



The U.S. Commercial Service

Briefing for Puerto Rico Chamber of Commerce Convention

*Presented by: **Maria Elena Portorreal***

U.S. Embassy, Santo Domingo

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CARIBBEAN MAP

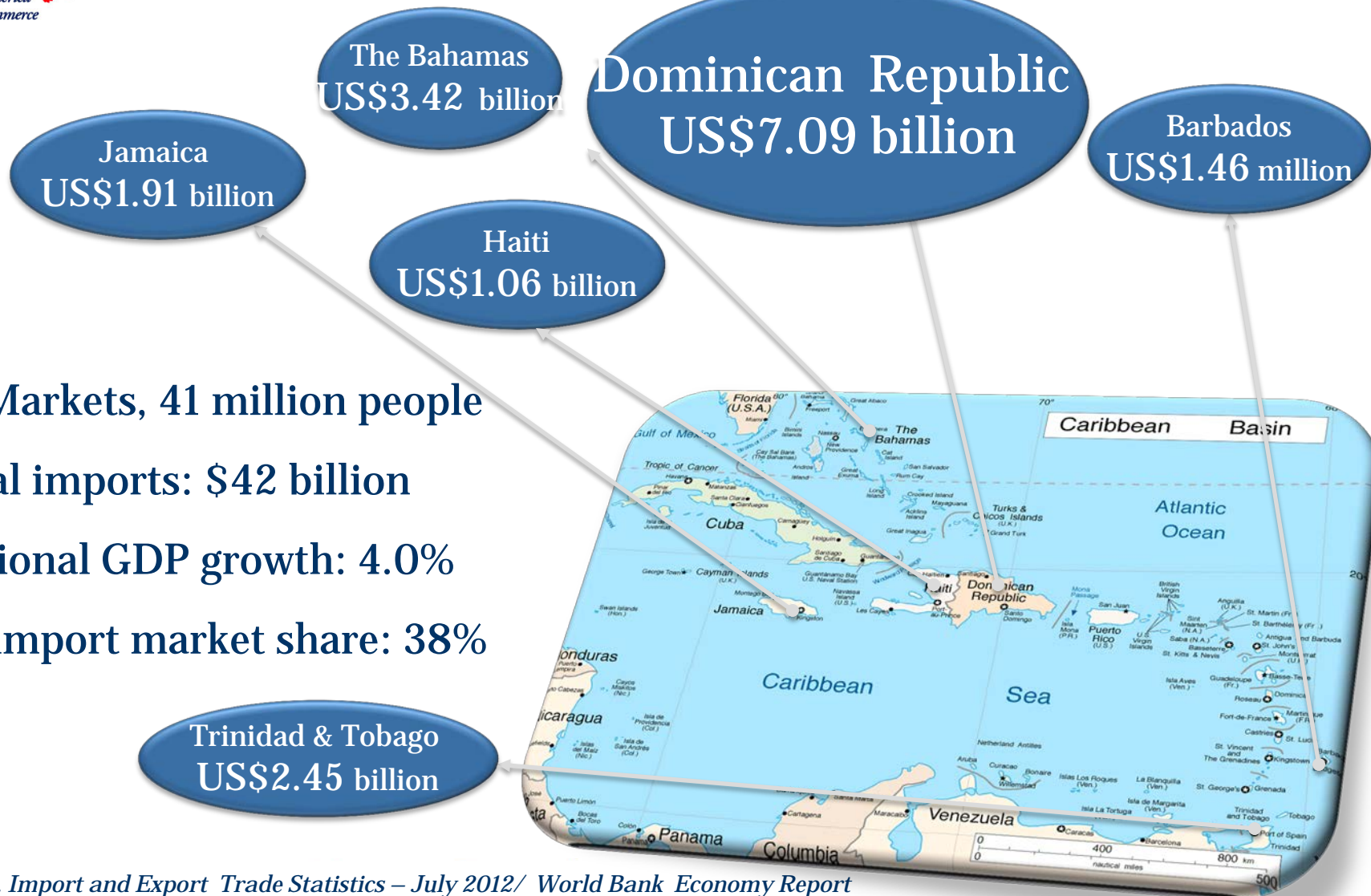


Partner Post Program:

- Bahamas
- Barbados
- Haiti
- Jamaica
- Trinidad & Tobago



The Caribbean region imports \$17.39 billion of US products and services



- 23 Markets, 41 million people
- Total imports: \$42 billion
- Regional GDP growth: 4.0%
- US import market share: 38%



Why Export to the Caribbean Region?

- Close proximity to the United States
- Third largest market in Latin America for U.S. exports
- Free trade (Cafta – DR)
- Very diverse region (Population size, culture, language)



The Caribbean islands share many similarities.

- Transportation challenges – all goods either shipped or air freight
- Energy security challenges
- Limited range of exports – mainly agricultural (except T&T)
- Subject to frequent hurricanes – demand for infrastructure/water management.
- Strong tourism sectors.



Dominican Republic HIGHLIGHTS

- Population: 10 million
- GDP 2012: \$98.74 billion
- GDP growth: 4.5 %
- Per Capita Income: \$ 9,600
- Bilateral Trade US/DR: \$11.46 billion
- Imports from US: \$ 7.10 billion
- US Imports Market Share: 44%
- Ranking for US Exports to WH: 9th largest
- Foreign Direct Investment: \$23.71 billion



Sources: U.S. Import and Export Merchandise trade statistics- December 2011 / 2011 Economy Report DR Central Bank



Why Export to the Dominican Republic?

- CAFTA-DR in effect since March 1, 2007
- On-going market liberalization
- **70% of consumer goods** imported into the DR are from the U.S.
- **Tariffs were removed on 80% of U.S. goods** under CAFTA-DR
- Growing use of English in business
- U.S. Standards widely recognized and accepted
- Few import restrictions
- Labeling and testing not typically a problem



Dominican Republic ADVANTAGES

- Seven international airports
- Eight major seaports
- State-of-the-art ITC infrastructure
- Major Free Trade Zone activity and investment
- Multiple tourism and second-home construction projects





The Dominican Republic Market

Best prospects for U.S. exports in US\$ Millions:

	Mkt	US Imports
• Automobile Parts and Services	148	96
• Medical Equipment (inc FTZs)	124	254
• Telecom Equipment	170	139
• Building Products	328	95
• Printing Equipment and Supplies	335	174



Best prospects for U.S. exports in US\$ Millions

	Mkt	US Imports
• A/C and Refrigeration Equipment	74	34
• Hotel and Restaurant Equipment	46	22
• Renewable Energy	-	incentives available
• Travel and Tourism Services	230K visitors/yr	26 th top mk to the U.S.



AMERICAN FRANCHISE FORUM IN THE CARIBBEAN

When: November 14-15, 2013

Where: Santo Domingo, Dominican Republic

What: This Program is the most cost-effective means of developing franchise investor leads in the region. The forum will include presentation by franchise experts who will address subjects such as “Considerations in a Franchise Agreement” and “How to Finance a U.S. Franchise Investments”.

In addition to the general franchise presentations, each U.S. Franchisor will also have pre-scheduled business meetings and their company logo printed on event program. A country briefing will also be provided to U.S. Franchisors.

Participation Fee: \$1,200 (*\$250 discount for early registration before Oct. 1st, 2013*)

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Thank you!

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