



**Haiti will host under the distinguished patronage of
Their Excellencies, President René Prével
and Prime Minister Michèle Duvivier Pierre Louis,
the Tenth Business Forum of the Greater Caribbean
from 21-24 October 2009.**

**The theme of the Forum:
«Building Partnerships in the Greater Caribbean».**

Contacts

Luc Especa, Commissioner General of the Forum

Tel.: (509) 3702 – 5389 / 3454 – 5389

Email : contact@10acsbusinessforum-haiti.com

Ministry of Trade and Industry

Address: 8 Street Légitime, Champ de Mars,

Port-au-Prince HT 6112, HAITI

Summary

Welcome to the 10th Forum of the Greater Caribbean

- ✓ Invitation by the Government of Haiti
- ✓ Welcome Remarks by the Secretary-General of the ACS
- ✓ Welcome by the Private Sector of Haiti

The X Business Forum of the Greater Caribbean : Generalities

Haiti : Host Country for the 10th Forum of the Greater Caribbean

Haiti and world trade

Investment potentialities of Haiti

Business opportunities to seize

Export possibilities of Haiti

Local and Foreign Press Articles

Welcome to the 10th Forum of the Greater Caribbean Invitation by the Government of Haiti

The Minister of Trade and Industry, acting on behalf of the Government of the Republic of Haiti and the ACS Secretariat, has the distinct honour of bringing together governments, businessmen, trade promotion organisations, financial institutions, development banks and potential investors, especially those from the Greater Caribbean, at a large-scale business meeting which will provide new opportunities for investment as a means of promoting trade.

At a time when the world is moving swiftly towards becoming a global village, Caribbean countries are sensing the need to strengthen their competitiveness and to build their economies. Therefore, the Tenth Business Forum of the Greater Caribbean will provide a space for the creation of productive partnerships within the business community and among policymakers with a view to creating business capable of resuscitating national production processes and contributing, in so doing, to the creation of wealth and the improvement of the quality of life of populations.

For businessmen in search of new business opportunities, this tenth version of the Business Forum of the Greater Caribbean provides an ideal opportunity to meet potential clients and suppliers in one of the largest markets in the region – Haiti has 10 million inhabitants and offers an economic context that is poised for the development of partnerships, joint ventures and alliances between companies and business communities. For the governments of the countries of the Greater Caribbean, this is a critical turning point in the regional integration process by facilitating the emergence of global responses to common challenges.

By opening up the event to participants, the government and people of Haiti are reaffirming their commitment to creating a Caribbean that is strong, prosperous and competitive. Therefore, we extend a special welcome to everyone in the hope that you enjoy the hospitality of the land of Toussaint Louverture where the freedom of men and women is a universal principle.

Marie Josée Georges GARNIER
Minister of Trade and Industry

Welcome Remarks by the Secretary-General of the ACS

It is indeed an honour as Secretary General of the Association of Caribbean States (ACS) to underscore the importance of the 10th Business Forum that will be held this year in Haiti on October 21-24.

The ACS is truly pleased to support this initiative promoted by the Haitian Government, led by the President of the Republic, René Prével. Haiti is one of the 28 Member and Associate Member Countries of our organisation.

Both the local and foreign business sectors in Haiti have joined in the preparation of this Forum with great enthusiasm. International organisations and entities are also making their contributions so that this Business Forum could present to the region and beyond, the opportunities offered by the Haitian market not only for investments but also to establish trade relations.

This effort of interinstitutional and sectoral synergies has provided a solid and coherent base for the preparations of the Forum. The foreign entrepreneurs participating in the event will be afforded a sound vision of those business opportunities existing in Haiti and will learn of the experiences of the entrepreneurs who have preceded them in conducting business successfully in that country. The programme of activities and business sessions guarantees this. I invite you to participate in the 10th Business Forum and to consider expanding your trade and investment operations in Haiti.

Louis Fernando Andrade Falla

Secretary General of the Association of Caribbean States.

The Association of Caribbean States

The Convention Establishing the Association of Caribbean States (ACS) was signed on 24 July 1994 in Cartagena de Indias, Colombia, with the aim of promoting consultation, cooperation and concerted action among all the countries of the Caribbean, comprising 25 Member States and three Associate Members. Eight other non-independent Caribbean countries are eligible for associate membership.

The headquarters of the Association are located in Trinidad & Tobago. The Secretary-General is Ambassador Luis Fernando Andrade Falla.

Member States

Antigua and Barbuda, Bahamas, Barbados, Belize, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, St Kitts and Nevis, St Lucia, St Vincent and the Grenadines, Suriname, Trinidad and Tobago, Venezuela.

Associate Members

Aruba, France (on behalf of French Guyana, Guadeloupe & Martinique), and Netherland Antilles, Turks and Caicos.

Welcome to the 10th Forum of the Greater Caribbean Welcome Remarks by the Private Sector

The 10th Business Forum of the Greater Caribbean, which will be held in Haiti from 21st to 24th October, 2009, marks the dawn of a new era. The hosting of this very important event reveals a new perception of Haiti in the international arena. It constitutes a break with the image of a chaotic and ungovernable space, as it is presented in the classification of international rating agencies, to be considered an environment that is conducive to business.

This result is the fruit of a declared will and continuous efforts on the part of the public and private sectors. Firm and resolute measures implemented by Government to combat violence, kidnapping and drugs have significantly reduced insecurity and assisted in restoring a state of normalcy to everyday life. The resumption of night life in the country is an indicator of this change. The significant increase in visitor arrivals is proof of the confidence placed in the country, as evidenced by the high rate of hotel occupancy.

The options provided by political leaders, attesting to improved governance, have reassured partners. The national strategy document for growth and poverty reduction (DSNCRP) translates the will of the Government to implement a coherent and well articulated programme in the medium term, to achieve the objectives of economic growth, employment and poverty reduction. The sectors that serve as the basis for this strategy area are clearly identified: Agriculture and rural development, tourism and infrastructure. Macroeconomic performance resulting from exemplary fiscal and financial discipline has created a stable environment for public and private investments.

The private business sector takes delight in exogenous factors that are expected to have a positive impact on the investment climate of the country. The lifting or mitigating of advisories against Haiti by Canada and the United States respectively heralds new business relations with those countries. The recent hosting of international conferences by Haiti, particularly the meeting of Governors of the IDB and the Meeting of Governors of the CARICOM Central Bank is further evidence of a change in the perception of the country in the areas of security and governance. The Hope Law, which allows for preferential access of textile products from Haiti to the American market, remains an asset to business development. Several persons of foreign origin, both from the Caribbean and other regions, are poised to take advantage of the opportunities to be derived from this agreement. Significant results in terms of jobs and revenue are expected.

The Public-Private Partnership, which for a long time was merely the subject of discussion, is becoming a reality as a result of the participative approach characterising various Government-led initiatives.

Réginal Boulos

President of the Chamber of Commerce and Industry of Haiti

The X Business Forum of the Greater Caribbean in Haiti

Generalities

Date and Venue

Haiti will be hosting the X Business Forum of the Greater Caribbean, from 21-24 October 2009. The venue for this event will be the Karibe Hotel & Convention Center. This Four Star Hotel is located in Petion-Ville on a small mountain overlooking the city of Port-au-Prince.

Central theme of the Forum

The Central theme of the 10th Business forum is:

« **Building Partnerships in the Greater Caribbean** ».

General Objective of the Forum

The objective is to promote trade, investments and exchange of knowledge, as well as business opportunities among the entrepreneurs in the region, which includes Caribbean states, Mexico, Guatemala, Colombia, Costa Rica, El Salvador, Honduras, Nicaragua, Venezuela and Panama. This year, the theme of the Forum is “Building partnerships in the Greater Caribbean”. The secretariat for the event will be at the Ministry of Trade and Industry of Haiti (MTI), and technical assistance will be provided by the Secretariat of the Association of Caribbean States.

Specific Objectives of the Forum

- Offer a space for the creation of business opportunities in terms of trade and investments in the region ;
- Strengthen trade relations between Member States and the Associate Members of the Association of Caribbean States (ACS);
- Promote mutual ad exchange of knowledge between business leaders of the Greater Caribbean, institutions, Government representatives and other relevant players in the field of international trade;
- Contribute to revalue the business potentialities of Haiti and partner countries.
- Hold an interactive seminar designed for business leaders, Government representatives and related players during which all relevant trade issues affecting the region as well as those regarded as priorities in the work programme of the ACS.

Target Publics

This event will bring together entrepreneurs from the region as well as political leaders, representatives from bilateral and multilateral financing agencies, members of the private sector, investors looking for business opportunities, all of them willing to share the latest information regarding the political and economic challenges this part of the world has to overcome, so that they can encourage new investments, strengthen and deepen existing economic partnerships.

Expected Results

The organization of the forum will allow the Member States and Associate Members of the ACS to reach the following results :

- A better knowledge of business potentialities in the region and the host country ;
- A more intense exchange of knowledge and know-how between Member states and Associate Members of the ACS ;
- Greater proximity between the different players and the establishment of partnerships and economic alliances.

Interest of the Forum for Haiti

This will be an invaluable opportunity for Haiti to emphasize the results of the efforts undertaken since 2006 by the national authorities, Haitian businesses and the partners from the international community to come out of the crisis. Indeed, since March 2009, issues related to employment and private investments are among the top priorities on the agenda of the actors of the development of Haiti.

The commitments of the 2009 Washington Conference, the various high level missions of international political leaders and potential investors, the recent appointment of President William J. Clinton as United Nations Special Envoy, and the mandate he now has, the ongoing dialogue between the Haitian government and its national partners all tend to confirm this willingness to send out a new message: Haiti is not only a land of conflict but also a country that offers “ a window of opportunities for economic development, sustainable democracy and stability” . While benefiting from the media coverage for this event, this will also be an opportunity to share with the world, and particularly the partners in the region, the outcome of these commitments, as well as the success stories of new investors.

This forum will also be an opportunity for Haitian businesses to engage in talks with traditional buyers as well as future ones, allowing them to establish the basis of partnerships with new investors. The foreign businesses will be able to benefit from this window of opportunity to consolidate and strengthen stronger relationships with Haiti, its businesses and its institutions. To achieve these objectives, the President of the Republic, the Prime Minister, the members of Government and other state authorities, the Haitian entrepreneurs, the donors community, the friends of Haiti, should all associate their efforts to make this event one of these which will contribute to boost employment and investment, and change the image Haiti has been given by the international media.

Implementation and Organization of the Forum

The ministry for trade and Industry of the Haitian government and the ACS (MCI, from its French acronym) and the Secretariat of the ACS will jointly ensure the organization and implementation of the 10th Forum.

Haiti, Host Country For The X Business Forum Of The Greater Caribbean



Welcome to Haiti, the country of the Sun and laughter culture, art and beauty. In the heart of the Caribbean, Haiti is a unique jewel with its fine sandy beaches, its lush greenery, its monuments that defy the time, its rhythms that capture.

Haiti, is a wise cocktail of cultures, magic, mysteries and adventures. Haiti, is the island of light, bringing joys and delights to all her visitors.

Discover our picturesque nature; our aromas and unique flavors to you through the world!

Here, the sun shines continuously in an ever blue sky!

Geographical Location

Distant from only 1 hour and 40 minutes by flight from Miami, located in the very heart of the Caribbean in front of the Panama Canal and at the strategic crossroad to the North American market and emerging Latin-American markets, Haiti's privileged location makes it an ideal recipient for those entrepreneurs, investors and companies aiming to export to the US market.

History

The Taino Indians who populated the island called it "Ayiti", which means high land. In 1492, the arrival of the Spanish sailor Christopher Columbus led to the extermination of the Indians. France and Spain that divided the island in 1697 took the black from the African coasts to work as slaves on their flourishing plantations of Saint Domingo and Hispaniola. After three centuries of this treatment, the slaves and the free men of the colony rebelled against that order.. Led by generals Toussaint Louverture, Jean-Jacques Dessalines, Alexandre Pétion, Henry Christophe, they vanquished the powerful French expeditionary army during the glorious Battle of Vertières, on 18 November 1803. The independence of the Western part of the Island of St Domingo which belonged to France was proclaimed on 1 January 1804. the new State became Haiti, the first black Republic in the free world.

Macroeconomic framework

Fiscal year 2007-2008 will have been one of the most difficult moments for the Haitian economy during the past five years. Affected by multiple internal and external shocks, gross domestic product (GDP), according to preliminary estimates, only grew in volume by 1.3 % in 2008. In fact, the worldwide oil and food crises, and the four back to back hurricanes at national level seriously hampered at varied degrees the positive development of the different sectors of the economy.

PRODUIT INTERIEUR BRUT PAR SECTEUR					
En millions de gourdes constantes de 1986-1987					
Branches d'activité	2003-04*	2004-05**	2005-06**	2006-07***	2007-08***
Agric., Sylvic., Elev. et Pêche	3174	3256	3311	3399	3204
Industries Extractives	13	14	15	15	16
Industries Manufacturières	978	994	1017	1030	1029
Electricité et Eau	70	75	58	57	52
Bâtiments et Travaux Publics	949	977	1005	1031	1085
Com., Restaurants et Hôtels	3305	3350	3451	3661	3868
Transports et Communications	781	806	842	910	967
Autres Services Marchands	1522	1542	1573	1602	1653
Services non Marchands	1336	1358	1379	1443	1514
Branche Fictive ¹	-495	-523	-533	-618	-716
Valeur ajoutée brute totale	11633	11849	12118	12530	12672
Impôts moins subventions sur les produits	924	934	961	999	1029
Produit intérieur brut	12557	12783	13079	13529	13701
Taux de croissance en %	-3.5	1.8	2.3	3.4	1.3

Source : Institut Haïtien de Statistique et d'Informatique (IHSI)

Notes : * Semi-définitifs - ** Provisoires - *** Estimations

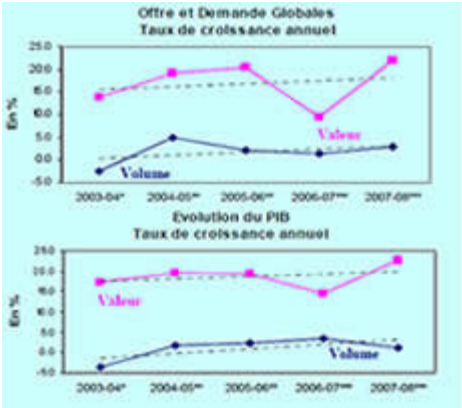
1 : Il s'agit, par convention, d'une unité spéciale qui prend en compte l'utilisation faite par les autres branches de la «production imputée de services bancaires» (SCN 93)

The primary sector was the most affected with the fall in real terms of nearly 6 % of the value-added of the agricultural branch. This bad performance is particularly due to the harmful effects of climate change at the end of the fiscal year causing enormous losses in terms of vegetal and animal productions. The performance of the secondary sector differentiated with 0.1 % of manufacturing industries and the increase of more than 5 % of the value-added at constant price of the construction branch. The tertiary sector did not follow that pattern with a 5 per cent increase attributable especially to the performance of the transportation sector and Communications the a value-added of which grew up by 6.2 % in volume.

With respect to consumer prices, the world oil and food shocks have caused huge inflationary tensions in the Haitian economy resulting in annual inflation of about 20 % in September 2008.

In terms of perspectives, fiscal year 2009 is viewed with some uncertainty .At the regional level; the recession in the United States is running the risk of affecting some sectors of the Haitian economy. On the domestic front, the negative effects of the hurricanes, particularly on the agricultural sector cannot be ruled out. However, the measures already adopted and those announced for the recovery of the agricultural branch as well as interventions made in the construction sector and public works for the rehabilitation of the damaged infrastructure combined with the distributional positive impacts of these two sectors, should enable the

economy, ceteris paribus, on the other part, achieve a growth of 2 to 2.5 % in 2009. Finally, with respect to inflation, reduction in prices on the international market that is derived from the recession, combined with the announced improvement of the offer of domestic products clearly leads one to expect for a wicker inflation than the one known in 2008. Indeed, the most pessimistic scenario expects an inflation of 16 %, the most optimistic, 8 % and the average scenario, 12 %.



OFFRE ET DEMANDE GLOBALES					
En millions de gourdes courantes					
	2003-04*	2004-05**	2005-06**	2006-07***	2007-08***
PIB	140387	168034	200456	229466	281751
Importations	61365	72155	88531	86715	103764
Offre Globale	201752	240189	288987	316181	385515
Consommation	143138	170688	202309	223302	281974
Investissement	38386	46072	57861	63646	72281
Exportations	20228	23429	28817	29233	31260
Demande Globale	201752	240189	288987	316181	385515
En millions de gourdes constantes de 1986/87					
	2003-04*	2004-05**	2005-06**	2006-07***	2007-08***
PIB	12557	12783	13079	13529	13701
Importations	14967	16062	16365	16301	16983
Offre Globale	27524	28845	29444	29830	30684
Consommation	20029	21082	21345	21558	22224
Investissement	4381	4444	4541	4667	4739
Exportations	3114	3319	3558	3605	3721
Demande Globale	27524	28845	29444	29830	30684

Legal Framework for Business

- Sales or Turnover Tax : 10%
- Income Tax : 0 to 25%
- Customs Tariffs : between 0 and 5% on raw materials, inputs and sub-products, between 5 and 15% on finished products
- Minimum wages in the assembly sector and free zones : US\$2,97 per day (by far inferior to the minimum wages of such Caribbean countries as Jamaica, The Cayman Islands, Puerto Rico and Barbados.
- Monthly contributions on Worker's Compensation, Health and Maternity Insurance : 2% to 6% on salaries
- Age and disability insurance : from 2% to 6% on salaries.

- Fiscal and Customs exemptions such as : exemption from income tax, Pro Rata Tax on Working Patent, exemption from tax on Worker's salaries, and other direct internal ; taxes for investments made in the following sectors: agriculture, domestic industry,, tourism and related services , handicraft and other sectors deemed of particular interest.
- Fiscal and Customs exemptions for a period of time not exceeding 15 consecutive years and partial exemptions for another 5-year period, such as : total exemption on income tax, exemptions on materials and equipment, exemptions on communal taxes for 15 years, deduction of amounts invested in a free zones, for free zones established and operating in the following sectors : Industry, Commerce, General Service, (any activity within the framework of international trade), Special Services (Financial Services, Tourism Services, Medical Clinics services or Specialized Hospitals, Scientific Services, Electronic Services)

Commercial and Preferential Agreements

- The Caribbean Community Market (CARICOM)
- The European Partnership Agreement (EPA) granting commercial preferential access to the EU market, progressive reduction of duties on imports from the European Union for a transitional period up to 12 years.
- The Canada Agreement granting Generalized Tariff Preferences and Least Developed Countries' Tariff (LDCT)
- The HOPE Law (Haitian Hemispheric Opportunity through Partnership Encouragement Act)
- The Venezuela Agreement granting preferential prices on the purchase of petroleum product as well as preferential conditions of payment.

Haiti and world trade

Conditions have never been as favorable as they are today. At the multilateral level, Haiti is involved in the transformations in international trade and participates as an original member of the World Trade Organization (WTO).

At the regional level, Haiti is a member of the Caribbean Economic Community (CARICOM). Haiti is a full member of CARIFORUM, a regional organization also comprising the CARICOM countries and the Dominican Republic. At the Summit of the Americas held in Miami in December 1994, Haiti was an active participant in what was supposed to become by year 2005 the Free Trade Area of the Americas (FTAA).

Haiti is a member of the Association of Caribbean States (ACS) comprising Mexico, Colombia, Venezuela, as well as the CARICOM and Central American countries.

In March 1996, an agreement with the Dominican Republic created the Joint Bilateral Commission comprising the direct representatives of the public and private sectors of both countries. This joint commission meets periodically to plan cooperation activities between the two countries.

A Cuban-Haitian commission was created in November 1998 with a view to strengthening cooperation between the two countries, in particular in the areas of health and higher education in medicine.

Products of Haitian origin enjoy favorable conditions in Canadian and American markets and in those of the European Union countries. These are additional opportunities offered to private investors. The benefits accorded to Haiti are tariff-related and allow for exemption from customs duties upon entering these markets.

Haiti and Canada

The Canadian government does not impose any quantitative restrictions on the importation of textile and apparel products of Haitian origin.

Moreover, a protocol of Agreement has been signed with Haiti on the Canadian initiative for less developed countries (LDC) in July 2003, which enables Haiti to export to Canada any standardized product, except for the following three products: milk, poultry and eggs.

Haiti and the European Union

Haiti signed the fourth Lomé convention in 1989. Under this preferential tariff plan, its products are allowed to enter the European Union market duty-free.

In addition to the benefit of customs preference, products of Haitian origin are not subject to any quantitative restrictions upon entering this market.

The Cotonou Agreement signed in 2000 opens new horizons on the relations between the European Union and the African-Caribbean-Pacific Countries. Negotiations are underway and are moving towards the establishment of an Economic Partnership Agreement (EPA) between these entities. This agreement could result in greater access to the European market for products from Haiti under preferential conditions.

Haiti and the United States of America

Haiti is a participant in a number of programs implemented by the American government, in particular: the U.S. GSP, the 806.0, the 807/TSUS, the Caribbean Basin Initiative / (CBI-II), the 087-A and the Hope II Act.

The U.S. GSP: This scheme provides for total exemption from customs duties upon entry into United States of America territory of more than 2,500 products of Haitian origin, with the exception of textiles and apparel, in general, of electronics, watches, steel products, some glassware and footwear products, in particular. Benefiting from the advantages provided for under the U.S. GSP is contingent upon three key conditions:

- direct shipment of the goods to the USA, without passing through a third country;
- requisite 35% local value added;
- mandatory use of the Certificate of Origin Form A to authenticate declarations made at customs and provide proof that the products are in conformity with the eligibility criteria.

Summary of benefits contained in the HOPE II Act:

The HOPE I and HOPE II Acts differ in certain regards though there are significant similarities. In order to provide you with a better understanding of them, we have prepared the following comparative table that highlights the benefits contained in each of them.

COMPARISON HOPE 1 AND HOPE 2 (English document pdf).
HOPE VISA APPLICATION FORM

Hope II will grant the Haitian textile industry greater flexibility in terms of the rules of origin for articles of apparel sent to the United-States. It will be in force for a period of 10 years. With HOPE II, Haiti will be able to, inter alia, transform and export to the USA, duty free, **in addition to articles produced within the framework of the extended CBI**, up to the equivalent of 70 million square meters of woven fabric for all types of apparel and up to 70 million square meters of knits **of third-country origin**. Should Haiti exceed any of the quotas, the **3 for 1 rule** will be applied. Moreover, women's underwear, pajamas, luggage, handbags and back packs, fabric caps and hats...may be produced in Haiti in unlimited quantities, and these, irrespective of the origin of the fabric and materials used, will all benefit from duty free customs access to the United

www.cfihaiti.net / Tuesday, 07 October 2008

Investment potentialities of Haiti

Promising markets

- The Republic of Haiti, eight (8) millions people supported by 2 million Haitians in the Diaspora
- The Dominican Republic: eight (8) millions
- Haiti's privileged trading partners: Canada, CARICOM countries, the EU and the U.S.

Exploitable natural resources

- The sea and the coast: over 1500 kilometers of coastline, coral beds, and opportunities to develop fishing, beach tourism, cruise tourism, sea transport
- Natural sites: caves and waterfalls, fauna and flora species and their exceptional development potential for ecotourism
- Deposits of non-metallic minerals: marble, calcium carbonate, lignite, clay
- An ecosystem conducive to the development of fruit and vegetable crops for domestic markets and export

The new niche in the growth sectors

- **In Agro-Industry:** Development of technological partnerships in the context of fruits processing and vegetables, milk production and its derivatives, animal products, husbandry and fishery, Conquest of the Caribbean market for food and tubers, fruit and vegetables processed
- **In Crafts:** Creating new products, the availability of labor as creative and innovative in the products of technology, Conquest of markets: Caribbean (25 million tourists), the European market (fair trade): Haiti has a competitive advantage related to the character "Creole" of its products
- **In Construction:** Treatment of local aggregates for local construction, Export of these aggregates to the Caribbean market
- **In the Information Technology and Communication:** Telecommuting associated with cheap skilled labor for the French-speaking countries
- **In Tourism:** Investment in tourism facilities, organizing tours around the cultural sites, such as fortifications, religious sites, historic cities for Multi-destination tourism development ,
- **In Textile and Clothing:** production and sale of garments, as part of HOPE and the EPA

Business opportunities to seize in Haiti

Private projects

- Tourism development projects
 - Resorts in beach areas
 - Hotel establishments and tourist circuits
- Construction projects
 - Industrial and commercial free zones
 - Residential and commercial buildings
 - Ports
- Agro-industrial projects
 - Milling
 - Fresh fruit and vegetables

The modernization of public enterprises

- State Telecommunications Company (Teleco SAM)
- Ports
- Cap-Haïtien and Les Cayes Airports

Major structuring public projects

- The rehabilitation of routes # 1 and # 2
- Construction of new national roads, including # 3, # 4
- The restoration and enhancement of cultural heritage in tourism priority areas (fortifications, monuments, sites and ancient historical cities)

Export Possibilities of Haiti

Traditional exports

- Traditional agricultural products : Coffee, Cocoa, Mangoes, Market-Garden Culture
- Seafood (lobsters)
- Essential Oils
- Handicrafts
- Manufactured goods (fabrics, subcontracting)

Non-Traditional Exports

Potential exports comprise currently exported products with great potential for expansion as well as fledgling products that have never been formally exported but that possess all the requisite elements to become export products.

Traditional Products

- Gourmet Coffee (Blue Mountain),
- Mangoes (varieties other than the *Madame Francique* Mango),
- Cocoa,
- Essential Oils
- Handicraft, diversified fabric (embroidery)

Fledgling industries

Art (cultural products, paintings...)

Fruits : banana, pineapple, avocados, papaya (biological)

Vegetables: Pigeon peas and Mushrooms

Agro-industry: Cassava, Peanut Butter, Jelly

Buoyant sectors

A buoyant sector is a market sector that demonstrates significant growth margins and/or has untapped or under developed areas of opportunity. Haiti's buoyant sectors are:

- Biological agriculture
- Tourism
- Industrial Free Zones
- Textiles
- Services : outsourcing, offshore, new banking products
- Energy (conventional and renewable)
- New information and communication technologies (NICT)
- Mines and quarries

Local and International Press Articles

Haiti official Host of the 10th ACS Business Forum

Haiti is officially becoming the host country for the X Business Forum of the Greater Caribbean, and signed this Tuesday the Memorandum of Understanding between the Minister of Trade and Industry, Marie-Josée Georges Garnier, and the Secretary- General of the ACS, Luis Fernando Andrade Falla.

“Even with difficulties, the Haitian market, one of the biggest in the region (with approximately 10 million people), represent important business opportunities. This forum is a window for the Haitian government to let its neighbours know about its economic performances and know more about the opportunities the country has”. These were the words of the Secretary-General of the ACS, indicating that the investments from here or there were evidence of the trust in the country.

«If the forum is aiming at promoting trade, investments, exchange of knowledge among business leaders of the Greater Caribbean, at the national level, the objective is to position Haiti on the business market, to improve its image and allow it to better integrate within CARICOM, CARIFORUM and other regional and international institutions» Ms. Garnier stated, as she understands that reaching these goals requires that throughout the organisation process, responsibilities are shared between the ACS Secretariat and Haiti, and its public and private institutions.

«This forum to be held from 22-25 October 2009 at the Hotel Karibe, on the theme «Building partnerships in the Greater Caribbean» is part of the efforts undertaken by the government to generate business to boost national production and therefore contribute to the creation of wealth, jobs, and the overall improvement of the living conditions of the population», Ms. Garnier further stated.

The organisation of this forum in Haiti is the outcome of a decision taken at the Special committee for Trade development and external economic relations of the Association of Caribbean States (ACS), for Haiti to be the host country of the tenth Business Forum of the Greater Caribbean in 2009.

This tenth edition will provide spaces for round tables on promising issues and business meetings and conferences. A fair will also be held so that companies in the region showcase their products and production processes.

Almost 120 companies from all over the region participated in the 9th edition of the Forum in Aruba, from 23-25 September 2008. The Business Forum was created to widen and strengthen trade relations among member States and Associate members of the ACS, at the 2nd ACS Summit in Santo Domingo in 1999.

Le Nouvelliste, June 9, 2009
Dieudonné JOACHIM

A NEW WINDOW FOR HAITI

The holding in Port-au-Prince, from 21-24 October 2009, of the X Business Forum of the Greater Caribbean is an opportunity to sell Haiti under his best day at all levels, according to the statements of **Dr. Reginald Boulos** , co-Chair of the Organising Committee of the X Business, Forum y all the actors involved in your organization as a window for Haiti.

« This forum represents a window of opportunity for us to make known to entrepreneurs, potential investors and even all visitors the possibilities offered by the HOPE Law that grants privileged access for products made in Haiti to the American market », indicated Dr. Reginald Boulos, also Chairman of the Chamber of Commerce and industry of Haiti (CCIH). In his view, one of the major problems of Haiti has been its image abroad, a consequence of 20 years of political instability in spite of improvements of the reassuring climate of the country since 2006.

«In signing the Memorandum of understanding on 9 June 2009 with the Secretary-General of the Association of Caribbean States (ACS), we bring the proof of the strong will of the Government to use the spaces provided by regional cooperation for the benefit of the Haitian private sector with the intent to meet the conditions to generate able to reactivate turnover national production and thus help create wealth, jobs and "improving the lives of populations » , stated the Minister of Commerce and Industry, **Marie-Jose Georges Garnier**. According to it, these three days are to allow promote trade, investment, e1 exchange of knowledge and the business between entrepreneurs, business people opportunities of the region with the entire world.

According to the Minister Trade and industry, it is necessary to highlight the results of the 2006 security efforts and priorities of the Government in creation of jobs, the Forum presents a great interest for Haiti, that will take from this rostrum to reveal which is a country that offers **a window of opportunity** for economic development, the democracy and lasting stability.

Luc Espéca , Commissioner-General for the Organisation of the Forum highlighted for his part, that it is important to build spaces of cooperation and complementarity in spite of the fact that countries are in competition for the conquest of promising markets.

Haiti became officially on 9 June the host country of the tenth edition of the Business Forum of the Greater Caribbean, after the signing of a Memorandum of Understanding between the Minister of Commerce and industry, Marie Josée Georges Garnier and Secretary General of the ACS, Ambassador Luis Fernando Andrade Falla. The Organising Committee is made up of members from both the private and public sectors.

Le Nouvelliste, August 5, 2009
Dieudonné Joachim

HAITI: Make the investment

For too long, Haiti has been associated with penury, violence, exploitation and handouts rather than meaningful investment. Though it still faces formidable development hurdles, Haiti offers abundant prospects for profitable ventures. If foreign and local investors were to take advantage of such opportunities, Haiti could experience the kind of economic takeoff that other countries have enjoyed.

Haiti's tipping point toward order and prosperity is not as remote as it may appear on the surface. With unprecedented support from the international community, President René Prével and Prime Minister Michèle Duvivier Pierre-Louis have decisively stepped up efforts to give Haitians a chance to transform their country.

Their government has a focused economic plan that calls for investment in sectors where Haiti can leverage its comparative advantages and create thousands of jobs. They are cutting red tape to encourage the creation of new businesses. They are rebuilding infrastructure, including roads and environmental disaster protection, and expanding basic services. The recent cancellation of \$1.2 billion of Haiti's foreign debt will free up resources for such priority public investments.

Security has improved markedly during the past couple of years, prompting the United States and Canada to revise their travel advisories for business people and tourists visiting Haiti.

Investors considering Haiti should note that some companies managed to thrive there even when conditions were much more dire. Cellular telecommunications operator Digicel signed up more than 1.7 million clients in 15 months. Flour milling and cement companies privatized in the 1990s are doing well. Other auspicious signs: The government is going ahead with its plans to privatize the telephone company, and a consortium of local and foreign investors is backing a project to build a 30- megawatt power plant. To build on that momentum, the Soros Economic Development Fund has launched the Haiti Invest Project, an equity-investment program with an initial commitment of \$25 million. Haiti Invest has approached potential partners in an effort to expand this initial capitalization by a factor of six, and it is already considering investments in garment manufacturing, agriculture, logistics, tourism, energy and housing.

The Inter-American Development Bank, long a leading source of funding for the Haitian public sector, is stepping up its support for local businesses and could back some of Haiti Invest's ventures. The IDB also plans to organize a trade and investment mission later this year to bring Latin American and Caribbean business leaders to Haiti.

Where do we see opportunities for the private sector in Haiti?

The garment industry has competitive labor costs and stands to benefit from the HOPE II trade legislation, which grants duty-free access to the U.S. market for apparel and other Haitian-manufactured goods. Growth in this sector has been hampered by high electricity costs and frequent blackouts, limited access to water, transport snags and a lack of adequate factory space.

Haiti Invest is considering participation in an enterprise zone adjacent to the Port-au-Prince harbor that would provide manufacturers with reliable and affordable utilities and services. This zone has the potential to employ 25,000 workers from nearby Cité Soleil, one of the capital's largest slums.

High-value tropical fruits offer another opportunity. Haiti produces top quality mangoes that consistently fetch premium prices in foreign markets. However, more than half the crop spoils before the fruit can be shipped. Targeted investments in fruit processing and freezing facilities and improvements in logistics could help double mango exports. And planting more trees would yield additional environmental benefits, such as reducing the risk of mudslides.

There is no shortage of potential business deals in Haiti, whose people have proven time and again that they are energetic, motivated, industrious and, perhaps most of all, creative. Trouble is, most often they only get a chance to demonstrate these virtues when they move abroad. It is time for opportunity to arise at home.

Miami Herald / August 12, 2009

Investors eyeing Haiti

Deep-pocketed investors want to pump millions in Haiti. The Soros Economic Development Fund (SEDF) has launched the Haiti Invest Project, an equity-investment programme with an initial commitment of up to US\$25 million. The SEDF is a non-profit private foundation, which is part of the network of charitable foundations created by investor and philanthropist, George Soros. Established in 1997, the fund's mission is to make financial investments to assist in alleviating poverty and community deterioration.

Haiti Invest has already approached potential partners in an effort to significantly expand this initial capitalisation by a factor of six, up to US\$150 million. It is considering investments in garment manufacturing, agriculture, logistics, tourism, energy and housing. Investors like Rolando Gonzalez Bunster, of Basic Energy Ltd, has offered to install five windmills totalling eight megawatts. These new Vestas windmills are already in knockdown form in the Dominican Republic and could provide renewable energy at competitive prices in Haiti within a few months.

James Lee Witt, former director of the United States' Federal Emergency Management Agency (FEMA), who travelled with former US President Bill Clinton to Haiti in July 2009, has committed US\$250,000 to provide disaster preparedness training for women in Haiti. The Witt team is scheduled to visit Haiti's capital, Port-au-Prince, and possible training sites on a fact-finding mission in the next 10 days. The United Nations is also assisting in this effort and identifying partners in civil society and the Haitian government to ensure the new training programmes do not duplicate or undermine existing initiatives.

Irish businessman Michael Carey and a group of Irish business people, who recently established the Soul of Haiti Foundation after several visits to Haiti, have offered to host a delegation of Haitian business people during a visit to Ireland in October.

ACS Business Forum

To attract greater investor interest, the Haitian government and the Association of the Caribbean States (ACS), will be hosting the Tenth Business Forum in Haiti from October 21-24. The three-day forum would be held at the Karibe Hotel and Convention Centre in Port-au-Prince. Among the attendees will be Clinton, who would be working in tandem with some of the investors. This event would provide a platform for Clinton and other countries to engage in efforts at developing Haiti.

Luc Espéca, Haitian deputy director-general, Ministry of Trade and Industry, said this during a telephone interview with the Business Guardian last Friday. Especa said the objective of the forum is to promote trade, investment and exchange of knowledge, as well as business opportunities among entrepreneurs in the region and business people from other parts of the world.

Especa said that at the national level, the forum would seek to create new business opportunities for the private sector, replace Haiti on the World's business map, improve the image of the country and facilitate its integration into regional organisations such as Caricom, Cariforum and other regional and world bodies. The structure of the forum would include feature speakers, roundtable discussions, one-on-one business meetings and fair exhibitions where all participating businesses will have the opportunity to showcase their products.

Investment opportunities

Especa said Haiti has a lot of opportunities for investment in areas such as tourism, which is a very promising sector, with 1,500 kilometres of coastline just waiting to be exploited. Apart from the beaches, Especa said Haiti has great tourism products like first-class hotels and the Citadel, an historic site which the United Nations Educational, Scientific and Cultural Organisation (Unesco) classified as a World Heritage Site. Especa said the Citadel has become an icon of Haiti.

He said agri-business was another promising sector for investment, but noted that Haiti has undeveloped land which can be used to lay down modern infrastructure. Most importantly, Especa said these investments can be facilitated as the Haitian government is committed to a free market system. He identified Digicel, the Irish telecommunications provider, as one of Haiti's largest investors.

Fostering partnerships

Especa said that the forum, themed, Building Partnerships in the Caribbean, is not an opportunity only for Haiti, but the entire Caribbean as it would build relationships between the Caribbean states. Ambassador Luis Fernando Andrade Falla, secretary general, ACS, said in addition to the 28 ACS members countries, dignitaries from China, Taiwan, Brazil and Canada are expected to attend the forum. Also, T&T Prime Minister Patrick Manning, government ministers and officials from the private sector will also be there. Especa said Haiti hopes to achieve good results from the various business organisations and build partnerships, create job opportunities and social stability.

DIXIE-ANN DICKSON, Published: 20 Aug 2009