

GDEI Trade Mission to the Caribbean Region

Including the
Opportunities for Minority-Led Businesses in the Caribbean Conference

November 17-22, 2024

Santo Domingo, Dominican Republic



INTERNATIONAL
TRADE
ADMINISTRATION



Draft Business Conference Program Agenda

Venue: Hotel El Embajador – Avda. Sarasota 65, Ensanche Bella Vista, Santo Domingo, Dominican Republic

Sunday, November 17

- 11:00AM-5:00 PM **Conference Pre-Registration**
- 11:30AM - 12:45 PM **Networking Lunch/Trade Mission and Country Briefings**
- 1:00PM-3:20PM **One-on-One Meetings with Officers and Business Service Providers**
- 3:20PM-4:00PM **Networking Break**
- 4:00PM-7:00PM **One-on-One Meetings with Officers and Business Service Providers**
- 7:30PM – 9:00PM **Networking Reception**

Monday, November 18

- 7:30-8:15AM **Morning Refreshments and Registration**
- 8:30-9:00 AM **Opening Remarks**
- 9:00-9:40 AM **Regional Economic and Political Outlook**
Expert panelists will discuss the economic and political outlook for the Caribbean region and how recent events and trends are impacting local business opportunities.
- 9:40-10:20AM **Empowering Minority-Owned Small Businesses through Global Trade**
Minority business leaders and minority-business supporting organizations discuss resources available for minority-owned businesses in the region and share success stories.
- 10:20-11:00AM **Networking Break**
- 11:00-11:40AM **PACC 2030: Opportunities for U.S. Exports to Address the Climate Crisis**
The U.S.-Caribbean Partnership to Address the Climate Crisis 2030 (PACC 2030) is the U.S. government's flagship partnership with the Caribbean to advance climate adaptation and resilience and clean energy cooperation. Twelve of the top twenty markets in ITA's Clean Tech Top Export Market Ranking are from the Western Hemisphere region. This panel will discuss how companies can plug into the growing opportunities in the clean tech sector.
- 11:40AM- 12:20PM **Secure, Sustainable, and Connected: U.S. Firms Offer Unique Solutions to Meet Caribbean Infrastructure Needs**
Caribbean nations are looking for modern infrastructure solutions across a wide range of

sectors. From secure telecommunications equipment, to connected healthcare systems, to green ports that are home to highly integrated logistics hubs, there are a wide range of opportunities for U.S. goods and services providers alike in the region. Learn more about key opportunities in the telecommunications, health, and logistics sectors from experts in the region and U.S. companies that have found success.

12:30-1:30PM

Networking Lunch

1:50-6:40PM

One-on-One Meetings with Officers and Business Service Providers

1:50- 2:35PM

Export Readiness (101 Level)

How do you know when your company is “export ready”? Learn key best practices to ensure your company is best positioned to take on international markets.

2:40-3:25PM

Logistics Management (201 Level)

Ensure your company understands the full cost, compliance, and risk implications of your logistics decisions in this mid-level session in which experts will discuss customs, shipping, and other logistics considerations for exporting firms.

3:25-4:00PM

Networking Break

4:00-6:40PM

One-on-One Meetings with Officers and Business Service Providers

4:00-4:45 PM

Forging Local Partnerships (101 Level)

How do you identify and vet potential local partners in international markets? Learn what questions to ask any potential partner and become aware of the various “supporting players” you may wish to connect with in the local market.

4:50-5:35 PM

Market Entry Strategies (201 Level)

Experts will discuss different market entry strategies and discuss best practices when pursuing different modes of entry including business-to-business sales, business-to-consumer, e-commerce, licensing, and franchising.

5:40-6:25 PM

Finding and Winning Government Contracts (201 Level)

Don’t know how to find and win government contracts? This workshop will discuss important steps to find and win government contracts throughout the region, how small businesses are supported, and what challenges or opportunities to consider.

6:45PM

Event Concludes

6:40-7:00PM

Networking Break/Free Time

7:00-9:00PM

Networking Reception

Tuesday, November 19

For Trade Mission Participants:

Travel Day or

8:00AM-6:00PM

Business-to-Business Meetings in the DR