CARIBBEAN EXPORT

CARIBBEAN EXPORT DEVELOPMENT AGENCY

OUR MISSION

TO INCREASE THE COMPETITIVENESS OF CARIBBEAN COUNTRIES BY PROVIDING QUALITY TRADE AND INVESTMENT DEVELOPMENT AND PROMOTION SERVICES THROUGH EFFECTIVE PROGRAMME EXECUTION AND STRATEGIC PARTNERSHIPS.

CRAFT ::

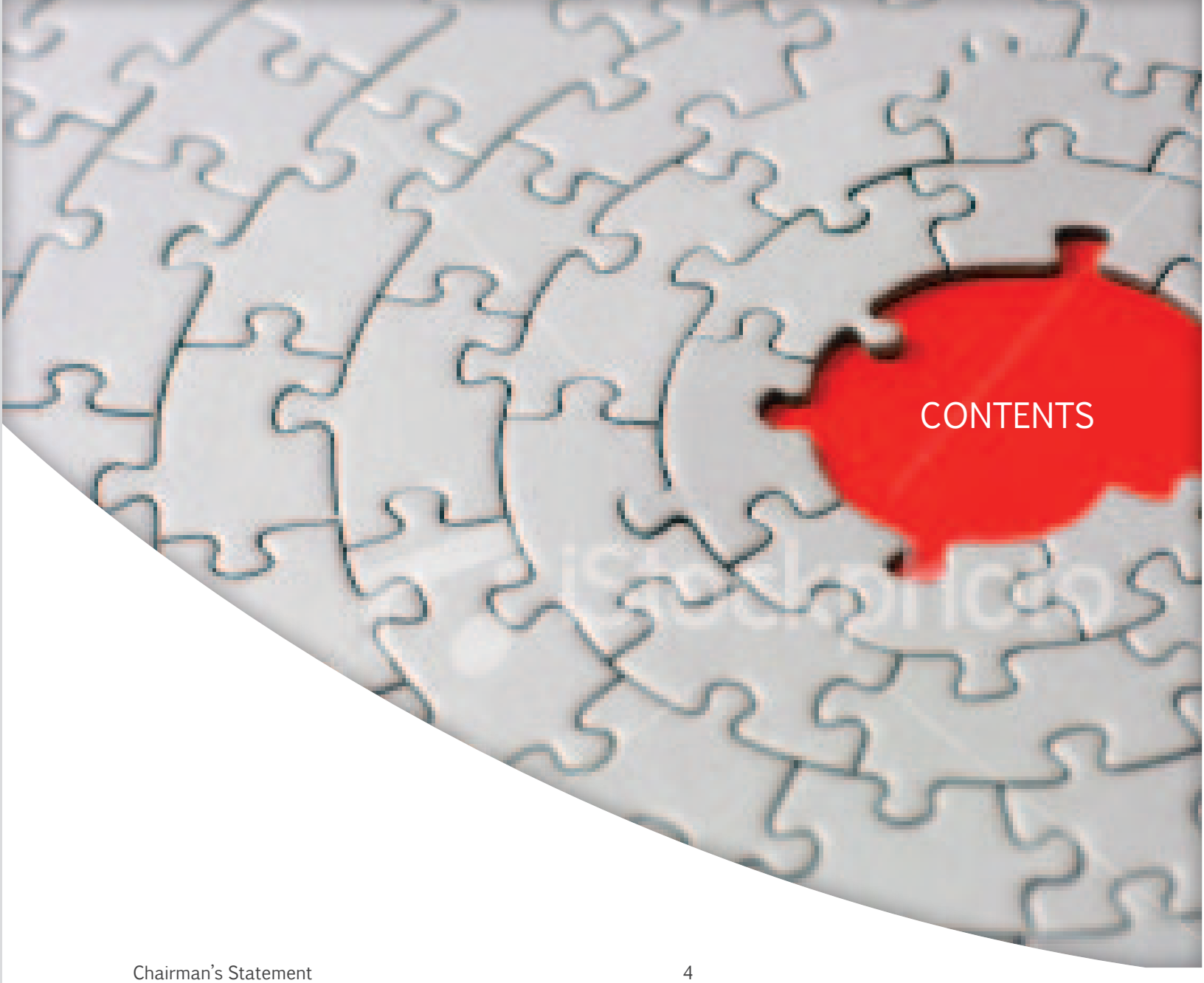
FASHION ::

SPA AND WELLNESS ::

AUDIO-VISUAL ::

FANCY FOOD

Annual Report 2008



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CHAIRMAN'S STATEMENT

Samuel J. Chandler
CHAIRMAN OF THE BOARD OF DIRECTORS

Challenging Economic Environment

The pace of change quickened in 2008. The signing of a Contribution Agreement in May 2008 triggered the release of funds for the implementation of Phase 2 of the Caribbean Trade and Private Sector Development Project (CTPSDP). This enabled the recruitment of 5 new members of staff and the launch of several new initiatives. These included notably, the Grants Scheme and specific programmes for new sectors – for example ICT, Creative Industries (Film and video) and Health and Wellness Tourism. Despite some controversy, the signing of the CARIFORUM-EU Economic Partnership Agreement towards the end of the year, ushered in a new era of CARIFORUM - EU relations. This Agreement is expected to have a significant impact on all other regional trade agreements and is already generating regional debate and re-thinking about the relevance or urgency of implementing the CARICOM Single Market and Economy (CSME).

The most important global development in 2008 was: the election of a charismatic, black President

of the United States, bringing with him a message of hope, optimism and determination for change and a promise of a greater level of partnership in America's dealings with the rest of the World. The other major development has been the rapid worldwide economic decline, preceded by a spike then a decline in commodity prices and closely linked to the accelerating decline in the stability of the developed World's banking institutions. The latter was caused by their exposure to the unraveling, sub-prime mortgages in the United States. This unprecedented and unpredictable phenomenon has in turn led to related declines in real estate prices, in consumer confidence and consumer demand and in turn to a decline in industrial production. This crisis quickly spread to all major industrial countries.

The impact on the Caribbean, although somewhat limited at first, began to be evident towards the end of the year and was expected to result in increased levels of unemployment, declining foreign exchange revenues and foreign investment, as tourist visitor numbers decline, and/or their spending power is reduced.

This difficult global environment places new pressures on Caribbean Export, requiring increased performance and delivery, at a time of weak global and regional markets.

Strengthened Corporate Governance

During 2008, Caribbean Export continued to strengthen its corporate governance: I am pleased to report that the 2008 Annual Report contains the requisite Financial Statements for the period under review. This reflects a monumental effort by the relevant Agency staff to resolve outstanding issues related to much earlier years, particularly related to un-audited accounts in its Sub-regional office.

This development now places Caribbean Export in a good position to meet its obligations under its enabling agreement to report annually to its stakeholders. This will be the first time it is able to do so in many years.

Improved Finances

Member States responded well to Caribbean Export's call for an improved level of financial support and the Agency collected some BDS$2,287,222.00 during the year. This represented the highest level of contribution payments ever and facilitated the Agency returning to a positive bank balance, after several months in overdraft. The role of Board Members in achieving this improved level of performance is to be commended, but redoubled efforts will be needed to ensure that the Agency does not slip back into financial difficulty. Those few member states which failed to meet their financial obligations to the Agency in 2008 are urged to make a special effort to do so in 2009.

Changes in the Board of Directors

During the year, the Agency said farewell to its director from Belize, Mr. Jeffery Locke.

EXECUTIVE DIRECTOR'S REPORT

Philip A. W. Williams
EXECUTIVE DIRECTOR

During 2008, the Agency made good progress with the three matters which I consider to be critical to the further success of Caribbean Export in its mission of helping CARIFORUM Member States to increase their exports and investment.

- The Agency welcomed five new members of staff, under Phase 2 of its Caribbean Trade and Private Sector Development Project (CTPSDP) project. This represents almost a 30% increase. The new staff have been absorbed almost seamlessly into the corporate fold and have already begun to make a significant impact on the performance of the Agency. Major initiatives have been started in the areas of Trade Policy, Grants Processing and Services Sector Development.

- The recruitment of new staff has greatly strengthened Caribbean Export's technical capacity. As a result, the Agency begins once more to have the critical mass of skills required to meet the needs of its stakeholders.

- As noted in the Chairman's statement, there has been a noticeable improvement in Member States payment of their contributions and the positive involvement of Board Members in the work of the Agency is evident. This is very helpful in lifting the morale of the Agency's staff.

- The signing of the Contribution Agreement with the EU under Phase 2 of the CTPSDP has greatly facilitated the work of the Agency. Technical assistance from TFO Canada and Caribbean Development Bank (CDB) were also much appreciated. As in previous years, FirstCaribbean Commercial Bank continued its generous support for the Caribbean Gift and Craft Show (CGCS 2008). However, major new levels of support are still being sought to ensure that the Agency is able to maintain and strengthen its level of delivery to its stakeholders.

Efforts to raise the Agency's profile amongst its stakeholders have begun to yield some dividends: there is a significant increase in the level of electronic traffic with the Agency's website and requests for information and support have multiplied. However, the turnover of key officials in partner institutions, demands a constant effort by Caribbean Export to ensure that its aims and objectives are known and that its work is recognised. To keep pace with technological developments, the Agency must constantly seek new methods of outreach and advocacy.

A highlight of the Agency's year was the formal signing of The Agreement with the European Union (EU) which brought phase two of the Caribbean Trade and Private Sector Development (CTPSDP) into operation.

EUR 6.883 million of this EUR 7.9M programme has been allocated to Caribbean Export for implementation of specific projects from May 2008 – May 2010.

The main objective of the CTPSDP programme is to contribute to the gradual integration of CARIFORUM countries into the world economy and by so doing enhance regional economic growth and thus help to alleviate poverty.

The programme is to increase the international competitiveness of the private sector in CARIFORUM Member states and to help the potentially more competitive sectors. It will support improvement of the trade environment as well as the institutional strengthening of business support organisations (BSOs) to enhance the range and quality of services delivered to their members and clients.

The expected results of the project are:

1. Increased competitiveness of firms through market expansion and export diversification support.

2. A vibrant Caribbean Business and Investment Support Network with strengthened Business and Investment Support Organisations

3. Greater cooperation between the CARIFORUM business sector and that of the French and Dutch Caribbean territories (DOMs and OCTs).

4. Increased contribution by the Caribbean business sector to the improvement of the regulatory environment for private sector development in the region through the publication of an annual report on the state of the Caribbean regulatory environment for the private sector as well as on regional foreign direct investment (FDI). This report will be presented to an annual meeting of concerned stakeholders.

5. Assistance with Economic Partnership Agreement (EPA) preparation and implementation.

The Agency's implementation strategy is to integrate the project activities into its work plan through the Contribution Agreement now signed between the European Commission (EC) and Caribbean Export. This is a major step forward for the relationship between the EC and Caribbean Export, since it allows the Agency to use its own procedures and rules, which have been audited and approved by the EC.

The Annual Report 2008 continues to focus on the work undertaken and the results achieved within its four broad objectives, during the year. The body of the report is preceded by our Vision and Mission statements and is followed by a short section looking ahead to 2009.

VISION & MISSION STATEMENTS

Our Vision

To be recognised as the premier regional organisation for trade and investment development and promotion.

Our Mission

To increase the competitiveness of Caribbean countries by providing quality trade and investment development and promotion services through effective programme execution and strategic partnerships.

During a facilitated session held during January 2008, the agency agreed on its vision and mission statements...

CARIBBEAN EXPORT, DELIVERING ON GOALS & OBJECTIVES

During 2008, Caribbean Export engaged more stakeholders than ever before, including more than 400 firms, more than 50 Business Support-Organisations (BSOs), willing donor agencies and a host of individuals from all 15 CARIFORUM member-states. The pages that follow describe some of the agency's activities in more detail.

GOAL #1

Greater integration of CARIFORUM countries into the multilateral, regional and bilateral trade and investment arrangements

Most of Caribbean Export's efforts under this goal were centered on the Economic Partnership Agreement (EPA) with the European Commission. The Agency's stakeholders, particularly at the level of the firm, expressed concern about their lack of knowledge about the implications of the agreement. The business community became particularly anxious for information as the date for signing approached and immediately after the agreement was signed in October 2008.

✳ ACTIVITIES

Strengthening Relations of CARIFORUM with French, Dutch and Other EU Countries and Territories in the Region

Caribbean Export hosted and chaired the 3rd Meeting of the CARIFORUM/FCORs/OCTs Task Force on Trade and Investment in Santo Domingo, Dominican Republic on December 05, 2008. The mandate of the Task Force is to deepen the level of cooperation between the CARIFORUM Member States and the French Caribbean Outermost Regions (French Guyana, Guadeloupe and Martinique), as well as the Other Countries and Territories of the European Union. This mandate is in keeping with one of the main objectives of the CTPSD, which is to increase the competitiveness of firms and sectors in CARIFORUM Member States through market expansion and export diversification.

The meeting was attended by representatives from the CARIFORUM Secretariat, the Caribbean Association of Industry and Commerce, the Caribbean Regional Negotiating Machinery, the Export Development Unit of the OECS Secretariat, the Department for Development Cooperation as well as the Directorate of Economic Affairs of Curacao and the Department of Trade and Commerce of the British Virgin Islands. There was also the participation, via conference call, of the representative from the Regional Council of Martinique.

The meeting sought to update members on the progress achieved by the task force so far and to develop an agenda for 2009. Participants welcomed the recent signing of the CARIFORUM-EC Economic Partnership Agreement and drew attention to the opportunities and challenges that this new trade and investment framework would offer to businesspersons from the Region.

Issues discussed at the Meeting included:

- The identification of priority sectors to improve the terms of trade and investment flows between CARIFORUM, FCORs and OCTs
- The need to better facilitate movement of goods, services and persons within the region
- Upcoming trade missions
- The SME Enterprise project
- Possible action to promote sports tourism
- Alternative energy
- Water conservation and treatment
- Education services and mutual recognition for professionals

GOAL #2

Enhanced competitiveness of firms

In 2008, Caribbean Export established the enhanced competitiveness of firms as a central goal, having particular regard to the signing of the EPA and the concern of small and medium-sized enterprises (SMEs) regarding its impact on their business.

✳ ACTIVITIES

Handicraft Product Development Workshops Build Capacity

Over 250 SMEs in the handicraft sector received training through a series of preparatory seminars and workshops hosted during the year by the Agency in collaboration with the Caribbean Development Bank and national Business Support Organisations (BSOs). Workshops were held in 9 CARIFORUM countries: Saint Lucia, Belize, St. Kitts and Nevis, Barbados, Grenada, Guyana, Dominica, the Bahamas, and Suriname. Facilitated by regional and international designers, the seminars focussed on 'Product Development for Export'. Participants were introduced to North American market trends and ideas. Participants were also exposed to techniques for the creation of new benchmarks for design.

"Onsite Caribbean" Line of Handicraft Launched

The year-long Caribbean Giftware Sector Support Project was supported by the Trade Facilitation Office of Canada (TFO Canada) and resulted in the development of the "Onsite Caribbean" Line of Handicraft products. The project included product development workshops, product launches and trade promotion activities for seven CARIFORUM companies. The selected companies were Luna Designs and Navazoe from Barbados; the Kalinago Community and Caribbean Creative from Dominica, Femmes en Democratie from Haiti and Nanny of the Maroons and Big Daddy Craft and Leather from Jamaica. Detailed information is available at http://www.onsitecaribbean.com, which contains images of the product line, information on the partners and launches and an email link.

PHOTO – onsitecaribbean.com

A high point of the project was a reception and showcase hosted by the Design Within Reach store in Toronto in mid-October, for selected buyers and the general public which brought some high profile attention to the 'Onsite Caribbean' launch

and provided the opportunity for companies to deal directly with interested buyers. Design Within Reach (DWR) is an American design retailer with over 70 flagship stores across the US and a respected online presence. The Toronto store is the first in Canada and this expansion is the result of significant numbers of Canadians buying online at DWR. Partnering with the retailer has increased the opportunity to expose the products, the companies and the collection.

The launch has resulted in:

- Post-project retail partnership being established with Design Within Reach. This has led to a launch event and continuing interest in carrying Tobacco Vase product line from Haiti

- Media coverage of Onsite Caribbean via Design Within Reach website plus as a featured project in an article entitled "Worldly Goods: Tables, Chairs and Plates with a Sense of Place" New York Times Magazine, Design Fall 2008 Issue. The project and opening were also included on the following international design blogs: www.treehugger.com, www.designboom.com, http://innovstrategy.blogspot.com

- Direct sales to interested buyers and individuals during and after the event

- Interest by Umbra Plus to represent and showcase the collection as part of their booth at the International Contemporary Furniture Fair New York in May 2009

The 'Onsite Caribbean' project has done well with consistent presentations of the collection. It is difficult to gain presence in the marketplace for new high quality collections and it often takes a number of consistent efforts. It therefore makes sense to continue building on the presence this project has already established in Toronto and more widely in the US through the connection with DWR. Future plans include showing the final collection at the Interior Design Show, February 5 to 8, 2009 in Toronto, Canada.

Highlighting Potential for Caribbean Health and Wellness Tourism

As part of its efforts to build Caribbean capacity for trade in services, the Agency continued its collaboration with the Trade Facilitation Office of Canada (TFO Canada) during 2008 on a programme of activities to support and augment trade in services. The decision to focus on Health and Wellness tourism was a direct response to the 2007 Strategic Marketing Plans for the Promotion of Professional Services Exports.[1] These studies for 4 countries (Barbados, Dominica, Saint Lucia, Trinidad & Tobago), suggested that they could achieve US $150 million in health and wellness tourism revenues over the next 5 years. This sector would include medical treatment, spas and alternative medicine, diagnostic and research services and nursing and care for the elderly. It was determined that the Health and Wellness sector specifically the medical and/or medical spa tourism would be the primary focus of the programme, as it represents a rapidly growing segment in the Canadian market.

1 These studies were prepared for the respective Governments and the Caribbean Export Development Agency by Emerging Market Economics Ltd. With the assistance of the Commonwealth Secretariat, January 2007

Export to Canada Seminar

A Seminar on Exporting Services was conducted from March 31 to April 02, 2008 in Barbados. It was a workshop oriented event which allowed for abundant exchange of information on various markets in Health and Wellness including Canada, Asia, and most importantly, the Caribbean (with 13 countries represented and 11 presenting their country's Health and Wellness Tourism profiles). It was attended by over 80 participants including service oriented private companies and Business Support Organisations, regional and Canadian dignitaries and representatives of Canadian companies.

According to The Honourable Richard Sealy, Minister of Tourism, Barbados, "Health and Wellness tourism is growing at a higher rate than that of global tourism which is the fastest growing industry in the world. So we need to add that niche to our other offerings – conference tourism, sports tourism, heritage tourism and weddings."

Dr. The Honourable David Estwick, then Minister of Health, Barbados, in his keynote address stated that "in pursuing a health tourism strategy, Government policy will place attention on improving quality across all institutions as well as giving consideration to the types of services to be delivered."

Canadian Partnering Mission Visits

This phase saw the participation of four Canadian companies in a Partnering Mission to Barbados and Saint Lucia.

As a result of the Mission a number of partnering proposals are currently under discussion between Caribbean and Canadian organisations. Partnership opportunities are currently being explored including possible public sector/private sector partnerships and patient referrals to regional medical clinics.

Promoting Caribbean Specialty Foods

The flavour, taste and aroma of Caribbean food and culture were on display in the Caribbean Pavilion at the 54th edition of the Summer International Fancy Food and Confection Show.

The Show which was held from June 29 – July 1 at the Jacob Javits Centre in New York, is the largest and the single most important forum for exporters to meet trade buyers in the mainstream New York market and take advantage of this window of

According to Sam Kruiner, Caribbean Export's Show Coordinator, "The Caribbean Pavilion provides exhibitors (exporters and potential exporters) with the opportunity to exhibit and promote their products in addition to attracting buyers from across North America." Mr. Kruiner also stated that, "buyers often seek out the Caribbean Pavilion to discover what is new, track companies and meet existing and new suppliers. The Pavilion is also a 'must see' for the trade press who provides the exhibitors additional publicity in the media and specialty publications."

opportunity to promote their products. In addition, there is a large ethnic (Caribbean) community in the New York area with a structured importer/distributor network reaching many of the small and medium size retailers and supermarkets in this area.

There were thirteen companies and 100 authentic Caribbean products exhibited including Calypso Rum Cakes and Jay's Enterprises Inc of Barbados; Grace Foods International, B.A.B.A Ltd, Central Food Packers Ltd, West Best Foods Ltd, Value Manufacturing Ltd and The Pickapeppa Company Ltd of Jamaica; and KC Confectionary Limited, Matouk International, USA and RHS Marketing of Trinidad and Tobago and USA Dave West Indies Imports Inc (a distributor of Caribbean food products based in the USA), showcased their products at the Show.

The most successful specialty food exporters in the Caribbean have established a foothold in the US market through participation in this Show. These companies continue to support the need for a Caribbean Pavilion and agree that exhibiting as a regional group allows maximum exposure and promotional benefits.

Exploratory Mission to Europe for Caribbean Film and ICT

In partnership with the Caribbean Association of Industry and Commerce (CAIC) and the Caribbean Regional Negotiating Machinery (CRNM), the Agency led a mission to Europe during September 15-19 to explore business linkages in the Information and Communications Technology (ICT) and Creative Industry sectors. As part of the preparatory training and selection process, 60 CARIFORUM business persons in the ICT and Creative Industry sectors participated in a two-day training seminar in Trinidad and Tobago at the Crowne Plaza Hotel on July 23-24.

This workshop was followed by an exploratory mission for the regional Film and Information and Communications Technology (ICT) sectors to Europe. This BIZCLIM sponsored mission was facilitated by Caribbean Export, CAIC and the CRNM.

The participants who were drawn from six CARIFORUM countries first visited Brussels, Belgium for meetings with several institutions that facilitate trade between Europe and the Caribbean including the European

Union, BizClim, ProInvest, Tradecom, The African Caribbean and Pacific States (ACP) Secretariat and CARICOM Embassies.

The ICT delegates then continued to London for a series of meeting with UK companies in that sector while the film delegates went on to Madrid, Spain for meetings with institutions and companies in the audio-visual sector.

Mission participants found the trade mission productive with a number of opportunities to be developed.

Jamaican Damali Little-White of Guru Films and Mediamix Ltd described the trade mission as "a very informative experience" and emphasised that the tour had highlighted the importance of a regional approach to the development of the audio-visual sector.

CEO of the Trinidad and Tobago Coalition of Service Industries – Francis Delpesh described the mission as "a big first step in penetration of the European markets for Cariforum service providers in the areas of ICT and film."

Alison Saunders of Blue Waters Productions, Barbados observed that the mission had exposed the film and video producers from Jamaica, Barbados, Trinidad and the Dominican Republic to several opportunities for development of the sector especially in the area of co-productions and selling of production services but emphasised that this was just a first step with many hurdles still to be overcome.

President and CEO of Digital Transtec Ltd, Lorna Greene of Jamaica also found the trip useful. "The mission achieved success as it allowed business persons from the Caribbean to network with each other and interact with UK firms which could have significant value as business partners in the future" she said.

15th Caribbean Gift and Craft Show

The fifteenth staging of the Caribbean Gift and Craft Show (CGCS) took place at the Sherbourne Conference Centre in Barbados between October 2 and 5, under the theme *"Celebrating Handmade Designs and Caribbean Traditions."* Since its inception (as the Caribbean Craft Marketplace), CGCS has maintained its reputation as the premier regional showcase of Caribbean artisanal products in the gift, craft and fashion sectors. It is a success story of regional cooperation, trade promotion and micro small and medium enterprise (MSME) development and has consistently impacted the livelihoods of regional artisanal producers through sales, orders, promotion and networking with other businesses and regional and international buyers in order to expand market access for their products.

The strategic objectives for 2008 were to:

- Make design the key focus of the show
- Increase the number of trade buyers
- Increase the number of exhibitors
- Secure exhibitor participation from all Member States and Associate Members of CARIFORUM and selected countries in the ACS
- Attract new exhibitors

Results

A record number (268) companies occupied the 220 available booths. These companies came from 23 countries in the greater Caribbean region. All CARIFORUM countries as well as Martinique, Guadeloupe, Cuba, Curacao, St. Martin and St. Maarten were represented.

The number of new exhibitors (146) surpassed projections, with Barbados (42), Guyana (32) and Jamaica (21) producing the highest number of new registrants.

195 trade buyers attended the show, 14 of whom came from extra-regional markets (Bermuda, Canada, UK and US). The special buyer incentive package was not as successful in attracting buyers to the show and this continues to be a source of concern.

Eight companies showcased their designs in the 'Embracing Design' Division, with the Barbados Community College Fine Arts Division and a special exhibit 'Think Design' from the Design Centre of the Barbados Investment and Development Corporation leading the way. Six countries and 96 artisans were the beneficiaries of preparatory seminars whose special focus was 'Product Development for Export.' New award categories were introduced for 'Best Design School', 'Best New Designer' and 'Best in Show.'

	BEST OF SHOW AWARD Winners
Best New Product/ Product Line – Gift and Craft	Things Jamaican, Jamaica (Frazer's Ceramics' New Breadfruit Line)
Best New Product/ Product Line – Fashion	Kuumba Designs, Saint Lucia
Best Booth	Exclusive Cottons of the Caribbean, Barbados
Best Design School	Barbados Community College, Barbados (Graphics and Communication)
Best in Show	Angelique Custom Creations, Barbados
Best Creative Packaging	Fondo Cubano de Bienes Culturales, Cuba (Cohiba Leather and Wood Cigar Cases)
Best New Designer	Wilma's Originals, Suriname
Best Handcrafted Product	Image of Likeness Art Gallery & Studio, Guyana (Ceramics)

CGCS Best Design School – Barbados Community College

The Bachelor of Fine Arts (BFA) in **Graphic Design** encourages professional development through research, creativity and practice, theory, critical analysis and networking. Students hone their skills on the programme, and apply what they have learnt to the **'real world'**. **'Live'** projects are an integral part of the programme, and as part of their professional development each student participates in an Internship. The Graphic Design Department is proud to be affiliated with a number of printers as well as advertising and design agencies which include Acute Vision, BCB Communications, Designers Coast, G&A Communications, Miller Publishing, Red Advertising, SOJE Lonsdale, Virgo Communications and 809 Design Associates. The culmination of the degree is marked by a production of work, which is presented at the graduating Portfolio Exhibition. Graduates have filtered into areas such as graphic communication, photography, copywriting, advertising, illustration and motion based fields.

E-mail: bccgraphics@gmail.com

Web Site: www.geocities.com/bccfinearts

The programme provides opportunities for students to work on live projects in the field of design as well as participate in competitions. In addition, students work as interns with an organisation, exposing them to the knowledge and skills to be gained from real world experiences and helping them to mature and reflect on their field of study. Students are introduced to individual specialist skills, for example, editorial design, illustration, photography, motion design,

typography, packaging, advertising, etc. At the advance level the student negotiates professional quality project briefs and is encouraged to problem solve in a lateral manner. The programme equips students with professional presentational skills – (visual, oral and written) and enables them to work under pressure and meet deadlines. By the end of the programme, students have developed a full range of transferable skills that will benefit students' immediate careers and enable life-long learning. Students are keen to engage with the full spectrum of the graphic design industry in a confident and professional manner. Students have a successful portfolio and have participated in a group exhibition.

Barbados Community College display booth at CGCS 2008.

The objectives of the programme are to:

- enhance students' visual communication skills
- guide students in developing an extensive personal portfolio
- develop professional presentation skills as designers
- develop students' capacity for critical and innovative thinking
- develop the capacity and appreciation for collaborative production
- foster reflective practice
- prepare graduates for employment in the fields of visual communication
- prepare graduates for postgraduate study
- foster a greater appreciation of visual culture
- provide an awareness of the historical and contemporary art world

Enhancing Competitiveness through the Direct Assistance Grant Scheme

Thirty-four applicants from 6 countries (Barbados, Dominican Republic, Haiti, Jamaica, Suriname and Trinidad and Tobago) were awarded funds valued at BDS $2.3 million. The sectors assisted were audio-visual, apiculture, manufacturing-chemicals, minerals, tourism-research and development, marketing, architecture, information communication and technology (ICT), handicraft, film, agro-processing and architecture. During the period under review, a total of 129 applications were received for 1st Call for Proposals for the Direct Assistance Grant Scheme (Regular and Accelerated Procedures): 94 for Regular and 35 for Accelerated Procedures.

The Direct Assistance Grant Scheme focuses on enhancing the competitiveness of firms in CARIFORUM by providing direct financial support to increase exports. All businesses in the region that have the potential to export their products or to increase their

exports may benefit from the Scheme. Priority is given to companies involved in new sectors such as Creative Industries, Health & Wellness, Information & Communication Technology (ICT) and Professional Services generally. Firms undertaking projects or activities that are innovative (i.e. development of new products, Intellectual Property Rights, strategic alliances, etc) are also given preference.

The 2nd Call for Proposals will be published in February 2009. To attempt to demystify the grant application process and procedures a series of grant proposal writing workshops will be held. They are aimed at increasing firms and BSOs technical capacity in grant proposal writing.

GOAL #3

Strengthened institutional capacities

Strengthening the capacity of partner institutions facilitates Caribbean Export's efforts to reach more of the region's SMEs and helps the Agency to operate more efficiently. During 2008, the Agency was involved in a number of activities that were instrumental in moving the development of Business Support Organisations (BSOs) and their associated SMEs forward.

✳ ACTIVITIES

Exposure to Best Practice in Ireland

In mid-October, 2008 Caribbean Export organised an important study tour to Ireland for senior regional trade and investment promotion officials to learn first-hand of the factors responsible for the sustained success of the Irish economy over the last two decades. Officials from seven of the fifteen CARIFORUM member states, including the investment promotion officer for Barbados stationed in London, participated.

The group had meetings with the three agencies that share responsibility for the development of Ireland's industrial infrastructure: Forfás (www.forfas.ie), the Irish Industrial Development Authority (www.idaireland.com) and Enterprise Ireland (www.enterprise-ireland.com). The study tour was facilitated by Mr. Peter Bennett, an Irish consultant with over thirty years trade development experience.

As a follow up to this highly informative study tour, Caribbean Export organised a mission by Peter Bennett to Barbados, Guyana, Trinidad and Tobago, Dominica and the Dominican Republic (five of the seven member states involved in the study tour). This mission was to reinforce the key messages learned from the study tour and to expose a wider group of regional officials to the Irish experience. Mr. Bennett also made a presentation at a Caucus Meeting of the Agency's Board of Directors.

GOAL #4

Coordination/Strengthening of regional networks

The strengthening and/or establishment of regional networks (e.g. sector associations) are imperative if firms are to successfully compete globally and locally, against an ever-increasing presence of international firms. Also, there is need for better coordination of the myriad regional and national trade and investment development projects in the region.

✳ ACTIVITIES

Meeting in DR Explores Opportunities with Europe for Furniture, Complementary Decorative Items, and Contract

In association with PROINVEST, the Agency sponsored the CARIFORUM-EU Sector Partnership Meeting for Furniture, Complementary Decorative Items, and Contract was held in Santo Domingo, Dominican Republic, on March 10-12.

The project targetted small and medium-sized enterprises (SMEs) of all CARIFORUM Countries and was jointly implemented by the Agency and the following eight Business Support Organisations:

- Confederación Dominicana de la Pequeña y Mediana Empresa, (CODOPYME), Dominican Republic
- Jamaica Manufacturers Association (JMA), Jamaica
- Belize Trade Investment and Development Agency (BELTRAIDE), Belize
- Guyana Office for Investments (GOINVEST), Guyana
- Italian Giftware Association,(IGA), Italy
- Chamber of Kavala, Greece
- Interco Aquitaine, France and
- Union de Exportadores de Muebles y Afines del Centro de España, Spain

Sixty-six enterprises participated in a successful Sector Partnership Meeting and at least 23 potential agreements were initially reported. In addition, 15 formal Letters of Intent and one draft Collaboration Contract was received by Caribbean Export. Another positive and unexpected outcome of the Sector Partnership Meeting was the establishment of a follow-up Committee for the “Contract” operations.

At the request of CAIPA members, Caribbean Export Assumes Responsibility as the Secretariat

The first meeting of the Board of the Caribbean Association of Investment Promotion Agencies (CAIPA) was held on May 26 at the United Nations House in Barbados. Mrs. Lisa Bell, Executive Director of Services, Jamaica Trade and Invest, chaired the meeting.

CAIPA is an umbrella organisation that will facilitate collaboration between regional investment promotion agencies (IPAs), with the aim of strengthening the region’s visibility as an attractive destination for foreign direct investment (FDI).

Membership of CAIPA is open to all CARIFORUM Member States as well as the Dutch OCTs, French

CAIPA Photo

Outermost Regions, Anguilla, British Virgin Islands, Cayman Islands, Turks and Caicos Islands and Cuba.

Workshop on Foreign Direct Investment (FDI) Attraction in the Caribbean

The Honourable Christopher Sinckler, Minister of Foreign Affairs, Trade and International Business, Barbados, was the featured speaker at the opening ceremony of the Workshop on Foreign Direct Investment (FDI) Attraction in the Caribbean on Tuesday May 27. The event was jointly organised by Caribbean Export and the Trade Facilitation Office Canada (TFO Canada) in Barbados.

The three-day workshop (May 27 – 29) was designed for personnel of investment promotion agencies (IPAs) from CARIFORUM Member States, the Cayman Islands and St Maarten also participated. The workshop provided training on a structured approach to FDI promotion, as well as specific marketing techniques to help IPAs become more competitive in attracting foreign investors. Participants returned to their agencies with a better understanding of how to:

- Design sector or market specific FDI attraction programmes
- Develop and present a case for investment into their country
- Identify, screen and target investment prospects
- Service interested investors, both in-market and in the country

Mr. Paul Desbiens, former Director of Investment Partnerships and Mr. George Woods, former Senior Officers at the Invest in Canada Bureau facilitated the workshop. They shared with participants their experiences with the Canadian FDI partnership, as they related to the Caribbean.

Dr. Michael Mortimore, Chief, Unit on Investment and Corporate Strategies, UN Economic Commission on Latin America and the Caribbean (ECLAC) also addressed participants on "Globalisation and Foreign Direct Investment Policies: Where is Latin America and the Caribbean?"

1st CARIFORUM-European Union (EU) Business Forum

Caribbean Export, in collaboration with the CAIC and the CRNM hosted the 1st CARIFORUM-European Union (EU) Business Forum in Barbados on November 24-25. The Forum was attended by approximately 100 business people from the Caribbean and Europe.

The CARIFORUM-EU Business Forum is a European Commission and ACP Secretariat supported initiative. It is intended to build private sector capacity in the Caribbean Region by providing a platform to facilitate dialogue between entrepreneurs and investors from the Caribbean and Europe. The principal objective of the Forum was to identify the

business opportunities for trade, as well as to attract foreign direct investment.

It focused on professional services: Information Communications and Technology (ICT) and Creative Industries – film and video, architecture and interior design. High ranking officials and business representatives from both regions participated. The Forum provided Caribbean business persons with an opportunity to network and seek new partnerships in the European and CARIFORUM markets.

The EU-CARIFORUM conference ended with a number of recommendations from the three designated sectors of Architecture, Audio-visual, and Information and Communication Technologies (ICTs).

The Business Forum was a follow-up to a successful trade mission to Europe held for Caribbean business persons in the Audio-Visual and Information Communications Technology sectors.

A key conclusion was the need to find ways to reap benefits from the relationship between the producers, distributors, and Caribbean consumers in the region and abroad. All sectors recommended more knowledge and information exchanges as well as developing an audit of skills in the region and the forming of regional industry associations in the various sectors.

Participants from the audio-visual sector also proposed exploration of a Caribbean Film Showcase by 2010, a Caribbean Film Commission and a Caribbean Co-production Fund. They also wanted to see more investment and proposed a feasibility study on the establishment of a Pan-Caribbean Collection Agency for the sector.

Support to the Management Consulting Industry through a Strategic Alliance with the Caribbean Institute of Certified Management Consultants (CICMC)

During 2008, Caribbean Export forged an alliance with the Caribbean Institute of Certified Management Consultants (CICMC) headquartered in Barbados to provide support to management consulting industry. This alliance resulted from a convergence between the Agency's mandate to increase the competitiveness of Caribbean firms, as well as its goal to strengthen the institutional capacity of BSOs, with CICMC's mandate to establish a professional organisation that aggressively mobilises its members and enhances their ability to serve clients according to global standards of excellence and ethics. The strategic alliance with CICMC was also timely as CICMC, through its membership in the International Council of Management Consulting Institutes (ICMCI), has the authority to certify Caribbean management consultants with the Certified Management Consultant (CMC) designation. This designation, which is accepted in 45 countries worldwide, would enhance the credibility of regional consultants.

As a result of its affiliation with the international body, CICMC was awarded the privilege of hosting the inaugural ICMCI Americas Hub meeting, in conjunction with Caribbean Export. The conference

Caribbean Export commissioned a study to be undertaken by the firm Nathan EME (London) with the following objectives:

- *To provide a status report on the industry in the region*
- *To utilise the findings of the study to assist in developing a regional strategy for the region, highlighting constraints to growth and opportunities for development*
- *To assist with the setup of a database of consultants*

was held November 26-28, 2008, and was very successful, bringing together more than 80 management consultants from 12 Caribbean countries and 5 international countries, including Canada, Europe, and the United States. It sought to facilitate membership development; strengthen the institution by creating brand awareness, and provide exposure for the Caribbean management consultancy industry.

Highlights of the America's Hub Conference:

- Twenty speakers and expert panelists including the Honourable Minister Christopher Sinckler, then Minister of Foreign Affairs, Foreign Trade and International Business, Barbados, the former Prime Minister of Barbados, the Honourable Owen Arthur, the Chairman of the global body governing management consulting institutes, Mr. Brian Ing, and heads of regional and national organisations. The speakers and panelists expressed a high degree of satisfaction with their involvement and continue to refer to the opportunities and insights obtained at the conference

- More than 20 organisations participated in marketing, sponsoring and endorsing the conference and its objectives. These together with others have expressed an interest in further collaboration with CICMC

- CICMC doubled its membership and application flow has increased as a result of the impact of the conference

- Jamaica and Trinidad and Tobago began the process of establishing national chapters

- A Memorandum of Understanding (MOU) was signed with Universidad IberoAmericana (UNIBE) in the Dominican Republic to establish an accredited certificate programme linked to ICMCI requirements for certification

- The CARICOM representative, Mr. Timothy Odle, pledged his assistance in helping to establish the CMC as the regional standard for management consulting

- Centre for the Development of Enterprise (CDE), an EU-funded organisation selected four (4) CICMC members to participate in training related to a new diagnostic tool to assist with SME development

LOOKING TOWARDS THE FUTURE, 2009 AND BEYOND

A major weakness of developing countries is their failure to plan effectively for the medium and long term. The Caribbean is no exception to this rule.

Despite some inspired early efforts at development planning, this has not been sustained. There is no sense of a grand vision or strategy for the future of the region as it relates to trade and investment promotion and development which might inspire and drive Caribbean Export's strategy. As we face an increasingly hostile and uncertain global economic environment serious planning becomes an imperative.

As the regional trade and investment development and promotion organisation of the Forum of Caribbean States (CARIFORUM), Caribbean Export Development Agency must continue to help increase the competitiveness of Caribbean countries. Caribbean Export's approach to 2009 recognises change and sets out to respond accordingly. With funding under the 9th European Development Fund, the Agency has outlined a detailed programme that supports its partners and ultimate beneficiary firms. These include trade promotion organisations, investment promotion agencies, and the business community (private sector).

In response to the increasing nature of global competitiveness in the region, the Agency has designed a series of workshops tailored to interests of the business community, and direct assistance grants, which assists firms in their development. The aim is to ensure progress in keeping with international best practices. In response to the need to identify new opportunities, the Agency is committed to establishing linkages with institutions of higher learning, and incorporating them into strategies for business innovation and creativity.

Caribbean Export is committed to the continued development of priority sectors, which includes architecture and interior design; energy and environment; film and audiovisual; health and wellness tourism; information and communication technology; and management consulting. New sectors will be added as circumstances dictate and additional resources are identified.

The Agency will continue to develop a strategic planning process, with a view to presenting a medium term strategy for Caribbean Export to our stakeholders within the shortest possible time. We see this as a critical element in the Agency's demand for continued commitment to our work by decision makers and also increased access to funding from donors and other development agencies.

Angelique's Custom Creations

Angelique Custom Creations was established in 2002 by Angela Went, one of the top jewellery designers of Barbados.

The focus of Angelique is to produce elegant high fashion jewellery that boasts a high level of craftsmanship, innovation and creativity. Angela, a self-trained jewellery designer and the recipient of several national awards in visual arts, has a passion for creating elegant, unique pieces of wearable art.

Top left: Angela Went receiving 2008 CGCS Best in Show Award from The Honourable George Hutson, Minister of Trade, Industry and Commerce, Barbados.
Bottom left: and Right: Angelique's Custom Creations display booth at CGCS 2008.

Calypso Rum Cakes

In 1998, Calypso Bakeries Ltd opened its headquarters just outside of the Barbados' capital city, Bridgetown. The name Calypso was chosen as it encompasses not only the island of Barbados, but also symbolises the spirit of the Caribbean.

"The finest ingredients, tradition and the heart-felt passion of the Caribbean make our rum cakes the most luxurious taste sensation."

With the production of the original flavour, Vanilla, Calypso Bakeries Ltd experienced immediate success throughout the island of Barbados. While the Vanilla is still the most popular customer choice, Calypso Bakeries quickly added new flavours such as Chocolate, Lemon- Ginger and Coffee, all flavours falling under the company's highest quality standard of true Caribbean taste.

In 1999, Calypso Bakeries established production compliance with international food safety standard, HACCP, a hazard analysis and control certification. It is a lso a FDA registered company giving customers worldwide peace of mind. This provides customers with the guarantee that the entire baking process, including vacuum sealing, boxing and wrapping, ensures highest quality standards.

The main ingredient that sets Calypso Bakeries' cakes apart from all the others is a 10-year aged Golden Rum, made and completely processed in Barbados. The pure form of this world famous rum is not available internationally. In fact, most islands buy their rum from Barbados and either bottle or mix it in their country. A combination of this highest quality rum and the company's commitment for highest cake moisture has made their product known worldwide. The production methods, such as hand-ladled glaze, are labor intensive differentiating Calypso Bakeries' cakes from any mass-produced item and giving you the authentic home-style Caribbean cake.

Grace Kennedy

Grace Foods International (GFI) is the primary subsidiary of Grace Kennedy Limited, with the mandate to market its products in countries around the world.

"To satisfy the unmet needs of Caribbean people wherever we live in the world."

The organisation began in 1969 as an export department within Grace Kennedy. In 1984, with a growing focus by Grace on the international markets, an independent company — Grace, Kennedy Export Trading Limited — was created focusing on export trading.

In December of 2002, Grace, Kennedy Export Trading was renamed Grace Foods International (GFI) to reflect a more accurate description of the international marketing focus of the organisation and its vision of building brands.

The company now has products that are manufactured exclusively for its international markets. The company has also modified its packaging to meet international regulations and changing consumer taste.

The Company markets its products in over 38 countries around the world. In 2006 GFI has embarked on a test-marketing programme in Africa starting with Ghana. These ventures, along with a continued programme of innovation, have resulted in continued growth for the organisation.

Matouk's International USA, Inc.

Matouk International USA Inc markets the MATOUK'S brand in the USA, Canada and northern Caribbean.

Matouk's

"Premium Caribbean Jams and Jellies"

Their products are readily available in all the major chain supermarkets, gourmet shops and through mail order companies. Their distributors are strategically located in major metropolitan cities throughout the USA and Canada.

The MATOUK'S Hot Pepper Sauces have received nationwide recognition with numerous articles in Playboy, USA Today and Gourmet Retailer. The company can also boast of having imported the first bottle of Caribbean hot pepper sauce into the USA thirty-seven years ago.

OUR STAFF

Head Office

From left to right

Carlos Wharton – Senior Trade Policy Advisor, Special Projects

Philip Williams – Executive Director

Head Office
Department - Operations

From left to right

Sonia Bowen – Technical Assistant (sitting)
Samuel Kruiner – Grant Advisor
Anthony Bradshaw – Manager, Operations
Paulette Murrell – Office Assistant
Juliette Murray – Financial Assistant
Kirk Brown – Senior Grant Advisor
Suzanne Sobers – Senior Financial Officer (sitting)
Cheryl Boyce – Administrative Assistant

Head Office
Department – Core Services

From left to right

Cora Lowe	– Research and Communications Officer
Veona Maloney	– Manager, Core Services
Undeane Padmore	– Technical Assistant
Ryan MacKlingam	– Webmaster and Database Officer

Sub-Regional Office

From left to right

Romily Thevenin – Research and Communications Officer
Quintino Torres – Messenger
Alan Ramirez-Risk – Deputy Executive Director
Rosanna Moratin – Administrative Assistant
Tonika Sealy – Senior Services Advisor

CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

FINANCIAL STATEMENTS

For the Year ended 31 December 2008

(Expressed in Barbados Dollars)

CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

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AUDITORS' REPORT

To the Directors of Caribbean Export Development Agency – Counterpart Governments

We have audited the accompanying financial statements of the Caribbean Export Development Agency – Counterpart Governments for the year ended 31 December 2008. This statement is the responsibility of the Agency's management. Our responsibility is to express an opinion on this statement based on our audit.

Management's Responsibility for the Financial Statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditors' Responsibility
Our responsibility is to express an opinion on these financial statements based on our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion
As set out in Note 2 (b) to the financial statements, the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect that change in accounting policy which, in our opinion, is not in accordance with International Financial Reporting Standards. Had the Agency restated prior year, assets would have increased by $326,818, liabilities by $1,733,566 and the general deficit by $31,889.

../2

ERNST & YOUNG

AUDITORS' REPORT (CONT'D)

To the Directors of Caribbean Export Development Agency – Counterpart Governments

In our opinion, except for the effect on the financial statements of the matter referred to in the preceding paragraph, the financial statements present fairly, in all material respects, the financial position of the Caribbean Export Development Agency – Counterpart Governments as of 31 December 2008 and its financial performance and its cash flows for the year ended in accordance with International Financial Reporting Standards.

Ernst & Young
CHARTERED ACCOUNTANTS

Barbados
5 June 2009

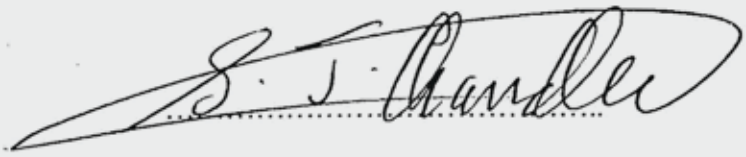
CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

Balance Sheet
As at 31 December 2008

	Notes	2008 $
Assets		
Cash on hand		828
Accounts receivable	4	1,000,050
Due from related funds	3	3,549
		1,004,427
Liabilities		
Bank overdraft	5	557,877
Accounts payable and accrued liabilities		85,617
Due to related funds	3	798,033
		1,441,527
General deficit		(437,100)
		1,004,427

The accompanying notes form part of these financial statements.

Approved by the Board of Directors on 5 June 2009 and signed on its behalf by:



CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

Statement of Income
For the Year ended 31 December 2008

	2008 $	2007 $
Revenue		
Antigua	37,326	123,591
Bahamas	179,883	77,610
Barbados	186,132	169,211
Belize	51,394	91,518
Dominica	35,872	-
Dominican Republic	293,734	300,350
Grenada	34,083	30,228
Guyana	121,314	106,393
Jamaica	475,818	-
Haiti	153,429	-
St. Kitts and Nevis	33,188	30,223
St. Lucia	33,188	30,190
Suriname	137,698	314,414
St. Vincent	34,005	-
Trinidad and Tobago	467,925	425,376
Short term funding	-	614,077
Other	19,492	42,805
	2,294,481	2,355,986
Expenses		
Accommodation and travel	12,712	20,389
Administration	61,283	88,733
Advertising	3,281	200
Audit	45,674	2,198
Business seminar	90,740	82,286
Health & Wellness Workshop	77,588	-
Closure costs	-	-
Fixed assets	-	12,620
Insurance	7,686	6,337
Interest and bank charges	54,564	115,827
Consulting fees	82,422	71,020
Rent	57,722	52,696
Repairs and maintenance	8,274	4,764
Staff costs	1,754,501	1,525,899
Termination	-	-
Utilities	71,383	47,768
Unallocated disbursements	-	58,603
Unrealized f/x loss	26,920	-
	2,354,750	2,089,340
(Deficit) surplus for the year	(60,269)	266,646

CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

Statement of Changes in General Deficit
For the Year ended 31 December 2008

	General deficit $
Balance - 31 December 2007	(1,407,249)
Adjustment to opening deficit (Note 6)	1,030,418
Deficit for the year	(60,269)
Balance – 31 December 2008	(437,100)

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

Statement of Cash Flows
For the Year ended 31 December 2008

	2008 $
Cash flows from operating activities	
Deficit for the period before working capital changes	(60,269)
Prior year adjustment for accrual	1,030,418
Increase in accounts receivable	(19,232)
Increase in due from related funds	(25,134)
Increase in counterpart contributions	(926,229)
Increase in accounts payable and accrued liabilities	114,059
Increase in due to related funds	52,222
Net cash from operating activities	165,834
Cash, less bank overdraft – beginning of year	(722,883)
Cash, less bank overdraft – end of year	(557,049)

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
COUNTERPART GOVERNMENTS

Notes to Financial Statements
For the Year ended 31 December 2008

1. Principal activity

a) Caribbean Export Development Agency (Caribbean Export) is a regional trade development and investment promotion organization of the forum of Caribbean States (CARIFORUM) and funded by the European Union and CARIFORUM Member States. It was established on 1 January 1996 but has been operating as a regional trade promotion organization since 1989. The CARIFORUM Member States that are members of Caribbean Export are noted below: -

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

Counterpart governments contribute funds to cover the operational costs of the Agency.

The principal place of business of the Agency is located at Hastings, Christ Church, Barbados, with a sub-regional office located in Santo Domingo, Dominican Republic.

b) The Agency's mission is to increase the competitiveness of Caribbean countries by providing quality trade and investment development and promotion services through effective programme execution and strategic partnerships.

c) The agency's goal are listed below: -

- Greater integration of CARIFORUM countries into the multilateral, regional and bilateral trade and investment arrangements
- Enhanced competitiveness of firms
- Strengthened institutional capacities
- Coordination/Strengthening of regional networks

2. Summary of significant accounting policies

The financial statements are prepared in accordance with International Financial Reporting Standards, which comprise standards and interpretations approved by the International Accounting Standards Board and International Accounting Standards and Standing Interpretations Committee interpretations approved by the International Accounting Standards Committee that remain in effect.

a) Basis of preparation

These financial statements are prepared under the historical cost convention.

b) Changes in accounting policies and disclosures

The accounting policies adopted are consistent with those of the previous financial year, except that the Agency has changed to an accrual basis from a cash basis of accounting and has adopted the following new and amended IFRS and IFRIC interpretations during the year:

IFRIC 11/IFRS 2 – Group and Treasury Share Transactions
IFRIC 12 – Service Concession Arrangements
IFRIC 14/IAS 19 – The Limit or a Defined Benefit asset, Minimum Funding Requirement and their interaction

Adoption of these revised standards and interpretations where relevant, did not have any effect on the financial performance or position of the Agency.

The principal effects of these changes are as follows:

IFRIC 11/IFRS2 – Company and Treasury Share Transactions
The interpretation requires arrangements whereby an employee is granted rights to an entity's equity instruments to be accounted for as an equity-settled scheme, even if the entity buys the instruments from another party, or the shareholders provide the equity instruments needed. The Agency has not issued instruments caught by this interpretation.

IFRIC 12 – Service Concession Arrangements
This interpretation applies to service concession operators and explains how to account for the obligations undertaken and rights received in service concession arrangements. No member of the Agency is an operator and, therefore, this interpretation has no impact on the Agency.

IFRIC 14/IAS 19 – The limit on a Defined Benefit Asset, Minimum Funding Requirements and their interaction.
IFRIC Interpretation 14 provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognized as an asset under IAS 19 - Employee Benefits. The country in which the Agency operates has no minimum funding standards therefore the adoption of this interpretation had no impact on the financial position or performance of the Agency.

2. Summary of significant accounting policies (cont'd)

c) Standards issued but not yet effective

New Standards, interpretations and amendments to existing standards that are not yet effective and have not been early adopted by the Agency are as follows:

Amendments to IFRS 1 – First-time Adoption of International Financial Reporting Standards and IAS 27 – Consolidated and Separate Financial Statements

IFRS 3	–	Business Combinations and IAS 27R Consolidated and Separate Financial Statements
IFRS 8	–	Operating Segments
IAS 1	–	Revised Presentation of Financial Statements
IAS 23	–	Borrowing Assets
IAS 32	–	Financial Instruments: Presentation and IAS 1 Presentation of Financial Statements – Puttable Financial Instruments and obligations arising on liquidation
IAS 39	–	Financial Instruments: Recognition and Measurement – Eligible Hedged Items
IFRIC 13	–	Customer Loyalty Programmes
IFRIC 15	–	Agreement for the Construction of Real Estate
IFRIC 16	–	Hedges of Net Instrument in a Foreign Quotation

The principal effects of these changes are as follows:

IAS 1(Revised) – Presentation of Financial Statements

The revised standard was issued in September 2007 and becomes effective for the Agency's financial year beginning on 1 January 2009. The main impact of the standard for the Agency is that it introduces a statement of comprehensive income, which presents all items of income and expenses recognized in the income statement together with all other items of recognized income and expense, either in one single statement, or in two linked statements. The Agency is currently assessing the impact of the revised standard.

All other new standards, interpretations and amendments to existing standards shown above are not expected to apply to the activities of the Agency and, therefore, have no impact on the financial statements.

d) Currency

The financial statements are expressed in Barbados dollars, the primary currency in which the Agency operates. Monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the rates of exchange prevailing at the balance sheet date. Non monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the exchange rate prevailing at the time of the transaction. Gains and losses on foreign exchange are included in the operating results for the year.

2. Summary of significant accounting policies (cont'd)

e) Cash

Cash represents cash at bank and in hand.

f) Significant accounting judgments, estimates and assumptions

The preparation of the financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and disclosures of contingent liabilities, at the reporting date. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in the future.

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

g) Significant accounting judgments, estimates and assumptions (cont'd)

Impairment of non-financial assets

The Agency assesses whether there are any indicators of impairment for all non-financial assets at each reporting date. Other non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable.

Provision for bad debt

Counterpart contributions and accounts receivable are tested for impairment when there are indicators that the balances may not be recoverable.

3. Due from and to related funds

Due from related funds:

	2008 $
Revenue account	81
European Union Funds – 9th EDF (Contribution Agreement)	3,468
	3,549

Due to related funds:

	2008 $
European Union Funds – 9th EDF (Programme Estimate) *	23,810
European Union Funds – 9th EDF (Service Contract)	169
European Union Funds – 9th EDF (Contribution Agreement)	605,249
European Union Funds – 8th EDF	166,040
Caribbean Gift & Craft Show	2,765
	798,033

4. Accounts receivable

	2008 $
Counterpart contributions, net	926,229
Other receivables	73,821
	1,000,050
Gross counterpart contributions	3,119,989
Provision for doubtful debts	(2,193,760)
Counterpart contributions, net	926,229

There was no movement in the provision for impairment of counterpart contributions for the year.

At 31 December, the ageing analysis of counterpart contributions was as follows:

			Past due but not impaired		
	Total	Neither past due nor impaired	1 year	2 years	Over 2 years
2008	3,119,989	954,492	870,662	793,886	500,949

5. Bank overdraft

The bank holds a guarantee from the Board of Directors acting on behalf of the CARIFORUM Member States for $700,000 as security for the bank overdraft facility of $700,000. At the balance sheet date, the rate of interest being charged on the bank overdraft was 11.05% per annum.

6. Adjustment to opening deficit

As disclosed in Note 2 (b), the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect this change and have been reflected as an adjustment to the opening deficit for all income and expense transactions on the accrual basis, relating to 2007 and prior.

7. Financial risk management objectives and policies

The Agency's financial assets comprise cash, accounts receivable and due from related funds and its financial liabilities comprise accounts payable and due to related funds.

It is, and has been throughout the current and prior periods, the Agency's policy that no trading in derivatives shall be undertaken. The main risk arising from the Agency's financial instruments is credit risk which is summarized below.

Credit risk

The Agency's exposure to credit risk arises from the possibility that counterparties may default on their obligations to the Agency. The amount of the Agency's maximum exposure to credit risk is indicated by the carrying value of its financial assets. The Agency is exposed to credit risk in respect of its cash, receivables and due from related funds. Management believes the risk is mitigated by the financial strength of the counter parties and cash is placed with reputable financial institutions.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT AND CRAFT SHOW

FINANCIAL STATEMENTS

For the Year ended 31 December 2008

(Expressed in Barbados Dollars)

CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT AND CRAFT SHOW

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AUDITORS' REPORT

To the Directors of Caribbean Export Development Agency – Caribbean Gift and Craft Show

We have audited the accompanying financial statements of the Caribbean Export Development Agency – Caribbean Gift and Craft Show for the year ended 31 December 2008. This statement is the responsibility of the Agency's management. Our responsibility is to express an opinion on this statement based on our audit.

Management's Responsibility for the Financial Statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with the International Financial Reporting Standards as disclosed in Note 2. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditors' Responsibility
Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion
As set out in Note 2 (b) to the financial statements, the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect that change in accounting policy which, in our opinion, is not in accordance with International Financial Reporting Standards. Had the Agency restated prior year, assets would have increased by $235,995, liabilities by $72,787 and the general fund by $55,353.

../2

ERNST & YOUNG

AUDITORS' REPORT (CONT'D)

To the Directors of Caribbean Export Development Agency – Caribbean Gift and Craft Show

In our opinion, except for the effect on the financial statements of the matter referred to in the preceding paragraph, the financial statement presents fairly, in all material respects, the financial statements of the Caribbean Export Development Agency – Caribbean Gift and Craft Show for the year ended 31 December 2008 and its financial performance and its cash flows for the year ended in accordance with International Financial Reporting Standards.

Ernst x Young
CHARTERED ACCOUNTANTS

Barbados
5 June 2009

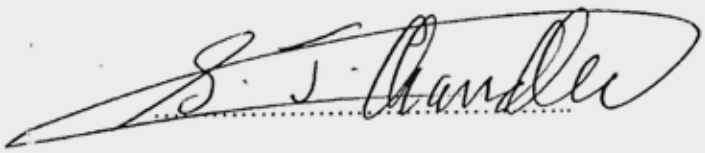
CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT & CRAFT SHOW

Balance Sheet
As at 31 December 2008

	Notes	2008 $
Assets		
Cash		130,573
Accounts receivable	4	41,581
Due from related funds	3	5,376
		177,530
Liabilities		
Accounts payable and accrued liabilities		9,595
Due to related funds	3	2,430
		12,025
General fund		165,505
		177,530

The accompanying notes form part of these financial statements.

Approved by the Board of Directors on 5 June 2009 and signed on its behalf by:



CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT AND CRAFT SHOW

Statement of Income
For the Year ended 31 December 2008

	Notes	2008 $	2007 $
Revenue			
Gate receipts		28,602	54,695
Registration fees		299,775	253,691
Short-term funding		-	41,142
Sponsorship fees		128,794	104,627
Other		766	16,058
		457,937	470,213
Expenses			
Accommodation and travel		630	-
Administration		77,265	103,546
Advertising		44,568	37,236
Best of Show Award		3,590	4,192
Booth construction and design		48,241	35,148
Business seminar		1,713	18,565
Buyer and exhibitor mobilization		1,957	15,384
Fashion Show expenses		22,642	-
Interest and bank charges		1,857	2,184
License fees		1,250	150
On-site expenses		15,424	44,028
Opening ceremony and reception		8,044	-
Promotional material		41,028	13,395
Rent		87,428	34,555
Show entertainment		23,250	-
Security and emergency services		11,418	-
Unallocated disbursements		-	159,658
		390,305	468,041
Surplus for the year		67,632	2,172

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT AND CRAFT SHOW

Statement of Changes in General Fund
For the Year ended 31 December 2008

	General fund $
Balance at 31 December 2007	163,208
Adjustment to opening fund (Note 5)	(65,335)
Surplus for the year	67,632
Balance – 31 December 2008	165,505

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
CARIBBEAN GIFT AND CRAFT SHOW

Statement of Cash Flows
For the Year ended 31 December 2008

	2008
	$
Cash flows from operating activities	
Surplus for the period before working capital changes	67,632
Prior year adjustment for accrual	(65,335)
Increase in accounts receivable	(36,460)
Increase in due from related funds	222,609
Increase in accounts payable and accrued liabilities	9,595
Increase in due to related funds	(70,357)
Net cash from operating activities	127,684
Cash – beginning of year	2,889
Cash – end of year	130,573

The accompanying notes form part of these financial statements.

1. Principal activity

a) Caribbean Export Development Agency (Caribbean Export) is a regional trade development and investment promotion organization of the forum of Caribbean States (CARIFORUM) and funded by the European Union and CARIFORUM Member States. It was established on 1 January 1996 but has been operating as a regional trade promotion organization since 1989. The CARIFORUM Member States that are members of Caribbean Export are noted below: -

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

Counterpart governments contribute funds to cover the operational costs of the Agency.

The principal place of business of the Agency is located at Hastings, Christ Church, Barbados, with a sub-regional office located in Santo Domingo, Dominican Republic.

b) The Agency's mission is to increase the competitiveness of Caribbean countries by providing quality trade and investment development and promotion services through effective programme execution and strategic partnerships.

c) The agency's goals are listed below: -

- Greater integration of CARIFORUM countries into the multilateral, regional and bilateral trade and investment arrangements
- Enhanced competitiveness of firms
- Strengthened institutional capacities
- Coordination/Strengthening of regional networks

1. Principal activity (cont'd)

The Caribbean Gift and Craft Show is a sector-specific trade and gift show, the largest of its kind in the English – speaking Caribbean, being organized each year by Caribbean Export. The overall objective of the Caribbean Gift and Craft Show continues to be the promotion of excellent indigenous art, craft, garments and gift items to regional and extra-regional buyers, particularly those within the Caribbean's hospitality industry. This trade show has been a staple on the regional handicraft calendar.

2. Summary of significant accounting policies

The financial statements are prepared in accordance with International Financial Reporting Standards, which comprise standards and interpretations approved by the International Accounting Standards Board and International Accounting Standards and Standing Interpretations Committee interpretations approved by the International Accounting Standards Committee that remain in effect.

a) Basis of preparation

These financial statements are prepared under the historical cost convention.

b) Changes in accounting policies and disclosures

The accounting policies adopted are consistent with those of the previous financial year, except that the Agency has changed to an accrual basis from a cash basis of accounting and has adopted the following new and amended IFRS and IFRIC interpretations during the year:

IFRIC 11/IFRS 2	–	Group and Treasury Share Transactions
IFRIC 12	–	Service Concession Arrangements
IFRIC 14/IAS 19	–	The Limit or a Defined Benefit asset, Minimum Funding Requirement and their interaction

Adoption of these revised standards and interpretations where relevant, did not have any effect on the financial performance or position of the Agency.
The principal effects of these changes are as follows:

IFRIC 11/IFRS2 – Company and Treasury Share Transactions
The interpretation requires arrangements whereby an employee is granted rights to an entity's equity instruments to be accounted for as an equity-settled scheme, even if the entity buys the instruments from another party, or the shareholders provide the equity instruments needed. The Agency has not issued instruments caught by this interpretation.

2. Summary of significant accounting policies (cont'd)

b) Changes in accounting policies and disclosures (cont'd)

IFRIC 12 – Service Concession Arrangements

This interpretation applies to service concession operators and explains how to account for the obligations undertaken and rights received in service concession arrangements. No member of the Agency is an operator and, therefore, this interpretation has no impact on the Agency.

IFRIC 14/IAS 19 – The limit on a Defined Benefit Asset, Minimum Funding Requirements and their interaction.

IFRIC Interpretation 14 provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognised as an asset under IAS 19 - Employee Benefits. The country in which the Agency operates has no minimum funding standards therefore the adoption of this interpretation had no impact on the financial position or performance of the Agency.

c) Standards issued but not yet effective

New Standards, interpretations and amendments to existing standards that are not yet effective and have not been early adopted by the Agency are as follows:

Amendments to IFRS 1 – First-time Adoption of International Financial Reporting Standards and IAS 27 – Consolidated and Separate Financial Statements

IFRS 3	–	Business Combinations and IAS 27R Consolidated and Separate Financial Statements
IFRS 8	–	Operating Segments
IAS 1	–	Revised Presentation of Financial Statements
IAS 23	–	Borrowing Assets
IAS 32	–	Financial Instruments: Presentation and IAS 1 Presentation of Financial Statements – Puttable Financial Instruments and obligations arising on liquidation
IAS 39	–	Financial Instruments: Recognition and Measurement – Eligible Hedged Items
IFRIC 13	–	Customer Loyalty Programmes
IFRIC 15	–	Agreement for the Construction of Real Estate
IFRIC 16	–	Hedges of Net Instrument in a Foreign Quotation

The principal effects of these changes are as follows:

2. Summary of significant accounting policies (cont'd)

c) Standards issued but not yet effective (cont'd)

IAS 1(Revised) – Presentation of Financial Statements

The revised standard was issued in September 2007 and becomes effective for the Agency's financial year beginning on January 1, 2009. The main impact of the standard for the Agency is that it introduces a statement of comprehensive income, which presents all items of income and expenses recognized in the income statement together with all other items of recognized income and expense, either in one single statement, or in two linked statements. The Agency is currently assessing the impact of the revised standard.

All other new standards, interpretations and amendments to existing standards shown above are not expected to apply to the activities of the Agency and, therefore, have no impact on the financial statements.

d) Currency

The financial statements are expressed in Barbados dollars, the primary currency in which the Agency operates. Monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the rates of exchange prevailing at the balance sheet date. Non monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the exchange rate prevailing at the time of the transaction. Gains and losses on foreign exchange are included in the operating results for the year.

e) Cash

Cash represents cash at bank and in hand.

f) Significant accounting judgments, estimates and assumptions

The preparation of the financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and disclosures of contingent liabilities, at the reporting date. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in the future.

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

2. Summary of significant accounting policies (cont'd)

f) Significant accounting judgments, estimates and assumptions (cont'd)

Impairment of non-financial assets
The Agency assesses whether there are any indicators of impairment for all non-financial assets at each reporting date. Other non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable.

Provision for bad debt
Counterpart contributions and accounts receivable are tested for impairment when there are indicators that the balances may not be recoverable.

3. Due from and to related funds

Due to from related funds

	2008 $
Counterpart Governments	2,765
9th EDF (Contribution Agreement)	2,611
	5,376

Due to related funds

	2008 $
Revenue account	1,592
9th EDF (Contribution Agreement)	838
	2,430

4. Accounts receivable

	2008 $
VAT recoverable	30,229
Other receivables	11,352
	41,581

At 31 December 2008, provision for doubtful debts was nil and the balances were neither past due nor impaired.

5. Adjustment to opening deficit

As disclosed in Note 2 (b), the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect this change and have been reflected as an adjustment to the opening deficit for all income and expense transactions on the accrual basis, relating to 2007 and prior.

6. Financial risk management objectives and policies

The Agency's financial assets comprise cash, accounts receivable and due from related funds and its financial liabilities comprise accounts payable and due to related funds.

It is, and has been throughout the current and prior periods, the Agency's policy that no trading in derivatives shall be undertaken. The main risk arising from the Agency's financial instruments is credit risk which is summarized below.

Credit risk

The Agency's exposure to credit risk arises from the possibility that counterparties may default on their obligations to the Agency. The amount of the Agency's maximum exposure to credit risk is indicated by the carrying value of its financial assets. The Agency is exposed to credit risk in respect of its cash, receivables and due from related funds. Management believes the risk is mitigated by the financial strength of the counter parties and cash is placed with reputable financial institutions.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

FINANCIAL STATEMENTS

For the Year ended 31 December 2008
(Expressed in Barbados Dollars)

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Index to the Financial Statements
For the Year ended 31 December 2008

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Statement of Changes in General Fund	73
Statement of Cash Flows	74
Notes to the Financial Statements	75-79

ERNST & YOUNG

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Barbados, W.I.

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Barbados, W.I.

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AUDITORS' REPORT

To the Directors of Caribbean Export Development Agency – Revenue Account

We have audited the accompanying financial statements of the Caribbean Export Development Agency – Revenue Account for the year ended 31 December 2008. This statement is the responsibility of the Agency's management. Our responsibility is to express an opinion on this statement based on our audit.

Management's Responsibility for the Financial Statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with international Financial Reporting Standards as disclosed in Note 2. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditors' Responsibility
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion
As set out in Note 2 (b) to the financial statements, the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect that change in accounting policy which, in our opinion, is not in accordance with International Financial Reporting Standards. Had the Agency restated prior year, assets would have increased by $65,482, liabilities by $27,224 and the general fund by $19,176.

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ERNST & YOUNG

AUDITORS' REPORT (CONT'D)

To the Directors of Caribbean Export Development Agency – Revenue Account

In our opinion, except for the effect on the financial statements of the matter referred to in the preceding paragraph, the financial statements present fairly, in all material respects, the financial position of the Caribbean Export Development Agency – Counterpart Governments as of 31 December 2008 and its financial performance and its cash flows for the year ended in accordance with International Financial Reporting Standards.

Ernst x Young
CHARTERED ACCOUNTANTS

Barbados
5 June 2009

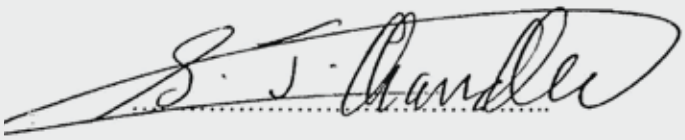
CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Balance Sheet
As at 31 December 2008

	Notes	2008 $
Assets		
Cash		42,731
Due from related funds	3	1,592
		44,323
Liabilities		
Accounts payable and accrued liabilities		1,593
Due to related funds	3	80
		1,673
General fund		42,650
		44,323

The accompanying notes form part of these financial statements.

Approved by the Board of Directors on 5 June 2009 and signed on its behalf by:



CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Statement of Income
For the Year ended 31 December 2008

	Notes	2008 $	2007 $
Revenue			
Project revenue – fancy food		121,788	120,244
Other		-	10,686
Short term funding		-	22,309
		121,788	153,239
Expenses			
Accommodation and travel		7,584	7,558
Business seminar		-	4,365
Interest and bank charges		229	1,915
Consultancy fees		5,810	6,014
Booth construction and design – fancy food		115,674	103,863
Staff costs and general expenses		437	378
Unallocated disbursements		-	24,888
		129,734	148,981
(Deficit) surplus for the year		(7,946)	4,258

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Statement of Changes in General Fund
For the Year ended 31 December 2008

	General fund $
Balance at 31 December 2007	38,257
Adjustment to opening deficit (Note 6)	12,339
Deficit for the year	(7,946)
Balance – 31 December 2008	42,650

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Statement of Cash Flows
For the Year ended 31 December 2008

	2008 $
Cash flows from operating activities	
Deficit for the period before working capital changes	(7,946)
Prior year adjustment for accrual	12,339
Increase in accounts receivable	878
Increase in due from related funds	56,983
Increase in accounts payable and accrued liabilities	1,592
Increase in due to related funds	(27,144)
Net cash from operating activities	36,702
Cash – beginning of year	6,029
Cash – end of year	42,731

The accompanying notes form part of these financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Notes to the Financial Statements
For the Year ended 31 December 2008

1. Principal activity

a) Caribbean Export Development Agency (Caribbean Export) is a regional trade development and investment promotion organization of the forum of Caribbean States (CARIFORUM) and funded by the European Union and CARIFORUM Member States. It was established on 1 January 1996 but has been operating as a regional trade promotion organization since 1989. The CARIFORUM Member States that are members of Caribbean Export are noted below: -

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

Counterpart governments contribute funds to cover the operational costs of the Agency.

The principal place of business of the Agency is located at Hastings, Christ Church, Barbados, with a sub-regional office located in Santo Domingo, Dominican Republic.

b) The Agency's mission is to increase the competitiveness of Caribbean countries by providing quality trade and investment development and promotion services through effective programme execution and strategic partnerships.

c) The agency's goal are listed below: -

- Greater integration of CARIFORUM countries into the multilateral, regional and bilateral trade and investment arrangements
- Enhanced competitiveness of firms
- Strengthened institutional capacities
- Coordination/Strengthening of regional networks

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Notes to the Financial Statements
For the Year ended 31 December 2008

2. Summary of significant accounting policies

The financial statements are prepared in accordance with International Financial Reporting Standards, which comprise standards and interpretations approved by the International Accounting Standards Board and International Accounting Standards and Standing Interpretations Committee interpretations approved by the International Accounting Standards Committee that remain in effect.

a) Basis of preparation

These financial statements are prepared under the historical cost convention.

b) Changes in accounting policies and disclosures

The accounting policies adopted are consistent with those of the previous financial year, except that the Agency has changed to an accrual basis from a cash basis of accounting and has adopted the following new and amended IFRS and IFRIC interpretations during the year:

IFRIC 11/IFRS 2 – Group and Treasury Share Transactions
IFRIC 12 – Service Concession Arrangements
IFRIC 14/IAS 19 – The Limit or a Defined Benefit asset, Minimum Funding Requirement and their interaction

Adoption of these revised standards and interpretations where relevant, did not have any effect on the financial performance or position of the Agency. The principal effects of these changes are as follows:

IFRIC 11/IFRS2 – Company and Treasury Share Transactions
The interpretation requires arrangements whereby an employee is granted rights to an entity's equity instruments to be accounted for as an equity-settled scheme, even if the entity buys the instruments from another party, or the shareholders provide the equity instruments needed. The Agency has not issued instruments caught by this interpretation.

IFRIC 12 – Service Concession Arrangements
This interpretation applies to service concession operators and explains how to account for the obligations undertaken and rights received in service concession arrangements. No member of the Agency is an operator and, therefore, this interpretation has no impact on the Agency.

IFRIC 14/IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their interaction.
IFRIC Interpretation 14 provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognized as an asset under IAS 19 – Employee Benefits. The country in which the Agency operates has no minimum funding standards therefore the adoption of this interpretation had no impact on the financial position or performance of the Agency.

2. Summary of significant accounting policies (cont'd)

c) Standards issued but not yet effective

New standards, interpretations and amendments to existing standards that are not yet effective and have not been early adopted by the Agency are as follows:

Amendments to IFRS 1 – First-time Adoption of International Financial Reporting Standards and IAS 27 – Consolidated and Separate Financial Statements

IFRS 3	–	Business Combinations and IAS 27R Consolidated and Separate Financial Statements
IFRS 8	–	Operating Segments
IAS 1	–	Revised Presentation of Financial Statements
IAS 23	–	Borrowing Assets
IAS 32	–	Financial Instruments: Presentation and IAS 1 Presentation of Financial Statements – Puttable Financial Instruments and obligations arising on liquidation
IAS 39	–	Financial Instruments: Recognition and Measurement – Eligible Hedged Items
IFRIC 13	–	Customer Loyalty Programmes
IFRIC 15	–	Agreement for the Construction of Real Estate
IFRIC 16	–	Hedges of Net Instrument in a Foreign Quotation

The principal effects of these changes are as follows:

IAS 1(Revised) – Presentation of Financial Statements

The revised standard was issued in September 2007 and becomes effective for the Agency's financial year beginning on 1 January 2009. The main impact of the standard for the Agency is that it introduces a statement of comprehensive income, which presents all items of income and expenses recognized in the income statement together with all other items of recognized income and expense, either in one single statement, or in two linked statements. The Agency is currently assessing the impact of the revised standard.

All other new standards, interpretations and amendments to existing standards shown above are not expected to apply to the activities of the Agency and, therefore, have no impact on the financial statements.

CARIBBEAN EXPORT DEVELOPMENT AGENCY
REVENUE ACCOUNT

Notes to the Financial Statements
For the Year ended 31 December 2008

2. Summary of significant accounting policies (cont'd)

d) Currency

The financial statements are expressed in Barbados dollars, the primary currency in which the Agency operates. Monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the rates of exchange prevailing at the balance sheet date. Non monetary assets and liabilities and transactions in currencies other than Barbados dollars are translated at the exchange rate prevailing at the time of the transaction. Gains and losses on foreign exchange are included in the operating results for the year.

e) Cash

Cash represents cash at bank and in hand.

3. Due from and to related funds

Due from related funds

	2008 $
Caribbean Gift & Craft Show	1,592

Due to related funds

	2008 $
Counterpart Governments	80

4. Adjustment to opening deficit

As disclosed in Note 2(b), the Agency changed its accounting policy from a cash basis to an accrual basis of accounting. The comparatives have not been restated to reflect this change and have been reflected as an adjustment to the opening deficit for all income and expense transactions on the accrual basis, relating to 2007 and prior.

5. Financial risk management objectives and policies

The Agency's financial assets comprise cash and due from related funds and its financial liabilities comprise accounts payable and due to related funds.

It is, and has been throughout the current and prior periods, the Agency's policy that no trading in derivatives shall be undertaken. The main risk arising from the Agency's financial instruments is credit risk which is summarized below.

Credit risk

The Agency's exposure to credit risk arises from the possibility that counterparties may default on their obligations to the Agency. The amount of the Agency's maximum exposure to credit risk is indicated by the carrying value of its financial assets. The Agency is exposed to credit risk in respect of its cash and due from related funds. Management believes the risk is mitigated by the financial strength of the counter parties and cash is placed with reputable financial institutions.

ANNEX 1–CARIBBEAN EXPORT'S BOARD OF DIRECTORS

AS OF DECEMBER 31, 2008

Mr. Samuel J. Chandler - CHAIRMAN
Permanent Secretary (Trade)
Ministry of Foreign Affairs and Foreign Trade
#1 Culloden Road
St. Michael, BARBADOS

Mr. Donald Edwards
Permanent Secretary Ministry of Finance & the Economy (Industry and Commerce)
Redcliffe Street, P.O. Box 1550
St. John's, ANTIGUA & BARBUDA

Ms. Donnalee Bowe
Manager, Handicraft Development Department
Bahamas Agricultural and Industrial Corporation
BAIC Building
East Bay Street
P O Box N-4543
Nassau, BAHAMAS

Mr. Jeffery Locke
Chairman
Belize Trade and Investment
Development Service (BELTRAIDE)
14 Orchid Garden Street
Belmopan City, BELIZE

Mr. Gregoire Thomas
General Manager
Dominica Export Import Agency (DEXIA)
P.O. Box 173
Roseau, DOMINICA

Mr. Juan Guiliani
Executive Director
JGC & Associates
Calle Nicolas de Bari #8
La Esperilla
Santo Domingo, DOMINICAN REPUBLIC

Ms. Sally Anne Bagwhan-Logie
Senior Trade Officer
Ministry of Finance, Trade and Industry
Financial Complex
The Carenage
St. George's, GRENADA

Mr. Avalon Jagnandan
Advisor to the Minister of Tourism,
Industry and Commerce
229 South Road, Lacytown
Georgetown, GUYANA

Mr. Allen Henry
Technical Advisor to the NAO
Bureau de l'Ordonnateur National du FED
4, Rue Morelly – Christ-Roi
Port-au-Prince, HAITI

Mrs. Lisa Bell
Executive Director of Services
Jamaica Promotions Corporation (JAMPRO)
18 Trafalgar Road
Kingston 10, JAMAICA

Her Excellency Ambassador Rosalyn Hazelle
Permanent Secretary
Ministry of Affairs, International Trade, Industry,
Commerce and Consumer Affairs
Government Headquarters, P.O. Box 186
Church Street
Basseterre, ST . KITTS & NE VIS

Mr. Leo Titus Preville
Permanent Secretary
Ministry of Commerce, Investment and
Consumer Affairs
4th Floor, Heraldine Rock Building, Waterfront
Castries, ST. LUCIA

Mrs. Kathleen Lieuw-Kie-Song
VSH UNITED
Van't Hogerhuysstraat 9 – 11
P.O. Box 1860
Paramaribo, SURINAME

Mrs. Patricia Martin
Permanent Secretary
Ministry of Foreign Affairs, Commerce and Trade
Kingstown, ST. VINCENT & THE GRENADINES

Mr. Dominic Hadeed
Director
Trinidad and Tobago Manufacturers'
Association (TTMA)
42, 10th Avenue, Barataria
Port of Spain, TRINIDAD & TOBAGO

ANNEX 2–ORGANISATION CHART

AS OF 31 DECEMBER 2008

Table 1 Value of CARICOM's Intra-regional Domestic Exports

(EC$'000)

Countries	2005	2006	2007
MDCs			
Barbados	309,948	340,953	479,661
Guyana	279,181	333,786	404,920
Jamaica	108,955	125,597	127,209
Suriname	-	-	-
Trinidad & Tobago	5,288,990	6,473,859	4,638,434
LDCs			
Belize	60,973	59,958	48,202
Antigua & Barbuda	6,181	-	6,454
Dominica	61,507	69,317	62,294
Grenada	25,914	30,863	30,094
Montserrat	140	1,128	1,951
St. Kitts & Nevis	2,001	4,868	5,332
Saint Lucia	52,987	67,340	80,422
St. Vincent & the Grenadines	58,780	61,743	67,683
TOTAL CARICOM	**6,255,555**	**7,569,411**	**5,952,655**

- Data not available

Source: CARICOM Secretariat

ANNEX 3–CARICOM'S TRADE STATISTICS

2005-2007

Table 2 Value of CARICOM's Top Ten Intra-Regional Domestic Exports

(EC$'000)

Commodity Description	SITC NO	2005	2006	2007
Gas oils (other than diesel oil).	33433, 334639	1,279,886,648	1,712,379,813	1,004,917,821
Motor spirit (gasoline).	334115, 334119, 334613	1,153,100,930	1,522,977,191	940,376,015
Other petroleum oils and oils obtained from bituminous minerals, and preparations, nes.	33459, 334699	-	-	462,642,600
Kerosene type jet fuel.	334211, 334621	563,767,573	778,081,009	391,569,879
Petroleum oils and oils obtained from bituminous minerals, crude, other than those imported under the processing agreement.	33309	-	-	185,811,569
Liquified butanes.	3425	102,185,579	69,096,018	112,931,399
Liquified propane.	3421	124,633,557	-	97,109,543
Lubricating oils.	33452, 334653	-	77,851,792	93,226,754
Aerated beverages.	111021	97,987,361	102,547,906	89,612,672
Bank and currency notes.	892832	-	-	85,299,535
Building cement (grey).	661222	-	90,139,081	-
Cigarettes containing tobacco.	1222	58,861,280	71,880,382	-
Cane sugar, raw, not containing added flavouring or colouring matter.	06111	117,307,268	110,389,993	-
Other fuel oils not elsewhere specified or included	33449	650,206,962	777,342,125	-
Bunker 'C' grade fuel oil.	33443	63,437,778	-	-
TOTAL VALUE OF TOP 10 DOMESTIC EXPORTS		4,211,374,936	5,312,685,310	

Key: - means Nil or Data not among top 10 items

Notes: 2006 and 2007 Excludes data for Antigua & Barbuda and Suriname

Source: CARICOM Secretariat

Table 3 CARICOM's Intra-regional Imports

(EC$'000)

Countries	2005	2006	2007
MDCs			
Barbados	1,087,789	1,157,950	415,394
Guyana	813,536	835,491	789,905
Jamaica	2,231,079	1,811,031	3,215,067
Suriname	630,794	661,913	628,173
Trinidad & Tobago	266,910	264,408	318,783
LDCs			
Belize	36,452	36,076	38,007
Antigua & Barbuda	209,875	228,181	131,721
Dominica	139,774	144,614	169,201
Grenada	240,368	198,243	319,772
Montserrat	16,472	31,448	30,193
St. Kitts & Nevis	114,083	122,627	119,227
Saint Lucia	267,273	405,317	456,727
St. Vincent & the Grenadines	197,254	239,030	268,113
CARICOM	6,241,659	6,136,328	6,900,285

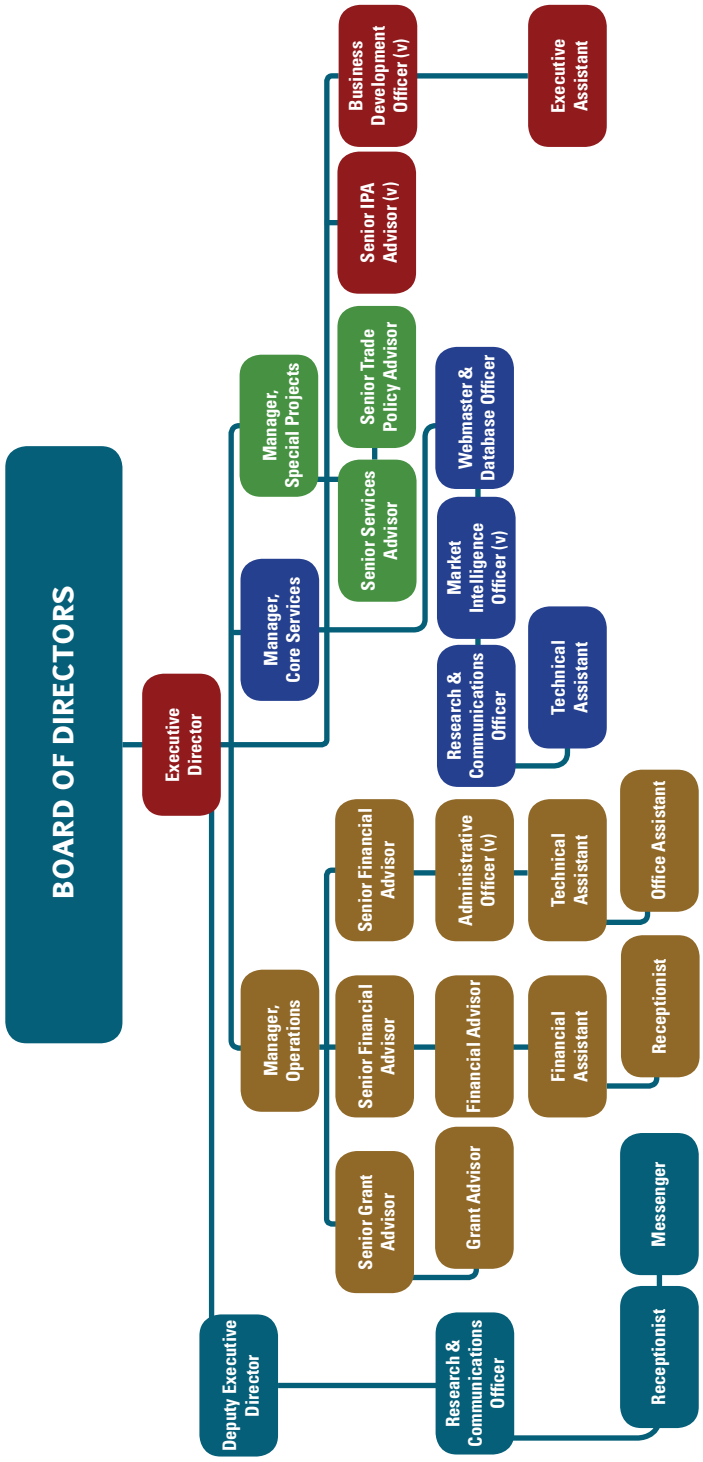
Source: CARICOM Secretariat

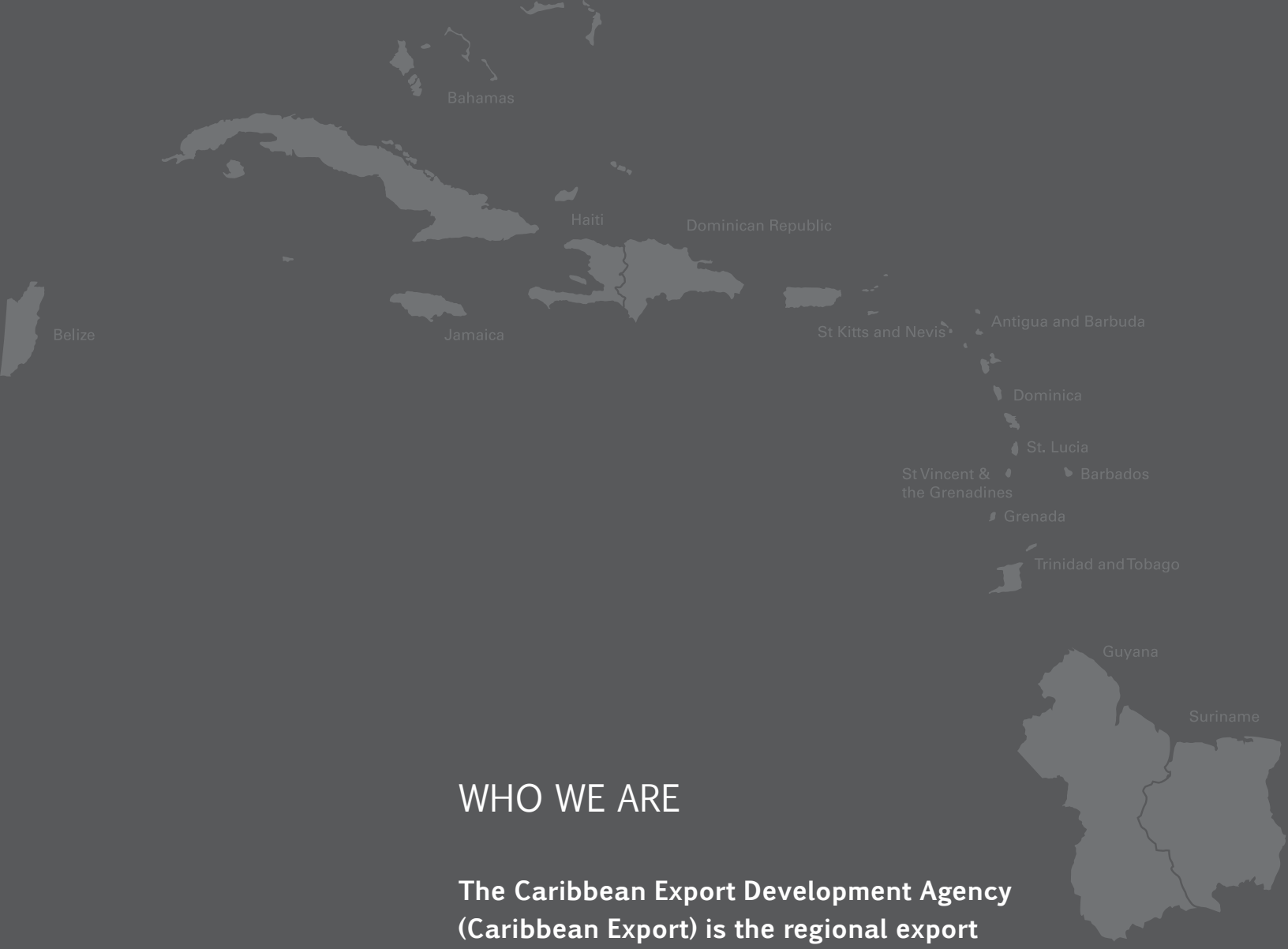
ANNEX 4–ABBREVIATIONS

ACP	African, Caribbean, and Pacific States
BDS	Business Development Services
BSOs	Business Support Organisations
CAIC	Caribbean Association on Industry and Commerce
CAIPA	Caribbean Association of Investment Promotion Agencies
CARIFORUM	Caribbean Forum of African, Caribbean, and Pacific (ACP) States
CDB	Caribbean Development Bank
CGCS	Caribbean Gift and Craft Show
CHA	Caribbean Hotel Association
CIDA	Canadian International Development Agency
CRNM	Caribbean Regional Negotiating Machinery
CRSTDP	Caribbean Regional Sustainable Tourism Development Programme
CSME	CARICOM Single Market and Economy
CTPSDP	Caribbean Trade and Private Sector Development Programme
DOMs	Départements d'Outre Mer
EC	Eastern Caribbean
EDF	European Development Fund
ELT	English Language Training
EME	Emerging Market Economics
EPA	Economic Partnership Agreement
EU	European Union
ICT	Information and Communications Technology
IICA	Inter-American Institute for Cooperation on Agriculture
IPAs	Investment Promotion Agencies
KPO	Knowledge Process Outsourcing
LDC	Lesser Developed Countries
MDC	More Developed Countries
OCTs	Overseas Countries and Territories
OECS-EDU	Organisation of Eastern Caribbean States - Export Development Unit
RPTF	Regional Preparatory Task Force
SRO	Sub-Regional Office
TFOC	Trade Facilitation Office of Canada
TIC	Trade Information Centre
TPO	Trade Promotion Organisations

ANNEX 5–ORGANISATIONAL CHART

AS OF 31 DECEMBER 2008





WHO WE ARE

The Caribbean Export Development Agency (Caribbean Export) is the regional export development and trade and investment promotion organisation of the Forum of Caribbean States (CARIFORUM).

The CARIFORUM Member States are: Antigua and Barbuda, Bahamas, Barbados, Belize, Dominica, Dominican Republic, Grenada, Guyana, Haiti, Jamaica, Saint Lucia, St. Kitts and Nevis, St. Vincent and the Grenadines, Suriname and Trinidad and Tobago.

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GIFT AND CRAFT ::

MANAGEMENT CONSULTANCY ::

FILM ::

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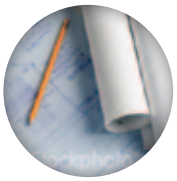

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