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Caribbean Basin

Exporter Guide

Caribbean Basin Exporter Guide

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Report Highlights:
The United States exported over $1 Billion in U.S. consumer-oriented foods and fish products to the Caribbean Basin in 2016. With limited agricultural production, most Caribbean islands rely heavily on imported food products, particularly from the United States. As tourist arrivals in most islands continue to improve, prospects for further market expansion are always present. This report aims to provide U.S. suppliers general information on export opportunities in the Caribbean Basin.

Post:
Miami ATO

Executive Summary:

The Caribbean is an excellent market for U.S. suppliers, due in large part to the fact that demand for imported food products is largely inelastic.[1] These island nations must import the majority of their food requirements due to production constraints - insufficient arable land, scant water resources on some islands, no economies of scale, and a limited food-processing sector. For the most part the 4 million island residents are quite familiar with U.S. brands and hold U.S. products in high regard in terms of quality. Annually between six and seven million stop-over tourists (over half of which are from the United States) visit the region which also helps spur the Caribbean food service sector's demand for U.S. products. The United States is the main supplier to the Caribbean of food products, largely in part on the strength of these favorable conditions.

In 2016, the United States exported $998.6 worth of consumer-oriented products to the region, a 0.6 percent decrease from 2015. In 2017, exports are expected to maintain 2016 levels. Consumer-oriented products account for two-thirds of U.S. agricultural and related product exports to the Caribbean, with poultry meat and products (excluding eggs), dairy products, prepared foods, beef and beef products, and snacks rounding out the top five export categories. In 2016, the United States also exported a record $41.5 million of fish products to the region, which early estimates indicate will be surpassed in 2017 (based on a 15 percent increase in exports from January to September 2017).

The Caribbean market is witnessing increasing competition from Europe, Canada, South and Central America. While the United States still enjoys several major advantages over its competitors, U.S. suppliers should remain mindful that in coming years rising competition will necessitate closer monitoring of the market in order to capitalize on emerging opportunities in the region.

Section I. Market Overview

The Caribbean is one of the most fragmented and diverse regions in the world. Politically speaking, it is a mix of independent states, overseas departments or dependencies of European countries, and islands that are part of a European kingdom. Countries in the region have generally good relations, including close commercial and social ties, with the United States. Islands like The Bahamas, Bermuda, Cayman Islands, Aruba, and Turks and Caicos are highly dependent on tourism, while others have more diversified economies. Still, tourism is the leading industry in the Caribbean region.

According to the IMF, the Caribbean's economic outlook "depends broadly on recovering tourism and trends in commodity prices, but there is substantial variation across countries." Most tourism-dependent economies, which comprise a large share of the Caribbean Basin Agricultural Trade Offices (CBATO) region, are experiencing moderate growth, which averaged 1.9 percent in 2016. This is due in large part to the overall improvement in tourist arrivals to the region. Tourist arrivals from the United States, which is the largest source market accounting for half of all visitors to the region, increased by 3.5 percent in 2016 according to the Caribbean Tourism Organization. A stronger U.S. economy and low unemployment reportedly contributed to this upward movement.

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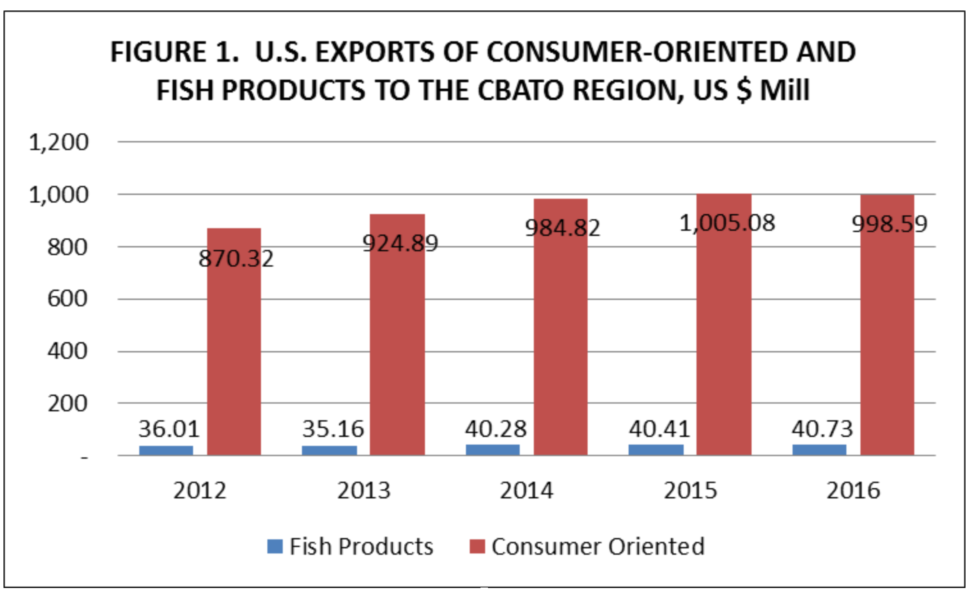
[1] **Note:** The Caribbean is one of the most fragmented and diverse regions in the world. This vast geographic area is covered by two regional FAS offices, the Office of Agricultural Affairs (OAA) in Santo Domingo and the Caribbean Basin Agricultural Trade Office (CBATO) in Miami. The OAA in Santo Domingo covers the Dominican Republic, Jamaica and Haiti. The CBATO area of coverage includes: Anguilla, Antigua and Barbuda, Aruba, The Bahamas, Barbados, Bermuda, British Virgin Islands, Caribbean Netherlands or BES Islands (Bonaire, Sint Eustatius and Saba), Cayman Islands, Curaçao, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, Saint Barthélemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, Saint Vincent and the Grenadines, Sint Maarten, Trinidad and Tobago, and Turks and Caicos Islands.

However, the effects of a very active 2017 Hurricane Season are expected to take a toll on the average total growth in the region this year. Hurricanes Irma and Maria were the strongest hurricanes to hit the region in over a decade and caused widespread catastrophic damages to parts of the Caribbean. The worst hit islands were Anguilla, Barbuda, the British Virgin Islands, Dominica, Sint Maarten, and Puerto Rico and the U.S. Virgin Islands, which are outside the ATO's area of coverage. However, while it may take affected islands months or even years to recover, most of the region was spared any damage. In fact, the Caribbean is rallying to demonstrate that over 90 percent of the region was unaffected by the Hurricanes, and is "open for business." How quickly the tourism industry is able to recover and tourists return to the islands after the hurricanes will have a direct impact on the region's economic growth in 2018.

With limited arable land, scant water resources in some islands, no economies of scale, and a small food-processing sector, the islands of the Caribbean must import the majority of their food needs. There is also the strong appeal of U.S. products among the 4 million local residents. This is primarily due to exposure to U.S. food and culture through visits that many Caribbean citizens make to the United States and through television programming which is widely available throughout the region. Moreover, between six and seven million stop-over tourists visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets. The regulatory environment in the islands is also quite receptive toward U.S. products. Given these favorable conditions, it is no surprise that the United States is the largest supplier of food products to the Caribbean.

In 2016, the United States exported $998.6 worth of consumer-oriented products to the region, a 0.6 percent decrease from 2015. Early estimates indicate a modest 1 percent growth in exports for 2017. Consumer-oriented products account for two-thirds of U.S. agricultural and related product exports to the Caribbean, with poultry meat and products (excluding eggs), prepared foods, dairy products, beef and beef products, and snacks rounding out the top five export categories. Top markets for U.S. consumer-oriented products are: Trinidad and Tobago, The Bahamas, Bermuda, Aruba and Barbados. These countries represent over 66 percent of total U.S. consumer oriented exports to the region.

In 2016, the United States exported a record $40.7 million of fish products to the region. Early estimates indicate a 21 percent increase in 2017 based on January to September data. Top markets for U.S. fish products in the Caribbean in 2016 were: Aruba, The Bahamas, Sint Maarten, Bermuda, Trinidad and Tobago, and Barbados. These countries encompass over 62 percent of U.S. exports to the region.



Source: FAS Global Agricultural Trade System

Caribbean importers have a long history of doing business with the United States. Their strong interest in U.S. suppliers and products is mainly due to close proximity, long-standing reputation of high quality products, and superior quality of service. In fact, many local importers have noted that they are able to source a variety of products from non-U.S. suppliers, but few of these suppliers can match their U.S. counterparts in terms of product quality and reliability.

Table 1. Advantages and Challenges for U.S. Suppliers

Advantages	Challenges
With little arable land and food production, the islands of the Caribbean must import most of their food needs.	In some markets, such as the French West Indies, a key constraint is breaking the traditional ties with Europe. Chefs in many islands are European trained and thus prefer European products.
The tourism sector is rebounding in most islands. This is a key factor in generating demand for U.S. products, particularly in the food service sector. The Caribbean is visited by approximately six to seven million stop-over tourists annually.	Caribbean economic well-being is highly dependent on tourism. Hence, economies remain very susceptible to factors that may disrupt tourism (i.e. the world economy, terrorism, more active hurricane seasons, the Zika epidemic, etc.).
The United States is the source of approximately 50 percent of all tourists visiting the region, boosting demand for U.S. foods.	Ocean transportation rates from the United States can be more expensive than those from Europe.
Proximity and frequent transportation service to the region work to the advantage of U.S. suppliers.	Political interest in attaining "regional food security" or "food sovereignty" has strengthened in recent years, and many islands are actively attempting to boost domestic production and diversify food suppliers.
Exposure to U.S. media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products.	The nature of individual island markets requires special effort from U.S. exporters: dealing with several small accounts; consolidation of small orders; complying with different import requirements for select products; ascertaining different market characteristics in every island.
U.S. exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply the Caribbean than competitors.	The 2008 trade agreement between the Caribbean and the EU has set the stage for increased competition from Europe.
The United States has a dominant market share in the vast majority of Caribbean islands (estimated at 55 percent overall).	Other competitors are also targeting the Caribbean. The recent expansion of the Panama Canal may open the door to greater competition from Asia.
The regulatory environment at present is fairly open to U.S. products.	Certain products, particularly meat and poultry, may be restricted in certain markets due to either EU or island-specific regulations.

Section II. Exporter Business Tips

The best way for a U.S. supplier to enter the market is to first research the market for potential niches, and develop an effective marketing plan. In doing so, it is important to weigh the advantages and disadvantages of using an importer/wholesaler versus selling directly to different customers throughout the region. The decision will not be the same for all U.S. exporters. For instance, large U.S. suppliers with a dedicated sales force who can travel to the islands periodically to service their customers may find it advantageous to work directly with multiple retail and food service accounts throughout the islands. Exporters who are not able to do so will find it easier to work with an importer/wholesaler in a particular island. The latter is, in fact, the easiest and preferred method for most U.S. exporters.

In general, Caribbean buyers rely heavily on consolidators, particularly those located in South Florida, for shipment of mixed container-loads to their local ports. As a result, a crucial part of doing business with Caribbean importers, is building a relationship with a consolidator in South Florida (and in New Jersey to ship to Bermuda). Since some large resorts and chain supermarkets often order larger shipments directly from suppliers, the main resource for medium to smaller sized retail and food service businesses are local importer/wholesalers, making them a good target for smaller U.S. exporters. These importers/wholesalers will work with prospective U.S. suppliers to meet local standards and regulations and find the best distribution channel. Local importers will usually stay informed of changing regulations and duties on food and beverage products.

In most islands, food safety responsibilities fall under the Ministry of Public Health or its equivalent. The Ministry of Agriculture may also play a role with plant and animal products both in terms of public health and in terms of plant and animal health. Meat and poultry, dairy products, seafood, and produce typically require import approval and health/country of origin certification. For example, phytosanitary certificates from the country of origin must accompany imported fresh produce and plants. Health certificates must accompany live animals and animal products. Certain items may be restricted if the government decides they pose a risk to food safety or plant and animal health. It is always a good idea for U.S. exporters to verify that their product is eligible for entry into a particular island prior to shipping.

Most Caribbean countries follow international standards (e.g., Codex Alimentarius standards) and fully accept U.S. standards for food and agricultural products, including the standard U.S. nutritional fact panel. However, U.S. suppliers must be aware that EU standards may apply for some EU Member State territories in the Caribbean. The French overseas departments of Guadeloupe and Martinique are a case in point, as they require food and beverage products to be labeled in French and to comply with French and EU norms. In general, enforcement of labeling and other product standards is carried out mostly at the port of entry, but routine and random checks at the retail and wholesale levels are also conducted. As always, good communication with local importers will help to ensure proper compliance with local food laws.

More information on Caribbean Basin import requirements can be found in the Food and Agricultural Import Regulations and Standards (FAIRS) reports available via the [USDA Global Agriculture Information Network (GAIN)](https://gain.fas.usda.gov/) for the following countries: Aruba, The Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Curacao, Sint Maarten, and Trinidad and Tobago.[2]

Section III. Market Sector Structure and Trends

A. HRI Food Service Sector

The considerable investment in tourism infrastructure that has taken place in recent years has strengthened the long term potential of the region's hotel, restaurant, and institutional (HRI) food service sector. For example, in The Bahamas, Baha Mar, a $4.2 billion mega resort (the largest of its kind in the Western Hemisphere) was built largely with Chinese labor and financing from the Export-Import Bank of China. After a tumultuous year in 2015, when the original owners filed for bankruptcy, Chow Tai Fook Enterprises Limited (CTFE), a Hong Kong based global conglomerate, took over ownership of the resort in 2016. CTFE plans to open the resort in phases. Phase one, which took place in April 2017, saw Baha Mar open a 1,800 room Grand Hyatt property together with a casino, convention center, spa and golf course among other amenities. The company estimates that more than 1,500 jobs will be generated for Bahamians within this first phase. Once fully operational, Baha Mar Resort is expected to employ thousands more.

[2] GAIN reports are available via the following link: https://gain.fas.usda.gov/

Overall, the Caribbean HRI food service sector is estimated to account for roughly 35 to 45 percent of consumer-oriented agricultural imports. The percentage of Caribbean hotels and restaurants that are independently owned varies from approximately 90 percent in Grenada to 25 percent in The Bahamas (Nassau in particular). This characteristic impacts the flow of imports to the island. The independently-owned restaurant or hotel is more likely to source its food and beverage products from local importers/wholesalers, while larger chain restaurants and hotels have both the connections and the economies of scale to also make direct imports from U.S. suppliers.

While corporate-owned resorts and hotels have boomed over recent years, independently-owned food service businesses are still strong on all Caribbean islands. Local independently-owned restaurants remain especially popular in countries such as Aruba, Barbados, Bermuda, and Sint Maarten/St. Martin. Some of the world's most acclaimed chefs are working in the Caribbean. Using high quality ingredients, these chefs and their restaurants often are a valuable platform for introducing U.S. food and beverage products. However, many chefs are European-trained and thus breaking their preference toward European products can be challenging. Heightened interest of chefs in the use of locally produced ingredients is a recent trend, similar to other parts of the world.

More information can be found in the USDA Global Agriculture Information Network (GAIN) for the following countries: Trinidad and Tobago (2016), Turks & Caicos Islands (2016), Bahamas (2016), Eastern Caribbean (2015), Cayman Islands (2013), Bermuda (2012), Barbados (2012), Aruba (2011), Bermuda (201).

B. Retail Sector

An estimated 55 to 65 percent of consumer-oriented agricultural imports in the Caribbean are destined for the retail sector. Most of the products stocked on the shelves of Caribbean retail stores are imported.

As in the HRI sector, smaller retailers such as neighborhood 'mom and pop' stores will buy most if not all of their products from local import wholesalers. These retailers have a slower turnaround on product sales and have limited space for storage, which both lead to wholesale as a preferred option for sourcing food and beverage products.
In contrast, supermarket chains often have both local and U.S. or foreign-based purchasing offices. They work closely with U.S. suppliers to find the best prices for products of interest. Again, a consolidator in South Florida is still crucial to the equation in this market segment.

International retail chains in the Caribbean include: PriceSmart (U.S.), Cost-U-Less (Canada), Save-A-Lot (U.S.), Carrefour (France), Casino (France), and Albert Heijn Zeelandia (Holland). While these retail outlets do quite well, 'mom and pop' stores will continue to supply a large share of consumers' needs for basic supplies. In addition, national and international convenience stores and gas marts play a small but growing role in consumer food purchases, contributing about five percent of total retail food sales.

An interesting market niche in the retail sector is yacht provisioning. Yachters (or 'yachtees' as they are known in some islands) often phone or fax in their orders to harbor stores or may venture into town to visit the local supermarkets who cater to their specific needs. This is especially prevalent in the British Virgin Islands, Antigua and Barbuda, and Trinidad and Tobago.

More information can be found in the USDA Global Agriculture Information Network (GAIN) for the following countries: Aruba (2017), Trinidad and Tobago (2017), the Eastern Caribbean (2015), The Bahamas (2014), Cayman Islands (2013), and Bermuda (2010).

C. Food Processing Sector

Food processing in the broad Caribbean Basin is highly concentrated in the larger countries such as the Dominican Republic and Jamaica. In the CBATO's islands of coverage, which have very limited food production and practically no economies of scale, food processing is much less prevalent. In fact, bulk and intermediate agricultural products account for less than 20 percent of U.S. agricultural and related exports to the CBATO islands. Nonetheless, there is processing of wheat flour, pasta products, rice, bakery products, soy products, dairy products, and animal feeds in some countries, particularly in Trinidad and Tobago and Barbados. Food processors within the region buy roughly 20 percent of raw materials and food ingredients from local suppliers and import 80 percent from international suppliers.

Section IV. Best Consumer Oriented Product Prospects

Market opportunities exist for practically all high-value, consumer-oriented foods/beverages and seafood products in the Caribbean Basin. Some of the most prominent growth categories for U.S. products include:

TABLE 1. BEST CONSUMER ORIENTED PROSPECT CATEGORIES (U.S. Exports)

Product Category	2016 Market Size*(Volume)	2016 Imports* ($ mill.)	5-Yr. Avg. Annual Imp Growth* (%)	Import Tariff Rate ** (%)	Key Constraints Over Market Development
Beer/Malt	Locally brewed product in many islands	19.1	12%	0-20	Well established local and regional brands.
Prepared Foods	Min. Local Production	105	10%	0-20	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.
Fresh Fruits	Some local production of select fruits.	44.7	9%	40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism. In some islands produce may face temporary import bans to protect local farmers during harvest time.
Wine & Wine Products	No local production	37.1	9%	5-30	Strong competition, particularly from Europe, Chile & Argentina
Eggs & Products	Limited egg production in most islands	29.6	8%	0-40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.
Beef & Beef Products	Min. Local Production	95	6%	0-20	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.
Fresh Vegetables	Some local production of select vegetables	32	6%	0-40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism. In some islands produce may face temporary import bans to protect local farmers during harvest time.
Condiments & Sauces	Some local production	31.2	5%	0-135	Some well-established local and regional brands

*Total market size data is unavailable. Imports and average annual import growth are based on U.S. export data from the U.S. Bureau of the Census trade data.

Notes:

1. Data Source: U.S. Census Bureau Trade Data/2. Product Group: BICO-HS10

**Based on the Common External Tariff of the Caribbean Community (CARICOM). Exemptions and other taxes/surcharges may apply in individual islands making applied duties vary by island. It is recommended that U.S. exporters verify the applied duties for their products with a Customs agent in each country.

Section V. Key Contacts and Further Information

A. For more information, please contact:

Caribbean Basin Agricultural Trade Office
Foreign Agricultural Service
United States Department of Agriculture
909 SE 1st Ave, Suite 720
Miami, Florida 33131
Phone: (305) 536-5300
Fax: (305) 536-7577
Email: atocaribbeanbasin@fas.usda.gov
Web: www.cbato.fas.usda.gov

B. Useful U.S. Government Websites:

Foreign Agricultural Service (FAS), USDA - http://www.fas.usda.gov
This site provides extensive information on FAS programs and services, trade statistics, market research, trade shows and events, and much more.

Caribbean Basin Agricultural Trade Office (CBATO), FAS/USDA - http://www.cbato.fas.usda.gov
The CBATO website offers information on services available to U.S. exporters in the Caribbean, promotional activities, market research and more.

U.S. Department of Commerce - http://www.export.gov
This is the U.S. Government's Export Portal, which provides a wealth of information on services and programs available to U.S. exporters. Comprehensive Country Commercial Guides are available for select markets through the portal's Market Research Library.

U.S. Department of State - http://www.state.gov
This site provides country fact sheets as well as valuable information on travel & business in foreign countries and on U.S. Embassies and Consulates around the world.

Central Intelligence Agency - https://www.cia.gov/library/publications/the-world-factbook/
The CIA's on-line World Fact book provides useful and up-to-date guides for practically every country in the world.

D. Other Useful Sources of Information (Non-U.S. Government):

The websites listed below are provided for the readers' convenience; USDA does NOT in any way endorse, guarantee the accuracy of, or necessarily concur with the information contained in these websites.

CARICOM (Caribbean Community) - http://www.caricom.org
The CARICOM website provides news and information on a wide variety of topics related to the Caribbean Community.

Caribbean Hotel & Tourism Association (CHTA) - http://www.caribbeanhotelassociation.com
This site provides information on different events related to the region's hotel and tourism industry as well as other related information.

Caribbean Tourism Organization - http://www.onecaribbean.org
This site contains comprehensive tourism statistics on the region and other market research.

APPENDIX I. STATISTICS[3]

TABLE A. KEY CARIBBEAN BASIN TRADE AND DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries ($Mil) / U.S. Market Share (%)[1]	$2,239.4/ 56%
Consumer Food Imports From All Countries ($Mil) / U.S. Market Share (%)[1]	$1,803.8/55%
Edible Fishery Imports From All Countries ($Mil) / U.S. Market Share (%)[1]	$136,841/29%
Total Population (Millions) [2]/ Annual Growth Rate (%)	4 Million/.7 % (average)
Urban Population (Millions) [2]/ Annual Growth Rate (%)	2.0/ Range: -1.2 to 2.5
Number of Major Metropolitan Areas[3]	0
Size of the Middle Class (Millions) / Growth Rate (%)	N/A
Per Capita Gross Domestic Product (U.S. Dollars)	$8,500 to $85,700
Unemployment Rate (%)	Range: 2.4 to 33.5
Per Capita Food Expenditures (U.S. Dollars)	N/A
Percent of Female Population Employed[4]	Range: 51.1 to 63.7
Exchange Rate (US$1 = X.X local currency)	Varies by Country

Source: CIA World Fact book, Global Trade Atlas, World Bank.

Footnotes:

[1] 2016 global export value to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

[2] 2016 estimates

[3] Populations in excess of 1,000,000

[4] Female population employed as a percentage of working age (15-64) female population.

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[3] The following statistics were obtained from several sources. Many sources of statistical information were consulted due to the widespread nature of the CBATO'S islands of coverage. Some variations, depending on the agency compiling data, will exist in the tables provided

TABLE B. CONSUMER ORIENTED FOOD AND EDIBLE FISH PRODUCT EXPORTS TO THE CBATO REGION, US$[1]

		2012	2013	2014	2015	2016
Consumer Oriented Agricultural Total	Global	$1,691,139	$1,696,345	$1,866,188	$1,845,701	$1,803,768
	United States	$ 863,650	$ 914,623	$ 974,759	$ 996,786	$ 992,153
Fish Products	Global	$ 135,033	$ 142,256	$ 140,183	$ 140,606	$ 136,841
	United States	$ 35,385	$ 34,404	$ 39,556	$ 39,476	$ 39,918

Source: GTIS Monthly

Footnotes:

[1]Because import data for all Caribbean Basin countries are not available; the above numbers represent global export value to the CBATO islands of coverage, based on reporting countries export statistics as compiled by the Global Trade Atlas database.

TABLE C-1. TOP 15 SUPPLIERS OF CONSUMER-ORIENTED PRODUCTS TO THE CBATO REGION, US$

RANK	COUNTRIES	2014	2015	2016	% Market Share
	Global Total	**1,866,188**	**1,845,701**	**1,803,768**	--
1	United States	974,759	996,786	992,153	55%
2	Netherlands	145,739	142,026	148,449	8%
3	Brazil	90,356	85,729	85,072	5%
4	New Zealand	91,313	71,924	66,180	4%
5	United Kingdom	57,534	57,000	60,426	3%
6	Canada	71,547	63,638	52,345	3%
7	Costa Rica	46,088	46,950	51,446	3%
8	France	49,779	51,772	45,719	3%
9	Italy	21,740	22,127	22,066	1%
10	Australia	23,633	18,528	17,232	1%

11	Chile	19,581	15,885	15,961	1%
12	Germany	21,718	17,336	15,813	1%
13	Mexico	19,444	21,133	15,712	1%
14	Ireland	25,531	21,212	15,647	1%
15	China	12,066	13,215	14,943	1%

Source: GTIS Monthly

Footnotes:

[1]Because import data for all Caribbean Basin countries are not available; the above numbers represent global export value to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

TABLE C-2. TOP 15 SUPPLIERS OF FISH PRODUCTS TO THE CBATO REGION, US$

RANK	COUNTRIES	2014	2015	2016	% Market Share
	Global Total	140,183	140,606	136,841	
1	United States	39,556	39,476	39,918	29%
2	Thailand	13,663	13,202	13,721	10%
3	Canada	17,305	15,243	13,715	10%
4	China	10,238	14,284	10,534	8%
5	Norway	8,982	9,897	7,297	5%
6	Peru	8,804	8,262	7,218	5%
7	Taiwan	2,870	4,749	5,431	4%
8	Indonesia	4,406	3,742	4,413	3%
9	Panama	3,539	4,055	4,359	3%
10	Brazil	2,679	1,681	4,258	3%
11	India	7,120	3,741	3,929	3%
12	Netherlands	3,188	2,986	3,005	2%
13	Morocco	1,759	1,830	2,074	1.5%
14	Ecuador	634	1,222	1,183	1%
15	United Kingdom	2036	1066	990	1%

Source: GTIS Monthly

Footnotes:

[1]Because import data for all Caribbean Basin countries are not available; the above numbers represent global export value to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

TABLE D. U.S. EXPORTS OF CONSUMER FOOD & EDIBLE FISHERY PRODUCTS TO THE CBATO REGION, US $

Product	2014	2015	2016	Jan - Sep 2016	Jan - Sep 2017
CONSUMER ORIENTED TOTAL	984,822	1,005,081	998,588	728,903	734,026
Poultry Meat & Prods. (ex. eggs)	150,425	142,808	135,922	97,581	106,374
Prepared Food	89,211	96,962	105,070	75,906	64,308
Dairy Products	98,639	97,775	98,548	73,081	76,480
Beef & Beef Products	82,817	90,120	95,017	73,048	66,321
Snack Foods NESOI	76,604	75,488	73,999	54,010	53,946
Wine & Beer	55,154	56,858	56,290	41,107	42,754
Non-Alcoholic Bev. (ex. juices)	55,296	57,955	54,687	40,666	38,170
Fresh Fruit	38,298	40,477	44,712	32,052	35,077
Pork & Pork Products	49,468	43,684	44,708	29,544	30,047
Fruit & Vegetable Juices	41,413	41,414	42,349	31,308	26,813
Processed Vegetables	32,753	31,960	33,099	24,274	22,286
Fresh Vegetables	33,754	34,048	32,107	24,320	25,270
Condiments & Sauces	30,549	32,392	31,275	23,216	22,440
Eggs & Products	30,020	34,559	29,612	22,415	22,198
Dog & Cat Food	28,688	29,608	29,578	21,560	20,529
Other Consumer Oriented	17,763	19,009	20,148	12,731	16,690
Chocolate & Cocoa Products	19,363	21,310	19,035	13,558	13,261
Breakfast Cereals	16,274	16,984	18,277	13,492	13,290
Tree Nuts	12,515	14,495	12,371	9,240	8,300
Meat Products NESOI	15,964	15,673	12,247	8,709	22,728
Processed Fruit	9,852	11,501	9,536	7,085	6,744
FISH PRODUCTS	40,278	40,412	40,727	29,999	36,431

GRAND TOTAL	**1,025,098**	**1,045,492**	**1,039,374**	**758,902**	**770,457**

Source: FAS GLOBAL TRADE ATLAS