath and shower preparations	1,241		
330741	"Agarbatti" and other odoriferous preparations which operate by burning	778		

340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro	8		
340600	Candles and the like	3,237		
442010	Statuettes and other ornaments, of wood (excl. wood marquetry and inlaid wood)		824	
481940	Sacks and bags, incl. cones, of paper, paperboard, cellulose wadding or webs of cellulose fibres (excl. those having a base of a width of >= 40 cm, and record sleeves)	881		
482010	Registers, account books, notebooks, order books, receipt books, letter pads, memorandum pads, diaries and similar articles, of paper or paperboard	3,370		
490110	Printed books, brochures and similar printed matter, in single sheets, whether or not folded (excl. periodicals and publications which are essentially devoted to advertising)	3,835		
490199	Printed books, brochures and similar printed matter (excl. those in single sheets; dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)	1,627		
490290	Newspapers, journals and periodicals, whether or not illustrated or containing advertising material (excl. those appearing at least four times a week)			281
610610	Women's or girls' blouses, shirts and shirt-blouses of cotton, knitted or crocheted (excl. T-shirts and vests)		70	
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	707	260	
620520	Men's or boys' shirts of cotton (excl. knitted or crocheted, nightshirts, singlets and other vests)		355	
620690	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)	1,662	1,663	
691310	Statuettes and other ornamental articles of porcelain or china, n.e.s.	613		
741533	Screws, bolts, nuts and similar articles, threaded, of copper (other than screw hooks, ring- and eyebolts, lag screws, plugs, bungs and the like, with screw thread)	467		
852329	Magnetic media for the recording of sound or of other phenomena (excl. cards incorporating a magnetic stripe and goods of chapter 37)			20
852340	Optical media for the recording of sound or of other phenomena (excl. goods of chapter 37)	13		
852380	Media for the recording of sound or of other phenomena, whether or not recorded, incl. matrices and masters for the production of discs (excl. magnetic, optical and semiconductor media, and products of chapter 37)	16	150	

## 6.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Regulatory Issue	Description
<b>Judicial System:</b>	The judicial system follows British practice, with some local variations. Cases may be brought in the first instance before a lay magistrate (justice of the peace), a magistrate, or a judge in the Supreme Court, according to the seriousness of the offense or the amount of property involved. The Supreme Court also has appellate jurisdiction. Final appeal rests with the seven-member Court of Appeals, appointed on the advice of the prime minister in consultation with the leader of the opposition. The attorney general, who need not be a member of parliament, is appointed by the governor-general on the advice of the prime minister. The constitution gives power to the Court of Appeal and the parliament to refer cases to the Judicial Committee of the Privy Council in the United Kingdom.

For further details on Jamaica's Judicial system, please visit: <http://www.moj.gov.jm/node/view/22>

<b>Visa &amp; Residency Requirements:</b>	Commonwealth citizens (including France) need passports (no visa is required). Citizens from these countries will need the following proof of identification: A valid passport valid up to 6 months, a return ticket to their country of origin, proof of adequate funds to cover stay and if travelling to Jamaica supporting documentation such of letter of invitation from business contacts, itinerary.
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For further details on Jamaica's visa and residency requirements, please visit: <http://jamaica.visahq.com/>

<b>Employment Protection and anti-discrimination Laws:</b>	For details of Jamaica's employment protection and anti-discrimination laws, please visit the country's Ministry of Labour and Social Security official website at: <a href="http://www.mlss.gov.jm/pub/index.php?artid=1">http://www.mlss.gov.jm/pub/index.php?artid=1</a>
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<b>Social Security Provisions:</b>	Jamaica's social security provisions or benefits include: retirement, windows'/widowers', invalidity, special child, orphan, employment injury benefits, anniversary pensioners, funeral grant and the N1 Good Health Plan. Persons covered include the employed, self employed and voluntary contributors.
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For further details on Jamaica's social security provisions, please visit: <http://www.mlss.gov.jm/pub/index.php?artid=20>

<b>Types of businesses:</b>	Types of businesses legally recognized in Jamaica include: <ul style="list-style-type: none"><li>▪ Limited Liability Company</li><li>▪ Branch of foreign company</li><li>▪ General or limited Partnership</li><li>▪ Sole Proprietorship</li></ul>
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For further details, please visit the country's Office of Registrar

of Companies website at:  
<http://www.orcjamaica.com/>

**Minimum Share Capital**

There are no minimum share capital requirements for a Jamaican company. For further details please visit the official website of the Jamaica's Companies Office.

**Tax treaties with CARIFORUM**

Jamaica has in place an inter-regional double taxation treaty with CARICOM member states

**- Business Registration – process and time**

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Ascertain from the Registrar of Companies whether the desired name is available and acceptable	1 day	JMD 500
2	Have company documents stamped by the Stamp Commissioner	1 day	JMD 500
3	File the company deeds to the Registrar of Companies	3 days, 1 day with expedited service	J\$10,000 (registration fee) + J\$2,000 for each additional document of which there are three: (a) Notice of Registered Office, Notice of Appointment of Directors and Notice of Appointment of Company Secretary; an additional J\$3,000 for expedition service
4	Obtain national insurance scheme (NIS) reference number from the Ministry of Labour and Social Security	2 days	no charge
5	Obtain taxpayer registration number (TRN) from Collector of Taxes	2 days	no charge
6	Obtain general consumption tax (GCT) registration	1 day	no charge

- Tax rates

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Notes on Payments</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate Income Tax	4		48	33.3.00%	taxable profits	27.9
Labour tax	0		24	4.00%	net salary	
Value added tax (GCT)	12		126	17.5%	value added	
Stamp duty	1		-	various rates		



## 6.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide legal services or legal consultancy services in that business' home law. European business can also provide legal services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide legal services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> <li>Local certification is required. Attorneys from other jurisdictions cannot practice without acceptance by Jamaica General Legal Council.</li> </ul>
Accounting services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide accounting, auditing and taxation services. European business can also provide these services from Europe.</li> </ul>	
Medical services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide general and specialized medical services, neurosurgery, and CATSCAN services. European business can also provide these services from Europe.</li> <li>European business can establish a practice to provide midwives and nursing services, physiotherapeutic and paramedical services.</li> </ul>	
Veterinary services	<ul style="list-style-type: none"> <li>There are no new European business opportunities for veterinary services, photographic, packaging, printing and publishing, duplicating or telephone answering services, investigation and security services, credit reporting services, collection agency services, or placement and supply services of personnel.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>European business can establish a practice to provide engineering, architectural, urban planning and landscape architectural services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint ventures preferred to establish a practice providing engineering or architectural services.</li> </ul>
Other business services	<ul style="list-style-type: none"> <li>European business can establish a company to provide technical testing and analysis services, engineering related scientific and technical consulting services, and services incidental to manufacturing. European business can also provide these services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide technical testing and analysis services.</li> </ul>	*
Communication services	*	*
Construction services	<ul style="list-style-type: none"> <li>European business can establish a company to provide services related to general construction work for buildings, general construction work for civil engineering, installation and assembly work, building completion and finishing work, and special trade construction.</li> <li>European business can provide services from Europe related to general construction work for buildings, general construction work for civil engineering, and installation and</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply to contractual service suppliers to protect against temporary labour surges. Main criterion is availability of persons with the requisite skills in the local labour market. A company must provide evidence of local capacity at all levels of the organization.</li> <li>Build-own-operate-and-transfer</li> </ul>

	<p>assembly work.</p> <ul style="list-style-type: none"> <li>Contractual service suppliers can obtain a visa to provide construction services.</li> </ul>	<p>type projects must provide evidence of local investment and should seek to ensure, as far as possible, structured technology transfer, training and capacity building.</p>
Distribution services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Education services	<ul style="list-style-type: none"> <li>European business can establish an institution to provide primary, secondary, higher and adult education services.</li> <li>European business can provide primary, secondary, higher and adult education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provide higher and adult education services from Europe.</li> </ul>	
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide cleaning services of exhaust gases and services related to closed loop pollution control systems for factories. European business can also provide these services from Europe.</li> <li>European business can also establish a company to provide noise abatement services.</li> <li>Contractual service suppliers can obtain a visa to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies for contractual service suppliers. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can also establish an insurance company to provide life, accident and health, and non-life insurance services, and services auxiliary to insurance (broking, agency). European business can also provide life, accident and health, and non-life insurance services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can establish a finance company to provide services for acceptance of deposits and other repayable funds; lending services of all types (including consumer credit, mortgage credit, factoring and financing of commercial transactions); services for the provision and transfer of financial information, financial data processing and related software by providers of other financial services. European business can also provide services for the provision and transfer of financial information, financial data processing and related software by providers of other financial services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>The Financial Services Commission must be satisfied that the covers being offered by foreign companies will be supplemental to the industry in situations where there is limited capacity in the market. In addition, the relevant authority must be satisfied that adequate funds will be deposited to cover the domestic liabilities of these companies.</li> <li>To establish a company providing services for the provision and transfer of financial information, financial data processing and related software by providers of other financial services, the database must be resident in Jamaica.</li> </ul>
Health & Social services	<ul style="list-style-type: none"> <li>European business can establish a hospital, ambulance, residential health facility, other human health service, social service with accommodation or vocational rehabilitation service. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism	<ul style="list-style-type: none"> <li>European business can open a hotel, restaurant, travel agency, tour operator office,</li> </ul>	

services	<p>tourist guide agency, or provide marinas.</p> <ul style="list-style-type: none"> <li>European business can provide travel agency or tour operator services from Europe.</li> <li>European business can establish a company to provide spa services. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the services.</li> </ul>	
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can establish a yacht rental and leasing business.</li> <li>European business can establish an entertainment business, library, archives, museum or sporting or other recreational services agency or facilities.</li> <li>European business can provide entertainment, library, archive, or museum services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide entertainment services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following transport services: Maritime transport services for passengers and freight; non-scheduled passenger transportation services by air; rail transport services for passengers and freight; and road transport services for passengers and freight.</li> <li>European business can also provide these services from Europe to the Caribbean or for Caribbean consumers receiving the services within Europe.</li> <li>Contractual service suppliers can obtain a visa to provide maritime transport services for passengers and freight.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide rail and road transport services for passengers and freight.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Services Auxiliary to transport	*	*
Energy services	<ul style="list-style-type: none"> <li>European business can establish a company to provide services incidental to mining, site preparation work for mining, and services incidental to energy distribution. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> </ul>	

\* - See complete document for reservations  
Cells are left blank where there are no reservations

Sources:		
GDP, inflation, population	-	IMF
	-	<a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a>
HDI Rating	-	UNDP
		<a href="http://hdr.undp.org/en/statistics/">http://hdr.undp.org/en/statistics/</a>
Internet penetration	-	Internet World Stats
		<a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a>
Distance between countries	-	Map Crow – Travel Distance Calculator
	-	<a href="http://www.mapcrow.info/">http://www.mapcrow.info/</a>
Main exports & industries:-	-	CIA
		<a href="https://www.cia.gov/index.html">https://www.cia.gov/index.html</a>
Trade data:	-	CARICOM Secretariat
Judicial System	-	Jamaica, Ministry of Justice
		<a href="http://www.moj.gov.jm/node/view/22">http://www.moj.gov.jm/node/view/22</a>
Visa & Residency requirements	-	Visa HQ
		<a href="http://jamaica.visahq.com/">http://jamaica.visahq.com/</a>
Employment laws	-	Jamaica Ministry of Labour & Social Security
		<a href="http://www.mlss.gov.jm/pub/index.php?artid=1">http://www.mlss.gov.jm/pub/index.php?artid=1</a>
Business registration and time	-	Doing Business
		<a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
World Bank	-	World Bank Group - Doing Business
		<a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Tax rates	-	World Bank Group – Doing Business
		<a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a>
Social Security Provisions	-	Jamaica Ministry of Labour & Social Security
		<a href="http://www.mlss.gov.jm/pub/index.php?artid=1">http://www.mlss.gov.jm/pub/index.php?artid=1</a>
Types of businesses	-	DunnCox Attorney-at-law / ORC
		<a href="http://www.dunncox.com/pdf/Overview.pdf">http://www.dunncox.com/pdf/Overview.pdf</a>
		<a href="http://www.orcjamaica.com/">http://www.orcjamaica.com/</a>
Minimum Share Capital	-	Companies Office of Jamaica
		<a href="http://www.orcjamaica.com/">http://www.orcjamaica.com/</a>
Tax treaties with CARIFORUM	-	CARICOM
		<a href="http://www.caricom.org/jsp/single_market/taxation">http://www.caricom.org/jsp/single_market/taxation</a>
Commitments under EPA	-	ITC
		<a href="http://www.intracen.org/">http://www.intracen.org/</a>

## 6.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Animal and Animal Products / (Aquaculture)  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Exports of animal and animal products including frozen lobsters, frozen crustaceans, crustaceans are among Jamaica's highest earning exports to the FCOR in particular. These consistently generated the highest income from exports over the 2006-2007 period.</li> <li>Significant quantities of these types of seafood are consumed in the FCOR. Jamaica's main markets are Martinique and Guadeloupe.</li> </ul>	<ul style="list-style-type: none"> <li>Jamaican exporters clearly have the domestic capacity to export seafood products to the FCOR since they have a history of doing so and the country has significant coastal waters and a well developed fisheries industry.</li> <li>Steps should be taken to deepen the penetration in the FCORs and extend this market to the wider EU since market standards are already being met.</li> </ul>
Vegetable products  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Jamaica has a market for fresh or dried oranges in FCOR territories Martinique and Guadeloupe</li> </ul>	<ul style="list-style-type: none"> <li>Jamaican exporters should continue to export these products to Martinique and Guadeloupe and seek collaboration with exporters from Dominica and St. Lucia to penetrate the FCOR market more deeply as well as to attain critical mass in order to export to the EU.</li> </ul>
Agro-processing (beverages and food)  (Source: Jamaica National Export Strategy)	<ul style="list-style-type: none"> <li>Jamaica's unique and diverse range of food products continues to be in increasing demand internationally.</li> <li>Jamaica's agricultural exports have generated foreign exchange earnings of some US\$100 million (J\$5 billion) per annum during the last five years</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has established niche markets, brands and products; established channels to the target markets with experience to expand reach – supply chain is well established</li> <li>There are world-class enterprises within the Jamaican agro-processing sector able to make high quality products; support programmes in place for the industry</li> </ul>
Foodstuffs  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Exports of cider, perry, mead and other fermented beverages, malt extracts, rum and tafia and mixtures of fruit juices represent Jamaica's highest earning foodstuffs to the FCOR</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has exporters with the raw materials, the processes and the know-how to increase exports to the FCORs.</li> </ul>

Mineral Products  (Sources: CARICOM Secretariat Statistics 2010 and Jamaica National Export Strategy)	<ul style="list-style-type: none"> <li>• Jamaica has a range of commercially exploitable minerals, including a wide variety of limestones, hard volcanic rocks, bauxite, marble, base and precious metals, sand and gravel.</li> <li>• During the period 2001-2006 Mining and Quarrying represented on average 5.6% of Jamaica's Gross Domestic Product (GDP).</li> </ul>	<ul style="list-style-type: none"> <li>• Significant quantities and excellent grade of mineral resources, namely bauxite, limestone and hard volcanic rocks</li> <li>• Strategic location to major international markets</li> <li>• Ongoing investment in the industry. This is especially the case in the Bauxite/Alumina subsector and the Industrial Minerals Sector.</li> <li>• Growing businesses - Some companies have amassed a favourable amount of experience and financial resources which are being reinvested to facilitate further growth.</li> </ul>
Chemical and Allied industries  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>• Under chemical and allied, Jamaica has a major market for medicaments in the FCOR especially in Martinique and Guadeloupe</li> </ul>	<ul style="list-style-type: none"> <li>• Jamaican exporters should aim to increase exports of these products to the FCORs and seek new markets in French Guiana and the wider EU.</li> </ul>
Textiles  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>• Jamaica exports a variety of textiles to the FCOR among which the most popular are women's or girls' trousers, t-shirts, men's or boys' shirts of cotton and women's' or girls' blouses.</li> </ul>	<ul style="list-style-type: none"> <li>• Given the continual development of its local textiles industry, Jamaica has the capacity to produce more of these goods to meet the export market.</li> <li>• Exporters should seek new markets in the EU since the Jamaican brand is becoming more widely recognized and EU standards are already being given its exports to the FCORs.</li> </ul>
Plastics and Rubbers  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>• Jamaica trades a few goods under this category with the FCOR among which are rigid tubes, pipes and hoses and household and toilet articles and sheath contraceptives of vulcanised rubber.</li> </ul>	<ul style="list-style-type: none"> <li>• Though a relatively small amount of these goods are exported to the FCOR, Jamaican producers should continue exporting these products. Since EU standards are being met, new markets should be sought in the wider EU.</li> </ul>

Stone or glass  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Jamaica exported a small quantity of statuettes and other ornamental articles of porcelain or china to Guadeloupe for the period 2006-2008</li> </ul>	<ul style="list-style-type: none"> <li>Jamaican exporters should seek to deepen penetration in Guadeloupe and new markets in other FCOR territories</li> </ul>
Renewable energy  (Source: Focus Group discussions and interviews)	<ul style="list-style-type: none"> <li>The global and regional demand for energy is continually growing</li> <li>The opportunity here is in utilizing FCOR expertise from Guadeloupe to develop efficient operations in Jamaica and lead to import substitution and the possibility of export.</li> <li>A geothermal plant is planned for Nevis which is expected to not only satisfy the domestic market but also exported by underwater cable to other Caribbean Territories.</li> </ul>	<ul style="list-style-type: none"> <li>Several entities in Jamaica are involved in renewable energy – producers of renewable energy can supply the national grid. However, high start up costs, and adequate funding are amongst the factors that challenge them.</li> <li>Like all other Caribbean countries, solar energy should be considered an option given the abundance of sunshine in the region</li> </ul>
Education  (Source: Jamaica National Export Strategy)  (Focus Group discussion)	<ul style="list-style-type: none"> <li>Worldwide market for education exports is estimated to be worth US\$30 billion and expected to triple in the next 20 years</li> <li>Growth being fuelled by the emergence of English as the dominant global language; Market for TVET is growing as the need for specialty skills arise</li> <li>Online French Language training is an opportunity when trade with the FCORs increases</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has an active and vibrant education industry with strong growth potential.</li> <li>There are a number of well-established public and private institutions and a range of study offerings in an attractive location.</li> <li>Available pool of quality academic administrators to develop policy, standard operating procedures, systems</li> <li>The services of Alliance Francaise should be utilised</li> </ul>
Fashion  (Source: Jamaica National Export Strategy)	<ul style="list-style-type: none"> <li>Jamaica is known globally for its cultural and creative industries, which are a major contributor to the local economy</li> <li>Jamaica's fashion industry also captures the vibrant and bold energy of its people, and may be considered the strongest goods producing sector in Jamaica's creative industries</li> </ul>	<ul style="list-style-type: none"> <li>Strong national brand linked to creativity</li> <li>Creative and skilled designers</li> <li>Trained pool of workers in garment construction</li> <li>Presence of support institutions (though needs some strengthening)</li> <li>Increased sales to the tourism</li> </ul>

		market
<p>ICT</p> <p>(Source: Jamaica National Export Strategy)</p> <p>(IT experts in Jamaica (Mr. Carlton Samuels) and Trinidad &amp; Tobago (Mr. Arthur Phidd))</p>	<ul style="list-style-type: none"> <li>Worldwide research and development in ICT were estimated to reach US\$12 billion in 2010</li> <li>Offshore spending on application development services estimated to reach US\$50 billion by 2010</li> <li>he global IT off-shoring market is very large and there is an increase in demand for services such as hosting services, E-Learning, home security systems, and networking management systems, which do not depend on the spoken language.</li> <li>The globalisation of services in context should also be noted; a French firm may be interested in English-speaking outsourced services because it might be the most-cost-effective way to address an English-speaking market segment that they now service. For example, a company like Total, for example, and its worldwide spread.</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has already emerged as a recognized leader in ICT services in the region as well as in target markets, supported by a solid and improving infrastructure.</li> <li>Jamaica has an active ICT sector centred around software development services and the largest call centre industry in the region.</li> <li>Foreign direct investment inflows to the ICT sector has averaged US\$69 million per annum over the period 2001-2005, representing 11% of total foreign direct investment inflows over the period.</li> <li>Though Jamaica is an English-speaking country, ICT experts claim that language only becomes an issue when the service delivery itself is predicated on mastery of French. So, for example, the English-speaking Caribbean would offer little support for so-called direct frontline customer service offerings driven by voice-type interventions.</li> <li>With respect to back office type services such as database management, OLTP, image processing, data entry (in fact anything to do with structured data processing), then the language competence requirement is secondary and may not even exist.</li> </ul>
<p>Cultural Industries</p> <p>(Source: Jamaica National Export Strategy)</p>	<ul style="list-style-type: none"> <li>There is a global growth in cultural tourism. World Tourism Organisation figures suggest that cultural tourism accounts for about 5-8% of the tourism market. A significant percentage of travellers visit a place or an event during a trip.</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has already emerged as a recognized world leader in cultural industries in the especially as it relates to reggae music.</li> <li>Jamaica has numerous artistes and producers of reggae music.</li> </ul>



		<ul style="list-style-type: none"> <li>• Reggae music is already popular in the FCORs and the EU so Jamaican artistes have excellent opportunities to “piggy-back” on this success.</li> <li>• More efforts should be put in place to develop facilities to train and refine more artistes to generate quality reggae music for the international market and prevent artistes from other countries becoming the main beneficiaries from the brand.</li> </ul>
<p>Film</p> <p><b>(Source: Interviews and Focus Group discussions JAMPRO)</b></p>	<ul style="list-style-type: none"> <li>• Worldwide expenditure on film production has increased from US\$5.6 billion in 2001 to US\$7.3 billion in 2005</li> <li>• International awareness of the country as a location for filming as a result of tourism marketing programmes</li> <li>• Increasing demand for dynamic new world locations by the international film industry</li> <li>• The development of vibrant local television and video production sectors with export possibilities</li> </ul>	<ul style="list-style-type: none"> <li>• Advantageous location with beautiful climate, lovely beaches and lush vegetation</li> <li>• Excellent casting with an English-speaking population &amp; location diversity</li> <li>• Skilled labour - costume makers, production managers, directors of photography</li> <li>• Dedicated Film Desk within JAMPRO</li> <li>• Foreign-business friendly environment includes tax</li> </ul>
<p>Tourism</p> <p><b>Sources: Focus Groups and Interviews</b></p> <p><b>European Travel Commission website</b></p>	<ul style="list-style-type: none"> <li>• The European Travel Commission estimates that European tourism growth will pick up again after a 6% decline in 2009. The industry is still estimated to be well over US\$6 trillion.</li> <li>• Multi-destination tourism presents an opportunity for Jamaica. Visitors to Martinique (from France) could be enticed to Jamaica for a few days during a visit from the EU.</li> <li>• The primary target clientele</li> </ul>	<ul style="list-style-type: none"> <li>• Jamaica has the capacity to support more tourism originating from the FCORs or the EU.</li> <li>• Jamaica has an excellent variety of hotels, restaurants and beaches – in general it is a globally recognized brand in the tourism market.</li> <li>• Traditional tourism is therefore still one of the greatest opportunities for Jamaica.</li> </ul>

	for this type of Tourism is the more adventurous, culturally oriented tourist, who wishes to interact with the host community.	
Tourism Customer Services Training  <b>Sources: Focus Groups</b>  <b>European Travel Commission website</b>	<ul style="list-style-type: none"> <li>Focus group meetings in the FCORs identified the fact that customer service was generally deficient in the hospitality sector in the FCORs.</li> <li>Customer service is considered very important in the tourism experience and is a major driver of repeat business.</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has the capacity to offer tourism customer service training to persons from the FCORs.</li> </ul>
Health and Wellness Tourism  <b>Sources: National Export Strategy and Focus Groups)</b>	<ul style="list-style-type: none"> <li>Health and Wellness Tourism is a large and growing market estimated to be over US\$40 billion worldwide</li> <li>Persons from the FCORs or from the EU might wish to visit Jamaica to get procedures done or recuperate from operations or illnesses.</li> </ul>	<ul style="list-style-type: none"> <li>Jamaica has the capacity to offer tourism customer service training to persons from the FCORs.</li> <li>The Heart Institute of the Caribbean (HIC) – first world institution in Jamaica which could facilitate health tourism</li> </ul>

## Other Opportunities

Jamaica should set develop strategies to take advantage of the national visibility provided by its successful sports persons such as Usain Bolt and Asafa Powell and successful reggae artistes such as Bob Marley, Jimmy Cliff, Beenie Man, etc.

## 6.7 Barriers/Weaknesses/Threats

- SME's cannot meet demand in terms of **filling a container** and would like some kind of help in this regard
- Visa Requirement
- Language
- Information on French/EU standards
- Transportation – cost, availability and distance

## 6.8 Government Policy Requirements

- The government should set up a data bank which would allow manufacturers and exporters to enlist to communicate with each other – this could be carried out in conjunction with the Jamaica Exporters Association (JEA), the Jamaica Manufacturers Association (JMA) and the Private Sector Association of Jamaica (PSOJ).

- JAMPRO should organise persons in groups according to their areas of interest and then have someone from the industry come to present the specific data and market opportunities in the FCORs.

## **6.9 Recommendations for Caribbean Export**

- Caribbean Export should consider developing Opportunity Profiles including information on new markets; quality and SPS requirements; database with critical information set for small players to explore; etc
- Caribbean Export could work with Jamaica to provide Tourism Training in the FCOR and vice versa) through an exchange programme between Jamaica and the FCORs.
- Caribbean Export could facilitate Jamaican exporters in making connections with the Chambers of Commerce and Regional Councils in the FCORs in order to initiate the process of doing business.

## 7.0 St. Lucia – Country Case Study

### 7.1 St. Lucia (SLU) – Summary Findings

- SLU has a history of exports to the FCORs, across several categories of commodities. Exports of cartons, boxes and cases, of corrugated paper to Martinique were the highest value amongst exports to the FCOR over the 2006-2008 period. There were also significant exports to Guadeloupe of self-propelled tamping machines and road rollers and other public works equipment.
- Other export products also included: farm products such as green tea; foodstuffs such as sauces, condiments and mineral water; perfumes and toilet waters; pebbles, gravel and cement; doors and door products; textiles; plastic and metal products; and some machinery and equipment.
- Given SLU's history of commodity exports to the FCORs, perhaps the greatest opportunity for SLU exporters is to continue doing what they are doing while aiming to more deeply penetrate the FCOR markets and look for openings in continental EU.
- In terms of services exports, there are opportunities for SLU in areas such as:
  - Education and language services such as customer service training and English language training
  - Entertainment and cultural industries – jazz festival, carnival, concerts and other performance. The sale of music would also provide an opportunity since persons from the FCOR tend to prefer to buy music that is properly packaged and copyright requirements are in place
  - Management consulting – especially as it relates to marketing and regulatory information on the EPA and the FCOR markets
  - Tourism – especially cultural tourism and multi-destination tourism wherein tourists visiting the FCORs can spend a part of their vacation in SLU.
  - Yachting tourism - SLU should put in place more facilities to support this high-end industry – food, craft, entertainment, repairs, etc.
  - Transportation services – especially as it relates to providing shipping services and airline services to support trade with the FCORs.
- The main barriers to trade include those typically identified in other CARICOM countries
  - Language – to the extent that "Creole" is inappropriate or when written documentation in French (or a French website) has to be dealt with
  - Transport – insufficient transport options
  - Knowledge of French regulations, culture and bureaucracy
  - Lack of representation or distributors on the ground.
  - High duties when entering the FCORs
  - French culture and perceptions that French products are the best
  - Visa requirements – only 10 days entry without a visa but the traveller must avail themselves of a letter of invitation, a hotel booking and medical insurance.
- Joint ventures and partnerships should be sought in order to understand the FCOR market, network and benefit from existing trading links, etc – the successful business model of Baron Foods should be examined and adapted to the extent possible.

- The Government needs to play a role in various ways including:
  - Establishing an agency in Martinique (FCORs) that would help plan things out, make links and facilitate market entry and expansion for St. Lucian exporters and hold the hands of SMEs for a while
  - Providing of an information portal on the FCORs which provides market intelligence and minimizes market research costs for exporters
  - Providing of appropriate facilities to help exporters develop and test products to meet FCOR market
  - Implementation of a language policy to supplement Creole with French - this would help with trade.
  - Playing a facilitating role in the provision of regular and affordable structured transportation of freight between St. Lucia and Martinique e.g. providing grants or soft loans to private sector persons.
  - Establishing a desk responsible for encouraging and coordinating syndicates in St. Lucia so that large projects can be undertaken.
- Caribbean Export could play a coordinating role in various ways including:
  - Collecting information on FCOR markets, exporters, importers, etc and making it available on the Caribbean Export website.
  - Coordinating initiatives with Regional Governments to place a business representative and a cultural attaché on the ground in the FCORs with the responsibility for providing marketing and other support.
  - Assist in outlining productivity and other benchmarks necessary if CARIFORUM is going to face and compete with others through the EPA.

## 7.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	1.627
GDP, current prices (U.S Dollar, Billions)	0.987
GDP per capita, constant prices (National Currency)	9,575.79
GDP per capita, current prices (US Dollar)	5,806.02
Inflation, average consumer prices (Index, 2000=100)	127.624
Population	0.17
HDI Rating	High HDI
Internet Penetration % Population (Penetration)	68.60%
Distance from Miami - Miles	1491.34
Distance from London – Miles	4223.78
Distance from Paris – Miles	4228.93
Distance from Miami - Hours	3
Distance from London – Hours	9
Distance from Paris – Hours	9
Main Exports	Bananas, clothing, cocoa, vegetables, fruits, coconut oil
Main Industries	Tourism, clothing, assembly of electronic components, beverages, corrugated cardboard boxes, lime processing, coconut processing

## 7.3 Exports to the French Caribbean (HS 6-Digit Level)

### Saint Lucia's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2006

HS	Commodity Description	GUAD	MAR	FGUI
090210	Green tea in immediate packings of <= 3 kg	699	704	
090220	Green tea in immediate packings of > 3 kg		1,273	
090411	Pepper of the genus Piper, neither crushed nor ground		101	
090620	Crushed or ground cinnamon and cinnamon-tree flowers	39		
090810	Nutmeg		11	
091010	Ginger	39	201	
091040	Thyme and bay leaves	155	101	
140110	Bamboos		790	
151319	Coconut oil and its fractions, whether or not refined, but not chemically modified (excl. crude)		307	
200799	Jams, jellies, marmalades, purees or pastes of fruit, obtained by cooking, whether or not containing added sugar or other sweetening matter (excl. citrus fruit and homogenized preparations of subheading 2007.10)		38	

200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade)		121	
210120	Extracts, essences and concentrates of tea or mate, and preparations with a basis of these extracts, essences or concentrates, or with a basis of tea or mate		241	
210320	Tomato ketchup and other tomato sauces		2,764	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		25,948	
210690	Food preparations, n.e.s.		18,994	
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage		57	22,382
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway other ballast, shingle and flint, whether or not heat-treated	22,540	48,863	
252329	Portland cement (excl. white, whether or not artificially coloured)	1,111		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)		26,753	
330499	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or sun tan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care pow)		163	
340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded piece)		40	
392520	Doors, windows and their frames and thresholds for doors, of plastics		924	
441820	Doors and their frames and thresholds, of wood		403	
442190	Other articles of wood, n.e.s.	19,032		
481910	Cartons, boxes and cases, of corrugated paper or paperboard	10,003	197,925	
551219	Woven fabrics containing >= 85% polyester staple fibres by weight, dyed, made of yarn of different colours, or printed			478
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	398		
620332	Men's or boys' jackets and blazers of cotton (excl. knitted or crocheted, and wind-jackets and similar articles)		3,828	
620333	Men's or boys' jackets and blazers of synthetic fibres (excl. knitted or crocheted, and wind-jackets and similar articles)		4,931	
620339	Men's or boys' jackets and blazers of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, and wind-jackets and similar articles)		1,793	
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excl. knitted or crocheted, underpants and swimwear)		5,351	
620343	Men's or boys' trousers, bib and brace overalls, breeches and shorts of synthetic fibres (excl. knitted or crocheted, underpants and swimwear)		6,891	

620349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)		5,685	
620431	Women's or girls' jackets and blazers of wool or fine animal hair (excl. knitted or crocheted, wind-jackets and similar articles)		549	
620463	Women's or girls' trousers, bib and brace overalls, breeches and shorts of synthetic fibres (excl. knitted or crocheted, panties and swimwear)		305	
620520	Men's or boys' shirts of cotton (excl. knitted or crocheted, nightshirts, singlets and other vests)		166	
620530	Men's or boys' shirts of man-made fibres (excl. knitted or crocheted, nightshirts, singlets and other vests)		142	
620590	Men's or boys' shirts of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)		1,181	
620630	Women's or girls' blouses, shirts and shirt-blouses of cotton (excl. knitted or crocheted and vests)	257		
701092	Carboys, bottles, flasks, jars, pots, phials and other containers of a kind used for the commercial conveyance or packing of goods, and preserving jars, of glass, of a nominal capacity of > 0,33 l but ≤ 1 l (excl. ampoules, glass inners for containers, w		1,991	
731100	Containers of iron or steel, for compressed or liquefied gas (excl. containers specifically constructed or equipped for one or more types of transport)		37	
761010	Doors, windows and their frames and thresholds for door, of aluminium (excl. door furniture)		3,251	
820510	Hand-operated drilling, threading or tapping hand tools			86
821300	Scissors, tailors' shears and similar shears, and blades therefor, of base metal (excl. hedge shears, two-handed pruning shears and similar two-handed shears, secateurs and similar one-handed pruners and shears and hoof nippers for farriers)			18
840890	Compression-ignition internal combustion piston engine "diesel or semi-diesel engines" (excl. engines for marine propulsion and engines for vehicles of chapter 87)	1,006		
840991	Parts suitable for use solely or principally with spark-ignition internal combustion piston engine, n.e.s.	148		
841330	Fuel, lubricating or cooling medium pumps for internal combustion piston engine	111		
842940	Self-propelled tamping machines and road rollers	244,543		
846719	Pneumatic tools for working in the hand, non-rotary type		741	
847130	Data-processing machines, automatic, digital, portable, weighing ≤ 10 kg, consisting of at least a central processing unit, a keyboard and a display (excl. peripheral units)		2,007	
847910	Machinery for public works, building or the like, n.e.s.	127,598		
847990	Parts of machines and mechanical appliances, n.e.s.	167		
870840	Gear boxes for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicles		185	



870899	Parts and accessories, for tractors, motor vehicles for the transport of ten or more persons, motor cars and other motor vehicles principally designed for the transport of persons, motor vehicles for the transport of goods and special purpose motor vehicle	556		
940540	Electric lamps and lighting fittings, n.e.s.	36,687		440

### Saint Lucia's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2007

HS	Commodity Description	GUAD	MAR	FGUI
081090	Fresh tamarinds, cashew apples, jackfruit, lychees, sapodillo plums, passion fruit, carambola, pitahaya and other edible fruit (excl. nuts, bananas, dates, figs, pineapples, avocados, guavas, mangoes, mangosteens, papaws "papayas", citrus fruit, grapes,		5,096	
090210	Green tea in immediate packings of <= 3 kg	1,213	56	
090810	Nutmeg		183	
180690	Chocolate and other preparations containing cocoa, in containers or immediate packings of <= 2 kg (excl. in blocks, slabs or bars and cocoa powder)		1,002	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		36,673	
210690	Food preparations, n.e.s.		6,324	
251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated	35,219		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)		20,895	
481910	Cartons, boxes and cases, of corrugated paper or paperboard		304,007	
850440	Static converters		151	
940370	Furniture of plastic (excl. medical, dental, surgical or veterinary, and seats)		222	

### Saint Lucia's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2008

HS	Commodity Description	GUAD	MAR	FGUI
010600	Live animals (excl. horses, asses, mules, hinnies, bovine animals, swine, sheep, goats, poultry, fish, crustaceans, molluscs and other aquatic invertebrates, and microorganic cultures etc.)		370	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		42,016	
210690	Food preparations, n.e.s.	368	21,715	
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage			6,241

251710	Pebbles, gravel, broken or crushed stone, for concrete aggregates, for road metalling or for railway or other ballast, shingle and flint, whether or not heat-treated		199,240	
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, in measured doses or put up for retail sale (excl. antibiotics containing hormones or steroids used as hormones, but not containing antibiotics, alkaloids or der	587		
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)		20,087	
481910	Cartons, boxes and cases, of corrugated paper or paperboard		354,998	
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted		963	
850440	Static converters		151	
871390	Invalid carriages, motorized or otherwise mechanically propelled (excl. specially designed motor vehicles and bicycles)		1,111	

## 7.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Regulatory Issue	Description
<b>Judicial System:</b>	The legal system is based on English common law and "Code Napoleon". The highest judicial body is the Privy Council of the United Kingdom. Both common law and statute law govern St. Lucia. The lowest court is the district or magistrate's court, above which is the Court of Summary Jurisdiction. Seated in Castries, the Eastern Caribbean Supreme Court (known as the West Indies Associated States Supreme Court upon its founding in 1967, and as the Supreme Court of Grenada and the West Indies Associated States from 1974 until 1979) has jurisdiction in St. Lucia. It consists of the High Court, made up of a chief justice and seven puisne judges, and the Court of Appeal, made up of the chief justice and two other appellate justices.
<b>Visa &amp; Residency Requirements:</b>	<p>Citizens and residents of France do not require a visa to enter St. Lucia.</p> <p>For further details on St. Lucia citizenship and residency requirements, please visit:</p> <p><a href="http://www.stlucia.gov.lc/fag/do_i_need_a_visa_to_enter_saint_lucia.htm">http://www.stlucia.gov.lc/fag/do_i_need_a_visa_to_enter_saint_lucia.htm</a></p>
<b>Employment Protection and anti-discrimination Laws:</b>	<p>For details of employment and anti-discrimination laws of St. Lucia, please visit:</p> <p><a href="http://www.visitslu.com/doing_business/biz_environ/employment.html">http://www.visitslu.com/doing_business/biz_environ/employment.html</a></p>
<b>Social Security Provisions:</b>	<p>Social Security provisions in St. Lucia include:</p> <ul style="list-style-type: none"> <li>- Sickness Benefit</li> <li>- Maternity Benefit</li> <li>- Maternity Grant</li> </ul>

	<ul style="list-style-type: none"> <li>- Employment Injury</li> <li>- Funeral Grants</li> <li>- Retirement Pension</li> <li>- Invalidity Pension</li> </ul> <p>For details on each of the above provisions, please visit St. Lucia's National Insurance Corporation website at:  <a href="http://www.stlucianis.org/">http://www.stlucianis.org/</a></p>
<b>Types of businesses:</b>	<p>Types of organizations in St. Lucia include:</p> <ul style="list-style-type: none"> <li>- Incorporated</li> <li>- Partnership</li> <li>- Branch</li> <li>- Sole Trade</li> </ul> <p>For further details, please visit:  <a href="http://www.visitslu.com/doing_business/biz_environ/set_up.html">http://www.visitslu.com/doing_business/biz_environ/set_up.html</a></p>
<b>Minimum Share Capital</b>	<p>St. Lucia laws allow for the following categories of business ownership:</p> <ul style="list-style-type: none"> <li>- Private Limited Companies</li> <li>- Partnerships, Sole Proprietorships</li> <li>- Trusts, Mutual Funds</li> </ul> <p>The most popular form used by international investors for registering St. Lucia IBC is private limited company</p>
<b>Tax treaties with CARIFORUM</b>	<p>St. Lucia has in place an inter-regional double taxation treaty with CARICOM member states</p>

- **Business Registration – process and time:**

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Lawyer prepares incorporation documents	1 day	XCD 2325
2	Registration with the Commercial Registry	6 days	XCD 850
3	Make company seal	7 days	XCD 75
*4	Obtain tax payer identification number	1 day (simultaneous with procedure 3)	no charge
*5	Register as employer with social security institute	1 day (simultaneous with procedure 3)	no charge

- **Tax rates:**

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	1	11	30.00%	taxable profits	25.9
Social security contributions	12	51	5.00%	gross salaries	5.6
Property transfer tax (stamp duty)	1	-	4.00%	sale price	2.5
Property tax	1	-	0.30%	property value	0.4
Vehicle tax	1	-	fixed fee	size or capacity of vehicle	0.1
Tax on insurance contracts	1	-	3.00%	insurance premium	0
Tax on check transactions	1	-	30 cents	per check	0
fuel tax	1	-		included in fuel price	0
consumption tax	12	30	0-35%	cost of goods sold	
stamp duty on contracts	1	-	varies	type of contract	
<b>Totals:</b>	<b>32</b>	<b>92</b>			<b>34.4</b>

## 7.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/(subject to)
Legal services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide legal consultancy services in that business' home law. European business can also provide legal documentation and certification services and legal consultancy services in that business' home law from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide legal services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> <li>Local certification is required. Attorneys from other jurisdictions cannot practice without acceptance by the local Bar Association.</li> </ul>
Accounting services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide specialized medical services, neurosurgery, epidemiological and CATSCAN services. European business can also provide these services from Europe</li> </ul>	
Medical services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide specialized medical services, neurosurgery, epidemiological and CATSCAN services. European business can also provide these services from Europe.</li> </ul>	
Veterinary services	<ul style="list-style-type: none"> <li>European business can provide veterinary services to Caribbean clients that travel to Europe to receive the service.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>European business can establish a practice to provide architectural services.</li> <li>European business can provide engineering services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a practice providing architectural services.</li> </ul>
Other business services	<ul style="list-style-type: none"> <li>European business can establish a company to provide technical testing and analysis services, geological, geophysical and other scientific prospecting services, and services incidental to the manufacture of machinery and equipment, electrical machinery and apparatus, medical precision and optical instruments, watches and clocks. European business can also provide these services from Europe.</li> <li>European business can provide services incidental to hunting, forestry and logging from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide technical testing and analysis services</li> </ul>	*
Communication services	*	
Construction services	<ul style="list-style-type: none"> <li>European business can provide services from Europe related to general construction work for hotels and resorts in excess of 100 rooms, restaurants and similar buildings.</li> </ul>	
Distribution services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Education services	<ul style="list-style-type: none"> <li>European business can provide secondary, higher and adult education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provide adult education services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Scholarships and grants may be limited to citizens or residents. Measures relating to the supply of education and training may result in different treatment in terms of benefits or prices.</li> </ul>

	<ul style="list-style-type: none"> <li>European business can provide training of air traffic controllers, pilots and seafarers from Europe or to Caribbean consumers who travel to Europe to receive those services.</li> </ul>	
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide cleaning services of exhaust gases. European business can also provide these services from Europe.</li> <li>European business can establish a company to provide noise abatement services, waste and wastewater management services and services related to closed loop pollution control systems for factories.</li> <li>European business can provide sewage and hazardous waste collection services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing waste and wastewater management services.</li> <li>Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can establish an insurance company to provide reinsurance and retrocession services. European business can provide these services from Europe to the Caribbean or to Caribbean consumers who receive those services within Europe.</li> <li>European business can establish a finance company to provide investment and property unit trust services. European business can also provide these services from Europe to the Caribbean or for Caribbean consumers to receive in Europe. European business can provide payment and money transmission services from Europe to the Caribbean or to Caribbean consumers who receive those services within Europe.</li> <li>European business can provide advisory and other auxiliary financial services (including credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring) to Caribbean consumers who receive those services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Only corporate entities are allowed to conduct insurance business in Saint Lucia. All such entities must first register with the Registrar of Insurance.</li> </ul>
Health & Social services	<ul style="list-style-type: none"> <li>European business can establish a hospital service in St Lucia. European business can also provide hospital and ambulance services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> <li>No reservations for European business to get visas for key personnel, contractual service suppliers or independent professionals providing hospital services.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or restaurant; or provide camping or caravanning site services. Foreign investment is allowed in hotels in excess of 100 rooms only.</li> <li>European business can provide marinas with more than 100 slips for vessels 30-100 feet; and for marinas with less than 100 slips for vessels over 100 feet.</li> </ul>	<ul style="list-style-type: none"> <li>Government subsidies for marinas may be limited to nationals.</li> </ul>
Recreational, Cultural & sporting services (excludes	<ul style="list-style-type: none"> <li>European business can establish a yacht rental and leasing business.</li> <li>European business can establish an entertainment</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture required to open a sports or recreation agency or facility.</li> </ul>

gambling)	<p>business or press agency.</p> <ul style="list-style-type: none"> <li>European business can provide entertainment or press agency services from Europe</li> </ul>	
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following transport services: Maritime transport services for passengers and freight; internal waterways transport services for freight; air transport services for freight (excluding mail); and rail transport services for passengers and freight. European business can also provide these services from Europe to the Caribbean or for Caribbean consumers who receive the services within Europe.</li> <li>No reservations for European business to obtain a visa for key personnel, contractual service suppliers, and independent professionals providing maritime transport services for passengers or freight.</li> </ul>	
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following services auxiliary to transport: Rental services of vessel with crew for maritime transport (except tugboats and fishing vessels); maritime vessel salvaging and refloating services; rental services of aircraft with crew; pushing and towing services for rail transport; supporting services for rail transport; parking services for road transport; cargo-handling services for all modes of transport; storage and warehousing services for all modes of transport; free zone operation services; and transshipment services.</li> <li>European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> <li>European business can provide the following services from Europe to the Caribbean: rental services of aircraft with crew, pushing and towing services for rail transport, supporting services for rail transport, parking services for road transport, cargo-handling services for all modes of transport, free zone operation services, trans-shipment services.</li> <li>No reservations for European business to obtain a visa for key personnel, contractual service suppliers or independent professionals providing transshipment services.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing rental services of maritime vessels with crew, maritime vessel salvaging and refloating services, and rental services of aircraft with crew.</li> </ul>
Energy services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	

\* - See complete document for reservations  
Cells are left blank where there are no reservations

## Other Sources

Economic Data (GDP, Inflation, population):	International Monetary Fund, World Economic Outlook Database, October 2008 < <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a> > World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009. < <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a> >
Internet Penetration	UNDP < <a href="http://hdr.undp.org">hdr.undp.org</a> >
Human Development Index Ranking	MAPCROW < <a href="http://www.mapcrow.com">www.mapcrow.com</a> >
Distance between countries (Miles)	INTUTE < <a href="http://www.intute.ac.uk">www.intute.ac.uk</a> >
Main Exports & Main Industries	How Many Hours? < <a href="http://www.howmanyhours.com">www.howmanyhours.com</a> >
Distance between countries (Hours)	<a href="http://www.nationsencyclopedia.com/Americas/St-Lucia-JUDICIAL-SYSTEM.html">http://www.nationsencyclopedia.com/Americas/St-Lucia-JUDICIAL-SYSTEM.html</a>
Judicial System	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Setting up business – Cost and Time	<a href="http://www.visitslu.com/doing_business/biz_environ/set_up.html">http://www.visitslu.com/doing_business/biz_environ/set_up.html</a>
Types of companies	<a href="http://www.stlucia.gov.lc/faq/do_i_need_a_visa_to_enter_saint_lucia.htm">http://www.stlucia.gov.lc/faq/do_i_need_a_visa_to_enter_saint_lucia.htm</a>
Visa & Residency Requirements	<a href="http://www.visitslu.com/doing_business/biz_environ/employment.html">http://www.visitslu.com/doing_business/biz_environ/employment.html</a>
Employment & anti-discrimination laws	<a href="http://www.mydeltaquest.com/english/prices_StLucia-offshore-company">http://www.mydeltaquest.com/english/prices_StLucia-offshore-company</a>
Minimum Share Capital	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Tax Rates	CIA
Main Exports/Industries	CARICOM Secretariat
Trade Export Data	ITC < <a href="http://www.intracen.org/">http://www.intracen.org/</a> >
EPA Commitments	CARICOM < <a href="http://www.caricom.org/jsp/single_market/taxation/">http://www.caricom.org/jsp/single_market/taxation/</a> >
Tax treaties with CARIFORUM	<a href="http://www.stlucianis.org/">http://www.stlucianis.org/</a>
Social Security Provisions	



## 7.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Vegetable products  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>St. Lucia recorded exports of a variety of vegetables to Martinique and Guadeloupe between 2006 and 2007.</li> <li>Exports included: green tea, pepper, cinnamon, nutmeg, ginger, thyme and bay leaves and bamboo.</li> </ul>	<ul style="list-style-type: none"> <li>St. Lucian exporters of these products should continue exporting them to the FCORs and look for new markets in French Guiana.</li> <li>St. Lucian exporters should consider joint ventures with producers from other CARICOM countries to increase volumes and varieties for the FCOR and French market.</li> </ul>
Agro-progressing  (Source: National Investment Promotion Agency of St. Lucia)	<ul style="list-style-type: none"> <li>Global agro-industries play a central role in employment generation</li> <li>Growth in global demand over recent years has outpaced supply throughout the world, sharply reducing global</li> <li>Demand is forecast to increase due to several key factors – growth in world population and continued demand for agricultural products</li> <li>The presence of international operators is growing in St. Lucia - several supermarkets from the UK are interested in purchasing vacuum-packed products from St Lucia</li> </ul>	<ul style="list-style-type: none"> <li>The Government of St. Lucia is dedicated towards developing the country's agro-processing industry</li> <li>St. Lucia has an abundance of locally grown breadfruit, dasheen, green plantain and green fig, which will also be used to manufacture vacuum-packed products for export</li> <li>St. Lucian Government is working on the construction of the agro-processing facility to promote the sustainable development of agriculture &amp; diversification in agriculture</li> <li>The St. Lucian government has identified several areas where investors can develop: <ul style="list-style-type: none"> <li>Commercial Farming of non-traditional crops</li> <li>Marine Aquaculture</li> <li>Fish Processing</li> <li>Processing fruits and vegetables to produce a wide range of products and bi-products including: <ul style="list-style-type: none"> <li>Household Products</li> <li>Animal Feed</li> <li>Pharmaceutical</li> </ul> </li> </ul> </li> </ul>

		Products - Dyes - Food products
Foodstuffs  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Exports of foodstuffs to the FCORs were recorded for all three years examined. Goods were sent to all three FCOR territories among which the most popular were preparations for sauces and prepared sauces, food preparations and waters.</li> </ul>	<ul style="list-style-type: none"> <li>St. Lucia has penetrated all three FCOR markets with exports of foodstuffs.</li> <li>Since EU standards are clearly being met, exporters should seek to offer these products to the wider EU market.</li> </ul>
Chemical and Allied industries  (Source: CARICOM Secretariat Statistics 2010)  (Source: National Investment Promotion Agency of St. Lucia)	<ul style="list-style-type: none"> <li>St. Lucia exports a fair amount of chemical and allied industry products to the FCOR. Goods were exported only to Martinique and Guadeloupe.</li> <li>The highest income generating goods under this category was perfumes and toilet waters. There is also interest in Bay Rum</li> <li>Paints have been identified in the National Export Strategy as an area of opportunity</li> </ul>	<ul style="list-style-type: none"> <li>St. Lucia has the domestic capacity to export a variety of chemical and allied industry products to Martinique and Guadeloupe.</li> <li>The capacity to export paints should be developed</li> <li>Exporters should continue seeking markets for these products.</li> </ul>
Mineral Products  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>St. Lucia recorded exports of only two goods falling under this category between 2006 and 2008.               <ul style="list-style-type: none"> <li>Pebbles, gravel, broken or crushed stone and</li> <li>Portland cement.</li> </ul> </li> <li>Exports of Portland cement were recorded in 2006 only while exports for pebbles, gravel, broken or crushed stone was recorded in all three years generating a relatively high amount of income.</li> </ul>	<ul style="list-style-type: none"> <li>New markets should be sought in the EU since standards are being met in the FCORs.</li> <li>St. Lucia should continue trying to create plaster and construction materials (value added products) to export to Martinique</li> </ul>
Wood and Wood products (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Wood and wood products were St. Lucia's highest generators of income from the FCOR between 2006 and 2008.</li> <li>Goods traded included: paper or paperboard labels of all kinds, printed,</li> </ul>	<ul style="list-style-type: none"> <li>St. Lucia clearly has adequate domestic capacity to supply these products to both Martinique and Guadeloupe and clearly meet the EU standards</li> <li>Analysis should be conducted to examine the potential of</li> </ul>

	cartons, boxes and cases, of corrugated paper or paperboard, doors and their frames and thresholds, of wood and other articles of wood.	increasing supply to the market including French Guiana and the EU
Textiles  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>St. Lucia exported a variety of exports of textiles to the FCOR for the years 2006 and 2008.</li> <li>No exports were recorded in 2007.</li> </ul>	<ul style="list-style-type: none"> <li>St. Lucian exporters of textiles should continue with exports to the FCORs. Since EU market standards are clearly being met as these goods are exported to all three FCOR territories, exporters should consider the option of extending their market to the wider EU.</li> </ul>
Plastics and Rubbers  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Doors, windows and their frames and thresholds for doors, of plastics were the only goods exported to the FCOR by St. Lucia under this category for 2006-2006. All exports went to Martinique</li> <li>No exports were recorded for 2007-2008</li> </ul>	<ul style="list-style-type: none"> <li>Though only a small amount of exports were recorded of rubber and plastic goods, St. Lucian exporters to continue seeking new markets in the FCORs.</li> </ul>
ICT  (Source: National Investment Promotion Agency of St. Lucia)	<ul style="list-style-type: none"> <li>Worldwide research and development in ICT reach US\$12 billion in 2010</li> <li>Offshore spending on application development services estimated to reach US\$50 billion by 2010</li> <li>The value of business process outsourcing (BPO) and IT-enabled services that will be outsourced is expected to reach US\$140 billion by 2008</li> <li>Source Market (s): US, Europe</li> <li>Supply Market (s): India, China, the Philippines</li> </ul>	<ul style="list-style-type: none"> <li>A modern telecommunications infrastructure</li> <li>A highly literate, English speaking workforce that is industrious and easily trained an extremely competitive cost base</li> <li>The growing number of international ICT companies establishing in St Lucia is evidence of its international competitiveness. Two such companies are e-Services and Helen IT</li> </ul>
Management Consulting services  (Source: Focus Group discussion)	<ul style="list-style-type: none"> <li>There is a large global market for Management Consulting services.</li> <li>The demand for these services will increase due to the implementation and operation of the EPA. They</li> </ul>	<ul style="list-style-type: none"> <li>SLU has several Management Consultants represented by an association. They should seek Joint Ventures with FCOR consultants to carry out work in the FCORs and in the EU.</li> </ul>

	<p>will be required to conduct market analyses and other such studies</p> <ul style="list-style-type: none"> <li>• SLU Consultants should seek Joint Ventures with FCOR and other French Consultants in order to penetrate more easily the French market and deal with any language related issues.</li> </ul>	<ul style="list-style-type: none"> <li>• More Consultants need to avail themselves of the CICMC qualification.</li> </ul>
<p>Education (and language related services)</p> <p><b>(Source: Focus Group discussions in FCORs and in St. Lucia)</b></p>	<ul style="list-style-type: none"> <li>• Training in Customer Service especially for tourism services</li> <li>• Language Training – invite students into English speaking environment</li> <li>• There is high demand for learning English amongst Professionals in Martinique</li> <li>• Translation services – with greater collaboration between CARIFORUM and the FCORs because of the EPA, there is a need for translators (who earn €50-70 per hour in the FCORs).</li> </ul>	<ul style="list-style-type: none"> <li>• St. Lucia should try to leverage its know-how in customer service in the tourism industry</li> <li>• Student exchange programmes should be promoted</li> <li>• English as a second language programmes should be developed and promoted and ICT technologies should be used to assist in the delivery.</li> </ul>
<p>Tourism</p> <p><b>(Source: National Investment Promotion Agency of St. Lucia, and St. Lucia Ministry of Tourism)</b></p> <p><b>Focus Group discussions</b></p>	<ul style="list-style-type: none"> <li>• Over the years, tourism has been a major contributor to St. Lucia's services sector and GDP. It has been a generator of foreign exchange and contributes significantly to employment</li> <li>• Ministry of Tourism data show that a significant source of visitors to St. Lucia is from the FCORs</li> </ul>	<ul style="list-style-type: none"> <li>• St Lucia is a beautiful volcanic island with lush rainforests, undulating agricultural land and unspoilt beaches</li> <li>• English Speaking location</li> <li>• A variety of accommodations including hotels, resorts, guest houses, apartment</li> <li>• Safe, secure environment with friendly people</li> </ul>
<p>Cultural Tourism</p> <p><b>(Source: Focus Group discussions)</b></p> <p><b>St. Lucia Coalition of Services Providers)</b></p>	<ul style="list-style-type: none"> <li>• The FCOR market should be exploited further by using the Jazz festival, Carnival, music and other cultural activities to attract visitors.</li> <li>• Many persons from Martinique regularly visit St. Lucia for entertainment, fashion and shopping</li> </ul>	<ul style="list-style-type: none"> <li>• St. Lucia must take advantage of its historically close relationship with Martinique. Many St. Lucians live in Martinique and many persons from Martinique own vacation and other property in St. Lucia.</li> <li>• St. Lucia should also execute</li> </ul>

	<p>because of the geographical and historic cultural proximity.</p> <ul style="list-style-type: none"> <li>• Persons from the FCORs have a taste for music from CARIFORUM so St. Lucians should target this as an opportunity.</li> <li>• Copyright laws should be followed and it should be noted that Martinicans are more inclined to pay the price to buy original copies of music rather than “bootlegged” copies.</li> <li>• Persons from Martinique also visit St. Lucia for food and personal care services – such as hairdressing, beauty and spa treatment. Prices are typically significantly cheaper in St. Lucia.</li> </ul>	<p>its plans to enhance its craft and garment making industries to support the tourism industry.</p> <ul style="list-style-type: none"> <li>• The facilities of some existing food and personal services providers should be improved in order to attract more persons from Martinique.</li> <li>• Participants in the Focus Groups explained that in the past there was probably more movement between Martinique and St. Lucia but due to factors such as changes in immigration policies, crime this has not increased to the extent possible.</li> </ul>
<p>Yachting Tourism</p> <p><b>(Source: Focus Group discussions)</b></p>	<ul style="list-style-type: none"> <li>• The yachting market is a high-end market in terms of the socio-economic status of those involved in the industry</li> <li>• Many yachts from the FCORs (especially from Martinique) visit St. Lucia.</li> </ul>	<ul style="list-style-type: none"> <li>• St. Lucia should put in place more facilities to support this industry – food, craft, entertainment, repairs, etc.</li> <li>• This will induce people on yachts to spend more money and time on the shores rather than in their yachts.</li> </ul>
<p>Transportation</p> <p><b>(Source: Focus Group discussions)</b></p>	<ul style="list-style-type: none"> <li>• Given the potential level of demand for travel from Martinique to St. Lucia additional transportation is required. L’Express des Iles ferry and a couple of others in place operating at the moment <ul style="list-style-type: none"> <li>○ Can seat 200 people and takes two hours</li> <li>○ Ferry goes between SLU, Martinique, Dominica and Guadeloupe</li> </ul> </li> <li>• CMA-CGM shipping company goes twice per week from Martinique to SLU – once to Castries and once to Vieux Fort.</li> <li>• Three Airlines – LIAT, Air Caraïbes and Inter Caribbean Express - provide</li> </ul>	<ul style="list-style-type: none"> <li>• St. Lucia should either provide or encourage private entities to provide more transportation options to move people and cargo between Martinique and St. Lucia.</li> </ul>

	<ul style="list-style-type: none"> <li>transport to the FCORs</li> <li>• There is scope for additional transportation options.</li> </ul>	
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## 7.7 Other Opportunities/Strengths

- St. Lucia can capitalize on its geographical proximity to Martinique
- St. Lucia can capitalize on historic and cultural ties with Martinique and French Guiana
  - Many SLU persons went to French Guiana - St. Lucia has strong connections with FG
  - Historically there was a lot of movement between St. Lucia and Martinique and there is a large St. Lucian population in Martinique many of who still demand products from their "homeland"
  - People leave Martinique to shop in SLU
    - Some items are cheaper in SLU than Martinique
    - Some brands available in SLU cannot be obtained in Martinique
  - Serious informal trade between FCOR and SLU – scope for formalizing same
  - FG would send fish to SLU for processing and then to EU via Martinique.
- Important People who could create links in the FCOR:
  - Mr. Keats Compton – St. Lucian Consul based in Martinique
  - Cuthbert Didier, Former Manager at Rodney Bay Marina now in Ministry of Tourism

## 7.8 Barriers/Weaknesses/Threats

- Lack of coordination and collaboration amongst St. Lucian producers within or across industries to penetrate markets like the FCORs and capture more of the value chain.
  - Lack of trust
  - Defensive/protective approach rather than offensive approach
- Language is not necessarily a barrier because many people from the FCORs can speak English and can understand "creole" but it is definitely a barrier for
  - certain types of meetings
  - written material
    - Labeling in French
    - Reading French websites or completing French documentation
- Knowledge of the market and bureaucracy in FCORs is a challenge
- Finding distributors in FCORs or in St. Lucia that know the FCOR market is a challenge
- Need for a visa if visiting for more than 10 days – need to have medical insurance, and a letter of invitation before the visa is issued
- The perception that there is no one in Martinique to represent your interest if something were to go wrong
- Financial sector in St. Lucia does not provide Merchant Accounts that allow people to trade in Euros and not just US\$ - only one bank provides Merchant Account services in Euros
- Concerns about FCOR companies paying (on time) – examples given in which
  - they took a long time to settle bills
  - did not pay
- Meeting EU Standards - the Bureau has a role to play

- Product testing is a major issue
  - Costly
  - Time consuming
  - Need local testing facilities and joint work with Bureau
  - Need CROSQ

## **7.9 Government Policy Requirements**

- Establish an agency in Martinique (FCORs) that would help plan things out, make links and facilitate market entry and expansion for St. Lucian exporters and hold the hands of SMEs for a while
- Provision of an information portal on the FCORs which provides market intelligence and minimizes market research costs for exporters
- Provision of appropriate facilities to help exporters develop and test products to meet FCOR market
- Implementation of a language policy to supplement Creole with French - this would help with trade.
- Play a facilitating role in the provision of regular and affordable structured transportation of freight between St. Lucia and Martinique e.g. providing grants or soft loans to private sector persons.
- Establish a desk responsible for encouraging and coordinating syndicates in St. Lucia so that large projects can be undertaken.

## **7.10 Recommendations for Caribbean Export**

- Coordinate initiatives with Regional Governments to place a business representative and a cultural attaché on the ground in the FCORs with the responsibility for providing marketing and other support
- Collect information on FCOR markets, exporters, importers, etc and make it available on the Caribbean Export website. business person access to information
- Produce in conjunction with the relevant FCOR authorities a "Doing Business in CARIFORUM Guide" (requested by a Martinican)
- Assist in outlining productivity and other benchmarks necessary if CARIFORUM is going to face and compete with others through the EPA.

## **8.0 St. Vincent & Grenadines – Country Case Study**

### **8.1 St. Vincent and the Grenadines (SVG) – Summary Findings**

- There is a history of exports to the FCORs, especially Martinique which is closest – exports have been mainly farm products and foodstuff. St. Vincent and the Grenadines has several products and services that are sufficiently developed or could be further developed to export to the FCORs including:
  - Fish and other seafood
  - Sauces and other processed food products
  - Tourism and hospitality services including traditional, education and health tourism
  - Cultural industries – fashion and music
  - Renewable energy (especially for import substitution).
  - ICT and related industries – in addition e-commerce should be used as a modality to export to the FCOR markets.
- The main barriers to trade include those typically identified in other CARICOM countries
  - Language
  - Transport
  - Knowledge of French regulations, culture and bureaucracy
  - Lack of representation or distributors on the ground.
- FCOR expertise should be sought to assist in such areas as renewable industries and meeting the standards required for the market. Joint ventures and partnerships should also be sought in order to understand the FCOR market, network and benefit from existing trading links, etc.
- The Government needs to play a role in various ways including:
  - Providing incentives and funding for exporters especially SMEs
  - Reviewing the VAT and identifying any negative impacts on SMEs who wish to export or increase exports
  - Coordinating SME exporters so that critical mass can be reached in order to penetrate the FCOR markets - in terms of consolidation in shipping, common representation on the ground in the FCORs, etc.



## 8.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	0.826
GDP, current prices (U.S Dollar, Billions)	0.601
GDP per capita, constant prices (National Currency)	7,719.23
GDP per capita, current prices (US Dollar)	5,615.21
Inflation, average consumer prices (Index, 2000=100)	132.646
Population	0.107
HDI Rating	Medium HDI
Internet Penetration % Population (Penetration)	63.1%
Distance from Miami - Miles	1512.33
Distance from London – Miles	4276.86
Distance from Paris – Miles	4340.66
Distance from Miami - Hours	4
Distance from London – Hours	9
Distance from Paris – Hours	9
Main Exports	Bananas, eddoes and dasheen (taro), arrowroot starch; tennis racquets
Main Industries	Tourism, food processing, cement, furniture, clothing, starch

All economic data are 2008 figures from International Monetary Fund, World Economic Outlook Database, October 2009

The Internet information is from World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009

## 8.3 Exports to the French Caribbean (HS 6-Digit Level)

St. Vincent and the Grenadines' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2005

HS	Commodity Description	GUAD	MAR	FGUI
100630	Semi-milled or wholly milled rice, whether or not polished or glazed	18,940	36,575	
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage		476	

St. Vincent and the Grenadines' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2006

HS	Commodity Description	GUAD	MAR	FGUI
070960	Fresh or chilled fruits of the genus Capsicum or Pimenta		91	
070990	Fresh or chilled vegetables (excl. potatoes, tomatoes, vegetables of the Allium spp., cabbages of the genus Brassica, lettuces of the species Lactuca sativa and Cichorium, carrots, turnips, salad beetroot, salsify, celeriac, radishes)		107	

071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets		2,124	
071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet potato)		6,959	
080111	Desiccated coconuts		67	
080440	Fresh or dried avocados		1,382	
080450	Fresh or dried guavas, mangoes and mangosteens		51	
080510	Fresh or dried oranges		170	
080530	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus aurantifolia"		117	
080540	Fresh or dried grapefruit		26	
090411	Pepper of the genus Piper, neither crushed nor ground		27	
090810	Nutmeg		110	
091010	Ginger		85	
100630	Semi-milled or wholly milled rice, whether or not polished or glazed		38,469	
110819	Starch (excl. wheat, maize, potato and manioc)		10,453	
230990	Preparations of a kind used in animal feeding (excl. dog or cat food put up for retail sale)	1,815		
940360	Wooden furniture (excl. for offices, kitchens and bedrooms, and seats)	1,183		

St. Vincent and the Grenadines' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2007

HS	Commodity Description	GUAD	MAR	FGUI
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets		1,461	
071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po		21,868	
080300	Bananas, incl. plantains, fresh or dried		156	
080510	Fresh or dried oranges		243	
080540	Fresh or dried grapefruit		78	
091010	Ginger		415	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	93		
721041	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, hot-rolled or cold-rolled "cold-reduced", corrugated, tinned (excl. electrolytically plated or coated with zinc)	3,171		
731815	Threaded screws and bolts, of iron or steel, whether or not with their nuts and washers (excl. coach screws and other wood screws, screw hooks and screw rings, self-tapping screws, lag screws, stoppers, plugs and the like, threaded)	317		

St. Vincent and the Grenadines' Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2008

HS	Commodity Description	GUAD	MAR	FGUI
071420	Sweet potatoes, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets		1,025	
071490	Roots and tubers of arrowroot, salep, Jerusalem artichokes and similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets and sago pith (excl. manioc "cassava" and sweet po		3,439	
091010	Ginger		2,333	
091099	Spices (excl. pepper of the genus Piper, fruit of the genus Capsicum or of the genus Pimenta, vanilla, cinnamon, cinnamontree flowers, clove "wholefruit", clove stems, nutmeg, mace, cardamoms, seeds of anise, badian, fennel, coriander, cumin and caraway,		423	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	231		

## 8.5 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Regulatory Issue	Description
<b>Judicial System:</b>	The legal system of St. Vincent and the Grenadines is similar in most respects to that of the United Kingdom. The court of final appeal is Her Majesty's Judicial Committee of the Privy Council in London, England. The lower courts are the Magisterial District courts that exercise both civil and criminal jurisdiction up to a certain limit. There is also a separate court called the Family Court that is presided over by a President and deals exclusively with family related matters. The primary court of first instance is the High Court of Justice, from which appeal is made to the Eastern Caribbean Court of Appeal. Both derive their jurisdiction from the Eastern Caribbean Supreme Court Act. Puisne Judges preside over civil and criminal matters at the High Court. There are currently three such judges in the jurisdiction. Appeals are heard by a panel of three judges and are presided over by the Chief Justice or President of the Court of Appeal and the Justices of Appeal.
<b>Visa &amp; Residency Requirements:</b>	Citizens of France do not require a visa to enter St. Vincent & Grenadines and may stay for a period of six months. For further details on passport and residency requirements, please visit:  <a href="http://www.worldtravelguide.net/country/265/passport_visa/Caribbean/St-Vincent-and-the-Grenadines.html">http://www.worldtravelguide.net/country/265/passport_visa/Caribbean/St-Vincent-and-the-Grenadines.html</a>
<b>Employment Protection and anti-discrimination Laws:</b>	For laws governing employment and anti-discrimination in St. Vincent & Grenadines, please visit the World Bank's Doing Business website at:  <a href="http://www.doingbusiness.org/LawLibrary/Default.aspx">http://www.doingbusiness.org/LawLibrary/Default.aspx</a>
<b>Social Security Provisions:</b>	Social Security provision in St. Vincent & Grenadines include: <ul style="list-style-type: none"> <li>- Sickness</li> <li>- Maternity</li> <li>- Employment Injury</li> <li>- Funeral Grant</li> <li>- Old Age</li> <li>- Invalidity</li> <li>- Survivors</li> </ul> For further details on each of the above provisions, please visit the country's National Insurance Services Official Website at: <a href="http://www.nissvg.org/">http://www.nissvg.org/</a>
<b>Types of businesses:</b>	Types of companies in St. Vincent & Grenadines include: <ul style="list-style-type: none"> <li>- International Business Company</li> <li>- Limited Duration Company</li> <li>- Trust</li> <li>- Companies Limited by Guarantee</li> </ul> For information on the types of businesses formed in St. Vincent & Grenadines, please visit:  <a href="http://www.carloscevola.com/st_vincent_and_the_grenadines.php">http://www.carloscevola.com/st_vincent_and_the_grenadines.php</a>

<b>Tax treaties with CARIFORUM</b>	St. Vincent & Grenadines has in place an inter-regional double taxation treaty with CARICOM member states
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### - Setting up a business – Time and Cost

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Search and reserve company name	2 days	EC\$ 2
2	Obtain and legalize the obligatory incorporation documents	1 day	EC\$ 1750
3	Registration with the Commercial Registry	2 days	EC\$ 950
4	Filing of bylaws and notice of appointment of secretary	2 days	EC\$ 150
5	Apply for a trade/industrial license	2 days	EC\$ 100
6	Enroll for income tax at the Inland Revenue Department	1 day	no charge
7	Enroll company and workers at the National Insurance Services	1 day	no charge

### - Tax Rates

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	4	13	35.00%	taxable profits	32.5
Social security contributions	12	52	4.50%	gross salaries	5.1
Property transfer tax (stamp duty)	1	-	5.00%	sale price	3
Business license	1	0	various rates		0.1
Property tax	1	-	5.00%	rental value	0.1
Vehicle tax	1	0	various rates	size of vehicle	0.1
Insurance premium tax	1	-	5.00%	insurance premium	0.1
Tax on check transactions	1	-	30 cents	number of checks	0
stamp duty on contracts	1	-	various rates	value of contract	
Fuel tax	1	-		included in the price of fuel	
VAT	8	51	15.00%	Value added	
<b>Totals:</b>	<b>32</b>	<b>117</b>			<b>41</b>

## 8.6 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal services		
Accounting services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide accounting, auditing or taxation services. European business can also provide taxation services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required for the establishment of a practice to provide taxation services.</li> </ul>
Medical services	<ul style="list-style-type: none"> <li>From 1 January 2020, European business can establish a practice to provide general and specialized medical services.</li> <li>European business can establish a practice to provide neurosurgery, epidemiological and CATSCAN services. European business can also provide these services from Europe.</li> <li>From 1 January 2020, European business can establish a practice to provide midwives and nursing services, physiotherapeutic or paramedical services.</li> </ul>	
Veterinary services	<ul style="list-style-type: none"> <li>From 1 January 2020, European business can establish a practice to provide veterinary services. European business can also provide veterinary services to Caribbean clients that travel to Europe to receive the service.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>From 1 January 2020, European business can establish a practice to provide engineering design services for the construction of civil engineering works, and for industrial processes and production. European business can also provide these services from Europe.</li> <li>European business can establish a practice to provide integrated engineering, architectural, urban planning and landscape architectural services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a practice providing integrated engineering, architectural, urban planning or landscape architectural services.</li> </ul>
Other business services	*	*
Communication services	*	
Construction services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Distribution services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Education services	<ul style="list-style-type: none"> <li>From 1 January 2020, European business can establish an institution to provide higher and adult education services.</li> <li>European business can provide higher and adult education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provide adult education service from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Scholarships and grants may be limited to citizens or residents. Measures relating to the supply of education and training may result in different treatment in terms of benefits or prices.</li> </ul>
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide sewage services, refuse disposal services, hazardous waste collection, treatment and disposal services, cleaning services of exhaust gases, and recycling services. European business can also provide</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing sewage and refuse disposal services, waste and wastewater management services, and recycling services.</li> </ul>

	<p>these services from Europe.</p> <ul style="list-style-type: none"> <li>European business can establish a company to provide noise abatement services, waste and wastewater management services, and services related to closed loop pollution control systems for factories.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide cleaning services of exhaust gases, and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Hazardous waste collection, treatment and disposal services are subject to the development of relevant regulations.</li> <li>Economic needs test applies for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can also establish an insurance company to provide life, accident and health, and non-life insurance, reinsurance and retrocession services. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can establish a finance company to provide payment and money transmission services. European business can also provide those services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can provide advisory and other auxiliary financial services (including credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring) to Caribbean consumers who receive those services within Europe.</li> </ul>	
Health & Social services	<ul style="list-style-type: none"> <li>European business can establish a hospital in St Vincent and the Grenadines. European business can also provide hospital and residential health facility services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or provide camping and caravanning site services.</li> <li>European business can provide spa services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	<ul style="list-style-type: none"> <li>Reserved the right to favour the domestic hotel industry over foreign suppliers.</li> </ul>
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can establish an entertainment business or press agency.</li> <li>European business can establish a sports event promotion agency, sports facility operation services, or other sporting services agency or facility.</li> <li>European business can provide entertainment services from Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide entertainment services.</li> </ul>	<ul style="list-style-type: none"> <li>Joint ventures or economic needs tests may be required to open a press agency. Main criteria for the economic needs test are number of and impact on existing service suppliers.</li> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company to provide international maritime transport services for passengers and freight. European business can also provide these services from Europe to the Caribbean or for Caribbean consumers receiving the services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to key personnel, contractual service suppliers and independent professionals providing maritime transport services for freight. Main criterion is availability of persons</li> </ul>

	<ul style="list-style-type: none"> <li>European business can provide air transport services for freight (excluding mail), and rail transport services for passengers and freight from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide maritime transport services for freight.</li> </ul>	with the requisite skills in the local labour market.
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European business can establish a company to provide rental services of maritime vessel with crew, and maritime vessel salvaging and refloating services. European business can also provide these services to Caribbean consumers who receive the services within Europe.</li> <li>European business can establish a company to provide the following services auxiliary to transport: Cargo-handling services for all modes of transport; storage and warehousing services (except bulk storage for liquids and gases) for all modes of transport; free zone operation services; and trans-shipment services. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>European business can provide pushing and towing services, and supporting services for rail transport from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> </ul>	
Energy services	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing rental services of maritime vessel with crew.</li> </ul>	

### Source & General Notes:

1. ITC Business Guide EC-CARIFORUM Economic Partnership Agreement Services and Investment Commitments Volume 2
2. For cells that contain \*, please visit source listed in No. 1 above for details/further elaboration
3. Where the cell is left blank, this indicates that there are no restrictions or provisions for this sector
4. For General Reservations that apply to all services sectors in individual member states, please visit source listed in No. 1 above for details/further elaboration



## Other Sources

Economic Data (GDP, Inflation, population):	International Monetary Fund, World Economic Outlook Database, October 2008 < <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a> > World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009. < <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a> >
Internet Penetration	UNDP < <a href="http://hdr.undp.org">hdr.undp.org</a> >
Human Development Index Ranking	MAPCROW < <a href="http://www.mapcrow.com">www.mapcrow.com</a> >
Distance between countries (Miles)	INTUTE < <a href="http://www.intute.ac.uk">www.intute.ac.uk</a> >
Main Exports & Main Industries	How Many Hours? < <a href="http://www.howmanyhours.com">www.howmanyhours.com</a> >
Distance between countries (Hours)	I.F.S.A < <a href="http://www.svgifsa.com/laws.htm">http://www.svgifsa.com/laws.htm</a> >
Judicial System	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Setting up business – Cost and Time	<a href="http://www.lowtax.net/lowtax/html/jvgcos.html">http://www.lowtax.net/lowtax/html/jvgcos.html</a>
Types of companies	World Travel Guide < <a href="http://www.worldtravelguide.net/country/265/passport_visa/Caribbean/St-Vincent-and-the-Grenadines.html">http://www.worldtravelguide.net/country/265/passport_visa/Caribbean/St-Vincent-and-the-Grenadines.html</a> >
Visa & Residency Requirements	Doing Business – World Bank <a href="http://www.doingbusiness.org/LawLibrary/Default.aspx">http://www.doingbusiness.org/LawLibrary/Default.aspx</a>
Employment & anti-discrimination laws	
Minimum Share Capital	<a href="http://www.ocra.com/jurisdictions/stvincent.asp">http://www.ocra.com/jurisdictions/stvincent.asp</a>
Tax Rates	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Main Exports/Industries	CIA
Trade Export Data	CARICOM Secretariat
EPA Commitments	ITC < <a href="http://www.intracen.org/">http://www.intracen.org/</a> >
Tax treaties with CARIFORUM	CARICOM < <a href="http://www.caricom.org/jsp/single_market/taxation/">http://www.caricom.org/jsp/single_market/taxation/</a> >
Social Security Provisions	NIS St. Vincent < <a href="http://www.nissvg.org/">http://www.nissvg.org/</a> >

## 8.7 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
<p>Animal products</p> <p>(Source: FCOR Customs Data 2009)</p> <p>(Focus groups and interviews)</p>	<ul style="list-style-type: none"> <li>Significant quantities of seafood are consumed in FCOR at high prices</li> <li>No recorded export to FCOR in 2006-2008</li> </ul>	<ul style="list-style-type: none"> <li>SVG has significant coastal waters and a fisheries industry so the capacity is there to export more to the FCORs</li> <li>SVG needs to address its blacklisted position with the FCORs with respect to seafood by working to meet EU standards, especially as it relates to documentation relating to standards.</li> </ul>
<p>Farm products</p> <p>(Source: CARICOM Secretariat Statistics 2010)</p> <p>(Focus Groups and interviews)</p>	<ul style="list-style-type: none"> <li>Over the 2006-2008 period there were exports to Martinique of a variety of farm products such as rice, fruit, vegetables, coconuts, and spices.</li> <li>There is a strong demand for these products given the significant quantities sold into the FCORs by Dominica.</li> <li>There are possibly opportunities in the Guadeloupe market as well as more in the Martinique market.</li> </ul>	<ul style="list-style-type: none"> <li>SVG has fertile agricultural lands and produces a significant amount and a wide variety of agricultural produce for the domestic market.</li> <li>According to the focus group discussions and interviews, there is good domestic capacity in the following products <ol style="list-style-type: none"> <li>1. Yams</li> <li>2. Breadfruit</li> <li>3. Mangoes</li> <li>4. Eddoes</li> <li>5. Tannia</li> <li>6. Dried coconuts</li> <li>7. Dasheen</li> <li>8. Pumpkins</li> <li>9. Nutmegs</li> </ol> </li> </ul>
<p>Foodstuffs</p> <p>(Sources: CARICOM Secretariat Statistics 2010)</p> <p>Invest-SVG</p> <p>Focus groups and interviews</p>	<ul style="list-style-type: none"> <li>In 2006, there were small amounts of exports to the Guadeloupe of preparations for animal feeding.</li> <li>Mineral waters were identified as market worth pursuing in the FCORs - in 2005 small amounts of aerated and mineral waters were exported to Martinique</li> <li>Pepper sauces and other agro-processed products are consumed in the FCOR market and products from other CARICOM countries</li> </ul>	<ul style="list-style-type: none"> <li>There is at least one company in SVG that produces high quality bottled water and could compete in the FCOR market.</li> <li>Erica's pepper sauce is renowned in SVG and is exported to other markets but not to the FCORs. Erica, like Susie's in Antigua &amp; Barbuda could study the Baron business model.</li> <li>The Focus Group discussions outlined that there is great capacity to produce and export to the FCORs pulp of mango,</li> </ul>

	<p>are available e.g. Baron's from St. Lucia.</p> <ul style="list-style-type: none"> <li>The growth in global demand for organic foods will present an opportunity for SVG agribusiness.</li> </ul>	<p>sour sop, plus vacuum packed ground provisions and other products</p> <ul style="list-style-type: none"> <li>Organic foods produced in St. Vincent and the Grenadines command premium prices on the world market</li> </ul>
<p>Renewable energy</p> <p><b>(Source: Focus Group discussions and interviews)</b></p>	<ul style="list-style-type: none"> <li>The global and regional demand for energy is continually growing</li> <li>The opportunity here is in utilizing FCOR expertise from Guadeloupe to develop efficient operations in SVG and lead to import substitution and the possibility of export.</li> <li>A geothermal plant is planned for Nevis which is expected to not only satisfy the domestic market but also exported by underwater cable to other Caribbean Territories.</li> </ul>	<ul style="list-style-type: none"> <li>A couple of entities in SVG are in renewable energy – producers of renewable energy can supply the national grid.</li> <li>Like all other Caribbean countries, solar energy should be considered an option given the abundance of sunshine in the region</li> </ul>
<p>ICT</p> <p><b>(Source: Focus Group discussions and interviews)</b></p>	<ul style="list-style-type: none"> <li>There is a massive global demand for ICT and ICT-related services. As long as these services can be produced cost-effectively and with the right quality there are possibilities in providing back office support for financial, airline, hotel and other industries, including the FCORs.</li> <li>E-Commerce is also a modality that can be used by SVG to sell a variety of products mentioned above as well as tourism and other services.</li> </ul>	<ul style="list-style-type: none"> <li>The Telecoms Industry has been liberalized in the Eastern Caribbean so LIME, Digicel are operating in SVG and British Telecom is expected to enter the market. The presence of these entities should result in a high quality Telecoms infrastructure to support ICT initiatives.</li> <li>SVG has an English-speaking population with competitive labour rates when compared to the FCORs so this could be used to its benefit in the export of ICT related services.</li> <li>E-commerce - SVG tourism. services providers, craft, pepper sauces, spices, and other exporters should advertise their services and products on <a href="http://www.routard.com">www.routard.com</a> which is a very popular site used by the French when booking holidays.</li> </ul>
Hospitality and	<ul style="list-style-type: none"> <li>The Tourism industry is one</li> </ul>	<ul style="list-style-type: none"> <li>SVG is a tropical paradise for</li> </ul>

<p>tourism</p> <p><b>(Sources: Invest SVG, Focus Group discussions and interviews)</b></p>	<p>of the World's largest industries and though it has been hit by the global recession is still large</p> <ul style="list-style-type: none"> <li>• Tourism is already one of the leading contributor's to the GDP of SVG</li> <li>• SVG has great opportunities to exploit in the hospitality and tourism sector</li> <li>• Education and wellness tourism are also international growth areas that several Caribbean islands are looking at, these services may be cost effective in SVG</li> </ul>	<p>yachting, scuba diving, enjoying nature, and relaxing in its numerous hideaways</p> <ul style="list-style-type: none"> <li>• St. Vincent's lush tropical rainforest offers an opportunity to develop its niche tourism market</li> <li>• SVG has a variety of accommodation for tourists including hotels, resorts, spas, apartments and guest houses</li> <li>• SVG has a fully developed telecommunications and transport system</li> <li>• The student exchange programme that used to be in place with Martinique should be rekindled because of the tourism benefits and the education benefits.</li> </ul>
<p>Creative Industries</p> <p>(source: Invest-SVG and Focus Groups)</p>	<ul style="list-style-type: none"> <li>• The global market for music is worth over US\$100 billion</li> <li>• Growth in digital music sales is now in the US\$ billions</li> <li>• Cultural tourism is a growing market</li> <li>• World Tourism Organisation has estimated that 37% of all international trips include a cultural component</li> </ul>	<ul style="list-style-type: none"> <li>• There are high capabilities in artistic and creative productions in SVG including production designs, modeling, apparel, fashion accessories and jewelry.</li> <li>• A skilled workforce that produces high quality products.</li> <li>• The success of Vincentian artists such as Kevin Lyttle and Jamesy P has raised the international profile of the domestic music scene and created a sense that there is a unique Vincentian 'sound'</li> </ul>

## **8.8 Barriers/Weakness Identified in Research**

- Visa requirements for SVG still create a disincentive
- Transportation options to the FCORs are still limited even though LIAT is expected to increase cargo options and a new company Caribbean Aviation Management is expecting to start up operations
- SMEs feel VAT affects their competitiveness in terms of pricing for the export market
- Language barrier with the FCORs will still represent quite challenge
- Regulations for services providers are a problem – Mutual Recognition of qualifications needs to be addressed.
- Business people are not fully informed about the EPA, and the FCOR markets.

## **8.9 Government Policy Recommendations**

- Government should provide more tangible incentives for producers - incentives at the moment are waivers after investment has been made
- Government needs to establish a Business Development fund now that Cabinet has approved the new SME policy. Government needs to assist in the provision of loan funds for SME's in SVG because it is often difficult to raise such funding from the commercial banks.
- Government should work with small transport providers such as Caribbean Aviation Management and LIAT to promote more cargo airlift to the FCORs and other CARICOM destinations. Government should assist them in obtaining landing permits, meeting regulatory requirements and promoting the service.
- Government needs to coordinate cluster shipping (consolidation) wherein small producers can combine to ensure that a critical mass of the appropriate quality is shipped at the same time.
- Government should review the impact of the VAT on small scale exporters who have to pay VAT on imported inputs and other materials which increases their costs.
- Government needs to provide incentives for local companies that are HACCP-compliant to assist other producers to achieve similar compliance.

- Government needs to work together with fisheries to regain access of St. Vincent and Grenadines market for fish to Martinique - SVG has improved its quality standards in fisheries it now needs to improve its documentation processes to meet EU standards.
- Government must aim to attract EPA funds to plan and convert former banana lands into root crops and other products that are in demand in the FCORs.
- Coalition of Services Providers ought to be strengthened so that it can play a greater role in the driving of services exports.
- Government needs to look at some small scale exporters and coordinate them and work with them along with Caribbean Export to penetrate the FCOR market.

### **8.10 Recommendations for Caribbean Export**

- Caribbean Export should assist small producers, such as Erica's to find niche markets because they would not have the capacity to supply major distributors and supermarket chains such as Publix.
- Caribbean Export should combine with the Government to provide effective Trade Missions. Various SVG SMEs have benefitted from Trade Missions in the past – fashion designer, craft producers and condiment producers.
- Caribbean could assist exporters in navigating the multi-strata French bureaucracy – a Made Simple Guide on the website as well as someone trained to deal with queries.
- Caribbean Export needs to work with private and public sector to assist exporters in providing commercial representation on the ground in the FCORs - exporters have expressed that this is a critical success factor.
- Caribbean Export should work with Regional Governments to access EPA funds to support interventions in the FCORs.

## 9.0 Suriname – Country Report

### 9.1 Suriname – Summary Findings

- Suriname has a history of exports to the FCORs, with rice being the main export. Suriname exports mainly rice to Guadeloupe and Martinique however it exports a broad spectrum of commodities to its South American neighbour French Guiana.
- Apart from rice exports, Suriname exports commodities to French Guiana including: vegetables; a wide variety of vegetables and foodstuffs; chemicals and allied products; mineral based products, a variety of products made from plastic and rubber; textiles, wood products; metals; and machinery and electrical products.
- Given Suriname's history of commodity exports to the FCORs, the greatest opportunity for Suriname exporters is to continue doing what they are doing while aiming to more deeply penetrate the FCOR markets and look for openings in continental EU. For example, Suriname could look at the wide variety of products that it exports to French Guiana and aim to export some of these to Guadeloupe and Martinique.
- The fact that a significant amount of informal trade takes place at the border with French Guiana (i.e. avoiding Customs) is a sign that there are additional legitimate trading opportunities. Initiatives need to be put in place to encourage formal trade and the compliance with standards.
- In terms of services exports, there are opportunities for Suriname, especially with French Guiana, in areas such as:
  - Entertainment and cultural industries – music and restaurant related services
  - Retail and distribution services – people from French Guiana could take advantage of lower prices in Suriname and increase their visits to shop for craft and other products.
  - Tourism – especially sports and eco-tourism
- The main barriers to trade include those typically identified in other CARICOM countries
  - Language
  - Transport – the roadways between Suriname and French Guiana need improvement and shipping routes are inadequate
  - Knowledge of French regulations, standards and bureaucracy
  - Lack of representation or distributors on the ground in French Guiana.
  - High duties when entering the FCORs

- Joint ventures and partnerships should be sought in order to understand the FCOR market, network and benefit from existing trading links with mainland France.
- The Government needs to play a role in various ways including:
  - Coordinating a regional transportation system
  - Putting in place facilities to develop and test standards.
  - Establishing closer bilateral links with the FCORs - apart from what is outlined in the EPA.



## 9.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	6.339
GDP, current prices (U.S Dollar, Billions)	2.933
GDP per capita, constant prices (National Currency)	11,894.828
GDP per capita, current prices (US Dollar)	5,503.912
Inflation, average consumer prices (Index, 2000=100)	323.564
Population	533,000
HDI Rating	Medium Human Development
Internet Penetration % Population (Penetration)	10.4%
Distance from Miami - Miles	2196.71
Distance from London – Miles	4573.59
Distance from Paris – Miles	4510.71
Distance from Miami - Hours	5
Distance from London – Hours	10
Distance from Paris – Hours	10
Main Exports	alumina, gold, crude oil, wood and wood products, rice, bananas, fish, and shrimp
Main Industries	bauxite and gold mining, alumina production; oil, lumber, food processing, fishing

## 9.3 Suriname Commodity Exports to FCORs 2006-2008

### Suriname Exports to Guadeloupe 2006

HS CODE	Descriptions	Export Value in SRD
	Other broken rice	103,874.70

### Suriname Exports to French -Guiana 2006

HS CODE	Descriptions	Export Value in SRD
	beer	168205.31
	white rice, put up for retail sale	159872.3
	Prepared feeding stuffs for poultry	115982.79
	Disinfectants: done for the retail sale	104048.24
	Other citrus fruit, fresh or dried	15731.36
	water, natural or artificial mineral waters and aerated waters including, without added sugar or other sweetening matter nor flavoured; ice and snow: Other	199.99
	carbonated soft drinks	12366.85
	Milled rice in packages of not more than 10 kg	11928.41
	oranges, fresh or dried	10688.85

	Cucumbers and gherkins: Other	5931.84
	Sauerkraut: Other	5210.4
	Cabbages, fresh or chilled	3256.7
	Fruit, nuts and other edible parts of plants, otherwise prepared or preserved, whether or not with added sugar or other sweetening matter or spirit, not elsewhere specified or include: Other	2994
	watermelon	2575.9
	peanut, groundnut, type of nut which grows underground	1556.88
	bacoven and bananas chips	1497
	Other Other fruit, fresh	1480.4
	boulangers, fresh or chilled	250.5
	Other Other fruit, fresh or chilled	373.71
	garlic	580
	Not Rice (paddy or rough rice): other	539.99
	onion	991.24
	Jams, fruit jellies, marmalades, fruit purée and vruchtenpasta, by cooking or preparations, with or without added sugar or other sweetening matter: other: other	8977.92
	of citrus fruit	658
	soda water, water charged under pressure with carbon-dioxide gas	881.1
	Prepared binders for foundry moulds or cores; chemical products and preparations of the chemical or allied industries (mixtures of natural products including), not elsewhere specified or elsewhere under included; residual products of the	21303.7
	Organic surface-active products even if done for the retail sale: Other	19131.51
	Lubricating oil-and brandstoffers for spark or for internal combustion engines: oil filters	530.42
	Paints and varnishes on the basis of synthetic polymers or modified natural polymers, dispersed in or dissolved in a niet-waterig medium; solutions as defined by Note 4 to this Chapter: other paints	45.87
	Mineral or chemical fertilizers containing the three fertilizing elements nitrogen, phosphorus and potassium	46.7
	Organic surface-active agents (other than soap); surface-active preparations, washing preparations (preparations for the washing Including) and cleaning products, even if soap, other than those of heading 34. 01: Other	1075.2
	fertilisers of animal or vegetable origin, including mixed together or chemically treated; fertilizers obtained by blending or chemical treatment of animal or plant products	4448
	Other lubricating oil	1294.26
	Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: boxes, containers, boxes and similar articles: Sacks and bags, also including puntzakken	170799.02
	-new tyres of rubber: Of a kind used for personenauto's (of the type\ station-wagen\ or" break\ "and racing cars)	82392.77
	--- used or of a new tread planned tyres of rubber; solid or cushion tyres, interchangeable tyre treads and tyre flaps, of rubber: of a new tread planned tyres: Other	7649.9
	Equipment for buildings, plastics, not elsewhere specified or include: other: building elements for the making of roofs or ceilings	4931.03
	--- Other articles of Plastics and articles of other substances referred to in heading 3 901,000 0 to met3 914,000 0: other: other	1149.7
	Furniture of plastics: Other	186.82
	--- Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\ `and" shakes\ "), of wood: other: other	17875.96
	--- Statuettes and other ornaments, of wood: Other	12669.8
	Parts of footwear (including uppers, whether or not fitted with soles, other than outer soles); soles, heel cushions and similar articles; gaiters, leggings and similar articles and parts thereof: other: other	115.59

	Other footwear with outer soles and uppers of rubber or plastics: footwear, of which the uppers from riempjes which is the sole with riveting to be confirmed	28.5
	parts of which can be identified solely or mainly intended for the machines or apparatus of heading 84. 25 to 84. 30: other: of machinery as heading 84. 29 of 84. 30	151.79
	machines (including presses) for forging, stamping or the hammering of metal; machines (persendaaronder included) for bet bending, bet folding, straightening, bet planes, bet shearing, bet punching or the punching of metal; presses for bet B	139
	Electro appliances for hair or for the drying of hands: electric irons	70.06
	pumps for liquids, even if fitted with a measuring device; liquid elevators for liquids: Other pumps; liquid elevators for liquids: pumps	280.22
	hand tools (including hand), not elsewhere specified or included elsewhere; soldering, bladder and tools;', not, other and the like, other than accessories or parts of machine tools; THAN; v	730.89
	For the milling machines, mixing and Such for food and drink products, fruit-and or: Equipment for milling, mixing and such of foods	1256.56
	kitchen equipment and household articles and parts thereof; pot, pads, gloves and similar articles for the Sanding, for polishing, and for such purposes: Other kitchenware and household articles	14058
	parts of which can be identified solely or mainly intended for engines of heading No 84. 07 or 84. 08: other: other	8481.78
	Tractors, other than those of heading 87. 09: other: for agricultural purposes	3370
	pumps for liquids, even if fitted with a measuring device; liquid elevators for liquids: hand, other than those of onderverdeling 8 413,110 0 or 8 413,190 0	361.4

HS CODE	Descriptions	Export Value in SRD
	bricks, tiles, bricks and similar articles: blocks and stones for the construction industry	34399.05
	cabinets for clocks, for clocks, etc., and parts thereof: Parts	23107.5
	Other clay (other than expanded clays falling within heading 68. 06), calcined, not, sillimaniet, roasted; mullite; chamottes-and earths: other household articles	14027.32
	urea, whether or not in aqueous solution	9952.4
	Structures and parts of structures (e.g. bridges, sections, towers, lattice masts and other, pillars and columns, frameworks, doors, windows and their frames, thresholds, hatches, balustrades), of aluminium, ande	7049.56
	kitchen equipment and household articles and parts thereof; pot, pads, gloves and similar articles for the Sanding, for polishing, and for such purposes: bak-, oven-and frying pans	3061.56
	Other garments, knitted or crocheted	1501.1
	suits suits, ensembles, jackets and blazers, dresses, skirts, long and shorts (other than swimwear) bib and brace overalls, for women or girls: Other, of other textile materials	1501.1
	Works of cement, concrete or of artificial, even if armed: other: other	1334.4
	products for human consumption, not elsewhere specified or include: Other	1199.99
	Other articles of iron or steel: other: other	622.08
	Brassières, including (step-ins), corsets, braces, suspenders, kousenbanden and similar articles, and parts thereof, even if brei or crocheted: Other	615.77
	Other toys; models on a scale and such other models for recreational purposes, even if moving; puzzles of all kinds: puzzles	571.73
	Brooms, brushes, even if they parts of machines, of appliances or for vehicles, hand-operated mechanical floor without engine, brushes, kwasten and feather; finished knots and tufts for brushes; paint and rollers; wipers, rubb	387.28
	-Articles of apparel and clothing accessories, of leather or composition leather: belts, clothing and bandoliers	368.74
	Jewellery	304.85

	Brassières, including (step-ins), corsets, braces, suspenders, kousenbanden and similar articles, and parts thereof, even if brei or crocheted: corselets	284.89
	scissors and therefor: Other	219.51
	kitchen and tableware: cups with and without foot, forks, knives, SPOONS AND small trays	106.97
	Articles of cement, concrete or of artificial, even if armed: other: Statuettes, kleingood, fancy-articles, ornaments and tuinornamenten; tombstones; baking and troughs	101.89
	--- compartments, portfolios, brillenkokers of other materials	93.55
	-Articles of apparel and clothing accessories, of leather or composition leather: clothing	55.6
	Brassières, including (step-ins), corsets, braces, suspenders, kousenbanden and similar articles, and parts thereof, even if brei or crocheted: Brassières	16.68
	Products for services of manicurists or for pedicurist	15.07
	dentifrices: Other	1.39

## Suriname Exports to Martinique 2006

HS CODE	Descriptions	Export Value in SRD
	Fish fillets and other fish meat (whether or not minced), fresh, chilled or frozen: Other	89,273.58
	Frozen fish, other than fish fillets and other fish meat of heading 03. 04: Other fish, with the exception of livers and roes: Snapper, shark, zeekoebi, grouper, dolphin, witwitie, and sea trout	12,510.00
	white rice, put up for retail sale	232,222.10
	Other semi-milled rice	66,970.20
	Other white rice	22,323.40
	straw and husks of cereal, in the rough, even if minced, ground, pressed or pellets	28822.5

## Suriname Exports to Guadeloupe 2007

HS CODE	Descriptions	Export Value in SRD
	Not Rice (paddy or rough rice): other	782,709.00
	Other broken rice	264,419.70
	Milled parboiled rice in packages of not more than 10 kg	77,867.80

## Suriname Exports to French Guiana 2007

HS CODE	Descriptions	Export Value in SRD
	white rice, put up for retail sale	639,552.24
	beer	588,879.59
	Coconuts: dried	3,762.48
	Not Rice (paddy or rough rice): other	3,755.85
	oker, fresh or chilled	142.74
	seed potato	439.20
	boulangers, fresh or chilled	395.28
	Sweet potatoes)	

		351.36
	Grapefruit and pomelo's	823.50
	Cabbages, fresh or chilled	757.62
	watermelon	1,830.00
	bacoven and bananas chips	1,639.50
	Bananas, fresh	19,434.60
	oranges, fresh or dried	12,480.61
	bacoven, fresh	1,976.40
	runner beans, fresh or chilled	115.29
	Garlic	2,585.40
	manja's, fresh or dried	2,305.80
	Fruit, nuts and other edible parts of plants, otherwise prepared or preserved, whether or not with added sugar or other sweetening matter or spirit, not elsewhere specified or include: Other	2,179.50
	peanuts	561.60
	onion	11,681.79
	bacoven and bananas, dried	878.40
	Tomatoes, fresh or chilled	1,185.84
	Molasses resulting from the extraction or refining of sugar: Other	1,149.99
	Other Other fruit, fresh or chilled	1,474.98
	Other white rice	3,099.60
	Preparations for soups and broths; prepared Soups and broths: in solid or powder form	281.99
	Pepper of the genus" piper\': neither crushed nor ground	117.12
	straw and husks of cereal, in the rough, even if minced, ground, pressed or pellets	125,702.50
	Wooden furniture, of the kind used in offices	171.16
	Organic surface-active products even if done for the retail sale: Other	90,365.26
	--- Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\ `and" shakes\ "), of wood: other: other	135.08
	Other wooden furniture: Other	2,491.21
	--- Wood sawn or chipped lengthwise, sliced or peeled, even if planed, sanded or finger-jointed, of a thickness of more than 6 mm: Other	74,048.05
	Prefabricated buildings: Of wood	619.61
	Furniture of other substances, toe, rot excepted and bamboos including: Other	4,170.00
	-Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\ `and" shakes\ "), of wood: doors and their frames and thresholds	7,347.95
	Wooden furniture, of the kind used in sits	5,176.97
	--- Statuettes and other ornaments, of wood: Other	114,528.04
	-Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\ `and" shakes\ "), of wood: windows and vensterdeuren and their frames	5,629.86

---	Other articles of Plastics and articles of other substances referred to in heading 3901,000 0 to met3 914,000 0: other: other	248.95
	-new tyres of rubber: Of a kind used for personenauto's (of the type\ station-wagen\ or" break\ "and racing cars)	114,055.31
	--- new tyres of rubber: other: other	23,640.39
	Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: boxes, containers, boxes and similar articles: Other	3,502.80
	Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: boxes, containers, boxes and similar articles: Sacks and bags, also including point bag	781,139.26
	Plates, sheets,/, strips, strip and other flat-rolled products, plastics, adhesive, even if in rolls: other: ready for direct use or with any indications that made for cutting or clipping tailor	2,710.50
	--- used or of a new tread planned tyres of rubber; solid or cushion tyres, interchangeable tyre treads and tyre flaps, of rubber: of a new tread planned tyres: Of a kind used for personena	919.20
	coaxial cable and other coaxial conductors of electricity	794,933.14
	parts of which can be identified solely or mainly intended for the machines or apparatus of heading 84. 25 to 84. 30: other: of machinery as heading 84. 29 of84. 30	68,171.23
	Microphones and stands therefor; loudspeakers, even if fitted in a sounding board; headphones and earphones, even if combined with a microphone; electrical frequency; electric sound amplifier sets: Parts	44.20
	hand tools (including hand), not elsewhere specified or included elsewhere; soldering, bladder and tools;', not, other and the like, other than accessories or parts of machine tools; THAN; v	6.76
	Video-recording and reproducing apparatus, even if incorporating a video tuner with built-	1,453.25
	parts of which can be identified solely or mainly intended for the machines or apparatus of heading 84. 25 to 84. 30: of machinery or apparatus of heading 84. 26, 84. 29 or 84. 30: buckets, containers, grijpemmer	1,390.00
	auto-cycles and motor-cycles, even if with side-car; side-cars: other: other	1,390.00
	Electric accumulators, as well as element therefor, even if in square or rectangular shape: complete copies	1,491.96
	mechanical shovels, excavators, shovel and loaders: machinery, the superstructure 360 °rotatio	58,800.00
	Other vehicles equipped with an engine spark and with reciprocating piston engines: other: with a CIF value to us \$25,000	31,275.00
	reciprocating engines with internal (diesel or semi-diesel engines): other engines	11,760.00
	Disinfectants: done for the retail sale	190,366.34
	Lubricating oil-and brandstoffilters for spark or for internal combustion engines: oil filters	204.66
	Lubricating oil-and brandstoffilters for spark or for internal combustion engines: oil filters	197.17
	Ammonium sulphate; double salts and mixtures of ammonium sulphate and ammonium nitrate: Other	2,910.80
	pigments (including metal powder and metaalvlokken), dispersed in a nietwaterig medium is liquid or paste, of the kind used for the manufacture of paints or enamels; stamping foils; dyes and kleur- up for sale in the	5,159.58
	Other lubricating oil	4,467.24
	Structures and parts of structures (e.g. bridges, sections, lock-gates, lattice masts and other, pillars and columns, frameworks, doors, windows and their frames, thresholds, hatches, balustraden), of cast iron,	2,001.60
	Screws, bolts, nuts, screws, screw hooks, rivets and rivets, cotters and bolt, ends and screw, pins, washers (including springing washers and other Including) and similar articles,	1,942.50

	Screws, bolts, nuts, screws, screw hooks, rivets and Microphones and stands therefor; loudspeakers, even if installed in a sounding board; headphones and earphones, even if combined with a microphone; electrical frequency; electric sound amplifier sets: I	1,909.86
	Structures and parts of structures (e.g. bridges, sections, towers, lattice masts and other, pillars and columns, frameworks, doors, windows and their frames, thresholds, hatches, balustrades), of aluminium, and	26,079.44
	Chain and parts thereof, of cast iron, iron or steel: hinged chains and parts thereof: roller chains	23,435.96
	Nails, tacks, drawing, staples and similar articles, of copper or with shaft of iron or steel and a copper head; screws, bolts, screws, screw hooks, rivets, cotter pins and bolt ends and	76.60
	Such barbed wire and wire, existing not strip used wires or not, whether or not fitted with points, size or teeth, of iron or steel: Other	57.45

HS CODE	Descriptions	Export Value in SRD
	Other residues of petroleum oils or of oils obtained from bituminous mineral	822,484.86
	cabinets for clocks, for clocks, etc., and parts thereof: Parts	126,157.11
	bituminous mixtures of natural asphalt, of course bitumen, on petroleum bitumen, on mineral tar or on mineral tar example bituminous mastics, cutbacks or on ("cutback\"): other	26,928.75
	Plates, sheets and strip, of aluminium, with a thickness of more than 0,2 mm: Other	6,255.00
	Sacks and bags: Of jute or of other bast fibres, of heading No 53. 03	6,004.80
	Of course sand of all types, whether or not coloured, other than metal sand of Chapter 26	2,780.00
	Centrifuges, including including; appliances for filtering or purifying liquids or gases: Other	1,200.01
	--- paper and paperboard, on one or both sides with kaolin or coated with other inorganic substances, whether or not with binder, but with the exception of any other coating, even if the surface-coloured or decorated or printed, on ro	1,120.28
	Sewing thread of man-made fibres, even if done for the retail sale: Of synthetic fibres: not done for the retail sale	834.00
	Transmission (camshafts and crankshafts Including) and handles; bearing units and plain shaft bearings; based shipments and gear; kogellager and rollagerassen; gearing and other transmissions for belt tampering, slow down	831.60
	slips and petticoats for women or girls: Of other textile materials: Other	697.41
	--- books, brochures, leaflets and similar printed matter, even if in loose sheets: Other	500.40
	Prepared pigments, prepared opacifiers and prepared paints, vitrifiable enamels and glazes, industries (slips), liquid lustres and similar preparations, of the kind used for ceramics, for the enamelling or for glassware; glass frit e	196.00
	valves and similar articles (pressure reducing valves and thermostatically working valves Including), for pipes, boiler shells, tanks, for containers or for similar containers	144.00
	chairs, banks and other seats (other than those of heading 9 402,000 0), even if they can be transformed to bed, and parts thereof: Parts	122.60

## Suriname Exports to Martinique - 2007

HS CODE	Descriptions	Export Value in SRD
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	Frozen fish, other than fish fillets and other fish meat of heading 03. 04: Other fish, with the exception of livers and roes: Snapper, shark, zeekoebi, grouper, dolphin, witwitie, and sea trout	209,208.90
	Fish fillets and other fish meat (whether or not minced), frozen fillets: Other	5,304.24
	white rice, put up for retail sale	577,656.20
	Other semi-milled parboiled rice	66,970.20
	Other semi-milled rice	44,646.80
	parboiled rice, put up for retail sale	44,646.80
	Other milled rice	22,323.40
	Other milled parboiled rice	22,323.40
	Semi-milled rice in packages of not more than 10 kg	22,323.40
	Not Rice (paddy or rough rice): other	22,323.40
	Fuels, not elsewhere specified or elsewhere other included: other: other	55.60
	--- Statuettes and other ornaments, of wood: Other	4,500.00

## Suriname Exports to Guadeloupe 2008

HS CODE	Descriptions	Export Value in SRD
	other Milled rises	1,496,778.40
	ongepelde rises (padie or rough rice) : others	1,162,318.00
	other fracture rice	393,154.55
	volwitte pre-cooked rises in packings of no longer then 10 kg	69,430.50
	white rice, made up for the sale in it small	51,986.00
	Hoephout; gekloofde suspend; abut and halt from wood, aangepunt but not overlans gezaagd; wood, roughen works or rounded off, but not turned, neither bowed, neither on other manner works, before canes, before	9,729.45
	Paintings, painters and signs, completely with the hand made, with exception of the signs meant by post 4906.0000 and of with the hand decorated objects; collages and such decorative flat: paintings	3,058.00

## Suriname Exports to French-Guiana 2008

HS CODE	Descriptions	Export Value in SRD
	Leeks and other alliaceous vegetables	805.92
	Other Leguminous vegetables, shelled or unshelled, fresh or chilled	1,539.57
	Carrots	95.00
	Preparations for soups and broths; prepared Soups and broths: in solid or powder form	161.00
	Other Cane or beet sugar and chemically pure sucrose, in solid form; other	151.99
	Other fruits of the sexes" capsicum `and" pimenta', fresh or chilled	140.16
	oker, fresh or chilled	137.97
	Oranges	222.48
	runner beans, fresh or chilled	394.20
	bacoven and bananas, dried	525.60
	Sweet potatoes)	1,759.52
	Apples	1,734.48



carbonated soft drinks	2,848.00
manja's, fresh or dried	3,225.88
Water melons	4,277.50
Coconuts: dried	17,228.16
pumpkins, fresh or chilled	15,233.28
Cabbages, fresh or chilled	14,547.67
bacoven, fresh	40,872.30
oranges, fresh or dried	39,065.60
Garlic	36,846.13
raw sugar, not containing added flavouring or colouring matter: Cane sugar	80,522.75
onion	95,056.40
Not Rice (paddy or rough rice): other	172,812.68
markoesa, fresh	21,382.35
white rice, put up for retail sale	442,815.35
beer	342,822.16
Bananas, fresh	90,396.30
straw and husks of cereal, in the rough, even if minced, ground, pressed or pellets	63,262.50
Semi-milled parboiled rice in packages of not more than 10 kg	814.32
boulangers, fresh or chilled	5,087.25
Other Other fruit, fresh or chilled	13,414.24
raw sugar, not containing added flavouring or colouring matter: Beet sugar	24,111.90
Tomatoes, fresh or chilled	8,549.14
Grapefruit and pomelo's	8,130.50
Seed potatoes	9,177.60
Water, including mineral waters and aerated waters, containing added sugar or other sweetening matter or flavoured: Other	8,681.69
Prepared feedingstuffs for poultry	76,540.00
Lawyers (avocado's), fresh or dried	5,518.80
Disinfectants: done for the retail sale	127,381.48
Other sulphuric acid	212.16
fertilisers of animal or vegetable origin, including mixed together or chemically treated; fertilizers obtained by blending or chemical treatment of animal or plant products	2,020.00
Other lubricating oil	9,918.48
Mineral or chemical fertilizers containing two or three of the fertilizing elements nitrogen, phosphorus and potassium; other fertilizers; goods of this Chapter in tablets or similar forms or in containers with a gross	90.90
-new tyres of rubber: Of a kind used for personenauto's (of the type\ station-wagen\ or" break\ "and racing cars)	59,144.66
--- Inner tubes of rubber: Of a kind used for personenauto's (of the type" station-wagen\ or" break\ "and racing cars)	3,027.42
-new tyres of rubber: Of a kind used for buses and trucks	42,012.92
--- new tyres of rubber: other: other	11,217.00
--- Inner tubes of rubber: other: other	1,314.00
Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: other: other	60.60
Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: Carboys, bottles and similar articles: bottles	1,247.00
--- new tyres of rubber: with' or similar profile: Other	18,396.00
Equipment for buildings, plastics, not elsewhere specified or include: other: building elements for the making of roofs or ceilings	7,346.55
Equipment for buildings, plastics, not elsewhere specified or include: other: other	7,744.29
--- used or of a new tread planned tyres of rubber; solid or cushion tyres, interchangeable tyre treads and tyre flaps, of rubber: of a new tread planned tyres: Other	18,272.94

Articles for the conveyance or packing, of plastics; stoppers, capsules and other closures, of plastics: boxes, containers, boxes and similar articles: Sacks and bags, also including puntzakken	465,427.06
Wood sawn or chipped lengthwise, sliced or peeled, even if planed, sanded or finger-jointed, of a thickness of more than 6 mm: Other	172,078.32
Other wooden furniture: Other	17,289.88
--- plywood, with Veneer sheets coated wood and in such a manner laminated wood: Other	13,400.01
Wooden furniture, of the kind used in sits	1,179.33
Furniture of other substances, toe, rot excepted and bamboos including: Other	999.99
--- hoephout; split end; poles and sticks of wood, into but not sawn lengthwise, wood, crude processed or completed, but not turned, or bent or otherwise worked, for walking-sticks, for paraplu's, for gereedschapsstelen and	7,101.60
--- Statuettes and other ornaments, of wood: Other	71,163.95
Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\`and" shakes\` ), of wood: doors and their frames and thresholds	137,080.60
--- plywood, with Veneer sheets coated wood and in such a manner laminated wood: Plywood, only made up of wooden plates each with a thickness of not more than 6 mm	4,550.01
-Builders' joinery and carpentry of wood, including cellular panels, shingles and panels for flooring (" shingles\`and" shakes\` ), of wood: windows and vensterdeuren and their frames	22,100.47
chairs, banks and other seats (other than those of heading 9 402,000 0), even if they can be transformed to bed, and parts thereof: seats of toe, of rot excepted, of bamboo or similar materials	2,197.29
Other metal furniture: Other	3,801.37
Screws, bolts, nuts, screws, screw hooks, rivets and rivets, cotters and bolt, ends and screw, pins, washers (including springing washers and other Including) and similar articles,	7,203.57
Other articles of zinc: gutters, roofing, roof windows and other structures for buildings	8,075.84
Chain and parts thereof, of cast iron, iron or steel: hinged chains and parts thereof: roller chains	30,582.00
Other bars and rods of iron or non-alloy steel: Other, of iron	2,387.35
Tractors, other than those of heading 87. 09: other: other	1,848.70
parts of which can be identified solely or mainly intended for the machines or apparatus of heading 84. 25 to 84. 30: other: of machinery as heading 84. 29 of 84. 30	127,182.39
Other vessels for the transport of goods and other ships which both intended for the transport of persons and goods: Other	88,946.10
Motor vehicles for carriage of goods: Other, with an engine with internal (diesel or semi-diesel): with a maximum authorized weight of not more dan 5 tonnes: Other	5,150.00
Other tubes, pipes and tubes (e.g. welded, rivetted, pilloried, seamed), with a circular cross-section of an external diameter and of more than 406.4 mm, of iron or steel pipes and tubes, of the kind used for oil or gas pipelines: Other	3,247.50
Mechanical appliances (even if for bandkracht) for the syringes, distributing or spraying liquids or powders; fire extinguishers (whether or not filled); spray-guns and similar appliances; or, machines and/	113.12
Tractors, other than those of heading 87. 09: other: for agricultural purposes	2,780.00
alarm clocks, clocks, clocks and similar articles with other clock or watch clock: Other	4,837.20
Vehicles specially designed for the move around in snow; special vehicles for the transport of persons on golfvelden and such vehicles	27,244.00
auto-cycles and motor-cycles, even if with side-car; side-cars: with an engine of reciprocating piston engines, with a cylinder capacity of not more than 50 cm3: Other	4,383.06
mechanical shovels, excavators, shovel and loaders: loaders with voorschop	4,170.00
machines (including presses) for forging, stamping or the hammering of metal; machines (persendaaronder included) for bet bending, bet folding, straightening, bet planes, bet shearing, bet punching or the punching of metal; presses for bet B	13,742.80
reciprocating engines with internal (diesel or semi-diesel engines): other engines	12,144.80
Other Machines and appliances: Other	10,814.20
Electric accumulators, as well as element therefor, even if in square or rectangular shape: complete copies	9,497.57
lawnmowers, which for parks and sports grounds including	8,806.84

	Parts and accessories for motor vehicles heading 87. 01 to 87. 05: Other	3,171.42
	paspoppen, ledpoppen AND THE LIKE; vending machines and mechanical particularly, for shop windows	35.10
	parts of which can be identified solely or mainly intended for engines of heading No 84. 07 or 84. 08: other: other	17,721.50

HS CODE	Descriptions	Export Value in SRD
	urea, whether or not in aqueous solution	536,365.00
	Other residues of petroleum oils or of oils obtained from bituminous mineralen	229,348.06
	Organic surface-active products even if done for the retail sale: Other	94,239.95
	Structures and parts of structures (e.g. bridges, sections, towers, lattice masts and other, pillars and columns, frameworks, doors, windows and their frames, thresholds, hatches, balustrades), of aluminium, ande	86,184.93
	bricks, tiles, bricks and similar articles: Other	77,833.56
	cabinets for clocks, for clocks, etc., and parts thereof: Parts	56,708.05
	Prefabricated buildings: Other	52,538.01
	Fishing vessels; factory ships and other vessels for processing or preserving fishery products: other fishing vessels	42,572.00
	Safety glass consisting of toughened (tempered): it is apparent from size and form suitable for motor vehicles, aircraft, vessels or for other vehicles: Other	33,360.68
	cast or rolled glass in sheets or profiles, even if fitted with an absorbent, refelecterende or non-reflecting layer, but not otherwise worked: in sheets, non-wired	30,463.35
	Glazed setts, flags and paving, vitrified nor wall, of ceramic materials; mosaic cubes and similar articles for moza'teken, vitrified nor wall, of ceramic material, even if on a backing: Other tiles	20,377.79
	Mechano-therapy; massage apparatus; appliances for apparatus	19,995.02
	Other clementines, wilkings and similar citrus hybrids	19,549.02
	Woven fabrics of cotton, containing less than 85% cotton, single or mainly with man-made fibres mixed, with a weight of more than 200 g/m2: of different colours: Other	18,333.82
	Other: local	14,016.00
	--- In loose sheets, even if folded: Other	7,464.47
	shave and the resources for or after the shearing be used, prepared for personal care, bath preparations, products and other perfumery, toilettries and for cosmetic products not elsewhere specified or under included; prepa	5,534.30
	Glazed setts, flags and paving, vitrified nor wall, of ceramic materials; mosaic cubes and similar articles for moza'teken, vitrified nor wall, of ceramic material, even if on a backing: pottery tiles	5,037.00
	Glazed setts, flags and paving, vitrified or wall, of ceramic materials; mosaic cubes and similar articles for moza'teken, vitrified or wall, of ceramic material, even if on a backing: tiles	3,816.80
	products for human consumption, not elsewhere specified or include: Other	3,547.80
	Other	3,285.00
	tafel, bedde and kitchen linen: Other: Of man-made fibres	3,128.03
	Of course sand of all types, whether or not coloured, other than metal sand of Chapter 26	2,780.00
	Portland cement: Grey cement for the building	2,648.01
	Foliage, leaves, twigs, branches and other parts vanplanten, without flowers or buds, and grasses, mosses and goods, for bloemstuk Ken or for ornamental purposes, fresh, dried, bleached, dyed, ge'impregneerd or otherwise gepr	2,085.00
	shells, tanks, vats and similar containers, with a capacity of more than 300l: Other	2,030.02

	worked mica and Articles of mica, agglomerated or reconstituted mica including, even if on a backing of paper, paperboard or of other substances	1,871.70
	Plates, sheets and strip, of aluminium, with a thickness of more than 0,2 mm: Flat-rolled plates	1,830.17
	Net curtains, curtains and interior blinds, bed-and curtain including: Other	1,669.36
	long and short trousers and bib and brace overalls: Of other textile materials: Other	1,623.48
	--- handbags, even if with shoulder, those without handles including: Other	930.48
	Skirts and divided skirts for women or girls: Of other textile materials	678.13
	suits suits, ensembles, jackets and blazers, dresses, skirts, long and shorts (other than swimwear) bib and brace overalls, for women or girls: Other, of other textile materials	518.08
	T-shirts, singlets and other vests, knitted or crocheted: Of other textile materials: T-shirts	473.85
	Blouses and shirt-blouses, for women or girls: Of other textile materials: Blouses and shirt-blouses	438.05
	Other toys; models on a scale and such other models for recreational purposes, even if moving; puzzles of all kinds: Other	415.10
	long and short trousers and bib and brace overalls: Of cotton: Other	415.10
	Such barbed wire and wire, existing not strip used wires or not, whether or not fitted with points, size or teeth, of iron or steel: Other	404.00
	Footwear with outer soles of rubber, plastics, leather or composition leather and uppers of leather: Other footwear	252.72
	woven gauze (including endless gauze), wire mesh and grids, of iron or steel wire; reinforcing obtained by the; of plates, sheets and plates, sheets or strip: woven gauze: Other	242.40
	Bed linen: Of other textile materials	235.17
	Other table linen: Of other textile materials	176.90
	Prepared pigments, prepared opacifiers and prepared paints, vitrifiable enamels and glazes, industries (slips), liquid lustres and similar preparations, of the kind used for ceramics, for the enamelling or for glassware; glass frit e	132.30
	Other articles of aluminium: other: other	132.14
	Articles of apparel and clothing accessories, for baby\':s: Other	126.36
	underpants and briefs: Of other textile materials for men or boys	84.24
	long and short trousers and bib and brace overalls: Of other textile materials: long and short trousers	75.82

## Suriname Exports to Martinique 2008

HS CODE	Descriptions	Export Value in SRD
	Frozen fish, other than fish fillets and other fish meat of heading 03. 04: Other fish, with the exception of livers and roes: Snapper, shark, zeekoebi, grouper, dolphin, witwitie, and sea trout	31,275.00
	white rice, put up for retail sale	548,911.00
	Other semi-milled rice	139,444.80
	Other broken rice	69,249.80
	parboiled rice, put up for retail sale	22,323.40

## 9.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

<b>Regulatory Issue</b>	<b>Description</b>
<b>Judicial System:</b>	Suriname's Judicial system is based on the Dutch legal system incorporating French penal theory. The main institutions in Suriname's legal system are the Judicial Branch, Constitutional Court, the Attorney General's Office, Ministry of Justice, and National Police. Suriname is a member of CARICOM. It has a European continental legal system that is mainly written and based on laws that address specific areas. It does not have a supranational instance of appeal for internal judicial procedures.
<b>Visa &amp; Residency Requirements:</b>	<p>Entry/Exit Requirements:</p> <p>Requirements:</p> <ul style="list-style-type: none"> <li>- Valid Passport</li> <li>- Passport must be signed and valid for 6 months from the date of intended travel</li> <li>- Photocopy of your valid return ticket (if you have one)</li> <li>- One completed Application form</li> <li>- Business Letter for business visa</li> <li>- One (1) recent passport photo</li> <li>- For children under 18 years, a letter of consent by parents or legal Guardian</li> </ul> <p>For further details on passport and residency requirements, please visit: <a href="http://www.surinameembassy.org">www.surinameembassy.org</a></p>
<b>Employment Protection and anti-discrimination Laws:</b>	<p>For laws governing employment and antidiscrimination in Suriname, please visit:</p> <p><a href="http://www.ilo.org/dyn/natlex/natlex_browse.country?p_lang=en&amp;p_country=SUR">http://www.ilo.org/dyn/natlex/natlex_browse.country?p_lang=en&amp;p_country=SUR</a></p>
<b>Social Security Provisions:</b>	<p>Social security provisions in Suriname include:</p> <ul style="list-style-type: none"> <li>- Sickness Benefit</li> <li>- Maternity Benefit</li> </ul> <p>For further information, please visit the respective Surinamese authority that deals with Social Security Benefits or visit the country's national assembly at: <a href="http://www.dna.sr/">http://www.dna.sr/</a></p>
<b>Types of businesses:</b>	Suriname recognizes one-man businesses, open partnerships, limited partnerships, foundations, limited liability companies, cooperative associations, and branch offices.
<b>Minimum Share Capital</b>	<p>For details on the minimum share capital required to form a business in Suriname please visit the World Bank's Doing Business Report 2008 at:</p> <p><a href="http://www.doingbusiness.org/Documents/CountryProfiles/SUR.p">http://www.doingbusiness.org/Documents/CountryProfiles/SUR.p</a></p>

	df
<b>Tax treaties with CARIFORUM</b>	

## - Tax Rates

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate Income Tax	4	48	36.00%	taxable profits	27.9
Labour tax	0	24	4.00%	net salary	
Value added tax	12	126	10.00%	value added	
Stamp duty	1	-	various rates		
<b>Totals:</b>	<b>17</b>	<b>199</b>			<b>27.9</b>

## - Doing Business – Time and Cost

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Deposit paid-in minimum capital	1 day	no charge
2	Verify uniqueness of company name	1 day	SRD 25
3	Obtain extract and nationality declaration from the Civil Registry of each founder	1 day	SRD 5 (SRD 1 per founder)
4	Pay fee at the Accountancy and Finance Department of the Ministry of Justice and Police	1 day	included in procedure 6
5	Pay fee at the Districts Commissioner	1 day	included in procedure 6
6	Draft and notarize company articles of association	3-4 days	SRD 14243
7	Apply for company registration at the Trade Register in the Chamber of Commerce	1-2 days	SRD 50 to 100
8	Obtain approval of the act by the President	500 days	no charge
9	Publish statement of no objection in Official Gazette	2-3 days	SRD 1500
*10	Register copy of approved act with the Trade Register of the Chamber of Commerce and Industry	1 day	no charge
*11	Register company for taxes at the tax office of the Ministry of Finance	1 to 2 days	no charge

*12	Buy insurance for the company	2 to 3 days	SRD 60 per person per year
*13	Obtain trade license	6 months	SRD 550

## 9.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal services		
Accounting services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide accounting and auditing, financial auditing, accounting review, and compilation of financial statements services. European business can also provide these services from Europe.</li> <li>European business can establish a practice to provide business tax planning and consulting services, business tax preparation and review services, and individual tax preparation and planning services. European business can also provide these services from Europe.</li> </ul>	
Medical services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide specialized medical services, neurosurgery, epidemiological and CATSCAN services. European business can also provide these services from Europe.</li> <li>European business can establish a practice to provide midwives and nursing services.</li> <li>From 1 January 2015, European business can establish a practice to provide physiotherapeutic and paramedical services.</li> </ul>	
Veterinary services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide veterinary services. European business can also provide veterinary services from Europe or to Caribbean clients that travel to Europe to receive the service.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>From 1 January 2013, European business can establish a practice to provide advisory and consultative engineering services, engineering design services for the construction of foundations and building structures, mechanical and electrical installations for buildings, the construction of civil engineering works, and for industrial processes and production. European business can also establish a practice to provide integrated engineering services for transportation infrastructure turnkey projects, and for the construction of manufacturing turnkey projects, architectural and landscape architectural services. European business can provide these services from Europe.</li> </ul>	
Other business services	*	*
Communication services	*	
Construction services	<ul style="list-style-type: none"> <li>From 1 January 2013, European business can establish a company to provide services related to general construction work for commercial buildings, hotels, restaurants and similar buildings; general construction work for highways, streets, roads, railways, airfield runways, bridges, elevated highways, tunnels and subways; fire alarm, burglar alarm system, lift and escalator construction work; glazing and glass installation work; and special trade construction for railways and tunnels. European business can also provide those services from Europe.</li> </ul>	



Distribution services	*	
Education services	<ul style="list-style-type: none"> <li>European business can establish an institution to provide primary education services.</li> <li>European business can provide primary, secondary, higher, adult and other education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provided adult and other education services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>European business can establish an institution to provide primary education services.</li> <li>European business can provide primary, secondary, higher, adult and other education services to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can provided adult and other education services from Europe.</li> </ul>
Environmental services	<ul style="list-style-type: none"> <li>From 1 January 2018, European business can establish a company to provide the following: Sewage services; refuse disposal services; hazardous waste collection, disposal and treatment services; cleaning services of exhaust gases; noise abatement services; recycling services; waste and wastewater management services; and services related to closed loop pollution control systems for factories.</li> </ul>	<ul style="list-style-type: none"> <li>Transfer of technology is required for sewage services, refuse disposal services, hazardous waste collection, treatment and disposal services, noise abatement services, waste and wastewater management services, and recycling services.</li> <li>Hazardous waste collection, treatment and disposal services, waste and wastewater management and recycling services are subject to the development of relevant regulations.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can establish an insurance company to provide reinsurance and retrocession services. European business can also provide those services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to the establishment of a reinsurance company. Main criteria are number of and impact on existing service suppliers. All nonlife reinsurance companies should have the legal form of a limited liability company according to Surinamese law. For life reinsurance companies there is a possibility for establishment as a limited liability company or as a branch office, but the legal form of the mother company should fit within the Surinamese legal system.</li> <li>Residency required for at least one of the executive directors of a company providing reinsurance or retrocession services. Residency required for the majority of the board members. Foreign reinsurance offices and foreign branch offices should submit certified annual reports over the past 5 years of the parent company.</li> </ul>
Health & Social services	<ul style="list-style-type: none"> <li>European business may be able to establish a hospital service.</li> </ul>	

	<ul style="list-style-type: none"> <li>From 1 January 2015, European business can establish an ambulance service or residential health facility.</li> <li>European business can provide hospital, ambulance and residential health facility services from Europe or to Caribbean consumers who travel to Europe.</li> <li>European business can provide welfare services delivered through residential institutions to old persons, the handicapped, children and other clients from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel, restaurant, travel agency, tour operator office, or provide marinas.</li> <li>European business can provide travel agency or tour operator services from Europe.</li> <li>European business can establish a company to provide spa services. European business can also provide these services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can open an agency to provide theatrical producer, singer group, band and orchestra entertainment services, circus, amusement park and similar attraction services, and ballroom, discotheque and dance instructor services. European business can also provide these services from Europe.</li> <li>European business can open a news agency or library. European business can also provide printed news and picture supply or library services from Europe.</li> <li>European business can establish a sports promotion agency or sports facility. European business can provide sports event promotion services and sports facility operation services from Europe.</li> <li>European business can establish a yacht rental and leasing business.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide entertainment services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Transport services	<ul style="list-style-type: none"> <li>Registration is required to establish a registered company for the purpose of operating a fleet under the national flag of Suriname. Registration in the Surinamese ship registry is only permitted to ships with an ownership structure of 2/3 nationality of a CARICOM country and 1/3 Surinamese residency. A local partner is required to establish a Surinamese company.</li> </ul>	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following transport services: Maritime transport services for passengers and freight; rail transport services for passengers and freight; and rental services of passenger cars, buses and coaches with operator. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive that service within Europe.</li> <li>European business can provide</li> </ul>

		road transport services for freight from Europe or to Caribbean consumers who receive the service within Europe.
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European business can establish a company to provide pushing and towing services for maritime transport. European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> <li>European business can establish a company to provide the following services auxiliary to transport: Computer reservations system services for air transport; selling and marketing of air transport services; pushing and towing services for rail transport; supporting services for rail transport; and highway, bridge and tunnel operation services for road transport. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing pushing and towing services for maritime transport.</li> </ul>
Energy services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Other Services	<ul style="list-style-type: none"> <li>European business can establish a company to provide funeral, cremation and undertaking services.</li> <li>European business can establish a company to provide dry-cleaning services. European business can also provide these services from Europe or to Caribbean consumers who receive the service within Europe.</li> <li>European business can establish a company to provide cosmetic treatment, manicure and pedicure services. European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> </ul>	

### Source & General Notes:

- ITC Business Guide EC-CARIFORUM Economic Partnership Agreement Services and Investment Commitments Volume 2
- For cells that contain \*, please visit source listed in No. 1 above for details/further elaboration
- Where the cell is left blank, this indicates that there are no restrictions or provisions for this sector
- For General Reservations that apply to all services sectors in individual member states, please visit source listed in No. 1 above for details/further elaboration

## Other Sources

Economic Data (GDP, Inflation, population):	International Monetary Fund, World Economic Outlook Database, October 2008 < <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a> >
Internet Penetration	World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009. < <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a> >
Human Development Index Ranking	UNDP < <a href="http://hdr.undp.org">hdr.undp.org</a> >
Distance between countries (Miles)	MAPCROW < <a href="http://www.mapcrow.com">www.mapcrow.com</a> > <a href="http://www.carib-export.com/SiteAssets/Doing%20Business%20With%20Suriname.pdf">http://www.carib-export.com/SiteAssets/Doing%20Business%20With%20Suriname.pdf</a>
Main Exports & Main Industries	How Many Hours? < <a href="http://www.howmanyhours.com">www.howmanyhours.com</a> >
Distance between countries (Hours)	<a href="http://www.cejamerica.org/reportes/pdfing3/Suriname_ing.pdf">http://www.cejamerica.org/reportes/pdfing3/Suriname_ing.pdf</a>
Judicial System	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Setting up business – Cost and Time	<a href="http://www.surinamedirectory.biz/engels/m_08/Form1.pdf">http://www.surinamedirectory.biz/engels/m_08/Form1.pdf</a>
Types of companies	<a href="http://www.surinameembassy.org">www.surinameembassy.org</a>
Visa & Residency Requirements	<a href="http://www.ilo.org/dyn/natlex/natlex_browse.country?p_lang=en&amp;p_country=SUR">http://www.ilo.org/dyn/natlex/natlex_browse.country?p_lang=en&amp;p_country=</a> SUR
Employment & anti-discrimination laws	<a href="http://www.doingbusiness.org/Documents/CountryProfiles/SUR.pdf">http://www.doingbusiness.org/Documents/CountryProfiles/SUR.pdf</a>
Minimum Share Capital	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Tax Rates	CIA
Main Exports/Industries	CARICOM Secretariat
Trade Export Data	ITC < <a href="http://www.intracen.org/">http://www.intracen.org/</a> >
EPA Commitments	
Tax treaties with CARIFORUM	
Social Security Provisions	<a href="http://www.dna.sr/">http://www.dna.sr/</a>

## 9.6 Priority Export Industries for Suriname

Priority Area for Export	Market Overview	Domestic Capacity
Animal and Animal Products  (Source: Suriname Customs 2010)	<ul style="list-style-type: none"> <li>Suriname recorded exports of animal and animal product to all three FCOR territories for the period 2005-2009.</li> <li>Among its highest earners were frozen fish and fish fillets</li> </ul>	<ul style="list-style-type: none"> <li>Suriname has the domestic capacity to export fish in large quantities based on its vast coastal waters and a fisheries industry.</li> <li>Exporters clearly meet the standards of the EU market and should thus seek new markets there.</li> </ul>
Foodstuffs  (Source: Suriname Customs 2010)	<ul style="list-style-type: none"> <li>Between 2005 and 2009, Suriname consistently recorded a variety of exports to all three FCOR territories</li> <li>Its top earning good was beer</li> </ul>	<ul style="list-style-type: none"> <li>Surinamese exporters should continue to seek markets in the FCOR and explore new opportunities in the wider EU since standards are being met for these products.</li> </ul>
Vegetable Products  (Source: Suriname Customs 2010)	<p>Suriname recorded exports of vegetable products to all three FCOR territories between 2005 and 2009.</p> <p>Exports generated a significant amount of income among which the highest earners were rice, flour onions and coconut</p>	<ul style="list-style-type: none"> <li>Since lucrative markets exist for vegetable products in the FCOR, producers should continue exporting these types of goods to the FCOR and seek more market opportunities in the EU.</li> </ul>
Chemicals and allied industries  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>Suriname exported a variety of chemical and allied industries products to the FCOR for the period examined, mainly to Guadeloupe and Martinique</li> <li>Goods exported included: organic surface-active products, ureum, disinfectants and paints which were among the most popular</li> </ul>	<ul style="list-style-type: none"> <li>Since EU standards are being met by Surinamese exports of chemical and allied industries products, producers should continue exporting these products to the FCOR and seek bigger markets in the EU.</li> </ul>
Plastics/Rubbers  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>Fore the period examined, Suriname recorded a wide variety of plastics/rubbers exports.</li> <li>Exports were sent to all three FCOR territories generating a fair amount of income.</li> </ul>	<ul style="list-style-type: none"> <li>Surinamese companies with the necessary facilities and skills to provide these exports should leverage the opportunity to grow beyond the boundaries of the FCOR market and venture into the EU</li> </ul>
Wood and wood products, textiles, footwear,	<ul style="list-style-type: none"> <li>Exports of wood and wood products were recorded for all years to both Martinique and Guadeloupe.</li> </ul>	<ul style="list-style-type: none"> <li>Surinamese exporters to continue exporting wood and wood products to the Martinique and Guadeloupe given that French</li> </ul>

Stone/glass  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>• A variety of goods were exported including mainly builders' joinery and carpentry of wood</li> </ul>	Guiana is likely to be well endowed in these products too.
Metals  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>• Suriname recorded exports of metal products to the FCOR for period 2005-2009. Goods were exported to either Guadeloupe or French Guiana.</li> <li>• Among the top earning goods were: reservoirs, feeders, copper and such recoveries means, Chain and parts thereof, of cast iron, iron or steel</li> </ul>	<ul style="list-style-type: none"> <li>• Though quantities of metal export to the FCOR are relatively small, producers should continue exporting these goods to the French Guiana and seek ways of generating more demand.</li> <li>• New markets should also be explored in Martinique and Guadeloupe</li> </ul>
Machinery and Electrical  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>• Machinery and electrical exports were recorded in all years from 2005-2009.</li> <li>• Popular goods included: motor vehicle parts, reciprocating engines, pumps for liquids and parts of which can be identified solely or mainly intended for the machines or apparatus</li> </ul>	<ul style="list-style-type: none"> <li>• Suriname has exporters with the raw materials, the processes and the know-how to continue exporting to the FCORs and possibly seek new markets in the EU</li> </ul>
Transportation  (Source: Suriname Customs 2010))	<ul style="list-style-type: none"> <li>• Suriname recorded exports of relatively few transportation goods for the period examined.</li> <li>• Among its highest income generating exports were motor vehicles for carriage of goods and Containers and similar containers (tank-containers including) specially designed and equipped to transport by any means of transport</li> </ul>	<ul style="list-style-type: none"> <li>• Producers exporting these goods should continue to do so and seek markets in Martinique and Guadeloupe</li> </ul>
Culinary and entertainment based tourism  (Source: Focus Group Discussions and Ministry of Tourism)	<ul style="list-style-type: none"> <li>• Suriname comprises a mix of several ethnic groups which results in a delightful variety of excellent cuisine. Culinary based tourism is an important component of the tourism market.</li> <li>• This feature provides Suriname with a competitive advantage that should be exploited by inducing more French Guyanese and the Suriname Diaspora in French Guyana to visit Suriname on a regular basis.</li> <li>• If this is combined with music</li> </ul>	<ul style="list-style-type: none"> <li>• Suriname already has a wide variety of excellent restaurants</li> <li>• There is a bustling nightlife in Paramaribo on the weekends</li> <li>• Paramaribo is relatively crime free</li> </ul>

	and entertainment significant export earnings could be generated	
Commerce based tourism  (Source: Ministry of Tourism, Suriname and Focus Group Discussions)	<ul style="list-style-type: none"> <li>• It is estimated that 30,000 tourists from French Guiana come to Suriname per year for the purpose of shopping.</li> <li>• Prices in French Guiana are the same as those in France making things in Suriname relatively cheap.</li> <li>• The people from French Guiana come across to Suriname to buy clothes from the Chinese merchants who bring them in from China.</li> </ul>	<ul style="list-style-type: none"> <li>• Surinamese should continue to make more products available for French Guyanese visitors including locally made craft and medicinal products.</li> <li>• There is a good opportunity for craft products to be produced in Suriname (at a lower cost) and sent to French Guiana to be retailed.</li> <li>• The road between Albina on the Surinamese border and Paramaribo will soon be completed so it will facilitate more travel from French Guiana so Surinamese suppliers should start to prepare for greater demand for their products.</li> </ul>
Eco tourism and Multi-destination tourism  (Source: Ministry of Tourism, Suriname and Focus Group Discussions)	<ul style="list-style-type: none"> <li>• Eco-tourism is a growing niche in the tourism market and Suriname has an excellent product which can be offered to visitors from French Guyana and mainland France.</li> <li>• Multi-destination tourism is definitely an option especially for persons of higher net worth.</li> </ul>	<ul style="list-style-type: none"> <li>• Suriname has an excellent eco tourism product with a large covering of rain forests and has features such as: <ul style="list-style-type: none"> <li>▪ Turtle reserves</li> <li>▪ Big rivers</li> <li>▪ A variety of birds</li> <li>▪ Maroon villages in the rain forests</li> <li>▪ Amerindian villages in the rain forests.</li> </ul> </li> <li>• Given the combined resources of the three territories, there is a great opportunity for Inter-Guiana Tourism – Marketing of tours and travel to Suriname, French Guiana and Guyana in one package</li> </ul>
Sports tourism  (Source: Ministry of Tourism, Suriname and Focus Group Discussions)	<ul style="list-style-type: none"> <li>• There is scope for more sporting events like the Inter-Guyana games which is an under-19 sports tournament between Guyana, Suriname and French Guiana (six disciplines) <ul style="list-style-type: none"> <li>○ Swimming</li> <li>○ Track and Field</li> <li>○ Football</li> <li>○ Basketball</li> <li>○ Volleyball</li> <li>○ Cycling</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>○ All three countries are sports oriented and nearby is Brazil which is also fanatical about sports. These tendencies towards sports should be exploited in properly organized sports tourism</li> </ul>

## **9.7 Other Opportunities**

- A major opportunity for Suriname is its geographical proximity to French Guiana so goods can move easily across the borders without transport being identified as a significant barrier to trade.
- The population of Surinamese living across the border in French Guyana is estimated at 60,000 - 100,000 which means there is an excellent Diaspora market (earning French rates and enjoying French social services) to which Suriname goods can be exported.
- Surinamese exporters should take greater advantage of CMA-CGM's Shipping Route to Martinique and Guadeloupe and export to these territories more of the products that are exported to French Guyana. For example, when the Suriname shipping company was operating, houses were made using the abundant and lower cost natural and human resources in Suriname and exported to Martinique and Guadeloupe.
- In the construction sector there are Surinamese construction workers legally operating in French Guiana because of the relatively low wages that the Surinamese will accept.
- The French have techniques that are less polluting in gold mining - Suriname could learn from the French in terms of Environmental practices.
- Suriname needs to develop its hydroelectricity production then it could be exported to French Guiana
- The fact that a significant amount of informal trade takes place at the border with French Guiana (i.e. avoiding Customs) is a sign that there are additional legitimate trading opportunities. Initiatives need to be put in place to encourage formal trade and the compliance with standards.

## **9.8 Barriers/Weaknesses**

- It is difficult to get appropriate licences to operate in the FCORs because the French have licence requirements for most activities.
- For engineers and other professional services the certification requirements are different from those in Suriname.
- There is no ASYCUDA automated Customs branch in Albina on the border with French Guiana so people would have to come to Paramaribo to prepare documents and then drive back to Albina.
- Absence of shipping links - the wood business has taken a hit because of no shipping.



- There are also problems with transport to Cayenne because Surinamese truckers cannot drive their vehicles to Cayenne. However, French vehicles can drive to Suriname.
- Labelling requirements is a barrier to trade with the FCORs because Suriname is a Dutch-speaking country so labelling in French is a barrier.
- Specification standards for food products are very high in French Guiana and the documentation requirements to take things to there are stringent. Whereas citizens of French Guiana are willing and open to trade with Suriname, they are constrained by the rules of France.
- Bottlenecks in transportation
  - small producers with small quantities
  - Transportation by air is too expensive
  - Transportation by boat requires appropriate cooling systems.

## 9.9 Government Policy Requirements

In general it was felt that the Government should engage in greater collaboration with French Guiana in areas such as:

- Developing a regional transportation system - by providing loans or guarantees for a cargo airline.
- Facilitating arrangements to get Suriname's testing facilities and laboratories certified to French Guiana/EU standards then Suriname products will be able to more easily meet the export requirements
- Establishing closer bilateral links with respect to trade apart from what is outlined in the EPA.

## **10.0 Trinidad & Tobago – Country Report**

### **10.1 Trinidad & Tobago – Summary Findings**

- T&T has a history of exports to the FCORs, across all categories of commodities. T&T's mineral exports (petro-chemical based products) to the FCORs not only dominate T&T's exports to the FCORs but accounts for over 90% of the value of CARICOM exports to the FCORs.
- Apart from petro-chemical exports, T&T exports commodities including: animal products (ornamental fish and has the capacity to export other fish products); farm products such as dessicated coconuts and rice; foodstuffs made from sugar, vegetables, nuts, fruits, water; manufactured items such as plastics, printing and packaging materials; wood products; stone and glass products such as ceramic tiles; metals; chemicals and allied products; and footwear and headgear.
- Given T&T's history of commodity exports to the FCORs, the greatest opportunity for T&T exporters is to continue doing what they are doing while aiming to more deeply penetrate the FCOR markets and look for openings in continental EU.
- More effort should be made to get greater involvement of SMEs into the export market because it is felt that most exports from T&T are accounted for by large players so the depth of participation may not be as great could be.
- In terms of services exports, there are opportunities for T&T in areas such as:
  - Entertainment and cultural industries – soca music, carnival, films
  - Management consulting – especially as it relates to marketing and regulatory information on the EPA and the FCOR markets
  - Tourism – especially business tourism for Trinidad and more traditional tourism for Tobago
  - Transportation services – especially as it relates to providing shipping services and airline services to support trade with the FCORs.
- The main barriers to trade include those typically identified in other CARICOM countries
  - Language
  - Transport
  - Knowledge of French regulations, culture and bureaucracy
  - Lack of representation or distributors on the ground.
  - High duties when entering the FCORs
  - French culture and perceptions that French products are the best.

- Joint ventures and partnerships should be sought in order to understand the FCOR market, network and benefit from existing trading links, etc – especially as it relates to SMEs.
- The Government needs to play a role in various ways including:
  - Providing incentives and funding for exporters especially SMEs
  - Coordinating Trade Missions to the FCORs that will expose T&T exporters to possible Joint Venture partners, the opportunities and how to deal with barriers.

## 10.2 Socio-Economic Profile

Socioeconomic Variable	Figure
GDP, constant prices (National Currency, Billions)	92.325
GDP, current prices (U.S Dollar, Billions)	25.925
GDP per capita, constant prices (National Currency)	70,761.24
GDP per capita, current prices (US Dollar)	19,869.59
Inflation, average consumer prices (Index, 2000=100)	165.557
Population	1.305
HDI Rating	High Human Development
Internet Penetration % Population (Penetration)	18.50%
Distance from Miami - Miles	1615.20
Distance from London – Miles	4382.27
Distance from Paris – Miles	4440.24
Distance from Miami - Hours	4
Distance from London – Hours	10
Distance from Paris – Hours	10
Main Exports	Petroleum and petroleum products, liquefied natural gas (LNG), methanol, ammonia, urea, steel products, beverages, cereal and cereal products, sugar, cocoa, coffee, citrus fruit, vegetables, flowers
Main Industries	Petroleum, chemicals, tourism, food processing, cement, beverage, cotton textiles

## 10.3 Exports to the French Caribbean (HS 6-Digit Level)

### Trinidad and Tobago's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2006

HS	Commodity Description	GUAD	MAR	FGUI
030110	Live ornamental fish		20,486	
080111	Desiccated coconuts		86,729	
120810	Soya bean flour and meal		16,718	
170199	Cane or beet sugar and chemically pure sucrose, in solid form (excl. cane and beet sugar containing added flavouring or colouring and raw sugar)	14,455		
170410	Chewing gum, whether or not sugar coated	920	2,189	
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	2,151	3,070	
200811	Ground-nuts, prepared or preserved (excl. preserved with sugar)		1,236	

200819	Nuts and other seeds, incl. mixtures, prepared or preserved (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalades, fruit purée and pastes, obtained by cooking, and groundnuts)		1,263	
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade)		875	
200990	Mixtures of fruit juices, incl. grape must, and vegetable juices, unfermented, whether or not containing added sugar or other sweetening matter (excl. containing spirit)			2
210111	Extracts, essences and concentrates, of coffee		11,446	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		8,287	
210410	Soups and broths and preparations therefor			12
210610	Protein concentrates and textured protein substances		13,458	
210690	Food preparations, n.e.s.		201,018	23,962
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	41,835	79,523	42,387
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	573,952	168,602	135,828
220300	Beer made from malt	909,288	247,726	93,227
220890	Ethyl alcohol of an alcoholic strength of < 80% vol, not denatured; spirits and other spirituous beverages (excl. compound alcoholic preparations of a kind used for the manufacture of beverages, spirits obtained by distilling grape wine or grape marc, whi		6,689	
271011	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume distil at 210°C			29,435,075
271019	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	89,234,577	62,637,968	106,362,704
271113	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	4,281,114	664,035	2,699,266
271119	Gaseous hydrocarbons, liquefied, n.e.s. (excl. natural gas, propane, butane, ethylene, propylene, butylene and butadiene)	540,098		
280110	Chlorine		46,201	
280421	Argon		8,203	2,310
280440	Oxygen	10,317	56,149	4,530
281121	Carbon dioxide	74,780	10,853	34,487
290129	Hydrocarbons, acyclic, unsaturated (excl. ethylene, propene "propylene", butene "butylene" and isomers thereof and Buta-1,3-diene and isoprene)	103,932	187,981	38,981
290511	Methanol "methyl alcohol"			706,469
291421	Camphor		1,057	
310210	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms, or in packages with a gross weight of <= 10 kg)		2,640,545	

330590	Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening and hair lacquers)	1,074		
330741	"Agarbatti" and other odoriferous preparations which operate by burning	4,290		
330790	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.	60		
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro		19	
340120	Soap in the form of flakes, granules, powder, paste or in aqueous solution		121	
340220	Surface-active preparations, washing preparations, auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and organic surface-active preparations in the form of bars, cakes, moulded piece		10,734	
370590	Photographic plates and film, exposed and developed (excl. products made of paper, paperboard or textiles, cinematographic film, film for offset reproduction and microfilm)		10	
391740	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses			573
392059	Plates, sheets, film, foil and strip, of non-cellular acrylic polymers, not reinforced, laminated, supported or similarly combined with other materials, without backing, unworked or merely surface-worked or merely cut into squares or rectangles (excl. tho		21,398	38,442
392329	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	19,376	19,593	
392330	Carboys, bottles, flasks and similar articles for the conveyance or packaging of goods, of plastics	460		
392490	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths, wash-basins, bidets, lavatory pans, seats and covers, flushing cisterns and similar sanitary ware)		63	
392510	Reservoirs, tanks, vats and similar containers, of plastics, with a capacity of > 300 l	7,233	266	43,184
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	2,141		2,801
420292	Travelling-bags, insulated food or beverage bags, toilet bags, rucksacks, shopping-bags, map-cases, tool bags, sports bags, jewellery boxes, cutlery cases, binocular cases, camera cases, musical instrument cases, gun cases, holsters and similar containers	9		
420299	Travelling-bags, shopping or tool bags, jewellery boxes, cutlery cases and similar, with outer surface of vulcanised fibre or paperboard; cases for binoculars, cameras, musical instruments, guns, holsters and similar containers with outer surface of mater		2,359	
481840	Sanitary towels and tampons, napkins and napkin for babies and similar sanitary articles, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	57,920		
481910	Cartons, boxes and cases, of corrugated paper or paperboard	16,486	654	13,530
481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	153	229	

481950	Packing containers, incl. record sleeves, of paper, paperboard, cellulose wadding or webs of cellulose fibres (excl. cartons, boxes and cases, of corrugated paper or paperboard, folding cartons, boxes and cases, of uncorrugated paper or paperboard, sacks)			133
482110	Paper or paperboard labels of all kinds, printed	4,740	257,157	35,881
482190	Paper or paperboard labels of all kinds, non-printed	23		
482319	Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard, whether or not perforated or hardened (excl. those for winding textile yarn)		483	484
482390	Paper, paperboard, cellulose wadding and webs of cellulose fibres, in strips or rolls of a width <= 36 cm, in rectangular or square sheets, of which no side > 36 cm in the unfolded state, or cut to shape other than rectangular or square, and articles of p	300		
491000	Calendars of any kinds, printed, incl. calendars blocks		15	45
491191	Pictures, prints and photographs, n.e.s.			1,000
491199	Printed matter, n.e.s.	25	199	
520859	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m², printed (excl. those in three-thread or four-thread twill, incl. cross twill, and plain woven fabrics)	17,103		
581099	Embroidery of materials other than cotton or man-made fibres, on a textile fabric base, in the piece, in strips or in motifs (excl. embroidery without visible ground)	1,287		
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	2,059	46,851	232
611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excl. wadded waistcoats)	1,494	751	6,320
611249	Women's or girls' swimwear of textile materials, knitted or crocheted (excl. synthetic fibres)	525		
620349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)		1,393	
620590	Men's or boys' shirts of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)		995	
630533	Sacks and bags, for the packing of goods, of polyethylene or polypropylene strip or the like (excl. flexible intermediate bulk containers)		7,124	
630790	Made up articles of textile materials, incl. dress patterns, n.e.s.	2,317		
640299	Footwear with outer soles and uppers of rubber or plastics (excl. covering the ankle or with upper straps or thongs assembled to the sole by means of plugs, waterproof footwear of heading 6401, sports footwear, orthopaedic footwear and toy footwear)	1,410		
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	117		
650590	Hats and other headgear, knitted or crocheted, or made-up from lace, felt or other textile fabric, in the piece (but not in strips), whether or not lined or trimmed (excl. hair-nets, headgear for animals, and toy and fancy-dress headgear)	401		

681099	Articles of cement, concrete or artificial stone, whether or not reinforced (excl. prefabricated structural components for building or civil engineering, tiles, paving, bricks and the like)		60	
690410	Building bricks (excl. those of siliceous fossil meals or similar siliceous earths, and refractory bricks of heading 6902)		852	
690490	Ceramic flooring blocks, support or filler tiles and the like (excl. those of siliceous fossil meals or similar siliceous earths, refractory bricks of heading 6902, and flags and pavings, hearth and wall tiles of heading 6907 and 6908, and building bricks)		8,020	
690710	Unglazed ceramic tiles, cubes and similar articles, for mosaics, whether or not square or rectangular, the largest surface area of which is capable of being enclosed in a square of side of < 7 cm, whether or not on a backing		15,779	
691390	Statuettes and other ornamental ceramic articles, n.e.s. (excl. of porcelain or china)		40	
701010	Glass ampoules		21	
701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used for the commercial conveyance or packing of goods, and preserving jars, of glass (excl. ampoules, glass inners for containers, with vacuum insulation, perfume atom)		21	
721399	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel "ECSC" (excl. products of circular cross-section measuring < 14 mm in diameter, bars and rods of free-cutting steel, and bars and rods with indentations, ribs, grooves or ot	9,993,827	8,966,664	
831000	Sign-plates, name-plates, address-plates and similar plates, numbers, letters and other symbols, of base metal, incl. traffic signs (excl. those of heading 9405, type and the like, and signal boards, signal discs and signal arms for traffic of heading 860	8,493		
890200	Fishing vessels; factory ships and other vessels for processing or preserving fishery products (excl. fishing boats for sport)		23,357	
890399	Vessels for pleasure or sports; rowing boats (excl. motor-boats and motor yachts powered other than by outboard motors, sailboats and yachts with or without auxiliary motor and inflatable boats)		51,570	
940169	Seats, with wooden frames (excl. upholstered)		261	
940340	Wooden furniture for kitchens (excl. seats)		1,386	
940490	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled with any material or of cellular rubber or plastics (excl. mattress supports, mattresses, sleeping bags, pneumatic or water mattresses and pillows, blankets an		80	
980100	Antiques of > 100 years old		199	

### Trinidad and Tobago's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2007

HS	Commodity Description	GUAD	MAR	FGUI
030110	Live ornamental fish		19,600	
040229	Milk and cream in solid forms, of a fat content by weight of > 1,5%, sweetened	3,444		



080111	Desiccated coconuts		62,609	
100620	Husked or brown rice		6,938	
170410	Chewing gum, whether or not sugar-coated		1,356	
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)		1,614	
190531	Sweet biscuits		371	
200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise than by vinegar, non-frozen (excl. preserved by sugar, homogenised vegetables of subheading 2005.10, and tomatoes, mushrooms, truffles, potatoes, peas "Pisum sativum", beans "Vigna, Ph		685	
200811	Groundnuts, prepared or preserved (excl. preserved with sugar)		145	
200819	Nuts and other seeds, incl. mixtures, prepared or preserved (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalades, fruit purée and pastes, obtained by cooking, and groundnuts)	4,006	703	3,848
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade)		472	
210111	Extracts, essences and concentrates, of coffee		9,715	
210390	Preparations for sauces and prepared sauces; mixed condiments and seasonings (excl. soya sauce, tomato ketchup and other tomato sauces, mustard, and mustard flour and meal)		7,802	
210690	Food preparations, n.e.s.	588	230,682	24,804
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	6,821	99,882	22,867
220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	729,451	258,240	176,416
220300	Beer made from malt	1,059,145	193,740	303,714
220890	Ethyl alcohol of an alcoholic strength of < 80% vol, not denatured; spirits and other spirituous beverages (excl. compound alcoholic preparations of a kind used for the manufacture of beverages, spirits obtained by distilling grape wine or grape marc, whi		6,584	
271019	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	27,092,854	13,120,356	32,878,939
271112	Propane, liquefied	368,787		256,715
271113	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	2,905,122	1,015,218	1,637,336
271119	Gaseous hydrocarbons, liquefied, n.e.s. (excl. natural gas, propane, butane, ethylene, propylene, butylene and butadiene)			244,664
280110	Chlorine		27,665	
280421	Argon		12,813	
280440	Oxygen	2,976	12,764	1,689
281121	Carbon dioxide	53,028		33,939

290129	Hydrocarbons, acyclic, unsaturated (excl. ethylene, propene "propylene", butene "butylene" and isomers thereof and Buta-1,3-diene and isoprene)	69,146	94,862	46,520
290511	Methanol "methyl alcohol"			2,120,675
291421	Camphor		397	
300420	Medicaments containing antibiotics, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing penicillins or derivatives thereof with a penicillanic structure, or		33	
300670	Gel preparations designed to be used in human or veterinary medicine as a lubricant for parts of the body for surgical operations or physical examinations or as a coupling agent between the body and medical instruments		228	
300692	Waste pharmaceuticals		282	
310210	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms, or in packages with a gross weight of ≤ 10 kg)		3,718,524	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)		1,443	
330491	Make-up or skin care powders, incl. baby powders, whether or not compressed (excl. medicaments)		131	
330710	Shaving preparations, incl. pre-shave and aftershave products		149	
340119	Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent (excl. those for toilet use, incl. medicated pro		13	
391740	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses			314
392329	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)		727	
392510	Reservoirs, tanks, vats and similar containers, of plastics, with a capacity of > 300 l			23,030
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	797	773	
481840	Sanitary towels and tampons, napkins and napkin for babies and similar sanitary articles, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	63,423		
481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	3,363		
482110	Paper or paperboard labels of all kinds, printed		10,587	36,914
482390	Paper, paperboard, cellulose wadding and webs of cellulose fibres, in strips or rolls of a width ≤ 36 cm, in rectangular or square sheets, of which no side > 36 cm in the unfolded state, or cut to shape other than rectangular or square, and articles of p	674		
491110	Trade advertising material, commercial catalogues and the like	2,322		
590800	Textile wicks, woven, plaited or knitted, for lamps, stoves, lighters, candles or the like; incandescent gas mantles and tubular knitted gas-mantle fabric for incandescent gas mantles, whether or not impregnated (excl. wax-covered wicks of the taper varie		24	
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted			326

610990	T-shirts, singlets and other vests of textile materials, knitted or crocheted (excl. cotton)		3,052	
611020	Jerseys, pullovers, cardigans, waistcoats and similar articles, of cotton, knitted or crocheted (excl. wadded waistcoats)			6,303
611030	Jerseys, pullovers, cardigans, waistcoats and similar articles, of man-made fibres, knitted or crocheted (excl. wadded waistcoats)	1,737		
611090	Jerseys, pullovers, cardigans, waistcoats and similar articles, of textile materials, knitted or crocheted (excl. of wool, fine animal hair, cotton or man-made fibres, and wadded waistcoats)		408	
620339	Men"s or boys" jackets and blazers of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, and wind-jackets and similar articles)		759	
620349	Men"s or boys" trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)		4,883	576
620429	Women"s or girls" ensembles of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, ski overalls and swimwear)		1,082	
620449	Women"s or girls" dresses of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and petticoats)		1,072	
620469	Women"s or girls" trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, panties and swimwear)		2,686	
620590	Men"s or boys" shirts of textile materials (excl. of cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)		509	
620690	Women"s or girls" blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)		568	
630790	Made-up articles of textile materials, incl. dress patterns, n.e.s.	2,696		
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	322		
690710	Unglazed ceramic tiles, cubes and similar articles, for mosaics, whether or not square or rectangular, the largest surface area of which is capable of being enclosed in a square of side of < 7 cm, whether or not on a backing		21,912	
691390	Statuettes and other ornamental ceramic articles, n.e.s. (excl. of porcelain or china)	16		
701010	Glass ampoules		21	
721399	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel (excl. products of circular cross-section measuring < 14 mm in diameter, bars and rods of free-cutting steel, and bars and rods with indentations, ribs, grooves or other def	12,456,842	10,736,562	
731100	Containers of iron or steel, for compressed or liquefied gas (excl. containers specifically constructed or equipped for one or more types of transport)		6,017	
761010	Doors, windows and their frames and thresholds for door, of aluminium (excl. door furniture)		15,018	

761519	Table, kitchen or other household articles, parts thereof, of aluminium (excl. pot scourers and scouring or polishing pads, gloves and the like, cans, boxes and similar containers of heading 7612, articles of the nature of a work implement, spoons, ladles)		48	
841610	Furnace burners for liquid fuel		381	
841899	Parts of refrigerating or freezing equipment and heat pumps, n.e.s.	15,658		
871639	Trailers and semi-trailers for the transport of goods, not designed for running on rails (excl. self-loading or self-unloading trailers and semi-trailers for agricultural purposes and tanker trailers and tanker semi-trailers)			15,096
890399	Vessels for pleasure or sports; rowing boats (excl. motor boats and motor yachts powered other than by outboard motors, sailboats and yachts with or without auxiliary motor and inflatable boats)		35,108	24,615
940320	Metal furniture (excl. for offices, seats and medical, surgical, dental or veterinary furniture)		25	
940550	Non-electrical lamps and lighting fittings, n.e.s.		143	
940599	Parts of lamps and lighting fittings, illuminated signs and nameplates and the like, n.e.s.	2,169		

**Trinidad and Tobago's Domestic Exports to Martinique, Guadeloupe and French Guiana by HS 6 digit level: 2008**

HS	Commodity Description	GUAD	MAR	FGUI
030110	Live ornamental fish		6,846	
100620	Husked or brown rice		166,921	
170410	Chewing gum, whether or not sugar-coated		467	
170490	Sugar confectionery not containing cocoa, incl. white chocolate (excl. chewing gum)	2,026	4,254	
190420	Prepared foods obtained from unroasted cereal flakes or from mixtures of unroasted cereal flakes and roasted cereal flakes or swelled cereals		5,773	
190531	Sweet biscuits		780	
200811	Groundnuts, prepared or preserved (excl. preserved with sugar)		84	
200819	Nuts and other seeds, incl. mixtures, prepared or preserved (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalades, fruit purée and pastes, obtained by cooking, and groundnuts)	4,035	608	
200899	Fruit and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excl. prepared or preserved with vinegar, preserved with sugar but not laid in syrup, jams, fruit jellies, marmalade)		380	
210111	Extracts, essences and concentrates, of coffee		8,417	
210420	Food preparations consisting of finely homogenised mixtures of two or more basic ingredients, such as meat, fish, vegetables or fruit, put up for retail sale as infant food or for dietetic purposes, in containers of <= 250 g		16,794	
210690	Food preparations, n.e.s.	1,257	353,355	24,352
220210	Waters, incl. mineral and aerated, with added sugar, sweetener or flavour, for direct consumption as a beverage	7,436	78,377	1,779

220290	Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)	706,138	188,619	158,606
220300	Beer made from malt	1,301,221	240,029	350,947
220600	Cider, perry, mead and other fermented beverages and mixtures of fermented beverages and non-alcoholic beverages, n.e.s. (excl. beer, wine or fresh grapes, grape must, vermouth and other wine of fresh grapes flavoured with plants or aromatic substances)			12
220840	Rum and other spirits obtained by distilling fermented sugar-cane products		156	
220890	Ethyl alcohol of an alcoholic strength of < 80% vol, not denatured; spirits and other spirituous beverages (excl. compound alcoholic preparations of a kind used for the manufacture of beverages, spirits obtained by distilling grape wine or grape marc, whi		11,869	
271011	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method"		4,293,155	86,240
271019	Medium oils and preparations, of petroleum or bituminous minerals, n.e.s.	31,173,459	14,553,573	111,901,175
271113	Butanes, liquefied (excl. of a purity of >= 95% of N-butane or isobutane)	3,676,125	1,825,790	3,615,416
280421	Argon		8,247	
280440	Oxygen	3,001	5,961	
281121	Carbon dioxide	18,018	18,610	22,916
290129	Hydrocarbons, acyclic, unsaturated (excl. ethylene, propene "propylene", butene "butylene" and isomers thereof and Buta-1,3-diene and isoprene)	95,142	72,295	22,297
290511	Methanol "methyl alcohol"			997,374
291421	Camphor		944	
300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excl. medicaments containing antibiotic		18	
310210	Urea, whether or not in aqueous solution (excl. that in pellet or similar forms, or in packages with a gross weight of <= 10 kg)		5,205,343	
330190	Extracted oleoresins; concentrates of essential oils in fats, fixed oils, waxes and the like, obtained by enfleurage or maceration; terpenic by-products of the deterpenation of essential oils; aromatic aqueous distillates and aqueous solutions of essentia		192	
330300	Perfumes and toilet waters (excl. aftershave lotions, personal deodorants and hair lotions)		1,005	
330749	Preparations for perfuming or deodorising rooms, incl. odoriferous preparations used during religious rites (excl. agarbatti and other odoriferous preparations which operate by burning)	3,158		
340120	Soap in the form of flakes, granules, powder, paste or in aqueous solution		24	
340510	Polishes, creams and similar preparations, for footwear or leather, whether or not in the form of paper, wadding, felt, nonwovens, cellular plastics or cellular rubber, impregnated, coated or covered with such preparations (excl. artificial and prepared w		32	

390910	Urea resins and thiourea resins, in primary forms			24,183
391510	Waste, parings and scrap, of polymers of ethylene			631
391740	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses			628
391990	Self-adhesive plates, sheets, film, foil, tape, strip and other flat shapes, of plastics, whether or not in rolls > 20 cm wide (excl. floor, wall and ceiling coverings of heading 3918)		2	
392190	Plates, sheets, film, foil and strip, of plastics, reinforced, laminated, supported or similarly combined with other materials, unworked or merely surface-worked or merely cut into squares or rectangles (excl. of cellular plastic; self-adhesive products,			42,646
392329	Sacks and bags, incl. cones, of plastics (excl. those of polymers of ethylene)	14,128		
392410	Tableware and kitchenware, of plastics		75	
392490	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths, washbasins, bidets, lavatory pans, seats and covers, flushing cisterns and similar sanitary ware)		1,567	
392510	Reservoirs, tanks, vats and similar containers, of plastics, with a capacity of > 300 l			24,922
392590	Building elements for the manufacture of floors, walls, partition walls, ceilings, roofs, etc., of plastics; gutters and accessories of plastics; railings, fences and similar barriers, of plastics; large shelves, for assembly and permanent installation in		95	
392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	503		
481840	Sanitary towels and tampons, napkins and napkin for babies and similar sanitary articles, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	209,756		
481920	Folding cartons, boxes and cases, of non-corrugated paper or paperboard	1,373		
482110	Paper or paperboard labels of all kinds, printed			17,734
491199	Printed matter, n.e.s.	667		
590800	Textile wicks, woven, plaited or knitted, for lamps, stoves, lighters, candles or the like; incandescent gas mantles and tubular knitted gas-mantle fabric for incandescent gas mantles, whether or not impregnated (excl. wax-covered wicks of the taper varie		48	
610910	T-shirts, singlets and other vests of cotton, knitted or crocheted	182		
620339	Men's or boys' jackets and blazers of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, and wind-jackets and similar articles)		3,923	
620341	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of wool or fine animal hair (excl. knitted or crocheted, underpants and swimwear)		3,289	
620342	Men's or boys' trousers, bib and brace overalls, breeches and shorts, of cotton (excl. knitted or crocheted, underpants and swimwear)		3,091	
620349	Men's or boys' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, underpants and swimwear)	769	4,114	

620442	Women's or girls' dresses of cotton (excl. knitted or crocheted and petticoats)	1,046		
620449	Women's or girls' dresses of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and petticoats)	2,337	575	
620452	Women's or girls' skirts and divided skirts of cotton (excl. knitted or crocheted and petticoats)	660		
620459	Women's or girls' skirts and divided skirts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted and petticoats)	217	146	
620469	Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials (excl. of wool, fine animal hair, cotton or synthetic fibres, knitted or crocheted, panties and swimwear)	455	3,342	
620590	Men's or boys' shirts of textile materials (excl. of cotton or man-made fibres, knitted or crocheted, nightshirts, singlets and other vests)	1,862	2,193	
620630	Women's or girls' blouses, shirts and shirt-blouses of cotton (excl. knitted or crocheted and vests)	1,132		
620690	Women's or girls' blouses, shirts and shirt-blouses of textile materials (excl. of silk, silk waste, wool, fine animal hair, cotton or man-made fibres, knitted or crocheted and vests)	666	850	
621112	Women's or girls' swimwear (excl. knitted or crocheted)	192		
621133	Men's or boys' tracksuits and other garments, n.e.s. of man-made fibres (excl. knitted or crocheted)	134		
621139	Men's or boys' tracksuits and other garments, n.e.s. of textile materials (excl. of cotton or man-made fibres, knitted or crocheted)	602		
621149	Women's or girls' tracksuits and other garments, n.e.s. of textile materials (excl. of wool, fine animal hair, cotton or man-made fibres, knitted or crocheted)	192		
621710	Made-up clothing accessories, of all types of textile materials, n.e.s. (excl. knitted or crocheted)	228		
630299	Toilet linen and kitchen linen of textile materials (excl. of cotton or man-made fibres, floorcloths, polishing cloths, dishcloths and dusters)		6	
630790	Made-up articles of textile materials, incl. dress patterns, n.e.s.	262		
640590	Footwear with outer soles of rubber or plastics, with uppers other than rubber, plastics, leather or textile materials; footwear with outer soles of leather or composition leather, with uppers other than leather or textile materials; footwear with outer s	717		
650400	Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed (excl. headgear for animals, and toy and carnival headgear)	537		
681019	Tiles, flagstones, bricks and similar articles, of cement, concrete or artificial stone (excl. building blocks and bricks)		48	
690490	Ceramic flooring blocks, support or filler tiles and the like (excl. those of siliceous fossil meals or similar siliceous earths, refractory bricks of heading 6902, and flags and pavings, hearth and wall tiles of heading 6907 and 6908, and building bricks)		11,178	
690710	Unglazed ceramic tiles, cubes and similar articles, for mosaics, whether or not square or rectangular, the largest surface area of which is capable of being enclosed in a square of side of < 7 cm, whether or not on a backing		4,812	

701090	Carboys, bottles, flasks, jars, pots, phials and other containers, of glass, of a kind used for the commercial conveyance or packing of goods, and preserving jars, of glass (excl. ampoules, glass inners for containers, with vacuum insulation, perfume atom)		35	
701322	Drinking glasses, stemware, of lead crystal		18	
721070	Flat products of iron or non-alloy steel, of a width of $\geq$ 600 mm, hot-rolled or cold-rolled "cold-reduced", painted, varnished or coated with plastics		689	
721260	Flat-rolled products of iron or non-alloy steel, of a width of < 600 mm, hot-rolled or cold-rolled "cold-reduced", clad		694	
721399	Bars and rods, hot-rolled, in irregularly wound coils, of iron or non-alloy steel (excl. products of circular cross-section measuring < 14 mm in diameter, bars and rods of free-cutting steel, and bars and rods with indentations, ribs, grooves or other def	21,684,874	11,530,589	
732190	Parts of domestic appliances non-electrically heated of heading 7321, n.e.s.		69	
761010	Doors, windows and their frames and thresholds for door, of aluminium (excl. door furniture)		42,789	
790700	Articles of zinc, n.e.s.		4,396	
821210	Non-electric razors of base metal		64	
841582	Air conditioning machines incorporating a refrigerating unit but without a valve for reversal of the cooling-heat cycle (excl. of a kind used for persons in motor vehicles, and self-contained or "split-system" window or wall air conditioning machines)	18,885		
841899	Parts of refrigerating or freezing equipment and heat pumps, n.e.s.	25,382		
842139	Machinery and apparatus for filtering or purifying gases (excl. isotope separators and intake air filters for internal combustion engines)	11,529		
860900	Containers, incl. containers for the transport of fluids, specially designed and equipped for carriage by one or more modes of transport		7,536	
890200	Fishing vessels; factory ships and other vessels for processing or preserving fishery products (excl. fishing boats for sport)		82,287	
940550	Non-electrical lamps and lighting fittings, n.e.s.		58	
940600	Prefabricated buildings, whether or not complete or already assembled			88,141
961590	Hairpins, curling pins, curling grips, hair-curlers and the like, and parts thereof, n.e.s. (excl. electro-thermic appliances of heading 8516)		13	
970110	Paintings, e.g. oil paintings, watercolours and pastels, and drawings executed entirely by hand (excl. technical drawings and the like of heading 4906, and hand-painted or hand-decorated manufactured articles)		13,199	

## 10.4 Overview of key regulatory issues relating to operating in the French Caribbean business environment

Regulatory Issue	Description
Judicial	The Judiciary of the Republic of Trinidad & Tobago comprises the



<b>System:</b>	<p>Supreme Court of the Judicature and the Magistracy. The Supreme Court of Judicature is made up of the Court of Appeal and the High Court.</p> <p>The law of Trinidad and Tobago is based upon the common law of England and legislation is often derived from or based on English statutes. Decisions of the Privy Council are binding on the lower courts. The principles derived from the decisions of the courts of the United Kingdom and other Commonwealth countries particularly Australia, Canada, India and New Zealand though not strictly binding are persuasive.</p>
<b>Visa &amp; Residency Requirements:</b>	<p>Citizens of France do not require a visa to enter Trinidad &amp; Tobago.</p> <p>For details on residency requirements, please visit:</p> <p><a href="http://www.immigration.gov.tt/applicationloader.asp?app=articles&amp;id=694">http://www.immigration.gov.tt/applicationloader.asp?app=articles&amp;id=694</a></p>
<b>Employment Protection and anti-discrimination Laws:</b>	<p>For details on the laws concerning employment and antidiscrimination in Trinidad &amp; Tobago, please visit the country's official Government website at:</p> <p><a href="http://www.ttconnect.gov.tt">http://www.ttconnect.gov.tt</a></p>
<b>Social Security Provisions:</b>	<p>Social security provisions in Trinidad &amp; Tobago include:</p> <ul style="list-style-type: none"> <li>- Sickness Benefit</li> <li>- Maternity Benefit</li> <li>- Special Maternity Grant</li> <li>- Funeral Grant</li> <li>- Injury Allowance</li> <li>- Medical Expenses Benefit</li> <li>- Disablement Benefit</li> <li>- Invalidity Benefit</li> <li>- Retirement Benefit</li> <li>- Survivors Benefit</li> </ul> <p>For details on the above benefits, please visit:</p> <p><a href="http://nibtt.co.tt/benefits/benefitsguide.htm">http://nibtt.co.tt/benefits/benefitsguide.htm</a></p>
<b>Types of businesses:</b>	<p>Types of legally recognized businesses in Trinidad &amp; Tobago include</p> <p>Sole proprietorships, partnerships and limited liability companies.</p> <p>For further details on business registration on the types of legally recognized business forms, please visit:</p> <p><a href="http://www.ttconnect.gov.tt/gortt/portal/">http://www.ttconnect.gov.tt/gortt/portal/</a></p>
<b>Minimum Share Capital</b>	<p>In Trinidad &amp; Tobago, there are no minimum share capital requirements for a company and a single shareholder company is permitted.</p> <p>For more details on capital requirements, please visit;</p> <p><a href="http://www.jdsellier.com/pdf/OverviewonInvesting.pdf">http://www.jdsellier.com/pdf/OverviewonInvesting.pdf</a></p>
<b>Tax treaties with CARIFORUM</b>	<p>Trinidad &amp; Tobago has in place an inter-regional double taxation treaty with CARICOM member states</p>

- **Setting up business – time and cost**

	<b>Procedure</b>	<b>Time to complete:</b>	<b>Cost to complete:</b>
1	Request company name	4 days	TTD 25
2	Statutory declaration before Commissioner of Affidavits	1 day	TTD 20
3	Emboss Articles of Incorporation at the Board of Inland Revenue	1 day	TTD 25
4	Registration with the Commercial Registry	4 days	TTD 600 (TT\$400 for Form 1; TT\$ 40 for Form 31; TT\$ 40 for Form 4; TT\$ 40 for Form 8; TT\$ 40 for Form 27; TT\$ 40 for Certificate of Incorporation)
*5	Make a company seal	2 days (simultaneous with previous procedure)	TTD 115
6	Apply for tax payer identification number	1 day	no charge
*7	Apply for Registration as an Employer with National Insurance Board	1 day (simultaneous with previous procedure)	no charge
*8	Apply for Registration of Employees with National Insurance Board	30 days (simultaneous with previous procedure)	no charge
*9	Register for VAT	30 days (simultaneous with previous procedure)	no charge

- **Tax Rates**

<b>Tax or mandatory contribution</b>	<b>Payments (number)</b>	<b>Time (hours)</b>	<b>Statutory tax rate</b>	<b>Tax base</b>	<b>Total tax rate (% profit)</b>
Corporate income tax	4	30	25.00%	taxable income	21.6
Social Security Contributions	12	60	various rates	gross salaries	5.1
Property tax	1	-	\$10 to \$20 per acre on land and 7.5% on taxable value of buildings	Assessed value of property	4
environmental tax	4	-	0.10%	turnover and	1.8

				interest	
Health insurance contributions	12	-	\$8.52 per employee per week		0.6
VAT	6	24	15.00%	value added	
stamp duty	1	-	varies		
Totals:	40	114			33.1

## 10.5 Commitments under the EPA

SECTOR	PROVISIONS	RESTRICTIONS/ (subject to)
Legal services	<ul style="list-style-type: none"> <li>From 1 January 2010, European business can establish a practice to provide legal advisory and information services. European business can also establish a practice or provide legal services from Europe in the following areas: legal documentation and certification services; consultancy in international law; legal consultancy services in that business' home law.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide legal services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply for contractual service suppliers. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Patent Agent	<ul style="list-style-type: none"> <li>European business can establish a practice to provide patent agent services. European business can also provide these services from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> </ul>	
Accounting services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide financial auditing services, accounting review services, compilation of financial statements services, and bookkeeping services. European business can also provide these services from Europe.</li> <li>European business can establish a practice to provide business tax planning and consulting services, business tax preparation and review services, and individual tax preparation and planning services. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to the establishment of a practice providing taxation services. The main criterion is the number of operators in the market</li> </ul>
Medical services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide specialized medical services, neurosurgery and epidemiological. European business can also provide these services from Europe.</li> <li>European business can provide CATSCAN services from Europe.</li> </ul>	
Veterinary services	<ul style="list-style-type: none"> <li>European business can establish a practice to provide veterinary services. European business can also provide veterinary services from Europe or to Caribbean clients that travel to Europe to receive the service.</li> </ul>	
Engineering & Architectural	<ul style="list-style-type: none"> <li>European business can establish a practice to provide advisory and consultative engineering services; engineering design services for the construction of foundations and building structures, mechanical and electrical installations for buildings, the construction of civil engineering works, and for industrial processes and production; and engineering design services, and architectural services. European business can also provide these services as well as urban planning and landscape architecture services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a practice providing engineering or architectural services.</li> </ul>
Other business services	*	*
Communication services	*	*
Construction services	<ul style="list-style-type: none"> <li>European business can establish a company to provide services related to general construction work for hotels, restaurants and similar</li> </ul>	<ul style="list-style-type: none"> <li>Establishment of a company providing services related to general construction work for</li> </ul>

	<p>buildings, and for civil engineering.</p> <ul style="list-style-type: none"> <li>European business can provide services from Europe related to general construction work for hotels, restaurants and similar buildings.</li> <li>No reservations for European business to obtain visas for key personnel, contractual service suppliers and independent professionals providing services related to the general construction of buildings.</li> </ul>	civil engineering is subject to domestic capacity.
Distribution services	<ul style="list-style-type: none"> <li>European business can establish a company to provide the following distribution services: sale, maintenance and repair services of motorcycles and snowmobiles, and sales of parts and accessories (except maintenance and repair of motorcycles); and franchising services (except motorcycles).</li> <li>European business can also provide those services from Europe or to Caribbean consumers who receive the service within Europe.</li> <li>European business can establish a company to provide wholesale trade services.</li> </ul>	<ul style="list-style-type: none"> <li>Wholesale trade services excludes: agricultural raw materials and live animals; fruit and vegetables; dairy products, eggs and edible oils and fats; meat, poultry and game; fishery products; sugar, sugar and flour confectionery and bakery products; wickerwork, cork goods, cooper's ware and other wooden ware; solid, liquid and gaseous fuels and related products; wood in the rough and products of primary processing of wood; paints, varnishes and lacquers; construction materials fittings and fixtures and flat glass.</li> </ul>
Education services	<ul style="list-style-type: none"> <li>European business can provide higher and adult education services from Europe or to Caribbean consumers who travel to Europe to receive those services.</li> <li>European business can establish an institution to provide specialist teachers and training of seafarers. European business can also provide these services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish an institution providing specialist teachers and training of seafarers.</li> </ul>
Environmental services	<ul style="list-style-type: none"> <li>European business can establish a company to provide hazardous waste collection, treatment and disposal services. European business can also provide these services from Europe</li> <li>European business can also establish a company to provide cleaning services of exhaust gases, waste and wastewater management services, recycling services, noise abatement services, and services related to closed loop pollution control systems for factories.</li> <li>European business can provide sewage services and refuse disposal services from Europe.</li> <li>Contractual services suppliers can obtain a visa to provide cleaning services of exhaust gases and noise abatement services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs tests apply to companies providing hazardous waste collection services. Main criteria are number of and impact on existing service suppliers.</li> <li>Joint venture is required to establish a company providing hazardous waste treatment and disposal services, cleaning services of exhaust gases, noise abatement services.</li> <li>Joint venture may be required to establish a company providing waste and wastewater collection services.</li> <li>Economic needs test applies for contractual service suppliers. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>
Financial services	<ul style="list-style-type: none"> <li>European business can establish an insurance company to provide life, accident and health, and non-life insurance services; reinsurance and retrocession services; insurance broking and agency services; and consultancy, actuarial, risk assessment, and claim settlement services.</li> </ul>	<ul style="list-style-type: none"> <li>Economic needs test applies to contractual service suppliers and independent professionals. Main criterion is availability of persons with the requisite skills in the local labour market.</li> </ul>

	<ul style="list-style-type: none"> <li>European business can also provide reinsurance and retrocession services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>No reservations for European business to obtain visas for key personnel, contractual service suppliers or independent professionals providing reinsurance services.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide retrocession services.</li> <li>European business can provide services for the provision of financial information, financial data processing and related software by providers of other financial services from Europe to the Caribbean or to Caribbean consumers who receive those services within Europe.</li> </ul>	
Health & Social services	<ul style="list-style-type: none"> <li>European business can provide hospital and social services from Europe or to Caribbean consumers who travel to Europe to receive the service.</li> <li>European business can provide ambulance, residential health facility and other human health services to Caribbean consumers who travel to Europe to receive the service.</li> </ul>	
Tourism services	<ul style="list-style-type: none"> <li>European business can open a hotel or provide furnished accommodation, youth hostel and mountain shelter services, camping and caravanning site services, sleeping car (or other transport services).</li> <li>European business can open only an ethnic restaurant (does not impose restrictions on beverage serving).</li> <li>European business can open a travel agency or tour operator office for inbound passengers only.</li> <li>European business can provide travel agency, tour operator or hotel management services from Europe.</li> <li>European business can provide marinas with more than 100 slips for vessels 30-100 feet; and for marinas with less than 100 slips for vessels over 100 feet.</li> <li>European business can establish a company to provide spa services.</li> </ul>	<ul style="list-style-type: none"> <li>Reserve the right to favour the domestic hotel industry over foreign suppliers.</li> <li>Hotels of less than 21 rooms are reserved for nationals only.</li> <li>Government subsidies for marinas may be limited to nationals.</li> </ul>
Recreational, Cultural & sporting services (excludes gambling)	<ul style="list-style-type: none"> <li>European business can establish a press agency or yacht rental and leasing business.</li> <li>European business can provide entertainment or press agency services from Europe.</li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required for the yacht rental and leasing business.</li> </ul>
Transport services	<ul style="list-style-type: none"> <li>European business can establish a company to provide international maritime transport services for freight.</li> <li>European business can establish a company to provide air transport services for freight. European business can also provide those services to Caribbean consumers who receive</li> </ul>	

	<p>the service within Europe.</p> <ul style="list-style-type: none"> <li>European business can provide ferry transport services for passengers and road transport services for freight from Europe to the Caribbean or for Caribbean consumers receiving the services within Europe.</li> <li>Contractual service suppliers and independent professionals can obtain a visa to provide maritime transport services for freight.</li> </ul>	
Services Auxiliary to transport	<ul style="list-style-type: none"> <li>European business can establish a business to provide the following services auxiliary to transport: Pushing and towing services for maritime transport; maritime vessel salvaging and refloating services; navigation aid, communications and meteorological services for maritime transport; and storage and warehousing services for all modes of transport. European business can also provide these services to Caribbean consumers who receive the service within Europe.</li> <li>European business can establish a company to provide ship surveys services, and other supporting and auxiliary transportation services.</li> <li>European business can provide trans-shipment services and other supporting and auxiliary transportation services from Europe to the Caribbean or to Caribbean consumers who receive the services within Europe.</li> <li>No reservations for European business to obtain a visa for key personnel, contractual service suppliers or independent professionals to provide ship surveys services. <ul style="list-style-type: none"> <li>European business can provide freight transport agency services for all modes of transport to Caribbean consumers who receive the service within Europe.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Joint venture is required to establish a company providing pushing and towing services for maritime transport, and maritime vessel salvaging and refloating services.</li> </ul>
Energy services	<ul style="list-style-type: none"> <li>There are no new European business opportunities.</li> </ul>	
Other Services	<ul style="list-style-type: none"> <li>European business can establish a company to provide funeral, cremation and undertaking services. European business can also provide these services from Europe or to Caribbean consumers who receive the service within Europe.</li> <li>European business can provide services of membership organizations from Europe to the Caribbean or to Caribbean consumers who receive the service within Europe.</li> </ul>	

Source & General Notes:

- ITC Business Guide EC-CARIFORUM Economic Partnership Agreement Services and Investment Commitments Volume 2
- For cells that contain \*, please visit source listed in No. 1 above for details/further elaboration
- Where the cell is left blank, this indicates that there are no restrictions or provisions for this sector
- For General Reservations that apply to all services sectors in individual member states, please visit source listed in No. 1 above for details/further elaboration

## Other Sources

Economic Data (GDP, Inflation, population):	International Monetary Fund, World Economic Outlook Database, October 2008 < <a href="http://www.imf.org/external/ns/cs.aspx?id=28">http://www.imf.org/external/ns/cs.aspx?id=28</a> > World Internet Statistics: The Caribbean Statistics were updated for September 30, 2009. < <a href="http://www.internetworldstats.com/stats10.htm">http://www.internetworldstats.com/stats10.htm</a> >
Internet Penetration	UNDP < <a href="http://hdr.undp.org">hdr.undp.org</a> >
Human Development Index Ranking	MAPCROW < <a href="http://www.mapcrow.com">www.mapcrow.com</a> >
Distance between countries (Miles)	INTUTE < <a href="http://www.intute.ac.uk">www.intute.ac.uk</a> >
Main Exports & Main Industries	How Many Hours? < <a href="http://www.howmanyhours.com">www.howmanyhours.com</a> >
Distance between countries (Hours)	T&T Government Website : <a href="http://www.ttlawcourts.org/">http://www.ttlawcourts.org/</a>
Judicial System	
Setting up business – Cost and Time	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Types of companies	T&T Government Website: <a href="http://www.ttconnect.gov.tt/gortt/portal/">http://www.ttconnect.gov.tt/gortt/portal/</a> T&T Government Website <a href="http://www.immigration.gov.tt/applicationloader.asp?app=articles&amp;id=694">http://www.immigration.gov.tt/applicationloader.asp?app=articles&amp;id=694</a>
Visa & Residency Requirements	
Employment & anti-discrimination laws	Doing Business – World Bank <a href="http://www.doingbusiness.org/LawLibrary/Default.aspx">http://www.doingbusiness.org/LawLibrary/Default.aspx</a> <a href="http://www.jdsellier.com/pdf/OverviewonInvesting.pdf">http://www.jdsellier.com/pdf/OverviewonInvesting.pdf</a>
Minimum Share Capital	
Tax Rates	Doing Business – 2008 < <a href="http://www.doingbusiness.org/">http://www.doingbusiness.org/</a> >
Main Exports/Industries	CIA
Trade Export Data	CARICOM Secretariat
EPA Commitments	ITC < <a href="http://www.intracen.org/">http://www.intracen.org/</a> >
	CARICOM
Tax treaties with CARIFORUM	< <a href="http://www.caricom.org/jsp/single_market/taxation/">http://www.caricom.org/jsp/single_market/taxation/</a> >
	National Insurance Bureau of Trinidad & Tobago: <a href="http://nibtt.co.tt/benefits/benefitsguide.htm">http://nibtt.co.tt/benefits/benefitsguide.htm</a>
Social Security Provisions	



## 10.6 Opportunities based on research and rationale for selection (market demand and production capabilities)

Priority Area for Export	Market Overview	Domestic Capacity
Animal products  Ornamental Fish  <b>(Source: CARICOM Secretariat Statistics 2010)</b>	<ul style="list-style-type: none"> <li>There is a steady market for ornamental fish around the world</li> <li>T&amp;T has exported ornamental fish to Martinique in each year over between 2006 and 2008.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T exporters of ornamental fish should continue exporting ornamental fish to the FCORs and look for new markets in Guadeloupe.</li> </ul>
Fish & Fish Processing  <b>(Source: Invest TT, Ministry of Trade &amp; Tourism Trinidad &amp; Tobago)</b>	<ul style="list-style-type: none"> <li>Though T&amp;T exported little or no fish to the FCORs over the 2006-2008 period, the fish and fish processing industry has a history.</li> <li>Given T&amp;T's strategic geographical location and the diverse nature of the fish resource, much potential remains for the development of the industry, particularly in offshore fleet</li> <li>Steps are being taken to firstly improve the regulatory and legislative environment of the industry, to ensure that the appropriate framework remains in place to facilitate the long-term and sustainable development of the industry</li> </ul>	<ul style="list-style-type: none"> <li>The fish stock found in T&amp;T waters includes a wide variety of species.</li> <li>Because of T&amp;T 's location below the hurricane belt, its waters are clear and generally quiet—an advantage that helps to keep insurance rates low and equipment safe</li> <li>A modern and well-serviced fleet of fishing vessels are semi-industrial and have GPS capabilities</li> <li>A strong Merchant Marine base offers availability of cargo services to North America and other CARICOM countries; and T&amp;T is well-connected via air to all major markets</li> <li>A strong fish processing infrastructure is already in place and the National Fisheries Training and Development Institute supports the industry</li> </ul>
Farm Products  Dessicated coconuts and rice  <b>(Source: CARICOM Secretariat Statistics 2010)</b>	<ul style="list-style-type: none"> <li>Over the 2006-2008 period there were exports to Martinique of dessicated coconuts and husked and brown rice.</li> <li>T&amp;T should look for opportunities to produce organic products for which global demand is increasing.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T has been exporting these products to the Martinique and clearly meet the EU standards</li> <li>T&amp;T should continue to export these products to Martinique and look for markets in Guadeloupe.</li> </ul>

<p>Foodstuffs</p> <p><b>(Sources: CARICOM Secretariat Statistics 2010)</b></p>	<ul style="list-style-type: none"> <li>• T&amp;T has exported a variety of foodstuffs made from sugar, vegetables, nuts, fruits, water to Martinique.</li> <li>• During the period, T&amp;T also exported food preparations, waters, non-alcoholic beverages, and beer to all three FCORs.</li> <li>• Having met the standards required to enter the FCORs, T&amp;T exporters need to leverage this ability and penetrate the entire EU</li> </ul>	<ul style="list-style-type: none"> <li>• T&amp;T has over the years diversified its manufacturing sector and produces a variety of food products which are evident on the supermarket shelves all across the Region.</li> <li>• T&amp;T has the technology to produce these products and producers seem to have access to funds for investment and expansion.</li> <li>• T&amp;T has clearly mastered the art of meeting the standards required to penetrate the FCOR market.</li> </ul>
<p>Food &amp; Beverage</p> <p><b>(Source: Invest TT, Ministry of Trade &amp; Tourism Trinidad &amp; Tobago)</b></p>	<ul style="list-style-type: none"> <li>• The food and beverage industry is currently the largest in the non-energy manufacturing sector in T&amp;T</li> <li>• In many respects, T&amp;T is already considered the food and beverage-manufacturing hub for the Region; very advanced in terms of technological, and market development</li> <li>• There are also strong linkages with local support industries, employing over 9,000 persons and contributing significantly to reducing the country's food import bill</li> </ul>	<ul style="list-style-type: none"> <li>• English-speaking, hardworking, and educated workforce</li> <li>• Proven success with established multinational and local food and beverage companies, including Nestle, Unilever, Coca-Cola and Carib Breweries</li> <li>• Advantageous geographic location and availability of markets</li> <li>• A strong core of developmental institutions and research institutions provide opportunities for collaboration on R&amp;D support</li> <li>• Highly competitive production and export costs</li> <li>• Strategic shipping and trade advantage.</li> </ul>
<p>Mineral Products</p> <p><b>(Source: Focus Group discussions and interviews)</b></p>	<ul style="list-style-type: none"> <li>• The global and regional demand for energy is continually growing</li> <li>• T&amp;T exports a substantial quantity of oil, petroleum and natural gas based products to all FCORs over the 2006 period.</li> </ul>	<ul style="list-style-type: none"> <li>• T&amp;T clearly has the domestic capacity and a competitive advantage in mineral products and has exploited this well over the years. T&amp;T needs to continue managing and monitoring well this sector, in terms of environmental and optimal usage considerations, in order to maximize benefits going forward.</li> </ul>

Chemicals and allied products  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>There is an ongoing global demand for these types of products. T&amp;T has exported chlorine, oxygen, carbon dioxide, methanol, urea and other chemicals to all three FCORs over the 2006-2008 period.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T exporters have clearly met EU standards</li> </ul>
Plastics/Rubbers  (Source: CARICOM Secretariat Statistics 2010)  (Source: Invest TT, Ministry of Trade & Tourism Trinidad & Tobago)	<ul style="list-style-type: none"> <li>Despite the environmental concerns, there is a massive global market for plastics.</li> <li>Though the quantities exported are not great, T&amp;T has exported plastics to all three FCORs over the 2006-2008 period.</li> <li>The Plastics, Printing and Packaging (PPP) cluster is a key manufacturing industry employer and a major value-adding sector in T&amp;T</li> <li>The Plastics, Printing and Packaging industry is working towards becoming internationally competitive &amp; develop a process of certification and standardization</li> </ul>	<ul style="list-style-type: none"> <li>Given its strength in manufacturing, minerals and chemicals T&amp;T has the capacity to produce plastics to meet the export market.</li> <li>The plastic products exported included tanks, bags, plates, and other household items.</li> <li>T&amp;T has a strong track record in exporting plastics and packaging materials</li> <li>Opportunities for growth of this industry exist with product expansion and innovation and increased use of up-to-date technology</li> <li>The PPP cluster comprises some 330 firms employing approximately 11,000 persons</li> </ul>
Wood and wood products  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Though the quantities exported are not great, T&amp;T has exported products from these categories to all three FCORs over the 2006-2008 period.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T has exporters with the raw materials, the processes and the know-how to continue exporting to the FCORs.</li> </ul>
Metals  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>There is a strong global demand for metals for construction, heavy duty manufacturing, etc.</li> <li>T&amp;T has exported significant quantities of iron and steel to Guadeloupe and Martinique over the 2006-2008 period.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T has exporters with the raw materials, the processes and the know-how to continue exporting to the FCORs.</li> </ul>

Textiles  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>For the period 2005 to 2008, T&amp;T recorded a variety of exports to all three FCOR territories</li> <li>T&amp;T exporters of textiles should look for opportunities to venture into global markets for these goods</li> </ul>	<ul style="list-style-type: none"> <li>Clearly EU standards are being met, T&amp;T exporters need to look for new markets in the wider EU and continue exporting goods to the FCOR</li> </ul>
Raw Hides, Skins, Leathers and Furs  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>T&amp;T recorded exports of raw hides, skins, leathers and furs to Guadeloupe and Martinique in 2006 and 2006.</li> <li>No exports were recorded in 2007 and 2008</li> </ul>	<ul style="list-style-type: none"> <li>Though textiles are exported to FCOR in small quantities, producers should continue to seek markets in these territories</li> </ul>
Footwear and Headgear  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Exports of footwear and headgear were recorded in small quantities for all four years going to Guadeloupe only.</li> <li>Exports consisted of footwear with outer soles and uppers of rubber or plastics and hats and other headgear</li> </ul>	<ul style="list-style-type: none"> <li>Producers with the skills and raw materials to continue exporting to Guadeloupe should seek new markets in Martinique and French Guiana.</li> </ul>
Stone/Glass  (Source: CARICOM Secretariat Statistics 2010)	<ul style="list-style-type: none"> <li>Exports to Martinique of stone and glass were recorded for 2006-2008.</li> <li>The highest earning goods under this category included unglazed ceramic tiles, cubes and similar articles, for mosaics and ceramic flooring blocks.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T to continue exporting these products to FCOR markets. Since EU standards are being met, new markets must be sought for these goods in France.</li> </ul>
Cultural Industries/ Entertainment  (Sources: Invest TT, Ministry of Trade & Tourism Trinidad & Tobago and various works of Keith Nurse)	<ul style="list-style-type: none"> <li>Global market demand for cultural commodities continues to rise steadily, particularly within the entertainment and media industry</li> <li>In 2003, global expenditure on entertainment and media surpassed US\$1.1 trillion</li> <li>Trinidad and Tobago has long contributed to the phenomenal growth of the global entertainment landscape</li> </ul>	<ul style="list-style-type: none"> <li>Soca music mixed with other genres such as dancehall and pop is appealing to global market</li> <li>Growing recognition among private sector enterprises of the value of investing in the Music &amp; Entertainment industry</li> <li>Rising media interest in Carnival arts and artists; and global visual art is expanding to encompass design, animation and architecture</li> </ul>

<p>Management Consulting services</p> <p><b>(Source: Focus Group discussion)</b></p>	<ul style="list-style-type: none"> <li>• There is a large global market for Management Consulting services.</li> <li>• The demand for these services will increase due to the implementation and operation of the EPA. They will be required to conduct market analyses and other such studies</li> <li>• TT Consultants should seek Joint Ventures with FCOR and other French Consultants in order to penetrate more easily the French market and deal with any language related issues.</li> </ul>	<ul style="list-style-type: none"> <li>• T&amp;T has several Management Consultants</li> <li>• More Consultants need to avail themselves of the CICMC qualification.</li> </ul>
<p>Shipping and airline services</p> <p><b>(Source: Focus Group discussion)</b></p>	<ul style="list-style-type: none"> <li>• There is a large global and Regional market for shipping services. This is self evident due to the fact that all countries in this study are surrounded or bordered by the Caribbean Sea.</li> <li>• The demand for these services should increase as more business develops.</li> <li>• Many people identified lack of adequate transportation as a major barrier to trade</li> <li>• TT shippers should seek Joint Ventures with FCOR and other French shipping companies in order to provide shipping services.</li> </ul>	<ul style="list-style-type: none"> <li>• There are already shipping lines operating out of T&amp;T and providing weekly container service to Martinique - CMACGM has a weekly container service between Trinidad to Martinique</li> <li>• There is scope for small local shipping entities to emerge and provide services between islands in the Caribbean.</li> <li>• Caribbean Airlines is a T&amp;T owned airline which has many flights in and out of T&amp;T each week.</li> </ul>

<p>Film</p> <p><b>(Source: Invest TT, Ministry of Trade &amp; Tourism Trinidad &amp; Tobago)</b></p>	<ul style="list-style-type: none"> <li>Worldwide expenditure on film production has increased from US\$5.6 billion in 2001 to US\$7.3 billion in 2005</li> <li>Growing international awareness of the country as a location for filming as a result of tourism marketing programmes</li> <li>Increasing demand for dynamic new world locations by the international film industry</li> <li>The development of vibrant local film, television and video production sectors with export possibilities</li> </ul>	<ul style="list-style-type: none"> <li>Advantageous location below the hurricane belt and diversity includes rainforest, plains, city, towns, beach</li> <li>Excellent casting with an English-speaking population &amp; location diversity</li> <li>Abundant skilled labour at every level of production, from carpenters and costume makers to set designers, production managers, directors of photography and assistant directors</li> <li>Dedicated Film Desk within the Ministry of Trade and Tourism</li> <li>Foreign-business friendly environment includes tax incentives &amp; competitive foreign exchange rate</li> </ul>
<p>Tourism</p> <p><b>Sources: Focus Groups and Interviews</b></p> <p><b>European Travel Commission website</b></p>	<ul style="list-style-type: none"> <li>The European Travel Commission estimates that European tourism growth will pick up again after a 6% decline in 2009. The industry is still estimated to be well over US\$6 trillion.</li> <li>Multi-destination tourism presents an opportunity for T&amp;T. FCORs tourists could visit T&amp;T for a few days during a visit from the EU.</li> </ul>	<ul style="list-style-type: none"> <li>T&amp;T has the capacity to support more tourism originating from the FCORs or the EU, especially business tourism.</li> <li>Tobago is also developing into a splendid tourism resort with fine hotels and beaches.</li> </ul>

## 10.7 Other Opportunities/ Strengths

- The French Caribbean has shown a desire to integrate with the English-speaking Caribbean. This is reflected by the presence of Attaché's from Guadeloupe based at the Coalition of Services Providers, to identify, promote and facilitate business with T&T.
- There is a weekly container service between T&T and Martinique -CMACGM has a weekly service from T&T to Martinique.
- Several T&T entities across the spectrum of industries are already exporting to the FCORs so the know-how is readily available in T&T.
- There are EU funds available for market research and for trade missions.

- T&T is in the process of developing a state of the art Telecommunication services which will facilitate trade with the FCORs. Digicel has interests in both T&T and Martinique.
- T&T has supportive BSOs - the T&T Chamber of Commerce is very friendly to new entrants and supportive of its members and the Business Development Company (BDC) of T&T is already seeking opportunities for SMEs in the FCOR.

### **10.7 Barriers/Weaknesses/Threats**

- Labelling – products have to be labelled in French and use EU metrification standards. This will be costly for exporters who are currently not shipping to the French market.
- In the case of Establishment in the FCORs, cost of operating is high compared to T&T
- The language barrier – T&T is English speaking so there are implications for advertising as well as labelling
- Certification and regulatory requirements to meet French standards.
- Perceived inadequate transportation and shipping routes
- French products still dominate the markets/supermarkets in the FCORs and probably also dominate the minds of locals.
- There is a mindset which says that the products from the Caribbean are inferior
- High duties on goods entering the FCORs.
- A few big companies are responsible for most of the exports from T&T to FCORs so SMEs may not find it so easy to penetrate the market.
- Inadequate knowledge of distributorship laws, regulations, bureaucracy, licensing, cost, duties, technical barriers (such as SPS requirements) and limited knowledge of market conditions and expectations.

### **10.8 Government Policy Recommendations**

- More incentives (fiscal) should be made available to exporters
- Trade Missions should be organised in light of the EPA

## **10.9 Recommendations for Caribbean Export**

- A study should be conducted which compares prices, wages, rates between the FCORs and CARIFORUM.
- Create a Central Information portal on "How to do business in the FCORs" and provide general information on the FCORs.
- Need to set up a strong regional office to facilitate trade with the FCORs
- Need to collaborate with the FCORs to establish a Trade Facilitation Office in the FCOR
- Encourage and facilitate Joint Ventures as an approach that can be taken by SMEs to do small business in the FCORS.

## **10.10 A LIST OF EXPORTING COMPANIES WITH MARTINIQUE(226), GUADELOUPE(088), FRENCH GUIANA(125) FOR THE PERIOD 2008**

Source: CSO T&T

COUNTRY: MARTINIQUE

COMPANY

1. ABRAHAM SHIPPING CO LTD
2. AG'S GARMENTS
3. ANGOSTURA BITTERS LTD
4. ASSOC BRANDS INDUSTRIES LTD
5. C G A LIMITED
6. CARIBBEAN BOTTLERS T & T LTD
7. CARIBBEAN DEVEL CO LTD
8. CARIBBEAN ISPAT LTD
9. CHAI'S EXOTICS
10. COLLEGE HEALTH FOODS
11. F A AGOSTINI ESTATES LTD
12. FORMULA I I I MARINE LIMITED
13. GENERAL PACKAGING LIMITED
14. HUMMINGBIRD GRAINS LTD
15. INDUSTRIAL GASES LTD
16. K C CONFECTIONERY LTD
17. KHAN'S ALUMINIUM PRODUCTS LTD
18. MARITIME PRESERVATION LIMITED
19. MEILING
20. MESSER TRINIDAD & TOBAGO LTD
21. NAT FLOUR MILLS LTD
22. PCS NITROGEN TRINIDAD LIMITED
23. PEPSI-COLA TRINIDAD BOTTLING
24. PETROLEUM COMPANY OF T & T LTD
25. PHOENIX PARK GAS PROCESSORS



26. PIARCO AIR SERVICES LTD
27. RADICAL DESIGNS LIMITED
28. SOLOMON YUFE & CO LTD
29. STUART BROTHERS (W I) LTD
30. TASTE MAKER MANUF CO LTD
31. TDAD AGGREGATE PRODUCTS LTD
32. THE TEXTILE KING
33. TRINIDAD & TOBAGO TIRES LIMITE
34. WEST INDIAN TOBACCO CO LTD

COUNTRY: GUADELOUPE

#### COMPANY

1. CARIB BREWERY LTD
2. CARIBBEAN DEVEL CO LTD
3. CARIBBEAN ISPAT LTD
4. COLLEGE HEALTH FOODS
5. ECHO MARINE LIMITED
6. GLOBAL M'KETING ENT CO LTD
7. INDUSTRIAL GASES LTD
8. JANOURAS FASHION HEADWEAR LTD
9. K C CONFECTIONERY LTD
10. MEILING
11. NAT FLOUR MILLS LTD
12. PEAKE INDUSTRIES LTD
13. PETROLEUM COMPANY OF T & T LTD
14. PHOENIX PARK GAS PROCESSORS
15. PRINT-A-PAK LIMITED
16. PROTECTOR'S SECURITY SERV
17. REGAL PRODUCTS LTD
18. SKYLINE FREIGHT LTD
19. SOLO BEVERAGES LIMITED
20. SOLOMON YUFE & CO LTD
21. TEXACO TDAD LUBE & SERVICE LTD
22. THE TEXTILE KING
23. THREE STAR SPORTSWEAR LTD

COUNTRY: FRENCH GUIANA

#### COMPANY

1. AGOSTINI INDUSTRIES LTD
2. ANSA MC AL LIMITED
3. CAMACHO BROS LTD
4. CARIBBEAN DEVEL CO LTD
5. D H L DATA FORMS
6. D S MAHARAJ FURN & APPL LTD
7. INDUSTRIAL GASES LTD

8. METHANOL HOLDINGS (TRINIDAD) L
9. PETROLEUM COMPANY OF T & T LTD
10. PHOENIX PARK GAS PROCESSORS
11. ROTO PLASTICS TDAD LTD
12. TASTE MAKER MANUF CO LTD
13. TEXACO TDAD LUBE & SERVICE LTD
14. THE TEXTILE KING

## 11.0 FCORs Case Studies

### 11.0 Summary Findings

The FCORs trade mostly with France (and the EU) and usually register low trade volumes and financial flows with the Caribbean, except for Trinidad and Tobago which provides oil products. FCORs financial flows towards the USA account for about 7 times the total amount of financial transactions with CARICOM as a whole (excluding T&T).

Part of the reason for that lies in the fact that FCOR businessmen have to face various challenges simultaneously to trade and invest in the Caribbean:

- lack of knowledge about local property rights, tax, labour legislation and other regulatory issues,
- lack of private funding and virtually no payment guarantee;
- language and cultural differences;
- transport connections and costs;
- other risks related to natural disasters, small economies and currency change.

Under the EPA, the FCORs are committed to the same dispositions signed by the EU with a few exceptions allowing them to gradually converge towards the European development agenda (for example the protocols on sugar, banana and rice have been protecting these sensitive industries, until the elimination of the rice protocol in January 2010. As far as sugar and banana are concerned, restrictions remain for a 10-year renewable period).

With the signing of the EPA, they should benefit from new opportunities in terms of:

- *Lower prices* on final consumption and intermediate goods (which would address part of the issues raised during February 2009 social conflicts)
- *More choice* for consumers
- *New trade opportunities* mainly in services but also in manufacturing, agro-processing, etc.
- *New investment opportunities* on regional markets thanks to the Euro currency strength

Such opportunities and obstacles are detailed in each FCOR case study below.

## 11.2 Socioeconomic background\*

<b>Socioeconomic Variable</b>	<b>Martinique</b>	<b>Guadeloupe</b>	<b>French Guiana</b>
GDP, current prices (U.S Dollar, Billions, 2006)	9. 682	9.734	3.232
GDP per capita, current prices (US Dollar)	24 120	21703	15955
Inflation, average consumer prices (Index, 2000=100) 2007-2008	2,7	2,2	3,3
Population (2006)	397 732	400 736	205 954
HDI Rating (French Rating)	Very High	Very High	Very High
Internet Penetration % Population (Penetration)			
Distance FDF from Miami - Miles	1464	1377	3768
Distance FDF from London - Miles	4209	4140	4400
Distance FDF from Paris - Miles	4278	4215	4416
Distance FDF from Miami - Hours	>15	Mia-PAP:18 PAP-Mia: 5 to 15	MIA-Cay: 21 Cay-Mia: 18
Distance FDF from London - Hours	>20	>20	>20
Distance FDF from Paris - Hours	8	8	9
Main Exports	Refined oil, agro-products (banana, rum), trade	Agro-products (sugarcane, banana), light industry, transshipments	Gold, fishing (shrimps), rice, wood.
Main Industries	Agro-products, construction, oil refinery, services (trade, tourism, public)	Agro-products, construction, services (trade, tourism, public)	Agro-products, construction, services (trade, tourism, public), aerospace industries
Minimum wage rate :	8,86€ per hour	8,86€ per hour	8,86€ per hour

Economic data are figures from INSEE, online statistics 2010. Source GDP 2006 data: IEDOM and estimations by INSEE et CEROM (Comptes Economiques Rapides de l'Outre-mer) / Source distances: <http://www.levoyageur.net/distan.php>

### 11.3 Overview of key regulatory issues relating to operating in the FCOR business environment

Topic	Description
<b>Judicial System</b>	French legal system. The Court of Appeals (highest local court) is based in Martinique and its jurisdiction covers Martinique, Guadeloupe and French Guiana.
<b>Visa &amp; Residency Requirements</b>	<p>The FCORs visa requirements differ from the French regime as they do not belong to the Schengen area, thus visa for France does not imply access is granted in the FCORs.</p> <p>Since December 14, 2009 citizens from 29 countries belonging to the Great Caribbean zone have benefitted from more flexible rules.<sup>2</sup></p> <p>3 of which were granted visa waivers for short stays in all FCORs (under 3 months, per semester):</p> <ul style="list-style-type: none"> <li>-Antigua &amp; Barbuda,</li> <li>-Bahamas,</li> <li>-St Kitts &amp; Nevis</li> </ul> <p>4 of which were granted visa waivers for short stays in Martinique and Guadeloupe only:</p> <ul style="list-style-type: none"> <li>-Anguilla &amp; Tortola,</li> <li>-St Vincent &amp; the Grenadines</li> <li>-Trinidad &amp; Tobago</li> <li>- Turks &amp; Caicos</li> </ul> <p>For further information, see  <a href="http://www.legifrance.gouv.fr/affichTexte.do?cidTexte=JORFTEXT000021491644&amp;dateTexte=&amp;categorieLien=id">http://www.legifrance.gouv.fr/affichTexte.do?cidTexte=JORFTEXT000021491644&amp;dateTexte=&amp;categorieLien=id</a></p>
<b>Employment Protection and anti-discrimination Laws</b>	French law on labour rights and European directives apply (Treaty of Amsterdam enforced in 1999: new EC laws or Directives enacted in the area of anti-discrimination are the Racial Equality Directive, 2000/43/EC, and the Employment Equality Directive, 2000/78/EC)
<b>Social Security Provisions</b>	French social security regime covering: sickness and maternity benefits, maternity leave, employment injury, retirement and invalidity pension... Unemployment grants whenever applicable (end

<sup>2</sup> 29 countries benefitting from **more flexible entry rules** since Dec.14, 2009: Anguilla & Tortola, Antigua & Barbuda, Aruba, Bahamas, Barbados, Brazil, Canada, Costa Rica, Curaçao, Dominica, United States, Grenada, Guatemala, Honduras, Cayman Islands, Turks & Caicos, American Virgin Islands, Mexico, Montserrat, Nicaragua, Panama, Porto-Rico, Saint-Kitts & Nevis, St-Martaan, Saint-Vincent les Grenadines, Sainte-Lucie, Salvador, Trinidad & Tobago, Venezuela; of which **exempted from visas for short stay**:

	<p>of contracts, dismissals, etc) For further details: <a href="http://www.securite-sociale.fr">www.securite-sociale.fr</a></p> <p>European Health Insurance Card for EU citizens (to access state-provided medical services in other member countries). For further details: <a href="http://ec.europa.eu/social/main.jsp?catId=612">http://ec.europa.eu/social/main.jsp?catId=612</a></p>
<b>Minimum Share Capital</b>	<p>Varies according to the type of business:</p> <ul style="list-style-type: none"> <li>- For individual firms: 0€</li> <li>- For other entities, ranges from 3006€ to 120,200€</li> </ul> <p>For further details, visit the Ministry of Finance website: <a href="http://alize.finances.gouv.fr/navigation_int/liste/page1.htm?id_region=25">http://alize.finances.gouv.fr/navigation_int/liste/page1.htm?id_region=25</a></p>
<b>Types of Businesses</b>	<p>Different types of businesses in the FCORs:</p> <ul style="list-style-type: none"> <li>- Domestic firms (individual firms, Ltd companies, etc.)</li> <li>- International business companies</li> <li>- Branch of foreign companies</li> <li>- Trusts</li> </ul> <p>But most firms are small or very small (with 1 or 2 employees) and only a few can export.</p> <p>For further details, visit the Ministry of Finance website: <a href="http://alize.finances.gouv.fr/navigation_int/liste/page1.htm?id_region=25">http://alize.finances.gouv.fr/navigation_int/liste/page1.htm?id_region=25</a></p>
<b>Tax Treaties with CARICOM</b>	<p>France has signed tax conventions with many countries but only 2 from the Caribbean: Jamaica, Trinidad &amp; Tobago.</p> <p>France has signed investment protection agreements with several CARIFORUM countries</p> <p><a href="http://www.impots.gouv.fr/portal/dgi/public/documentation.impot?pageId=docu_international&amp;espId=-1&amp;sfid=440">http://www.impots.gouv.fr/portal/dgi/public/documentation.impot?pageId=docu_international&amp;espId=-1&amp;sfid=440</a></p>

- **Business Registration (process and time)** vary substantially from one type of firm to the other: from 2 days online to 2 weeks through the Chamber of Commerce and the CFE (Centre de Formalité des Entreprises). FCOR chambers of commerce are currently implementing a new unique-window policy to accelerate the process and save on administrative works.

For further details: <http://ccim.clients.mediaserv.net/creer.asp>

- **Tax rates** vary substantially from one type of firm to the other and according to the type of product.

The harmonised European Community rules on VAT do not apply to the FCORs and the application of turnover taxes is left to the national or local authorities subject to respect

for the general principles of the Treaty. The FCORs (with the exception of French Guiana) apply a local VAT system with lower rates than EC rates.

The FCORs apply an additional tax on consumption known as the "Octroi de Mer" (excise duties or dock dues), which applies mainly to products imported into the FCORs but is also applicable to locally manufactured products.

For further details: <http://ccim.clients.mediaserv.net/creer.asp>

#### - **Double-tax agreements**

Currently the French government has signed non-double taxation agreements with only two CARIFORUM countries: Jamaica and Trinidad and Tobago. Thus beside the French tax-evasion policy, FCOR businesses investing in the Caribbean have to face double taxation when doing business with most neighboring countries.

#### - **SPS norms**

- SPS norms and standards remain a non-tariff barrier for they are relatively demanding: FCORs are under the obligation to apply EU standards. To be noted that the FCORs also face SPS barriers in some CARIFORUM countries (for eg. on dairy products and non-alcoholic beverages in Suriname).

For further information, see EU websites:

[http://europa.eu/legislation\\_summaries/maritime\\_affairs\\_and\\_fisheries/index\\_en.htm](http://europa.eu/legislation_summaries/maritime_affairs_and_fisheries/index_en.htm)

[http://europa.eu/legislation\\_summaries/public\\_health/index\\_en.htm](http://europa.eu/legislation_summaries/public_health/index_en.htm)

## **11.4 Commitments made under the EPA**

As part of the European Union, the FCORs are subject to the same commitments as all EU parties, providing nonetheless some specific adjustments allowing for the FCORs to converge progressively towards European criteria in terms of development and integration<sup>3</sup>.

The FCORs are therefore under the same obligation as mainland France to facilitate access to their markets for CARIFORUM products and services, and comply with the objective to facilitate the movement of professionals and employees of foreign investors located in and trading with the FCORs under different dispositions according to the type of professionals and their functions (executives, managing staff, experts or trainees are granted different status and allowed flexible length of stay up to 3 years).

## **11.5 FRANCE- commitments for PROFESSIONAL SERVICES**

SECTOR	RESTRICTIONS
Accounting & Bookkeeping Services	- Mode 1: <ul style="list-style-type: none"><li>▪ (FR: Unbound) FRANCE HAS MADE NO COMMITMENTS UNDER THIS MODE</li></ul>

<sup>3</sup> Refer to the Sugar and Banana Protocols

	<ul style="list-style-type: none"> <li>- Mode 2 &amp; 3: FRANCE HAS NO RESTRICTIONS HERE</li> <li>- Mode 4: <ul style="list-style-type: none"> <li>▪ FR: Provision of accounting and bookkeeping services is conditional on a decision of the Minister of Economics, Finance and Industry, in agreement with the Minister of Foreign Affairs. The requirement of residence cannot exceed 5 years</li> <li>▪ FR: Authorisation requirement.</li> </ul> </li> </ul>
<b>Auditing services</b>	<ul style="list-style-type: none"> <li>- Mode 1: <ul style="list-style-type: none"> <li>▪ (FR: Unbound) FRANCE HAS MADE NO COMMITMENTS UNDER THIS MODE</li> </ul> </li> <li>- Mode 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None France has no restrictions here - on market access or national treatment (a full commitment)</li> </ul>
<b>Architectural services &amp; Urban planning and landscape architectural services</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None France has no restrictions here - on market access or national treatment (a full commitment)</li> </ul>
<b>Engineering services &amp; Integrated engineering services</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None FRANCE HAS NO RESTRICTIONS HERE - on market access or national treatment (a full commitment)</li> </ul>
<b>Management Consulting Services</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None FRANCE HAS NO RESTRICTIONS HERE - on market access or national treatment (a full commitment)</li> </ul>
<b>Services Related to Management</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None FRANCE HAS NO RESTRICTIONS HERE - on market access or national treatment (a full commitment)</li> </ul>
<b>Travel Agencies and Tour Operators</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2, &amp; 3: France has no restrictions here.</li> <li>- Mode 4: FR: None France has no restrictions here - on market access or national treatment (a full commitment)</li> </ul>
<b>Tourist Guides Services</b>	<ul style="list-style-type: none"> <li>- Mode 1, 2 &amp; 3: France has no restrictions here.</li> <li>- Mode 4: <ul style="list-style-type: none"> <li>▪ Key Personnel and Graduate Trainees- FR: Nationality condition</li> </ul> </li> </ul>

\* See complete document for reservations - Cells are left blank where there are no reservations

**KEY:**

**Mode 1:** Cross border Trade

**Mode 2:** Consumption abroad in which consumer moves to where service is provided

**Mode 3:** Commercial presence or investment in foreign market to supply service to clients

**Mode 4:** Presence of natural persons or temporary entry access for individuals to go into other country to supply services

**None** - means that there are no restrictions on market access or national treatment (a full commitment); **Unbound** - means that there is no commitment in that service or mode of supply.

Source: Office of Trade Negotiations – CARICOM Secretariat (CRNM - Ramesh Chaitoo)



## 11.6 French Guianese – Case Study

French Guiana has the peculiarity of being located on the South-American continent and being the largest FCOR in terms of land surface (93 534 km<sup>2</sup>, i.e. the surface areas of Portugal or 1/6<sup>th</sup> of mainland France). Most of this territory (90%) is covered with Amazonian forest and 58% of its inhabitants live on 6% of the territory, mainly on the littoral coasts (Atlantic and rivers).

French Guiana is also the poorest of the 3 FCORs and economic development is usually stimulated by new public infrastructure and construction projects. Most businesses are small or very small (3/4 of firms have no employee) and only 40 businesses approximately have more than 50 employees.

Gold mining, fishing, rice culture, cattle, lumber, tourism and the aerospace industry are the main industries in French Guiana. However, despite its location on the continent, its structure of trade is similar to the other FCORs. In 2007, French Guiana registered imports of 757.8 million Euros (of which 109.5 million Euros was accounted for by oil) compared to exports of 94.2 million Euros (raw gold accounted for 33.1 million Euros).

Transport connections remain scarce and costly, therefore French Guianese products from primary or manufacturing sectors cannot be price-competitive on international markets. It affects agriculture, fishing, wood, craft-works, etc.

Nonetheless, similarly to the other two FCORs, French Guiana presents great potential in the tertiary sector.

Over the past ten years, French Guiana has been implementing new development strategies based on innovation (see the French Guianese Regional Innovation Strategy validated by the European Commission in 2009<sup>4</sup>). The illustration of this is the creation of innovation pole Guyane Technopole in 2000. Guyane Technopole brings together public and private sector institutions and research institutes such as:

- The Regional Council of French Guiana,
- the CNES/CSG (comprising 7 large companies of the aerospace industry)
- the MEDEF Guyane (business federation)
- EDF (Electricity company)
- the Chamber of Commerce and Industry, the Chamber of Agriculture and the Chamber of Trades
- the Regional Delegation for Research and Technology,
- the CIRAD (Centre de coopération internationale en recherche agronomique)
- L'IRD (Institut de Recherche pour le Développement)
- L'Institut Pasteur
- L'ONF (National Forest Organisation)
- Le Pôle Universitaire Guyanais,
- L'IESG (Institut d'Enseignement Supérieur de la *Guyane*)
- L'UAG (University Antilles Guyane)

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<sup>4</sup> <http://www.recherche-guyane.org/dossier/strategie-regionale-innovation-sri>

- The Rectorate

As the first French overseas technopole Guyane Technopole works in collaboration with main national agencies (DRIRE, DRRT, OSEO Innovation, ADEME, ...) and belongs to the European Business Innovation Centre Network.

It is also worth noting that French Guiana has readily engaged in a process of closer integration with its closest neighbors Suriname and Brazil, more specifically through the PO Amazonia. This ongoing process entails initiatives to facilitate cross-border movement of goods and persons, through new checkpoints, road and other transport and infrastructures, as well as private-public negotiations on related matters (insurance, airline and river/maritime routing and agreements, for instance).

## 11.7 French Guianese Exports to the CARIFORUM (at HS 6-Digit level)

2006

(US\$)

HS 6	PRODUCTS	SUR	T&T	HAI
030613	Shrimps and prawns, frozen.	1250409		
320890	Paints & varnishes (incl. enamels & lacquers, excl. of 3208.10 & 3208.20) based on synthetic polymers/chemically modified natural polymers, dispersed/dissolved in a non-aqueous medium; solutions as defined in Note 4 to this Ch.	15592		
440799	Wood(excl. of 4407.10-4407.95), sawn/chipped lengthwise, sliced/peeled, whether/not planed, sanded/end-jointed, of a thickness >6mm	32622		
620469	Women's/girls', trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of textile materials other than wool/fine animal hair/cotton/synthetic fibres			4329
731100	Containers for compressed or liquefied gas, of iron		33199	
840999	Parts suit. for use solely/principally with the engines of 84.07/84.08 (excl. of 8409.10 & 8409.91)	2277		
841392	Parts of liquid elevators	8634		
842911	Self-propelled bulldozers & angledozers, track laying	2087542		
842952	Self-propelled mechanical shovels & excavators with a 360° revolving superstructure	6274		
843149	Parts suit. for use solely/principally with the machinery of 84.26/84.29/84.30 (excl. of 8431.41-8431.43)	68016		
860900	Containers (incl. containers for the transport of fluids) specially designed & equipped for carriage by one/more modes of tpt.		1205063	
860900	Containers (incl. containers for the transport of fluids) specially designed & equipped for carriage by one/more modes of tpt.	1651		
870210	Motor vehicles for the transport of 10/more persons incl. the driver, with C-I internal combustion piston engine (diesel/semi-diesel)			14429
870321	Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 87.02), including station wagons and racing cars.			83876
870321	Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 87.02), including station wagons and racing cars.	11543		
870322	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity >1000cc but not >1500cc			13174
870331	Vehicles principally designed for the transport of persons (excl. of 87.02 & 8703.10-8703.24), with C-I internal combustion piston engine (diesel/semi-diesel), of a cylinder capacity not >1500cc			3137
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes			3764
871120	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity >50cc but not >250cc			2581
871639	Other trailers and semi-trailers for the transport	1566		
890200	Fishing vessels; factory ships & other vessels for processing/preserving fishery products	946048		

2007

(US\$)

HS 6	PRODUCTS	SUR	T&T	HAI
030613	Shrimps and prawns, frozen.	1600215		
120100	Soya beans, whether or not broken.	4803		
160200	Prepared or preserved meat.	9595		
240220	Cigarettes containing tobacco.	36012		
271011	Light oils and preparations		446706	
401110	New pneumatic tyres, of rubber, of a kind used on motor cars (incl. station wagons & racing cars)			11765
440799	Wood(excl. of 4407.10-4407.95), sawn/chipped lengthwise, sliced/peeled, whether/not planed, sanded/end-jointed, of a thickness >6mm	21888		
610990	T-shirts, singlets & other vests, knitted/crocheted, other than of cotton	8037		
720449	Ferrous waste & scrap (excl. of 7204.10-7204.41)	39041		
731100	Containers for compressed or liquefied gas, of iro		37647	
840999	Parts suit. for use solely/principally with the engines of 84.07/84.08 (excl. of 8409.10 & 8409.91)	2483		
841430	Compressors of a kind used in refrigerating equip.	547		
842952	Self-propelled mechanical shovels & excavators with a 360° revolving superstructure	68399		
846510	Machines which can carry out differenttypes of machining operations without tool change between such operations for working wood/cork/bone/hard rubber/hard plastics/similarhard materials	1505		
846719	Tools for working in the hand, pneumatic, other than rotary type	5239		
860900	Containers (incl. containters for the transportof fluids) specially designed & equipped for carriage by one/more modes of tpt.		1501560	
870210	Motor vehicles for the transportof 10/more persons incl. the driver, with C-I internal combustion piston engine (diesel/semi-diesel)			174172
870321	Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 87.02), including station wagons and racing cars.			37921
870331	Vehicles principally designed for the transportof persons (excl. of 87.02 & 8703.10-8703.24), with C-I internal combustion piston engine (diesel/semi-diesel), of a cylinder capacity not >1500cc			17100
903089	Other instruments & apparatusspecially designed for telecommunications, exclud. 9030.82/84	12550		
903090	Parts & accessories of the instr. & apparatus of 90.30	6592		

2008

(US\$)

HS 6	PRODUCTS	DR	JAM	SUR	T&T	HAI
240210	Cigars, cheroots and cigarillos, containing tobacco.			2272		
240220	Cigarettes containing tobacco.			76464		

440729	Abura, Acajou d'Afrique, Afrormosia, Ako, Andiroba		10981	
441820	Doors and their frames and thresholds, of wood.	3788		
481310	Cigarette paper, in the form of booklets/tubes		2104	
630900	Worn clothing & other worn articles			2406
691010	Ceramic sinks, wash basins, wash basin pedestals, baths, bidets, water closet pans, flushing cisterns, urinals & similar sanitary fixtures, of porcelain/china	2332		
731100	Containers for compressed or liquefied gas, of iron		21303	
732690	Articles of iron/steel, n.e.s.			41581
840721	Spark-ignition reciprocating/rotary internal combustion piston engines for outboard motors		6589	
841869	Refrigerating/freezing equip. n.e.s. in 84.18; heat pumps		16105	
842952	Self-propelled mechanical shovels & excavators with a 360° revolving superstructure		5857	
847410	Sorting/screening/separating/washing machines for earth/stone/ores/other mineral substance, in solid (incl. powder/paste) form		2928	
847759	Other machinery for moulding/othw. forming, other than Machinery for moulding/retreading pneumatic tyres/for moulding/othw. forming inner tubes		60761	
847780	Machinery for working rubber/plastics/for the manufacture of products from these materials, not specified/incl. elsewhere in this Ch., Other machinery, n.e.s. in 84.77		65886	
847982	Mixing/kneading/crushing/grinding/screening/sifting/homogenising/emulsifying/stirring machines, n.e.s. in Ch.84	694493		
850433	Electrical transformers (excl. dielectric) having a power handling capacity >16 kVA but not >500kVA		3660	
850710	Lead-acid electric accumulators, of a kind used for		24597	
854449	Plastic-insulated copper conductors	1198		
860900	Containers (incl. containers for the transport of fluids) specially designed & equipped for carriage by one/more modes of tpt.		803543	
870210	Motor vehicles for the transport of 10/more persons incl. the driver, with C-I internal combustion piston engine (diesel/semi-diesel)			194583
870322	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity >1000cc but not >1500cc		2928	
870323	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity >1500cc but not >3000cc			6589
870333	Vehicles principally designed for the transport of persons (excl. of 87.02 & 8703.10-8703.24), with C-I internal combustion piston engine (diesel/semi-diesel), of a cylinder capacity >2500cc		1757	
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5 tonnes			31040
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5 tonnes		732	
871110	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity not >50cc			16984
871110	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity not >50cc		1896	
871610	Other trailers and semi-trailers for camping		14949	
871639	Other trailers and semi-trailers for the transport		2196	

890200	Fishing vessels; factory ships & other vessels for processing/preserving fishery products	6735
901813	Magnetic resonance imaging apparatus	7321
902214	Apparatus based on the use of X-rays (excl. of 9022.12), for medical/surgical/veterinary uses	9517
902730	Spectrometers, spectrophotometers & spectrographs using optical radiations (UV, visible, IR)	47684

## 11.8 Opportunities based on research and rationale for selection (market demand and production capabilities)

### FRENCH GUIANA PRIORITY SECTORS FOR EXPORT

Priority Area for Exports	Market Overview	Domestic Capacity
Gold mining	- French Guiana main exports	- Beside raw exports, there is an opportunity in jewellery and refined handcraft to be developed
Agriculture	- Vegetables	- High transport and labour costs - Need to produce high value-added products to compensate
Wood, Forestry,	<ul style="list-style-type: none"> <li>- French Guianese rainforest representing (only) 1% of total Amazonian rainforest but up to 33% of total French forests, that is 800 million ha.</li> <li>- Highly qualified experts (see IRISTA network, CIRAD, UEMER, ECOFOG)</li> <li>- Specific knowledge of the rainforest to ensure sustainable exploitation of the resource</li> <li>- Wood "eco-label" guaranteeing wood cut, treatment, testing and manufacturing</li> </ul>	<ul style="list-style-type: none"> <li>- Abundant resources (carbon storage, biodiversity,...)</li> <li>- Potential to export more products to FCORs and mainland France</li> <li>- French Guiana wood producers could consider joint venturing with Suriname and Brazilian firms to export to EU markets and the Caribbean.</li> <li>- As part of the global wood trading network (FORDAQ), those firms benefit from communication tools</li> <li>- Excellent knowledge of the forest and laboratories complying with international standards (eg. Guyaflux observatory)</li> </ul>
Biotechnologies, biodiversity	<ul style="list-style-type: none"> <li>- R&amp;D, tourism, training, business centre</li> <li>-</li> </ul>	- Compared to other biodiversity parks in the region, CEBio offers a complete set of infrastructure and activities related to the exploitation of biodiversity: R&D , tourism, training, business center
Construction engineering	- French Guianese natural forest endowment and proximity to low-cost wood producers (Brazil and Suriname) are an asset for wood construction	<ul style="list-style-type: none"> <li>- Highly qualified experts (see IRISTA network, CIRAD, UEMER, ECOFOG) in civil engineering, sustainable development and safe construction, construction in tropical areas.</li> <li>-</li> </ul>
Health & Wellness	<ul style="list-style-type: none"> <li>- Increasing global demand for health and wellness and green nature.</li> <li>-</li> </ul>	- French Guiana has got exceptional natural endowments in that respect and need to develop the H&W and tourism infrastructure
Tourism	- Road transport link with Suriname	- Combined Amazonian product

	(French Guianese take the plane in Suriname to reach other destinations)	under experiment between French Guiana, Suriname and Brazil
Commerce Industry	-	- French Guiana has a potential to add value to Surinamese and Brazilian products and re-export the finished products to EU markets (according to EU standards)
Education	<ul style="list-style-type: none"> <li>- Undergraduate and postgraduate degrees in biochemistry, biology, Amazonian resources, ecology, wood treatment and science of materials</li> <li>- Professional training in environmental protection (sewage and waste treatment, natural resources management)</li> </ul>	<ul style="list-style-type: none"> <li>- French Guiana counts with a business and educational environment rich of many national research and technology centres combined under Guyane Technopole,</li> <li>- Among which is the CNES group and research centre comprising 7 large companies of the aerospace industry</li> </ul>
Energy	- French Guiana produces energy from different sources: hydroelectricity, biocarburates, biomass, photovoltaic, etc..	<ul style="list-style-type: none"> <li>- French Guiana has a great capacity in terms of surface and technology available</li> <li>- Especially through R&amp;D infrastructures (see Guyane Technopole)</li> <li>- New hydraulic plant under construction</li> </ul>
Aerospace industry (Source: CNES, SRI)	<ul style="list-style-type: none"> <li>- The aerospace industry accounts for approximately 15-20% of French Guianese GDP</li> <li>- Union of 5-6 firms</li> <li>- Many firms are related to French Guianese aerospace industry</li> </ul>	<ul style="list-style-type: none"> <li>- Geographic position is an asset</li> <li>- Important R&amp;D infrastructures</li> <li>- teletechnologies</li> </ul>
Services	- Approximately 75% of GDP come from services	- Attractive fiscal policy for services
ICT	<ul style="list-style-type: none"> <li>- Aerospace technology is an important asset in terms of telecommunications</li> <li>- It allows for a wide range of products and services (at different prices)</li> <li>-</li> </ul>	- The aerospace industry provides services in terms of teletechnologies: surveillance of the Amazonian forest environment, telemedicine, PSMA (advanced medical assistance, the demand exists in the region , useful in case of epidemia, access difficulties, air industry)
Fishing	- Fish currently exploited mainly by Martiniquan or Venezuelan fishermen	<ul style="list-style-type: none"> <li>- Great fishing potential (resources)</li> <li>- Fishing boats equipment meeting European standards</li> <li>- Inefficient transport connections</li> </ul>
Expertise, consulting	- Knowledge of European norms,	- Surinamese exporters lack



<ul style="list-style-type: none"> <li>- Veterinary, SPS</li> <li>- Agro-processing</li> <li>- Packaging, marketing</li> <li>-</li> </ul>	consumers taste and business culture	information on European norms and SPS standards
Sports	<ul style="list-style-type: none"> <li>- Several FCORs athletes belong to French National top athletes</li> </ul>	<ul style="list-style-type: none"> <li>- The recently approved Plan Caraïbes of the <i>Fédération Française d'Athlétisme (FFA)</i> aims at developing local training capacities to allow FCOR best athletes to share their expertise locally and in the Caribbean region: 1<sup>st</sup> partnership signed between Jamaican and French authorities (on behalf of the 3 FCORs)</li> </ul>

Source: Conseil Régional de la Guyane, Conseil Général de la Guyane, CCEF (External Trade Councillors of France), MPI (Small and Medium Industries Association), MEDEF, Guyane Technopole, Préfecture de la Guyane, Direction Régionale du Commerce Extérieur (French Ministry of Trade), Ministère de l'Outre Mer et des Collectivités Territoriales

### Other opportunities:

- ➔ Invest in Brazilian and Surinamese wood sector and agro-industries

## 11.9 Main barriers to trade identified based on research

- **Customs** - Both French Guianese importers and Surinamese exporters lack knowledge and information on the procedures required to claim the duty free benefit for their products, especially when it comes to fill in the EUR-1 forms on SPS (phytosanitary) norms.
- **SPS norms** - SPS norms and standards remain a non-tariff barrier both in French Guiana and Suriname. French Guianese processed food and drinks face high barriers to entry in Suriname (gas content, yoghurts type of flour, etc.)
- **Immigration policy** –Despite the current restrictions on migration across French Guianese and Surinamese borders, delinquents still penetrate the French territory fairly easily.
- **TRANSPORT between French Guiana and South American neighbours** - Despite several projects to improve air and road transportation between Suriname and French Guiana, the connection is still inadequate. The project to build a bridge across French Guianese and Surinamese border is currently paralysed for several reasons but mostly because of Surinamese immigration issues.
- **TRANSPORT from French Guiana to the rest of the Caribbean and the European Union** – Although regional maritime transport does exist (see CMA-CGM and CAGEMA sealines), it is proven inefficient with regards to local

production capacities. Since local producers cannot fill-up containers, in 2009 Guyanese SME association set up a grouping service with public funding through the CNES, however the service is still barely used.

- Air transport: At the moment, French Guianese experience difficulties to fly to other Caribbean destinations and must travel through Suriname (by road) or Martinique.
- Road network to access neighbouring countries is still barely developed (one bridge connecting French Guiana and Brazil under construction, river boats)
- In all three modes of transport remain inadequate and costly, therefore French Guianese products from primary or manufacturing sectors cannot be price-competitive on international markets. It affects agriculture, fishing, wood, craft-works, etc.
- **LACK OF INFORMATION** - French Guianese businessmen lack knowledge about Surinamese and CARIFORUM markets in general.
- **Private Banking** – French banks have virtually no correspondent or representatives in the region
- **Production costs** - As in the other FCORs, labour costs (wages, social security provisions) are very high compared to CARIFORUM. In Brazil for example, they are about 7 times lower.
- **Tourism** - Facilities are still limited quantitatively (approximately 1100 rooms most of which are in Cayenne) and qualitatively (mostly 2-3 star hotels)
- **Language** - French Guianese business people still lack expertise in English or other languages spoken in their region (except for an Asian minority group, the Hmong, who trade agricultural goods and are usually fluent in English)

### 11.9.1 Policy recommendations

ISSUE	RECOMMENDATION
<b>Customs and SPS norms</b> - Although products originating from Suriname face 0%-duty, both French Guianese importers and Surinamese exporters lack knowledge and information on the procedure required to claim the duty free benefit for their products, especially when it comes to fill in the EUR-1 forms	Further dialogue between French Guianese and Surinamese authorities (customs, chambers of commerce, chambers of agriculture, etc.) to: →harmonize SPS standards →inform and accompany trading partners through customs procedures →foster cross-border dialogue among professionals

<p>on SPS (phytosanitary) norms.</p> <ul style="list-style-type: none"> <li>- French Guianese and Surinamese exporters face high SPS barriers</li> </ul>	
<p><b>Informal trade</b></p> <p>From Suriname (rice, fruits and vegetables) and from French Guiana (machinery)</p>	<p>Improving dialogue and harmonisation between French and Surinamese organisations should reduce informal trade</p>
<p><b>SPS standards</b></p>	<p>→ Adapting specific regional and local realities to EU and French standards requires regional authorities and private sector to invest further in local laboratory and testing facilities at border checkpoints.</p>
<p><b>Immigration policy</b></p> <p>It seems that despite the current restrictions on migration across French Guianese and Surinamese borders, delinquents still penetrate the French territory fairly easily.</p>	<p>→ An easier access under adapted border checkpoints might regulate crime and illegal trade: an option might be to organize visa payment at frontier – as in other Caribbean countries.</p>
<p><b>TRANSPORT between French Guiana and South American neighbours</b></p> <p>Despite several projects to improve air and road transportation between Suriname and French Guiana, the connection is still inadequate.</p> <p><b>Project to build bridge</b> across French Guianese and Surinamese frontier currently paralysed for several reasons: Surinamese immigration issue, cost, ..</p>	<p>→ The mutual interest showed by French Guianese and Surinamese exporters require the transport issue across borders to be properly addressed.</p> <p>→ There also is an interest in triangular air transportation initiative connecting Suriname, French Guiana and Brazil, which would require the authorization of Surinamese and Brazilian planes to stop over in French Guiana.</p>
<p><b>Car insurance</b></p>	<p>→ Cross border cooperation between insurance companies is required to facilitate crossovers by car to Brazil or Suriname.</p>
<p><b>TRANSPORT from French Guiana to the rest of the Caribbean and the European Union</b></p> <p>Maritime transport: [CMA-CGM study]</p> <p>Air transport: At the moment, French Guianese experience difficulties to fly over to other Caribbean destinations and must travel through Suriname (by road) or Martinique</p>	<p>→ Clearly another incentive to facilitate road and air transportation with Suriname</p>
<p><b>Institutional monitoring of EPA and</b></p>	<p>→ Need for regional authorities to monitor the implementation of the EPA, as far as trade in</p>

<p><b>harmonization of protocols and regulations</b></p>	<p>goods and services, protocols and regulation harmonisation are concerned</p> <ul style="list-style-type: none"> <li>➔ Regional meetings at institutional levels to tackle issues related to: <ul style="list-style-type: none"> <li>- Customs regulations and clearance protocols</li> <li>- Transport agents</li> <li>- Trust (to fight against informal trade and payment issue)</li> <li>- Information about foreign markets</li> </ul> </li> <li>➔ Initiatives such as OHADAC (Organisation for the harmonization of business law in the Caribbean) should be promoted further</li> <li>➔ Signing of non-double tax agreements with CARIFORUM partners</li> <li>➔ FCOR regional authorities may need to contract the services of IEDOM and INSEE to obtain accurate and disaggregated information at the FCOR levels (for example on balance of payments)</li> </ul>
<p><b>INFORMATION</b></p> <p>CARIFORUM traders and investors usually require information on FCOR specificities in terms of regulation, demand, market structure, etc.</p> <p>The FCORs come under the French laws and administration and there is information available at national level on 'Invest in France' website for example. However, information on FCOR specificities cannot be obtained easily.</p>	<ul style="list-style-type: none"> <li>➔ FCOR specific information available online in English and Spanish (through the chambers of commerce or Regional Councils for example).</li> <li>➔ Create cross-border and regional information networks through chambers of commerce</li> <li>➔ Provide French Guianese business community with information on: <ul style="list-style-type: none"> <li>- CARIFORUM markets (demand, feasibility studies)</li> <li>- Funding</li> </ul> </li> </ul>

## 11.10 Guadeloupe – Case study

### 11.10.1 Summary Findings

Guadeloupe is one of the five (5) richest Caribbean islands (with Martinique, The Bahamas, Porto-Rico and Barbados) and owes approximately 70% of its revenues to the service sectors (with real estate and non-market services being the most dynamic sectors), followed by trade (15%) and construction. Building and public works represent over 8.6% of total value added and the majority of small businesses (1 out of 5) belong to the construction sector.

Agricultural production has registered a slowdown over the last ten years with drastic reductions in farms (-40%), workforce (-61%) and surfaces (-70% in banana) dedicated to these activities.

As for the other FCORs, Guadeloupe external trade is mostly geared towards France (and Europe to a lesser extent). In 2008, Guadeloupe imported mostly: energy generated products (38%) / intermediate goods (21.3%) / car industry (11.5%) and exported: agricultural and food-industry products such as banana, rum and sugar (41%), equipment goods (22%) / intermediate goods (14,5%) / consumer goods (mostly soap, perfume, household cleaning products). Imports amounted for 30 times the volume of exports.

Over the 2006-2008 period, Guadeloupe's exports to CARIFORUM markets consisted mainly of mineral products (oils and petroleum derivatives), electrical machinery (boat engines, industrial machinery, air-conditioning and domestic apparatus, audiovisual equipment, etc.) and metallic parts and tools (for construction works or industrial use).

Despite their geographical location, the FCORs have an obligation towards achieving greater convergence within the EU, especially in terms of development. The EC supports regional infrastructure development and innovation strategies designed for each outermost region in that perspective<sup>5</sup>.

Within the context of the EU-CARIFORUM EPA, the development of environmental services, renewable energies, natural risks prevention appear both as obligations and trade opportunities to be exploited in all related industries: ICT (database, software, hardware, expertise), environmental services, engineering and construction (buildings, roadmap,...) sustainable tourism.

In terms of infrastructure, major industrial plants are located in the industrial zone of Jarry, around the CECA (Euro-Caribbean centre) which comprises the international trade zone, the World Trade Center and the port (currently being expanded to serve as a hub in the region). With approximately 900 firms, Jarry industrial zone is ranked among the 3 major industrial zones in France and accounts for 80% of job creation registered on the island over the last 10 years.

Guadeloupe has the biggest international airport of the 3 FCORs (ranked 9<sup>th</sup> nationally in terms of passenger traffic) and 5 smaller airfields<sup>6</sup>.

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<sup>5</sup> Guadeloupe Regional Council websites for further information on Guadeloupe Regional Innovation strategy and infrastructure development: [http://www.cr-guadeloupe.fr/economie/?ARB\\_N\\_ID=700&ARB\\_N\\_S=704](http://www.cr-guadeloupe.fr/economie/?ARB_N_ID=700&ARB_N_S=704)  
[http://www.cr-guadeloupe.fr/amenagement/?ARB\\_N\\_ID=687&ARB\\_N\\_S=688&module=1](http://www.cr-guadeloupe.fr/amenagement/?ARB_N_ID=687&ARB_N_S=688&module=1)

<sup>6</sup> Source : DRCE 2009

## 11.10.2 Guadeloupe Exports to the CARIFORUM (at HS 6-Digit level)

2006 (US\$)

HS 6	PRODUCTS	DOM	DR	GRE	SKN	SL	T&T	HAI
120999	Seeds, n.e.s., of a kind used for sowing			5725				
220290	Non-alcoholic beverages other than waters of 2202.10 (not incl. fruit/vegetable juices of 20.09)	3463						
220840	Rum and other spirits obtained by distilling ferme	5025						
259900	Various chapter 25					24542		
321390	Artists'/students'/signboard painters' colours, modifying tints, amusement colours&the like, in tablets/tubes/jars/bottles/pans/in similar forms/packings, other than in sets					28858		
330300	Perfumes & toilet waters					3875		
330590	Preparations for use on the hair (excl. of 3305.10-3305.30)					1312		
392690	Plastic articles nes							2213
392690	Plastic articles nes	878						
420100	Saddlery & harness for any animal (incl. traces, leads, knee pads, muzzles, saddle cloths, saddle bags, dog coats&the like), of any material					3424		
420292	Trunks, suit-cases, vanity-cases, executive-cases, brief-cases, school satchels, spectacle cases, binocular cases, camera cases, musical instrument cases, gun cases, holsters & similar containers; travelling-bags, insulated food/beverages bags, toilet bag						34504	
440799	Wood(excl. of 4407.10-4407.95), sawn/chipped lengthwise, sliced/peeled, whether/not planed, sanded/end-jointed, of a thickness >6mm	3597						
440920	Wood (incl. strips & friezes for parquet flooring, not assembled) continuously shaped...whether or not planed/sanded/end-jointed, non-coniferous	2045						
491199	Printed matter, n.e.s.	20363						
610910	T-shirts, singlets & other vests, knitted/crocheted, of cotton						41706	
630631	Sails for boats/sailboards/landcraft, of synth. fibres		2578					
630631	Sails for boats/sailboards/landcraft, of synth. fibres						4467	
700319	Cast glass & rolled glass, in non-wired sheets, whether/not having an absorbent/reflecting/non-reflecting layer but not othw. worked, n.e.s. in 70.03	1428						
722090	Other flat-rolled products of stainless steel, of a width of less than 600mm.	45220						
732690	Other articles of iron or steel.	20376						
761090	Other structures and parts of structures, of aluminium, used in construction a	36637						

HS 6	PRODUCTS	DOM	DR	GRE	SKN	SL	T&T	HAI
840721	Spark-ignition reciprocating/rotary internal combustion piston engines for outboard motors	16562						
840820	Compression-ignition internal combustion piston engines (diesel/semi-diesel engines) of a kind used for the propulsion of vehicles of Ch.87	2509						
841430	Compressors of a kind used in refrigerating equipment.	26617						
841440	Air compressors mounted on a wheeled chassis for towing.	453701						
841510	Window or wall types, self-contained or 'split-system' air conditioning machin	37572						
841590	Parts for air conditioning machines.	7652						
841780	Industrial/laboratory furnaces & ovens (excl. of 8147.10 & 8417.20), incl. incinerators, non-electric	3764						
841821	Refrigerators, h-hold. type, compression-type, electric/other	18821						
843069	Moving/grading/levelling/scrapping/excavating/extracting machinery, for earth/mins./ores (excl. of 8430.10-8430.49), other than self-propelled					44444		
846719	Tools for working in the hand, pneumatic, other than rotary type	2509						
847149	Other digital automatic data processing machines, presented in the form of sys							3977
847990	Parts of Machines & mechanical appliances having individual functions, not specified/incl. elsewhere in this Ch..	40734						
847990	Parts of Machines & mechanical appliances having individual functions, not specified/incl. elsewhere in this Ch..					17114		
850211	Electric generating sets with C-I internal combustion piston engines (diesel/semi-diesel engines), of an output not >75kVA	18821						
850980	Electro-mechanical blenders, for domestic use.	1255						
851750	Apparatus for carrier-current line systems/digital line systems (excl. of 8517.11-8517.30)	11949						
852520	Transmission app. for radio-telephony/radio-telegraphy/radio-broadcasting/television, incorp. reception app.	271627						
852812	Colour reception apparatus for television, whether or not incorporating radio-							5558
852812	Colour reception apparatus for television, whether or not incorporating radio-	2136						
852990	Other parts suitable for use with apparatus of headings 85.25 to 85.28.	7577						
853690	Electrical app. for switching/protecting electrical circuits,/for making connections to/in electrical circuits, n.e.s. in 85.36, for a voltage not >1000V	2683						
854210	Cards incorp. an electronic integrated circuit (smart cards)	9636						
860900	Containers (incl. containers for the transport of fluids) specially designed & equipped for carriage by one/more modes of tpt.	20075						
870190	Tractors n.e.s. in 87.01 (excl. of 87.09)	14504						
	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity							
870322	>1000cc but not >1500cc	1255						
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc	4831						
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc	5270						

HS 6	PRODUCTS	DOM	DR	GRE	SKN	SL	T&T	HAI
870422	Motor vehicles for the tpt. of gds. (excl. of 8704.10), with C-I int. comb. piston engine (diesel/semi-diesel), g.v.w. >5tonnes but not >20tonnes	7528						
870899	Parts & accessories of the motor vehicles of 87.01-87.05, n.e.s. in 87.06-87.08	4108						
870899	Other parts and accessories for motor vehicles of headings 87.02 to 87.05.							2125
871110	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity not >50cc	1955						
871120	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity >50cc but not >250cc	3955						
871130	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >250cc but not >500cc	1882						
871140	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >500cc but not >800cc	10866						
871150	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >800cc	3764						

## 2007 (US\$)

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	SKN	SL	SUR	SV G	T&T	HAI
120991	Vegetable seeds, of a kind used for sowing						2709						
120999	Seeds, n.e.s., of a kind used for sowing								5088				
220110	Mineral waters	10798											
220210	Aerated beverages.				5038								
220840	Rum and other spirits obtained by distilling ferme				3735								
271019	Light petroleum distillates nes		39607		1587							472482 2	
320990	Paints & varnishes (incl. enamels & lacquers) based on synthetic polymers/chemically modified natural polymers other than acrylic/vinyl polymers, dispersed/dissolved in an aqueous medium				1982								
392410	Plastic table and kitchen ware												4104
392590	Plastic builders' ware nes	17100											
392640	Statuettes & other ornamental articles, of plastics & other materials of 39.01-39.14				2155								
392690	Plastic articles nes				17223								
410150	Whole bovine (incl. buffalo)/equine hides & skins, weight >16kg(fresh/salted/dried/limed/pickled/othw. preserved but not tanned/parchment-dressed/further prepared), whether/not dehaired/split				162561								
420100	Saddlery & harness for any animal (incl. traces, leads, knee pads, muzzles, saddle cloths, saddle bags, dog coats&the like), of any material								1371				
440799	Wood(excl. of 4407.10-4407.95), sawn/chipped lengthwise, sliced/peeled, whether/not planed, sanded/end-jointed, of a thickness >6mm				16124								



HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	SKN	SL	SUR	SV G	T&T	HAI
620343	Men's/boys' trousers, bib & brace overalls, breeches & shorts (excl. swimwear; excl. knitted/crocheted), of synthetic fibres												2052
730840	Equipment for scaffolding/shuttering/propping/pitpropping of iron/steel												1642
731419	Woven cloth (excl. endless bands for machinery), other than of stainless steel wire				1529								
731450	Expanded metal of iron/steel				28554								
732111	Stoves and ranges for gas fuel or for both gas and other fuels, of iron or ste												2736
739900	Various chapter 73											300538	
760410	Bars, rods & profiles, of aluminium, not alloyed				3472								
761010	Doors, windows and their frames and thresholds for				2071								
761090	Other structures and parts of structures, of aluminium, used in construction a				9576								
820559	Other hand tools (including glazier's diamonds).				1843919								
820559	Other hand tools (including glazier's diamonds).										2818		
820790	Other interchangeable tools for hand tools, whether or not power operated, or			2015									
821490	Articles of cutlery (e.g., hair clippers, butchers'/kitchen cleavers, choppers & mincing knives) n.e.s. in Ch.82							86468					
830249	Mountings, fittings & similar articles (e.g., suit. for saddlery/trunks/chests/caskets/the like), n.e.s. in 83.02, of base metal	12803											
840721	Spark-ignition reciprocating/rotary internal combustion piston engines for outboard motors				1368								
841510	Window or wall types, self-contained or 'split-system' air conditioning machin								23644				
841899	Other parts for refrigerating or freezing equipment and for other heat pumps.									63637			
842230	Machinery for filling/closing/sealing/labelling bottles/cans/boxes/bags/other containers; machinery for aerating beverages				1368								
843210	Ploughs				1685								
843280	Agricultural/horticultural/forestry machinery for soil preparation/cultivation (excl. of 8432.10-8432.40); lawn/sports-ground rollers				2052								
844339	Other printers, copying machines & facsimile machines, whether/not combined , excl. 8443.31 & 8443.32				8758								
845130	Ironing machines & presses (incl. fusing presses)								5198				
847180	Other units of automatic data processing machines.				1368								
847490	Parts for machinery for sorting, washing, crushing, kneading, agglomerating, a				8326								
847990	Parts of Machines & mechanical appliances having individual functions, not specified/incl. elsewhere in this Ch..				30692								

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	SKN	SL	SUR	SV G	T&T	HAI
847990	Parts of Machines & mechanical appliances having individual functions, not specified/incl. elsewhere in this Ch..								6192				
849900	Various chapter 84								2499				
850211	Electric generating sets with C-I internal combustion piston engines (diesel/semi-diesel engines), of an output not >75kVA				16176								
850220	Electric generating sets with spark-ignition internal combustion piston engines				1368								
850220	Electric generating sets with spark-ignition internal combustion piston engines					5472							
850710	Lead-acid electric accumulators, of a kind used for starting piston engines.					3234							
851712	Telephones for cellular networks/for other wireless networks, other than Line telephone sets with cordless handsets				111116								
851761	Base stations for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network)				2462								
851762	Machines for the reception, conversion & transmission/regeneration of voice, images/other data, incl. switching & routing apparatus								70945				
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.62				2702								
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.63						2702						
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.64				1614								
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.65									2702			
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.66								5404				
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.67											3553	
852560	Transmission app. for radio-telephony/radio-telegraphy/radio-broadcasting/television, incorp. reception app.												1650
852871	Reception apparatus for television, Not designed to incorporate a video display/screen												7592
852910	Aerials and aerial reflectors of all kinds; parts suitable for use therewith.												6156
852990	Other parts suitable for use with apparatus of headings 85.25 to 85.28.				6830								

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	SKN	SL	SUR	SV G	T&T	HAI
853210	Electrical capacitors, fixed, designed for use in 50/60Hz circuits & having a reactive power handling capacity of not <0.5 kvar (power capacitors)				2449								
854449	Other electric conductors, for a voltage not > 1,000 V, not fitted with connectors				7056								
854460	Electric conductors (excl. of 8544.11-8544.30), for a voltage >1000V				8661								
870321	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity not >1000cc				2052								
870322	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transport of persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity >1000cc but not >1500cc												33056
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc				7934								
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc				3694								
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc				5472								
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc				4104								
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes				3420								
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes												87726
871110	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity not >50cc				2818								
871120	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity >50cc but not >250cc				8193								
871130	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >250cc but not >500cc				1368								
871140	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >500cc but not >800cc				8618								
871150	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >800cc				3010								
871190	Side cars for motorcycles				3420								
890200	Fishing vessels; factory ships & other vessels for processing/preserving fishery products				8208								

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	SKN	SL	SUR	SV G	T&T	HAI
890391	Sailboats, not inflatable, with or without auxilia								6840				
940110	Seats of a kind used for aircraft												7100
940140	Seats other than garden seats/camping equip., convertible into beds					4042							
940490	Other articles of bedding and similar furnishing.					6821							
961310	Pocket lighters, gas fuelled, non-refillable												12904

**2008** (US\$)

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	JAM	SKN	SL	SUR	SVG	T&T	HAI
10619	Live mammals, n.e.s.				3660									
210690	Food preparations, n.e.s.				3391									
210690	Food preparations, n.e.s.													3072
220110	Mineral waters	16262												
220110	Mineral waters													7763
220840	Rum and other spirits obtained by distilling ferme				3558									
230990	Animal feed preparations nes				44673									
230990	Animal feed preparations nes										95020			
240220	Cigarettes	4264												
310210	Urea, whether/not in aqueous solution							51353						
321000	Paints & varnishes (incl. enamels, lacquers & distempers; excl. of 32.08 & 32.09); prepared water pigments of a kind used for finishing leather													2050
381590	Reaction initiators, reaction accelerators & catalytic preparations (excl. of 3815.11-3815.19)				8621									
390720	Polyethers other than polyacetals, in primary forms				24669									
391190	Polysulphides, polysulphones & other products spec. in Note 3 to Ch.39, n.e.s., in primary forms				20615									
392099	Plates, sheets, film, foil & strip, of plastics,n.e.s. in 39.20, non-cellular & not reinforced/laminated/supported/simply combined with other materials (excl. self-adhesive)				68890									
392350	Stoppers, lids, caps & other closures, of plastics				5171									
392590	Plastic builders' ware nes				3735									
401019	Conveyor belts/belting (excl. of 4010.11-4010.13), of vulanised rubber				12007									
401199	New pneumatic tyres, of rubber (excl. those with herring-bone/similartread; excl. of 4011.92-4011.94)									11580				
410150	Whole bovine (incl. buffalo)/equine hides & skins, weight >16kg(fresh/salted/dried/limed/pickled/othw. preserved but not tanned/parchment-dressed/further prepared), whether/not dehaired/split				50357									

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	JAM	SKN	SL	SUR	SVG	T&T	HAI
440929	Wood (including strips&friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, chamfered, V-jointed, beaded, moulded, rounded/the like) along any of its edges, ends/faces, whether/not planed/sanded/end-jointed, non-con													2233
481910	Cartons, boxes & cases, of corrugated paper/paperboard				3972									
482090	Blotting-pads and other articles of stationery not Printed/illustrated postcards; printed cards bearing personal greetings/messages/announcements, whether/not illustrated, with/without envelopes/trimmings													38507
490900	Men's/boys' garments made up of fabrics of 59.03/59.06/59.07, n.e.s.				9217									
621040	Refractory bricks, blocks, tiles & similar refractory ceramic constructional goods (excl. of siliceous fossil meals/similar siliceous earths; excl. of 6902.10 & 6902.20)													2928
690290	Structures (excluding prefabricated buildings of h				1464									
730890	Structures (excluding prefabricated buildings of h				8881									
730890	Structures (excluding prefabricated buildings of h													3245
730890	Structures (excluding prefabricated buildings of h					23654								
731449	Cloth, grill, netting & fencing of iron/steel wire, n.e.s. in 73.14				2611									
739900	Various chapter 73													1729
820559	Other hand tools (including glazier's diamonds).				37382									
821490	Articles of cutlery (e.g., hair clippers, butchers'/kitchen cleavers, choppers & mincing knives) n.e.s. in Ch.82								18832					
840721	Spark-ignition reciprocating/rotary internal combustion piston engines for outboard motors				15373									
841590	Parts for air conditioning machines.				4700									
841899	Other parts for refrigerating or freezing equipment and for other heat pumps.										71119			
842121	Machinery and apparatus for filtering or purifying				7537									
842290	Parts of machines for dishwashing, cleaning or drying bottles and the like, o				1464									
842619	Overhead travelling cranes (excl. those on fixed support), transporter cranes, gantry cranes, bridge cranes				1900439									
843149	Other parts of machinery suitable for use solely or principally with machinery			4167										
843149	Other parts of machinery suitable for use solely or principally with machinery				26139									
847170	Storage units				4392									
847180	Other units of automatic data processing machines.				6474									
847490	Parts for machinery for sorting, washing, crushing, kneading, agglomerating, a				12968									
850211	Electric generating sets with C-I internal combustion piston engines (diesel/semi-diesel engines), of an output not >75kVA													2928

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	JAM	SKN	SL	SUR	SVG	T&T	HAI
851712	Telephones for cellular networks/for other wireless networks, other than Line telephone sets with cordless handsets				153474									
851769	Other apparatus for transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network (such as a local/wide area network) , other than 8517.61 & 8517.62				17570									
851770	Parts of telephone sets, incl. telephones for cellular networks/for other wireless networks; other apparatus for the transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network			29766										
851770	Parts of telephone sets, incl. telephones for cellular networks/for other wireless networks; other apparatus for the transmission/reception of voice, images/other data, incl. apparatus for communication in a wired/wireless network				7192									
852580	Television cameras, digital cameras & video camera recorders				7321									
852871	Reception apparatus for television, Not designed to incorporate a video display/screen				20059									
853710	Boards, panels, consoles, desks, cabinets and othe							3075						
853810	Boards, panels, consoles, desks, cabinets & other bases for the goods of 85.37, not equipped with their apparatus				2079									
860900	Containers (incl. containters for the transportof fluids) specially designed & equipped for carriage by one/more modes of tpt.									4100				
870290	Motor vehicles for the transportof 10/more persons incl. the driver (excl. of 8702.10)													3660
870322	Vehicles (excl. of 87.02 & 8703.10) principally designed for the transportof persons, with spark-ignition internal combustion reciprocating piston engine, of a cylinder capacity >1000cc but not >1500cc													39239
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc				9810									
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc													3367
870331	Vehicles principally designed for the transportof persons (excl. of 87.02 & 8703.10-8703.24), with C-I internal combustion piston engine (diesel/semi-diesel), of a cylinder capacity not >1500cc				2489									
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc				2343									
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc													2855
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc				16105									
870421	Motor vehicles for the transportof goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes				9663									

HS 6	PRODUCTS	ANU	BAH	BB	DOM	DR	GRE	JAM	SKN	SL	SUR	SVG	T&T	HAI
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes													10865 3
870431	Motor vehicles for the transport of goods (excl. of 8704.10), with spark-ignition internal combustion piston engine, g.v.w. not >5tonnes													1757
870590	Special purp. motor vehicles, other than those princ. designed for the tpt. of persons/gds. (e.g., breakdown lorries...mobile radiological units), n.e.s. in 87.05 [see complete text #148]					2928								
870590	Special purp. motor vehicles, other than those princ. designed for the tpt. of persons/gds. (e.g., breakdown lorries...mobile radiological units), n.e.s. in 87.05 [see complete text #148]					11713								
870899	Other parts and accessories for motor vehicles of headings 87.02 to 87.05.												3871	
871110	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity not >50cc					1933								
871120	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity >50cc but not >250cc					5564								
871120	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with reciprocating internal combustion piston engine of a cylinder capacity >50cc but not >250cc					6003								
871140	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >500cc but not >800cc					13624								
871150	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >800cc					40751								
890391	Sailboats, not inflatable, with or without auxilia					8785								
890391	Sailboats, not inflatable, with or without auxilia									241581				
890510	Dredgers					3660								
901890	Other instruments and appliances used in medical, surgical or veterinary scien					1640								
940360	Other wooden furniture.													8447

### 11.10.3 Opportunities based on research and rationale for selection (market demand and production capabilities)

#### GUADELOUPE PRIORITY SECTORS FOR EXPORT

Priority Area for Exports	Market Overview	Domestic Capacity
Agriculture and agro-processing	<p>Banana is the main product exported but is obviously subject to natural disasters (Hurricane Dean caused a major drop in banana production in 2007)</p> <p>Sugar cane is the second major production, although WTO price rules should have negative consequences on this sector locally.</p> <p>The third main product for exports (to the French market) is rum</p> <p>FCOR high production costs induce them to specialise in high-value added activities</p>	<ul style="list-style-type: none"> <li>- Guadeloupe agro-processing has a great potential to develop its agro-processing industries towards: biotechnologies, organic foodstuff, cosmetics and medicines, renewable energies (biomass), agronomy, industrial machinery, etc.</li> <li>- The presence of the French CIRAD<sup>7</sup> and INRA<sup>8</sup> in Guadeloupe ensures up-to-date information and technology in agronomy which facilitate product diversification</li> </ul>
Construction, engineering, architectural services	<p>The majority of small businesses (1 out of 5) belong to the construction sector</p> <p>Risk prevention appears naturally on Caribbean top priorities for development, specially with regards to recent events in the region</p>	<ul style="list-style-type: none"> <li>- Guadeloupe construction and engineering sectors dispose of up-to-date technology and equipment to develop specific technology and materials to enhance constructions safety.</li> <li>- (Regional Council) Synergîle is fostering collaboration between private businesses and research centres.</li> <li>- The FCORs come under binding EU legislation in earthquake- and natural disaster-resistant construction</li> </ul>
Tourism	<ul style="list-style-type: none"> <li>- As most Caribbean islands, Guadeloupe is provided with attractive natural endowments for tourism activities.</li> <li>- With trade-related activities, despite a recent decline, tourism is one of the main service sectors with the highest revenues in Guadeloupe (around 5% of GDP).</li> <li>- Tourists come mostly from France and to a lesser extent</li> </ul>	<ul style="list-style-type: none"> <li>- Approximately 5000 rooms in 2002 -located mainly south of Grande-Terre (85%)- for approx. 2000 rooms in 2010.</li> <li>- One of the objectives of Guadeloupe tourism authorities and professional organisations is to enlarge target markets from France to the rest of Europe and the Caribbean. South America also appears as an obvious market to target.</li> </ul>

<sup>7</sup> Centre de coopération internationale en recherche agronomique

<sup>8</sup> Institut scientifique de recherche agronomique



	<ul style="list-style-type: none"> <li>- from Belgium and Italy</li> <li>- Pointe-a-Pitre receives 2 types of cruiseshipping: in transit and based (i.e. passengers flying to Guadeloupe to initiate cruising)</li> </ul>	<ul style="list-style-type: none"> <li>- Requires agreements between regional transport companies (airlines: LIAT and Air Caraïbes for example)</li> <li>- Also requires joint marketing at Caribbean level</li> </ul>
Yachting	<ul style="list-style-type: none"> <li>- Enabling tax policy in the early 90s encouraged the development of yachting activities</li> </ul>	<ul style="list-style-type: none"> <li>- After a temporary shortage in supplies in the early 2000, 2 new companies on the market and fiscal incentives for boat-renting render the sector more dynamic</li> </ul>
ICT	<p>Market services:</p> <ul style="list-style-type: none"> <li>- The number of institutions grew by 0.6% between 1996 and 2006.</li> <li>- Employment increased by 32.1% (26 435 employees in 2006).</li> <li>- The development of mobile phone in the Caribbean and the arrival of the Internet have encouraged the development of the communication sector.</li> </ul>	<ul style="list-style-type: none"> <li>- ICT services development should be beneficial for other sectors of activities: tourism, engineering, etc.</li> <li>- Guadeloupe is equipped with telecommunication edge-technology and the submarine cable connects with neighbouring islands</li> </ul>
Renewable energies	<ul style="list-style-type: none"> <li>- Global awareness and trend towards the preservation of the environment has put renewable energies among top priorities on development agendas.</li> <li>- The FCORs benefit from natural endowments and access to European technologies to develop equipments to exploit virtually all forms of renewable energy: wind, sun, sea, biomass, etc</li> </ul>	<ul style="list-style-type: none"> <li>- Guadeloupe regional authorities along with French Secretary of State for the Outermost Regions (SEOM) have placed this sector among the 3 priority sectors to be developed.</li> <li>- Regional Council Synergîle and DRCE-Ubifrance are providing assistance through funding and technical assistance to Guadeloupe firms trading renewable energies to Caribbean countries (see export guide "Exportations des énergies renouvelables dans la Caraïbe: quelles stratégies?")</li> <li>- New developments in this sector can benefit other sectors of activities: agro-processing, construction, tourism, etc.</li> </ul>
Health	<p>French know-how and technologies in activities related to health industries are renowned and the FCORs have access to this</p>	<p>Following recommendations issued by the French High Authority for Health, the CIDR has developed a new concept around dental surgery</p>

	technology.	and implants: a dental implantology training centre operated by Guadeloupean professionals and open to Caribbean patients and practitioners.
Environmental services	Guadeloupe has some advanced waste treatment technology and equipment	Only a few Guadeloupean firms have the capacity to export and remain on a foreign market. Past negative experiences on CF market (for eg. DR) are closely related to business culture differences.
Free Zones	Jarry industrial zone already registers a wide range of industrial activities and has a good reputation with in road and port infrastructures.	<ul style="list-style-type: none"> <li>- Major works on the port to convert it into a hub might help to create some Free Zones.</li> </ul>
Commerce/Industry		<ul style="list-style-type: none"> <li>- Import CF raw materials and re-export high-value added products</li> <li>- Certified Guadeloupean firm may provide standardized EU labelling and packaging for products coming from different CF countries (and re-export to the EU)</li> </ul>
Creative Industries and entertainment	Guadeloupe movie industry has a few well-known actors and film-makers : Greg Germain and Christian Martial, actors and producers. Greg Germain own in his own theatre in Avignon.	<ul style="list-style-type: none"> <li>-</li> </ul>
Management consulting and business development services	<ul style="list-style-type: none"> <li>- Global trends have stimulated a significant growth in the sector.</li> <li>- CF-EU EPA creates a demand on Caribbean side for expertise to meet EU standards</li> </ul>	<ul style="list-style-type: none"> <li>- A few medium-sized Guadeloupean firms have started to offer their services in CF countries (Barbados, Jamaica or Haiti) despite language issues</li> </ul>
Education and training	<ul style="list-style-type: none"> <li>- French public education provides a wide range of training activities for scholars and professionals.</li> <li>- It is comparatively much cheaper than private Anglo-Saxon institutions.</li> <li>- French speaking environment and language training attract</li> </ul>	<ul style="list-style-type: none"> <li>- Guadeloupe branch of the University Antilles-Guyane is traditionally specialised in sciences and technologies.</li> <li>- For further information: <a href="http://www.univ-ag.fr">www.univ-ag.fr</a></li> </ul>

	international students willing to learn in a tropical environment. - Caribbean neighbours willing to trade with mainland France can take advantage of the proximity.	
Transport and transport related services, Merchant Marine	SA CEIBA / Becca– harmonised automated cargo system and maritime transport database	- Shares in Guadeloupe total revenues: shipping 15.3% and air transport 8.5% (approximately 4.5% of the island workforce) - SA CEIBA under prospection and negotiation with a few Caribbean countries to develop a harmonized automated cargo system to enhance maritime trade and inter-island “cabotage” in the region. - Jarry port being enlarged to become a regional hub.
Sports	- Several FCORs athletes belong to French National top athletes	- The recently approved Plan Caraïbes of the Fédération Française d’Athlétisme (FFA) aims at developing local training capacities to allow FCOR best athletes to share their expertise locally and in the Caribbean region: 1st partnership signed between Jamaican and French authorities (on behalf of the 3 FCORs)

**Sources:** Conseil Régional de la Guadeloupe, CCEF (External Trade Councillors of France), MEDEF, Synergîle, Direction Régionale du Commerce Extérieur (French Ministry of Trade administration for the FCORs), Ministère de l’Outre Mer et des Collectivités Territoriales, Direction Générale des Douanes Antilles-Guyane, INSEE, other interviews and focus group.

#### 11.10.4 Main barriers to trade identified based on research

- **TRANSPORT between Guadeloupe and the rest of the Caribbean** - Both maritime and air transport remain relatively scarce and expensive products from primary or manufacturing sectors cannot be price-competitive on international markets. It affects agriculture, fishing, wood, craft-works, etc.

Sea transport: freight costs between Antigua and Guadeloupe for example are twice as high as freight costs from France to Guadeloupe (which are themselves high by international standard tariffs).

Air transport: At the moment, there are 4 European airlines connecting Guadeloupe to European destinations and to the Dominican Republic (Air Caraïbes). <http://www.aeroport.gp/>

- **Business risks** - FCORs businessmen have to face various challenges to trade and investment in the Caribbean: virtually no payment guarantee, lack of knowledge about local property rights, tax and regulatory issues, different business cultures, etc.
- **Funding and Private banking** – Although FCOR firms have access to funds for trade and foreign investments - through regional, national and European organisations - businesses can hardly make use of these funding schemes in the Caribbean business environment. Public funding requires private financial contribution but banks usually are reluctant to face financial risks for new or small businesses planning to invest in Caribbean markets.
  - Private banks have to face different challenges and obligations (solvency, transparency and other measures designed to fight against tax evasion, money laundering and other illegal activities)
  - Besides, accounts credit insurance organisation COFACE offer a different treatment whether it applies for well-established (large) firms or new (small) businesses but even large groups experience difficulties trying to invest in most Caribbean markets. It is worth noting however that Barbados is one of the markets benefitting from more favourable acceptance by COFACE.
  - Financial transactions between the FCORs and CARIFORUM face lengthy processes since traditionally French banking networks lack direct correspondents or representatives in the region.
- **Lack of information and understanding of Caribbean business cultures**  
Despite assistance through BSOs and export schemes, FCORs exporters experience great difficulties in understanding Caribbean market structures and business culture.

FCOR (small or medium-sized) firms generally lack information and understanding in terms of:

- BSO exports assistance schemes (regional, national, or international funding, technical support, etc)
  - Market intelligence and surveys
  - Caribbean business cultures: several FCOR firms have abandoned or lost major contracts in CF markets (in construction works, environmental and ICT services, hydraulic maintenance, etc.) despite initial agreements and investments, partly because of their misunderstanding of the business environment, language difficulties or minimal follow-up on the ground.
- **LANGUAGE**  
Guadeloupe business people still lack proficiency in English or other languages spoken in their region
  - **PRODUCTION COSTS**

- As in the other FCORs, labour costs (wages, social security provisions) are very high compared to CARIFORUM.
  - Excise duty Octroi de Mer also increase production costs (despite some exemption on intermediate goods and raw materials)
- **TOURISM**
    - In spite of some nice tourist areas, there still is room for improvement in terms of facilities and service quality.
    - Costly labour and primary products make the final products less attractive.
    - There is little diversification of target markets (mostly French and European).
  - **SOCIAL CONFLICTS**

Frequent social conflicts in the FCORS deter tourists and foreign investors from targeting these markets.

### 11.10.5 Policy recommendations

ISSUE	RECOMMENDATION
<b>Information networks</b> Despite existing BSOs and export funding schemes, FCORs exporters experience difficulties in trying to fully understand Caribbean market structures and business cultures.	<ul style="list-style-type: none"> <li>➔ Building up information networks through Caribbean chambers of commerce, especially French-CARIFORUM chambers (example: CCDF, Dom.Rep.-French Chamber of Commerce), seems essential to save on market research efforts and set up long-lasting trading relationships.</li> <li>➔ Have FCOR promoting officers and VIEs in CARIFORUM countries working in close collaboration with regional institutions and local chambers of commerce (as is the case in Barbados, T&amp;T and to a lesser extent in DR)</li> <li>➔ BSOs to provide FCORs business community with thorough training and information on: <ul style="list-style-type: none"> <li>- CARIFORUM markets (demand, feasibility studies)</li> <li>- Funding schemes</li> </ul> </li> </ul>
<b>Exports clustering</b>	<ul style="list-style-type: none"> <li>➔ Local export clusters are crucial for FCOR SMEs. <ul style="list-style-type: none"> <li>- Large French or FCOR firms owning distribution brands have positive experience of trading with CARIFORUM countries (for eg.: Dom. Rep.)</li> <li>- Some conclusive though timid cluster initiatives reported in Martinique and Guadeloupe.</li> </ul> </li> </ul>

	<p>→ DR agro-exporting platforms offer a good example of A-Z support for exporters</p>
<p><b>Institutional monitoring of EPA implementation and harmonization of protocols and regulations</b></p>	<p>→ Need for regional authorities to monitor the implementation of the EPA, as far as trade in goods and services, protocols and regulation harmonisation are concerned</p> <p>→ Regional meetings at institutional levels to tackle issues related to:</p> <ul style="list-style-type: none"> <li>- Customs regulations and clearance protocols</li> <li>- Transport agents</li> <li>- Trust (to fight against informal trade and payment issue)</li> <li>- Information about foreign markets</li> </ul> <p>→ Initiatives such as OHADAC (Organisation for the harmonization of business law in the Caribbean) should be promoted further</p> <p>→ Signing of non-double tax agreements with CARIFORUM partners</p> <p>→ FCOR regional authorities may require to contract the services of IEDOM and INSEE to obtain accurate and disaggregated information at the FCOR levels (for example on balance of payments)</p>
<p><b>Professionals networking</b></p>	<p>Institutionals requested to foster:</p> <p>→ interregional meetings at industrial/professional levels by sector of activity or industry</p> <p>→ Guadeloupe Regional authorities and BSOs, along with CARIFORUM organisations may organise missions in sectors of activities related to healthcare. For example, CIDR dental surgery center is designed to train and operate with professionals from the region.</p>
<p><b>Business risks</b> FCORs businessmen have to face various challenges to trade and invest in the Caribbean related to regional markets, French tax policy, etc.</p>	<ul style="list-style-type: none"> <li>- Foster joint-ventures in the region to face some of the risks and difficulties linked to setting up a business in a new and hardly known environment.</li> <li>- Negotiate non-double taxation schemes at</li> </ul>

	European and CARIFORUM levels.
<b>Public and private funding</b>  (See previous studies study on Capital movements)	<ul style="list-style-type: none"> <li>- (Export) cluster initiatives to be fostered and supported by public authorities.</li> <li>- Regional roundtables dedicated to funding and financial services at BSOs and regional authorities levels.</li> <li>- BSOs and local authorities to play an advocacy role to adjust national or European funding schemes to local Business needs and capacities.</li> <li>- Even though public funding can hardly be allocated to cover financial risks on CF markets maybe FCOR regional councils may consider the creation of a <b>Caribbean Guarantee Fund</b> to foster investment in the region and participation in the <b>Caribbean Development Bank</b>.</li> <li>- Design tax incentives for FCOR investments and trade in CARIFORUM markets</li> <li>- Stimulate private FCOR banks to have formal representation and agreements with Caribbean banks.</li> </ul>
<b>Immigration policy</b>	→ An easier access under proper border checkpoints might regulate crime and informal trade.
<b>Transport</b>	<ul style="list-style-type: none"> <li>→ Clovis project and BECCA initiatives developed through SA CEIBA could enhance regional maritime transport. They require prior acceptance of the harmonized automated cargo system proposed by CEIBA and partnership between Caribbean public authorities and private sector.</li> <li>→ Regional authorities and CF countries should mobilize (international) funding to establish better inter-island connections.</li> </ul>
<b>Education</b>	→ The University of Antilles-Guyane should develop further cooperation with UWI to offer joint training and education for Caribbean scholars
<b>Tourism</b>	→ Agreements between regional transport companies (airlines: LIAT and Air Caraïbes for

	<p>example)</p> <ul style="list-style-type: none"> <li>➔ Joint marketing at Caribbean level. For example: website "Discover the Caribbean" with a page for each island providing a comprehensive guide on hotels, sites to see, activities, cultural events, practical details, etc.). That would imply collaboration between tourism authorities and chambers of commerce.</li> <li>➔ Funding for small businesses to join Caribbean organisations (for example. Only a few Guadeloupean hotels can afford to register in the Caribbean Hotel Association)</li> <li>➔ Guadeloupe tourism could benefit from a joint-development of Dominica's geothermal activities.</li> </ul>
<b>Creative industries and cultural integration</b>	<ul style="list-style-type: none"> <li>➔ Improve communication and cultural knowledge across the region through regional TV programs (news, entertainment), challenges (child or miss contests) and cultural events (festivals, like St Lucia's Jazz). That would foster regional market integration and eventually attract tourists from outside the region.</li> </ul>



## **11.11 Martinique Case Study**

### **11.11.1 Summary Findings**

Martinique is the FCOR trading the most with Caribbean countries (43,2% of exports, excluding France): significant imports from T&T (oil) and exports of refined oil products, stones, cements and electrical machinery to St Lucia, T&T and the Netherland Antilles.

Martinique's main sectors of activities are: trade and commercial services (50%), administrative services (33%), construction (6%) and industrial activities (8%). There are 5 industrial zones but most Martiniquan firms are very small (3/4 have no employees). The island has one international airport and a commercial sea port (including a container terminal, a cruise terminal and an inter-island terminal). Currently they are managed through the Chamber of Commerce.

Industrial and tertiary sector activities have great potential for development, however there is a need to collaborate and gather human resources and technological capacities under a regional development strategy. Similar to the other FCORs, Martinique benefits from the presence of national research institutes and regional organisations aimed at assisting the private sector through innovation and development.

Further opening up to the Caribbean and other world markets is also crucial and even more so following the signing of the CF-EU EPA therefore the need for regional authorities to identify strategies towards Caribbean integration. Assistance to exporting firms is available through the Regional Council and the Chamber of Commerce.

## 11.8.2 - FCOR Martinique Exports to the CARIFORUM (at HS 6-Digit level)

2006

(US\$)

HS 6	PRODUCTS	ANU	BB	DOM	DR	GRE	SKN	SL	SVG	T&T	HAI
20230	Meat of bovine animals, frozen, boneless				3568						
40130	Milk and cream							2610			
40310	Buttermilk							143566			
90121	Coffee, toasted, not decaffeinated							5463			
220110	Mineral waters	3375				15915		32212			
220210	Aerated beverages.	2188									
220840	Rum and other spirits obtained by distilling ferme							5040			
240220	Cigarettes							1662			
250590	Natural sands	44069	47892			33905		471299	266233		
251710	Pebbles, gravel, broken & crushed stone for aggregates		351078		47013	28625			286797	534051	
252321	Portland cement, white or white artificially coloured								17280		
252329	Portland cement, other than white cement					18063			165114		
259900	Various commodities chapter 25							78299	200891		
271011	Aviation spirit							76220250			
271019	Light petroleum distillates nes	9201814									2268842
280421	Argon							2018			
300490	Medicaments nes, in dosage							50762			
310520	Nitrogen-phosphorus-potassium fertilizers, pack >10kg			10665							
330499	Beauty, makeup and suntan preparations nes										4006
340220	Washing and cleaning preparations, retail							1821			
340290	Organic surfactant washing, cleaning preparations nes							3881			
392290	Bathroom wares nes, of plastics							1310			
392410	Plastic table and kitchen ware							4912			
392590	Plastic builders' ware nes							9243			
401211	Retreaded tyres for cars									2113	
401212	Retreaded tyres for trucks							1301			

410120	Bovine hides, whole, fresh or wet-salted
420222	Handbags with outer surface plastics, textile material
440724	Lumber, Virola, Mahogany
442010	Statuettes and other ornaments (other than wall pl
482090	Blotting-pads and other articles of stationery not
490199	Printed books, leaflets and similar printed
610892	Women's/girls' negligés, bathrobes, dressing gowns & similar articles, knitted/crocheted, of man-made fibres
621142	Track suits (excl. knitted/crocheted), women's/girls'; other garments, n.e.s. (excl. knitted/crocheted), women's/girls', of cotton
690100	Bricks, blocks, tiles & other ceramic goods of siliceous fossil meals (e.g., kieselguhr/tripolite/diatomite)/similar siliceous earths
690890	Glazed ceramic flags & paving/hearth/wall tiles (excl. of 6908.10); glazed ceramic mosaic cubes & the like, whether/not on a backing
711790	Imitation jewellery of non-precious materials (oth
730640	Tubes, pipes & hollow profiles (excl. of 7306.10-7306.30), welded, of circular cross-section, of stainless steel
730660	Other tubes, pipes & hollow profiles (excl. of 7306.10-7306.40), welded, of non-circular cross-section, of square/rectangular cross-section
730723	Butt welding fittings of stainless steel
731100	Containers for compressed or liquefied gas, of iron
760429	Bars, rods & profiles (excl. hollow profiles) of aluminium alloys
840820	Compression-ignition internal combustion piston engines (diesel/semi-diesel engines) of a kind used for the propulsion of vehicles of Ch.87
841821	Refrigerators, h-hold. type, compression-type, electric/other
842699	Lifting machinery n.e.s. in 84.26
842951	Self-propelled front-end shovel loaders
842959	Self-propelled mechanical shovels, excavators & shovel loaders (excl. of 8429.51 & 8429.52)
843810	Bakery machinery & machinery for the manufacture of macaroni/spaghetti/similar products

32622

2026

13947

3513

5975

27728

1686

13240

1403

5795

6782

20453

2188

8792

246245

2018

1255

12365

1416964

18821

38256

10526

2509

850421	Liquid dielectric transformers having a power handling capacity not >650kVA		1430	
850440	Static converters		7934	
851679	Electro-thermic appliances n.e.s. in 85.16		9271	
851750	Apparatus for carrier-current line systems/digital line systems (excl. of 8517.11-8517.30)	12615		
851829	Loudspeakers, not mounted in their enclosures.		3011	
852520	Transmission app. for radio-telephony/radio-telegraphy/radio-broadcasting/television, incorp. reception app.	88758		
853180	Electric sound/visual signalling app. (e.g., bells/sirens/indicator panels/burglar/fire alarms), other than of 85.12/85.30, n.e.s. in 85.31		2823	
853690	Electrical app. for switching/protecting electrical circuits,/for making connections to/in electrical circuits, n.e.s. in 85.36, for a voltage not >1000V			1507
870120	Road tractors for semi-trailers (excl. of 87.09)	12547		
870120	Road tractors for semi-trailers (excl. of 87.09)		10038	
870331	Vehicles principally designed for the transport of persons (excl. of 87.02 & 8703.10-8703.24), with C-I internal combustion piston engine (diesel/semi-diesel), of a cylinder capacity not >1500cc			14429
870332	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >1500cc but not >2500cc		6274	
870422	Motor vehicles for the tpt. of gds. (excl. of 8704.10), with C-I int. comb. piston engine (diesel/semi-diesel), g.v.w. >5tonnes but not >20tonnes		15684	
871130	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >250cc but not >500cc	9724		
871140	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >500cc but not >800cc	13228		5270
871150	Motorcycles (incl. mopeds) & cycles fitted with an auxiliary motor, with/without side-cars, with recip. int. comb. piston engine of a cyl. cap. >800cc	6565		7253
871680	Other vehicles, not mechanically propelled, n.e.s.		5640	

890310	Yachts & oth. vessels for pleasure/sports; rowing boats & canoes, inflatable	8908			
890391	Sailboats, not inflatable, with or without auxilia		69282		
940290	Medical, surgical, dental (other than dentists' ch				7528
940380	Other furniture of other materials (cane, osier, bamboo)		6954	2729	
970110	Paintings, executed entirely by hand, other than d	4543			

## 2007

[illegible]

441810	Windows, French-windows, frames, of wood
482190	Paper labels of all kinds, not printed
560819	Knotted netting of twine, cordage/rope; made up nets other than fishing nets, of man-made textile materials
681099	Other articles of cement, of concrete or of arti
691090	Ceramic sinks, wash basins, wash basin pedestals, baths, bidets, water closet pans, flushing cisterns, urinals & similar sanitary fixtures other than of porcelain/china
730890	Structures (excluding prefabricated buildings of h
731100	Containers for compressed or liquefied gas, of iro
731439	Grill, netting & fencing of iron/steel wire (excl. of 7314.20 & 7314.31), welded at the intersection
732393	Other table, kitchen or other household articles,
739900	Various chapter 73
761010	Doors, windows and their frames and thresholds for
780600	Other articles of lead.
830990	Stoppers, caps & lids (incl. screw caps & pouring stoppers; excl. crown corks), capsules for bottles, threaded bungs, bung covers, seals & other packing accessories, of base metal
840890	Internal combustion piston engines (diesel/semi-diesel engines) (excl. of 8408.10 & 8408.20)
842230	Machinery for filling/closing/sealing/labelling bottles/cans/boxes/bags/other containters; machinery for capsuling bottles, jars, tubes & similar containters; machinery for aerating beverages
843143	Parts suit. for use solely/principally with the boring/sinking machinery of 8430.41/8430.49
844399	Other printers, copying machines & facsimile machines, whether/not combined , excl. 8443.31 & 8443.32
845130	Ironing machines & presses (incl. fusing presses)
847141	Other automatic data processing machines : Comprising in the same housing at least a central processing unit & an input & output unit, whether/not combined

	4161	
	8343	
		13222
25735		
	1907	
		28655
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1594		
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	11857	
	6	
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	1509	
		821
	6840	
		5780
	3475	
	19152	
	2038	

847170	Storage units
847190	Magnetic/optical readers, machines for transcribing data onto data media in coded form & machines for processing such data, n.e.s.
847340	Parts & accessories of the machines of heading 84.72
852340	Optical media for the recording of sound/of other phenomena, but excl. products of Ch. 37.
853690	Electrical app. for switching/protecting electrical circuits,/for making connections to/in electrical circuits, n.e.s. in 85.36, for a voltage not >1000V
860900	Containers (incl. containters for the transportof fluids) specially designed & equipped for carriage by one/more modes of tpt.
870333	Vehicles princ. designed for the tpt. of persons (excl. of 87.02 & 8703.10-8703.24), with C-I int. comb. piston engine (diesel/semi-diesel), of a cyl. cap. >2500cc
870421	Motor vehicles for the transportof goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes
870422	Motor vehicles for the tpt. of gds. (excl. of 8704.10), with C-I int. comb. piston engine (diesel/semi-diesel), g.v.w. >5tonnes but not >20tonnes
870423	Motor vehicles for the tpt. of gds. (excl. of 8704.10), with C-I int. comb. piston engine (diesel/semi-diesel), g.v.w. >20tonnes
870710	Bodies (incl. cabs), for the motor vehicles of of 87.03
870829	Parts & accessories of bodies (incl. cabs) of the motor vehicles of 87.01-87.05, n.e.s. in 87.08
870899	Parts & accessories of the motor vehicles of 87.01-87.05, n.e.s. in 87.06-87.08
871190	Side cars for motorcycles
871640	Trailers & semi-trailers (excl. of 8716.10-8716.39)
890200	Fishing vessels; factory ships & other vessels for processing/preserving fishery products
890391	Sailboats, not inflatable, with or without auxilia
890392	Motorboats (excl. outboard motorboats; excl. inflatable vessels)

1543				
	3315			
		4985		
				1642
			3372	
		2736		
			27360	
			16142	
				2736
			5213	
			1368	
			958	
				6356
			4925	
			821	
			10944	
	21545			
	9439	8		
			2736	



890399	Other non-inflatable yachts, rowing boats, canoes		9687	
940600	Prefabricated buildings, of steel.	14455 4		
970110	Paintings, executed entirely by hand, other than d			9166

2008

HS 6	PRODUCTS	ANU	BB	DOM	DR	GRE	JAM	SL	SUR	SVG	HAI	TT
40310	Buttermilk							213215				
40690	Cheese					4378						
90121	Coffee, toasted, not decaffeinated							5878				
110710	Malt, not toasted							12225				
170260	Fructose,									3031		
190590	Baking products, bread, pastry, cakes, biscuits							36010				
220110	Mineral waters					6498						
220421	Wines							2933				
220840	Rum and other spirits obtained by distilling ferme							29290		2056		
220870	Liqueurs and cordials.			5253								
230990	Animal feed preparations nes								113714			
250590	Natural sands							187278		242742		
251710	Pebbles, gravel, broken & crushed stone for aggregates							24963		272971		766823
259900	Various commodities chapter 25									304714		
271019	Light petroleum distillates nes	6546865										
300490	Medicaments nes, in dosage							24890				
310420	Potassium chloride, in packs >10 kg						13890					
310510	Fertilizer mixes in tablets etc or in packs <10 kg							82433				
310520	Nitrogen-phosphorus-potassium fertilizers, pack >10kg						176400	309878				
310560	Fertilizers containing phosphorus & potassium, <=10kg						7132					
340220	Washing and cleaning preparations, retail							732				
380840	Disinfectants, packaged for retail sale							1732				
382440	Prepared additives for cements, mortars or concretes		11354									
390390	Polymers of styrene except SAN or ABS in primary forms			107451								
390690	Acrylic polymers nes, in primary forms		5168									
392330	Plastic carboys, bottles and flasks, etc										5637	
392390	Plastic articles for goods conveyance or packing nes											11328
392690	Plastic articles nes										18221	
401220	Pneumatic tyres used											4592
440721	Wood sawn/chipped lengthwise, sliced/peeled, whether/not planed, sanded/end-jointed, of a thickness							9807				



847330	Parts and accessories of the machines of heading 8		3890		
848120	Valves for oleohydraulic/pneumatic transmissions for pipes/boiler shells/tanks/vats/the like			17350	
850213	Electric generating sets with C-I internal combustion piston engines (diesel/semi-diesel engines), of an output >375kVA		13177		
851660	Electric ovens other than microwave ovens; electric cookers, cooking plates, boiling rings, grillers & roasters	3091			
851712	Telephones for cellular networks/for other wireless networks, other than Line telephone sets with cordless handsets		15950		
853710	Boards, panels, consoles, desks, cabinets and othe			3119	3119
870120	Road tractors for semi-trailers (excl. of 87.09)		1757		
870323	Of a cylinder capacity exceeding 1500cc but not exceeding 1800cc			922	55769
870421	Motor vehicles for the transport of goods (excl. of 8704.10), with C-I internal combustion piston engine (diesel/semi-diesel), g.v.w. not >5tonnes		3660		
870422	Motor vehicles for the tpt. of gds. (excl. of 8704.10), with C-I int. comb. piston engine (diesel/semi-diesel), g.v.w. >5tonnes but not >20tonnes			16545	
870590	Special purp. motor vehicles, other than those princ. designed for the tpt. of persons/gds. (e.g., breakdown lorries...mobile radiological units), n.e.s. in 87.05 [see complete text #148]		1611	4392	
871639	Other trailers and semi-trailers for the transport		18302		
890399	Other non-inflatable yachts, rowing boats, canoes			4392	
940290	Medical, surgical, dental (other than dentists' ch		1464		
940330	Wooden furniture of a kind used in offices			5113	
940600	Prefabricated buildings, of steel.		52665		

### 11.8.3 Opportunities based on research and rationale for selection (market demand and production capabilities)

#### MARTINIQUE PRIORITY SECTORS FOR EXPORT

Priority Area for Exports	Market overview	Domestic Capacity
Fisheries/Seafood And aquaculture <b>(Source: interviews)</b>	<p>Volume of fisheries local consumption: around 20,000 tons per year</p> <p>Local fishermen have modern equipment that allows them to fish as far as French Guiana or the French Canadian waters</p>	<ul style="list-style-type: none"> <li>- Local production (under 10,000 tons a year) cannot meet local demand at the moment</li> <li>- Aquaculture and farm facilities need to be developed to provide for alevis to supply local and export markets</li> <li>- Local laboratories and research institutes to support the breeding of new species adapted to local needs</li> </ul>
Agro-processing and foodstuff  <b>(Source: interviews)</b> <ul style="list-style-type: none"> <li>- <b>interviews</b></li> <li>- <b>previous studies</b></li> </ul>	<p>Beverages: Rum and mineral waters</p> <p>Food preparations based on fruit, vegetables, milk, fine chocolate or fish (for human or animal feeding)</p> <p>(DR offers a great variety of fruits and vegetables that can be imported at relatively competitive rates)</p>	<ul style="list-style-type: none"> <li>- Martinique rum benefit from label of origin and rum producers belong to WIRSPA</li> <li>- There is scope for CF raw material processing into high-value added products to be sold locally and re-exported to the EU or the Caribbean.</li> <li>- Regional agencies such as PARM and PRAM could help local businesses with adequate training and facilities (equipment, funding).</li> <li>- The main hurdle to be removed lies in transport.</li> </ul>
Agronomy <b>(Source: CCDF, interviews)</b>	<p>Some successful cooperation, for e.g. between the CIRAD and DR Ministry of Agriculture to develop flower crops in DR</p>	<p>French technology and research institutes adapted to tropical climates and endowments: University Antilles-Guyane, CIRAD, PARM, PRAM, etc</p>
Mineral products <b>(Source: Trade data DG Douanes Antilles-Guyane previous studies Focus group)</b>	<p>A few large Martinique firms export mineral products to the CF:</p> <ul style="list-style-type: none"> <li>- La SARA exports refined oil products to St Lucia, ANU and Haiti</li> <li>- Carrières Gouyer, Fonds Canonville, Lafarge, etc.</li> </ul>	<ul style="list-style-type: none"> <li>- Martinique sand and stone businesses now face several challenges making trade more difficult (freight costs, new CF competitors in Jamaica, Dominica and Guyana for example, etc).</li> <li>- What seems to remain for them is to focus on quality and natural</li> </ul>

<b>and interviews)</b>	<p>experiment a reduction in their exports of sands, pebbles or gravels to neighboring islands</p> <ul style="list-style-type: none"> <li>- T&amp;T remain an important market though</li> </ul>	<p>risk prevention, although the price to pay for such quality is often a deterrent. Martinique hopes that the Haitian experience will help to position better their quality sand and cements.</p> <ul style="list-style-type: none"> <li>- The suppression of regional aid to transport caused a major drop in exports in 2007, however these businesses should qualify for EU aid funds for transport.</li> </ul>
<p>Metals</p> <p><b>(Source:</b></p> <ul style="list-style-type: none"> <li>- <b>Trade data DG Douanes Antilles-Guyane</b></li> <li>- <b>previous studies</b></li> <li>- <b>Focus group and interviews)</b></li> </ul>	<p>Martinique already exports metal products for construction works and machinery parts to CF</p>	<ul style="list-style-type: none"> <li>- Although local businesses usually are highly qualified they are small enterprises with little production capacity.</li> <li>- They need to work in partnership to benefit from economies of scale and greater visibility.</li> <li>- Some of these businesses also work in naval construction however they lack infrastructure capacity for major works.</li> </ul>
<p>Machinery</p> <p><b>(Source:</b></p> <ul style="list-style-type: none"> <li>- <b>Trade data DG Douanes Antilles-Guyane</b></li> <li>- <b>previous studies</b></li> <li>- <b>interviews)</b></li> </ul>	<p>Existing exports to some CF countries (SL,..) could be extended to other islands</p>	<p>Re-exports of electrical machinery for industrial and domestic use, yachting, etc.</p>
<p>Construction and safety</p> <p><b>(Source:</b></p> <ul style="list-style-type: none"> <li>- <b>previous studies</b></li> <li>- <b>Interviews and focus group)</b></li> </ul>	<p>Currently underdeveloped despite some promising trials (road works in DR, road construction and public works in Dominica, St Lucia, Bahamas and SVG).</p>	<ul style="list-style-type: none"> <li>- The CCIM has elaborated a directory of local construction (or related to construction) firms; which should position some Martinique on international calls for reconstruction works in Haiti.</li> <li>- Opportunity for Martinique firms to export their know-how and expertise in terms of natural risk prevention.</li> <li>- Current exports to other FCORs could be extended to the rest of the region</li> </ul>
(Renewable) energy	<ul style="list-style-type: none"> <li>- Crucial and appropriate</li> </ul>	<ul style="list-style-type: none"> <li>- Regional organisations such as</li> </ul>

<p><b>(Source: Focus group, interviews, previous studies)</b></p>	<p>considering Martinique natural environment</p> <ul style="list-style-type: none"> <li>- Some exports to Dominica, Haiti, SVG</li> </ul>	<p>ADEME provide funding for innovative projects in renewable energy, water, water sewage, waste treatment</p> <ul style="list-style-type: none"> <li>- Several innovating firms experience trouble accessing these funds, unaware of calls or proposal mechanisms. They operate on their own funds but are limited to undertake broader actions or develop tests on their prototypes</li> </ul>
<p>Environmental services - Waste, water and sewage treatment</p> <p><b>(Source: interviews and focus group, previous studies)</b></p>	<p>Currently underdeveloped despite some promising trials in the region (in DR, Barbados, or Mexico)</p>	<ul style="list-style-type: none"> <li>- French national development strategy identifies (organic) waste treatment as a priority and allocates specific funding for that purpose, however most Martinique firms lack human resources and capacity to undertake such projects.</li> <li>- A local group is specialized in waste treatment services and consulting, cleaning, environment services. It is the largest in the FCORs and exports to St Lucia and Jamaica (medical waste treatment).</li> <li>- According to ADEME, the sector needs to be structured locally before planning a strategy of exports.</li> </ul>
<p>Engineering Architectural services and construction management</p> <p><b>(Source: interviews and focus group, previous studies)</b></p>	<p>Currently underdeveloped despite some promising trials (major hydraulic maintenance project in DR aborted following the lack of regular attendance on Martinique business side)</p>	<ul style="list-style-type: none"> <li>- Current exports to other FCORs could be extended to the rest of the region</li> </ul>
<p>Yachting, nautical activities</p> <p><b>(Source: interviews and focus group, previous studies)</b></p>	<p>Fairly popular in Martinique for local use</p>	<ul style="list-style-type: none"> <li>- A few nautical sport contests (eg. The one-week Tour des Yoles sailing around the island, in July) and other events require further marketing and organization to attract international tourists.</li> <li>- Some exports to other FCORs could prove very useful in other Caribbean countries:</li> </ul>

		for eg. Sea swimming pools that require little infrastructure, no land surface, easy maintenance thus cheaper investments than for traditional swimming pools, can be adjusted to competition swimming standards.
Commerce/Industry	<p>A few large distribution firms export their brands and services (Carrefour, Conforama, But,..) to Dominican Republic, Cuba or other CF countries</p> <p>They provide those markets with local, regional or EU products</p>	<ul style="list-style-type: none"> <li>- Martinique traders export trade and distribution services to the CF and provide CF exporters with trade services to access FCOR markets (example of DR mattresses sold in the FCORs through Carrefour)</li> <li>- Such distribution channels allow for two-way trade with FCORs processing CF raw products into high-value added products.</li> </ul>
<p>Creative Industries and entertainment</p> <p><b>(Source: interviews and focus group, previous studies)</b></p>	<ul style="list-style-type: none"> <li>• Martinique's movie industry is well represented internationally by female film director, writer and producer <i>Euzhan Palcy</i>. She was the first black female director and the "only female filmmaker who directed <a href="#">Marlon Brando</a> and brought him back to the screen"<sup>9</sup> She was first known for her movie "<a href="#">Sugar Cane Alley</a>" (1983)</li> <li>• Some music performers known internationally: Kassav, Jocelyne Beroard, Malavoi (especially in Japan)</li> <li>• Martinique has several music festivals for guitar and jazz, which have lost of their popularity over the last 10 years however.</li> <li>• TNT cable to project regional TV programmes</li> <li>• There is a demand for subtitling</li> <li>• Carnival</li> </ul>	<ul style="list-style-type: none"> <li>- The regional Council has identified this sector as a priority for development and created the Cultural Exports Bureau (BEC) to foster regional co-development in this sector, in the path of CaMINO (Caribbean Music Industry Networking Organization).</li> <li>- Caribbean Audiovisual Network Improve communication and cultural knowledge across the region through regional TV programs (news, entertainment), challenges (child or miss contests) and cultural events (festivals, beauty contests, etc.) would eventually attract tourists from outside the region.</li> <li>- Despite their belonging to national copyright and royalties collective company (SACEM), Martinique creative businesses are not usually structured or even registered.</li> <li>- ATRIUM theatre provides a high quality stage for musical or</li> </ul>

<sup>9</sup> [http://en.wikipedia.org/wiki/Euzhan\\_Palcy](http://en.wikipedia.org/wiki/Euzhan_Palcy)



		<p>acting performances. Efficient marketing campaigns could allow Caribbean artists to perform there for local and Caribbean audience.</p> <ul style="list-style-type: none"> <li>- Music academies and theatre training centres. Music centre EMASS is planning to export some tuition tools to the Caribbean.</li> <li>- Capital city Fort-de-France gives substantial funding to hold main Carnival events each year.</li> </ul>
Information services	<ul style="list-style-type: none"> <li>• Regional integration necessarily goes through information sharing online or via audiovisual networks ( provide for news on social, cultural issues, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>- Online news magazine <a href="http://www.interentreprises.com">www.interentreprises.com</a> can readily access new regional markets</li> <li>- Local Caraïbes TV magazine is already working with Caribbean correspondents but seems to be broadcasted here only. Language is not always a barrier on TV (DR watch TV in different languages)</li> </ul>
Fashion <b>(Source: interviews and previous studies)</b>	<ul style="list-style-type: none"> <li>- The “relooking” of traditional garments into some modern fashionable clothing has been quite successful in other African or Asian countries</li> <li>- EU and global markets demand for natural, fair-traded and cultural creations</li> </ul>	<ul style="list-style-type: none"> <li>- Local designer has developed a new trend of modern creole fashion, followed by several local designers</li> <li>- Barbadian-located Jamaican handmade clothing business works in partnership with a martiniquan distributor, thanks to which they now exports their handmade creations to France (and other European destinations soon)</li> <li>- This type of product and partnership proved to be an efficient Caribbean cooperation to access EU markets.</li> </ul>
ICT equipment and services <b>(Source: interviews and focus group,</b>	Exports currently underdeveloped despite some promising trials (IT services, softwares, cartridge recycling and other IT products) on CF markets T&T, DR, Haiti	<ul style="list-style-type: none"> <li>- Some local businesses show a real motivation to access the CF markets: for example local ICT company participates in regional trade fairs every 3 months</li> </ul>

<b>previous studies)</b>	Online invoicing is highly demanded	<ul style="list-style-type: none"> <li>- But they experience technical barriers related to (passengers and freight) transport costs and delays</li> <li>- Niche for marketing and online invoicing development.</li> </ul>
Health & Wellness  <b>(Source: interviews and previous studies)</b>	- Martinique CHU has participated in cooperative programs between Martinique and Caribbean neighbours, such as Dominica, St Lucia and Haiti (taking care of Caribbean patients requiring advanced cures and treatment)	<ul style="list-style-type: none"> <li>- No export culture and little knowledge about CF-UE EPA.</li> <li>- Niches: training and expertise (locally or abroad), welcoming foreign patients in specific medicine specialty</li> <li>- Some infrastructures are virtually not exploited (ex. of local medical and education centre for disabled equipped with semi-olympic swimming pool, high-tech medical technology, in a green environment which could provide facilities for wellness and disabled training.</li> </ul>
Education and training  <b>(Source: interviews and focus group, previous studies)</b>	<ul style="list-style-type: none"> <li>- French public education provides a wide range of training activities for scholars and professionals.</li> <li>- It is comparatively much cheaper than private Anglo-Saxon institutions.</li> <li>- French speaking environment and language training attract international students willing to learn in a tropical environment.</li> <li>- Caribbean neighbours willing to trade with mainland France can take advantage from the proximity.</li> </ul>	<ul style="list-style-type: none"> <li>- Martinique public and private teaching institutions provide undergraduate and post-graduate quality teaching in various areas of expertise.</li> <li>- The University Antilles-Guyane has signed cooperation agreements with UWI (T&amp;T, Jam) in Masters programmes.</li> <li>- Martinique business school registers high performances in terms of degree delivering and job contracting. Over 85% graduates either sign permanent executive contracts (5% of which in the Caribbean-American region) or go on with higher management studies.</li></ul> <p>One of that business school's main asset is compulsory professional training abroad (i.e. including the Caribbean) in trade and business management related activities. It is currently studying the possibility to host a regional Masters program in</p>

		collaboration with American and Caribbean education institutions.
Sports	- Several FCORs athletes belong to French National top athletes	- The recently approved Plan Caraïbes of the <i>Fédération Française d'Athlétisme (FFA)</i> aims at developing local training capacities to allow FCOR best athletes to share their expertise locally and in the Caribbean region: 1 <sup>st</sup> partnership signed between Jamaican and French authorities (on behalf of the 3 FCORs)

*Main sources:* Conseil Régional de la Martinique, CCEF (External Trade Councillors of France), MPI (Small and Medium Industries Association), CGPME, ADEM (Development Agency), ADEME (Energy Management Agency), Chamber of Commerce and Industry, University Hospital, Université des Antilles et de la Guyane, EGC, Direction Régionale du Commerce Extérieur (French Ministry of Trade for the FCORs), Ministère de l'Outre Mer et des Collectivités Territoriales, Direction interrégionale des douanes et droits indirects Antilles-Guyane, Direction de la Police aux Frontières, Direction Départementale de la concurrence de la consommation et de la répression des fraudes, Service de la Protection des Végétaux, other focus group and interviews attendance listed in Annex.

#### 11.8.4 Main barriers to trade identified based on research

- **Customs tariffs** - High tariff barriers to entry on CARIFORUM markets for specific products (eg. ICT equipment)
- **Norms and standards**– Martinique service or ICT equipment providers face high technical barriers on certain products requiring more homogeneous standards (metric system, ICT, electrical products, etc)
- **TRANSPORT between Martinique and the rest of the Caribbean** - Both maritime and air transport remain relatively scarce and expensive products so primary or manufacturing sectors cannot be price-competitive on international markets.  
Sea transport: For example freight costs between Antigua and Guadeloupe are twice as high as freight costs from France to Guadeloupe (which are themselves high by international standard tariffs). Following the suppression of regional Council aid to transport, mineral products and machinery have experienced a drastic decline in exports.  
Air transport: At the moment, there are 4 European airlines connecting Martinique to European destinations and to the Dominican Republic (Air Caraïbes).

The business community is lobbying for a reduction in port and airport taxes as well as a cut on port and airport workers wages...

- **Business risks** - FCORs businessmen have to face various challenges to trade and invest in the Caribbean: virtually no payment guarantee, lack of knowledge about local property rights, tax and regulatory issues, different business cultures, etc.
- **Funding and Private banking** – Although FCOR firms have access to funds for trade and foreign investments -through regional, national and European organisations- businesses often lack of trained workforce to answer calls for proposals.

In cases they have the human resources but can hardly make use of these funding schemes in the Caribbean business environment. Public funding requires private financial contribution but banks usually are reluctant to face financial risks for new or small businesses planning to invest in Caribbean markets.

- Private banks have to face different challenges and obligations (solvency, transparency and other measures designed to fight against tax evasion, money laundering and other illegal activities)
- Besides, accounts credit insurance organism COFACE offer a different treatment whether it applies for well-established (large) firms or new (small) businesses but even large groups experiment difficulties to invest in most Caribbean markets. It is worth noting however that Barbados is one of the markets benefitting from more favourable acceptance by COFACE.
- Financial transactions between the FCORs and the CARIFORUM go through lengthy processes since traditionally French banking networks lack of direct correspondents or representatives in the region.
- Even from one FCOR to another, businesses experience payment difficulties and lengthy processes

- **Lack of information and understanding of Caribbean business cultures**  
Despite assistance through BSOs and export schemes, FCORs exporters experience great difficulties in understanding Caribbean markets and business cultures.

FCOR (small - or medium-sized) firms generally lack information and understanding in terms of:

- BSO exports assistance schemes (regional, national, or international funding, technical support, etc)
- Market research and surveys
- Caribbean business cultures: several FCOR firms have abandoned or lost major contracts in CF markets (in construction works, environmental and ITC services, hydraulic maintenance, etc.) despite initial agreements and investments, partly because of their misunderstanding of the business environment, language difficulties or scarce follow-up on the ground.
- **Language** – Martinican business people still lack of expertise in English or other languages spoken in their region (except for some Asian minority, the Hmong, who trade agricultural goods and are usually fluent in English)

- **Production costs** – As in the other FCORs, labour costs (wages, social security expenses) are very high compared to CARIFORUM.
- **Tourism** – Facilities and services are very limited qualitatively speaking.
- **Education** – One barrier identified in some CF countries and in Martinique is the lack of knowledge on training practice regulations in the region. A better understanding of these would facilitate students exchange and professional training programmes within the region.
- **Creative industries and entertainment** – SACEM Martinique depends directly on the main offices in France. With the creation of CaMINO, SACEM Martinique is considering the possibility to network with other Caribbean organisations and provide services and expertise in the region, which according to regional delegate is not feasible under their current status.

### 11.8.5 Policy recommendations

ISSUE	RECOMMENDATION
<b>Information networks</b> Despite existing BSOs and export funding schemes, FCORs exporters experiment difficulties to approach and comprehend Caribbean market structures and business cultures.	<ul style="list-style-type: none"> <li>➔ Building up information networks through Caribbean chambers of commerce, especially French-CARIFORUM chambers (example: CCDF, Dom.Rep.-French Chamber of Commerce), seems essential to save on prospection efforts and set up long-lasting trading relationships.</li> <li>➔ Have FCOR promoting officers and VIE in CARIFORUM countries working in close collaboration with regional institutions and local chambers of commerce (as is the case in Bardados, T&amp;T and to a lesser extent in DR)</li> <li>➔ BSOs to provide FCORs business community with thorough training and information on: <ul style="list-style-type: none"> <li>- CARIFORUM markets (demand, feasibility studies)</li> <li>- Funding schemes</li> </ul> </li> <li>➔ New “Martinique Exports” website expected to address some of these issues</li> </ul>
<b>Exports clustering and local partnerships</b>	<ul style="list-style-type: none"> <li>➔ Local export clusters are crucial for FCOR SMEs. <ul style="list-style-type: none"> <li>- Large French or FCOR distributing firms have positive experience of trading with CARIFORUM countries (for eg.: Dom. Rep.)</li> <li>- Some conclusive though timid cluster initiatives reported in Martinique and Guadeloupe.</li> </ul> </li> <li>➔ DR agro-exporting platforms offer a good example of A-Z support for exporters</li> </ul>

	<ul style="list-style-type: none"> <li>➔ Entrepreneurship and private associations should be promoted through the education system and the media</li> <li>➔ Existing business associations and BSOs (such as CGPME, MPI, etc.) should be consolidated and dialogue with regional authorities strengthened</li> </ul>
<b>Institutional monitoring of EPA implementation and harmonization of protocols and regulations</b>	<ul style="list-style-type: none"> <li>➔ Need for regional authorities to monitor the implementation of the EPA, as far as trade in goods and services, protocols and regulation harmonization are concerned</li> <li>➔ Regional meetings at institutional levels to tackle issues related to: <ul style="list-style-type: none"> <li>- Customs regulations and clearance protocols</li> <li>- Transport agents</li> <li>- Trust (to fight against informal trade and payment issue)</li> <li>- Information about foreign markets</li> </ul> </li> <li>➔ Initiatives such as OHADAC (Organisation for the harmonization of business law in the Caribbean) should be promoted further</li> <li>➔ Signing of <b>double tax agreements</b> with CARIFORUM partners</li> <li>➔ FCOR regional authorities may require the services of the IEDOM and INSEE to obtain accurate and disaggregated information at the FCOR levels (for example on balance of payments)</li> </ul>
<b>Octroi de Mer (FCOR excise duty)</b>	<ul style="list-style-type: none"> <li>➔ FCOR traders suggest the Octroi de Mer should be removed to lower prices locally or at least be homogenized among FCORs</li> </ul>
<b>Regional professionals networking</b>	<p>Institutionals requested to foster:</p> <ul style="list-style-type: none"> <li>➔ interregional meetings at industrial/professional levels by sector of activity or industry</li> <li>➔ New "Martinique Exports" website expected to facilitate networking and relevant information.</li> <li>➔ Martinique Regional authorities and BSOs, along with CARIFORUM organisations may organise missions in sectors of activities related to healthcare. For example, CIDR dental surgery center is designed to train and operate with professionals from the region.</li> </ul>

<b>Strategy for Innovation</b>	<ul style="list-style-type: none"> <li>➔ Innovating firms (in renewable energies, environmental services, engineering, etc..) need to be federated or structured within an export cluster or around existing BSO.</li> <li>➔ BSOs or regional organisations to carry a technological international surveillance to keep local markets up-to-dated with relevant international information.</li> </ul>
<b>Health and Wellness</b>	<ul style="list-style-type: none"> <li>➔ Design an health-export plan at the Regional Health Agency (ARS) involving public and private health infrastructures and capacities.</li> </ul>
<b>Business risks</b> FCORs businessmen have to face various challenges to trade and invest in the Caribbean related to regional markets, French tax policy, etc.	<ul style="list-style-type: none"> <li>- Foster joint-ventures in the region to face some of the risks and difficulties linked to setting up a business in a new and hardly known environment.</li> <li>- Negotiate double taxation agreements at European and CARIFORUM levels.</li> </ul>
<b>Public and private funding</b>  (See previous studies study on Capital movements)	<ul style="list-style-type: none"> <li>- (Export) cluster initiatives to be fostered and supported by public authorities.</li> <li>- Regional roundtables dedicated to funding and financial services at BSOs and regional authorities levels.</li> <li>- BSOs and local authorities to play an advocacy role to adjust national or European funding schemes to local Business needs and capacities.</li> <li>- Even though public funding can hardly be allocated to cover financial risks on CF markets maybe FCOR regional councils may consider the creation of a <b>Caribbean Guarantee Fund</b> to foster investment in the region and participation in the <b>Caribbean Development Bank</b>.</li> <li>- Design tax incentives for FCOR investments and trade in CARIFORUM markets</li> <li>- Stimulate private FCOR banks to have formal representation and agreements with Caribbean banks.</li> </ul>
<b>Transport</b>	<ul style="list-style-type: none"> <li>➔ Clovis project and BECCA initiatives developed through SA CEIBA could enhance regional maritime transport. They require prior acceptance of the harmonized automated cargo system proposed by CEIBA and partnership between Caribbean public authorities and private sector.</li> <li>➔ Regional authorities and CF countries should</li> </ul>

	<p>mobilize (international) funding to establish better inter-island connections through maritime or air transport.</p> <p>➔ Inform FCOR traders on existing lines and European aid for transport.</p>
<p><b>Creative industries and cultural integration</b></p> <p>➔ Virtually no regional TV programs</p> <p>➔ SACEM Martinique managed from France.</p>	<p>➔ Improve communication and cultural knowledge across the region through regional TV programs (news, entertainment), challenges (child or miss contests) and cultural events (festivals, like St Lucia's Jazz). That would foster regional market integration and eventually attract tourists from outside the region.</p> <p>➔ An alternative to SACEM current position could be the creation of a sole organism federating Martinique creative industries from a wider range than music only.</p>
<p><b>Education</b></p>	<p>➔ The University Antilles-Guyane and local business school should develop further cooperation with UWI to offer joint training and education for Caribbean scholars</p>
<p><b>Tourism</b></p> <p>- quality issue</p> <p>- transport issue</p> <p>-</p>	<p>➔ Awareness raising campaigns and education at school to address the issue of quality service</p> <p>➔ Quality issue: compulsory training in other Caribbean touristic institutions with high-quality service (Barbados, Haiti, etc.)</p> <p>➔ Agreements between regional transport companies</p> <p>➔ Joint marketing at Caribbean level. For example: website "Discover the Caribbean" with a page for each island providing an exhaustive guide on hotels, sites to see, activities, cultural events, practical details, etc.). That would imply collaboration between tourism authorities and chambers of commerce.</p> <p>➔ Funding for small businesses to integrate Caribbean organisations (for example. Only a few Guadeloupean hotels can afford to register in the Caribbean Hotel Association)</p>