



econext

Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

Spring 2022 Trade Mission to the Caribbean Region

DELEGATE PROFILES



May 2022 Trade Mission to the Caribbean Region

Since 2014, econext (formerly NEIA) has been collaborating closely with the Department of Industry, Energy and Technology (IET) and the Atlantic Canada Opportunities Agency (ACOA) to deliver a suite of programming for Atlantic Canadian firms to pursue international business opportunities in the Caribbean region. Our Caribbean program is comprehensive, comprising in-depth market research, information sessions, customized firm-level supports, and the coordination of incoming and outgoing trade missions to markets.

Our Spring 2022 mission will see 12 organizations touch down in Barbados, St. Lucia, Grenada, St. Vincent and the Grenadines, and Suriname.

For more information, visit <https://econext.ca/caribbean-program/>



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada



Organizational Profile & Description of Products or Services to be Exported:

Academy Canada is a licensed, post-secondary training institution based in Newfoundland and Labrador, Canada. Established in 1985, we have become one of the largest and most diverse independent colleges in Canada. We offer over 30 diploma and certificate programs from three distinct campuses and deliver Adult Basic Education at 12 remote learning centres around the province. We have helped over 40 000 students build successful careers by delivering hands-on and relevant programs in top employment fields related to Construction Trades, Justice, Business, Health and Personal Care, Creative Studies, Animal Care/Nature and Information Technology.

We are skilled at developing relevant, practical curricula and programs for higher education including training programs for instructors and administrators. We have a vast repository of intensive instructor training courses available on topics such as teaching fundamentals, curriculum development, multiple assessments methods, student retention, inclusion, and online learning. Effective program and faculty evaluation, accreditation and compliance, and the delivery of student support services including support for students with disabilities are also among our areas of expertise. We also work regularly on projects assisting municipalities, businesses, community organizations and Indigenous groups with program/course development, and monitoring and evaluation. Courses can be prepared for delivery in-person or online through our online learning environment.

We have articulations and credit transfer agreements with other Canadian universities and colleges for over 20 programs providing a pathway to baccalaureate degrees, and have a pathway to employment in Canada with a number of programs. We welcome equally beneficial partnership agreements outlining curriculum lease or development, credit transfers, and 2+2 options.

Value Proposition:

Academy Canada trains students for real world careers. Our student-centered approach, responsiveness to industry demand, and commitment to quality makes us leaders in our field. Our graduates have achieved great success in their chosen careers and we continuously receive a 95% satisfaction rating from our students and graduates.

Export Experience:

Academy Canada has held agreements with some universities in the Asia and Pacific region and hosted their students for study abroad opportunities. Our institution has participated in a previous trade mission to the Caribbean and we look forward to continued relationship building in the region.

Mission Objectives:

- Establish bilateral academic pathways between our institution and institutions in the Caribbean;
- Identify and establish strategic relationships with partners in the region;
- Identify and pursue contracts and training opportunities;
- Gather information and market intelligence and better understand the needs of the region.

Organization Contacts:

- Lisa Lovelady, Vice President Academic and Chief Operating Officer | llovelady@academycanada.com | 1.709.739.6767
- Beverly Moore, Online Learning Department Head | bmoore@academycanada.com | 1.709.739.6767

Website: www.academycanada.com

Atlantic Canada Opportunities Agency (ACOA)



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique



Description of Products or Services to be Exported:

The Atlantic Canada Opportunities Agency (ACOA) works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economies, and by championing the strengths of Atlantic Canada. Together, with Atlantic Canadians, and national and international partners, we are building a stronger economy.

As an entry point to major North American markets, Atlantic Canada has much to offer. Related to the Caribbean, ACOA is particularly interested in exploring export opportunities in the areas of clean technology, environmental sustainability, and climate change mitigation; ocean science, technology and industries; aquaculture, wild fishery, and food security; and advanced technologies and innovation partnerships

Value Proposition:

Atlantic Canadian products are sold all around the world. ACOA provides advice, training, internships, market research, business planning and repayable financial assistance. ACOA supports training programs and seminars across the region on topics such as: trade awareness, export assessment and counseling, market information and trade missions. The Agency places special emphasis on initiatives that foster greater productivity, development and commercialization of innovative technologies, improved skills development and global competitiveness, and mutually beneficial international partnerships.

ACOA is committed to building a strong and innovative Atlantic economy and, together with our many partners in economic development, ACOA works to strengthen the Atlantic economy through:

- Enterprise development – helping improve the business climate and lending a hand for individual business start-up, innovation, modernization and expansion.
- Community development – working with communities to nurture economic growth, improve local infrastructure and develop opportunities in the local economy.

Export Experience:

Through a suite of programs and services, ACOA works with clients to become more competitive, to expand, to innovate and to develop global markets. ACOA also plays a lead role in trade development initiatives that increase the exposure of its firms in foreign markets, thereby generating new economic opportunities.

Mission Objectives:

- Gather information and build capacity to support clients engaging in trade activities in the region
- Develop a working understanding of the culture and business environment in the Caribbean
- Provide support to Atlantic Canadian companies by representing the Government of Canada in planned meetings with financing partners and potential business partners
- Develop a list of relevant opportunities/contacts and determine how to identify/pursue business
- Establish strategic relationships with government, business and trade associations in the region
- Promote increased trade between the Caribbean and Newfoundland and Labrador

Government Contacts:

- Dave Strong, International Business Development Officer | dave.strong@acoa-apeca.gc.ca | 1.709.764.3094

Website: www.acoa-apeca.gc.ca

CBCL Limited



Company Profile & Description of Products or Services to be Exported:

Solutions Today | Tomorrow IN Mind

Since 1955, CBCL has focused on making meaningful global contributions. As an employee-owned firm, we are committed to creating a positive and lasting impact on people and our planet by providing world-class multidisciplinary engineering and environmental consulting services. With experience in over 100 countries, our multi-talented team creates innovative solutions for our clients that positively shape tomorrow.

CBCL has 12 offices across Canada. Our diverse team of over 400 employees is committed to providing technical excellence and exceptional service. We consider the short and long-term social, environmental, and sustainable effectiveness of every project. Our teams deliver more than 1,500 project solutions a year in multiple sectors, including: Bridges, Buildings, Climate Resilience, Coastal, Environmental, Geotechnical, Industrial, Municipal, Ports & Marine, Sustainability, Transportation, and Water. While open to other areas of collaboration, the CBCL team will be focusing this mission on our expertise in the following key categories:

COASTAL & MARINE SERVICES:

- Coastal Zone Management
- Coastal Infrastructure
- Coastal Stabilisation Solutions (nature-based solutions, beach nourishment)
- Marine Infrastructure (terminals, cruise ports, recreational marinas)
- Sea Level Rise & Hurricane Risk Assessments
- Coastal Environmental Impact Assessments

CLIMATE RESILIENCY AND ADAPTATION SERVICES:

- Climate Mitigation
- Disaster Risk Mitigation
- Climate Risk Vulnerability (utilities, coastal zones, transportation, buildings)
- Energy Efficiency and Auditing
- Renewable Energy
- Flood Protection and Mitigation

Value Proposition:


At CBCL, we value our legacy, our clients, our business partners, our employees, and the communities in which we live and work. We adhere to values of integrity, technical leadership, quality, social and environmental responsibility, accountability, inclusion, innovation, and initiative. We endeavour to go beyond conventional fundamentals of functionality to include due consideration of the short and long-term social and environmental effectiveness and sustainability of a project.

We also understand the importance of collaboration with local experts in our projects and missions in the region and value the open and transparent sharing of data, resources and knowledge; we believe in using open-source software to facilitate knowledge transfer and develop sustainable initiatives. For international assignments, we recognize the added importance of communication, workshops and knowledge-sharing sessions to enhance team cohesion, trust, and quality of deliverables to achieve the best possible outcome in all projects.

Our strategy to develop solutions is based on vast experience in the region with the private and public sectors and a wide range of funding agencies.

Export Experience:

Having participated in international projects for over 50 years, CBCL has completed projects in over 100 countries and territories around the world, including within the Caribbean and Latin American regions in countries such as Belize, the Turks and Caicos Islands, St. Kitts, Honduras, Costa Rica, Nicaragua, Trinidad, Anguilla, Antigua and Barbuda, St. Lucia, St. Vincent, Guyana, and the Dominican Republic, to name a few. These projects have spanned over all of our major sectors with recent focus on Climate Resilience, Coastal, Environmental, Industrial, Ports & Marine, Sustainability, and Water.



Caribbean Clients or Partners:

We have numerous partnerships with technical partners, contractors, research institutes, universities and consultancy firms worldwide, including many established partnerships in the Caribbean. CBCL has had the opportunity to provide solutions and deliver meaningful projects to a diverse range of clients including private developers, local governments, specialized agencies and IFIs including:

- Caribbean Development Bank (CDB)
- Inter-American Development Bank (IDB)
- Caribbean Community Climate Change Centre
- World Bank

Mission Objectives:

The mission objectives include developing connections with clients and local partners and focusing on the business development of the coastal and climate resilience sectors. We see this as an opportunity to showcase our capabilities to potential new clients and to strengthen our presence in the region by re-connecting with past and present clients and partners.

Key objectives include:

- Networking with potential clients and like-minded consultants,
- Identifying opportunities for collaboration,
- Obtaining a clear overview of ongoing projects,
- Identifying and understand funding initiatives and upcoming developments,
- Discussing present and future risks, concerns, and needs, and
- Creating knowledge transfer bridges.

Company Contacts:

- Amaury Camarena, P. Eng., M.Sc., Group Lead-Coastal Engineering | acamarena@cbcl.ca | 1.782.234.6984
- Tim McLeod, P.Eng., B.Sc. MIES, LEED™ AP BD+C, Director of Business Development | tim@cbcl.ca | 1.902.421.7241

Website: <https://cbcl.ca>



College of the North Atlantic



Organizational Profile & Description of Products or Services to be Exported:

College of the North Atlantic (CNA), located in Newfoundland and Labrador, offers over one hundred (100) full-time diploma, post-diploma, advanced diploma, and certificate programs and applied degrees. In its capacity as a public post-secondary training and development institution, it has been creating curriculum and developing training programs that have been addressing industry priorities for many years. CNA has broad experience in the following sectors:

- Natural Resources
- Engineering Technology
- Industrial Trades
- Safety Certifications
- Oil and Gas Sector
- Technical Teaching Training
- Applied Research
- TVET Development
- Distance Learning
- Mining

Value Proposition:

Working closely with industry, CNA provides accessible, demand driven education and training that strengthens economic sustainability by producing new/renewed curriculum, delivery models and training programs to meet industry needs and produce work ready graduates. This model assists global economies to grow and produce a high-quality workforce.

Organization Contacts:

- Elizabeth Vincent, Associate Vice President International | elizabeth.vincent@cna.nl.ca | 1.709.697.4749
- Todd Hayden, International Business Development Coordinator | todd.hayden@cna.nl.ca | 1.709.290.4542

Website: <https://www.cna.nl.ca/>

Export Experience:

The College has contributed to major educational reform projects in many countries by partnering with colleges and universities, government ministries, non-governmental organizations, and private sector entities to enable growth in the workforce to meet the HR demand. CNA has collaborated with clients in South America, Asia, Africa, and the Caribbean. Some of our experience in the Caribbean includes:

- Antigua: with Antigua State College, LIAT airlines, ECCAA and the Ministry, develop an Aircraft Maintenance Technician program.
- Guyana: with Linden Technical Institute, develop a Heavy-Duty Mechanic program.
- Guyana: with Government Technical Institute, develop an Automotive Technician program.
- Guyana: short safety certifications for the Mining Industry and solutions to assist with the creation of a safety culture for employees working in the Mining Industry.

Caribbean Clients or Partners:

- In Antigua: Antigua State College, LIAT airlines, the Eastern Caribbean Civil Aviation Authority (ECCAA) and the Ministry of Education
- In Guyana: Linden Technical Institute, Government Technical Institute, New Amsterdam Technical Institute and Bina Hill Institute
- In Guyana: A variety of private businesses including Macorp
- In Jamaica: Heart Trust and The Moneague College

Mission Objectives:

- Gather information and market intelligence and better understand the needs of the market and country priorities.
- Identify potential partners and specific programming opportunities for curriculum brokering.
- Identify and better understand forthcoming contract and training opportunities in the region.
- Identify and establish strategic partnerships in the region with whom CNA might be able to jointly pursue future contracts and consultancies.



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Caribbean Program

Coles Associates Ltd.

COLES

ARCHITECTURE + ENGINEERING + PROJECT MANAGEMENT

Company Profile & Description of Products or Services to be Exported:

Coles Associates Ltd. is based in Charlottetown, Prince Edward Island, Canada. We provide architectural and structural, mechanical, electrical, civil, municipal, process and transportation engineering consulting services to a diverse clientele. With over 60 years of service, we are a dynamic organization playing an active role in developing the resources of businesses and institutions to meet market demands in the 21st Century.

Our team approach is directed toward managing the Client's investment to deliver the highest quality project within established budgets, project schedule and design parameters. Our approach is directed toward creating client value through analysis, design and project management through all stages of the project. Typical clients include government, private sector clients and other professional architecture and engineering firms who wish to augment their design offerings for Institutional, Industrial and commercial projects.

Value Proposition:

In recent years, the majority of Coles' work has been concentrated within small islands and coastal environments that are facing the adverse effects of climate change. Delivering designs which are sensitive to the impacts of climate change is a critical element of the

company's offerings and expertise. As an example of the company's leadership in this field, Coles Associates Ltd. co-authored sections of the "Guidelines for the Locating & Design of Disaster Resilient Schools" for the Organization of Eastern Caribbean States in 2018.

Export Experience:

Coles Associates has worked on five continents and in 18 countries, including St Lucia, St Kitts, Antigua and Barbuda, St. Vincent and the Grenadines, Belize, the United States, Argentina, Poland, China, India and South Africa.

Caribbean Clients or Partners:

Coles has strong partnerships with firms in St Lucia and St. Vincent and the Grenadines including Amarna Consult Limited and CEDCO and has served as both a prime consultant as well as sub-contracted partner firm on various consultancies throughout the Eastern Caribbean and in Belize for more than 10 years. These include projects financed by international funding agencies such as the Caribbean Development Bank and World Bank.

Mission Objectives:

- To nurture the relationship with existing local partners and to identify new ones;
- To export our knowledge of health care and education facilities; civil and marine based infrastructure (including small craft harbours) and energy efficiency;
- To engage with both IFIs and project executing agencies to understand emerging opportunities; and
- To ultimately secure both direct contracts and sub-contracts, providing value added high-end consulting services to support client objectives.

Company Contacts:

- Douglas A. Coles, P.Eng. P.E., F.E.C., President | dcoles@caltech.ca | 1.902.629.5252
- Elliott Coles, Director of Electrical Services | ecoles@colesassociates.com | 1.902.388.5151

Website: www.colesassociates.com

Compusult Ltd.



Company Profile & Description of Products or Services to be Exported:

Compusult Ltd. is headquartered in Newfoundland and Labrador, with branch offices in Nova Scotia and Ontario and subsidiary offices in the US and The Netherlands. Compusult Ltd. is an IT firm with over 37 years of experience. The firm has extensive experience in geospatial and sensor data acquisition applications and its customers are primarily government (notably agencies and ministries responsible for natural resources and environment), as well as educational and healthcare institutions. Sales are also made to International Financial Institutions (IFIs), private sector companies and research institutions.

Areas of specialization include:

- Geographic Information Systems (GIS) / Geospatial Applications
- Web Portals
- Internet of Things (IoT) for facilities monitoring, smart cities, etc.
- Assistive Technology (AT) solutions for Persons with Disabilities
- Item Tracking Systems for asset tracking, inventory control, etc.
- Training Services and Learning Management Systems (LMS)
- Solutions for progressive recording of and reporting on the status of patients with debilitating conditions such as Parkinson's Disease

Value Proposition:

As a global leader in geospatial interoperability with broad experience in the Eastern Caribbean, Compusult's solutions-oriented approach directly contributes to digital transformation and more resilient economic and social development. Compusult's suite of standards-based applications and data management solutions are built around its core software system, Web Enterprise Suite (WES), a turnkey system able to consolidate diverse data systems efficiently and cost-effectively.

Export Experience:

Compusult has been exporting products and services since 1987. Export markets include the US and the European Union (EU), the United Kingdom, Japan, South Korea, China, Jamaica, Antigua and Barbuda, Barbados and Saint Lucia.

Caribbean Clients or Partners:

Eastern Caribbean Telecommunications Authority (ECTEL); CARICOM Development Fund (CDF); Department of Culture, Antigua and Barbuda; University of the West Indies (UWI, Mona)

Mission Objectives:

- To better understand the needs and priorities of potential clients in the region and to identify and qualify forthcoming procurement opportunities to which Compusult can ultimately respond,
- To identify potential partners with whom to collaborate on future business development, and
- To ultimately secure prime contracts and subcontracts in areas of specialization referenced above.

Company Contacts:

- Paul Mitten, VP | mitten@compusult.com | 1.709.745.7914, ext. 219 | Mobile: 1.709.749.2565

Website: <https://www.compusult.com/>

econext



Organizational Profile & Description of Products or Services to be Exported:

econext is a not-for-profit association of over 200 businesses involved in various aspects of the Blue and Green Economy in Newfoundland and Labrador, and throughout Atlantic Canada. econext contributes to environmentally sustainable economic development through the development of new enterprises; the growth of existing local enterprises; attraction of new enterprises to the region; and the creation of conditions for these activities to take place. The internationalization of firms from Atlantic Canada is a top priority for econext, and the association supports its members in exploring new, or expanding upon existing opportunities abroad, through its comprehensive suite of programs and supports.

Value Proposition:

econext has over 200 members whose products and services include: water and wastewater treatment; cleanup and remediation; waste management; renewable energy and energy efficiency; environmental protection, mitigation, and monitoring; education and training; and mapping and GIS.

Export Experience:

Since 2014, econext has been actively engaged in supporting trade development with the Caribbean. Activities have included incoming

delegations, provision of expert market intelligence through workshops and information sessions, the development of over 30 market-entry strategies for firms; and coordination of eight trade missions to the region. These activities have been focused primarily on Barbados, Trinidad and Tobago, St. Lucia, Guyana, and Jamaica. econext members' experience in the Caribbean includes professional services, wastewater management and sewage treatment, oil spill response, marine surveys, material testing and education. econext is also engaging in activities focused on clean technologies in offshore industries, with an active program focused on the development of partnerships with European firms, the penetration of international supply chains for its firms, and export and market entry.

Caribbean Clients or Partners:

econext is actively exploring reciprocal memberships, strategic partnerships, and event opportunities in the region with like-minded associations, trade agencies and government departments.

Mission Objectives:

- Gather information and build capacity of econext staff, enabling better support to members engaging in trade activities within the region.
- Generate awareness amongst econext members of relevant conferences, opportunities, and contacts in the region and of how to best identify and pursue business in the region.
- Establish strategic relationships with business and trade associations and environmental organizations, particularly those who publish or share procurement and supply opportunities.
- Generate awareness within the Caribbean of members' capabilities and offerings and of econext as an effective entry point to accessing Atlantic Canadian environmental services and technologies; and
- Endorse and promote the concept of bilateral trade.

Organization Contacts:

- Abbie Hodder, Chief Operating Officer | abbie@econext.ca | 1.709.979.0405
- Matt Rumboldt, Marketing and Communications Manager | matt@econext.ca | 1.709.979.0407

Website: www.econext.ca



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Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

EDGEWISE Environmental Ltd.



EDGEWISE
ENVIRONMENTAL

Company Profile & Description of Products or Services to be Exported:

Edgewise Environmental is a Canadian, certified women-owned marine environmental consultancy focused on marine mammals, seabirds, and underwater noise mitigation solutions. We have delivered a wide variety of environmental services and products for numerous marine projects across Canada including the development and delivery of Canada's first formal marine mammal observation, seabird observation, and passive acoustic monitoring programs delivered coast-to-coast. Edgewise has the capacity to support clients across all blue economy industries, including large marine environmental projects, and the capability to mitigate risks associated with activities in offshore and remote environments. We are a specialized team that offers a wide variety of training and environmental services, with access to a large network of contractors to aid in completing any marine project on an international scale.

Our projects include the creation of the Wildlife Observer Program for the primary Eastern Canada oil spill response organization; this program is now required of all personnel involved in wildlife response during marine emergency activities in Eastern Canada. We have built and provided seabird handling kits, customized training videos and online learning tools for large energy corporations to use while conducting projects in offshore environments. We are currently building a near-field monitoring program for an international tidal energy firm. Additionally, we have provided Marine Mammal Observers, Seabird Observers, and Passive Acoustic Monitoring operators for a variety of projects and offshore surveys. These projects include geophysical/geotechnical surveys, offshore wellhead retrieval, vertical seismic profiling, abandoned vessel assessment, offshore environmental sampling, repair

and decommissioning of a FPSO (Floating, Production, Storage, Offloading) vessel, and environmental disaster response.

Training Programs:

- Marine Mammal Observer
- Protected Species Observer (PSO)
- Seabird Observer
- Indigenous Workshops
- Passive Acoustic Monitoring (PAM) Operator
- Corporate Tailored Training

Consulting Services:

- Environmental Project Management
- Seabird handling equipment
- Environmental personnel provision
- Stakeholder engagement
- Research and development collaboration
- Abandoned vessel assessments
- Oiled wildlife response coordination and management

Value Proposition:

Edgewise brings specialized expertise to programs and projects, from the community-level to elite corporate entities, to support blue economy and sustainable development goals in two primary areas:

Training: We are aware that training / re-training a workforce with new skills centralized around blue economy can be costly and difficult. Edgewise can help, particularly with mitigation, wildlife response and general environmental impact training. We have delivered formal training programs, specialized awareness courses, and third-party approved curriculum to a variety of industries within the blue economy. Edgewise also has substantial experience in developing relationships and environmental awareness workshops within remote Indigenous communities.

Consulting: Edgewise is a specialized environmental consulting company with niche knowledge in underwater noise, marine animal mitigation, and emergency response. We are adept at complex projects and help our clients find the most realistic and environmentally sound solutions, often as the central node between industry-academia and government and with a firm commitment to a collaborative approach that optimizes results.



Export Experience:

Edgewise is looking for our first formal partnership or contract within the Caribbean region. Our CEO has experience delivering projects across the globe in areas such as West Africa and the Middle East.

Mission Objectives:

- Our mission objectives are as follows:
- Re-establish and strengthen connections with previously-engaged organizations, and initiate new relationships.
- Develop an enhanced understanding of the unique challenges, concerns, and requirements of potential clients and partners.
- Identify and understand upcoming opportunities for collaboration.
- Showcase our capabilities and experience to prospective clients and beneficiaries.

Company Contacts:

- Ashley Noseworthy (CEO) | info@edgewiseenvironmental.com | 1.709.770.0492

Website: www.edgewiseenvironmental.com





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Hi-Point Industries



Company Profile & Description of Products or Services to be Exported:

Hi-Point Industries was incorporated in 1991 with the goal of producing quality, environmentally safe, oil absorbent products. Oclansorb® oil absorbent is a hydrocarbon absorbent made from 100% organic peat moss, and is manufactured in Newfoundland and Labrador, Canada. Today, Hi-Point Industries manufactures a variety of oil spill response products, including absorbents, oil containment boom, berms, and spill kits. Hi-Point also manufactures horticultural peat moss. Hi-Point is interested in exporting Oclansorb® to new markets where there is a need for environmentally safe products for oil spill response.

Value Proposition:

Protection of marine ecosystems and coral reefs are essential to Caribbean countries. With increasing industrial activity and oil and gas exploration, oil spill response preparedness is critical. Hi-Point Industries provides high quality, effective, and environmentally safe oil spill response products. Oclansorb® is a unique product that absorbs hydrocarbons but not water, making it ideal for use on both land and water. Oil containment boom and

other response products are made with high quality materials, and can be customized to customer specifications. Hi-Point's environmental products have been used extensively in Canada and in major oil spill response efforts such as the Exxon Valdez and Deep Water Horizon spills. Hi-Point Industries also offers bulk horticultural peat moss for agriculture industries, which manages soil moisture and pH.

Export Experience:

Hi-Point Industries has been exporting Oclansorb® and other products for more than 30 years, with over 200 tractor trailer loads of product exported annually. The company exports primarily to markets in the United States, Mexico, South America, Africa, and the Middle East. The company has experience in and understanding of the logistics, administration, and cost of doing business internationally and is confident it can serve new markets.

Caribbean Clients or Partners:

Hi-Point has had clients and distributors in the Caribbean region, but currently no active distributorships..

Mission Objectives:

- Re-introduce Oclansorb® and other oil spill response products to the Caribbean market by meeting with key officials within port authorities, emergency response agencies (with responsibility for oil spill remediation) and environmental protection departments.
- Gather information to better understand and qualify the market demand for the company's distinct product lines, including its horticultural products.
- Identify and engage with potential distributors in the region to explore collaboration.

Company Contacts:

- Michael Butler (VP, General Manager) | mbutler@hi-pointindustries.ca | 1.709.486.1898
- Christina Blanchard (Project Engineer) | cblanchard@hi-pointindustries.ca | 1.709.293.2963

Website: www.oilabsorbents.ca

Government of Newfoundland and Labrador, Department of Innovation, Energy and Technology (IET)



Description of Products or Services to be Exported:

The Department of Industry, Energy and Technology (IET) is the lead for innovation, economic development and diversification in Newfoundland and Labrador. The department focuses on creating a competitive environment to support private sector investment and business growth; and supporting industries in Newfoundland and Labrador such as mining, energy and technology. Working closely with key stakeholders, the department also develops and monitors supporting regulatory and benefits activities.

Value Proposition:

Newfoundland and Labrador (NL) is a leader in research and development and commercializing innovative technologies. Ocean technology, environmental industries, defence and aerospace, information technologies, food & beverage (agrifood and seafood), life sciences, education, and energy are all sectors of interest where Newfoundland and Labrador has strong capabilities and where government and business collaboration has often led to new opportunities. Key R&D centres in the province include the Ocean, Coastal and River Engineering Research Centre, the Fisheries and Marine Institute of Memorial University, Ocean Sciences Centre, the

Northwest Atlantic Fisheries Centre and C-CORE. NL has an area of 405,720 square kilometres with 29,000 kms of coastline and is strategically located between the world's two largest trading bodies – the EU and CUSMA regions. With eight airports (including three international airports) and four world-class seaports, NL has extensive infrastructure to support ease of access to these markets.

Export Experience:

Through a suite of programs and services, our team of international trade professionals works with clients to increase global competitiveness, minimize market expansion risks, diversify and expand export opportunities and help increase the value and volume of NL goods and services internationally. The Internationalization team works closely with clients and industry associations to identify relevant markets and align existing programs and services to meet the needs of clients to successfully access those markets.

Mission Objectives:

- Gather information on opportunities and activities in key relevant sectors of interest and identify sectors which have the best potential for mutual business development. Blue Economy would be a primary focus, as well as clean tech and infrastructure.
- Identify and meet key partners for any future NL missions to the region
- Develop a list of relevant conferences, shows, and opportunities in the region and determine how best to identify and pursue business in the region
- Support clients engaging in trade activities in the region
- Establish strategic relationships with local government, business and trade associations
- Promote increased trade between the Caribbean and Newfoundland and Labrador

Government Contacts:

- Kevin Pomroy, Provincial Trade Commissioner | kevinpomroy@gov.nl.ca | 1.709.729.1946

Website: <https://www.gov.nl.ca/iet/>

Velsoft



Company Profile & Description of Products or Services to be Exported:

Velsoft is an educational technologies (EDTECH) company that offers a powerful suite of customizable resources primarily focusing on tools and techniques for workplace learning and performance skills. For over 20 years Velsoft has been a global leader in customizable training technologies with innovations that have changed the economic model of how organizations train their people and grow their organizations.

Highlighted products and services include:

- Corporate learning management system (LMS)
- Virtual classroom technology
- Over 1200 eLearning courses
- Game-based learning development tool
- eLearning authoring and editing software
- Instant eLearning conversion technology
- Instructor-led training materials
- Corporate university platform

Velsoft has changed the workplace learning and performance (WLP) industry by listening to what trainers, operations, and HR managers want and packaging the solution in a unique way that uses technology to expand their training goals. Today, tens of thousands of organizations in more than 164 countries worldwide choose Velsoft as their vendor of choice for customizable knowledge platforms, courseware, eLearning, mLearning, SCORM conversion, and customizable instructional design and development. These companies represent some of the world's largest brands including Amazon, Microsoft, NASA, SpaceX, the United States Air Force, NATO, Pfizer, United Nations, Dell, Lockheed Martin, Revlon, Kraft, Michelin, Princeton University, FedEx, General Motors, Sandals Resorts, Mercedes-Benz, and the Executive Office of the President of the United States of America.

Value Proposition:

Velsoft is a leader in customizable training materials, enabling organizations to deliver high quality and engaging content to their staff or students using proven classroom and eLearning materials that can be edited and localized to suit any training situation or audience. Velsoft solutions enable customers to enjoy the confidence of knowing they are delivering relevant content while avoiding the extremely costly and time-consuming process of developing internal training materials. We have been successful in the Caribbean because we offer a complete solution that's powerful and easy to use but with a competitive cost.

Export Experience:

80% of our work is conducted outside of Canada and our products are used in more than 164 countries, including across the Caribbean.

Mission Objectives:

Velsoft is seeking to meet and establish partnerships with organizations that want to start or to improve their transition to online learning.

Caribbean Clients or Partners:

- OECS
- Caribbean Tourism Organization
- Massy Group
- ANSA McAL
- University of the Commonwealth Caribbean
- Angostura
- The College of Science, Technology and Applied Arts of Trinidad and Tobago
- PBST
- Richard Branson School of Entrepreneurship – Caribbean
- Trinidad Systems Ltd.
- Carib Brewery
- Jamaican Constabulary Force
- CDACT Granada
- Sital College
- Trinidad and Tobago Tourism and Hospitality Institute
- Caribbean Food Processors Institute (upcoming)

Company Contacts:

- Jim Fitt, CEO | jfitt@velsoft.com | 1.902.759.4791

Website: www.velsoft.com

Work Safe Systems



Company Profile & Description of Products or Services to be Exported:

Work Safe Systems (WSS) is a consulting and training company focused on safe work practices and the practical application of those practices. Core training and consulting areas include: hazardous materials, confined space, work at height, and environmental response & cleanup. Additional services include: emergency planning, respiratory protection, gas detection and chemical specific training.

Work Safe System's experience in remedial operations extends across all industry sectors and ranges in scope from oil spills to train derailments, chemical plant rehabilitation, abandoned chemical waste sites and industrial complex remediation.

The company uses a vertically integrated approach that focuses on people and problem solving, all whilst adhering to internationally recognized standards such as those of the Canadian Standards Association (CSA), American National Standards Institute (ANSI), National Fire Protection Association (NFPA), Occupational Safety & Health Association (OSHA), American Congress of Governmental Industrial Hygienists (ACGIH), and the International Standards Organization (ISO).

Value Proposition:

Work Safe Systems has extensive practical experience accumulated through many years of work in the field, enabling the team to design

training programs that reflect realistic scenarios. The company boasts Subject Matter Experts (SMEs) in hazardous materials, confined space, and laboratory management and operations. The company's SMEs have considerable experience working in remote locations that spans 15 countries across five continents. All programs are designed to be delivered on client sites as a regular part of operations and to emphasize experiential learning, allowing for optimal learning outcomes. We are experts in adapting and customizing modern safety practices to client needs.

Export Experience:

The company's senior management has delivered services in Guyana, the United States, the United Kingdom, France, Germany and Norway.

Caribbean Clients or Partners:

Work Safe Systems is pleased to have an established partnership with the Barbados Institute of Management and Productivity (BIMAP). Additionally, the company is currently delivering services in Guyana with a joint venture partner under the local company, Caribbean Safe Work Solutions Inc. (CSSI).

Mission Objectives:

- Re-connect with existing contacts and establish new relationships to better understand the current needs within the market and to identify possible contract opportunities;
- Further our establishing of a corporate entity in Barbados;
- Continue to develop collaborative efforts for content delivery and technology transfer; and
- Generate awareness in Barbados of the capabilities and experience of Work Safe Systems and its partners.

Company Contacts:

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