Outward Mission to:

HAITI via Dominican Republic
Focus: AID-FUNDED BUSINESS

Sunday 3rd – Friday 8th February 2013

The UKTI Aid-Funded Business Service in conjunction with the British Embassy in Santo Domingo are organising an aid-funded business focussed mission to Haiti. The mission will commence and finish in Santo Domingo, Dominican Republic to provide companies with an opportunity to seek partners on the ground to bid for projects in Haiti and to meet the procurement team from MINUSTAH.

Background

The earthquake in Haiti has opened up a wide range of opportunities for UK companies to work on funded projects in a meaningful and humanitarian way for the long term benefit of the people of Haiti. The sums committed by donors are very large, as befits the scale of the problem, and now is the time to visit and make the contacts. The World Bank, Inter-American Development Bank, the EU and the UN agencies also all have substantial programmes where procurement is closely monitored. The UN continues to lead on emergency humanitarian aid, with the focus on those still living in the many tented refugee camps. MINUSTRAH themselves are procuring significant supplies, in addition to which other UN agencies who offer potential for UK companies include: UNOPS (housing); IOM (refugee camp management); World Food Programme (food supplies).

The development aid organisations are now starting to disburse significant sums, and around 50% of all the demolition rubble has now been cleared. These development aid programmes will offer significant opportunities to UK companies;

- The World Bank will fund projects worth $500million over the next 3 years
- The Haiti Reconstruction Fund (a multi-donor fund managed by the World Bank) has $300million
- The Inter-American Development Bank has committed $200million per annum until 2020
- The EU has a EUR460million programme focussing on infrastructure, especially roads
- The IMF have agreed that $260million of debt relief can be used to fund the reconstruction of Ministry Buildings

All donors recognise that long term prosperity depends upon the growth of the private sector. Now that political stability has been achieved some large projects are moving forward. The best sectors for investment are:

- Textiles – the US has a duty-free quota agreement with Haiti under the HELP programme that allows access to the US market until 2020. This has led to a Korean company investing in an $80million clothing factory
- Tourism – Caribbean Cruise Lines have a $40million investment at Labardie, a new business hotel is under construction in Petion-ville, together with a project to rebuild the Hotel Montana.
- Agribusiness – awaiting regularisation of land tenure law, but as soon as this is achieved there are several investors waiting in the wings with ideas for coffee, tropical fruit and nuts
- Mining – there are good prospects with nickel and gold

There are good opportunities for UK companies to be involved in these entire sectors.

The aid pipeline is there for the long term, and those with vision should recognise that will be many large development projects in the years ahead.

Companies should not be put off by the fact that Haiti has traditionally been off the UK radar. The Embassy in DR visit regularly and the Foreign Secretary has just announced the opening of an Embassy office in Port au Prince. Even before the earthquake it was a very poor country, and it is basically very similar to working in the poorer countries of sub-Saharan Africa. UK companies with experience of working in West Africa will feel at home, and although French speaking, there is much less French business involvement than in their former African colonies.

Why visit Haiti and the Dominican Republic?

To be successful at winning Donor funded contracts, it is important to establish relationships with Donor staff located in the field as well as contacts within the Government Agencies who will ultimately be responsible for implementing the projects. Timing is crucial to be successful at winning contracts as those with early information and established contacts in-country will be well positioned to win bids. The visit to the Dominican Republic will enable participants to establish contacts with local companies as well as visit the Aid Agencies located in Santo Domingo who have Haiti as part of their portfolio.

Travel Package

Companies are advised to book their own flights. There are no direct flights from the UK to Santo Domingo; however airlines that operate regular flights incorporating a stop-over include American Airlines and Iberia. Flights from Santo Domingo to Port au Prince will be by the DR airline MAS. Details of recommended flights and how to book them will be given to all missioners. Accommodation will be provisionally reserved for the group at Hotels in Santo Domingo and Port-au-Prince, full details of which will be provided to delegates upon registration. Our group will be accompanied by security guards throughout the visit to Port-au-Prince in line with FCO travel advice.

Participation Fee

There is a registration fee of **£300** per person payable upon confirmation of participation plus a fee of **£780** + VAT per company which includes briefings in each market, roundtable discussions with donor personnel, programme of meetings with Donor personnel/local contacts, networking receptions hosted by the British Ambassador, group transportation to group meetings and the services of security guards throughout the visit to Port-au-Prince.

How do I book a place/register my interest?

For a full information pack and company profile form please return the expression of interest form below to Cheryl Boxall via email info@afbs.org.uk **Closing date for applications is Friday 21st December, 2012**

Due to the nature of this visit and to ensure the best possible service from the UKTI staff in Santo Domingo, places on this visit are limited therefore early application is advisable.

✂----------

Expression of Interest Form

Outward Mission to Haiti & Dominican Republic

3rd-8th February 2013

Please send a Company Profile Form and information pack to:

Name:……

Position:……

Company:……

Address ……

……

……Postcode:……

Tel:……Fax:……

Email:……

Web ……

Business activity:……

Year Company Established:……

Number of years export Experience:……