



# Are You a New York State Business Interested in Exporting to the CARICOM-Caribbean Region?

## JOIN GLOBAL NY'S MULTI-SECTOR TRADE EXPLORATION OF THE CARICOM-CARIBBEAN REGION

Apply to be selected for Global NY's EMAS Program by February 4, 2022

### CARICOM-Caribbean Trade Exploration

Global NY is recruiting New York State (NYS) companies to participate in a **Trade Exploration to the CARICOM-Caribbean region** — providing market intelligence and funding to support export opportunities.

Interested companies should apply to the **Export Marketing Assistance Service (EMAS)** program, designed to help businesses find sales agents or distributors abroad. Five companies will be selected to participate in this Trade Exploration to the CARICOM-Caribbean and will receive a customized regional market intelligence report and a prequalified list of potential partners from Global NY's foreign office.

**Deadline for EMAS application form: February 4, 2022**

**State Trade Expansion Program (STEP)** funds are currently available for selected companies to be **reimbursed** for a significant portion of their travel to the Caribbean and accommodation expenses along with an appointment setting fee of \$2,000 for meetings with identified distributors/sales agents.

To find out more about the **CARICOM-Caribbean Trade Exploration and the STEP Program:**  
[global.ny.gov](http://global.ny.gov) | [globalny@esd.ny.gov](mailto:globalny@esd.ny.gov) | (212) 803-2300

### Why Export to the CARICOM-Caribbean Region?

- New York Exported Approximately \$1.5 Billion In Goods and Services to the Region in 2019
- The Caribbean is considered the Third Border of the US with language, cultural and geographic similarities
- Access to the Region's 20 Countries and 16 Million Consumers

### Opportunities for NYS companies in these key industries of the CARICOM-Caribbean Region:

- Agriculture/Food and Beverage
- Digital Technology/IT
- Medical Devices and Consumables
- Renewable Energy
- Machinery
- Transportation Equipment/Infrastructure
- Hospitality/Catering/Retail

### Export Marketing Assistance Service (EMAS)

Global NY assists businesses with finding sales agents or distributors abroad through the EMAS program. Once accepted, Global NY provides local expertise, conducts customized research, and identifies potential partners to help your company do business in international markets. Contact Global NY to discuss the EMAS requirements and questions you may have.

Funded in part through a STEP grant with the U.S. Small Business Administration:

