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Caribbean Basin

HRI Food Service Sector

Eastern Caribbean Region Report

2007

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Report Highlights:
This report is intended to aid U.S. exporters of food and beverage products in profitably entering the hotel, restaurant, and institutional (HRI) food service sector of the eastern Caribbean. This report summarizes important market developments, presents a road map for market entry, describes the overall competitive situation facing U.S. suppliers, and highlights the best product prospects for this region's food service market.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
Miami ATO [C11]
[C1]

SECTION I. MARKET SUMMARY

For purposes of this report, the eastern Caribbean region refers to the following island markets: Anguilla, Antigua and Barbuda, Barbados, The British Virgin Islands (BVI), Dominica, Grenada, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago.

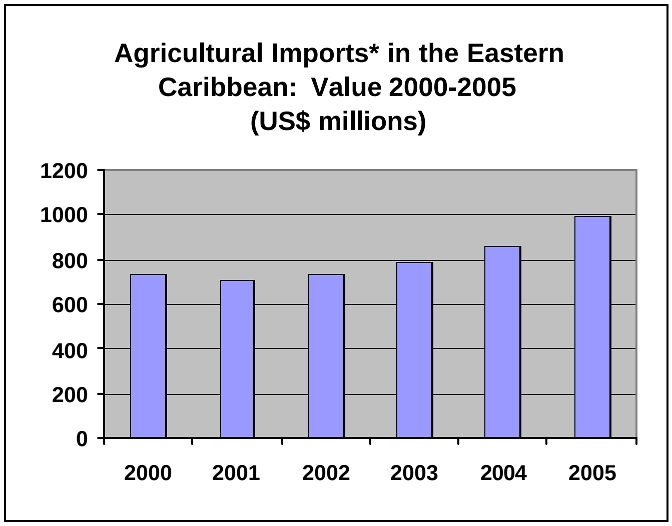
The economic mainstays of the eastern Caribbean region are tourism, petroleum refining, offshore banking, and export-oriented manufacturing. In 2006, Gross Domestic Product (GDP) Purchasing Power Parity (PPP) in the eastern Caribbean ranged from $29 million, in Montserrat, to $20.99 billion, in Trinidad and Tobago. GDP real growth rates for these islands ranges from –1%, in Montserrat, to 10.2%, in Anguilla. Many of the eastern Caribbean islands, such as St. Vincent and the Grenadines, Dominica, St. Lucia, Grenada, and Montserrat, are small developing nations with limited income levels ranging from $2,900 to $5,500. On the other hand, countries such as the BVI, Trinidad and Tobago, and Barbados possess some of the strongest economies in the entire Caribbean region and enjoy some of the largest per capita incomes (PPP) ($38,500, $19,700, and $18,200 respectively).

To a large extent, tourism is the backbone of the economies of the eastern Caribbean. In some of the islands, such as Antigua and Barbuda and the BVI, tourism accounts for approximately half of the national GDP. In 2006, more than 2.4 million (stay-over) tourists visited the eastern Caribbean region, and tourist arrivals are expected to increase by 2.5 to 3.5% annually over the next several years.

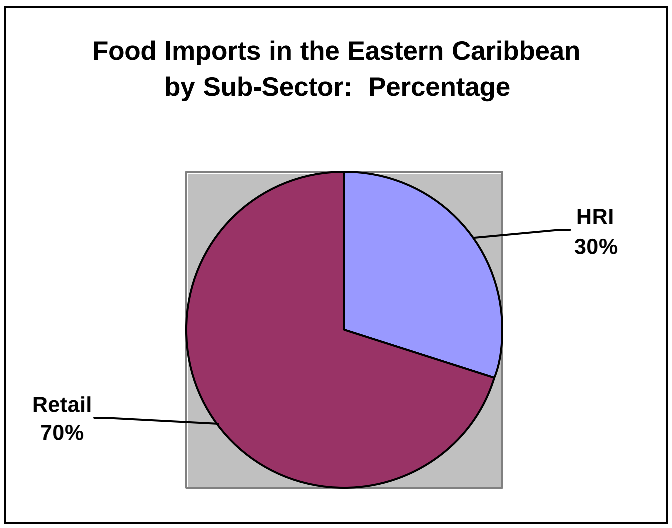
Overall, agriculture accounts for a very small percentage of the national GDP's in the eastern Caribbean islands. While this region has a total land area of 8,712.6 square kilometers, less than 15% of this land is arable and even a smaller percentage is utilized. The agricultural sector's contribution to GDP ranges from 0.7%, in Trinidad and Tobago, to 18%, in Dominica. In most of the islands, agriculture's contribution to GDP is between 1 to 5%. Dominica, St. Vincent and the Grenadines, Grenada, and St. Lucia are involved in the production of agricultural products such as bananas and other tropical fruits, vegetables, spices, root crops, cocoa, coffee, aloe vera, and cut flowers; however, their production of these products are highly vulnerable to weather conditions and to global events affecting commodity prices.

With regards to food processing in the eastern Caribbean, micro-sized and small-scale processors of pepper sauces, jams, jellies, fruit nectars, rum, and other alcoholic-beverages are prevalent throughout the entire region. However, almost all of the medium to large-scale food processors are located on the islands of Trinidad and Barbados. These include manufacturers of processed meat and fish, pasta products, bakery products, confectionary products, dairy products, fruits and vegetables, packaged and convenience foods, wheat flour, and edible oils and fats.

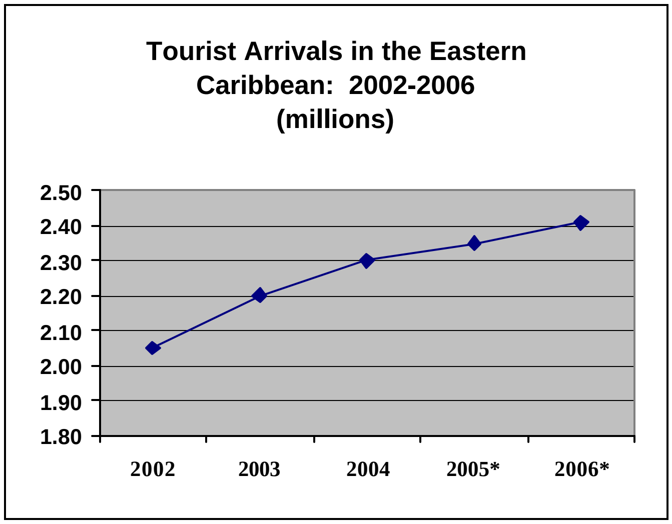
Due to an inconsistent and insufficient supply of local agricultural products, as well as a limited supply of processed foods, the islands of the eastern Caribbean rely on the importation of the majority of their foodstuffs. According to Euromonitor International, the eastern Caribbean's agricultural imports in 2005 (including food, live animals, beverages, and tobacco) were valued at $995 million, a 16% increase from 2004. Of the total amount of food products imported into the eastern Caribbean, approximately 30 to 40% is directed toward the hotel, restaurant, and institutional (HRI) sector, while the remaining 60 to 70% is channeled toward the retail sector.



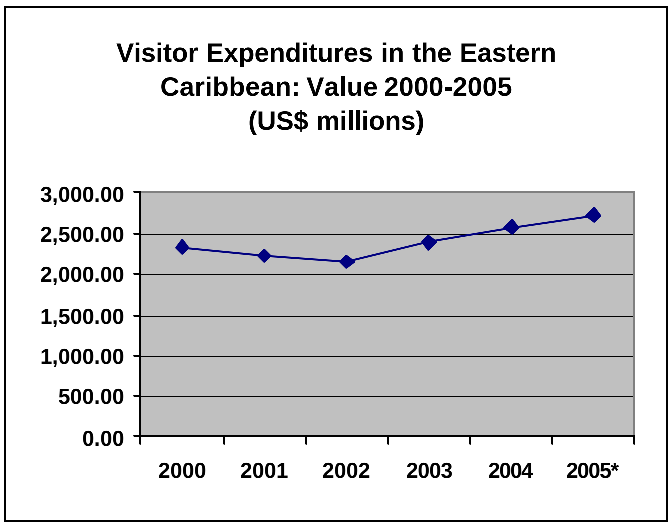
*Includes imports of food, live animals, beverages, and tobacco
Source: Euromonitor International



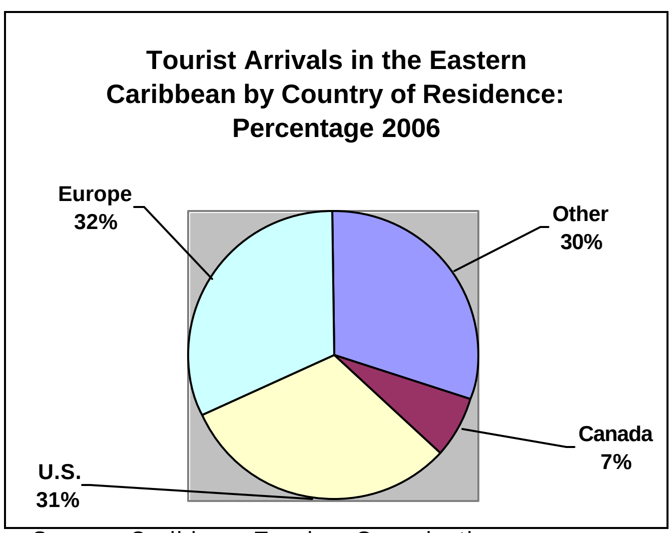
The HRI sector is a vibrant area of commerce in the eastern Caribbean region, driven by a growing economy. Due to the increase of disposable incomes in the region, and more women entering the workforce, nationals are visiting consumer foodservice outlets more frequently. In addition, growth in the offshore financial services sector, as well as the offshore higher education sector, stimulates this area of commerce. It is important to note that the eastern Caribbean islands are home to many offshore financial centers, as well as offshore higher education institutions, and expatriates account for a notable percentage of transactions in the food service sector. Yet, tourism continues to be the principal contributor to the development of the eastern Caribbean's HRI sector. In 2006, an estimated 2.4 million (stay-over) tourists visited the eastern Caribbean region, an approximate 2.6% percent increase from 2005. European tourists accounted for the largest percentage of visitors with an estimated 32% market share, followed closely by the United States with a 31% market share. In 2005, total tourist expenditures were estimated at $2.7 billion dollars, a 6% increase from the previous year.



*Estimate
Source: Caribbean Tourism Organization

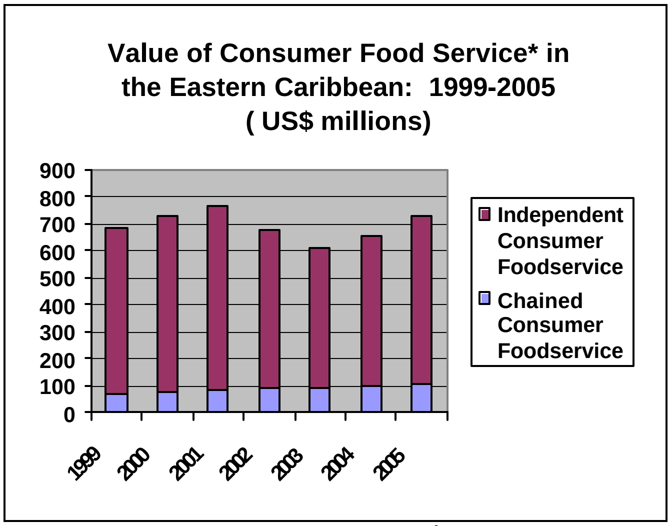


*Estimate
Source: Caribbean Tourism Organization & World Tourism Organization



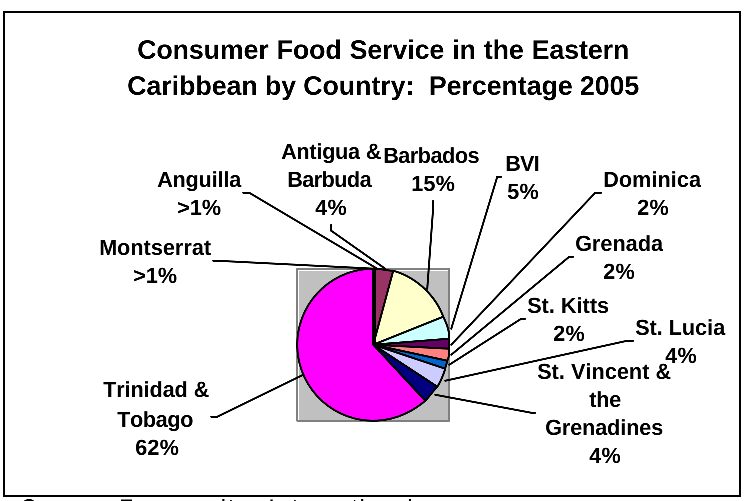
Source: Caribbean Tourism Organization

The hotel sub-sector makes up roughly 65% of the total HRI market, followed by the restaurant sub-sector at 33%, and the institutional sub-sector at 2%. There are approximately 1,184 tourist accommodation establishments, including 348 hotels, in the eastern Caribbean. Additionally, there are numerous restaurants located throughout the islands of the eastern Caribbean. While there is no data available on the value and growth of the individual HRI subs-sectors, according to Euromonitor International, the eastern Caribbean's total consumer food service sector was valued at $727.5 million dollars in 2005, a 12% growth from 2004. Independent foodservice establishments contributed approximately 85% of the total value of sales, while chained establishments contributed around 15%.



*Consumer foodservice includes cafés/bars, full-service restaurants, fast food, home delivery/takeaway, cafeterias, and street stalls/kiosks.
Source: Euromonitor International

Trinidad and Tobago's food service sector accounted for the largest percentage of food service sales in the eastern Caribbean, with a 62% market share, followed by Barbados' sector, with a 15% market share. Together, the food service sectors in the BVI, St. Lucia, St. Vincent and the Grenadines, and Antigua and Barbuda accounted for approximately 17% of the total food service sales in the eastern Caribbean, while the islands of Grenada, Dominica, St. Kitts and Nevis, Anguilla, and Montserrat were responsible for the remaining 6%.



Source: Euromonitor International

Overview of the Market Advantages and Challenges Facing U.S. Exporters in the Eastern Caribbean	
Market Advantages	**Market Challenges**
With a small amount of arable land and limited food production, the eastern Caribbean must import the majority of its food needs.	The islands of the eastern Caribbean are members of the Caribbean Community and Common Market (CARICOM) trade agreement. CARICOM offers the free movement of goods through all of its member states.
Over 2 million stay-over tourists visit the eastern Caribbean annually, fueling an additional demand for food products in the food service sector.	In most eastern Caribbean islands, the volume of food imports varies significantly between high and low tourist seasons.
Geographic proximity and ease of shipping gives the United States a competitive advantage.	While the population of each island is relatively small, import orders tend to be small and favor mixed rather than full container loads.
Exposure to U.S. media, as well as close language, cultural, and commercial ties with the United States, contribute to the strong consumer appeal for U.S. products in the eastern Caribbean.	Many Chefs working in the Eastern Caribbean are European trained, and therefore have a strong preference for European products. Additionally, in some instances there are cheaper shipping rates from Europe than from the United States.

SECTION II: ROAD MAP FOR MARKET ENTRY

A. ENTRY STRATEGY

In general, wholesalers/distributors in the eastern Caribbean maintain the bargaining power in the market and serve as the principal intermediaries between suppliers and buyers. Therefore, U.S. suppliers wishing to enter the HRI food service market in the eastern Caribbean should start by contacting local wholesalers/distributors. Local wholesalers/distributors have a wide access to the food and beverage markets, possess relatively large warehouse facilities, and carry a large inventory of products.

In the case of the large-scale hotels and resorts, imported products represent approximately 90 to 95% of their total food and beverage purchases, and in many cases, a very large percentage of these purchases are made through the direct importation from foreign suppliers. However, a significant share of products is also purchased through local wholesalers/distributors. Therefore, it is recommended that U.S. suppliers contact the food and beverage directors of these establishments directly to ascertain purchasing channels.

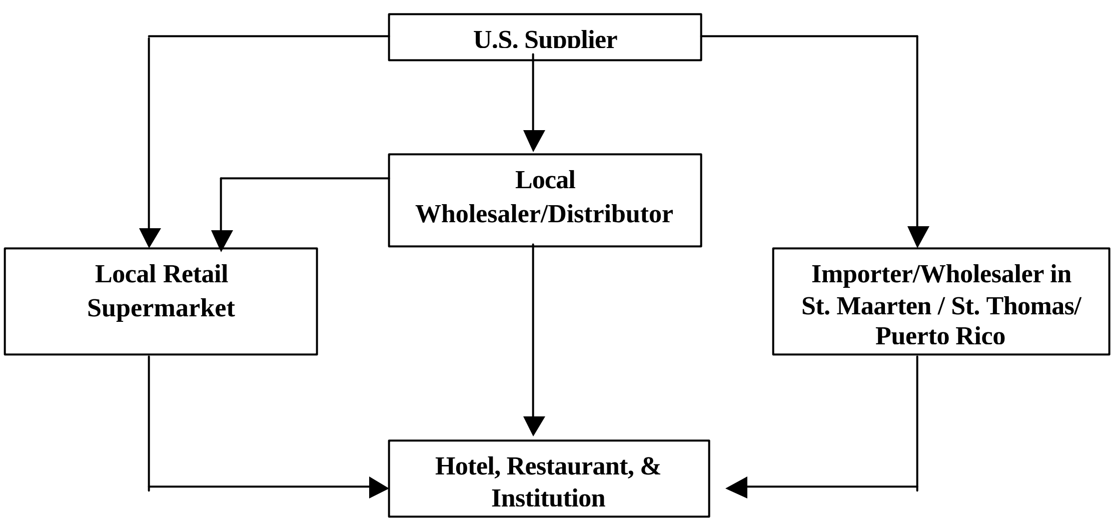
U.S. food products represent the majority of the foreign products imported by local wholesalers/distributors. Local wholesalers/distributors hold U.S. products in high regard with respect to quality and packaging and enjoy trading with U.S. exporters because of the reliability of service.

B. MARKET STRUCTURE

HRI establishments in the eastern Caribbean buy approximately 70% of their food and beverage products from local wholesalers/distributors (imported products), while local farmers and processors supply 15% of their food and beverage needs, 10% is obtained from local retail outlets, and the remaining 5% of their needs are imported directly from U.S. suppliers.

Local wholesalers/distributors typically import, wholesale, and distribute their product to the various HRI outlets in the eastern Caribbean islands. In addition, it is quite common for the wholesalers/distributors to sell their product in their own retail outlets. In many of the smaller eastern Caribbean islands, local wholesalers/distributors have a circulating fleet of ‘cash vans’ that sell to the food service establishments. It is important to note that while the wholesalers/distributors in the larger markets such as Trinidad and Tobago and Barbados typically import a full range of products, the majority of the wholesalers/distributors in the smaller islands of the eastern Caribbean focus on dry goods, while importing only a small quantity of fresh and frozen products (there are specialized importers within the majority of the smaller eastern Caribbean islands, which focus specifically on fresh and frozen products.)

In addition to the large-scale hotels and resorts, which import products directly from U.S. suppliers, some of the larger independent restaurants buy select food and beverage products directly from Miami-based wholesalers (who also consolidate for the Caribbean importers). Moreover, many of the larger independent restaurants in countries such as St. Kitts, Anguilla, and Antigua and Barbuda, buy from importers/wholesalers in St. Maarten and Puerto Rico, and in the case of the BVI, from St. Thomas in the U.S. Virgin Islands. The geographic proximity of these Caribbean islands to the smaller eastern Caribbean islands, in addition to the duty-free status of St. Maarten, makes them prime distribution hubs for food products originating from the United States and elsewhere around the world. The following distribution channel flow diagram illustrates how products are generally passed from the U.S. exporter to the various food service sub-markets in the eastern Caribbean:



C. SUB-SECTOR PROFILES

1. Hotels

Accommodations in the eastern Caribbean include all-inclusive resorts, luxury hotels, affordable family hotels, self-catering apartments and villas, and intimate bed and breakfasts, guest houses, and plantation inns. Overall, the eastern Caribbean boasts over 1,184 accommodation establishments and nearly 27,000 rooms. Together, the countries of Trinidad and Tobago, the BVI, St. Lucia, and Barbados possess approximately 63% of the total number of tourist accommodation establishments in the eastern Caribbean.

Within the last couple of years, new hotels have been constructed and existing ones have been renovated and expanded, in preparation for the 2007 Cricket World Cup. This event, which is scheduled to take place in the months of March and April in 9 separate venues throughout the Caribbean, promises to bring an influx of more than 100,000 extra-regional visitors to the eastern Caribbean.

Tourist Accommodation Establishments in the Eastern Caribbean by Category: Units 2004

Destination	Hotels	Apartments	Guest Houses	Other	Total
Anguilla	8	34	8	-	50
Antigua and Barbuda	39	18	2	-	59
Barbados	40	47	28	33	148
British Virgin Islands	47	-	124	-	171
Dominica	19	25	27	-	71
Grenada	25	26	25	-	76
Montserrat	2	11	6	8	27
St. Kitts and Nevis	30	-	34	-	64
St. Lucia	37	79	44	-	160
St. Vincent and the Grenadines	42	33	14	2	91
Trinidad and Tobago	59	58	150	-	267
Total	348	331	462	43	1,184

Source: Caribbean Tourism Organization

Rooms in Tourist Accommodations in the Eastern Caribbean: Units 2000-2004

2000	2001	2002	2003	2004
27,908	28,571	27,050	27,533	26,967

Source: Caribbean Tourism Organization

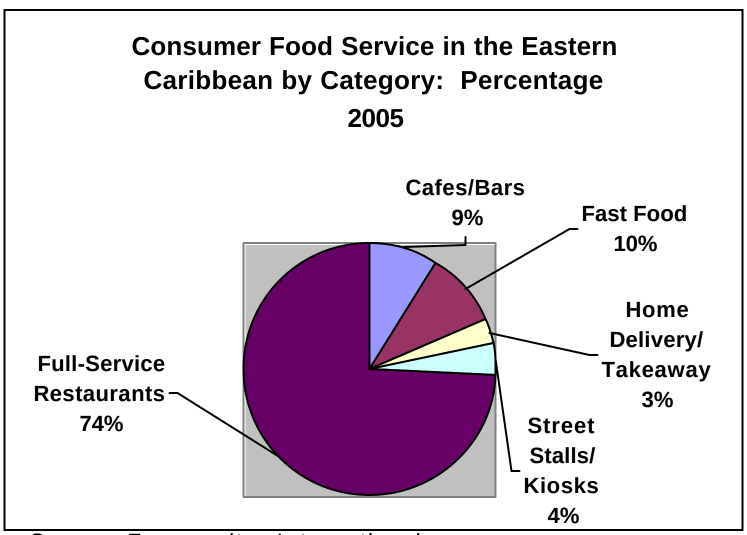
Most accommodation establishments in the eastern Caribbean have at least one restaurant on property, typically a fine dining restaurant, a casual beach grill, and/or a family style breakfast or lunch eatery. It is not unusual for the large-scale hotels and resorts to have as many as eight restaurants on their properties, in addition to a number of lounges and full catering and banquet services. In general, large-scale hotels and resorts possess their own warehouses and typically import and receive weekly shipments of food and beverage products from Florida-based suppliers. However, these establishments also rely on local wholesalers/distributors for some of their food and beverage needs. U.S. products represent the majority of the total food and beverage purchases made by the large-scale hotels and resorts. For example, U.S. products represent 90 to 95% of the total food and beverage purchases made by the Marriott Resort and the Royal Beach Casino located in St. Kitts, one of the largest hotels in the eastern Caribbean.

The majority of the other accommodation establishments, including small hotels, plantation inns, guest houses, and bed and breakfasts, purchase a substantial amount of their food and beverage needs from local farmers, and to some extent from local processors. However, when they do use products from foreign suppliers, they typically rely on local wholesalers and retail outlets for their purchases. The smaller accommodation establishments find it difficult to work directly with international suppliers for a variety of reasons, including the lack of buying power and limited storage space. U.S. products represent between 40 to 60% of the total food and beverage purchases made by small hotels, plantation inns, guesthouses, and bed and breakfasts.

(Note: While this report is regional in scope, it is impractical to include a complete listing of, and company profiles for hotels in these 11 eastern Caribbean markets. Please see Section V for more information on how to obtain contact information for hotels in the eastern Caribbean.)

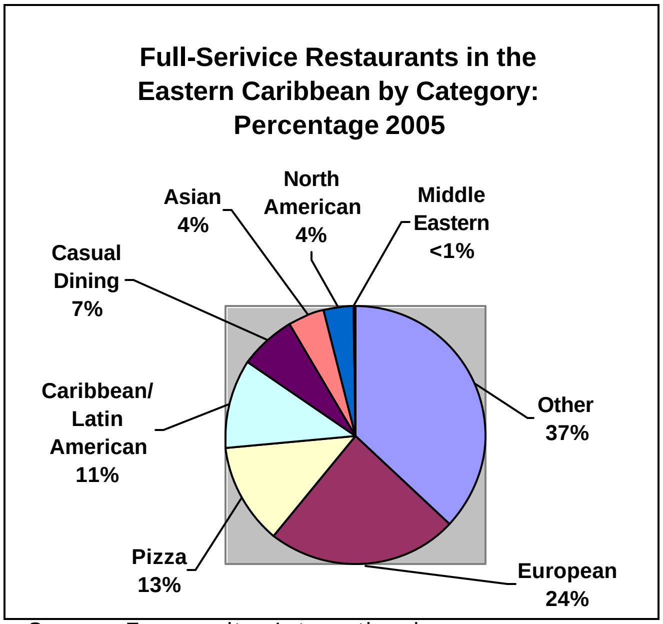
2. Restaurants

According to Euromonitor International, in 2005, full-service restaurants accounted for the largest percentage of consumer food service sales in the eastern Caribbean with 74% of the market, followed by fast food restaurants with 10%, cafes and bars with 9%, street stalls/kiosks with 4%, and home delivery/takeaway with 3% of the market. In 2005, the total value of full-service restaurants in the eastern Caribbean was $539.9 million dollars. Independently-run consumer food service establishments account for the bulk of outlets and food service sales in the eastern Caribbean. Chained food service establishments dominate only in fast food and delivery/takeaway sub-sectors.



Source: Euromonitor International

In 2005, European full-service restaurants accounted for the largest percentage of the market with a 24% share, followed by pizzerias with 13%, Caribbean/Latin American restaurants with 11%, and casual dining restaurants with 7% of the market.



Source: Euromonitor International

The eastern Caribbean has a relatively large number of independent restaurants. These restaurants, located outside of guest accommodations, cater to both the local and tourist populations. All types of cuisines are available in these restaurants. Within the fine dining establishments most chefs are international, while in the casual eateries chefs tend to be local. The majority of the independent restaurants in the eastern Caribbean use local seafood, fruits, vegetables, baked goods, and beverages when these products are readily available. They also turn to local wholesalers/distributors and retailers for some of their food and beverage purchases, as they do not have enough purchasing power to buy imported goods directly from foreign suppliers. U.S. products represent between 40 to 60% of the total food and beverage purchases made by the independent restaurants in the Eastern Caribbean.

Chained food service outlets present in the eastern Caribbean market include full-service restaurants such as Ruby Tuesday's Tony Roma's, and T.G.I. Friday's, and fast food chains such as Kentucky Fried Chicken, Pizza Hut, and Subway. These outlets may import directly from pre-established distribution companies in the United States, but they also obtain a portion of their food needs from local wholesalers/distributors.

(Note: While this report is regional in scope, it is impractical to include a complete listing of, and company profiles for restaurants in these 11 eastern Caribbean markets. Please see Section V for more information on how to obtain contact information for hotels in the eastern Caribbean.)

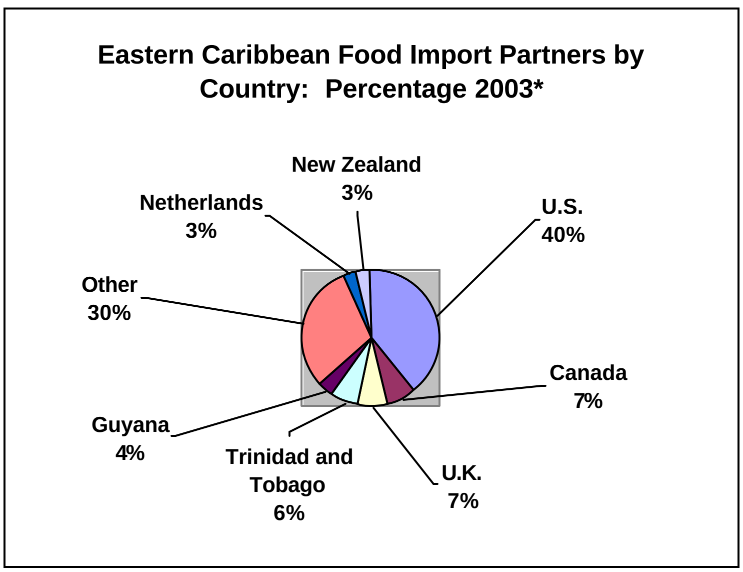
3. Institutions

The institutional food service sub-sector accounts for less than 2% of the total HRI food service sector in the eastern Caribbean. This sub-sector includes the distribution of food and beverages to institutions such as hospitals, schools, and prisons. The governments of the respective eastern Caribbean islands are usually in charge of awarding contracts for the food purchases made by these intuitions. Generally speaking, local farmers and food processors supply this sub-sector with most of its food and beverage needs as items can be purchased less expensively and at lower quantities. To a lesser extent, these institutions are supplied by local wholesalers/distributors within the private sector who also act as importers.

In addition, this sub-sector includes institutional catering. While the eastern Caribbean islands constitute some of the most popular yachting destinations in the entire world, yacht provisioning is an attractive market niche worth noting. It is estimated that food and beverage purchases constitute approximately 15 to 20% of the total yacht expenditures in the eastern Caribbean. The yacht community of the eastern Caribbean, representing people from all over the globe (approximately 40 to 50% U.S.), usually obtain their food provisions from a supplier specializing in yacht provisioning and tend to prefer imported brand name products. Many retailers in Antigua, Tortola (BVI), and some of the other islands cater specifically to the yacht industry.

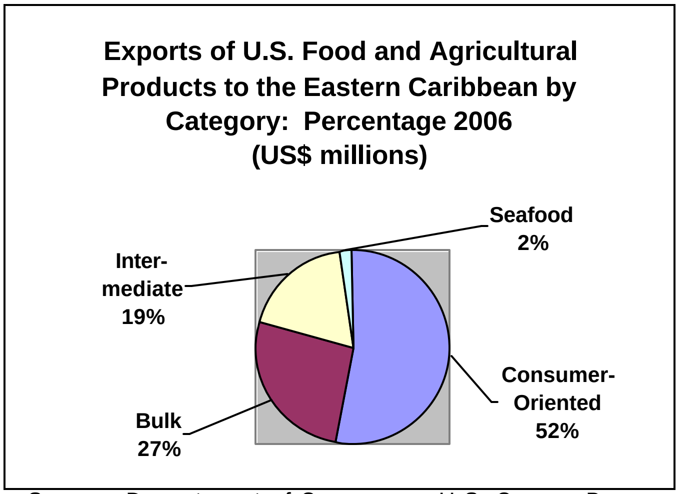
In addition, as Trinidad and Tobago is the largest producer of petroleum products in the Caribbean region, catering for both land based and offshore oil and natural gas operations demand a steady supply of a variety of food products. Local catering businesses in Trinidad provide a full range of services, which include buying food products and cooking and preparing meals for the nationals and expatriates (usually of U.S. or British origin) working on oil and natural gas operations. While the majority of the catering companies purchase their products from local importers, some of the larger companies have begun importing food and beverage products directly from U.S. suppliers.

SECTION III: COMPETITION

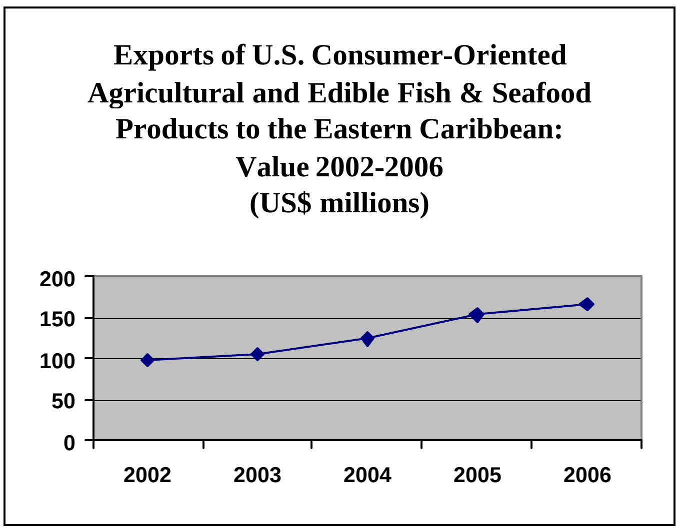


* Note: This is the most complete, current data for the eastern Caribbean
Source: FAS/ Global Agricultural Trade System using data from the United Nations Statistical Office.

According to 2003 statistical data compiled by the United Nations (UN), the United States is the region's main trading partner in terms of food and agricultural products with an approximate 40% market share. In 2006, the United States exported approximately $304 million worth of food, agricultural, and seafood products to the eastern Caribbean. Of this amount, consumer-oriented agricultural products comprised roughly 52%, bulk products comprised 27%, intermediate agricultural products comprised 19%, and seafood products comprised 2%. U.S. trade statistics illustrate that in 2006 the United States exported approximately $160.3 million of consumer-oriented agricultural products and $6.6 million worth of edible fish and seafood products to the eastern Caribbean, a 9% increase from the previous year, and a 47% increase from 2001.



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

With regards to consumer-oriented food products, U.S. products face competition from local food processors, particularly those in Trinidad and Tobago and Barbados, as well as those within other Caribbean nations such as Jamaica. The governments of the eastern Caribbean typically impose high tariffs on selected extra-regional agricultural and food product imports which may be produced locally or regionally within the Caribbean. As the eastern Caribbean islands are CARICOM member-states, many of the local wholesalers import fresh fruits, ice cream, jams, jellies, sauces, condiments, juices, snack foods, beverages, and fish products from CARICOM countries since they are duty-free.

U.S. products also face competition from other foreign suppliers in various product areas. Given the eastern Caribbean's historical ties, and strong cultural, political, and economic similarities with the United Kingdom, it is not surprising that products and brands from the United Kingdom comprise approximately 7% of the food market. Additionally, due to Canada's geographic proximity, Canadian products have a strong presence in many eastern Caribbean island markets with approximately a 7% market share.

Overview of the Competitive Situation Facing U.S. Products in the Eastern Caribbean HRI Market				
Product Category	**Import Value 2003* (US$)**	**Major Supply Sources and 2003* Market Share Percentage**	**Strengths of Major Supply Sources**	**Advantages and Disadvantages of Local Suppliers**
Meat Products	$76.5 million	1. United States - 45% 2. Canada - 15% 3. New Zealand - 14%	1. & 2. Quality, value in terms of red meats. 3. Quality in terms of lamb.	Limited supply of local and regional sources. Poultry suppliers exist in Barbados and Trinidad and Tobago.
Fish and Seafood Products	$27 million	1. Canada - 26% 2. United States - 19% 3. Norway - 8% (Trinidad and Tobago also has approximately an 8% market share).	1. Variety 2. Variety	Supply limited to local catch.
Processed Meat, Fish, and Seafood Products	$28.5 million	1. United States - 34% 2. Canada - 18% 3. Brazil - 11%	1. & 2. Quality, variety, price	Limited supply of local and regional sources.
Dairy Products	$91 million	1. United States - 20% 2. New Zealand - 18% 3. Ireland - 13%	1. Quality, variety 2. Quality, price	Limited supply and variety in many islands. However, Barbados has a strong dairy sector, in relative terms.
Fresh Vegetables	$44 million	1. United States - 38% 2. Netherlands - 24% 3. Canada - 20%	1. Quality, variety, price	Limited, seasonal supply. Quality is not always sufficient to meet HRI sector standards.
Fresh Fruit and Tree Nuts	$25 million	1. United States - 58% 2. St. Vincent and the Grenadines - 8% 3. Dominica - 3%	1. Quality, variety, price	Local supply limited to tropical fruits.
Processed	$56	1. United States -	1. & 2. Quality,	Limited supply of

Vegetable, Fruit, and Tree Nut Products	million	36% 2. Canada - 14% 3. Belize - 10% (Trinidad and Tobago has a 9% share)	variety, price	local and regional sources. However, many local products cater to regional taste preferences (i.e. hot sauces, etc.)
Processed Cereal, Flour, Starch and Milk Products	$62 million	1. United States - 35% 2. Trinidad and Tobago - 23% 3. Jamaica - 6%	1. Quality, variety, price 2. & 3. Price, proximity	Supply is somewhat limited in several islands.
Other Processed Foods	$71.5 million	1. United States - 51% 2. Costa Rica - 8% 3. Trinidad and Tobago - 7%	1. Quality, variety, price	Limited local and regional supply
Non-Alcoholic and Alcoholic Beverages	$99 million	1. United States - 15% 2. Trinidad and Tobago - 14% 3. United Kingdom -13%	1., 2., & 3. Quality, variety, price	Limited local and regional supply
Coffee, Tea, and Spices	$8.5 million	1. United States - 19% 2. Canada - 7% 3. India - 7%	1. Quality, variety, price	Limited local and regional supply
Sugars and Sugar Confectionery	$47 million	1. Guyana - 41% 2. United Kingdom -16% 3. United States - 15%	1. Price	Limited local and regional supply

* Note: This is the most complete, up-to-date data for the eastern Caribbean
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

SECTION IV: BEST PRODUCT PROSPECTS

As a whole, U.S. products stand to gain ground as tourism fuels the overall demand for food and beverage products in the region.

Best Product Prospects for the Eastern Caribbean HRI Market

Product Category	Export Value 2006 (US$ thousands)	5-Yr. Avg. Annual Export Growth	Key Constraints Over Market Development
Snack Foods	15,726	66%	n/a
Red Meats (fresh, chilled, and frozen)	15,164	181%	Some Bovine Spongiform Encephalopathy (BSE) related restrictions in selected markets.
Fruit and Vegetable Juices	8,006	50%	n/a
Dairy Products	14,241	144%	High duties in select markets for cheese, ice cream, etc.
Fresh Vegetables	10,896	45%	Seasonal import restrictions in select islands due to local production.
Processed Fruits and Vegetables	8,042	12%	n/a
Fresh Fruit	9,631	40%	n/a
Eggs and Egg Products	7,981	29%	n/a
Wine and Beer	5,337	127%	n/a
Breakfast Cereals	4,464	39%	Some local competition
Red Meats (processed and preserved)	2,609	15%	Some Bovine Spongiform Encephalopathy (BSE) related restrictions in selected markets.
Tree Nuts	2,317	311%	n/a
Other Consumer Oriented Products	25,154	41%	n/a

Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

SECTION V. CONTACT INFORMATION

A. For more information on the HRI sectors in the islands of the eastern Caribbean, and for a list of importers for your U.S. product, please contact:

Caribbean Basin Agricultural Trade Office
Foreign Agricultural Service
United States Department of Agriculture

909 SE 1st Ave., Suite 720
Miami, FL 33131
Phone: (305) 536-5300
Fax: (305) 536-7577
E-mail: cbato@cbato.net
Website: www.cbato.fas.usda.gov

Omar González, Acting Director
E-mail: omar@cbato.net
Graciella Juelle, Marketing Assistant
E-mail: grace@cbato.net
Kay Logan, Marketing Intern
E-mail: kay@cbato.net

Please visit our website (www.cbato.fas.usda.gov) to view selected reports on the islands of the eastern Caribbean and other islands within the Caribbean.

B. For other sources of information on the HRI sectors in the islands of the eastern Caribbean, you may contact:

Anguilla Hotel & Tourism Association
Tel: (264) 497-2944
Fax: (264) 497-3091
E-mail: ahta@anguillanet.com
Website: www.ahta.ai

Antigua Hotels & Tourist Association
Tel: (268) 462-0374 / 462-3703
Fax: (268) 462-3702
E-mail: ahta@candw.ag
Website: www.antiguahotels.org

Barbados Hotel & Tourism Association
Tel: (246) 426-5041
Fax: (246) 429-2845
E-mail: info@bhta.org
Website: www.bhta.org

BVI Chamber of Commerce & Hotel Association
Tel: (284) 494-3514
E-mail: bviccha@surfbvi.com
Website: bvivacations.com

Dominica Hotel & Tourism Association
Tel: (767) 440-3430

Fax: (767) 440-3433
E-mail: dhta@cwdom.dm
Website: www.dhta.org

Grenada Hotel Association
Tel: (473) 444-1353
Fax: (473) 444-4847
E-mail: grenhota@caribsurf.com
Website: www.grenadahotelsinfo.com

Montserrat Tourism Association
Tel: (664) 491-2230/8730
Fax: (664) 491-7430
E-mail: vuepointe@candw.ag
Website: www.visitmontserrat.com

St. Kitts & Nevis Hotel & Tourism Association
Tel: (869) 465-5304
Fax: (869) 465-7746
E-mail: stkitnevhta@caribsurf.com
Website: www.stkittstourism.kn

St. Lucia Hotel & Tourism Association
E-mail: slhta@candw.lc
Website: www.stluciatravel.com

St. Vincent & The Grenadines Hotel & Tourism Association
E-mail: office@svghotels.com
Website: www.svghotels.net

Trinidad & Tobago Hotel, Restaurant & Tourism Association
Tel: (868) 634-1174/75
Fax: (868) 634-1176
E-mail: info@tnthotels.com (Trinidad Chapter) tthtatob@tstt.net.tt (Tobago Chapter)
Website: www.tnthotels.com