



American Chamber of Commerce of Jamaica

Promoting Investment and Trade
between the United States, Jamaica
and the Region

January 2012 Issue
i - News

REPORT ON LOBBYING EFFORTS OF AMCHAM DELEGATION Washington, D.C. - October 17-19, 2011

AMCHAM Jamaica was represented at the U.S. Chamber of Commerce Meeting in Washington, D.C. in 2011 by Executive Director, Becky Stockhausen, and Directors, Ron McKay, Andrew Pairman and Doug Brooks.

Below are highlights of their efforts:

[MEETING with NATIONAL SECURITY COUNCIL \(WHITE HOUSE ANNEX\)](#)

Central America & Caribbean Affairs.

The AMCHAM ED began the conversation by advising of the opportunity taken on a previous visit by AMCHAM in a meeting at the U. S. Chamber of Commerce, to offer the strong support of The American Chamber of Commerce of Jamaica to the request by then Prime Minister Bruce Golding to both President Obama, and Sec. of State Hillary Clinton on an issue of great importance to Jamaica's national security.

The Prime Minister had requested consideration by the U. S. Government for aerial surveillance to the central corridor of the Caribbean, which encompasses Jamaica, Haiti and the Dominican Republic. This request was based on the fact that both the eastern and western corridors of the Caribbean currently enjoyed that support, however, the central corridor did not, in spite of suffering from the guns for drugs trade between Jamaica and Haiti. The Agency was most impressed that an American Chamber of Com-

merce was taking such bold steps to make an impact in matters such as national security, and that since those first conversations several things had occurred.

The Executive Director utilized the opportunity to submitted a document entitled, "*Regional Security and Jamaica's Role*", developed by the Jamaica Defense Force. The information provided outlined particular requests for assistance that had been discussed at a recent meeting with Jamaica's Minister of National Security, Hon. Dwight Nelson, representatives of the Jamaica Defense Force and AMCHAM (E.D. Stockhausen and Dir. Pairman), prior to the delegation's visit to Washington, D. C. The JDF made the point that the responsibilities given Jamaica under the Caribbean Basin Security Initiative (CBSI), and the additional assistance Jamaica could make to regional security, would be greatly enhanced should the items be made available to them.

[DEPT. OF HOMELAND SECURITY \(DHS\)](#)

AMCHAM's Executive Director began the conversation by informing the officials that on a previous visit to Washington, D. C., she and AMCHAM's President, Diana Stewart, had met with other officials of DHS, the U. S. Customs & Border Protection Agency in efforts to encourage the adoption of "*pre-clearance for*

goods and people" between the U.S. and Jamaica.

She continued that having encountered strong negativity to that idea in the initial meeting, the Chamber was uplifted by an article that appeared in a Jamaican newspaper a few months later declaring that "a team of U. S. officials of the Dept. of Homeland Security and the U. S. State Dept. would be coming to Jamaica to explore the matter of pre-clearance in greater detail", and was interested in knowing the outcome of that visit. They were advised that the U. S. had been unhappy with the issuing of that Press Release, and that and other factors led to the visit being cancelled. Therefore, based on that development and budget cuts, the chances of the program being undertaken were even less than before.



(Continued from page 1)

Upon AMCHAM's query of how the matter of long delays in the "immigration process" being experienced for the travel between the U. S. and Jamaica might be eased, it was suggested that our members explore the "**Trusted Traveler**" program, as individuals, in the short term for entry into the U.S., and that the "**Global Entry**" program, which would be an undertaking between the governments of the U. S. and Jamaica, be explored in the longer term.

U. S. Trade Development Agency (USTDA)

The AMCHAM delegation, including Doug Brooks, Ron McKay, Andrew Pairman and the Executive Director, once again explore ways in which that Agency and their programs might be of benefit to Jamaica. As a reminder, assistance from the USTDA comes in the form of the funding of research, usually by U. S. companies, of an initiative which the Government of a country, or the private sector, initiatives which have the potential to make a significant positive impact on the economic development of a country. Then, most importantly, if the research finds the project to be feasible will go the extra step in seeking investors for the program!

The USTDA advised that since the

previous visit they had funded several training/orientation visits, between U. S. officials and Jamaica's Civil Aviation Agency, regarding:

- Airport modernization technologies (AMCHAM helped us to find the right point of contact within the CAA)
- Air Traffic Control Technologies
- General aviation

As the sectors of transportation, clean energy and ICT (most notably in the area of creative animation), were three particular areas of focus for the USTDA, and the AMCHAM delegation targeted two of those areas on this visit, as described below:

On Behalf of the Ministry of Transport & Works:

1. With regard to transportation, AMCHAM provided details and updated information that had been received from the Hon. Mike Henry, then Minister of Transport & Works following a recent meeting attended by Becky Stockhausen, Andrew Pairman, Tal Stokes, Michael Subratie, prior to the Washington visit. With regard to the "**Integrated Multi-Modal Transport Program**", which had been discussed with the USTDA on previous AMCHAM visits, keen interest was expressed in receiving the completed "Grant Proposal Form" on this initiative, which could be submitted by either the private sector, or the Government, on this

initiative. Once the additional information is provided on the Grant Proposal, it would be considered by the Agency.

2. Discussion of another initiative related to transportation, the "**Vernamfield Development Company**"- which AMCHAM was advised has now been approved by "Cabinet", and is a high priority of Minister Henry. It would offer opportunities for not only overseas investor, but locals, in a variety of sectors, and have a critical impact on one of Jamaica's most critical needs, i.e. that of job creation, which include:

- General Aviation requirements such as the development of an integrated and fully equipped aircraft maintenance facility for complete servicing of aircraft from the Region, providing much needed jobs
- Renewable Energy resources such as wind and solar power, hydropower, and geo-thermal resources
- Educational Investments with regard to a Transport College
- Logistics Air-cargo companies with proposed routes from Asia-Europe-Jamaica-South America handling not only for standard cargo from other countries
- Development of a "cargo hub" for U. S. companies who are now exporting to Latin and South Amer-

(Continued on page 4)



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PICTORIAL HIGHLIGHTS OF AMCHAM DELEGATION TRIP TO WASHINGTON D.C. OCTOBER 2011

1.



2.



1. AMCHAM Directors Andrew Pairman and Ron McKay atop the U.S. Chamber building with the White House and Washington Monument in the background.
2. AMCHAM Executive Director Becky Stockhausen and AMCHAM Director Ron McKay in front of the Jamaican Embassy in Washington D.C.

3.



4.



3. AMCHAM Executive Director Becky Stockhausen addresses the gathering at the cocktail party hosted by H.E. Audrey Marks, Ambassador of Jamaica to the United States.
4. The AMCHAM Delegation (left to right): Andrew Pairman, Becky Stockhausen, Doug Brooks, H.E. Audrey Marks, D.C. Councilman Michael A. Brown and Ron McKay at the reception at the Jamaica Embassy in Washington. D.C.

(Continued from page 2)

ica such as K-Mart, Wal-mart, etc.

- Provide for clearing facilities for Jamaican agricultural produce, etc.

On behalf of the Ministry of Energy & Mining:

“Solid Waste to Energy” AMCHAM utilized the meeting to provide an update on the status of an initiative with which the USTDA had provided assistance in the past, but for which further action had been delayed. The U. S. Embassy had reached out to the Chamber to encourage AMCHAM to explore what could be done to move this important initiative forward, adding that they had even reached out to OPIC for potential financing of the project; however further GOJ action was required. Therefore, we advised that with regard to the delay in the initiative, it appeared that the delay occurred during the span of time when the Ministry was being led by a former Cabinet Minister. However, in the recent meeting with Minister Mullings (Energy Ministry) and the **Chamber’s delegation of Michael Subratie, Andrew Pairman, and the AMCHAM Exec. Director**, the Minister was supportive of the initiative. However, several unexpected obstacles would have to be overcome, i.e. the company who had won the bid, had gone into bankruptcy so the Request for Proposal (RFP) would have to be re-issued, and some unforeseen dilemmas had come into focus, such as:

- Who actually owns the waste - the GOJ or the company that collects the solid waste?
- Would they get a cut?

- And other unexpected obstacles. In addition, there is legislation which would have to be passed.

“Mapo Resource Recovery Plant, Seoul Korea” and “Miyako Island Mega-Solar Demonstration Research Facility”

The AMCHAM delegation met with Minister Mullings upon his return to the Island from a visit to South Korea, a country which boasts the lowest fuel costs. The Minister was very enthusiastic about the possibility of utilizing the example of the two projects mentioned above toward **reducing Jamaica’s energy costs**--an idea that will be further researched and may in the future **request the USTDA’s services to research that possibility within the near future.**

On Behalf of the Ministry of Industry, Investment & Commerce:

Following the meeting attended by **AMCHAM’s Exec. Director, and Board Members Andrew Pairman and Michael Subratie of AMCHAM, Hon. Christopher Tufton, and Jampro representatives**, and upon our return to Jamaica, the Chamber received information setting out the areas in which Jamaica seeks the assistance of the USTDA. Those key goals are shortlisted below. AMCHAM may forward this additional information to Washington, D. C., after further consideration:

1. Assistance in Obtaining Geographical Indications (GI) Designation for Blue Mountain coffee, rum and Jamaican Jerk
2. Impact of Food Safety Modernization Act 2012
3. Health & Wellness Tourism Sector Development.

Discussed in the meeting with Minister Tufton were two additional areas where AMCHAM could be of great assistance to the Ministry:

1. The passage of the Patent Legislation which is critical to **Jamaica’s economic development**, and technical support may be required to facilitate this important milestone
2. The development of the ICT industry, especially in **“creative animation”**.

A Novel Idea re: Production of “Nurses”, and “Teachers”, i.e. as “Exports”:

The AMCHAM Executive Director also took a moment in this meeting to describe an idea which had originally been discussed with former U. S. Ambassador to Jamaica, Sue Cobb, i.e. that of finding overseas U. S. Universities, or Health Systems investing financial and other support to the training of Jamaicans as nurses and teachers. In such a scenario, instead of Jamaica being **“robbed” of nurses and teachers** they have paid to educate, this joint venture partner or partners, to assist in covering the cost of the training, the overseas partner can **“import” these professionals to the U. S.**, and doubtless Jamaica will benefit from the opportunity of financial assistance in training some Jamaicans in these fields, who will opt to remain in Jamaica. It was mentioned that they would welcome additional information or a grant proposal form on such a proposition, so this idea could be further explored.

FOR MORE INFORMATION PLEASE CONTACT AMCHAM

CHRISTMAS LUNCHEON EXTRAVAGANZA 2011



Digicel Executives, Sherika Jackson and Camille Bent-Jarrett smile for the camera with Ian Forbes AMCHAM Vice President and Kim Mair AMCHAM General Manager



Sancia Bennett-Templar of JAMPRO greets U.S. Embassy officials Nathan Halat - Economic/Commercial Officer and Elvis James - Economic Specialist, Political/Economic Section



AMCHAM Director Andrew Pairman chats with Camille Bent-Jarrett, Digicel Business and JAMPRO Executive

It was all fun and games at the American Chamber of Commerce of Jamaica (AMCHAM) Christmas Luncheon Extravaganza held at the Jamaica Pegasus on December 8, 2011 as business executives came out to celebrate the season. The event, which was sponsored for the first time by Digicel Business, was held under the theme, “Celebrating Christmas”.

The luncheon, which brought together over 250 members of the public and corporate community, had several games and giveaways that added to the Christmas atmosphere. Patrons who participated in games such as the “Paper Dance” and “The Great Impersonator” won fantastic prizes from PriceSmart, Sherwin Williams, IGL, and Best Dressed Foods just to name a few. As part of the sponsorship agreement, Digicel Business donated BlackBerry Smart Phones to lucky prize winners, as well as a Blackberry gift voucher card to each of the 250 attendees.

The American Chamber of Commerce of Jamaica Executive Director, Becky Stockhausen warmly welcomed the supporter of the event and said, “The American Chamber of Commerce of Jamaica is very pleased to have Digicel Business on board as the title sponsor of the AMCHAM Christmas Extravaganza 2011. We recently had the opportunity to present to the Digicel Foundation the ‘AMCHAM Business and Civic Leadership Award for Excellence in Corporate Social Responsibility’ in September 2011 and are therefore honoured to partner with them as we kick off the 2011 Christmas season in style”.

Digicel Business Head of Sales for Eastern Jamaica, Suzanne Palomino, addressed the attendees and said, “In celebrating its 25th year, we commend AMCHAM for its on-going commitment to promoting the growth

(Continued on page 6)

(Continued from page 5)

of Jamaican business profiles abroad, and for strengthening Jamaican-American corporate relations”.

AMCHAM continues to highlight trade opportunities between Jamaica and the United States. It also provides Jamaican and American businesses with a forum to advocate public policies that would enhance the business climate between the two countries, maintaining a climate of cordiality and understanding between the public and private sectors of both countries.



Judging the Paper Dance



Lucky Lady!!!



The Winners!!!!



Happiness!!!



MC Seymour Green surrounded by a bevy of beauties



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A SPECTACULAR DISPLAY OF THE FINEST OF BRAND JAMAICA

Expo Jamaica 2012 is the premier trade show of the Caribbean which provides the opportunity for Jamaicans at home and within the Diaspora and the world to experience quality authentic Jamaican made products and services. Hosted by **The Jamaica Manufacturers' Association (JMA) and The Jamaica Exporters' Association (JEA) in partnership with JAMPRO**, Expo Jamaica 2012 will be held at the National Arena in Kingston from April 26 - 29. The year 2012 is a special one for the organizers, as Jamaica celebrates its 50th Anniversary and the 40th year of the hosting of the JMA/JEA Expo, now known as Expo Jamaica.

Jamaica is renowned for numerous world-class brands and Expo Jamaica 2012 promises to showcase over 2,000 quality Jamaican products. We will use the occasion to present the history of manufacturing and exporting and the contribution of these sectors to the Jamaican economy. Expo Jamaica 2012 will deliver a spectacular showing of unique, and innovative, quality goods and services from over 15 industries, including agro-processing, beverages, chemicals and personal care products, electronics, craft and furniture, apparel, building products, and allied services.

Over the years, Expo Jamaica has attracted over 10,000 local and international buyers and 800,000 consumers to the show. We invite you to join the number of buyers who have established partnerships with Jamaican businesses and **those consumers that 'Buy Jamaican'**. **Buyers will benefit from a programme consisting of pre-arranged business matching meetings with exhibitors, ground transportation to pre-arranged site visits, discounted rooms and airfare as well as recreational tours of local attractions.**

With a diverse manufacturing and increasingly competitive export sector Jamaica is ready to do business with the world given: that it is the largest English speaking island in the Western Caribbean; has close proximity to the United States and Panama Canal and boasts world-class port facilities and well developed infrastructure. Jamaica also has a multi skilled workforce providing world class services to the financial, information, and communication technologies, shipping, health, manufacturing and tourism sectors.

The Organizers extend a warm invitation to you to view our high value and innovative products and services as we seek to increase awareness of products made in Jamaica to strengthen linkages, stimulate joint ventures as well as domestic and export sales. See you at EXPO JAMAICA 2012 !

Make Jamaica, our products and businesses your first choice.

For further information Visit their website www.expojamaica.com.jm | Follow them on www.twitter.com/expojamaica | Become a Fan on www.facebook.com/expojamaica



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*The American Chamber of Commerce of Jamaica
i-News Publication January 2012 issue*