

BEL/TRD/035(310)

8 August, 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Dear Dr. Dohnert,

The Belize Trade and Investment Development Service (BELTRAIDE) appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavour to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

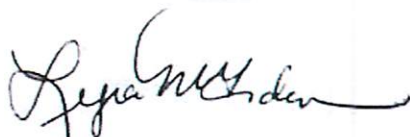
The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that BELTRAIDE hereby commits \$21,175USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labour costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of BELTRAIDE

Kind Regards,



Lejia Melanie Gideon (Ms.)
General Manager, Enterprise & Innovation
General Manager, Investment Development (Acting)



CENTRE FOR ENTERPRISE DEVELOPMENT INC.

E. Moussa Building
Grenville Street
Kingstown [P.O. Box 2343]
St. Vincent, West Indies

Tel: (784)451-223(5)or(6)
Fax: (784)451-2237
E-Mail: cedsvzg@gmail.com

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

**Letter of Request and Commitment of Counterpart – Technical Cooperation for
“Capacity Building and Applied Research in Cluster Development Best Practices”**

Dear Dr. Dohnert,

The **Centre for Enterprise Development Inc (CED)**, appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that the **CED** hereby commits \$19,775.00 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labor costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of the **CED**.

Sincerely,

Felix Lewis
General Manager
Centre for Enterprise Development Inc (CED).

“DEVELOPING THE LOCAL ECONOMY ONE BUSINESS AT A TIME”



August 9th, 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown,
Barbados

Dear Dr. Dohnert,

Re: Letter of request and commitment of counterpart

I extend cordial greetings from the management and secretariat of the Caribbean Tourism Organization (CTO). The CTO is the regional intergovernmental development agency specializing in tourism for the Caribbean region, and has as its primary objective to provide to and through its members the services and information necessary for the development of sustainable tourism for the economic and social benefit of the Caribbean people. We have a membership of 24 countries as well as private sector entities with whom we collaborate in our efforts to position the Caribbean as the most desirable, year-round, warm weather destination. We are requesting the collaboration of the Compete Caribbean Partnership Facility (CCPF) by way of technical corporation to incorporate digital technology and innovation in the tourism product and increase the opportunities for participation in tourism by local communities.

The proposed project aims to diversify the regional tourism landscape through the development of community-based experiences, conducting market research in primary source markets to assess the demand for community-based tourism products, services and experiences, and delivering digital payment technologies to tourism service providers, to increase overall visitor spending. This intervention will generate multiple long-term benefits for micro, small and medium enterprises at the community level.

This correspondence serves to affirm the commitment of CTO to act as a viable counterpart in the execution of this technical corporation. CTO will commit our managerial, planning, research and information technology expertise to ensure the project's success, and our Sustainable Tourism Specialist will work closely with the consultants contracted by CCPF to achieve the project objectives as outlined in the Technical Cooperation Agreement.

The time and technical assistance of CTO's staff to support project implementation is estimated at **USD 60,000** and offered to the project as **in-kind contribution** in the form of inter-alia: i) travel to four countries to engage in the development of Community Based Tourism framework and guidelines and to participate in training on cluster development; ii) input in reviewing the Terms of Reference and other documents related to and emanating from the market research study and other consultancies; iii) reviewing of output from the mobile wallet component of the project; and iv) facilitating training and information dissemination through CTO conferences.

RESEARCH & INFORMATION TECHNOLOGY | MARKETING | COMMUNICATIONS | ADVOCACY & REPRESENTATION
HUMAN RESOURCE DEVELOPMENT | EDUCATION & TRAINING | SUSTAINABLE TOURISM DEVELOPMENT

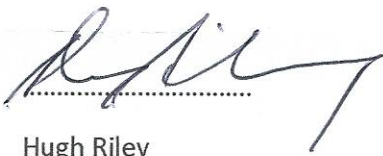
Leading Sustainable Tourism - One Sea, One Voice, One Caribbean



The CTO looks forward to the successful implementation of this project with CCPF. We also commend highly the work of CCPF in the region and appreciate your continued support towards the sustainable development of Caribbean tourism.

In thanking you for your partnership and collaboration, the Caribbean Tourism Organization takes this opportunity to reiterate the assurances of our highest consideration.

Yours sincerely,



Hugh Riley

Secretary General and CEO



DOMINICA EXPORT IMPORT AGENCY

Bay Front, P O Box 173
Roseau
Commonwealth of Dominica

Tel: 1 (767) 448 2780/3494/5
Fax: 1 (767) 448 6308
Email: info@dexiaexport.com
Website: <http://www.dexiaexport.com>

August 8, 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Dear Dr. Dohnert,

The Dominica Export Import Agency (DEXIA) appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that DEXIA hereby commits \$40,400.00 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labor costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support to the Dominica Export Import Agency (DEXIA).

Yours sincerely
DOMINICA EXPORT IMPORT AGENCY


.....
GREGOIRE THOMAS (MR)
GENERAL MANAGER



GRENADA HOTEL AND TOURISM ASSOCIATION

21 August 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Dear Dr. Dohnert,

The Grenada Hotel & Tourism Association appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organization (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organization will learn to mobilize cluster members to prepare, at least two, Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that the Grenada Hotel & Tourism Association hereby commits \$3,575 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labour costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of the Grenada Hotel & Tourism Association.

Sincerely,

A handwritten signature in black ink, appearing to read "Pancy", followed by a stylized flourish.

Pancy Cross
EXECUTIVE DIRECTOR



MEMBER:



August 23, 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Dear Dr. Dohnert

**Letter of Request and Commitment of Counterpart – Technical Cooperation for
“Capacity Building and Applied Research in Cluster Development Best Practices”**

The Grenada Investment Development Corporation (GIDC) appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that the GIDC hereby commits \$19,175.00 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labor costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of the GIDC.

Sincerely



Ronald Theodore
Chief Executive Officer (Ag.), GIDC

Pure Investment

Pure Business

Pure Facilities

Frequente Business Park, Frequente, St George, Grenada W.I

Phone: (473) 444-1033/40 Fax: (473) 444-4828 Email: invest@grenadaidc.com Website: www.grenadaidc.com

August 14, 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Dear Dr. Dohnert,

The Jamaica Manufacturers and Exporters Association appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that the Jamaica Manufacturers and Exporters Association hereby commits \$19,175.00 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labor costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of the Jamaica Manufacturers and Exporters Association

Sincerely,

THE JAMAICA MANUFACTURERS AND EXPORTERS ASSOCIATION



Imega Breese McNab (Mrs.)
EXECUTIVE DIRECTOR

8th August 2018

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Dear Dr. Dohnert,

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Export Saint Lucia (TEPA) appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF), for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women’s empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that Export Saint Lucia (TEPA) hereby commits \$20,575.00 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF’s Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labour costs of staff assigned to work alongside the consultants during the project. Please feel free to contact me should you require clarification.

Thank you for the opportunity and we wish to reiterate the continued support of Export Saint Lucia (TEPA) to this initiative.

Sincerely,


.....
Sunita Daniel (Ms.)
Chief Executive Officer



Tourism & Hospitality Association of Guyana

157 Waterloo Street, North Cummingsburg,
Georgetown, Guyana, South America
Tel: +592-225-0807, Tel/Fax: +592-225-0817
Email: thag.secretariat@gmail.com/info@exploreguyana.org
Website: www.exploreguyana.org
Facebook: Tourism and Hospitality Association of Guyana



2018-08-13

Dr. Sylvia Dohnert
Executive Director
Compete Caribbean Partnership Facility
Bridgetown
Barbados

Letter of Request and Commitment of Counterpart – Technical Cooperation for “Capacity Building and Applied Research in Cluster Development Best Practices”

Dear Dr. Dohnert,

The *Tourism and Hospitality Association of Guyana* appreciates the technical assistance received thus far from the Compete Caribbean Partnership Facility (CCPF) for the development of a Capacity Enhancement Plan (CEP) to guide us in our endeavor to become a Cluster Support Organisation (CSO). As part of the activities geared towards the implementation of the CEP, we hereby request the support of the CCPF by way of the Technical Cooperation Project - *Capacity Building and Applied Research in Cluster Development Best Practices*.

The proposed project will serve to strengthen the capacity of our staff in cluster development. During this process, our organisation will learn to mobilize cluster members to prepare at least two Cluster Development Plans (CDP), and will receive training in areas such as value chain analysis, group facilitation techniques, gender equality and women's empowerment, and the integration of technology and innovation into firm and cluster operations.

This letter also serves to notify the CCPF that the *Tourism and Hospitality Association of Guyana* hereby commits up to \$20,000 USD as in-kind counterpart contribution for this Technical Cooperation to be funded through CCPF's Productivity and Innovation Pillar. This in-kind contribution represents mainly an estimate of the time/labor costs of staff assigned to work alongside the consultants during the project.

Please feel free to contact me should you require clarification.

Thank you for the continued support of *Tourism and Hospitality Association of Guyana*

Sincerely,

.....
Ms Treina Fiona Butts
Executive Director/ Company Secretary
Tourism and Hospitality Association of Guyana

