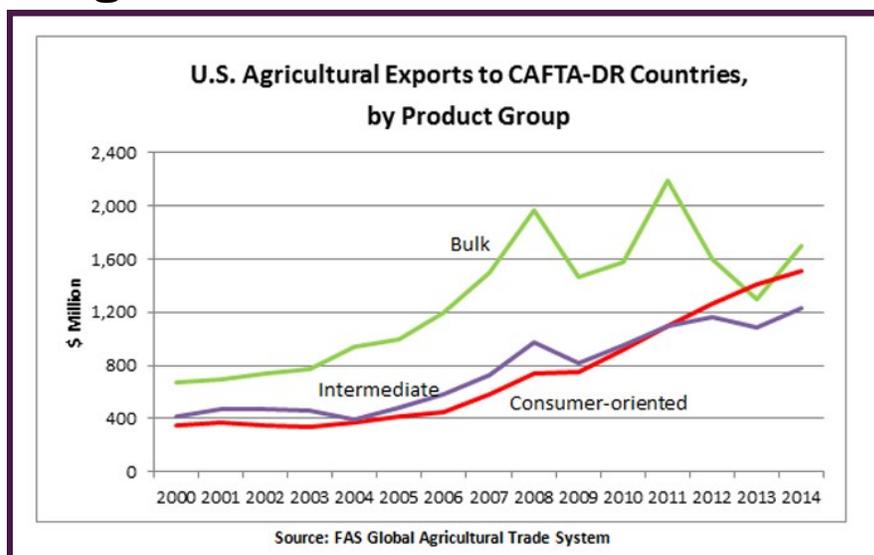


# Caribbean Basin

January  
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*The Caribbean, with its close geographical and economic ties to the United States, have always been an important market for U.S. agricultural exports.*

## Foreign Trade



At a combined \$4.4 billion, the Dominican Republic CAFTA-DR (Central America Free Trade Agreement) countries rank as the seventh-largest agricultural market for U.S. exports. Bulk commodities such as corn, wheat, and rice have traditionally dominated U.S. shipments; however, their share of total U.S. exports has contracted from over 50 percent a decade ago to just over one third today. The most notable trend in U.S. exports to the CAFTA-DR region is the rapid rise of consumer-oriented products.

Led by prepared food, dairy, poultry, and pork products, **U.S. exports of consumer-oriented products more than tripled** between 2006 and 2014, while total U.S. agricultural exports doubled during the same period.

## Best Product Prospects

CBATO reports it is known that market opportunities exist for practically all **high-value, consumer-oriented foods/beverages and seafood** products in The Bahamas. Some of the most prominent growth categories include dairy products including cheese; fish products, especially deep water fish not found in Bahamian waters; prepared/preserved red meats, as well as fresh chilled and frozen red meat; poultry meats; and processed fruits and vegetables. Products not present in significant quantities but with good sales potential include gourmet foods, Asian products, tofu, products that contain no trans-fats, sugar-free products, fat-free products and organic products.

Politically speaking, the CBATO region of coverage is a mix of independent states, overseas departments or dependencies of European countries, and islands that are part of a European kingdom. Practically all of the islands have some sort of democratic parliamentary system or internal self-government and as a whole the Caribbean region is considered politically stable.

## ***We Are Here to Help***

*<http://www.foodexport.org>*

Exporting is an excellent way to increase sales. Without help, exporting is a complex business. Under the Food Export Association of the USA, a variety of programs and personal assistance with exporting is available. Everything is designed to help an interested company gain exporting knowledge and make it a smoother process. Thank you for expressing interest in exporting your Nebraska product.



### **Export Education**

Export Essentials Online: An educational introduction to the fundamentals and logistics of exporting. Through ten different modules, you will be guided through extensive information regarding your product and what exporting can do for your company.

### **Analyze Market Potential**

Market Builder: A customized package of services to help U.S. suppliers find the right market and buyer for their products through importer feedback on their products, competitive market research and importation analysis, distributor referrals and importer lists, and assistance with in-market meetings.

### **Export Assistance**

Food Export Helpline: A service which offers customized, one-on-one assistance on a wide variety of export-related topics. You'll speak with an industry expert who can help answer any questions such as, "Does my product have any potential in other countries?"

*"The representatives of Food Export-Midwest have always been a pleasure to work with and have been extremely helpful with any questions or claims that we have. Overall, this program has allowed us to expand our distribution coverage and increase sales over the past years." -Jennifer McDaniel of Premium Nutritional Products (August 2015)*

### **Enter New Markets**

Buyers Mission: Events that bring qualified, international buyers to the U.S. to meet face-to-face with U.S. producers. These events allow for potential business connections and feedback about a product's exporting future.

### **Trade Missions**

Food Show Plus: A tradeshow enhancement service that provides assistance to U.S. producers, aiding them in preparation for meetings with international buyers to create a more effective product presentation.

### **Increase Market Share**

The Branded Program: A program that helps your company, product, and brand gain exposure through international marketing. This program provides a 50% reimbursement of approved international marketing and promotion.

**For More Information Contact:**



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