



Caribbean and Central American Inbound Trade Mission

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 and economies of experience. Furthermore, the proximity between some of these Caribbean countries and the U.S. also boosts demand for U.S. value-added food products. For example, each year between six and seven million tourists (over half of which are from the United States) visit the Caribbean fueling the demand for U.S. products. In 2016, the United States exported \$1 Billion worth of consumer-oriented foods and dish products to the Caribbean Basin, maintaining the high levels in that category from 2015. Preliminary data indicate that a similar level may be reached in 2017.

The Central American value-added for market is also very promising for U.S. suppliers. U.S. 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 U.S. and Central America (and the Dominican Republic) has increased.

A trade treaty between Panama and the U.S., which came into effect in 2012, has also simplified requirements for the importation of U.S. food products. U.S. 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.



Activity Managers

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Miami, Florida
June 11-13, 2019

Participation Fee: \$225

Early Bird: \$150

If you register before January 11, 2019

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

March 11, 2019

No refunds for cancellation after this date

Industry Focus

Food Service Products, Ingredient, Produce and Retail Products

Product Description

(Suitable products include, but are not limited to): 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

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