

DOMINICAN REPUBLIC

SANTO DOMINGO , DOMINICAN REPUBLIC
September 11-14, 2023

Join us in Dominican Republic

Dear International Business Leader,

It is our pleasure to invite you to join Global Tampa Bay on an Export Sales Mission to Santo Domingo, Dominican Republic – Florida's fifth largest export market.

The mission, which will focus on trade opportunities for Tampa Bay companies, will feature the U.S. Commercial Service Gold Key program - customized and pre-screened one-on-one appointments with potential customers or partners in the Dominican Republic. This mission will also include an opportunity to learn more about the potential for your products and services in other Caribbean markets, such as Jamaica, Barbados, Trinidad & Tobago, etc.

The Dominican Republic is a strong strategic partner in democracy and offers political stability, strong macroeconomic environment, good governance, transparency, and a well-educated workforce.

With grants available to qualified companies, this is an excellent opportunity for Tampa Bay companies to expand their sales to the Dominican Republic and the Caribbean region.

We look forward to having you with us!

Bill Cronin
President and CEO
Pasco Economic Development Council

Dr. Cynthia Johnson
Director
Pinellas County Economic Development

Craig J. Richard
President and CEO
Tampa Bay Economic Development Council

Opportunities for Tampa Bay Companies

THE DOMINICAN REPUBLIC (DR) IS FLORIDA'S FIFTH LARGEST EXPORT MARKET, MAKING THIS AN EXCELLENT MARKET FOR TAMPA BAY EXPORTERS.

U.S. products and services have a high reputation for quality, and due to the CAFTA-DR trade agreement, have a significant advantage over foreign competitors. Consumer attitudes, brand preferences, and buying patterns mimic those in the U.S., and many major U.S. franchises are present in the country. The U.S. is by far the Dominican Republic's largest trading partner, and the U.S.'s share of the consumer goods imported into the

DR is estimated at 70 percent of the total. U.S. product standards are generally accepted.

The strength of the trade relationship stems from close geographic proximity and the historic cultural and personal ties that many Dominicans have with the United States. Dominicans are frequent visitors to the U.S. and are very familiar with our business practices, which make this market very attractive for Tampa Bay companies.



TOP SECTORS FOR U.S. EXPORTS



The list below is only a partial list. All sectors will receive a formal evaluation.

FINANCIAL SERVICES

RENEWABLE ENERGY

SAFETY AND SECURITY EQUIPMENT

BUILDING PRODUCTS

AUTOMOBILE PARTS

AGRICULTURAL PRODUCTS

Mission Itinerary*

Monday, September 11

- Morning flight departs from Tampa
- Casual networking dinner

Tuesday, September 12

- Country commercial briefing by U.S. Embassy
- One-on-one Gold Key meetings
- Networking luncheon with Logistics/Trade Association
- Trade Mission Networking Reception

Wednesday, September 13

- One-on-one Gold Key meetings
- Lunch on your own.
- **"Doing Business in the Caribbean"** briefing.
- Evening Free

Thursday, September 14

- Mid-morning return flight to Tampa

**subject to change*



Doing Business in the Caribbean – A Regional Overview

Afternoon seminar at the U.S. Embassy where companies will receive a briefing by regional U.S. Commercial Service staff covering the Caribbean.

There will be opportunities to speak directly with experts in other Caribbean markets.

Mission Costs and Registration

Trade/Gold Key Package

Primary Company Representative \$1,500*

Additional Representatives \$450 each

***GRANTS MAY BE AVAILABLE TO QUALIFIED COMPANIES.**

Package includes:

- Customized counseling on market entry/expansion strategy
- Pre-screened one-on-one matchmaking appointments
- Spanish/English Interpreter
- Country briefing by U.S. Embassy officials
- Admission to all mission events
- Airport transfers in country when traveling on official mission flights
- Ground transportation to all official mission events

Upon submission of completed Gold Key registration forms, your products/services and objectives will be reviewed for market suitability by U.S. Commercial Service industry experts.

Participation will be limited to 10 companies on a first come, first served basis once vetted.

Delegate Package*

Each Delegate \$750

Package includes:

- Country Briefing by U.S. Embassy officials
- Admission to all "group" mission events
- Airport transfers in country when traveling on official mission flight
- Ground transportation to all official mission events

** The delegate package does not include matchmaking and there will not be a separate agenda of activities for delegates. We encourage delegates to schedule their own individual appointments during their free time. **LIMITED SPOTS AVAILABLE.***

Travel Arrangements and Estimated Costs

Hotel \$273*

(Includes breakfast and internet, but taxes are not included.)

American Airlines RT Airfare from Tampa \$553*

**Subject to change*

***US citizens traveling to the Dominican Republic require a valid passport.*

For more information or to register, please contact:

Brett Simons at bsimons@tampabaycdc.com or 813-518-2668

Brent Barkway at bbarkway@pinellas.gov or 727-464-7411

Turner Arbour at tarbour@pascoedc.com or 813-536-9834

Registration Deadlines:

Trade/Gold Key Package
July 10, 2023

Delegate Package
July 31, 2023

NO REGISTRATIONS OR REFUNDS WILL BE ACCEPTED AFTER THE DEADLINES.

Presented by:



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Florida Department of
Commerce