

# BUSINESS TRIP TO THE CARIBBEAN

## MAY 31 - JUNE 5, 2020



## ABOUT THE TRIP

Export Delaware invites you to join the U.S. Commercial Service on a business trip to the Caribbean to meet new customers and potential partners in fourteen markets in the region: The Bahamas, Barbados and Eastern Caribbean, Dominican Republic, Guyana, Haiti, Jamaica, Suriname, and Trinidad and Tobago.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts in the Caribbean and achieve new international sales in this part of the world.

Business meetings with distributors, agents, or customers will be arranged for you according to your needs, all specific to your company. In addition, you may choose to attend the Trade Americas – Business Opportunities in the Caribbean Region Conference taking place in Barbados May 31 - June 1, 2020.

## THIS TRIP INCLUDES:

- Assistance from State of Delaware's Export Delaware Team, as well as support from the U.S. Commercial Service.
- In-country transportation on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

## TRIP ITINERARY

May 31 - June 1 Trade Americas Conference, Barbados (optional)  
June 2 - 5 Business Meetings in the Caribbean

## TESTIMONIALS

**What Delaware companies are saying about business trips with Export Delaware:**

**"The trip allowed us to reach out to multiple potential customers at once and also helped us drive our existing distributor to action."**



## WHY THE CARIBBEAN?

This is a great opportunity for Delaware companies offering products or services to aid in the rebuilding of the Bahamas after the destruction of the recent hurricane.

- The Caribbean region as a whole represents a market of about 27 million people who collectively imported over \$21 billion of U.S. goods in 2018.
- The region is the 3rd largest export market for U.S. manufactured goods in Latin America behind only Mexico and Brazil.
- The Caribbean region is a natural commercial partner of the United States, tied closely together by geography, history, and culture. There is a huge demand for U.S.-made products in the region.

## COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

## MORE INFO

Contact the export team:  
302-577-8465  
[Beth.Pomper@state.de.us](mailto:Beth.Pomper@state.de.us)

## FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at [de.gov/funding](https://de.gov/funding).



*Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.*