Expression of Interest Notice
(Revised)

Invitation to participate in the 2nd CARIFORUM-EU Business Forum
[June/July 2012]

Caribbean Export Development Agency in partnership with the ACP Business Climate and the European Union will be hosting the 2nd CARIFORUM-EU Business Forum to take place in the United Kingdom in July 2012. This project is also being implemented in collaboration with the CARIFORUM Directorate, the CARICOM Secretariat, the Organisation of Eastern Caribbean States and GIZ. The theme of the 2nd CARIFORUM-EU Business Forum will focus on “Making the CARIFORUM-EU Economic Partnership Agreement Work” and the main objectives are to create awareness about the Agreement and to promote business opportunities within sectors that are readily positioned to do business in the European Union.

The sectors to be covered are Manufacturing and Cultural Industries. Specific focus will be placed on agro-processing, music, audio visual, fashion and publishing. The Business Forum will take the form of three (3) Study Tours to the United Kingdom, Germany and France and the hosting of a Business Forum within the UK where Business persons and representatives from suitable Business Support Organisations will be given the opportunity to engage potential clients, investors, distributors and partners from Europe as well as with business representatives from Africa and the Pacific.

Caribbean Export is pleased to announce that at least 50 CARIFORUM Business Representatives (25 Manufacturers and 25 Cultural Industries) will be invited to participate in this Forum which is being designed to enhance the level of trade and investment between CARIFORUM States and the European Union.

Suitable candidates are therefore invited to submit expressions of Interest to participate in the proposed Business Forum. Representatives must fall within the following product or service categories:

**Agro-Processing**
- Food and Beverages
- Condiments (Sauces)
- Staples (including bananas and other value added products)
- Essential Oils, Herbs, Spices
- Organic Foods

**Cultural Industries**
- Managers/Agents (Music/Audio Visual)
- Producers (Music/Audio Visual)
- Promoters (Live performance/Festivals)
- Publishers
- Fashion Designers

Interested persons must complete the attached Expression of Interest form and Company Profile Form. All required documentation must be submitted to Caribbean Export Development Agency no later than April 30, 2012 and should be addressed to:
Mr. Carlos Wharton  
c/o Caribbean Export Development Agency  
Hastings Main Road  
Christ Church  
Barbados

Submissions can also be emailed to cwharton@carib-export.com and copied to Gayle Gollop at ggollop@carib-export.com

The criteria for participating in the CARIFORUM-EU Business Forum are set out below. Interested participants are also required to submit the following:

- A copy of the company’s representative passport bio-data page; and
- Photos of products and the person representing the Company (jpeg format)

<table>
<thead>
<tr>
<th>Criteria</th>
<th>MANUFACTURING</th>
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<tbody>
<tr>
<td>MANAGERS/AGENTS/PRODUCERS/PROMOTERS (MUSIC, AUDIO-VISUAL)</td>
<td>MANUFACTURING</td>
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<tr>
<td>Must be a CARIFORUM National</td>
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<td>Must be a Senior Representative with Executive Authority</td>
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<td>Must be a Registered Business Entity</td>
<td>Must be an Exporting Company</td>
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<td>Business must be in operation for at least two years</td>
<td>(Information on Exports: Quantity, Frequency, Markets and Value)</td>
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<td>Must represent at least three artistes (music)</td>
<td>Must have International Quality Certification or has started the process of acquiring Certification</td>
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<td>Must have at least 3 Audio Visual Productions (Audio Visual)</td>
<td>Evidence of Capacity to increase Production to supply the EU Market</td>
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<td>Must have collaborated or produced a show outside of home country (Promoters)</td>
<td>Available Financial Statements</td>
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<td>Available Financial Statements</td>
<td>Registered Limited Liability Company for at least 2 years</td>
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<tr>
<td>Completed Company/Business Profile Form</td>
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<td>A one-page summary on why you think that your business is strategically positioned to benefit from this initiative.</td>
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<td>Previous participation in a similar regional or</td>
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<td><strong>INTERNATIONAL EVENTS</strong></td>
<td><strong>PUBLISHERS</strong></td>
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<td>international event is <strong>not required</strong> but will be viewed as an asset</td>
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<td>Membership in any industry or trade association would be an asset</td>
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**FASHION DESIGNERS**

- Must be a CARIFORUM National
- Must be a Senior Representative with Executive Authority
- Must be a Registered Business Entity
- Must be in operation for at least ten years
- Must have produced at least 5 Fashion Shows and or participated in at least 2 regional and or international fashion shows

**Available Financial Statements**

**Completed Company/Business Profile Form**

- A one-page summary on why you think that your business is strategically positioned to benefit from this initiative.

**Previous participation in a similar regional or international event is **not required** but will be viewed as an asset**

**Membership in any industry or trade association would be an asset**

**PUBLISHERS**

- Must be a CARIFORUM National
- Must be a Senior Representative with Executive Authority
- Must be a Registered Limited liability Company
- Business must be in operation for at least ten years
- Must be a publisher of books or magazines for at least 10 years

**Available Financial Statements**

**Completed Company/Business Profile Form**

- A one-page summary on why you think that your business is strategically positioned to benefit from this initiative.

**Previous participation in a similar regional or international event is **not required** but will be viewed as an asset**

**Membership in any industry or trade association would be an asset**