



Caribbean and Central American Inbound Trade Mission

*Miami, Florida
June 12-15, 2023*

The Caribbean value-added food market is characterized by a strong dependence on foreign food products, especially from the United States due to the region's little arable land, limited supply of water, and no economies of scale. Furthermore, the proximity between some of these Caribbean countries and the US also boosts demand for US value added food products. Total imports of consumer-oriented agricultural products totaled \$2.1 billion in 2020, with the United States capturing 50 percent of the market. The inelastic demand for imported food products in the Caribbean makes it an excellent market for U.S. exporters.

The Central American value added for market is also very promising for US suppliers. US food products are sought after by consumers in these countries due to their health standards, quality and novelty. Since the exercise of CAFTA-DR bilateral trade between the US and Central America (and the Dominican Republic) has increased. A trade treaty between Panama and the US, which came into effect in 2012, has also simplified requirements for the importation of US food products. US suppliers that register with SUSTA for this activity will enjoy several benefits such as the opportunity to advertise their products through one-on-one meetings with buyers from the Caribbean and Central America in Miami.

Participation Fee: \$225

Early Bird Discount: \$125 (if you register and pay before April 12, 2023)

Fee Includes:

- Pre-arranged matched one-on-one meetings with key buyers, importers, distributors, and/or brokers from the Caribbean and Central America
- Space will be provided for a small tabletop display of products and information

Registration Deadline: May 1, 2023 (No refunds for cancellation after this date)

Industry Focus: Food Service Products, Ingredient, Produce and Retail Products

Product Description: Beverages, Deli Products, Ethnic and Specialty Foods, French Fries, Fruits and Vegetables, Juices, Poultry Meat and Products (Excluding Eggs), Prepared Foods, Red Meat and Red Meat Products, Seafood, Snacks, Tomato Paste and Sauces, Wine

Activity Managers:

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