

DOMINICAN REPUBLIC

SANTO DOMINGO , DOMINICAN REPUBLIC
September 11-14, 2023

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WELCOME

We are delighted you are joining Global Tampa Bay on the trip to Santo Domingo, Dominican Republic. Please take the time to read the information below prior to departure as it contains important information about the trip.

Departure Information

The mission delegation to the Dominican Republic will depart from Tampa International Airport. EDC representatives will be at the airport in the morning to meet the delegation and assist with check-in.

- Please arrive at the airport at least one and half hours prior to departure.
- Complete this form before checking in at the airport: <https://eticket.migracion.gob.do/>

Official Mission Flight – Operated by American Airlines

Departure: September 11, 2023

DEPART

Tampa, FL to Santo Domingo, Dominican Republic

Monday, September 11, 2023

7:55 AM → 1:08 PM 5h 13m 1 stop

TPA - MIA ■ AA1306 ■ 319-Airbus A319

WiFi Power USB TV

MIA - SDQ ■ AA987 ■ 7M8-Boeing 737MAX 8 Passenger

WiFi Power USB TV TV

Return: September 14, 2023

SDQ TPA 5h 29m

12:04 PM → 5:33 PM 1 stop

SDQ - MIA ■ AA 2171 ■ 738-Boeing 737

WiFi Power USB TV TV

MIA - TPA ■ AA 2842 ■ 738-Boeing 737

WiFi Power USB TV TV

Required Documentation

- U.S. Citizens must have a valid U.S. passport to enter the DR. The expiration date on your passport should have at least six months validity from your date of departure or you may be denied entry.

Arrival Information

Immigration and Customs

- All delegates must pass through immigration and customs upon arrival.
- You must complete Immigration and Customs Forms. These forms are provided by the airline and we encourage you to complete them before landing in the DR. Use **JW Marriott Santo Domingo** as your address (Winston Churchill Avenue No. 93, Santo Domingo 10501, Dominican Republic).

Ground Transportation for Mission Participants

- Group transportation to and from the airport will be provided for all mission participants traveling on the mission designated flight above.
- **If you have chosen to travel on flights other than the mission designated flight, you will be responsible for your own transportation to and from the airport and hotel.** We recommend you contact the hotel to arrange a pick up. You may ride on the delegation bus if your flight arrives close to the official mission flight arrival time; however, you will have to join the group in the terminal at the time the official mission flight arrives.
- Chartered buses for all mission events and meetings will be provided to/from the JW Marriott Santo Domingo.

Hotel Accommodations

The mission delegation will be staying at the following hotel:

JW Marriott Santo Domingo
Avenida Winston Churchill 93 | Blue Mall
Piso 6 | Santo Domingo, Rep. Dom.
Teléfono: (809) 807 – 1717 | Website:
www.jwmarriottsantodomingo.com

- You will be required to provide a credit card at check-in for incidentals.
- You will be responsible for paying your hotel stay and incidentals upon check-out.
- Breakfast and internet access are included in your room rate within the group code.

Mission Agenda/Itinerary/Trip Details

- The mission agenda can be found on page four (4).

Gold Key (GKS) Participants Only

- GKS participants will receive their final list of individual appointments and meet their trade representatives at the Monday evening Welcome Briefing and Reception.

Company Literature, Product Samples and Displays (GKS Only)

- GKS meetings will take place at the hotel in a designated room with meters between each table.
- Please bring enough catalogs/brochures to distribute during your appointments.
- You may bring a laptop to use for presentations. Wi-Fi and a power source may not always be available so we recommend a backup plan.
- While not required, we do recommend that you have at least one page/flyer with contact information and a few company highlights translated into Spanish.
- If you plan to bring product samples, please review the customs declaration process.

GKS Appointments

- All individual appointments are pre-arranged based upon your GKS Questionnaire and consultations with the USCS in the DR.
- All individual appointments are reconfirmed 24 to 48 hours in advance.
- GKS participants are expected to meet with all scheduled appointments. Any change requests MUST go through the U.S. Commercial Service coordinator.
- Be prepared to discuss product lines, to give firm price quotations, and to make sales and related arrangements as needed.
- GKS participants will be **required** to complete a *Participant Event Report* once all scheduled meetings have concluded. This form will be collected from you prior to departing the DR.

Dress Code

- Business attire is appropriate for all trade mission events unless noted otherwise in the mission agenda.
- Casual attire is acceptable for travel days and Monday evening "casual" dinner.
- Cocktail or business attire is acceptable for the Ambassador's reception on Tuesday.

Time Zone and Weather

Santo Domingo is the same time zone as Tampa, FL. During the month of September, temperatures are expected to be at a high of 89°F during the day, and a lower temperature of 73°F during the evenings. For more information, please visit www.weather.com

Cell Phone Usage - Get 'WhatsApp' from your app store.

Some wireless service providers have reciprocity agreements with the DR for data services. We recommend you contact your cell phone provider in advance to be sure you are aware of the rates and international calling plans available. If you have global access, please remember to have it activated. **Download WhatsApp to communicate with mission participants while in country.**

Credit Card

We recommend you contact your credit card carrier in advance to advise them you are traveling internationally.

Security Considerations

We are looking forward to having you visit the Dominican Republic and we hope that you have a safe and productive visit. Below is information related to your safety and security while in Santo Domingo.

Enroll in the [Smart Traveler Enrollment Program \(STEP\)](#) to receive security messages and make it easier to locate you in an emergency.

- Pay close attention to your surroundings, especially when walking or driving. It is highly recommended to use the hotel taxis.
- Most major credit cards (AMEX, Visa, and MasterCard) are widely accepted. You should carry limited cash and use ATMs as needed.

Agenda

KEY: **Blue:** Gold Key (GKS) participants
Green: Officials/Delegates (non GKS)
Black: Everyone

Monday, September 11, 2023

Tampa/ Santo Domingo

DRESS: Comfortable Casual

7:55 am Wheels up-Flight AA 1306 Departs TPA

DEPART
Tampa, FL to Santo Domingo, Dominican Republic
Monday, September 11, 2023

7:55 AM → 1:08 PM 5h 13m 1 stop Main Cabin

TPA - MIA AA1306 319-Airbus A319

MIA - SDQ AA987 7M8-Boeing 737MAX 8 Passenger

1:08 pm Wheels Down – Arrives SDQ

1:45 pm Transport to Hotel – provided by US Commercial Service

3:00 pm Hotel Check-in/Refresh

5:00 pm **Opening Welcome Reception - Carlyle Room**
[GKS meet with Trade Specialists to review agenda](#)

6:15 pm **Meet in hotel lobby**

6:30 pm **Depart hotel for dinner at Laurel (reservation made)**

7:15 pm **Casual dinner at Laurel - transportation provided**

9:00 pm **Return to hotel**

Tuesday, September 12, 2023

Santo Domingo

- 7:30 am – 8:45 am** **Welcome Breakfast Buffet and Country Briefing by U.S. Embassy**
ROOM: Athenee
DRESS: Business Attire
Format: 7:30 am Breakfast buffet open
8:00 am Welcome Remarks
8:10 am Country Briefing, Jennifer Kane, Senior Commercial Officer
U.S. Commercial Service, U.S. Embassy Santo Domingo
8:40 am Q&A
8:40 am Closing Remarks
- 9:00 am – 12:00 pm** **One-on-one Gold Key Meetings** (includes all day bev service in the
mtg room) ROOM: Bristol
DRESS: Business Attire
- 12:30 pm – 1:45 pm** **Buffet networking lunch with USCS team**
ROOM: Athenee
DRESS: Business Attire
- 2:00pm – 4:30pm** **One-on-one Gold Key Meetings**
ROOM: Bristol
DRESS: Business Attire
- 5:00 pm** **Down time**
- 6:05 pm - 6:20 pm** **Private reception with Chargé d’Affaires in Athenee**
- 6:30 pm – 8:30 pm** **Official Welcome Reception hosted by the Chargé d’Affaires**
ROOM: Carlyle
DRESS: Business or cocktail attire
- 9:00 pm** **On your own**

Wednesday, September 13, 2023

Santo Domingo

Breakfast on your own ***price included in hotel room rate***

- 8:30 am – 12:00 pm** **One-on-one Gold Key Meetings**
ROOM: Bristol
DRESS: Business Attire
- 12:15 pm** **Box Lunches Provided**
- 1:00 pm** **Meet in hotel lobby - Business Attire / BRING PASSPORT**
- 1:15 pm** **Depart to the Embassy – Transportation provided by USCS**
- 2:05 pm** **Arrive to the Embassy – entry process**
- 2:30 pm – 4:30 pm** **Doing Business in the Caribbean – Regional Overview**
Embassy of the United States of America | Dominican Republic
Av. Republica de Colombia # 57
Location: MPR
Partner Post Representatives (via Video conferencing)
- 5:00 pm** **Return to Hotel – transportation provided by USCS**

Evening Free

Thursday, September 14, 2023

Santo Domingo/Tampa

Breakfast on your own ***price included in hotel room rate***

- 8:45 am** Hotel checkout completed and in lobby ready to depart
- 9:00 am** Bus Departs hotel for Airport – transportation provided by USCS
- 12:04 pm** Flight AA2171 Departs SDQ

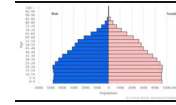
Depart Arrive Duration

| | | | |
|--------------------------------------|---|---------|--------|
| SDQ | → | TPA | 5h 29m |
| 12:04 PM | | 5:33 PM | 1 stop |
| SDQ - MIA = AA 2171 = 738-Boeing 737 | | | |
| | | | |
| MIA - TPA = AA 2842 = 738-Boeing 737 | | | |
| | | | |

[Details](#) | [Seats](#)

- 5:33 pm** **Wheels Down – AA2842 Arrives TPA END OF MISSION**

Dominican Republic Country Summary



Introduction

Background

Spain and France colonized and divided the island of Hispaniola. The western third became Haiti. The remainder became the Dominican Republic in 1844. Dominicans voluntarily returned to the Spanish Empire, but two years later they launched a war that restored independence in 1865.

Geography

Area

total: 48,670 sq km

land: 48,320 sq km

water: 350 sq km

Climate

tropical maritime; little seasonal temperature variation; seasonal variation in rainfall

Natural resources

nickel, bauxite, gold, silver, arable land

People and Society

Population

10,790,744 (2023 est.)

Ethnic groups

mixed 70.4% (Mestizo/Indio 58%, Mulatto 12.4%), Black 15.8%, White 13.5%, other 0.3% (2014 est.)

Languages

Spanish (official)

Religions

Roman Catholic 44.3%, Evangelical 13%, Protestant 7.9%, Adventist 1.4%, other 1.8%, atheist 0.2%, none 29.4%, unspecified 2% (2018 est.)

Population growth rate

0.88% (2023 est.)

Government

Government type

presidential republic

Capital

name: Santo Domingo

Executive branch

chief of state: President Luis Rodolfo ABINADER Corona (since 16 August 2020); Vice President Raquel PENA de Antuna (since 16 August 2020); note - the president is both chief of state and head of government

head of government: President Luis Rodolfo ABINADER Corona (since 16 August 2020); Vice President Raquel PENA de Antuna (since 16 August 2020); note - the president is both chief of state and head of government

Legislative branch

description: bicameral National Congress or Congreso Nacional consists of: Senate or Senado (32 seats; 26 members directly elected in single-seat constituencies by simple majority vote, and 6 members indirectly elected based upon province-wide party plurality votes for its candidates to the Chamber of Deputies; all members serve 4-year terms; note - in 2019, the Central Election Commission changed the electoral system for seats in 26 constituencies to direct simple majority but retained indirect election for the remaining 6 constituencies; previously all 32 members were indirectly elected; the change had been challenged by the ruling and opposition parties)

House of Representatives or Camara de Diputados (190 seats; 178 members directly elected in multi-seat constituencies by closed party-list proportional representation vote using the D'Hondt method, 5 members in a nationwide constituency and 7 diaspora members directly elected by simple majority vote; members serve 4-year terms)

Economy

Economic overview

surging middle-income tourism, construction, mining, and telecommunications OECS economy; major foreign US direct investment and free-trade zones; developing local financial markets; improving debt management; declining poverty

Real GDP (purchasing power parity)

\$207.082 billion (2021 est.)

Real GDP per capita

\$18,600 (2021 est.)

Agricultural products

sugar cane, bananas, papayas, rice, plantains, milk, avocados, fruit, pineapples, coconuts

Industries

tourism, sugar processing, gold mining, textiles, cement, tobacco, electrical components, medical devices

Remittances

11.4% of GDP (2021 est.)

Exports

\$20.509 billion (2021 est.)

Exports - partners

United States 51%, Haiti 7%, Switzerland 7%, India 5%, Netherlands 3% (2021)

Exports - commodities

gold, medical instruments, cigars, low-voltage protection equipment, iron alloys, clothing (2021)

Imports

\$28.541 billion (2021 est.)

Imports - partners

United States 42%, China 19%, Spain 3%, Brazil 3%, Mexico 3% (2021)

Imports - commodities

refined petroleum, cars, natural gas, jewelry, vaccines and cultures (2021)

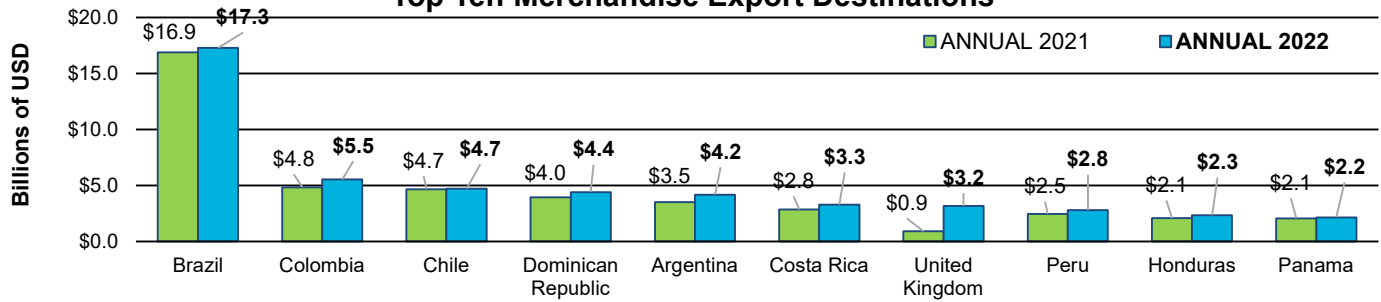
Exchange rates

Dominican pesos (DOP) per US dollar - 57.221 (2021 est.)



Florida Merchandise Exports – 2022

Top Ten Merchandise Export Destinations



Leading Destinations for Florida Merchandise EXPORTS

| Rank | Description | ANNUAL 2020 | ANNUAL 2021 | ANNUAL 2022 | %2021-2022 |
|------|----------------------------|-----------------------|-----------------------|-----------------------|-------------|
| | TOTAL ALL COUNTRIES | 59,436,286,533 | 74,951,041,783 | 86,998,892,546 | 16.1 |
| 1 | Brazil | 13,479,356,839 | 16,903,504,790 | 17,296,304,835 | 2.3 |
| 2 | Colombia | 3,754,694,442 | 4,839,533,959 | 5,541,111,005 | 14.5 |
| 3 | Chile | 3,598,062,263 | 4,655,821,856 | 4,702,357,574 | 1.0 |
| 4 | Dominican Republic | 2,794,217,095 | 3,955,438,518 | 4,412,657,804 | 11.6 |
| 5 | Argentina | 2,732,642,921 | 3,518,273,613 | 4,183,175,655 | 18.9 |
| 6 | Costa Rica | 2,200,683,394 | 2,846,415,775 | 3,274,721,757 | 15.1 |
| 7 | United Kingdom | 663,512,471 | 908,445,371 | 3,171,601,894 | 249.1 |
| 8 | Peru | 2,246,654,398 | 2,461,959,101 | 2,794,174,519 | 13.5 |
| 9 | Honduras | 1,470,118,303 | 2,075,312,778 | 2,341,237,444 | 12.8 |
| 10 | Panama | 1,177,442,910 | 2,068,322,085 | 2,151,458,091 | 4.0 |
| 11 | Guatemala | 1,390,990,528 | 1,721,561,164 | 2,051,987,308 | 19.2 |
| 12 | Mexico | 1,278,744,147 | 1,708,051,610 | 1,877,731,224 | 9.9 |
| 13 | Bahamas | 1,320,685,141 | 1,415,788,086 | 1,874,189,441 | 32.4 |
| 14 | China | 944,560,170 | 857,102,637 | 1,871,560,616 | 118.4 |
| 15 | Paraguay | 1,116,062,531 | 1,762,891,427 | 1,841,746,196 | 4.5 |
| 16 | Trinidad And Tobago | 823,409,563 | 903,610,330 | 1,639,719,721 | 81.5 |
| 17 | Ecuador | 1,154,315,100 | 1,465,330,477 | 1,514,848,322 | 3.4 |
| 18 | United Arab Emirates | 826,207,177 | 921,338,645 | 1,422,621,433 | 54.4 |
| 19 | El Salvador | 999,315,618 | 1,520,424,436 | 1,383,193,328 | (9.0) |
| 20 | Venezuela | 622,818,824 | 842,469,715 | 1,228,910,395 | 45.9 |
| 21 | Saudi Arabia | 597,492,093 | 635,429,846 | 1,142,794,293 | 79.9 |
| 22 | Germany | 587,619,175 | 802,520,594 | 962,860,065 | 20.0 |
| 23 | Jamaica | 587,769,669 | 690,646,432 | 892,375,390 | 29.2 |
| 24 | Nicaragua | 517,082,540 | 658,983,020 | 760,150,190 | 15.4 |
| 25 | Netherlands | 461,406,192 | 544,944,664 | 719,170,615 | 32.0 |
| 26 | Uruguay | 506,138,160 | 622,045,143 | 690,433,402 | 11.0 |
| 27 | Cayman Islands | 459,734,762 | 566,142,061 | 690,148,452 | 21.9 |
| 28 | India | 424,907,508 | 399,196,147 | 654,318,062 | 63.9 |
| 29 | Australia | 286,456,031 | 605,594,335 | 643,646,007 | 6.3 |
| 30 | Japan | 930,505,210 | 666,689,534 | 636,066,456 | (4.6) |

Note: The Merchandise Trade data series measures the value of goods entering or exiting the United States through Florida's seaports and airports.

Data Source: <https://www.wisertrade.org>; U.S. Department of Commerce, Census Bureau, Foreign Trade Division.



Chargé d’Affaires Isiah Parnell



Isiah Parnell is Chargé d’Affaires at the United States Embassy in Santo Domingo.

Since joining the Foreign Service in 1984, Parnell has served in leadership roles in the U.S. Embassies in Colombia, Mexico, Kenya, and Jamaica. He has also served in Panama, Trinidad and Tobago, Paraguay, and Ghana.

Parnell holds a B.A. and M.A. (1978 and 1981) degrees from the College of William and Mary in Williamsburg, Virginia, in Government and Economics; and an M.A. degree (1980) in Urban Planning/Economics from Virginia Commonwealth University in Richmond, Virginia.

Married in 1984, Parnell and his wife, Tamice Gordon Parnell, have four daughters.



Special thanks to the members of the US Commercial Service in the Dominican Republic who have worked with Global Tampa Bay to facilitate this trade mission.

U.S. Commercial Service
U.S. Embassy in the Dominican Republic
Ave. Republica de Colombia #57, Arroyo Hondo
Santo Domingo, Dominican Republic

Email: Office.SantoDomingo@trade.gov
Tel: [\(809\) 567-7775](tel:(809)567-7775)

Name: **Jennifer Kane-Zabolotskaya**
Title: Senior Commercial Officer for the Caribbean Region
Embassy: U.S. Embassy in the Dominican Republic
Email: Jennifer.Kane@trade.gov

Name: **Justin Tapp**
Title: Deputy Senior Commercial Officer for the Caribbean Region
Embassy: U.S. Embassy in the Dominican Republic
Email: Justin.Tapp@trade.gov

Name: **Sheila Diaz**
Title: Senior Commercial Specialist
Embassy: U.S. Embassy in the Dominican Republic
Email: Sheila.Diaz@trade.gov

Name: **Francesca Fermin**
Title: Commercial Specialist
Embassy: U.S. Embassy in the Dominican Republic
Email: Francesca.Fermin@trade.gov

IMPORTANT CONTACT INFORMATION

| | |
|---|--|
| <p>U.S. EMBASSY</p> <p>U.S. Embassy Santo Domingo</p> <p>Av. Republica de Colombia #57</p> <p>Santo Domingo, Dominican Republic</p> <p>Phone: (809) 567-7775</p> | <p>HOTEL</p> <p>JW Marriott Santo Domingo</p> <p>Avenida Winston Churchill 93 Blue Mall Piso 6 </p> <p>Santo Domingo, Rep. Dom.</p> <p>Teléfono: (809) 807 – 1717 </p> <p>Website: jwmarriottsantodomingo.com</p> |
|---|--|

| Mission Team/Support | Phone |
|------------------------------------|-------------------------------|
| Mr. Turner Arbour | Cell: (727) 271-5402 |
| Mr. Brent Barkway | Cell: (239) 848-9422 |
| Mr. Brett Simons | Cell: (406) 450-8801 |
| American Airlines Customer Support | International: 1-800-433-7300 |

2023 Dominican Republic Trade Mission

| Restaurant | Distance from JW Marriott | Type of Cuisine | Seating for 15 or more? | Accepts reservations? | Full Bar? | Payment Options | Phone | Attire |
|---------------------------|-----------------------------|-------------------------------------|-------------------------|-----------------------|-----------|---|----------------|-----------------|
| Allegro | 1.1 miles - 8 minute drive | Mediterranean | Yes | Yes | Yes | AMEX, Discover, MasterCard, Visa | 1 809 368-0201 | Smart Casual |
| Casa Luca | 1.2 miles - 10 minute drive | Mediterranean | Yes | Yes | Yes | AMEX, Diners Club, Discover, MasterCard, Visa | 1 809 363-4444 | Business Casual |
| Peperoni | 1.1 miles - 10 minute drive | International | Yes | Yes | Yes | AMEX, MasterCard, Visa | 1 809 227-7272 | Smart Casual |
| Bottega Fratelli | 1.4 miles - 9 minute drive | Contemporary Italian, Mediterranean | Yes | Yes | Yes | AMEX, MasterCard, Visa | 1 809 562-6060 | Business Casual |
| Lila | 1.1 miles - 9 minute drive | Fusion: Asian & International | Yes | Yes | Yes | AMEX, MasterCard, Visa | 1 809 369-9792 | Business Casual |
| Laurel | .9 miles - 5 minute drive | Latin, Sushi, Fusion, Italian | Yes | Yes | Yes | AMEX, MasterCard, Visa | 1 809 908-0200 | Business Casual |
| Pearl Urban Lounge | 3.4 miles - 13 minute drive | Mediterranean | Yes | Yes | Yes | AMEX, MasterCard, Visa | 1 849-884-2405 | Business Casual |

PARTICIPANT REPORT & SURVEY



Event: _____

Company Information

Company Name: _____

Contact Name: _____

Contact Telephone: _____

Contact Email: _____ Website: _____

What were your objectives in participating? (Check all that apply)

- Export Sales (Direct/representative/Distributor/licensing/JV)
- Educational/Market Research
- Other _____
- Developing Business
- Relationships FDI/Investment Leads

Were your objectives met? Yes No

Event Results (required for trade clients/optional for others)

Describe your product or service: _____

Value of actual export sales obtained during event (in USD): _____

Estimated export sales over the next 24 months: _____

Destination country(ies) of sale: _____

Were any of these markets new to your company? Yes No If yes, which one(s)? _____

Please select any additional assistance that was provided:

- EFI Gold Key Grant
- EFI Target Sector Trade Grant
- Local Grant
- Export Consultation
- Other _____

If not exporting, please describe the event's ROI/value to your company: _____

Event Evaluation - Please rate the following

Please rate the following items using:

1 Extremely Dissatisfied **2** Moderately Dissatisfied **3** Neutral **4** Moderately Satisfied **5** Extremely Satisfied

Educational Events (i.e. Commercial Briefings, Seminars, etc.):

- 1 2 3 4 5

Social and Networking Events (i.e. Welcome Dinner, Receptions, Networking Luncheons, etc.):

- 1 2 3 4 5

Educational Events (i.e. Commercial Briefings, Seminars, etc.):

1 2 3 4 5

Social and Networking Events (i.e. Welcome Dinner, Receptions, Networking Luncheons, etc.):

1 2 3 4 5

Which event did you find most valuable? _____ Least? _____

Quality of business meetings:

1 2 3 4 5

Hotel & amenities:

1 2 3 4 5

Tampa Bay mission staff:

1 2 3 4 5

Additional Feedback & Comments

Does your company plan to expand in or to Tampa Bay in the next 12 months? Yes

Would you be interested in participating in future missions? Yes

Which countries would you like us to consider for future missions? _____

Would you be willing to talk to the media about your participation in this event? Yes

We are very interested in hearing your story about how this event or program helped you generate sales, leads for future sales, or any impact it may have on the growth of your company. If you also received a grant, please let us know how it helped your company.

Thank you for participating in this event and taking the time to provide your feedback.

Signature _____ Date _____

This information is used for evaluating trade programs and their effectiveness. The information herein will be used for internal management purposes and is business CONFIDENTIAL in accordance with Florida Statute(s) 812.081/288.075. The information may be shared with Enterprise Florida and the U.S. Commercial Service and will remain confidential under the same consideration.