



The American Chamber of Commerce of Jamaica

*Promoting Investment and Trade
between the United States, Ja-
maica and the Region*

February 2013 Issue

i - News

AMCHAM welcomes new President Mr. Derrick Nembhard



(L-R) Mr. Derrick Nembhard-President of AMCHAM JAMAICA, Mrs. Diana Stewart-Immediate Past President of AMCHAM JAMAICA, Mrs. Jojo Paige, U.S. Ambassador Pamela E. Bridgewater and Mrs. Becky Stockhausen- Executive Director for AMCHAM JAMAICA

The American Chamber of Commerce of Jamaica (AMCHAM) welcomes our new President, Mr. Derrick Nembhard. Mr. Nembhard is the Managing Director of Jamaica Flour Mills and succeeds Mrs. Diana Stewart who served a stellar three years(2009-2012) in the role.

Among AMCHAM's achievements under Mrs. Stewart's Presidency were:

- Celebration of AMCHAM's 25th Anniversary in Jamaica having been launched in Jamaica in 1986
- The Launch of AMCHAM Golf Classic in 2010, which has become an Annual Event.
- The Launch of AMCHAM Business & Civic Leadership Awards Program and Gala in 2010.

- AMCHAM was invited and became a member of the "Trade Desk", set up by the Trinidad & Tobago Manufacturing Association to assist trade efforts between Jamaica and Trinidad and Tobago.

Mrs. Stewart was presented with the "Ambassador's Award", by H. E. Pamela Bridgewater, on Dec. 19, 2012, for her efforts to encourage trade between Jamaica and the U. S., and a closer collaboration between the U. S. Embassy and The American Chamber of Commerce of Jamaica in achieving our common goals, during her tenure as President.

However, prior to her ascension to the Presidency, Mrs. Stewart spearheaded the development and establishment of

the CHASE Peace Park, the Grants Pen Community Policing Centre and the rebuilt Edna Manley Health Centre, which continue to operate and stand as beacons of change in that inner-city community.

Our new president Mr. Derrick Nembhard, is committed to building on the strong foundations left by Mrs. Stewart and past Presidents alike, while ensuring that AMCHAM plays a more **prominent role in it's broad range of functions.**

Mr. Nembhard is the first Jamaican National to hold the highest post at the Jamaica Flour Mills (JFM). He is married to Rowena, has three sons and enjoys reading, hunting, watching and playing various sports.

MESSAGES



Mr. Derrick Nembhard, President
of AMCHAM JAMAICA

The American Chamber of Commerce (AMCHAM) Jamaica, ever since its establishment in May 1986 under the auspices of the Chamber of Commerce of the United States of America (COCUSA) and the Association of American Chambers of Commerce of Latin America and the Caribbean (AACCLA) has quietly contributed significantly to Jamaica's development. After joining myself, I was amazed at the high amount of work done on behalf of our members and of course the people of Jamaica. I must on this score salute our immediate Past President Mrs. Diana Stewart on her sterling and awe-inspiring contributions to AMCHAM's development. There are few organisations in Jamaica with the broad reach and high energy aura of business and social activism like AMCHAM. After all, AMCHAM Jamaica is one of 116 AMCHAMS in the Caribbean, and Latin American countries, which also comprise of AACCLA (Association of American Chambers of Commerce of Latin America and the Caribbean). This regional grouping which has been described by the U. S. Chamber, as the strongest and most powerful regional group worldwide. Linkages and match-making opportunities between the 20,000 businesses represented by AACCLA generate business opportunities continue on an on-going basis. I am proud of the work done so far and I am strongly committed to heightening the awareness of the Chamber's activities among members and prospective members. Our ultimate goal would be to facilitate an increase in the investments between Jamaica and the US for both goods and services; after all, these challenging economic times globally demand a redoubling of efforts and the need to get things done expeditiously yet effectively. Going forward, increased awareness of AMCHAM's activities will be done by increased media and meeting forums both in Kingston and Montego Bay. We will as always step up on our work with the Jamaican government and the private sector and with our counterparts in the United States (US). Jamaica's AMCHAM is regarded highly by the many AMCHAMs and US Embassy's in the Caribbean and Latin America. My team and I are absolutely committed to outdo ourselves yet again. More success will require focused teamwork, dedication and clear minded stick-to-itiveness to our goals and objectives. I am confident about the future!



Mrs. Diana Stewart, Immediate Past
President for AMCHAM JAMAICA

Being a part of the American Chamber of Commerce of Jamaica is a fulfilling experience that members and the broader Jamaican society benefits from. After serving over three years as President I can only say that I am pleased with the work done in pursuing our stated aims and objectives while maintaining an unyielding culture of teamwork, determination and selflessness. AMCHAM's aims and objectives are unambiguous, they are to:- To ensure trade opportunities between Jamaica and the United States- To promote Jamaican exports- To provide Jamaican and American business people with a forum to advocate public policies that will enhance the business climate between the two countries, and; - To maintain a climate of cordiality between the public and private sectors of both countries, and to promote greater understanding between their people. I can say unequivocally that in my years as President every member stepped up to the plate when called on, this frankly is not the norm for many organisations. It is no surprise then that we achieved so much in what were challenging times here and overseas. I am bursting with optimism about the future of AMCHAM. I know that my successor Mr. Derrick Nembhard after time with me as a very capable Vice President will make a first class President. I am equally satisfied that the same level of support given to me by AMCHAM's board, Executive Director Becky Stockhausen and her office and the expansive AMCHAM community will be continue to do what they can in making AMCHAM even bigger and stronger.

MESSAGE



Mrs. Becky Staukhausen-
Executive Director for
AMCHAM JAMAICA

I began my journey with AMCHAM when I came on board to open and manage a new branch of AMCHAM in Montego Bay, in 1995. I have thoroughly enjoyed my time with the Chamber since, as it has provided me a great deal of pleasure and with so many opportunities to know I've been able to assist our member companies, and impacted Jamaica's economic development in a number of ways. Our achievements are many and I will always treasure the opportunity of traveling to the White House to witness the signing by then-President of the United States, Bill Clinton, of the critical Caribbean Basin Trade Initiative, in 2000. I will also treasure during that same year, having met, at an Association of American Chambers of Commerce of Latin America (AACCLA), in Venezuela, His Royal Highness Prince Charles' Chief of Staff Mr. Robert Davis. I put forward an invitation for the Prince, via Mr. Davis, to visit Jamaica to promote the "Prince's Trust". His Royal Highness did in fact travel to Jamaica a few months later and our then President-Anthony Jenkinson and I were honoured to be invited to a number of engagements and was happy to have Mr. Davis present to a group of business leaders at an AMCHAM event. Perhaps more importantly though I will forever hold a debt of gratitude to be a part of the process which led to the passage of new U. S. legislation by both houses of the U. S. Congress, which allowed for the first time in history, USAID funding of "policing activities", only for Jamaica, which led to the training of police officers in Community Policing, and AMCHAM's success in fund-raising, designing, constructing and equipping the Community Model Policing and Services Centre, and the new Edna Manley Health Centre and Peace Park in the inner-city community of Grants Pen. My heart swells each time I pass those buildings in Grants Pen and see how well the citizens and the agencies there have taken such good care of and are maintaining the buildings we constructed. Based on the early success of that initiative, e.g. experiencing no homicides over a 13-month period, led to Congress' decision to lift that ban, and USAID is now funding similar projects worldwide! We at AMCHAM are proud that the work of AMCHAM JAMAICA, one of the smallest Amchams had a global impact, as did our work with the U.S. State Department and Homeland Security to provide for closer collaboration of U.S. Visas for Business Travel. I am confident that we will continue to grow from strength to strength and I know for a fact that our new President Mr. Derrick Nembhard and administration will do extraordinarily well.

AMCHAM in association with Digicel Business celebrates Christmas Luncheon Extravaganza 2012



(Left to right) Mr. Mark Green-Head of Business Services, DIGICEL, Mrs. Diana Stewart – Past President of AMCHAM JAMAICA, Mrs. Becky Stockhausen– Executive Director for AMCHAM JAMAICA, Mrs. Suzanne Palomino-Head of Sales, East and Central Jamaica, DIGICEL and Mr. Brian Bennett Easy– Head of Digicel Business

The American Chamber of Commerce of Jamaica (AMCHAM) yet again held its Annual Christmas Luncheon Extravaganza on Thursday December 6th, 2012 at the Jamaica Pegasus Hotel to much success. Digicel Business for the second time running was the primary sponsor for the event and the entertainment by the Warm and Easy Duo was a wonderful bonus. Additionally, with 63 sponsors and Mr. Seymour Green as the MC it undoubtedly had to be a successful event. **AMCHAM Executive Director Mrs. Becky Stockhausen was excited about the event's success. She stated that, "AMCHAM believes that we should maintain a healthy balance in our lives. Corporate Jamaica works very hard and in these challenging times many of them need a break. We are delighted to know that our annual Christmas Luncheon is a great outlet for that where companies can treat clients and employees to a wonderful holiday celebration. The turnout of over 200 persons was impressive and we are pleased with the many prizes and surprises. I am also very thankful of the continued support from Digicel Business"** .

Ms. Suzanne Palamino, Head of Business Sales (East and Central regions) was also pleased with the event's success and said that the company now looks forward to attending the event every year.

Attendees had a whole lot of fun and were equally delighted by the many prizes and surprises which included a free Delta Airlines ticket, hotel weekend passes, gift cards and so on. Attendees were also happy for the opportunity to interact with colleagues from a wide range of businesses and organizations. Our *"getting to know you"* section where each head table had a CEO or senior representatives introduce themselves , was a big plus.

AMCHAM continues to highlight trade and investment opportunities between Jamaica , The United States and the Latin American Region. We also offer significant networking and matchmaking opportunities with U.S. government agencies, their companies and businesses locally and throughout the globe.

Pictorial Highlights from Christmas Luncheon Extravaganza 2012



L-R) Mr. Jason Corrigan– Commercial Director for Digicel Business, Mrs. Becky Stockhausen– Executive Director for AMCHAM JAMAICA, U.S. Ambassador Pamela E. Bridewater and Mrs. Diana Stewart-Immediate Past President for AMCHAM JAMAICA



Mrs. Suzanne Palomino-Head of Sales, East and Central Jamaica, DIGICEL BUSINESS, providing remarks.

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Pictorial highlights of the Christmas Digicel Extravaganza



Pictorial highlights of the
Christmas Digicel Extravaganza 2012



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“MATCH MAKING NEWS”

The Match-Making service offered by the American Chamber of Commerce in Jamaica (AMCHAM) seeks to arrange meetings between businesses here and overseas. We make this simple, efficient and very effective. In recent times we have seen an increasing number of American companies making contact with us in their quest to develop relationships with businesses in Jamaica.

AMCHAM had a few match-making services for the year with ATDI, INC .and more recently with American corporate giant **KOHLER**

Kohler is best known for its plumbing products, but the company also manufactures furniture, cabinetry, tile, engines, and generators. Kohler also owns various hospitality establishments in the United States and Scotland.

Kohler representatives from their Bath and Kitchen department came to Jamaica to find a suitable company that will distribute their products. AMCHAM arranged meetings between Kohler representatives and 10 local companies located in Kingston and/or Montego Bay that handle kitchen and bath products. Needless to say Kohler was satisfied and will be choosing a distributor among these 10 great Jamaican companies! In 2012, we performed similar services in conjunction with the US Commercial Services for Horton, Ritz Safety, Simpleview and others.

Such a service is beneficial to Jamaican companies and AMCHAM was all too happy to provide it!
Can we do a little match-making for you?



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The SRC develops value-added products utilizing local raw material to support agribusiness. **Marketech Limited, subsidiary of the SRC,** forms a bridge between industry and technology; engaging in market studies and intelligence; the findings of which are used by the SRC to guide research and development. This subsidiary also communicates the services of the SRC to the various publics, utilizes marketing strategies to sell formulations and transfer technologies for commercialization by entrepreneurs; creating employment, generating wealth - including necessary foreign exchange.

SRC embraces **green technology** and as such offers cost effective, environmentally friendly solutions that treat waste and generate alternate energy. It offers various support services to reduce cost, optimize production and operational efficiencies and increase product competitiveness in the international marketplace.

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A MESSAGE TO AMCHAM MEMBERS FROM DERRICK NEMBARD

I write to inform you of important developments involving our Chamber. Our Executive Director was contacted, just a few days ago, by Hon. Anthony Hylton, Minister of Industry, Investment & Commerce, requesting our assistance in setting up appointments for him, in Washington, D.C., with Senior U. S. Chamber of Commerce Officials. This request followed a meeting between Mr. Tom Donahue, President of the U. S. Chamber of Commerce, and The Most Hon. Prime Minister, Portia Simpson-Miller, at a Summit, in Cartagena, Colombia, shortly after her election, having been arranged by then-Ambassador Audrey Marks.

The request of AMCHAM was based on a series of meetings with regard to the proposed development of a Global Logistics Hub in Jamaica in which Minister Hylton, (2) members of his team, a representative of JAMPRO, and Francis (Paco) Kennedy, President of the Jamaica Chamber of Commerce were to attend in Washington, DC, last week. The first meeting on Tuesday was to be held with the Executive Director of the World Bank, followed by an all-day workshop with several different departments of the World Bank; and thereafter with similar meetings with the Inter-American Development Bank (IADB), the International Finance Corporation, etc.

I felt this request of us was an important one, based on the potential impact this Hub, if developed in Jamaica, is an initiative which **the World Bank describes on the attached summary, as “transformational” for the Island, in view of the numerous business sectors and communities that would be affected, and the employment it would create--hence the Minister’s decision to reach out to us in efforts to attract investments and stakeholders from the US, and elsewhere, via the international networks available through our relationship with the U. S. Chamber, and the (116) AMCHAMS, worldwide, and the (23) of the Caribbean and Latin American Region. The Minister also requested that our Executive Director and I participate in this Mission to Washington, to lend the support of Jamaica’s private sector to the request for support of these international organizations—an aspect which proved to be a very important addition to the equation, in the eyes of the Washington officials, many of whom had met previously only with members of the Government.**

Although the request for a meeting with the US Chamber of Commerce in Washington DC came about on very short notice, we are happy to report that the Chamber hosted a Luncheon at their offices for the Jamaican delegation on Thursday, Feb. 21, 2013. And, on this occasion, as in all other meetings which took place last week, the excellent visual presentation regarding the Logistics Hub, which was developed by the Ministry and JAMPRO, which included a world map demonstrated the very clear reasons why, in our eyes and that of the overseas officials, Jamaica is the ideal place for the fourth (4) node in the Global Logistics chain, joining Singapore, Rotterdam, and Dubai.

In addition, AMCHAM suggested that the Minister and the delegation should also visit the US Trade Development Agency (USTDA), to seek their support in funding research into the development of the hub, in Jamaica, and we were also successful in arranging this **meeting as well. This Agency’s work was sought in that if an initiative were found to indeed be feasible by the USTDA, and to have the potential of assisting Jamaica’s economic development, this Agency would go the further step of seeking US investors and stakeholders---and all of this with no fees attached! They had advised that they were looking forward to receiving additional information about this initiative, as they are now particularly interested in projects involving transportation and energy, and we left with them a draft Application Form, for this assistance. AMCHAM has previously discussed this initiative on behalf of former-Minister, Mike Henry, however the project was stalled by the last election, and the resulting change of Government. The development of the Logistics Hub has since moved from the Ministry of Transportation, to the Ministry of Industry, Investment & Commerce.**

Our Executive Director traveled to Washington last Monday to join the delegation at the World Bank Workshop, and I joined on Wednesday, to participate in the meetings at the IADB, the US Chamber and the USTDA. In addition Becky and I utilized the opportunity of the Washington visit to also meet with David Lewis of Manchester Trade who provides us with updates on an ongoing basis on issues of importance to Jamaica, such as the current rum debate, issues of energy, and more recently on the opportunity for the Caribbean to lobby for the expansion of the Caribbean Basin Initiative to include the "service" sectors.

Following the final meetings of last week, The World Bank Group has committed to providing technical and other assistance for specific aspects of the proposed Global Logistics Hub. A delegation from that Agency which arrived yesterday, will be in Jamaica until March 8 to work on the economic assessment, risk assessment, and internal/external logistics assessment of the plan that has **clearly captured the imagination of the U. S Agencies and organizations we visited. The Ministry's summary of the visit is attached for review.**

On a final note, it's important that you be aware that at the 2012 Association of American Chambers of Commerce of Latin America (AACCLA), Conference last June in Mexico City, the Jamaican delegation which included Diana and Richard Stewart, Becky Stockhausen, and US Ambassador Pamela Bridgewater, senior US Chamber officials sought out our delegation, to advise that there is currently "a feeling of many officials in Washington, that its time they assist the countries of the Caribbean, which have been neglected for far too long--and that those in the Caribbean should not allow this opportunity to pass".

I hope you will agree that AMCHAM should make every effort to capitalize on opportunities that present themselves during this time of a **"sympathetic eye" on the Caribbean on behalf of our membership and Jamaica's economic development, that you will participate in upcoming meetings which will allow you to learn more about these important initiatives, and will want to lend your support.** We will be back in touch soon with plans for future discussions, in that regard.

Derrick Nembhard, President

February 26, 2013



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