



# Caribbean Program

2023 Atlantic Canada Trade Mission to the Caribbean Region  
**DELEGATE PROFILES**



## Atlantic Canada Trade Mission to the Caribbean Region

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Since 2014 *econext* (formerly NEIA) - with support from the Department of Industry, Energy and Technology (IET) and the Atlantic Canada Opportunities Agency (ACOA) - has been helping Atlantic Canadian firms 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 2023 trade mission will see 11 organizations visit the Caribbean region.

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

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Atlantic Canada  
Opportunities  
Agency

Agence de  
promotion économique  
du Canada atlantique

Canada 

## Academy Canada



### 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 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 Animal Care and Environment, Business, Construction Trades, Creative Studies, Health and Personal Care, Information Technology, and Justice. We are skilled at developing practical curricula and programs for higher education. We have a vast repository of intensive instructor training courses available on topics such as teaching fundamentals, curriculum development, 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 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 in-person or online delivery. 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 participated in 4 trade missions to the Latin American and Caribbean region and has MOUs and Articulation Agreements with registered educational institutions in the region, other agreements in development, as well as a number of informal relationships. Our institution has held agreements with some universities in the Asia and Pacific region and hosted their students for study abroad opportunities.

### Caribbean Clients or Partners:

MOUs and Articulation Agreements with registered educational institutions in Barbados and in St. Lucia; other MOUs in process.

### 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.

### Company Contacts:

- Lisa Lovelady, Vice President Academic and Chief Operating Officer | [llovelady@academycanada.com](mailto:llovelady@academycanada.com)
- Beverly Moore, Online Learning Department Head | [bmoore@academycanada.com](mailto:bmoore@academycanada.com)
- Website: [www.academycanada.com](http://www.academycanada.com) | 1.709.739.6767

## CBCL Limited



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

'Solutions today | Tomorrow IN mind' is CBCL's promise. 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 425 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 and Vulnerability Analysis (utilities, buildings, bridges, transportation, structures, coastal zones, etc.)
- Energy Efficiency and Auditing
- Renewable Energy
- Flood Protection and Mitigation
- Water Resources Engineering and Stormwater Management
- Flood Risk Reduction

#### 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.

## CBCL Limited (continued)

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.

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### Organization Contacts:

- Amaury Camarena, P. Eng., M.Sc., Group Lead - Coastal Engineering | 1.782.234.6984 (mobile) | [acamarena@cbcl.ca](mailto:acamarena@cbcl.ca)
- Lindsay Bolton, P.Eng., Group Lead - Water Resources and Climate Change | 1.506.647.9967 (mobile) | [lbolton@cbcl.ca](mailto:lbolton@cbcl.ca)
- Tim McLeod, P.Eng., B.Sc. MIES, LEED™ AP BD+C, Director of Business Development | 1.902.421.7241 | [tim@cbcl.ca](mailto:tim@cbcl.ca)

Website: <https://cbcl.ca>

## 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. With a staff of 40 people, 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 remote locations that are seeking either capacity relief or assistance employing renewable energy strategies. Delivering designs which typically include hybrid offerings of small-scale renewables 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., recently commissioned a combined renewable infrastructure of PV Solar, wood pellet boiler and air to

air heat pump system for a Government of Canada installation at a remote Labrador community. This project was the culmination of 3 years of design, installation and commissioning recognizing the limited construction season at this remote northern location.

### 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. Currently we are working on projects in St. Lucia, St. Vincent and Barbuda.

### 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 Caribbean 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 relationships with existing local partners and to identify new partnership opportunities;
- To export our knowledge of health care and education facilities; civil and marine based infrastructure (including small craft harbours) and both renewable 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](mailto:dcoles@caltech.ca) | 1.902.629.5252
- Elliott Coles, P.Eng, F.E.C, Director of Electrical Services | [ecoles@colesassociates.com](mailto:ecoles@colesassociates.com) | 1.902.388.5151

## Compusult Ltd.



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

Compusult Limited is headquartered in Newfoundland and Labrador, with branch offices in Nova Scotia and Ontario and subsidiary offices in the US and The Netherlands. Compusult is an IT/ Electronics/Robotics firm with 38 years of experience in geospatial and sensor data management and acquisition applications focusing on aerospace, defence, offshore energy, and government sectors. Compusult's customers include 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 that include data visualization, analytics, and dashboards
- Internet of Things (IoT) for facilities monitoring, smart cities, etc.
- Robotics systems for environmental and coastal monitoring and other applications
- Assistive Technology (AT) solutions for Persons with Disabilities
- Item Tracking Systems for asset tracking, inventory control, etc.
- Training Services and Learning Management Systems (LMS) on our own and with our partner Training Works ([www.training-works.ca](http://www.training-works.ca)).

### Value Proposition:

As a global leader in geospatial interoperability with broad experience in the 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 solution that can consolidate and diverse data sources 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; UWI MONA, others.

### 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;
- To ultimately secure prime contracts and subcontracts in areas of specialization referenced above.

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### Company Contacts:

- Paul Mitten, VP | [mitten@compusult.com](mailto:mitten@compusult.com) | 1.709.745.7914, ext. 219 | Mobile: 1.709.749.2565

Website: [www.compusult.com](http://www.compusult.com)



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

ESG Partners is an advisory firm based in Atlantic Canada, with extensive experience in ESG capacity building, strategy development and implementation. Clients include start-ups and early-stage investors, through to private, public and not-for-profit organizations in financial services, the energy sector, emerging technologies, manufacturing, and more. They support clients to become more resilient and competitive, attract talent and capital, and create long-term value.

Service offerings include:

- Education and capacity building
- ESG in practice: defining your business case
- Influential trends & regulatory requirements
- ESG issues and opportunities
- Climate risk and opportunities
- Investment attraction
- Strategy development and implementation
- Materiality assessment and peer analysis
- Benchmarking and goal setting
- ESG framework and policy development
- Governance and oversight matters
- Strategic planning and Implementation
- ESG reporting and disclosures

## Value Proposition:

As ESG leaders with over 15 years of experience in the Caribbean region, ESG Partners is well-placed to deliver exceptional results for clients. The Caribbean's focus on the Green and Blue Economies

is helping to transform the region through sound investment and business opportunities that support climate action and sustainable economic growth. ESG Partners supports the integration of ESG strategy in risk and decision making for both companies and investors.

## Export Experience:

ESG Partners' President and Founder, Nancy Foran, has long-standing ties in the Caribbean having worked throughout the region for 15 years primarily in Barbados and the Eastern Caribbean, Trinidad & Tobago, and Jamaica.

## Caribbean Clients or Partners:

- Republic Financial Holdings – ESG workshops (executive); ESG advisory
- New Energy – inaugural Caribbean ESG and Sustainability Summit, co-hosted by New Energy and Republic Bank – emcee and 'International ESG Expert'
- Board Member of The Institute of Chartered Accountants of the Caribbean (ICAC)
- Engaged regionally to speak on ESG with ICAC, BIBA, Institute of Chartered Accountants Jamaica, and CPA Canada (International)
- Previous responsibility for the Canadian accounting profession in the Caribbean
- Established programs with the University of the West Indies while working with CPA Canada and CMA Nova Scotia, Bermuda and the Caribbean

## Mission Objectives:

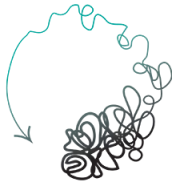
- Understand and identify needs and opportunities with potential clients throughout the region
- Establish ESG Partners as a trusted ESG and sustainability leader in the Caribbean for capacity building and strategic advisory services
- Build on established relationships throughout the region and forge new ones
- Engage in meetings that lead to ESG Partners supporting Barbados' sustainable finance initiatives, IFIs & donor agencies, governmental agencies, associations, and the private sector

## Company Contacts:

- Nancy Foran, FCPA, FCMA, C.Dir, President & Founder, ESG Partners Inc. | [nancy@esgpartners.ca](mailto:nancy@esgpartners.ca) | 1.902.497-1245  
Website: [www.esgpartners.ca](http://www.esgpartners.ca)



## Fundamental Inc.



fundamental  
inc

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

Fundamental Inc. is a climate action consulting firm operating out of Newfoundland and Labrador, on Canada's East Coast. Our mission is to enact climate resilience, social well-being, and lowest life-cycle costs. We strive for efficacy, worthiness and diligence in all our activities. We work in all private and public sectors.

Fundamental Inc.'s primary consulting offerings include:

- GHG emissions quantification as per ISO standards
- Climate vulnerability and resiliency assessments (including public engagement, community outreach and education)
- Climate Action Planning
- Strategic planning around sustainable infrastructure, renewable energy feasibility and design, cross analysis for climate conscious metrics and financial determinants
- Climate related grant funding application writing

### Value Proposition:

Fundamental Inc.'s key differentiator is the comprehensiveness of our core service offering. Our team's experience encompasses climate mitigation + adaptation, vulnerability + resiliency, economic development, behavioral science, net zero building design, watershed modeling, sustainable master planning, construction project management, and funding application writing.

Similarly, we take a layered approach that optimizes across climate mitigation, climate adaptation, and fiscal prudence and financial management. We have a bespoke methodological framework that has been developed based on meeting the needs of our clients.

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### Company Contacts:

- Ashley Smith, Owner & Managing Director | [ashley@fundamentalinc.ca](mailto:ashley@fundamentalinc.ca) | 1.709.330.4723

Website: [www.fundamentalinc.ca](http://www.fundamentalinc.ca)

### Export Experience:

Fundamental's Managing Director has delivered consulting services in Latin America, Europe, Asia and the Middle East.

### Caribbean Clients or Partners:

None to date.

### Mission Objectives:

- Better understand the unique challenges and opportunities of potential clients and partner organizations;
- Develop relationships with potential partners with which we can collaborate to deliver projects to address climate change, build local capacity and create a positive local impact; and
- Develop relationships with potential clients who have identified a climate related need to which we can bring value and consulting services

## MRSB Consulting Services Inc.



The strong professional experience of our consultants, combined with our firm's experience working in various industries and regions and access to resources ensures MRSB clients are exposed to the latest thinking. Our knowledge, expertise, and unique perspectives allow us to generate innovative solutions and help clients achieve their goals.

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

MRSB Consulting Services Inc. (MRSB) is a privately-owned corporation in Charlottetown, Prince Edward Island, Canada. We are a leading provider of professional business consultancy services in Atlantic Canada with over 20 years of experience. The firm has a qualified team of experienced consultants and administrators from a variety of sectoral backgrounds.

MRSB has extensive experience working with government departments and agencies, educational institutions, industry associations, non-profit organizations, community groups, and private-sector businesses. We offer a wide range of business services to our diverse portfolio of clients, including project management, survey design and administration, growth development planning, stakeholder engagement, project and program evaluation, needs and financial analyses, feasibility studies, and more.

### Value Proposition:

MRSB consultants bring years of relevant experience helping organizations of all sizes and scopes navigate rapidly changing landscapes and dealing with sector-specific challenges. MRSB has completed a significant number of engagements in the tourism, environmental, health, education, and financial sectors. Many MRSB engagements involve working with government officials, boards of directors, industry representatives, and other project stakeholders to produce high-quality final deliverables that best address these challenges. MRSB uses a collaborative approach while offering support and expertise through each stage of the engagement process.

### Export Experience:

MRSB has participated in 8 trade missions to the Caribbean region, and has completed various engagements in Barbados, Belize, and Haiti.

### Caribbean Clients or Partners:

Over the past 13 years, MRSB has served as a prime consulting firm, an associate consulting firm, and a sub-contracted partner for a number of projects across the Caribbean, most recently including the Government of Barbados, Government of Belize, and entrepreneurs in Barbados, Belize, and Haiti. MRSB developed strong Caribbean contacts throughout the completion of these engagements.

### Mission Objectives:

- Export our professional consulting expertise to help partners navigate change and capitalize on trends and opportunities;
- Investigate opportunities through projects and programs funded through International Financial Institutions and the donor community; and
- Re-establish connections with Caribbean partners and further develop a network of local Caribbean consultants.

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### Company Contacts:

- Sarah Lavers, BBA, Consultant | [sarah.lavers@mrsbgroup.com](mailto:sarah.lavers@mrsbgroup.com) | 1.902-368-2422 | [www.mrsbgroup.com/consulting](http://www.mrsbgroup.com/consulting)

## RPM Aerial Services



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

RPM Aerial Services Inc. (RPM) is a geospatial data collection company focused on LiDAR, photogrammetry, magnetic surveys, and 360 video. Established in 2016, the company is based in Holyrood, in Newfoundland and Labrador, Canada.

There are multiple products that can be derived from the surveys we conduct, with the main ones being topographic maps, orthomosaics, digital elevation models and point clouds. These can be extremely useful for climate change adaptation planning, documenting storm damage, mapping utility corridors, engineering planning (for construction, transportation, renewable energy site development, etc.), and much more.

Our services are offered to clients that include utilities, renewable energy developers, airports/heliports, engineering and construction firms, and government agencies involved in environmental monitoring, road infrastructure, urban & rural communities, and management.

### Value Proposition:

Aerial surveys that are completely reliant on helicopters or fixed-wing aircraft can be cost prohibitive for many organizations. Since drones can be shipped at a fraction of the cost of mobilizing a helicopter, RPM's RPAS (drone) and/or helicopter approach for conducting aerial surveys can be much more affordable. RPM has the expertise and technology to meet client requirements for restrictive budgets or dense surveys of larger land parcels. Furthermore, RPAS surveys also emit a fraction of the Green House

Gases (GHG) that helicopter platforms emit and are thus more environmentally friendly. RPM also offers a truck-based LiDAR approach for conducting ground surveys along roads. This is even more cost effective for capturing roadside infrastructure.

### Export Experience:

In 2022, RPM conducted its first international LiDAR and photogrammetry survey for the Grantley Adams International Airport in Barbados, sparking interest in exploring other opportunities to provide services in the region.

### Caribbean Clients or Partners:

Grantley Adams International Airport in Barbados is a client, and Stantec Barbados is a partner.

### Mission Objectives:

- Identify and engage with potential partner organizations not limited to:
  - Survey companies
  - Environmental consulting firms
  - Engineering firms
  - Property developers
  - Other firms providing geospatial data collection
- Better understand the market demand for geospatial surveys and the unique needs and challenges of potential clients in the region; and
- Explore the possibility of establishing a permanent satellite office in the region.

### Company Contacts:

- Brian Lundrigan, CEO & Judy Lundrigan Finance, Administration & Safety Officer
- [brianl@rpmaerialinc.ca](mailto:brianl@rpmaerialinc.ca) | 1.709.746.0632 Website: <https://rpmaerialinc.ca/>

## Atlantic Canada Opportunities Agency (ACOA)



Atlantic Canada  
Opportunities  
Agency

Agence de  
promotion économique  
du Canada atlantique

Canada 

### 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 Atlantic Canada

### Government Contacts:

- Paul Antle, Manager of International Business Development and Entrepreneurship | [paul.antle@acoa-apeca.gc.ca](mailto:paul.antle@acoa-apeca.gc.ca) | 1.709.746.0979

Website: [www.acoa-apeca.gc.ca](http://www.acoa-apeca.gc.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](mailto:kevinpomroy@gov.nl.ca) | 1.709.729.1946

Website: [www.gov.nl.ca/iet](http://www.gov.nl.ca/iet)

## econext



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

econext is an Atlantic Canadian not-for-profit association of over 200 businesses involved in various aspects of the Blue and Green Economy. 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. Given that Atlantic Canada and the Caribbean share many similar challenges and opportunities related to climate change and ocean environments, we believe that many of the solutions and capabilities developed in Atlantic Canada have the ability to support sustainable economic growth in the Caribbean, and vice-versa.

### 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 ten trade missions to the region. econext members' experience in the Caribbean includes professional services, wastewater management and sewage treatment, oil spill response, marine surveys, education and training and digitization.

### 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:

- 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.

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### Organization Contacts:

- Abbie Hodder, Chief Operating Officer & Director, International Business | [abbie@econext.ca](mailto:abbie@econext.ca) | 1.709.979.0405

Website: [www.econext.ca](http://www.econext.ca)



## Caribbean Program

Learn more about Atlantic Canada's 2023 Trade Mission to the Caribbean region and access the digital booklet online here:

