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Dominican Republic

Exporter Guide 2016

Exporting Agricultural Products to the Dominican Republic

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Report Highlights:

The Dominican Republic is the fifth largest market for U.S. consumer oriented products in the Western Hemisphere, after Canada, Mexico, Colombia and Chile, with exports reaching \$451 million in 2015.

The U.S.-Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) has proved to be successful in strengthening the U.S. competitive position, and consumer oriented product sales have increased by 200 percent since the implementation of the agreement. There are still many opportunities for growth in sales to the Dominican market.

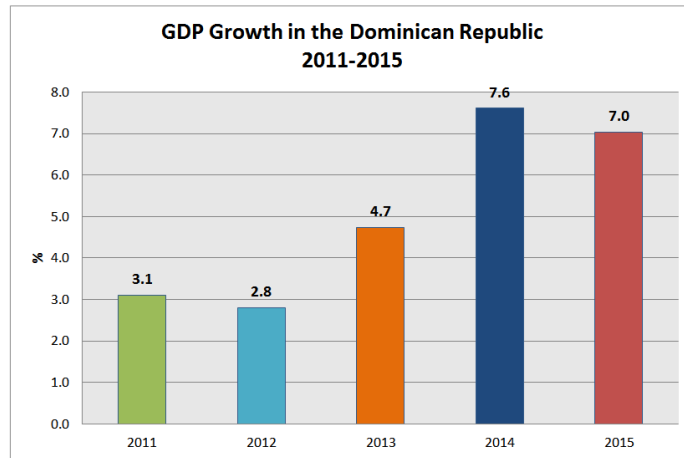
Post:

Santo Domingo

SECTION I. MARKET OVERVIEW

1.1. Economic situation

According to the Dominican Republic Central Bank, the DR's gross domestic product (GDP) grew 7 percent in 2015. growth continued to exceed the expectations of the government and international institutions. Meanwhile, Economic Commission for Latin America and the Caribbean (ECLAC) estimated the Latin American region's growth at -0.4 percent during 2015. DR's GDP growth rate has been between 5 and 6 percent in 2016.

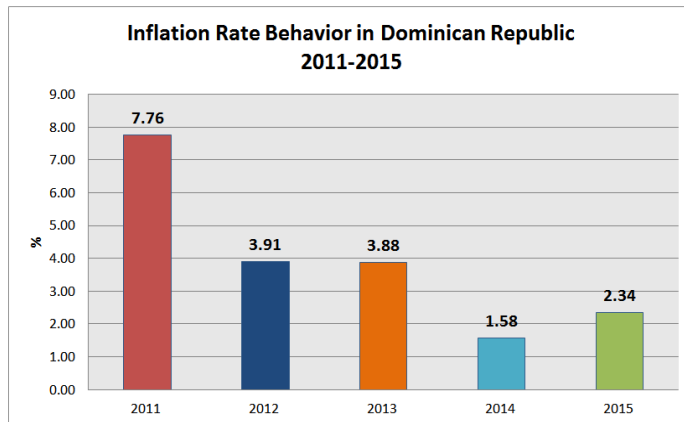


Source: National Accounts and Economical Statistics Department, Central Bank of the Dominican Republic (http://www.bancentral.gov.do/estadisticas_economicas/real/). Reference price 2007.

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The main drivers of this growth are: construction with 19.1 percent; financial intermediation with 9.2 percent; trade with 8.6 percent; teaching with 8.4 percent; transportation and storage with 6.4 percent; and hotels, bars, and restaurants, with 6.3 percent. Following a 4.4 percent growth during 2014, the agricultural sector had a modest growth of 1.4 percent during 2015.

According to the Dominican Central Bank, inflation for 2015 was 2.34 percent. inflation rate has dramatically decreased since 2012, but increased 2015 due to price increases on locally produced food and beverages. Inflation 2016 is expected to be between 3.5 and percent.



Source: National Accounts and Economical Statistics Department, Central Bank of the Dominican Republic (http://www.bancentral.gov.do/estadisticas_economicas/precio/). Reference price 2010.

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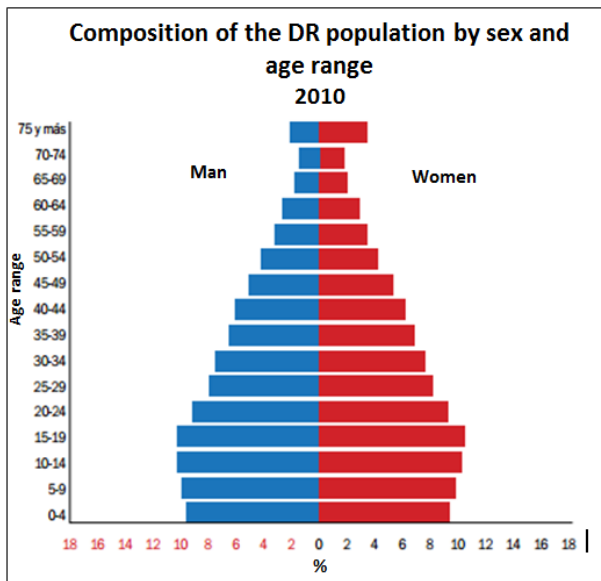
During 2015, the Dominican peso depreciated 2.6 percent compared to U.S. dollar, and has continued to weaken in 2016. As of December 1, 2016, the exchange rate of the spot market for sales of U.S. dollars was 1US\$=46.5RD\$.

1.2. Demographics and income distribution

According to the most recent population census carried out by the National Office of Statistics (ONE) in 2010, the population of the Dominican Republic was 9.4 million with an annual growth rate of 1.21 percent. Of this total, men represent 50.17 percent while women make up 49.82 percent. About 74.25 percent of the population live in urban areas, while just 25.74 percent live in rural areas.

The largest age cohort in the population is between 15-19 years (10.4 percent), followed closely by 10-14 year-olds (10.3 percent). Two-thirds of the population are between 0-35 years old (see graphic of composition of the DR population).

With 3,339,410 people or 35.35 percent of population, the city of Santo Domingo (including the National District, Santo Domingo province and its surrounding suburbs) is the largest market in the country. also the city with the highest population density at about 2,396 inhabitants per square kilometer (km²). Following the city of Santo Domingo, the largest markets in the DR are: Santiago province (population: 963,422; population density: 343 inhabitants per San Cristobal province (population: 569,930; population density: 459 inhabitants per km²²); and La Vega province (population: 394,205; population density: 172 inhabitants per km². Other important provinces are La Romana, Bonao, San Francisco de Macoris and Higüey. This last province includes the most important tourist area of the country: the municipalities of Bávaro and Punta Cana.



Source: National Statistics Office, ONE, 2010

(http://censo2010.one.gob.do/volumenes_censo_2010/vol1.pdf)

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km²¹);

To study behavior trends, the Dominican Central bank divides the population into 5 quintiles by income: quintile 1 (below the poverty line) accounts for 10 percent of the population or 944,528; quintile 2 (lower class) accounts for 47 percent of the population or 4,439,282; quintile 3 (middle class) accounts for 20 percent of the population or 1,889,056; quintile 4 (upper middle class) which accounts for approximately 17 percent of the population or 1,605,698; and finally quintile 5 (upper class) which accounts for 6 percent of the population or 566,717. The income and purchasing power for these segments varies significantly:

Monthly average income for Dominican Republic habitants by quintile and main expenses

¹ The city of Santiago has a population of 591,985 and a population density of 3,587 habitants/ km².

² The city of San Cristobal has a population of 232,769 and a population density of 1,095 habitants/ km².

2010

Quintile	Monthly average income (US\$)	Comments on main expenses
1	149.24	The main expense in this quintile is Food and non-alcoholic beverages which accounts for 47.2 percent of total expenses.
2	245.82	Food and non-alcoholic beverages account for 38.1 percent of total expenses. Transportation and Housing account for 12.3 and 9.4 percent respectively. This represents a good market for basic U.S. products such as beans, poultry, rice, bread and other products.
3	338.98	Food and non-alcoholic beverages account for 31.6 percent of total expenses. Transportation accounts for 13.7 percent. From this quintile to the 5 th there is an important market for U.S. High Value Products (HVP) ³ .
4	526.55	Housing expenses account for 10.9 percent and the Transportation for 13.7 percent. The Hotels and Restaurant category assumes more importance in this quintile, accounting for a 9.5 percent of the total expenses. Food and non-alcoholic beverages accounts for 24.8 percent
5	1,392.07	Transportation expenses account for 24.8 percent, and Food and non-alcoholic beverages accounts for 12.3 percent of the total expenses.

Source: Built by FAS/Post with data from the National Workforce Poll, 2010.

1.3. Market size

Based on a 2007 survey, approximately 21 percent of household expenditures were spent in food and non-alcoholic beverages. Within this category of expenses, the average Dominican consumes the following products:

**Monthly average expenses in food and non-alcoholic beverages by Dominican Republic inhabitants
2007**

Category	Monthly expenses	
	Absolute (US\$ 1,000,000)	Relative (percent)

³ In this report Post refers as High Value Products to agricultural products with a level of processing either intermediate or consumer oriented.

Food and non-alcoholic beverages	334.25	100.00
Food	298.49	89.30
- Bread and cereals	67.16	22.50
- Meat	70.14	23.50
- Fish	11.34	3.80
- Milk, cheeses and eggs	33.13	11.10
- Oils and fat	14.03	4.70
- Fruits	30.15	10.10
- Vegetables	41.79	14.00
- Sugar, jam, honey, chocolate and sweets	11.34	3.80
- Foodstuff	19.40	6.50
Non-alcoholic beverages	35.76	10.70
- Coffee, tea and cocoa	3.81	10.65
- Mineral water, refreshments, fruit and legume juices	31.96	89.35

Source: Built by FAS/Post with data from the National Poll of Household Income and Expenses, 2007. ONE.

The major food expenses for Dominican consumers are meat (23.50 percent); bread and cereals (22.50 percent); vegetables (14.00 percent); and fruits (10.10 percent). In the case of non-alcoholic beverages, the major items are mineral water, refreshments, and fruit and legume juices (89.35 percent). Post does not anticipate that these spending patterns will change significantly in the near future. Therefore, there is a growing demand of food products in the country which presents an important opportunity for U.S exporters.

According to the Global Trade Atlas (GTA), from 2011 to 2015 the Dominican Republic imported a combined total of US\$11.9 billion in food and beverages (HS categories 01 through 24); roughly 50 percent was imported from the U.S. In 2015, the DR imported US\$2.4 billion in agricultural and food and beverages products. The U.S. supplied US\$1.2 billion of that total. In 2007, total U.S. exports of food and beverages to the DR were US\$804 million, which shows the positive impact of the new commercial opportunities provided with the CAFTA-DR for U.S. exporters.

1.4. Advantages and challenges in the market

Advantages	Challenges
1. The implementation of CAFTA-DR has increased the U.S. market share for food products, lowering or eliminating duties on nearly 80 percent of their products. These duty preferences have made U.S. products more competitive.	1. Competition from other CAFTA-DR signees, which are also increasing their share in the market due to the duty preferences.
2. A large and growing tourist sector (5.6 million in 2015 with a goal of 10 million	2. Tariff rate quotas, safeguards and other CAFTA-DR provisions continue to protect local producers of rice,

visitors yearly for 2022) which demands high value food products.	meat (beef, poultry and pork), dairy products, beans, garlic and onion.
3. Growing number of consumers demanding higher quality and healthier products; generally they perceive that the U.S. products meet their requirements.	3. The local Dominican food industry has become more efficient and more competitive, integrating new technologies into its production processes.
4. Efficient food distribution channels with the construction of new highways (Autovia del Este, Autopista del Coral and Circunvalacion Norte) modernization of ports and airports infrastructure, which facilitates the flow of imported food products.	4. Sanitary and phytosanitary issues continue to limit U.S. exports.
5. In general, the Dominican consumer is greatly influenced by the U.S. culture, therefore has a positive perception of U.S. products.	5. Even though most of the time it's not enforced in local supermarkets and retailers, the Dominican government requires Spanish labeling on all pre-packaged food products.
6. The proximity of DR to the United States and strong bilateral relationships throughout the public and private sectors facilitates trade.	6. Fiscal reform with recent increases in the Value Added Tax (ITBS in Spanish) from 16 to 18 percent, which will also include products such as coffee, sugar, chocolate, yogurt, oils, butter, and others; will affect the purchasing power of the Dominican consumer.
7. Population in urban centers and the rate of employment is growing.	7. Lack of transparency and corruption continue to earn the DR relatively low scores in international comparison tables (DR was 113 th out of 185 countries in the World Bank's "Ease of Doing Business").
8. Dominican diaspora in the U.S. of approximately one million persons, clustered primarily in the northeastern states and Florida, whose remittance payments help support the home-country economy.	8. There is a lack of institutional continuity across changes in government administrations. The wholesale turnover in government personnel that typically occurs with changes in administrations can result in loss of records, which in turn can result in payment disputes and rejection of bills for goods and services purchased by preceding administrations.

SECTION II. EXPORTER BUSINESS TIPS

2.1. *Business culture*

Personal relationships are essential to building business relationships in the Dominican Republic. In general, Dominicans attach great importance to courtesy in all business endeavors. A warm handshake combined with conversation about the person's wellbeing, family, or other similar topics prior to launching into any conversation related to business is considered a common courtesy. This communication helps Dominican businessman develop more confidence prior to any business commitment. Of course, as genuinely warm and friendly as Dominicans are, every aspect of the business transaction should be clearly stated between the parties in writing.

The DR has few but persistent market access issues. A common market entry option is to appoint an agent or distributor in the DR, while licensing agreements and franchises can also be successful. Because of the DR's proximity to the U.S. and low air travel costs, the optimal market entry method is

through a coordinated strategy that includes personally visiting potential partners or distributors in the DR. U.S. exporters should also be prepared to provide all promotional materials in the Spanish language. Good after-sales service is a pre-requisite of doing business successfully in the country.

2.2. Consumer tastes and preferences

Dominicans are strongly influenced by U.S. culture, such as music, sports, entertainment and fashion. As a result, food consumption trends in the Dominican Republic are similar to trends in the United States, but may lag a few years. CAFTA-DR has facilitated the transfer of consumption trends and preferences.

Dominican consumers believe that imported products from more developed countries are of superior quality and safety. High income classes tend to consume more natural and healthy products. These consumers are demanding food with less saturated fat, cholesterol, and sugar.

2.3. Food Standards and Regulations (FAIRS)

In general, food laws in the Dominican Republic have not restricted trade for U.S. products. There are four government Ministries involved in setting food policy for the country: the Ministry of Public Health, the Ministry of Industry and Commerce, the Ministry of Agriculture and the Ministry of the Environment and Natural Resources. Nonetheless the Ministry of Health plays a leading role within the ministries.

For more detailed information on how this Ministries interact and proceed, please refer to the Dominican Food and Agriculture Import Regulations and Standards (FAIRS) report: [http://gain.fas.usda.gov/Recent percent20GAIN percent20Publications/Dominican percent20Republic percent20Import percent20Requirements_Santo percent20Domingo_Dominican percent20Republic_10-26-2015.pdf](http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Dominican%20Republic%20Import%20Requirements_Santo%20Domingo_Dominican%20Republic_10-26-2015.pdf)

2.4. General import and inspection procedures

2.4.1. Product registration

The first step in importing new food products into the Dominican Republic is product registration. Importers register new high value food products with the Ministry of Public Health. The Ministry issues a certificate to the importer or the local legal representative with a Sanitation Registration Number, which must be printed on the label of the product or as an additional sticker.

The local representative will bring the Ministry of Health the following required documents:

- U.S. certificate of free sale
- Certificate of origin
- Label indicating the qualitative and quantitative formulation
- Copy of the letter of assignment or contract with a local agent (if one exists for the product)
- Registration fees and product samples

The trademark must also be registered through the National Office of Intellectual Property (ONAPI) of the Ministry of Industry and Commerce. This is not a legal requirement, but it is a protection for the owner. U.S. companies concerned with copyright issues should contract the services of a local legal firm to handle this procedure.

Needed contacts in Dominican Republic to proceed with the previous steps are mentioned in Section IV of this report.

2.4.2. Customs clearance

The General Directorate of Customs Office requires the importer to present the following documents to release all shipments valued over US\$100:

- Bill of Lading (English or Spanish)
- Commercial Invoice
- Insurance Certificate issued by a local insurance company
- Sanitary certificate issued by the origin country
- Non-objection Certificate issued by the Ministry of Agriculture⁴
- Import Permit issued by the Department of Internal Taxes for alcoholic beverages only

When importers have all the required documents and no sanitary issues arise, the customs clearance procedure can be completed in twenty-four hours. The process has been streamlined in recent years due to the implementation of the Customs Integrated Information System (SIGA), which allows the importer to request permits and process other transactions online. However, importers usually hire a knowledgeable customs agent who expedites the process. Larger importers will have a customs agent within their company. After ten days in port, shipping lines assess a daily charge for the use of their containers. Port authorities also charge for the use of their space.

After the invoice is reviewed, customs officials determine the duty. If it is determined that the invoice does not reflect what customs believes is an accurate price, customs officials will review the duty based on their own appraisal list (Lista de Valuación Aduanera, LVA). The actual product value may be lower than the one in the list, so importers sometimes need to appeal their findings.

2.4.3. Tariffs

Current tariffs are based on DR-CAFTA. Tariffs range from 0 to 20 percent for most products, and up to 99 in some cases. Tariffs for many products have been or will be reduced in the CAFTA-DR agreement. A number of products are duty free and are listed in Baskets A, B, G, W and X. Items in other baskets are receiving various reductions overtime. The tariff reduction according to baskets is listed in Appendix II of this report.

⁴ For more information on this permits, please access: <http://agricultura.gob.do/servicios/informacion-sobre-procedimientos-para-la-importacion-de-productos-y-subproductos-de-origen-vegetal/> and <http://agricultura.gob.do/servicios/informacion-sobre-procedimientos-para-la-importacion-de-productos-y-sub-productos-de-origen-animal/>

A complete list of the base tariff schedule, in Spanish only, under the CAFTA-DR agreement can be found at the following link:

http://www.ustr.gov/sites/default/files/uploads/agreements/cafta/asset_upload_file732_5848.pdf.

Tariff codes are the same in all languages. Therefore, the code for any product is the same in both Spanish and English. For more information on the text of the agreement, please go to

<http://www.ustr.gov/trade-agreements/free-trade-agreements/cafta-dr-dominican-republic-central-america-fta/final-text>.

Exporters also need to be aware of other internal taxes applied to imported luxury products, such as wine, during the clearance process. Although the duty may be low and even zero, luxury taxes may be as much as 300 percent. These taxes, charged at customs, increase the price for the end consumer significantly. For more information on these taxes and a specific example, please refer to our GAIN

FAIRS Subject Report #DR8015, which can be found at <http://www.fas.usda.gov/gainfiles/200806/146294973.pdf>.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

3.1. Retail food sector

Since the start of the trade liberalization process in the 90's and especially since the implementation of CAFTA-DR, retail in Dominican Republic has become bigger, more diversified and more sophisticated. Supermarkets have diversified their stores including specific stores for determined segments of the population, including high-end segments. The most important supermarket chains in DR are controlled by local investment. Even though the existing supermarket chains do not have any formal industry association, they have been effective at defending their dominant position in the local market. U.S. supermarket chains have not entered the market; except Pricemart which is owned by Dominican and U.S. investors. The main urban cities are well covered by several supermarket chains.

There are eight mayor players in the supermarket sector with 121 stores located all across the country, as follows:

**Major supermarket chains in Dominican Republic
2015**

Name	Ownership	Outlets	Location	Purchasing agent
Supermercados Nacional	Dominican (Centro Cuesta Nacional)	14	Santo Domingo, Santiago, La Romana and Punta Cana	Direct importers Wholesalers/ distributors It is also a member of the Topco Associates in the U.S.
Jumbo	Dominican (Centro Cuesta Nacional)	11	Santo Domingo, La Romana, San Pedro and Santiago	Direct importers Wholesalers/ distributors It is also a member of the Topco Associates in the U.S.
Jumbo Express	Dominican (Centro	4	Santo Domingo	Direct importers

	Cuesta Nacional)			Wholesalers/ distributors It is also a member of the Topco Associates in the U.S.
La Sirena	Dominican (Grupo Ramos)	25	Santo Domingo, Santiago, Puerto Plata, La Vega, San Francisco, San Cristobal, Bonao, Higuey, Moca La Romana and Bani	Direct importers and distributors
Supermercado Pola	Dominican (Grupo Ramos)	8	Santo Domingo, Bavaro, Las Terrenas and Sosua	Direct importers and distributors
Aprezio	Dominican (Grupo Ramos)	20	Santo Domingo, Santiago, Cotui and Boca Chica	Direct importers and distributors
Supermercados Plaza Lama	Dominican	11	Santo Domingo, Bavaro and La Vega	Direct importers and distributors
Supermercados La Cadena	Dominican (MERCATODO)	10	Santo Domingo	Direct importers and distributors
Supermercados Bravo	Dominican	9	Santo Domingo and Santiago	Direct importers and distributors
Pricesmart Warehouse	U.S./ Dominican	3	Santo Domingo and Santiago	Direct importers and distributors
Carrefour	French	2	Santo Domingo	Direct importers and distributors
National Association of Small Supermarkets (UNASE)	Dominican	40	Major cities	Direct importers and distributors

Source: Built by FAS/Post with data from interviews and research (VMAYol, MCarvajal).

As shown in the previous table, Grupo Ramos (53 stores) and Centro Cuesta Nacional (29 stores) are the biggest supermarket chains in the country. They have diversified their stores in three categories, each one aiming at one specific segment of the population. These major supermarkets have distributed outlets within the provinces with largest per capita income (please see appendix III for a detailed map of those outlet locations).

These supermarket chains import products directly from the United States and also buy from other local importers. Supermarkets are increasing their number of product lines. They are also developing the market for their own private brands and are the exclusive representatives of some name brand products.

Still, only 20 to 25 percent of the retail sales are recorded by supermarkets. The rest are posted by informal establishments, such as mom 'n pop stores (*colmados*), open public markets and street vendors, which traditionally distribute local, domestic products.

3.2. Hotel, Restaurants and Institutions (HRI)

The tourism sector continues to be one of the most important in the Dominican economy. According to the Central Bank, the tourism sector, with an aggregated value of US\$1.3 billion, represented 7 percent of the GDP and grew 6.1 percent in 2015. The average tourist spends approximately US\$130 per day.

According to the National Association of Hotels and Restaurants (ASONAHORES), nearly 5.6 million tourists entered the DR in 2015. Of this total, 86 percent (4.8 million) were foreigners while the remaining 14 percent (0.8 million) were DR nationals residing outside of the country. The number of

foreign arrivals has increased 7 percent yearly over the last three years. Sixty four percent (3.1 million) of those foreign visitors arrive in the country through the Punta Cana Airport, the most important tourism area of the DR. Around 19 percent of foreign visitors come through the Santo Domingo airport.

U.S. tourists continue to lead arrivals in DR. According to ASONAHORES, approximately 41 percent (2.0 million) of foreign visitors in 2015 came from U.S. Europeans, mainly Germans, French, Russian and English, comprise the second biggest tourist group at 23 percent (1.1 million).

Most of the hotels located in Punta Cana, as well as Puerto Plata and La Romana, operate under the “all inclusive” business model. Nearly 3 million foreigners enjoy this service every year. The average hotel occupancy rates for 2015 were: Romana/ Bayahibe, 85 percent; Punta Cana, 83 percent; Samana, 79 percent; and Puerto Plata, 60 percent.

Most business travelers arrive through Santo Domingo and Santiago airports, and an estimated 1 million foreigners stay in “non-tourism hotels” annually. The average hotel occupation rate for 2015 was: Santo Domingo, 63 percent; and Santiago, 59 percent.

There are approximately 129 outlets of 21 fast food restaurant chains in the DR according to the Exports and Investment Promotion Agency of El Salvador (PROESA). Most of them are U.S. franchises. There are approximately 333 medium and large restaurants in the country; 167 of them located in Santo Domingo (of which 50 are considered high end restaurants), 61 in Santiago, 60 in Bávaro, 23 in La Romana and 22 in Puerto Plata. Supply of the restaurant sector is dominated by a few major distributors like Benigno Zapatero, HORECO, Representaciones Plaza, among others, and by major confectionaries like MercaSid, Kimberly Clark, etc. The most important supermarkets distribute wines and other products to these restaurants.

A limited number of institutions, mainly social, exist that demand foods on a regular basis. The Comedores Economicos Program (accessible diners) is a program in which the Government distributes consumer goods (raw or cooked), subsidizing approximately 87 percent of the cost. The products distributed include: rice, beans, oil, chicken, salami, pasta, tomato sauce, liquid seasoning, garlic paste, tubers, and others. The Alimentacion Escolar Program (school meals) distributes meals public schools all around the country. The program buys and distributes products such as: plantains, milk, cheese, bread, eggs and others. The Government invests about \$530,000 daily for this program. Local suppliers are the exclusive providers for both these government programs.

3.3. Food processing sector

Food processing/manufacturing is a \$2.6 billion industry, with 1,075 companies classified as agro industrials/processors (according to the Department of Taxation). The main processing companies are:

Company	Main activity
Nestle Dominicana S.A.	Produces many products for local sales and exports to the Caribbean and Latin-American region, including: Milk (powder, whole, condensed, evaporated), cereals, dehydrated soups, powder seasoning, liquid seasoning, dog & cat food. Buys local and imported products.

Molinos del Ozama S.A.	Owned by the Molinos Modernos company located in Guatemala. Main activity is wheat and corn flour, pastas and cookies. Molinos del Ozama has a processing capacity of 1,200 tons of wheat per day. Most raw materials are imported.
Industrias Banilejas S.A.	Procures and processes coffee, mainly local.
Frito-lay Dominicana S.A.	Processes plantains, cassava, potatoes and spices for snacks. Buys most inputs locally.
Quala Dominicana S.A.	Colombian multinational making powder juices, oat products, and others.
Molinos Valle del Cibao S.A	Wheat importer and flour manufacturer.
Unilever Caribe S.A.	Imports raw materials and has local manufacturing for a variety of consumer products.
Sanut Dominicana S.A.	Dominican animal feed manufacturer and raw material supplier, mostly from imports.
Molinos Modernos S.A.	See Molinos del Ozama previously mentioned.
La Dominicana Industrial SRL	Makes pastas.

SECTION IV. BEST HIGH VALUE PRODUCTS PROSPECTS

Product category	Imports in 2015 (\$1,000,000)	U.S. Imports (\$1,000,000)		5-Yr. Avg. annual U.S. import growth	Import tariff rate	Key constraints over market development	Market attractiveness for U.S.
		2013	2014				
Snack foods NESOI	14.9	34.7	22.9	18 percent	0 percent	Strong competition with local produced and imported products.	Increasing demand of snack products in the middle income class.
Non-Fat Dry Milk (NFDM) (040210000)	12.9	23.9	31.5	6 percent	50.4 percent	Still subject to TRQ's and additional safeguard duties.	Increasing demand of dairy products, especially cheeses. DR consumer associates U.S. dairy with high quality.
Grape wine	9.6	8.5	8.8	50	0	Competition with	Increasing segments

NESOI (2204214000)				percent	percent	Chilean and Spanish wines.	of the market are expending more money in alcoholic beverages.
Beer, malt (2203000000)	4.7	3.3	3.4	21 percent	6.67 percent	Strong competition from the local industry.	The Dominican consumer is expanding his taste to foreign beers.
Cheddar Cheese (0406901000)	1.4	6.0	1.8	257 percent	5.33 percent	Still subject to TRQ's and additional safeguard duties. Competition from local producers.	Increasing demand of dairy products, especially cheeses. DR consumer associates U.S. dairy with high quality.

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Foreign Agricultural Service (FAS/ USDA)

República de Colombia Av. #57, Arroyo Hondo, Santo Domingo, Dominican Republic.

U.S. Embassy in Santo Domingo, DR.

Telephone: 809-227-0112

Contact: Virgilio Mayol, Agricultural Specialist

E-mail: agsantodomingo@fas.usda.gov

Web page: www.fas.usda.gov

Comment: Contact this office for more detailed information about the Dominican food market, lists of importers, major players in the sector, questions, etc.

Ministry of Agriculture; General Directorate of Livestock (DIGEGA in Spanish)

George Washington Av., Ciudad Ganadera, Santo Domingo, Dominican Republic.

Telephone: 809-535-9689, ext. 223

Fax: 809-533-5863

Contacts: Dr. Bolivar Toribio, Livestock Directorate Director

Dr. Lisette Gomez, Animal Health Director

E-mail: digea@ganaderia.gob.do

Web page: www.ganaderia.gob.do

Comment: This department of the Ministry of Agriculture issues the non-objection sanitary certificates, which are required to import animal products.

Ministry of Agriculture; Plant Health Division

Autopista Duarte, Km. 6 ½, Jardines del Norte, Santo Domingo, Dominican Republic.

Telephone: 809-547-3888, ext. 3786

Fax: 809-227-1268

Contacts: Dr. Emigdio Gomez, Plant Health Director

Ing. Manuel Duran, Plant Health Deputy Director

E-mail: egomezrs@hotmail.com

Web page: www.agricultura.gob.do

Comment: This department of the Ministry of Agriculture issues the non-objection sanitary certificates, which are required to import vegetable products.

Ministry of Public Health; General Directorate of Drugs, Food and Sanitary Products (DIGEMAPS)

Ave. San Cristobal, Esquina Ave. Tiradentes, Santo Domingo, Dominican Republic

Telephone: 809-541-3121, ext. 2204

Fax: 809-544-2083

Contact: Dr. Fatima del Rosario Cabrera, Head of the Food Department

E-mail: fatima.cabrera@msp.gob.do

Web page: www.sespas.gov.do

Comment: This department issues the sanitary registration number that is required to sell pre-packed food products in the country. The department is also in charge of food inspection.

Oficina Nacional de Derecho de Autor - ONDA

(National Office for Copyrights)

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Contact: Dr. Marino Feliz Terrero, Director General

Telephone: 809-508-7373

Fax: 809-274-7575

E-mail: ondaadm@claro.net.do

Comment: Trough this office importers register trademarks, product registration and property rights.

Instituto Dominicano para la Calidad

(Quality Dominican Institute)

Ministerio de Industria y Comercio

(Ministry of Industry and Commerce)

Ave. Mexico esq. Leopoldo Navarro, Edificio de Oficinas Gubernamentales

Juan Pablo Duarte, Piso 11 (Edif. El Huacal), Santo Domingo, Dominican Republic

Contact: Dr. Manuel Guerrero, Executive Director

Telephone: 809-686-2205

Fax: 809-686-2235

E-mail: servicioalcliente@claro.net.do

Web page: <http://www.digenor.gob.do>

Comment: This bureau is part of the Ministry of Industry and Commerce and issues and enforces the application of NORDOM 53, which requires Spanish labeling and the sanitary registration number on all pre-packed retail food products.

Dirección General de Aduanas

(General Directorate of Customs)

Av. Abraham Lincoln No. 1101, Ens. Serrallés

Santo Domingo, Dominican Republic

Contact: Mr. Enrique Ramirez Paniagua, Director

Telephone: 809-547-7070

Fax: 809-540-5853

E-mail: info@dga.gov.do

Webpage: <http://www.dga.gov.do>

Comment: The official entity in charge of customs and the local regulations related to it.

Centro de Exportación e Inversión de la Republica Dominicana (CEI-RD)

(Export and Investment Center of the DR)

Av. 27 de Febrero, Esq. Gregorio Luperón, Plaza de las Banderas, Santo Domingo, Dominican Republic

Contact: Mr. Henry Molina, Director

Telephone: 809-530-5505

Fax: 809-530-8208

Email: webmaster@cei-rd.gov.do

Webpage: <http://www.cei-rd.gov.do>

Comment: this is an official entity responsible for increasing exports from DR and investment in the country.

Cámara Americana de Comercio de la República Dominicana

American Chamber of Commerce of the Dominican Republic

Av. Sarasota No. 20, Torre Empresarial AIRD, 6to. Piso, Santo Domingo, Dominican Republic

Contact: Mr. William Malamud, Executive Vice President

Telephone: 809-381-0777

Fax: 809-381-0303

E-mail: amcham@claro.net.do

Website: <http://www.amcham.org.do>

Comment: Organization formed by 2,500 enterprises (Dominican and American) which facilitates access to information, knowledge and business contacts between their members, in order to increase business between DR and U.S.

APPENDIX I. STATISTICS

Table A. Key trade and demographic information

Agricultural imports from all countries (\$Millions) / U.S. market share (percent) ¹	\$2,459/ 50 percent
Consumer food imports from all countries (\$Millions) / U.S. market share (percent) ¹	\$1,029/ 47 percent
Edible fishery imports from all countries / U.S. market share (percent) ¹	\$65/ 16 percent
Total population (Millions) / Annual growth rate (percent) ²	9.4/ 1.21 percent
Urban population (Millions) / Annual growth rate (percent) ²	7/ NA
Number of major metropolitan areas ²	7
Size of the middle class (Millions) / Growth rate (percent) ²	1.88/ NA
Per capita Gross Domestic Product (U.S. Dollars) ³	\$6,480
Unemployment rate (percent) ³	14.5 percent
Per capita Food Expenditures (U.S. Dollars) ⁴	US\$1,233
Percent of female population employed ²	35.4 percent
Exchange rate (US\$1=X.X local currency) ³	US\$1=RD\$45.55

1. GATS, GTIS.

2. Population Census National Office of Statistics (ONE), 2010.

3. Central Bank of the Dominican Republic, online database, 2014.

4. Based on ONE estimates of average 21.4 percent of income on food.

Table B. Agricultural imports in DR (US\$)

HS code	Commodity Description	United States Dollars			
		2010	2011	2012	2013
10	Cereals	379,101,410	510,289,383	466,224,508	408,186,825
19	Prep Cereal, Flour, Starch Or Milk; Bakers Wares	130,269,640	141,537,084	183,890,629	234,930,755
15	Animal Or Vegetable Fats, Oils Etc. & Waxes	211,896,522	282,355,790	238,236,480	225,543,321
23	Food Industry Residues & Waste; Prep Animal Feed	185,880,780	182,893,674	158,227,389	210,883,805
24	Tobacco And Manufactured Tobacco Substitutes	137,825,786	158,920,201	163,337,666	197,888,271
04	Dairy Prods; Birds Eggs; Honey; Ed Animal Pr Nesoi	171,157,593	169,297,085	179,897,100	188,198,383
21	Miscellaneous Edible Preparations	110,884,820	120,543,163	119,156,868	150,038,982
22	Beverages, Spirits And Vinegar	102,277,176	110,524,262	114,487,205	116,266,298
02	Meat And Edible Meat Offal	84,258,074	97,006,451	108,264,244	108,898,521
03	Fish, Crustaceans & Aquatic Invertebrates	95,893,288	93,291,432	107,432,756	90,881,334
20	Prep Vegetables, Fruit, Nuts Or Other Plant Parts	63,149,496	59,906,068	75,361,295	88,120,759
16	Edible Preparations Of Meat, Fish, Crustaceans Etc	55,789,273	60,038,877	67,229,464	64,158,208
07	Edible Vegetables & Certain Roots & Tubers	67,748,686	71,139,244	67,377,504	50,128,682
17	Sugars And Sugar Confectionary	69,594,898	77,191,658	92,389,653	47,283,212
11	Milling Products; Malt; Starch; Inulin; Wht Gluten	42,607,919	44,886,695	45,283,428	38,833,200
08	Edible Fruit & Nuts; Citrus Fruit Or Melon Peel	35,495,390	36,107,426	42,952,356	37,509,642
12	Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	10,013,334	9,560,713	79,920,944	32,128,503
18	Cocoa And Cocoa Preparations	14,704,775	17,976,088	19,913,316	17,828,622
09	Coffee, Tea, Mate & Spices	8,931,907	10,776,713	12,096,914	11,942,767
13	Lac; Gums, Resins & Other Vegetable Sap & Extract	7,954,705	8,703,927	8,346,187	8,934,470
06	Live Trees, Plants, Bulbs Etc.; Cut Flowers Etc.	2,896,228	3,351,989	3,995,281	5,532,663
01	Live Animals	4,602,173	6,254,611	2,370,866	2,816,824
05	Products Of Animal Origin, Nesoi	932,511	1,152,652	1,168,899	1,899,358
14	Vegetable Plaiting Materials & Products Nesoi	449,307	730,030	498,814	521,792
01-24	TOTAL	1,994,315,692	2,274,435,216	2,358,059,766	2,339,355,197

Source: GTIS

Table C. Top 15 suppliers of agricultural products to DR (US\$)

Reporting Country	United States Dollars				
	2011	2012	2013	2014	2015
United States	1,212,780,236	1,090,561,919	1,136,755,658	1,366,402,895	1,213,979,766
Brazil	98,641,390	196,982,269	156,561,124	94,049,563	140,827,922
Mexico	57,977,913	70,498,729	86,210,008	94,395,220	105,886,571
Argentina	192,299,761	202,581,560	222,142,304	79,761,872	76,655,407
Spain	50,313,715	48,537,920	56,655,626	63,340,124	70,966,431
Costa Rica	48,283,248	64,558,636	61,235,264	62,994,132	65,556,239
Honduras	19,631,857	25,582,280	30,825,748	35,343,472	58,542,355
United Kingdom	39,972,940	42,590,745	36,680,994	50,190,207	58,417,511
Canada	38,492,779	42,561,876	30,804,390	38,244,800	56,735,830
Denmark	71,026,003	65,003,103	70,314,808	73,872,248	55,468,403
Guatemala	28,524,093	29,105,890	39,688,068	45,621,923	54,948,659
Colombia	41,350,656	40,426,767	18,609,753	35,934,461	46,776,452
China	58,063,161	61,061,508	49,030,865	47,415,746	41,825,678
Netherlands	42,043,115	46,938,743	41,238,222	50,126,889	40,577,044
Norway	41,953,671	42,544,050	37,689,674	43,857,822	39,955,129
Rest of World	233,080,676	288,523,770	265,391,874	303,720,998	331,907,551
Reporting Total	2,274,435,214	2,358,059,765	2,339,834,380	2,485,272,372	2,459,026,948

Source: GTIS