

Outward Mission to:

THE CARIBBEAN DEVELOPMENT BANK HEADQUARTERS, BARBADOS and other Caribbean development aid organisations based in Barbados



29 January- 2 February 2012

The UK Trade & Investment Aid-Funded Business Service in collaboration with the British High Commission in Barbados are organising an outward mission to the Headquarters of the Caribbean Development Bank (CDB) and **other Development Aid Organisations** based in Barbados. UKTI staff from Jamaica, Trinidad and Dominican Republic/ Haiti will also give briefings on aid-funded business in their markets.

Why visit the Development Aid organisations in Barbados?

The CDB operates throughout the Caribbean and has 18 regional member countries. In 2010 the CDB approved US\$ 300 million in loans. There are many opportunities for UK firms to win business through the CDB through the supply of goods, works contracting and the provision of consulting services (UK companies won 14% of CDB contracts in 2010).

We will also meet: The Inter-American Development Bank (IADB) Barbados country office; DFID's Caribbean regional office; EuropeAid OECs regional office; UN regional offices including UNDP, WHO/PAHO & UNICEF; Caribbean Tourism Organisation (CTO Sustainable Tourism Programme); Caribbean Export Development Agency. In addition, locally based consultants will be invited to the reception.

What do the CDB procure?

CDB's mission statement is to "be the leading catalyst for development resources into the Region, working in an efficient, responsive and collaborative manner with our beneficiary member countries and other development partners towards the systematic reduction of poverty in their countries through social and economic development." The Bank achieves this objective by financing a range of development projects and programmes primarily in the following sectors:

- Natural Disaster Management/Climate Change
- Environment
- Urban Revitalisation
- Private Sector Development
- Gender Equality

Why visit Barbados?

To be successful at winning CDB work, it is important to establish relationships with Project Officers and to gather intelligence on upcoming opportunities and trends in Bank lending. Companies who visit regularly are more likely to be successful at winning contracts. Short-term opportunities are also often picked up in the course of meetings with Project Officers face to face, as often the Bank will use Consultants they know. Short term assignments can be a great way of breaking into a country that you may not have worked in previously and will expose you to new contacts in the Ministries and other development aid personnel located in that country. The CDB is a popular Bank amongst UK consultants as the working language is English and assignments are relatively smaller in comparison to other international development organisations. CDB's 2010-2014 strategy is available on their website: www.caribank.org

This visit will give you the opportunity to find out more about the Bank's future strategy and where the services of your company may be required. Through a tailored programme of meetings organised by the British High Commission, you will also have the opportunity to meet key contacts face to face to establish a good working relationship with the Bank.

Group briefings will also be organised with locally based Development Aid organisations as summarised above, and you will be able to meet UKTI staff covering other aid recipient countries in the Caribbean. The High Commissioner will also host a networking reception for companies to network with local Development Aid staff and other business contacts in the Aid-Funded sector.

Why should I participate?

This visit will not only provide participants with the opportunity to listen to key hints and tips on doing business with the development aid organisation's procurement staff, but will also provide you with the opportunity to make contacts relevant to your company through a personalised programme of appointments. The appointments will be arranged by the British High Commission in Bridgetown on your behalf after you have provided a 'pen-picture' of what your company is looking to present to the CDB. The British High Commissioner will also host a networking reception at his residence inviting key CDB and other development aid contacts and relevant local businesses.

Preliminary Programme

Sunday 29 January: UK – Barbados (own transfer to recommended Hotel). Informal group dinner.
Monday 30 January: am: UKTI Briefing Meeting to include commercial officers from Dominican Republic/Haiti, Jamaica & Trinidad
pm: visit to CDB HQ
evening: Reception hosted by the British High Commissioner
Tuesday 31 January &
Wednesday 1 February: Meetings to include EuropeAid, IADB, DFID, UN (UNDP, WHO, UNICEF), CTO, CEDA
Thursday 2 February: Debriefing, end of mission

Travel & Hotels

Companies are advised to book their own flights. Airlines that operate regular direct flights to Barbados include: Virgin Atlantic, British Airways and Caribbean Airlines (from London Gatwick) or American Airlines (via Miami) from London Heathrow. We will advise a recommended hotel and offer a special rate, details shortly.

Participation Fee (OMIS)

£666 inc VAT per company which includes group meeting programme, an individual tailored programme of meetings with CDB Project Officers, a networking reception hosted by the British High Commissioner, mission brochure and group transportation to meetings in Barbados.

How do I book a place/register my interest?

Please complete and return the expression of interest form below by email to: info@afbs.org.uk or fax to: 0121 607 0130. If you have any queries, telephone Cheryl Boxall of the UKTI Aid-Funded Business Service on 0845 603 0084.

The closing date for this visit is Friday 9 December 2011, but you are recommended to apply as soon as possible, as places are limited.



Expression of Interest Form

**Outward Visit to the Caribbean Development Bank HQ & other Caribbean development aid organisations based in Barbados
29 January – 2 February 2012**

I am interested in participating on the forthcoming Outward Visit to the CDB Headquarters & other Caribbean development aid organisations based in Barbados.

Name:.....

Position:.....

Company:.....

Address

.....

..... Postcode:.....

Tel:..... Fax:.....

Email:.....

Web

Business activity:.....

.....

.....