

THE  
**CARIBBEAN**  
COUNCIL

Membership  
Services



# About The Caribbean Council

The Caribbean Council is a long-established London-based consultancy and membership organisation, specialised in providing advisory services on the Caribbean, the Guianas and Central America.

With decades of experience, we are a world-leading centre of expertise with a proven record of success in helping companies to understand local markets and navigate the region's business environment with confidence.

The Caribbean Council has a full-time specialist staff based in London, complemented by an unrivalled regional network of trusted on-the-ground consultants and associates working across key areas of industry and government.

Through its activities, The Caribbean Council's mission is to support responsible, private sector-led investment and development in the Caribbean and Central America.



Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# About Membership

The Caribbean Council's membership services build mutually beneficial relationships and two way trade and investment between international companies and their Caribbean and Central American partners.

Members benefit from an unrivalled programme of fortnightly research publications, events and advisory services, providing companies with the market intelligence, contacts and support they need to develop and maintain positive business relationships throughout the Caribbean, Cuba and Central America.

Participation is open to all levels of business, from large corporations, to smaller SMEs that are looking to develop their business or services in the region.



9 March 2018 Volume 40, Issue 5

#### Highlights in this issue:

- CARICOM Heads to debate reform in July
- Antigua PM calls snap elections
- OECD compiling a list of CBI schemes at high risk of money laundering and tax-evasion
- Guyana government and DDL close in on deal to restart Enmore sugar estate
- DR looking to attract oil and gas exploration for the first time
- Petroleum Corporation of Jamaica (PCJ) seeking investors for oil exploration

#### Guyana's strategic concerns may determine winners of new oil blocks

Minister of Natural Resources Raphael Trotman has suggested that in order to help defend Guyana's sovereignty and security, it may negotiate directly with state-owned oil companies on the licensing of certain blocks, while undertaking a bidding process in relation to others.

Nine companies including Brazil's Petrobras, France's Total and US company Chevron are understood to be actively exploring the possibility of separately, or as a part of consortia, on the country's remaining oil blocks.



Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Our Members

The Caribbean Council has a membership of over one hundred major companies who operate in or are domiciled in the region.

Members who count on us for support include FTSE 100, FTSE 250 and SME companies with interests spanning consumer goods, oil & gas, mining, shipping and tourism:



Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Membership Organisations

The Caribbean Council has three membership organisations which are split according to regional focus; Caribbean-Britain Business Council, Central-American Business Council and The Cuba Initiative.

Each organisation has a programme of events that run throughout the year focusing on key updates and the business climate in the different regions. Each organisation also has a weekly or fortnightly research publication looking at the latest business and economic news from the region; Caribbean Insight, Central America Briefing and Cuba Briefing.

Our membership packages can be purchased for one, two or all three organisations and are priced accordingly.



Click to Navigate

Membership

Our Members

Membership  
Organisations

Caribbean Britain  
Business Council

Central American  
Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

THE  
CARIBBEAN  
COUNCIL

# Caribbean Britain Business Council

CBBC seeks to catalyse trade and investment between the UK and the Caribbean and raise a positive profile of the Caribbean amongst the UK private sector and government.

The CBBC recognises the important long-term role the private sector has to play in delivering sustainable social and economic development in the Caribbean and supports and promotes increased two way trade and investment activity between the UK and the Caribbean.

The President of the CBBC is The Rt Hon. the Lord Bruce of Bennachie

## Objectives:

- To support companies to develop trade and investment between the UK and the Caribbean
- To facilitate dialogue between its members and others in the UK, the Caribbean and continental Europe to support their commercial and other interests

## CBBC Membership Benefits:

- Invitations to our regular Caribbean related events with high level business leaders, Caribbean Ambassadors and High Commissioners and officials from the UK Foreign and Commonwealth Office and Embassies in London.
- Subscription to our fortnightly publication, Caribbean Insight
- Access to our advisory services and discounted consultancy support
- Active business referrals

**Caribbean-Britain  
Business Council**





Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

THE  
CARIBBEAN  
COUNCIL

# Central American Business Council

CABC aims to increase significantly the current levels of trade and investment between the UK and Central America. CABC covers the member countries of SICA (Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama) as well as the Dominican Republic and Belize. The President of CABC is The Baroness Hooper CMG

The organisation was launched to coincide with the signing in 2012 of a comprehensive new free trade agreement between the EU and Central America. With senior representatives of UK and Central American companies in membership and the full support of both the UK and Central American Governments, the organisation provides its members with access to a unique network of business and government contacts and a London-based source of support and advice on trade and investment issues.

## Objectives:

- To support companies to develop trade and investment between the UK and the Central America
- To facilitate dialogue between its members and others in the UK

## CABC Membership Benefits:

- Invitations to our regular Caribbean related events with high level business leaders, Caribbean Ambassadors and High Commissioners and officials from the UK Foreign and Commonwealth Office and Embassies in London.
- Subscription to our fortnightly publication, Central America Briefing
- Access to our advisory services and discounted consultancy support
- Active business referrals



Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

THE  
CARIBBEAN  
COUNCIL

# Cuba Initiative

The Cuba Initiative is one of the three membership organisations at The Caribbean Council. The Cuba Initiative was founded in 1995 in response to a request from the Governments of the United Kingdom and Cuba for an independent, bi-lateral, non-governmental body able to support and develop programmes that enhance the UK/Cuban relationship.

As such, the work of the Cuba Initiative complements the official UK/Cuban government-to-government relationship. The principal focus of the Cuba Initiative is on trade and investment.

The present Chairman of the UK-side of the Initiative is The Rt Hon. The Lord Hutton of Furness. A parallel and similar body in Havana is chaired by Rodrigo Malmierca, Minister for Trade and Investment.

## Objectives:

The Cuba Initiative fosters a closer economic, trade and investment relationship and to deliver a sustained increase in trade and investment in all sectors. Priority is afforded to key strategic sectors including Tourism, Energy and mining, Biotechnology and pharmaceutical industry, IT and communications, Agriculture and Finance

## Cuba Initiative Membership Benefits:

- Invitations to our regular Cuba related events with high level business individuals, members from the Foreign and Commonwealth Office and Embassy in London and Cuba.
- Subscription to our weekly publication, Cuba Briefing
- Access to our advisory services and discounted consultancy support
- Active business referrals





Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Research Publications

For over four decades, The Caribbean Council has been a market-leading source of research and analysis on the Caribbean, Cuba and Central America, providing our members with indispensable, weekly digests of political developments, business news and investment opportunities across the region.

Made up of regional and multinational companies, global business consultancies, diplomatic corps and Foreign Ministries around the globe, our members and subscribers are kept on the cutting edge of what's happening, and why it affects them.



Click to Navigate

Membership

Our Members

Membership  
Organisations

Caribbean Britain  
Business Council

Central American  
Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Membership Levels

Membership of each organisation (Caribbean Britain Business Council, Central American Business Council and Cuba Initiative) is offered at different levels:

## Major Investor Group

This level of membership is held by some of the largest investors in the region who regularly work alongside The Caribbean Council on our events and bespoke programmes in the region and the UK.

## Premier Membership

This is intended for companies with substantial investments and business operations in the Caribbean, Cuba or Central America. Such members receive a high level of support built into membership as well as invitations to exclusive meetings and conferences.

## Corporate Membership

This is intended for mid-sized companies already active in the region and larger companies considering investing or operating in the region for the first time.

## SME Membership

This is intended for smaller companies with a turnover of £500k or less. This level provides flexibility, enabling members to pay a reduced member rate for events relevant to their business throughout the year.

Click to Navigate

Membership

Our Members

Membership Organisations

Caribbean Britain Business Council

Central American Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Membership Benefits

Major Investor Group

Premier

Corporate

SME

Participation in Advisory Committee	Yes	Yes	No	No
Annual private in-house briefings	Yes	Yes	Fee	Fee
Invitations to events with senior business people and politicians from the region	Up to 12 per year	Up to 12 per year	Up to 12 per year (nominal charges)	Up to 12 per year (nominal charges)
Participation in roundtable meetings with visiting Prime Ministers and Ministers	Yes	Yes	When spaces (nominal charges)	Limited access (nominal charges)
Invitations to the Annual Reception	4	4	2	1
Invitation to UK events with Caribbean & Central American Diplomats and FCO	Yes	Yes	Limited Access	Limited Access
Access to advisory services	8 hours	5 hours	3 hours	Fee
Subscription to Caribbean Council publications	10 users	10 users	3 users	1 user
Consultancy Services	15% discount	10% discount	5% discount	N/A

The above is a snapshot of the many benefits of membership. For full details, please visit: <https://www.caribbean-council.org/membership/become-a-member/>



Click to Navigate

Membership

Our Members

Membership  
Organisations

Caribbean Britain  
Business Council

Central American  
Business Council

Cuba Initiative

Research Publications

Membership Levels

Membership Benefits

Pricing

# Pricing

Membership fees for The Caribbean Council are as follows:

**Major Investor Group:** Information available on request

**Premier Membership:** Up to £3,650 per annum

**Corporate Membership:** Up to £1,350 per annum

**SME Membership:** Up to £600 per annum

## Consultancy and Membership Packages:

Increasingly, companies are coming to The Caribbean Council in the first instance for consultancy support, and subsequently join as members to ensure they receive ongoing advisory support, regular research and networking opportunities to support their objectives in the region.

To discuss a bespoke Consultancy & Membership package, please contact Chris Bennett at [chris.bennett@Caribbean-council.org](mailto:chris.bennett@Caribbean-council.org) to discuss in further detail.

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