

REPT4D
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 89
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

16

POST :658-BRIDGETOWN

SECTOR :015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ONGOING EFFORTS W/TRADING HOUSES SPECIALIZING IN BLDG PROD
ADDITIONAL SALES & IMPROVED MARKET SHARE.

ACTIVELY PURSUE UPCOMING CONSTRUCTION PROJ FINANCED BY CDB
AT LEAST \$10.0 MILLION IN NEW BUSINESS.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Infrastructure projects (IFI and CDB funded)
identified

- monitoring developments on projects for St. Lucia, St. Vincent & Dominica
- launching of Cdn \$42 M hotel project on Nevis
- Phase I of Cdn sponsored Windjammer villa/condo proj. opened St. Lucia (Cdn \$50 Million)

QUARTER: 2 Infrastructure projects (IFI and CDB funded)
identified and pursued

Nevis hotel project reactivated after damage by Hurricane Hugo; Hewanorra Airport, St. Lucia desig/construct/finace package awarded, tied to UK, precludes Cdn coys; St. Vincent-2 Cdn coys shortlisted Feeder Rds Proj. 1 coy for L/W Hwy

QUARTER: 3 Proposed Solo Cdn Trade Show, Barbados
Infrastructure projects (IFI and CDB funded)
identified and pursued

Arrangements underway, approx 26 Cdn coys featuring construction, bldg mtl, hardware prods
Commercial Counsellor undertook post Hugo evaluation survey

QUARTER: 4 Solo Canadian Trade Show, Barbados
Infrastructure projects (IFI and CDB funded)
identified & pursued

32 coys 2.5x increase buyers & level of sales
- MOU signed Roseau Dam, St. Lucia C\$50M
- C\$75-100M hotel project Barbados working with management
- CBN survey of tourism projects underway