

TEPA - OECS Trade Mission



Business Mission to five OECS States

Discover the markets, understand /determine Opportunities, meet key influencers and engage potential customers

ABOUT THIS MISSION

The Saint Lucia Trade Export Promotion Agency (TEPA), in keeping with its mandate to increase the aggregate exports of authentic Saint Lucian products and services, is seeking expressions of interest from Saint Lucian manufacturers and service providers to participate in a trade mission to five priority OECS countries, namely: Grenada, Saint Vincent and the Grenadines, Dominica, Antigua, and St. Kitts Nevis. The purpose of this mission is to enable Saint Lucian exporters to explore and capitalize on the many existing opportunities in these significant markets.

This Mission will be led by TEPA.

Proposed Period: First Quarter 2015
Target Cities: St. George's – Grenada
Kingston – St. Vincent and the Grenadines
Rosseau – Dominica
St. John's – Antigua
Basseterre – St. Kitts / Nevis

Expressions of Interest Due By: November 7, 2014

MARKET OVERVIEW

The OECS has over the years initiated many policies and special arrangements to increase and improve trade/exports between member states. More recently, the Trade Promotion Unit has been working towards establishing a regime for free circulation of goods. This project will include the revision and/or complete removal of technical, administrative and fiscal measures, to a timely and cost efficient approach for movement of goods within the OECS.

With a combined population of approximately 500,000, these countries contain significant business opportunities for Saint Lucian manufacturers and services providers across sectors. Furthermore, governments within the aforementioned have reported and projected steady economic growth in the years to come. Preliminary market findings indicate that OECS member states share similar industries with products.

Notwithstanding this, tremendous opportunities exist as the countries face a similar challenge of high imports, particularly in the area of food. TEPA envisages the formulation of new business deals and partnerships as a direct result of this mission.

MISSION PARTICIPANTS – ELIGIBILITY AND SUPPORT

Participation in this mission is limited, and companies will be selected based on their export readiness, and the suitability of their service or product offering for the relevant markets.

Selected companies will work with the TEPA officer as part of a steering committee for the overall planning and coordination of the mission. TEPA is currently working with business support organizations and Chambers of Commerce in the respective countries to organize business matching, Business to Business (B2B) meetings, Business to Consumer meetings and Networking opportunities for participating companies.

DON'T MISS OUT – APPLY BEFORE NOVEMBER 7, 2014

Apply by completing the attached Expression of Interest form and submit via e-mail. A TEPA representative will contact you to facilitate further assessment, and to conduct specific market research for your company and products/service, in an effort to further assess the potential opportunities that are matched for your business.

Key Contacts

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TEPA – OECS TRADE MISSION EXPRESSION OF INTEREST FORM



Please complete this form and return via email by November 7, 2014

Attn: Gasper George | Tel: 758 468 2144 | Fax: 758 452 4606 | Email: ggeorge@tepa.org.lc

Company:

Address

Name of Representative

Job Title

Telephone

Fax

Is your company currently exporting to any of the proposed OECS Member States

Yes _____

NO

Indicate your business interest in the proposed mission countries

Who are your target customers (or sectors) in the proposed markets?

Do you have any knowledge of key competitors in the proposed markets?

Yes

NO

If you indicated "YES" to the question above, what is the key differentiator between yourself and these competitors?