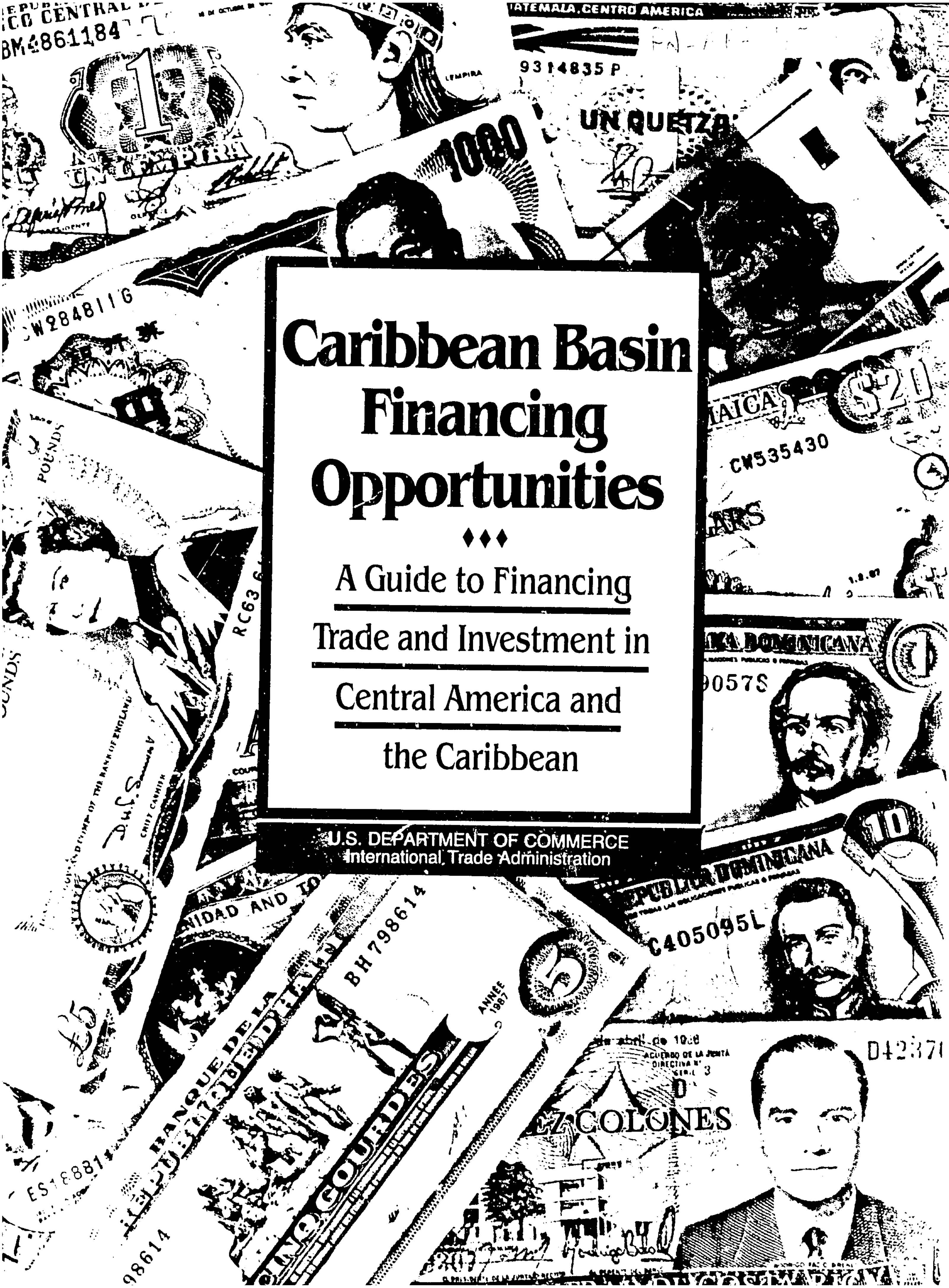

Caribbean Basin Financing Opportunities

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A Guide to Financing Trade and Investment in Central America and the Caribbean

U.S. DEPARTMENT OF COMMERCE
International Trade Administration

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CARIBBEAN BASIN FINANCING OPPORTUNITIES:

A Guide to Financing Trade and Investment in Central America and the Caribbean Basin

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International Trade Administration
U.S. Department of Commerce
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U.S. Agency for International Development

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TABLE OF CONTENTS

FOREWORD

The U.S. Department of Commerce in conjunction with the U.S. Agency for International Development developed **Caribbean Basin Financing Opportunities: A Guide to Financing Trade and Investment in the Caribbean Basin** to support private sector involvement in this region as a component of the U.S. Government's Caribbean Basin Initiative (CBI) Program.

The CBI was established in 1984 to encourage economic development in the Caribbean and Central America through private sector initiative. New investment in the Caribbean Basin and a corresponding surge in nontraditional exports to the United States have resulted from this program. The following countries and territories were designated as beneficiaries under the CBI as of April 1990: Antigua and Barbuda, Aruba, Bahamas, Barbados, Belize, British Virgin Islands, Costa Rica, Dominica, Dominican Republic, El Salvador, Grenada, Guyana, Guatemala, Haiti, Honduras, Jamaica, Montserrat, Netherlands Antilles, Panama, St. Kitts-Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago.

Bilateral foreign assistance programs, international financial institutions, and selected private organizations provide important sources of financing for trade and investment in the Caribbean Basin. These sources are designed to supplement financing offered by the commercial banking system, which in many CBI countries is extremely limited.

This guide outlines over 75 specific financing mechanisms and institutions designed to support domestic and foreign investment and trade in Central America and the Caribbean. It provides businesspeople with access to the critical information on these financing sources, including basic background, eligibility requirements, application procedures, and key contacts.

SECTION I: BILATERAL FINANCING SOURCES

EXPORT-IMPORT BANK OF THE UNITED STATES

The Export-Import Bank of the United States (Eximbank) is the independent U.S. Government agency that facilitates the export financing of U.S. goods and services. Eximbank supports U.S. exports through export credit insurance (including a special Trade Credit Insurance Program for exports to Central America), working capital guarantees, and medium- to long-term loan programs.

Eximbank Insurance

Export credit insurance is offered through Eximbank's agent, the Foreign Credit Insurance Association (FCIA). A variety of FCIA policies cover political and commercial risks of nonpayment on short- and medium-term export receivables. Multi-buyer and Short-term Single Buyer Export Insurance Policies are issued directly to qualifying exporters. In addition, Bank Letter of Credit Insurance Policies are issued to approved commercial banks, and Financial Institution Buyer Credit Insurance Policies are issued to financial institutions.

To supplement Eximbank's regular short-term programs in Central America, the Trade Credit Insurance Program (TCIP) was authorized by Congress in 1985 to provide export credit insurance for U.S. exporters of nonmilitary goods and services to private sector importers in Central America. The TCIP, a guaranteed program of the U.S. Agency for International Development (USAID), was authorized for fiscal year 1989 to extend $200 million in insurance coverage for letters of credit opened by Central American banks and confirmed by U.S. banks. The insurance coverage is issued exclusively to U.S. banks designated by the central banks in participating Central American countries. These trade credit lines are available to private sector importers through designated commercial banks in Costa Rica, El Salvador, and Guatemala. USAID and Eximbank hope to reinstate the TCIP soon in Honduras. U.S. banks interested in accessing this trade credit facility should initially contact Eximbank and then the central bank of the respective Central American country.

Eximbank's Multi-buyer Policy offers short- to medium-term coverage for political and commercial risks. The degree of coverage and amount of deductible vary according to risk and coverage option. The Split Coverage Option provides 100 percent coverage against loss due to specified political events and 90 percent coverage against loss due to commercial events, with a deductible amount applying only to commercial risk losses. The Equalized Coverage Option insures against 95 percent of loss on short-term sales and 90 percent of loss on medium-term sales due to specified risks, either political or commercial, with a deductible applying to any type of loss. With either option, receivables from sovereign obligors are 100 percent insured without application of a deductible. Policies are written for one year, but these can be canceled by either party with a 30-day written notice. Premiums are based on the length of terms offered, debtor type, spread of country risk, transaction type, and previous export experience. A minimum annual premium of $500 is paid for each policy period.

The Short- and Medium-term Single Buyer Export Credit Insurance Policies enable exporters to cover single or multiple shipments to one buyer under a sales contract. Exporters may acquire either political or political and commercial comprehensive coverage, with 90 to 100 percent coverage, depending on the type of risk. The premium is paid on the total principal volume amount to be insured based on the type of risk.

Special lower minimum premiums (30 percent of the regular minimum premium) are available for new-to-export coverage for short-term exports of eligible firms. New-to-export exporters are those entities with average annual export credit sales not exceeding $750,000 for the preceding two fiscal years. Exporters remain eligible for this program unless shipments exceed $1 million within the maximum five years of new-to-export coverage.

Eligibility

Exports produced in and shipped from the United States with at least 50 percent U.S. content are eligible for Eximbank insurance. Certain defense products are excluded. Applicants for short-term single buyer coverage must have title to the product at the time it is shipped and be directly invoiced by the buyer. To qualify for medium-term policies, U.S. content of the product must be at least 80 percent.

Application

Application for Eximbank insurance is made directly through FCIA offices nationwide. Exporters requesting preliminary premium quotes for multi-buyer coverage options must submit the appropriate FCIA application form, which includes the following information: general and financial background on applicant; export sales history; type of buyer(s), export products, and financing terms; and type of insurance coverage requested. The premium rate quotation for single buyer coverage may be obtained by calling an office of FICA.

Eximbank Working Capital Guarantee

Eximbank's Working Capital Guarantee Program helps small and medium-sized companies to obtain commercial financing for export-related purposes, such as production, inventory purchases, and export marketing. Approved lenders may receive Eximbank authority to commit Eximbank's guarantee on short-term loans of up to $300,000 on a discretionary basis. Eximbank guarantees 90 percent of the principal and a limited amount of the interest on working capital loans extended by commercial lenders to eligible U.S. exporters. Eximbank requires the working capital loan to be secured with inventory of exportable goods, accounts receivable, or by other appropriate collateral. In addition, Eximbank offers coguarantees under the Small Business Administration (SBA) Export Revolving Line of Credit (ERLC) Program, thus increasing SBA's guarantee authority from $500,000 to $1 million for small businesses requiring working capital funds for export development.

Eligibility

The Working Capital Guarantee Program targets small- and medium-sized firms, minority businesses, and agricultural enterprises with export potential that require funds to produce or market goods for sale overseas. Nevertheless, any U.S. business with adequate export potential may apply for a Working Capital Guarantee if the lender certifies that the loan would not be made without Eximbank's guarantee. The exporter can use the financing secured under this program for the following purposes: to purchase finished products or materials; to purchase services and labor required to produce goods and services for current or future export sales; and to market products, participate in trade fairs, or conduct other promotional activities aimed at developing new overseas business. Loan proceeds cannot be used to purchase fixed assets.

Application

Applicants must submit Eximbank's Application for Working Capital Guarantee, a $100 processing fee, and the requested attachments that include: the borrower's history, ownership, and financial statements; credit references; a brief description of what the loan proceeds will be used for, including export destination; and a description of collateral. Upon approval of the application, Eximbank will issue a preliminary commitment letter to the applicant. The applicant, if an exporter, will have 180 days to find an acceptable lender. If the applicant is a lender, a request should be submitted to convert the preliminary commitment to a final commitment. Upon approval of the lender's application for a final commitment, Eximbank will execute the agreement and the transaction attachment. Eximbank's guarantee will be in force once the lender has complied with all Eximbank conditions. Eximbank charges the lender a facility fee of 0.5 percent on the loan amount plus a usage fee of 0.25 percent of the average outstanding balance for each calendar quarter.

Eximbank Loan/Loan Guarantee

Medium- and long-term export financing is available through Eximbank's intermediate loan, direct loan, and loan guarantee programs. Eximbank provides competitive, fixed interest rate loans for U.S. export sales facing foreign competition backed with subsidized official financing. Financing is also available to small businesses for loans of $2.5 million or less, regardless of foreign competition. During fiscal year 1988, Eximbank extended $12 million in loan guarantees for U.S. exports to the Caribbean Basin countries of Jamaica, Belize, El Salvador, and Honduras.

Intermediary loans fund responsible parties that extend loans to foreign buyers of U.S. capital and related services. Long-term loans to intermediaries (more than $10 million or over seven years' repayment) are offered at the lowest interest rate permitted under the arrangement of the Organization for Economic Cooperation Development (OECD). Medium-term intermediary loans (two to seven years) are structured as "standby" loan commitments in which intermediaries may borrow against the remaining undisbursed loan, with a prepayment fee. Intermediaries may charge fees to the foreign borrower. In addition, direct loans are available to foreign buyers of U.S. exports at the lowest interest rate permitted under the OECD arrangement.

Loan guarantees provide repayment protection for private sector loans to creditworthy buyers of U.S. goods and services exports. Eximbank will also guarantee payments on cross border or international leases. Bank-to-bank line-of-credit guarantees that cover multiple sales financed under a single line of credit provided by a U.S. or foreign bank are also available. Most guarantees provide comprehensive coverage of both political and commercial risk, but coverage limited to political risk is also available. While 100 percent of the principal amount of the financed portion is covered under loan guarantee, the exporter or guaranteed lender must provide Eximbank with a counter-guarantee of 2 percent of the commercial risk on all medium-term loans of $10 million or less. Guarantees are available alone or may be combined with an intermediary loan. These guarantees are available for fixed or floating rate export loans in dollars or convertible foreign currencies. Notes covered by Eximbank's guarantee may be freely transferred.

Eligibility

Eximbank will provide medium- to long-term finance or guarantee for up to 100 percent of the U.S. content of U.S. goods and services exported. The total amount financed or guaranteed must not exceed 85 percent of the total contract price of the item and the total U.S. content must not be less than 50 percent of the contract price. Exports supported by Eximbank's loans and guarantees must be shipped in vessels of U.S. registry, unless the foreign buyer obtains a waiver from the U.S. Maritime Administration.

Application

Any responsible party may apply for an Eximbank preliminary commitment. which outlines the amount, fees, and other terms and conditions of the financial assistance that Eximbank is prepared to authorize for a potential export. Preliminary commitments are usually valid for six months. A final commitment is a formal authorization of Eximbank support. It is not necessary to have a preliminary commitment before a final commitment can be authorized. Only the borrower may apply for a final commitment for a loan; the borrower or lender may apply for a final commitment for a guarantee. Applicant forms may be obtained by contacting Eximbank; when these are submitted, they must be accompanied by a one-time $100 processing fee. Eximbank charges nominal annual commitment fees on the undisbursed balance of loans and loan guarantees. In addition, Eximbank charges the exporter a front-end exposure fee based on the lending term and the classification of the borrower or guarantor and the borrower's country.

Contact

Export-Import Bank of the United States
811 Vermont Avenue, N.W.
Washington, D.C. 20571
Fax: (202) 566-7524
Telex: WUT 89461 [EXIMBANK WSH]
TRT 197681 [EXIM UT]

Export Finance (Loan and Loan Guarantee):
For Central America and Belize - Tel: (202) 566-8724
For the Dominican Republic - Tel: (202) 566-8931
For Haiti - Tel: (202) 566-8804
For Jamaica - Tel: (202) 566-8234
For Eastern Caribbean, Guyana, and Trinidad - Tel: (202) 566-8850

Insurance:
For Guyana - Tel: (202) 566-8960
For all other CBI - Tel: (202) 566-8960

Foreign Credit Insurance Association

Headquarters: 40 Rector Street, 11th Floor
New York, New York 10006
Tel: (212) 306-5000

Regional Marketing Offices:

20 North Clark Street, Suite 910
Chicago, Illinois 60602
Tel: (312) 641-1915

80 SW 8th St., Suite 1800
Miami, Florida 33130
Tel: (305) 372-8540

Texas Commerce Tower, Suite 2860
600 Travis
Houston, Texas 77002
Tel: (713) 227-0987

40 Rector St., Suite 1622
New York, New York 10006
Tel: (212) 227-7020

Wells Fargo Center, Suite 2580
333 South Grand Avenue
Los Angeles, California 90071
Tel: (213) 687-3890

INTERNAL REVENUE CODE SECTION 936 (Puerto Rico's Caribbean Basin Program)

Puerto Rico's Caribbean Basin Initiative (CBI) program was established to finance projects in eligible CBI countries by drawing on tax exempt profits of U.S. corporations on deposit in Puerto Rico-based financial institutions. Under Section 936 of the Internal Revenue Code, U.S. corporations operating in Puerto Rico are effectively exempt from U.S. income tax on their income derived from sources in Puerto Rico. Profits repatriated to the U.S. parent are subject to a Puerto Rican "toll gate tax" at a rate of 10 percent. A company can reduce this tax by investing in eligible activities under Section 2J of the Puerto Rico Industrial Incentive Act. An estimated $8-$10 billion in Section 936 funds are currently invested through Puerto Rican-based financial institutions.

The 1986 U.S. tax reform legislation amended the requirements of Section 936 to authorize loans of these funds to qualifying projects in any CBI beneficiary country that has entered into a Tax Information Exchange Agreement (TIEA) with the United States. To date, four projects have received Section 936 financing: an $8.7 million public housing project in Jamaica; a $2.1 million box container manufacturing plant in Dominica; a regional telecommunications cable system that includes a $17 million investment in Jamaica; and an airplane acquisition by Air Jamaica valued at $51.5 million. Additional projects have received the required Puerto Rico Economic Development Administration (FOMENTO) and the Commissioner of Financial Institution of Puerto Rico approval but have not yet secured financing.

A main attraction of Section 936 funds is that the interest rate offered is approximately 80 to 87 percent of LIBOR. Most private lending institutions seek projects eligible for 936 financing that require a minimum loan size of $1 million for a direct loan or a $5-$10 million loan for a bond issue. Most 936 loans are expected to be offered on a 5- to 10-year term.

Eligibility

Manufacturing, agricultural, tourism, and infrastructure projects in qualified CBI beneficiary countries are eligible for Section 936 financing. To qualify, a CBI beneficiary country must have signed a Tax Information Exchange Agreement (TIEA) with the U.S. Government. Qualifying countries currently include: Barbados, Dominica, Dominican Republic, Grenada, Jamaica, and Trinidad and Tobago. Investors from any country may apply for Section 936 financing as long as the project is located in a qualified CBI country.

Specific projects must be approved by the Commissioner of Financial Institutions of Puerto Rico and conform to U.S. Treasury regulations to qualify for Section 936 financing. In addition, FOMENTO must determine that projects have a neutral or positive impact on the economy of Puerto Rico and a positive impact on the host CBI beneficiary country.

U.S. Treasury Department regulations dictate that the loan be made for investment in active business assets or a development project in a qualified Caribbean Basin country. Business assets are defined as acquisition, construction, rehabilitation, improvement, upgrading or expansion of all but the acquisition of real property; new tangible personal property (raw materials, furniture, machinery or equipment) or used tangible personal property that has not been in the country for the last five years; rights to intangible property (i.e., patent or franchise), other than U.S. rights; mineral exploration and development expenditures; or other assets subject to U.S. Treasury Department discretion. Development projects are those that support economic development and satisfy public use in the eligible Caribbean Basin country (i.e., transportation, communications, training, industrial parks, convention facilities, and utilities).

Section 936 funds held by commercial financial institutions may support either complementary or stand alone projects. Commercial banks and investment banks usually require a credit enhancement or loan guarantee (i.e., commercial letter of credit, international insurance company or corporate guarantee, multilateral organization, or non-host country foreign government organization guarantee). Section 936 funds loaned by the Government Development Bank of Puerto Rico are limited to complementary plants, but may be offered at more attractive terms and without the tight credit backing required by private lenders.

Application

Applications for endorsement of a CBI project must be submitted in writing to the Caribbean Development Program of FOMENTO. The application must include the following information: the project description; the location; a projection of employment creation in the CBI country and effect on Puerto Rico; goods or services to be produced by projects and market destinations; a project cost estimate; a description of infrastructure required; and information on ownership and management participation.

FOMENTO will notify the applicant in writing regarding project qualification for financing.

While FOMENTO and the Puerto Rico Commissioner of Financial Institutions approve of the request, the investor or a designated agent should approach eligible financial institutions for Section 936 financing. Puerto Rico-based institutions holding Section 936 funds include commercial banks, investment banking firms, the Government Development Bank of Puerto Rico, and Puerto Rican Economic Development Bank.

Contact

Caribbean Development Program
Economic Development Administration
(FOMENTO)
G.P.O. Box 2350
San Juan, Puerto Rico 00936
Tel: (809) 766-0629
Fax: (809) 754-9645
Telex: 3252678 PREFOM PT

U.S. Department of Treasury
Internal Revenue Service
Office of Associate Chief Counsel (International)
1111 Constitution Avenue, N.W.
Washington, D.C. 20224
Tel: (202) 377-9493

OVERSEAS PRIVATE INVESTMENT CORPORATION

The Overseas Private Investment Corporation (OPIC) is a self-sustaining U.S. Government agency whose purpose is to promote economic growth in developing countries by encouraging private U.S. investment in those nations. OPIC assists U.S. investors in this effort through two main programs: political risk insurance and investment financing through direct loans and loan guarantees. To supplement these financing methods, OPIC has established an Equity Investment Program that will enable it to make equity investment on commercial terms for projects in selected countries, including all CBI beneficiary countries. OPIC programs are operable in all CBI beneficiary countries for financing and most political risk insurance coverage.

In addition, OPIC provides U.S. investors with a number of services, including the Investment Missions Program that organizes missions to developing countries for prospective U.S. investors interested in joint venture opportunities and the Pre-Investment Services Program, made up of an Opportunity Bank that matches the interests of U.S. companies with specific overseas opportunities, and an Investor Information Service that provides country-specific information kits for a nominal fee.

During fiscal year 1988, OPIC provided $16 million in political risk insurance for 19 projects in CBI countries. In addition, $14.5 million in OPIC financing supported four Caribbean Basin-based projects in the tourism and telecommunications sectors.

Political Risk Insurance

OPIC insurance covers investments in the form of equity, debt (personal, bank, or corporate), loan guarantees, technical assistance, leases, and other forms of investment. OPIC insurance is available to cover inconvertibility (of the local currency), expropriation, and political violence (war, revolution, insurrection, civil strife, sabotage, and terrorism). Base premium rates vary according to project type: for manufacturing and services projects base premium rates are 0.3 percent for inconvertibility, 0.6 percent for expropriation, 0.6 percent for political violence assets coverage, and 0.45 percent for business income coverage. These rates may be adjusted up or down by as much as one third, depending on the risk profile of the specific project. OPIC will cover a maximum of 90 percent of a proposed investment for 20 years; coverage of 12 years is available for mining, oil, and gas projects with an option to extend to 20 years with OPIC's approval. A special type of political risk insurance is also available to U.S. contractors and exporters who are bidding or signing contracts to provide goods and services to foreign buyers. Contractors may insure against contractual disputes with the buyer and wrongful calling of guarantees posted in favor of the buyer as bid, advance payment, performance, or other guarantees.

Eligibility

Eligible investors pursuing new investment in developing countries that have signed bilateral agreements with the U.S. Government (now over 100 countries) may qualify for OPIC insurance. While OPIC programs operate in all CBI beneficiary countries, investors should consult with OPIC regarding the current status of each coverage in a specific country. OPIC defines an eligible investor as a U.S. citizen, a U.S. corporation that is majority owned by U.S. citizens, or a foreign business that is at least 95 percent owned by investors eligible under one of the above categories. In addition to new investment, investment may also be eligible for insurance if it is used for the expansion or modernization of an existing project. To qualify for OPIC insurance, a project must be consistent with the developmental goals of the host country and not adversely affect U.S. employment or balance of payments. While joint venture investment are eligible for OPIC insurance, only the portion of the joint venture held by an eligible investor qualifies for coverage.

Application

To apply for OPIC insurance, the eligible investor must obtain an OPIC registration letter before the investment has been made or irrevocably committed. A registration letter is requested through submission of OPIC Form 50, entitled "Request for Registration for Political Risk Investment Insurance." This brief form requires basic information on the eligibility of the investor, the project, the host country, the investment, and the type of coverage desired. The Registration Letter, valid for one year and renewable thereafter, is not binding on either the investor or OPIC. Once a project has been registered, formal OPIC application forms will be mailed to the investor. These should be filed as soon as the final form of investment is reasonably clear. All projects must receive foreign government approval (FGA) prior to the issuance of OPIC insurance. OPIC will provide the investor with guidelines for securing the FGA.

Finance

OPIC implements its financing program through direct loans and loan guarantees that provide medium- to long-term funding to ventures involving significant equity and management participation by U.S. businesses. In addition, OPIC's new Equity Investment Program is designed to support projects in the Caribbean Basin and Sub-Saharan Africa through equity participation.

OPIC participation is limited to 50 percent of the total cost of a new venture, with up to 75 percent participation possible in the case of expansion of a successful existing business.

Direct loans from OPIC are available only for financing projects sponsored by or significantly involving U.S. small businesses or cooperatives. These loans range from $500,000 to $6 million. Interest rates on OPIC loans are determined by OPIC's assessment of the financial and political risks involved, as well as the long-term capital market rate. These fixed or floating loans are generally offered at rates comparable to those of other U.S. Government-guaranteed issues of similar maturity.

Loan guarantees range from $1 million to $25 million, but can reach up to $50 million. OPIC analyzes the political and credit risks of a project in the same manner as for direct loans. Interest rates on guaranteed loans, whether fixed or floating, are comparable to those of other U.S. Government-guaranteed issues of similar maturity and are subject to OPIC approval. OPIC charges the borrower a guarantee fee that averages 2 percent per annum on the outstanding principal amount, depending upon commercial and political risk assessment.

Under the new Equity Investment Program, OPIC equity investment in a project will generally range from $250,000 to $2 million. If OPIC provides debt financing to the project, its total combined commitment cannot exceed 75 percent of the total project cost. Investments may be made through the acquisition of capital stock or other equity instruments. In selecting projects for this equity program, OPIC will give preference to projects involving U.S. small businesses and cooperatives, as it does in the direct loan program. OPIC does not seek to acquire a majority stake in any company, to participate in its day-to-day management, or to remain an investor beyond the first few years of operation.

Eligibility

Commercially and financially sound projects in eligible developing countries may qualify for OPIC financing. OPIC supports the following enterprises: manufacturing, agricultural production, fishing, forestry, mining, energy development, and certain service industries. Some high capital-intensive investments, such as tourist facilities, are also financed. Wholly owned U.S. investments as well as joint ventures between local citizens and U.S. investors are eligible. U.S. investor equity of at least 25 percent is generally required and at least 51 percent of the voting shares should be privately held.

To qualify for OPIC financing, projects must not have a significant adverse impact on the U.S. economy or U.S. employment situation. Moreover, projects must be consistent with the developmental goals of the host country. Projects must exhibit a solid financial structure. Generally, a ratio of 60 percent debt to 40 percent equity is acceptable. The proceeds of OPIC financing may be spent for capital goods and services exclusively from the United States, the host country, or in other less developed countries, unless the required goods and services are unavailable in these locations.

Application

Project sponsors interested in OPIC financing should provide OPIC with a business plan for the proposed project, including the following: a general project description; general background on the project sponsors and audited financial statements of the sponsors; sourcing and marketing plans; a summary of project costs and capital good/service procurement sources; proposed financing plan, including anticipated OPIC participation and financial projections; and a brief statement of the economic and social development contribution potential of the project. Following OPIC's preliminary review and approval, the sponsors will be asked to provide certain specific economic, financial, and technical information as a formal application for financing. OPIC review and decisions on a financing proposal may take from one to six months, depending on the thoroughness of the applicant's information. Host foreign government approval is required prior to final OPIC commitment on direct loans or loan guarantees.

Contact

Overseas Private Investment Corporation
1615 M Street, N.W.
Washington, D.C. 20527
Tel: (202) 457-7200
Telex: 4938210 OPIC UI
Fax: (202) 331-4234

OPIC Insurance:
Costa Rica, El Salvador, Belize
Tel: (202) 457-7054
Guatemala, Honduras, Guyana
Tel: (202) 457-7050
Caribbean
Tel: (202) 457-7071

OPIC Financing:
Central America Tel: (202) 457-7116
Caribbean Tel: (202) 457-7199

OPIC Investment Mission Program:
Tel: (202) 457-7113

OPIC Pre-Investment Services
(Opportunity Bank and Investor Information):
Tel: (202) 457-7128

U.S. TRADE AND DEVELOPMENT PROGRAM

The U.S. Trade and Development Program (TDP) primarily finances feasibility studies to support U.S. firms competing for public sector projects in developing countries that are potential export markets for U.S. goods and services. Definitional studies designed to assess the potential of a proposed project may also receive financing. In addition, TDP finances feasibility studies on a cost-sharing, reimbursable grant basis to assist eligible U.S. investors in developing private projects.

TDP activities in the Caribbean Basin include financing for definitional studies in the following projects: agricultural irrigation in the Dominican Republic; a coffee pulp plant in El Salvador; a pulp and paper mill and a telephone system in Trinidad and Tobago; and a Caribbean Basin-wide renewable energy project. In addition, TDP has recently financed feasibility studies for a hotel in Grenada and a hydroelectric project in Honduras.

Eligibility

Projects in all CBI beneficiary countries may qualify for TDP support, if the following key criteria are met: the project must support a high development priority of the host country government; it must be likely that implementation of the project would result in substantial procurement of U.S. goods and services; the availability of funding for project implementation must be demonstrated; and it must be clear that TDP support would assist in securing U.S. export markets.

Application

Requests for TDP financing should be made to either the U.S. Commercial Officer in the respective CBI country or directly to the TDP representative in Washington, D.C.

Contact

In Washington, D.C.:
Director, Latin America
U.S. Trade and Development Program
U.S. Department of State
Washington, D.C. 20523
Tel: (703) 875-4357

In Caribbean Basin:
Commercial Counselor
U.S. Embassy in the
specific CBI country

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY (Industrial Cooperation Program)

The Industrial Cooperation (INC) Program of Canada's International Development Agency (CIDA) supports Canadian private sector initiatives aimed at establishing joint ventures or other business arrangements in order to transfer technology to developing countries. Funding is available to Canadian firms for pre-investment travel and studies and certain start-up costs associated with long-term business arrangements in developing countries. Since its establishment in 1978, the INC program has disbursed $38.5 million to support more than 1,650 Canadian firms in business ventures in some 95 developing countries.

A number of specific facilities are offered on a grant basis within the INC Program. Starter and Viability Studies provide pre-investment grants, of up to $15,000 and $100,000 respectively, for travel required to establish business contacts and conclude joint venture negotiations. A Technology Transfer Facility is available to assist Canadian firms through travel-related costs of up to $250,000 to adapt and demonstrate their technology in a specific developing country in support of a joint venture arrangement. Finally, the Project Support Facility provides financial support of up to $250,000 to offset certain costs associated with the start-up phase of a long-term business collaboration in a developing country, such as personal costs, living expenses, and travel.

Eligibility

INC Program assistance is available to Canadian companies to support investment proposals that clearly demonstrate mutual social, economic, and industrial benefits to the host country and to Canada. All CBI beneficiaries excluding Aruba and the Netherlands Antilles are eligible host countries under the INC Program. INC will not cover any costs that are covered by financial assistance from any other source.

Application

Canadian firms identifying opportunities consistent with the goals of the INC Program should contact the program manager responsible for the specific country of interest in order to discuss the eligibility of the proposal for INC Program financing. Applications for the various categories of INC Program support require background on the requesting firm's management, finances, and related experience, as well as a description of the proposal. Proposals are judged against the following criteria: anticipated benefit to the developing country; potential for success; applicant's resources and capacity to implement the proposed project; the level of risk to be shared by the Canadian firm; and the assistance to be provided.

Contact

Canadian International Development Agency
Industrial Cooperation Program
Industrial Cooperation Division
200 Promenade du Portage
Hull, Quebec
KIA OG4
Tel: (819) 997-7901
Telex: 053-4140

COMMONWEALTH DEVELOPMENT CORPORATION

The Commonwealth Development Corporation (CDC) is a wholly owned British Government corporation that provides medium- and long-term loan and equity financing for development-related private and public sector projects in selected countries. CDC capital, currently $1 billion (pounds sterling (L) 644 million) is based on concessional borrowings from the British Government and CDC retained surpluses. Since 1984, CDC has committed $121 million (L78.1 million) in loan financing for 20 projects in the Caribbean Basin, concentrated in utilities (53 percent), agriculture/agribusiness (29 percent), housing (9 percent), finance/development banks (6 percent), tourism (2 percent), and manufacturing (1 percent). In addition, CDC has invested $4.5 million (L2.8 million) of equity into six projects, concentrated in development finance (39 percent) and manufacturing/agriculture (61 percent).

CDC provides funds as medium- to long-term loans, equity, or loans with equity features. The minimum loan size for private sector projects is $400,000 (L250,000). Although CDC does not have a maximum for project investment, its largest investment to date is for $41.6 million (L26 million). For private sector projects, CDC expects project sponsors to provide at least 40 percent of the capital for a new project. CDC would not normally consider financing more than 50 percent of the total project cost, except where the project is a CDC-managed subsidiary. Loan terms range from 8 to 25 years, including a two- to five-year grace period. Loans are generally extended in pounds sterling, but may also be in U.S. dollars. The borrower assumes 100 percent of the foreign exchange risk.

CDC equity participation normally ranges between 10 and 25 percent, except when holding a managing position. CDC is willing to take a majority equity holding position if it is appointed as project manager. Once a project has been successfully established, CDC is prepared to dispose of its equity in whole or in part on a willing seller, willing buyer basis. In addition, CDC generally makes loans to projects in which it has an equity stake.

Eligibility

The CDC is active in the following CBI countries: Antigua, Barbados, Belize, British Virgin Islands, Costa Rica, Dominica, Grenada, Guyana, Honduras, Jamaica, St. ucia, St. Vincent and the Grenadines, and Trinidad and Tobago. In addition, St. Kitts-Nevis, and Montserrat are eligible for CDC financing. CDC financing is available for projects in the following sectors: agriculture, including livestock, horticulture, and aquaculture; forestry; fishing; mineral extraction; industry; public utilities; transport; telecommunications; low-cost housing; hotels; construction and civil engineering; financial management and consultancy services; and leasing of assets. Although no borrower nationality restrictions exist, CDC generally prefers sponsors who are either British or resident in or nationals of the country where the investment is to be made.

Application

Project sponsors should present detailed feasibility studies to the appropriate CDC representative office. CDC will conduct a preliminary assessment and, if viable, will prepare an appraisal report on the project. The CDC project assessment and required approvals require approximately six to nine months. For loans, the borrower is charged a commitment fee on the undrawn balance and a front-end fee of 1.25 percent.

Contact

For Belize, Costa Rica, and Honduras:
CDC Representative for Latin America
Apartado 721-1000
San Jose, Costa Rica
Tel: (506) 22-09-69
Telex: 721 VELOPL
Fax: (506) 22-08-90

For Jamaica, and British Virgin Islands:
CDC Representative for West Caribbean
P.O. Box 23
Kingston, Jamaica
Tel: (809) 926-1164
Telex: Jamaica 2154
Fax: (809) 926-1166

For Antigua, Barbados, Dominica, Grenada, Guyana, St. Kitts-Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago:
CDC Representative for East Caribbean
P.O. Box 619
Castries, St. Lucia, West Indies
Tel: St. Lucia 28411/ 28422
Telex: St. Lucia 6222
Fax: St. Lucia 20064

Headquarters:
Commonwealth Development Corporation
One Bessborough Gardens
London, England SW1V 2JQ
Tel: (441) 828-4488
Telex: (51) 21431 VELOP G
Fax: (441) 828-6505

EUROPEAN INVESTMENT BANK

The European Investment Bank (EIB) provides long-term financing in the form of loans, and risk capital (equity and quasi-capital) for productive capital projects in the African, Caribbean, and Pacific (ACP) signatory countries of the Lome Convention and in the Overseas European Territories (OCTs). EIB is owned by the European Community member states that subscribe to the bank's 28.8 billion European Currency Unit (ECU) capital (as of January 1986). EIB operates on a nonprofit basis, and its funds required for financing lending operations are mainly borrowed on the international market. Since 1984, EIB financing for projects in the Caribbean Basin has reached $175 million concentrated in development banks (37 percent), energy (32 percent), infrastructure (28 percent), mining (2 percent), and feasibility studies (1 percent).

Direct loans, from capital market funds, are available from a minimum size of $500,000 up to a maximum size of $30 million. Interest rates are determined by market conditions and the loan term. The term depends upon the nature of the project: the term for industrial projects is generally between 10 and 12 years, and for infrastructure projects may be for up to 15 or 20 years. EIB financing may cover up to 50 percent of a project's total fixed asset cost. A guarantee from the host country or territory is generally required, although other first-class guarantees may be considered. EIB loans are denominated in ECUs and may be disbursed in a variety of currencies. Loan repayments are made in the same currency as those originally disbursed. Interest rates, which are subsidized from the European Development Fund, range between 5 and 8 percent. (Note: Under the forthcoming Lome IV Convention, these rates have been fixed at 3 to 6 percent.

Risk capital financing can be used for direct capital investment needs, feasibility studies, equity participation, and conditional or subordinated (quasi-capital) loans. This financing is provided from member states' budgets, not borrowed funds; therefore, it can be offered at more flexible terms and conditions. EIB may accept minority equity participation in the name and for the account of the European Community, in conjunction with a loan or with quasi-capital financing. Quasi-capital financing is available either in the form of subordinated loans, with interest payable only after other bank debts are settled, or conditional loans, with repayment dependent on the achievement of certain financial or technical targets. Concessionary terms and conditions are offered with quasi-capital financing. In general, financing is available for a 25-year term with interest rates ranging from 5 to 8 percent and on conditional loans ranging from 2 to 5 percent. (Note: Under the forthcoming Lome IV Convention, these rates have been fixed at 1 to 3 percent.) Risk capital financing may cover more than 50 percent of project costs and may reach 100 percent in the case of feasibility study financing.

In addition, EIB offers global loans (credit lines) to intermediary financial institutions in ACP countries for financing small and medium-sized enterprises. Drawings on credit lines through this mechanism range from $30,000 to $3 million per project, depending on the global loan concerned. A number of local Caribbean financial institutions offer EIB lines of credit.

Eligibility

Industrial, agro-industrial, tourism, energy, mining, and revenue-generating infrastructure projects in qualifying countries and territories are eligible for EIB financing. Qualifying countries and territories include both ACP states (including the CBI beneficiaries of Antigua and Barbuda, Bahamas, Barbados, Belize, Dominica, Grenada, Guyana, Jamaica, St. Lucia, St. Vincent and the Grenadines, St. Kitts-Nevis, and Trinidad and Tobago) as well as the OCT states under a separate European Council Decision (including the CBI beneficiaries of Aruba, Netherlands Antilles, British Virgin Islands, and Montserrat). Private, public, or semipublic enterprises may receive EIB financing. Neither the status nor nationality of the borrower has any bearing on financing availability or terms offered. Risk capital financing can be used for direct capital investment needs, feasibility studies, and start-up or rehabilitation costs.

Application

Project sponsors should contact EIB at an early state of project development. This enables EIB to determine the potential eligibility of the package and provide support for a feasibility study, if necessary. Complete project documentation must be prepared, either with or without EIB assistance. This must include: general and legal project and sponsor information; technical data (including environmental impact, cost projections, and operation plans); data on the production costs and marketing projections; assessment of the project's impact on employment generation and balance of payments; and a complete financial analysis (operating costs, working capital requirements, financing plan, and security offered). In addition, at a fairly early stage, the formal approval of the host country government must be obtained.

Contact

European Investment Bank
100 Boulevard Konrad Adenauer
Luxembourg L-2950
Tel: 352 43791
Fax: 352 43 7704

GERMAN FINANCE COMPANY FOR INVESTMENTS IN DEVELOPING COUNTRIES

The German Finance Company for Investments in Developing Countries (DEG) provides long-term financing in the form of loans, equity, and guarantees for private sector projects in developing countries. The DEG capital base of $540 million (1 billion German Marks) is predominately made up of equity funds. DEG, established in 1962, is a wholly owned company of the Federal Republic of Germany. DEG financing has supported 12 projects in CBI beneficiary countries concentrated in the manufacturing, agricultural, tourism, and financing (development bank) sectors. DEG commitment in these projects includes $1.7 million in loans and $2.9 million in equity investment.

Most DEG financial support aims at joint venture arrangements in developing countries. No formal limit exists on the loan size available from DEG. Loans are usually denominated in German Marks. Fixed or variable interest rates are offered at a level related to the German capital market. Terms are settled between 8 and 12 years, with up to a four-year grace period. DEG contribution (equity and loan financing) to a single project may not exceed 50 percent of the total project cost. In the case of an equity investment, DEG limits its participation to a minority partner.

Eligibility

Private projects in the following sectors are eligible for DEG financing: mining, agriculture, agro-industry, manufacturing, tourism, development bank, capital market activities, and productive services. Eligible projects in all developing countries qualify for DEG financing. This excludes territories, thus the CBI beneficiaries of the British Virgin Islands, Montserrat, and the Netherlands Antilles. Borrowers must be companies in developing countries. Usually, DEG requires the equity involvement of a German or a European Community partner in the developing country. Exceptions can be made in cases of local development banks and other projects with a high impact on development in which DEG is especially interested.

Application

Requests for financing, including a basic project proposal, should be presented to the Latin America Department of DEG. There is no standard DEG application form.

Contact

German Finance Company for Investments in Development Countries
Latin America Department
Belvederestrasse 40
P.O. Box 45 03 40
D5000 Cologne 41
Federal Republic of Germany
Tel: (02 21) 49 86-1
Telex: 8 881 949
Fax: (02 21) 49 86-290

INDUSTRIALIZATION FUND FOR DEVELOPING COUNTRIES

The Industrialization Fund for Developing Countries (IFU), a Government of Denmark program established in 1971, provides loans, guarantees, and equity for joint venture projects in independent developing countries. In addition, IFU may finance feasibility studies and technology transfer activities as well as offer training grants. The IFU's total equity capital is valued at $154 million -- Danish Kroner (DKKm) 1.1 billion. IFU involvement in the Caribbean Basin to date includes $700,000 (DKKm 5 million) in equity and $1.7 million (DKKm 12 million) in loans to two agricultural ventures (Guyana and the Dominican Republic) and one tourism (Jamaica) project.

IFU's financial involvement in a joint venture is limited to 25 percent of the total investment. IFU usually provides equity and a loan or provides a guarantee for an eligible joint venture. However, an independent loan or a guarantee may also be available. Equity participation is generally limited to 30 percent for a 8- to 10-year period. The maximum loan size depends on IFU equity involvement in the project and cannot exceed 25 percent of the total investment. Loans are available on a 8- to 10-year term, including up to a four-year grace period, with an interest rate equal to the official Danish discount rate plus 1 to 3 percent, depending on a country risk evaluation. Loans are denominated and repayable in Danish currency. Guarantees for loans from other sources are also available from IFU at a 1.50 percent per annum commission.

IFU feasibility study loans are available for a two -year term with an interest rate of 9 percent. The loan size is determined by the specific project. In special cases, IFU may also financially support the transfer of Danish technology and commercial managerial know-how to the developing country independent of an investment. In addition, IFU may grant financial aid for training to support projects already receiving IFU financing.

Eligibility

IFU financing is limited to joint venture projects with Danish company participation in eligible developing countries. Significant local equity participation is expected in the joint venture. Projects consistent with the development plans of an independent developing country may be eligible for IFU financing. IFU's per capita income and independent nation requirements eliminate the following CBI beneficiaries from eligibility: the British Virgin Islands, Montserrat, and the Netherlands Antilles.

Application

Requests for IFU financing should be directed to the main IFU office in Copenhagen. The following information should be included in the joint venture proposal: background on the project promoter and potential local partners, and the complete project proposal (description, capital structure, marketing plans, and role in local development plans).

Contact

Industrialization Fund for Developing Countries
Latin America Operations
Bremerholm 4
P.O. Box 2155
DK-1069
Copenhagen, Denmark
Tel: 45-33-14 25 75
Telex: 15493 IFU DK
Fax: 45-33-32 25 24

NETHERLANDS DEVELOPMENT FINANCE COMPANY

The Netherlands Development Finance Company (FMO) provides equity and feasibility study financing, as well as technical assistance, for projects in developing countries.
Established in 1970, FMO is jointly owned by the Government of the Netherlands and Dutch private business and industry. FMO funds for investment are borrowed on the Dutch capital market. The FMO project portfolio for the

Caribbean Basin includes 12 projects receiving $1.4 million -- Dutch Guilder (f) 3 million -- in equity and $16 million (f34 million) in loans. These projects are concentrated in the agricultural and agro-industrial, financing (development banks), and manufacturing sectors.

FMO total financial interest in a single project ranges between 10 and 50 percent of total project costs, not to fall below $480,000 (fl million) or exceed $9.6 million (f20 million). Loans are available for a 5- to 15-year term, with an appropriate grace period. A fixed interest rate is offered at the rate for private state-guaranteed loans on the Dutch capital market plus a surcharge. Loans are denominated in Dutch guilders. Equity shares are paid in local currency.

Eligibility

Projects in the industrial, agricultural, and financial sectors are eligible for FMO financing. Enterprises in other sectors may be considered, but are given a lower-priority. Dutch participation in a project is not required.

Application

Project sponsors interested in FMO financing should request a formal application from FMO headquarters. Once the written application and supporting questionnaire are completed and submitted, FMO will determine whether or not to accept the project for investigation. If accepted for investigation, FMO will thoroughly analyze the project, visit the project site, and consult with project sponsors and relevant authorities. If a project is approved, the financing agreement will be sent to the applicant. Once the agreement has been signed and all conditions fulfilled, payment of the share participation or loan disbursement will take place.

Contact

Netherlands Development Finance Company
62 Bezuidenhoutseweg
P.O. Box 93060
2509 AB The Hague
Netherlands
Tel: [31](70) 419641
Telex: 33042
Fax: [31](70) 471733

OVERSEAS ECONOMIC COOPERATION FUND

The Government of Japan's Overseas Economic Cooperation Fund (OECF) provides loans and equity investment, as well as feasibility study financing to Japanese firms engaged in development projects overseas. Although direct financing of local companies in developing countries is not prohibited, in practice, all financing has been to Japanese firms involved in joint ventures in developing countries. Direct financing to the private sector constitutes a minor part of total OECF operations.

OECF's principal sources of funding include an annual appropriation from the Japanese Government and government guaranteed bond issues. Since OECF was established in 1961, loans and equity investment in corporations investing in developing countries through March 1989 totaled 725 and were valued at $2.9 billion (yen (Y)423 billion). Fifteen loans valued at $6.4 million (Y934 million) have been extended for projects in the Caribbean Basin, including mining projects and feasibility studies. Duing 1988, OECF made nine commitments (including three equity investments) worldwide totaling $58.5 million (Y8.6 billion); however, none of this financing was for projects in the Caribbean Basin.

OECF loans to private sector firms carried an average interest rate of 4.1 percent in 1988 and are available for up to 20 years with a maximum grace period of five years, depending on the specific project. Although there are no specific regulations on the loan size available, most loans range from $50,000 to $1 million. OECF may finance up to 70 percent of the Japanese firm's portion in an eligible investment. All loans are disbursed in yen and the borrower assumes all foreign exchange risk.

Equity participation by OECF is limited to 50 percent of the Japanese investment company's holding in an eligible investment. OECF must be involved in the management of a project in which it holds equity. Feasibility studies may also be financed by OECF for up to 70 percent of the total cost.

Eligibility

OECF financing targets development projects that may generally discourage private sector participation. This includes projects in agriculture (excluding agribusiness), livestock, forestry (mainly reforestation), aquaculture, and mining (exploration only). No sectoral restrictions are imposed on OECF financing for experimental project implementation (i.e., pilot projects and preparatory surveys).

Although direct financing of local corporations in developing countries is not prohibited by OECF regulations, in practice, all OECF direct financing to the private sector has been to Japanese firms involved in joint ventures in developing countries. A Japanese company is defined as a firm with majority Japanese ownership and Japanese management.

Application

Requests for OECF financing may be forwarded directly to any OECF office in the world. A formal application must be submitted that includes a feasibility study, project implementation plans, adequate guarantees, and other relevant documentation. Project appraisals are conducted by OECF headquarters in Tokyo. Depending on the nature of the project, complete assessment and determination on a request for financing requires up to two months.

Contact

In Tokyo:

Takebashi Godo Building, 4-1
Otemachi 1-chome, Chiyoda-ku
Tokyo 100, Japan
Tel: [81](3) 215-1311
Telex: J28790
Fax: [81](3) 215-2896, 215-2897

In Washington:

2100 Pennsylvania Ave., N.W.
Suite 535
Washington, D.C. 20037
Tel: (202) 463-7492
Fax: (202) 463-7496

SECTION II: INTERNATIONAL AND REGIONAL FINANCING SOURCES

CARIBBEAN DEVELOPMENT BANK

The Caribbean Development Bank (CDB), an associate institution of the Caribbean Common Market (CARICOM), provides long-term financing for productive projects in CARICOM member countries and U.K. dependent territories in the Caribbean. In addition, prefeasibility and feasibility study financing are available. CDB directs approximately one-third of its lending to private sector projects; the remaining CDB portfolio finances government projects, mainly infrastructure. The CDB capital resources available for lending to the private sector are currently $194 million. Since the 1970 establishment of CDB through 1988, $273 million in loans have been extended to private sector borrowers for projects concentrating in the manufacturing, agricultural, forestry, fishing, tourism, and mining sectors. During 1988 alone, a $2.4 million tourism project was financed by CDB as were $14 million in lines of credit to national development banks for on-lending to small and medium-sized private sector projects.

CDB may provide loans ranging from $200,000 up to two-thirds of the total project cost. Loans are available for a 10- to 15-year term, excluding up to a five-year grace period. Interest rates, currently 9.3 percent, are reviewed annually to reflect the international market. Loans may be denominated in a variety of currencies, and all loans must be repaid in the currency borrowed. The borrower assumes all currency risk.

Although CDB has the capacity to issue loan guarantees, issuing these would tie up callable capital; therefore, direct lending is preferred. Feasibility study financing may be offered, depending upon funding availability, and may be offered on a loan or contingent loan basis at an interest rate of 5 percent per annum.

Eligibility

New or expansion projects in productive enterprises, including agriculture, livestock, fishery, forestry, marketing, manufacturing, mining, tourism, and related services, are eligible for CDB financing. Retail or wholesale trade, office construction, and condominium-type projects are ineligible. Projects in CARICOM countries and U.K. dependencies may receive CDB financing. These include the following CBI beneficiary countries: Antigua and Barbuda, Bahamas, Barbados, Belize, British Virgin Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, and Trinidad and Tobago. CDB limits its exposure in any specific eligible country or territory.

CDB gives priority to borrowers that are Commonwealth Caribbean (CARICOM) member country nationals and companies controlled by such nationals. Loans may be extended to non-nationals under the following circumstances: for projects oriented toward extra-regional export markets that are not merely branch plants of foreign enterprises; for projects that use a substantial amount of local raw materials, or include extensive transfer of technology and skills; and for companies where equity share is held by or offered to nationals, with CDB acceptance of the firm's plan for localizing majority ownership and control within a certain time period.

Application

Prospective borrowers should forward a letter with a basic project proposal to CDB. A formal loan application should then be submitted. This requires the following background: business history (including financial reports), project description, feasibility study, sales and cash flow projections, management plans, market surveys, cost estimates, expected profit, details of the CDB loan request, additional financing plans, and any other relevant information. If deemed viable, CDB will assign a project team to conduct a thorough analysis of the project proposal. All projects must be approved by the CDB Board of Directors. CBD cannot finance a project if the host country government indicates an objection to it. A front-end fee of 1 percent of the loan amount will be collected as will commitment charges of 1 percent per annum on the amount undisbursed, commencing 60 days from the date of the loan agreement.

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Contact

Vice President, Corporate Services and Bank Secretary
Caribbean Development Bank
P.O. Box 408, Wildey
St. Michael, Barbados
Tel: (809) 426- 1152
Fax: (809) 426-7269

CARIBBEAN PROJECT DEVELOPMENT FACILITY

The Caribbean Project Development Facility (CPDF) assists entrepreneurs to develop, evaluate, and raise finance for productive projects in the Caribbean and Central America. While the CPDF does not provide project lending, it has supported entrepreneurs in establishing 49 Caribbean-based projects valued at $110 million since its establishment in 1981. The CPDF's July 1989 expansion to Central America extended CPDF operations to all CBI beneficiary countries. Projects supported by CPDF have concentrated in the agribusiness, tourism, and manufacturing sectors. However, most productive business proposals deemed technically and economically solid are eligible for CPDF assistance. The CPDF operates under the auspices of the United Nations Development Program (UNDP) and is supported by the World Bank's International Finance Corporation (IFC) and the U.S. Agency for International Development (USAID), among others.

CPDF may provide a variety of services for sponsors of eligible project proposals -- including project consultation, identification of technical and marketing partners, information on the local investment condition, project feasibility appraisal, and identification of potential financing sources. CPDF also assists the project sponsor in negotiating with lending institutions. The average size of projects receiving CPDF services is $500,000 to $10 million. The lending term for financing solicited by CPDF averages 10 years with rates dependent on the currency and specific project. CPDF charges its clients a success fee of 2.5 percent on the amount of finance it raises for a project. A deposit is required up front as an indication of the sponsor's commitment to the project. This deposit is refundable if CPDF is unable to raise the financing sought. CPDF and the sponsor agree in advance on the payment arrangement for certain other expenses (i.e., external consultant costs or legal advice).

Eligibility

New or expansion projects, excluding those that are essentially trading operations or real estate developments, are eligible for CPDF consideration, regardless of sponsor nationality. Eligible projects in all CBI beneficiary countries may qualify for CPDF support.

Application

Project sponsors seeking CPDF support should provide the CPDF office in Washington, D.C. or Bridgetown, Barbados with as much of the following information as possible: a brief project description; background and plans for sponsorship, management, and technical assistance; proposed marketing and sales plans; a description of production process, infrastructure requirements, and sources of raw material/equipment; and investment requirements (cost estimates and project timetable) and a project financing proposal (amount and type of financing sought and expected revenue). Once a project is accepted, CPDF attempts to structure the project and obtain suitable finance within the framework sought by the project sponsor whenever feasible.

Contacts

Manager
Caribbean Project Development Facility
World Bank/International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
Tel: (202) 473-0900
Telex: RCA 48856
Fax: (202) 334-8855

Caribbean Regional Office
Caribbean Project Development Facility
Musson Building
Hincks Street
P.O. Box 259
Bridgetown, Barbados
Tel: (809) 429-6298
Fax: (809) 429-5809

CENTRAL AMERICAN BANK FOR ECONOMIC INTEGRATION

The Central American Bank for Economic Integration (CABEI) is an institution of the Central American Common Market (CACM). CABEI provides regional economic support by channeling financing from regional, international, and bilateral sources to the CACM member countries (Costa Rica, El Salvador, Honduras, Guatemala, and Nicaragua). Financing is made available to member country governments for specific activities. CABEI programs currently targeting private sector development include: the Agro-industry Program, the Aquaculture Program, the Industrial Reactivation Program, the Nontraditional Export Promotion Program, the Regional Tourism Program, and the Small and Medium Industry Support Program.

Agro-industry Program

The Agro-industry Program provides financing to private businesses in Central America for the production, industrialization, and commercialization of agricultural products for export to the international market. Financing is channeled through intermediary institutions in each country. CABEI provides technical assistance to these intermediaries for project evaluation and execution. The $20 million in available resources have been provided by the U.S. Agency for International Development (USAID) and CABEI's own resources from it member countries.

Up to 80 percent of the total project cost can be financed by CABEI, with the remaining 20 percent provided by the financial intermediary or the final user.

Eligibility

Agro-industry and certain livestock projects producing for export to the international market are eligible for CABEI financing. Fishery and aquacultural projects are not eligible for financing through this program. Borrowers must be Central American nationals or permanent residents and must control at least 51 percent of the agro-industrial project. CABEI resources can be used for feasibility study, technical assistance, construction, the purchase of machinery and equipment, and working capital.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Agro-industry Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

Aquaculture Program

The Aquaculture Program provides financing for aquacultural projects, particularly those controlled by small and medium-sized businesses.

Eligibility

Borrowers principally include small and medium-sized producers. Aquacultural projects, including shrimp cultivation and freshwater fish cultivation, are eligible for financing. Borrowers must be Central American nationals or permanent residents and must control at least 51 percent of the project. CABEI resources can be used for a pre-investment study, infrastructure construction, acquisition of equipment, technical assistance, and working capital.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Aquaculture Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

Industrial Reactivation Program

The Industrial Reactivation Program provides financing and technical assistance for industrial projects that contribute to regional and extra-regional trade. Since the program was established in 1963, more than $245.5 million has been lent to some 361 private, public, and mixed companies.

Eligibility

CABEI financing is available for industrial projects that contribute to regional and extra-regional trade and those that utilize regional inputs and generate employment. Private, public, and mixed companies are eligible for CABEI financing. Financing can be used for a feasibility study, construction, the acquisition of machinery and equipment, working capital, and technical assistance.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Industrial Reactivation Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

Nontraditional Export Promotion Program

The Nontraditional Export Promotion Program provides technical and financial support for projects to produce nontraditional products for export to international markets. The program's capital includes $51.6 million from regional and external sources.

Eligibility

Projects aimed at production of nontraditional products for export to the international market are eligible for CABEI financing. Financing can be used for preinvestment costs, export financing, preshipment financing, and export insurance. Borrowers can be the producer of the non-traditional product or an international trading company involved in exporting a qualifying product.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Nontraditional Export Promotion Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

Regional Tourism Program

The Regional Tourism Program, established in 1989, provides financing for the establishment and improvement of tourism facilities as well as support for regional tourism promotion efforts. The program's resources of $25 million include a loan from the Inter-American Development Bank (IDB).

Eligibility

Eligible borrowers include hotel and tourism service companies for tourism-related projects and companies or tourism development offices for tourism promotion efforts. Financing can be used for feasibility studies, construction of tourism facilities and related infrastructure, working capital, and technical assistance.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Regional Tourism Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

Small and Medium Industry Support Program

The Small and Medium Industry Support Program (PAPIC) provides financial and technical assistance to small and medium-sized businesses involved in manufacturing and agro-industry. Resources include funds from the EEC, the IDB, and bilateral donors. Since PAPIC was established in 1987, $14 million has been disbursed, primarily in public infrastructure projects.

Loans to the private sector are limited to $100,000 for up to a four -year term. Loan guarantees are also available for up to 60 percent of the total loan amount offered by a commercial bank. Loans are available in local currency and in foreign exchange, if required for imports.

Eligibility

Projects must support small and medium-sized manufacturing or agro-industrial development. Borrowers must be Central American nationals or permanent residents and must control at least 51 percent of an eligible project. Private and public borrowers are eligible for PAPIC financing.

Application

CABEI channels financial resources to the central bank in each country, which disburses the funds to qualifying lending institutions. Interested borrowers should seek Regional Tourism Program financing through these local lending institutions.

Contact

See Appendix III for a list of financial institutions in the CACM member countries.

EASTERN CARIBBEAN CENTRAL BANK

The Eastern Caribbean Central Bank (ECCB) provides export credit guarantees in an effort to promote Eastern Caribbean exports. The Pre-Shipment Finance Guarantee Scheme (PSFG), established in 1984, and the Post-Shipment Discounting Guarantee Scheme (PSDG), established in 1988, are offered through financial institutions to provide working capital to qualifying exporters. As of March 1989, the guarantees issued by the ECCB included $259,000 (Eastern Caribbean (EC)$694,344) by PSFG and $23,700 (EC$63,400) by PSDG.

PSFG enables financial institutions to lend short-term working capital for up to 80 percent of the amount of raw materials required. PSDG permits the exporter to discount up to 80 percent of the total gross invoice value of each export shipment. The maximum term available through either guarantee scheme is 12 months, renewable upon application by the lender on behalf of the borrower. Promissory notes secured against the guarantee have a maximum term of six months under each scheme. A uniform interest rate established at the existing prime rate (in each of the Organization of Eastern Caribbean States (OECS)) plus 1 percent is charged by all financial institutions offering these guarantee schemes.

Eligibility

Exporters of goods wholly or partly processed, produced, or manufactured in one of the Eastern Caribbean countries are eligible for ECCB guarantees. Eastern Caribbean countries that are also beneficiaries of the CBI are Antigua and Barbuda, Dominica, Grenada, Montserrat, St. Kitts-Nevis, St. Lucia, and St. Vincent and the Grenadines.

An exporter may be a manufacturer or a trading company. "Indirect exporters" that supply local inputs (raw materials or packaging) to exporters are also eligible. Normally, foreign-controlled companies exporting from the Eastern Caribbean are excluded from participation in these schemes. However, exceptions may be made for foreign controlled firms generating substantial foreign exchange or employment. PSFG-backed working capital may be used for the following purchases: locally manufactured inputs required for the manufacture of goods for export; local or foreign-origin raw materials required for the manufacture of goods for export; and locally produced finished goods destined for export by export trading companies.

Application

An exporter from one of the Eastern Caribbean countries seeking credit through either PSFG or PSDG must apply through a financial institution (usually a commercial bank). The financial institution reviews the exporting firm's financial and marketing position and makes a judgment regarding the borrower's export prospects. The financial institution may approve a credit request for up to $37,000 (EC$100,000), then advise ECCB on a ex-post basis. For credit requests exceeding $37,000 (EC$100,000), the lender must submit a formal application to the ECCB Export Credit Guarantee Department and await an ECCB determination. Applications for more than $75,000 (EC$200,000) require the prior approval of the ECCB Board of Directors. Advances are made by the commercial bank to the borrower through a guarantee provided by the ECCB.

Contact

Export Credit Guarantee Department
Eastern Caribbean Central Bank
P.O. Box 89
Basseterre, St. Kitts
Tel: (809) 465-2537
Fax: (809) 465-1051

See Appendix III for a list of commercial banks in the Eastern Caribbean.

INTER-AMERICAN INVESTMENT CORPORATION

The Inter-American Investment Corporation (IIC), established by members of the Inter-American Development Bank (IDB) in 1986, provides medium- to long-term financing and equity investment to private investors in IIC member countries. IIC may also finance feasibility studies, underwrite securities, provide technical and managerial assistance, and assist entrepreneurs in mobilizing additional capital. The initial capital stock of the IIC is $200 million. During 1989, the IIC approved $14.9 million in financing for five projects, including $3 million for free zone development in the Dominican Republic.

Market-based lending terms and conditions are constructed according to each project. Generally, loans are under $10 million in size with a 3- to 10-year lending term, Some flexibility exists for complimentary short-term capital and equity investment if more appropriate for the specific project. IIC equity participation is limited to 33 percent. All loans will be disbursed in U.S. dollars.

Eligibility

The IIC finances the start-up, expansion, and modernization of productive projects. Private investors in IIC member countries current on capital stock payments are eligible for financing. CBI beneficiary countries that are also IIC members include: Bahamas, Barbados, Costa Rica, Dominican Republic, El Salvador, Guatemala, Guyana, Haiti, Honduras, Jamaica, and Trinidad and Tobago. Projects must have majority local ownership. While the IIC principally targets private projects, mixed public-private projects in the process of shifting toward larger private ownership will also be considered.

Application

Requests for financing should be submitted directly to IIC in Washington, D.C. Once this brief proposal synopsis receives IIC approval, a more comprehensive proposal -- including a financial, organizational, and feasibility analysis -- will be requested.

Contact

Inter-American Investment Corporation
Inter-American Development Bank
1300 New York Avenue, N.W.
Washington, D.C. 20577
Tel: (202) 623-3915 or 623-3923
Fax: (202) 623-2360

INTERNATIONAL FINANCE CORPORATION

The International Finance Corporation (IFC), an affiliate of the World Bank Group, provides long-term financing in the form of loans, guarantees, and equity for private investment in the developing world. IFC's authorized capital is $1.3 billion. The resources available to IFC consist of its paid-in capital, which is provided by its member countries; accumulated earnings; and repayments and sales of IFC investments. In addition, IFC is rated AAA in the financial markets and borrows from the World Bank and other sources to finance its investment activities. The IFC portfolio in the eligible CBI beneficiary countries totals $72.7 million in loans and $7.27 million in equity concentrated in the following sectors: manufacturing (53 percent), tourism (18 percent), food/agribusiness (14 percent), capital markets (12 percent), and financial services (3 percent).

Maximum IFC participation in a single new project is 25 percent of the total project cost, but for expansion projects may reach 30 or 40 percent of expansion cost. For loan financing, IFC is willing to consider a minimum request of $500,000. A loan may be smaller ($100,000 or $200,000) if the project is particularly attractive in terms of technology transfer and economic development impact. The maximum loan size available is $100 million. Loan terms range from 7 to 12 years, including a grace period of 6 months to 4 years, depending on the financial needs of a specific project. A fixed or variable interest rate of LIBOR plus 2 percent is offered. Loans are usually denominated in U.S. dollars, but these can be made in other currencies, depending on specific project requirements. While loan guarantees can be offered, in certain instances the price of guarantees may not be attractive to clients.

IFC equity participation is generally limited to 15 percent. IFC does not itself assume management responsibilities in a company. Once an investment has matured, IFC will typically seek to turn over its equity, often by sale to the local investor. Although IFC normally prefers to make both an equity investment and a loan, when appropriate, IFC will provide a loan or equity independently.

Eligibility

New or expansion projects located in IFC member countries that are in good standing with the World Bank may be eligible for IFC cofinancing. The following CBI beneficiary countries are members of the IFC: Antigua and Barbuda, Bahamas, Barbados, Belize, Costa Rica, Dominica, Dominican Republic, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, St. Lucia, and Trinidad and Tobago. Private projects as well as mixed government and private enterprise projects are eligible for IFC financing. The project, however, should be operated on a commercial basis. IFC does not accept government guarantees on its investments. Foreign and domestic companies or entrepreneurs are eligible for IFC financing, although domestic participation is preferred.

The IFC will make investments only if sufficient capital cannot be obtained on reasonable terms from other sources. IFC invests in projects in industry, agriculture, agribusiness, tourism, services, energy, transportation, and other sectors that either supply local demand or earn foreign exchange. Real estate and housing projects are not eligible for IFC financing. IFC financing can be used for foreign or local expenditures related to the overall cost of an approved project including fixed assets, permanent working capital, interest during construction, and pre-operating cost.

Application

A company or entrepreneur seeking IFC financing should approach IFC directly. This can be done by requesting a meeting or by submitting a preliminary project proposal. The initial project presentation should include the following information: a brief project description; information on project sponsors, management ability, and technical assistance requirements; a marketing and sales strategy; a description of technical feasibility and infrastructure requirements; information on the cost and availability of raw materials and other inputs; estimates of total project cost, financing required from IFC and other sources, and projected return on investment; host government support and regulations affecting the proposal; and timetable for project preparation and implementation. There is no formal application form for IFC financing.

If after these initial contacts and a preliminary review, IFC decides to consider the project further, a detailed feasibility study or business plan is required. This forms the basis for a detailed analysis of the proposal by IFC staff, including site visits, as appropriate.

Contact

For Central America contact:
Division Manager
Latin American and Caribbean Division I
For Caribbean contact:
Division Manager
Latin American and Caribbean Division II
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
Tel: (202) 473-0701
Fax: (202) 334-0354
Telex: RCA 248423

MULTILATERAL INVESTMENT GUARANTEE AGENCY

The Multilateral Investment Guarantee Agency (MIGA), an independent member of the World Bank Group, provides guarantees against political risk to foreign investors in connection with new investment in member developing countries. MIGA guarantees cover losses caused by currency transfer, expropriation, war, revolution, or civil disturbance, and breach of contract by a host government. These guarantees can be purchased individually or as a package. MIGA was established in April 1988 by 42 World Bank member countries subscribing to 63 percent of its authorized capital of $1.082 billion. Since that time, MIGA membership has grown and will continue to expand as other countries ratify the MIGA Convention.

Forms of investment that can be covered by MIGA include equity, and loans and loan guarantees made by equity holders. Certain nonequity direct investments may also be eligible, such as technical and management contracts, and franchising and licensing agreements. MIGA can insure up to 90 percent of the investment amount, subject to a per project limit of coverage currently set at $50 million. There is no minimum amount of investment required. The period of coverage is normally for a maximum term of 15 years, but coverage can, if justified by the transaction, be issued for 20 years. Premium rates are determined separately for each project and can range from 0.3 to 1.5 percent per annum of the amount covered for each type of risk.

Eligibility

MIGA can insure new investments between member countries where the investment project is located in a developing country. New investments associated with expansion modernization, or financial restructuring as well as privatization are also eligible. CBI beneficiary countries that are eligible for MIGA guarantees include: Aruba, Barbados, Bermuda, British Virgin Islands, Costa Rica, Dominica, Grenada, Guyana, Haiti, Jamaica, Netherlands Antilles, and St. Lucia.

Application

An investor contemplating MIGA coverage must submit a preliminary application for guarantee before the investment is made or committed. If the project appears eligible for a MIGA guarantee, a notice of registration will be issued and a definitive application for guarantee will be sent to the investor. Once investment plans are established, the completed definitive application together with any relevant project documentation should be sent to MIGA for evaluation. As part of the underwriting decision, MIGA will assess the project's technical and commercial viability, as well as the economic, developmental and environmental effects in the host country. Before MIGA can issue a contract of guarantee, the approval of the host government must also be obtained.

Contact

Vice President, Guarantees
Multilateral Investment Guarantee Agency
1818 H Street, N.W.
Washington, D.C. 20433
Tel: (202) 473-6168
Fax: (202) 334-0265
Telex: ITT 440098

UNITED NATIONS DEVELOPMENT PROGRAM: INVESTMENT FEASIBILITY STUDY FACILITY

The Investment Feasibility Study Facility of the United Nations Development Program (UNDP) provides short-term, low-cost financing for feasibility studies in an effort to support investment in the poorest developing countries. The facility was established in 1982 and maintains a $1 million revolving capital base. In the Caribbean Basin, feasibility studies have been financed by the Facility in Haiti for an irrigation project and in Honduras for a textile manufacturing project.

The amount of financing available from the UNDP Feasibility Study Facility depends on the specific project. The cost of studies carried out thus far have varied between $15,000 and $100,000. The sponsoring financial institution that requests feasibility study financing from the UNDP facility must reimburse UNDP for the cost of the study only if an investment results. If a decision is made against investment, UNDP will absorb the cost of the study.

Eligibility

UNDP Investment Feasibility Study Facility financing is available for both private and public investment projects. The borrower may be from any country seeking investment in a low-income country. The facility primarily targets the poorest developing countries (those with a per capita income not exceeding $750). Among the CBI beneficiary countries Haiti qualifies. Nevertheless, applications from other low income countries will be considered on a case-by-case basis for loan-based feasibility study financing.

Application

A sponsoring financial institution -- national, regional, or multilateral -- must apply to UNDP for financing from the Investment Feasibility Study Facility. The application must be accompanied by the following information: a project profile; a timetable and budget for the proposed feasibility study; and a description and financial background on the project sponsor and financial institution. Once an application is reviewed and cleared, the UNDP Resident Representative will contact the host government for its concurrence.

Contact

Chief, Investment Development Office
For Program Policy and Evaluation
United Nations Development Program
One U.N. Plaza
New York, NY 10017
Tel: (212) 906-5060
Fax: (212) 906-5365

Or contact UNDP Resident Representative in respective country.

SECTION III: PRIVATE FINANCING SOURCES

CARIBBEAN FINANCIAL SERVICES CORPORATION

The Caribbean Financial Services Corporation (CFSC) provides medium- to long-term financing and equity for productive projects in the English-speaking Caribbean. CFSC may also provide financing for technical assistance and securities brokerage services. CFSC's capital resources of $20 million include funding support from U.S. Agency for International Development (USAID) and the European Investment Bank. CFSC shareholders include regional private sector companies and individuals, multinational financial institutions, and international private sector development institutions. Since its establishment in 1984, CFSC has committed $12 million in loans principally in tourism projects, followed by manufacturing, other industrial, and agribusiness projects. In addition, CFSC's equity program, established in 1989 with European Investment Bank equity, has supported two tourism investments.

CFSC may provide loans ranging from $100,000 to $540,000 to cover capital costs of eligible projects. Where loan requirements exceed CFSC's maximum, arrangements can be made to co-finance the transaction with another financial institution. For loans, the CFSC generally requires a debt-equity ratio of 60:40. A 5- to 15-year loan term is available with up to a 2-year grace period. Competitive interest rates are offered at longer terms than are normally available. Loans are usually denominated in U.S. dollars. Equity participation is limited to $100,000 to $300,000 per project. A minimum 15 percent internal rate of return is expected in projects seeking CFSC equity.

Eligibility

Projects in manufacturing, agribusiness, tourism and related enterprises that enhance the region's foreign exchange earning capabilities (including import substitution) and generate employment are eligible for CFSC financing. An investor, whether foreign or regional, with an eligible project in any of the following CBI beneficiary countries may be eligible for CFSC financing: Antigua and Barbuda, Barbados, Belize, Dominica, Grenada, St. Kitts-Nevis, and St. Lucia.

Application

Applicants must submit a business plan (project proposal, management experience, marketing plans, and financial projections) that includes an audited financial statement. No formal application form exists. Following CFSC staff project appraisal, viable projects are reviewed by the Board of Directors and must be approved by at least three board members. The complete project review process requires four to six weeks.

Contact

Managing Director Caribbean Financial Services Corporation
Chapel Street
Bridgetown, Barbados
Tel: (809) 436-1960Fax: (809) 426-1869

HIGH IMPACT AGRICULTURAL MARKETING AND PRODUCTION PROGRAM

The High Impact Agricultural Marketing and Production (HIAMP) program provides equity capital for agricultural projects in the Eastern Caribbean. Commercialization grants and technical assistance are also available. HIAMP, a program funded by the U.S. Agency for International Development (USAID), will support new projects in nontraditional agriculture that exhibit strong export potential. This venture trust currently has a $12 million capital base. Since its establishment in July 1986, HIAMP has provided equity to 12 projects, averaging $230,000 in size.

HIAMP will take a minority equity position in a project, with an investment size ranging from $20,000 to $500,000. HIAMP expects that its equity share will be repurchased within a 10-year period, on a previously agreed schedule. The minimum expected annual return on investment is 15 percent. Producer associations can receive reimbursable grants of up to $500,000 per project, not to exceed 49 percent of total project costs.

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Commercialization grants are offered for up to $10,000 per project. Funds can be used for planting demonstrations, new cultivations techniques, plant propagation, packaging materials, test marketing, and product promotion. Grants are awarded to projects with potential for future HIAMP investments. In addition, technical assistance is available from agribusiness advisors throughout the Eastern Caribbean. Advisors assist with structuring and implementing projects.

Eligibility

Agricultural projects eligible for HIAMP financial and technical support include: crop and livestock production, agro-processing, product distribution and marketing, post-harvest handling and transportation, fishing, and processing. Priority is given to projects with strong export potential or local market development opportunities. CBI beneficiary countries that are eligible for HIAMP support include: Antigua and Barbuda, Barbados, Dominica, Grenada, Montserrat, St. Kitts-Nevis, St. Lucia, St. Vincent and the Grenadines, and the British Virgin Islands. Project sponsors regardless of nationality may be eligible for HIAMP financing and technical assistance.

Application

Requests for HIAMP financing should be directed to HIAMP's main office in Barbados. Following an informal inquiry, a brief project proposal should be submitted that includes the following information: the legal status of enterprise; the management and technical experience of investors; the marketing viability of the project; production feasibility; the value of investor's equity contribution; estimated capital and operating costs; and the technical assistance and financing required from HIAMP.

Contact

Project Director
High Impact Agricultural Marketing and
Production Program
P.O. Box 1271
Bridgetown, Barbados
Tel: (809) 435-8990
Fax: (809) 435-8995

LATIN AMERICAN AGRIBUSINESS DEVELOPMENT CORPORATION, S.A.

The Latin American Agribusiness Development Corporation, S.A. (LAAD) is a private investment and development company that finances and develops agribusiness projects in Latin America. Financing in the form of project loans, equity investment, feasibility study financing, and technical assistance are available.

LAAD is a publicly held entity with 16 shareholders representing leading agribusiness and financial corporations. Additional resources include loans from banks and the U.S. Agency for International Development (USAID). LAAD Central America, S.A. and LAAD Caribe, S.A. handle lending to projects in CBI beneficiary countries. The combined capital base of these LAAD operations is $13 million. LAAD's portfolio in CBI beneficiary countries through 1988 includes 233 projects with financing valued at $86 million.

LAAD financing is available for a 3- to 10-year term including a 1- to 3-year grace period. No rigid specifications exist for size of financing or equity participation. However, the range of loan size offered by LAAD Central America has been $15,000 to $1 million. Loans are disbursed to borrowers in U.S. dollars and must be repaid in U.S. dollars. LAAD expects project sponsors to hold substantial equity in a project and have adequate technical and managerial ability.

Eligibility

LAAD financing is available for agribusiness projects including those involving agriculture, livestock, forestry, and fishing. While most financing is extended to nontraditional export projects, this is not a requirement. The borrower can be involved in any phase of agribusiness production, including raw material production, agribusiness processing, storage, services (including transportation), technology, and marketing. To be eligible for LAAD financing, projects must normally be majority controlled by nationals or residents of an eligible country. All CBI countries are eligible for LAAD financing.

Application

The application process for LAAD financing is informal. No application form exists. Interested project sponsors should approach the appropriate LAAD office with a written project proposal. Eligible projects will be reviewed by LAAD. Well conceived loan proposals can be processed within one month.

Contact

Latin American Agribusiness Development Corporation, S.A.
306 Alcazar Avenue, Suite 3-A
Coral Gables, Florida 33134
Tel: (305) 445-1341
Fax: (305) 446-8447
Telex: 515648 LATDEVMIA

LAAD Caribe, S.A.
P.O. Box 2235
Santo Domingo, Dominican Republic
Tel: (809) 567-1991
Fax: (809) 686-2598
Telex: 3460667

LAAD de Centroamerica, S.A.
12 Calle 1-48, Zona 10, 4 Piso
Guatemala City, Guatemala
Tel: (502) (2) 341441
Fax: (502) (2) 317547
Cable: LAADEVCO

LATIN AMERICAN EXPORT BANK

The Latin American Export Bank (BLADEX) is a specialized multinational bank established in 1977 to promote exports from countries in the Latin American and Caribbean region to regional and outside buyers. The bank was incorporated in Panama in 1978 as a limited liability company and is recognized as a regional development bank. BLADEX started operations in 1979 with $25 million in capital paid by 186 shareholders, including regional and international commercial banks, and the International Finance Corporation. In addition, BLADEX has obtained $248 million in term financing from capital markets. Since the start of operations, BLADEX has provided export financing exceeding $11.2 billion.

BLADEX provides short-term financing at competitive rates to its shareholder banks in the region for on-lending to exporters, as well as directly to selected regional state-owned exporting institutions. Currently, 89 percent of its portfolio is composed of short-term export-related loans with an average life of about 90 days. BLADEX applies commercial criteria in the extension of all credit facilities. BLADEX's credit activities also include the financing of imports from other countries of the region as well as imports from outside of the region, if those imports contribute to the generation of future Latin American exports.

Eligibility

BLADEX financing is available to support Latin American and Caribbean exporters through shareholder commercial banking institutions. In addition, BLADEX also provides financing for imports from other countries in the region as well as imports from outside the region, if they contribute to generating future Latin American exports.

Application

Exporters interested in accessing BLADEX financing for exports or related imports should contact one of the BLADEX shareholder banks in their respective country.

Contact

Latin American Export Bank
Apartado 6-1497, El Dorado
Panama, Republic of Panama
Tel; (507) 63-6766
Fax: (507) 69-6333
Telex: INTEL 2356

BLADEX Shareholders in the Caribbean Basin:

Barbados -- Central Bank of Barbados

Costa Rica -- Banco BANEX, Banco BCT, Banco Central de Costa Rica, Banco Cooperativo Costarricense, Banco de Fomento Agricola, Banco de San Jose, Banco Interfin, and Corporacion Costarricense de Financiamiento Industrial

Dominican Republic -- Banco de Reservas de la Republica Dominicana, Banco Espanol, Banco Dominicanodel Progreso, Banco Metropolitano, Banco Nacional de Credito, and Banco Popular Dominicano

El Salvador -- Banco Agricola Comercial de El Salvador, Banco Capitalizador, Banco Central de Reservas de El Salvador, Banco Cuscatlan, Banco de Comercio de El Salvador, Banco de Desarrollo e Inversion, Banco de Fomento Agropecuario, Banco Nacional de Fomento Industrial, and Banco Salvadoreno

Guatemala -- Banco Agricola Mercantil, Banco de Exportacion, Banco de Guatemala, Banco de Occidente, Banco del Cafe, Banco de la Construccion, Banco Granai & Townson, Banco Industrial, Banco Internacional, Banco Metropolitano, Banco Promotor, Corporacion Financiera Nacional de Guatemala, and Credito Hipotecario Nacional de Guatemala

Haiti -- Banque de la Republique d'Haiti, Banque Nationale de , and Banque Populaire Haitienne

Honduras -- Banco La Capitalizadora Hondurena, Banco Atlantida, Banco Central de Honduras, Banco Continental, Banco de Occidente, Banco del Comercio, Banco de los Trabajadores, Banco Hondureno del Cafe, Banco Mercantil, Banco Nacional de Desarrollo Agricola, Banco Sogerin, and Financiera Centroamericana

Jamaica -- Jamaica Citizen Bank, National Export Import Bank of Jamaica, and Workers Savings Loan

Netherland Antilles -- Banco Caracas, N.V. and Middenbank Curacao, N.V.

Panama -- BancoCafetero, Banco Comercial Antioqueno, Banco Comerical de Panama, Banco Continental de Panama, Banco de Bogota, Banco de Latinoamerica, Banco de Santa Cruz de la Sierra, Banco del Istmo, Banco del Pacifico, Banco Disa, Banco Ganadero, Banco General, Banco Industrial Colombiano de Panama, Banco Internacional de Costa Rica, Banco Internacional de Panama, Banco Interoceanico de Panama, Banco Nacional de Panama, Banco Popular del Ecuador, Banco Popular Dominicano, Banco Rio Internacional, Banco Trasatlantico, Corporacion Financiera Nacional, Primer Banco de Ahorros, Republic National Bank, and Towerbank International

Trinidad and Tobago -- Central Bank of Trinidad and Tobago and Republic Bank . Limited

SECTION IV: CARIBBEAN BASIN COUNTRY FINANCING SOURCES

ARUBA

Seventeen commercial banks provide most financial services to the local and foreign business community. The rapid expansion of the Aruba economy has drained foreign reserves and caused the central bank to curtail bank lending at the end of 1988. Nevertheless, credit to private business expanded by 13 percent in 1989. The commercial lending rate at the end of 1989 was 11 percent. The Aruban Florin (Afl) is pegged to the U.S. dollar at Afl 1.77:US$1.

Aruban Investment Bank

The Aruban Investment Bank N.V. (AIB) provides medium- and long-term loans, equity, and feasibility study financing for private investment in Aruba. AIB also assists investors to mobilize domestic and international financial and technical resources. AIB, a private bank, was established in 1987 as a result of joint government and private sector efforts. Its capital base includes subscribed capital of $6 million (Afl 10.7 million), of which 50 percent has been paid up, and a Government of Aruba subordinated loan for $11.3 million (Afl 20 million). During its first year of operations, 1988, AIB approved $5.2 million (Afl 9.2 million) in financing for tourism projects.

To supplement general operations, AIB has established a Small Business Scheme with a capital base of $6.3 million (Afl 11.1 million) for loans under $56,000 (Afl 100,000). The Government of Aruba offers a 33 percent guarantee for loans within this scheme.

AIB loans are available for up to 15 years, including a 5-year grace period. Loan requests for less than $56,000 (Afl 100,000) may qualify for the Small Business Scheme. No more than 70 percent of total project costs, including loan and equity participation, can be financed by AIB. Interest rates are offered at 11 percent per annum with a one time 1 percent service charge on the principal amount. A quarterly commitment fee of 1/4 percent is also charged on the undisbursed portion of the loan.

For projects that lack a sufficient equity base, AIB may provide equity for up to a maximum of 25 percent of the total paid-in capital of the company. In cases of AIB equity investment, the risk accepted by AIB will be similar to that of the other project shareholders. If requested by the project sponsors, AIB will agree to a payback clause under mutually acceptable terms.

Feasibility studies may also be financed by AIB through a special arrangement with AIB. A service fee of 1 percent of the total cost of the project is charged to project sponsors receiving feasibility study financing.

Eligibility

Tourism, services, industrial, agribusiness, and fishing projects are eligible for AIB financing. AIB will not finance public projects or purely retail ventures. However, feasibility study financing is available to project sponsors, regardless of nationality or residence. AIB may also invest equity in technically sophisticated projects involving foreign partners.

Application

Applicants should submit project proposals directly to AIB. Requests must include a feasibility study on the technical, financial, and economic aspects of the project, as well as background on the project sponsors and government concessions granted. If requested, AIB will assist the project sponsors in preparing these documents. Projects are assessed on the following criteria: the availability of financing for requested project from other resources; the financial viability and profitability of the project; and an economic project appraisal, including a determination of employment generation, foreign exchange earning potential, technical and training transfer, environmental impact, and potential socio-cultural effects of the project.

Applicants for feasibility study financing should submit a business plan to AIB that includes: the project description; background on sponsors and equity involved; the technology to be used; preliminary marketing plans; implementation timetable and cost estimate for the feasibility study; and the proposed consultant. AIB will review the request and, if approved, will recruit a consulting firm to prepare the study.

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Contact

Aruba Investment Bank
P.O. Box 1011
Middenweg #20
Oranjestad, Aruba
Tel: [297](8) 27-327, 28027
Fax: [297](8) 27461

BAHAMAS

As one of the premiere offshore banking centers in the world, the Bahamas has developed a sophisticated banking system with services that cater to the diverse needs of local and foreign investors. A complete listing of the 272 banks that are licensed to do business with the public is available from the Central Bank of the Bahamas or the Association of International Banks and Trust Companies in the Bahamas (AIBT) (see Appendix III).

Foreign investors must obtain permission from the Central Bank of the Bahamas for financing against a Bahamian security. The Government of the Bahamas is currently examining how to enhance its local capital markets.

Credit has become somewhat scarce since 1988, following the Bahamian Government credit tightening policies aimed at reversing an earlier credit expansion and maintaining external reserves.

Loans are available for priority customers on a delayed timetable. The Central Bank-controlled deposit account interest rate has a ceiling of 8 percent. Commercial bank lending ranges from 12.2 to 14 percent. The Bahamian dollar is tied to the U.S. dollar.

Bahamas Development Bank

The Bahamas Development Bank (BDB) provides medium- and long-term financing for tourism, agricultural, industrial, services, and small business projects. Loan, guarantee, and equity financing as well as technical assistance are available for project development. The BDB has an authorized capital of $10 million and has received credit lines from the Inter-American Development Bank (IDB), Caribbean Development Bank (CDB), and European Development Fund. Since the BDB began operations in 1978, 1,065 loans valued at $35.4 million have been provided. During 1988, BDB lending concentrated in fishing (25 percent), transportation (22 percent), manufacturing (15 percent), and tourism (13 percent).

BDB provides financing primarily through loans, offered at interest rates of 4 to 8.5 percent and available for up to 10 years with a grace period depending on the specific project. Loan financing to a single enterprise may not exceed 10 percent of BDB's paid-up capital, currently $400,000. Generally, the BDB limits its participation in nonagricultural projects to 70 percent of the total project costs, with the remaining 30 percent borrower equity. For agricultural projects, the bank will finance up to 80 percent of the total project cost. In the case of loans to expand existing project, BDB may finance up to 100 percent of the total cost of expansion. All loans are disbursed in Bahamian dollars.

Under certain circumstances, the bank can take an equity investment position where other sources are not available. Guarantees can also be provided for loans from other investment sources to an investor establishing or modernizing an approved enterprise.

Technical assistance may be provided to supplement project financing where necessary and as BDB resources permit. Assistance may include project planning, appraisal, and formulation, as well as the procurement of managerial and technical advice.

Eligibility

Private projects in the following sectors are eligible for BDB financing: tourism and ancillary services, industrial enterprises, agribusiness, agriculture and livestock, services (including transportation and construction), fishing and marine activities, and cooperatives and small business. Only projects controlled by Bahamian nationals may seek BDB financing. Financing can be used only for the acquisition of machinery, plant. and equipment; building construction and renovation; and permanent working capital.

Application

Requests for financing must be made directly to BDB. The formal application requires the following information: project description, the marketing, strategy, operating costs, sales projections, management expertise, and source of funds. BDB will provide assistance, if necessary, in preparation of this background. Requests for a loan, a guarantee, or equity financing must be approved by the BDB Board of Directors. The main criteria used to evaluate proposed projects include: financial, economic, and commercial viability; technical feasibility; marketing strategies; management capacity; balance-of-payments considerations; employment generation; use of domestic raw materials; value added; potential for developing ancillary industries; and effect on the environment. An administrative fee of approximately 2 percent of the loan request may be charged to cover project investigation costs.

Contact

Bahamas Development Bank
Managing Director
P.O. Box N3034
Nassau, Bahamas
Tel: (809) 332-8721
Telex: DEVBANK NASSAU

BARBADOS

The Barbadian financial system has remained highly liquid in recent years, with credit mostly to private borrowers expanding by 8 percent during 1988. While interest rates have held fairly flat, the Central Bank of Barbados raised the average lending rate for commercial banks to 11.1 percent during 1989, in anticipation of increased interest rates abroad. Medium- to long-term project financing may be available through commercial banks. Trade financing is principally offered through overdraft facilities.

Six of the seven commercial banks in Barbados are foreign owned. In addition, seven financial corporations provide medium- to long-term financing, and the Central Bank of Barbados offers a number of export and investment financing facilities. Nonresidents must receive Central Bank approval to borrow from the Barbadian financial system. Foreign exchange is generally available on the Barbadian market. The local currency, the Barbadian dollar (B$) is tied to the U.S. dollar at a rate of B$2:US$1.

Securities Exchange of Barbados

The Securities Exchange of Barbados, established in June 1987, has a market capitalization of $292 million. The exchange lists 14 firms that concentrate in the manufacturing, distribution and utilities sectors. During 1988, the semiweekly trading sessions averaged 15,000 shares valued at $2 million. As of October 1989, both volume and value have surpassed the previous year, reaching 2 million shares valued at $3 million. Private and government securities as well as treasury notes are now tradeable on the exchange.

Eligibility

Nonnational and nonresident Barbadian investors must receive exchange control approval prior to buying or selling securities.

Contact

General Manager
Securities Exchange of Barbados
6th Floor, Central Bank Building
Church Village, St. Michael
Barbados
Tel: (809) 436-9871
Fax: (809) 429-8942

Barbados Development Bank

The Barbados Development Bank (BDB) provides medium- and long-term financing for development projects in the tourism, industrial, agro-industrial, services, small business, cooperatives, and fishery sectors. In addition to loans and equity participation, BDB mobilizes domestic financial resources by issuing its own securities; by serving as an transaction agent for stock, shares, and securities; and by acting as an intermediary for outside public and private loans. BDB's capital base is derived from the Inter-American Development Bank (IDB), World Bank, European Investment Bank (EIB), and local bond issues. Authorized capital is currently $30 million. Since BDB was established in 1969, 2,533 projects valued at $91.5 million have been authorized for financing. These projects are concentrated by value in the industry and tourism sectors. In 1987-88 alone, the BDB financed 150 projects valued at $8 million.

The maximum loan size is $2.25 million with BDB lending up to 70 percent of the total project cost. Lending terms range from 3 to 15 years and may include up to a 4-year grace period depending on the project and source of capital. The interest rate offered, currently 11.5 percent, is based on the cost of funds obtained by the BDB.

Eligibility

Tourism, industrial, agro-industrial, services, small business, cooperatives, and fishery projects are eligible for BDB financing. Financing can be utilized for working capital, construction, and the acquisition of equipment and machinery. A majority or wholly owned foreign firm must attain Central Bank clearance and verify its source of equity in order to receive BDB financing. A project must contribute to employment creation and foreign exchange generation (or import substitution) and be economically viable. In appraising projects, the BDB expects a minimum internal rate of return of 12 percent. While, the expected economic rate of return for locally owned projects is also 12 percent, foreign-projects are more attractive as the economic rate of return approaches and exceeds 30 percent. A debt/equity ratio of 70:30 is generally expected for locally owned companies and a ratio of 60:40 for foreign owned companies.

Application

Firms seeking BDB financing must apply directly to BDB. The BDB application requires the following information: project description; the source and specification of equipment; markets and projected revenue; operating costs; the employment to be generated; the total capital required and sources of additional financing; and shareholders.

The completed application should be submitted with relevant legal documents and audited financial statements. In addition to a one-time evaluation fee of 1 percent of the loan, a commitment fee of 1 to 1.25 percent per annum is charged on the disbursed balance of the loan funds.

Contact

Barbados Development Bank
7th Floor, Central Bank Building
Cathedral Plaza
Bridgetown, Barbados
Tel: (809) 436-8870
Fax: (809) 429-2391

Export Credit Insurance Scheme

The Barbadian Central Bank's export credit insurance scheme protects exporters against nonpayment due to political and commercial risks associated with exporting. This insurance on receivables may cover political or commercial risk. In 1988, Barbadian exports valued at $1.9 million received insurance coverage under this scheme.

Political risk insurance covers 90 percent of the c.i.f. value for nonpayment due to government action such as war, import control, or exchange restrictions. Commercial risk insurance covers 80 percent of the c.i.f. value for nonpayment due to importer insolvency or protracted default. Premiums vary according to country risk and credit period. Political coverage ranges from 0.35 to 0.79 percent and comprehensive coverage (political and commercial) ranges from 0.50 to 1.31 percent. A blanket policy is available for repetitive exports on short-term credit for a period of one year. Normally, shipments are insured from the date of shipment.

Eligibility

To receive export insurance coverage, the export must have a minimum of 60 percent value added in Barbados, and credit terms must not surpass 180 days.

Application

Applications for export credit insurance are made directly to the Central Bank of Barbados, Credit Insurance and Guarantees Department. The exporter must submit a proposal on the prescribed form. The Central Bank will issue an Offer of Insurance Cover, and once the exporter confirms his agreement with the conditions outlined in the offer, a policy will be issued. In the case of a blanket policy, the exporter will be required to insure all shipments on credit terms under the policy.

Contact

Central Bank
Manager, Export Credit Insurance
and Guarantees Department
P.O. Box 1016
Church Village
Bridgetown, Barbados
Tel: (809) 436-6870
Fax: (809) 427-9559

Export Finance Guarantee

The Barbadian Central Bank's Export Finance Guarantee facility provides preshipment and postshipment coverage for up to 90 percent of commercial bank short-term lending risk to exporters for pre- and post-export financing. During 1988, lines of credit valued at $600,000 were issued to exporters for pre-export activities.

This facility provides a 75, 85, or 90 percent guarantee of commercial bank pre-exempt loans and a 90 percent guarantee not to surpass 60 percent of a pre-subscribed export order. Loan guarantees are issued to a commercial bank for up to one year at a fee of 1 percent of the loan amount guaranteed.

Eligibility

To qualify for this finance guarantee, the exporter must have an export insurance policy with the Central Bank and a confirmed export order. Pre-export loans may be used to finance raw material and working capital. Postshipment loans may be used to finance export receivables.

Application

Because the Export Finance Guarantee Facility covers short-term commercial bank loans, the exporter should directly solicit a commercial bank in Barbados for financing of pre- or post-export activities.

Contact

See Appendix III for a list of commercial banks.

Export Rediscount Facility

The Export Rediscount Facility, a Barbadian Central Bank program, provides short-term financing for nontraditional exports through the commercial banking system. This facility was established in 1981 through an Inter-American Development Bank (IDB) revolving letter of credit. During 1988, $200,000 in exports were rediscounted through this facility.

The Central Bank will ordinarily consider rediscount only for bills with credit periods of 30 to 90 days. Thirty- or 45-day bills will not be considered if the maturity date is less than 15 days from the original date of rediscount; 90-day bills must have a maturity date of at least 30 days from the original date of rediscount. Interest rates to the exporter are offered at a concessionary rate, currently 11 percent.

Eligibility

Export bills ranging from $5,000 to $150,000 with a credit period of 30 to 90 days may be eligible for rediscount. Eligible exports include all goods and services wholly or partially produced, processed or manufactured in Barbados, except the following: used good, reexports, exports under special financing facilities, traditional exports (sugar, molasses, and rum), and exports that according to the Central Bank do not contribute to the economic benefit of Barbados.

Application

The export must apply to the Central Bank, which forwards a Letter of Approval to the exporter's commercial bank. A commitment fee is required from an exporter who does not hold export credit insurance.

Contact

Central Bank
Manager, Export Credit Insurance and
Guarantees Department
P.O. Box 1016
Church Village
Bridgetown, Barbados
Tel: (809) 436-6870
Fax: (809) 427-9559

Industrial Credit Fund

The Industrial Credit Fund (ICF), a Barbadian Central Bank program, provides medium- and long-term credit through intermediary financial institutions (IFIs) to productive enterprises. ICF was established in 1983 through a World Bank loan and Government of Barbados funding, totaling $12 million. This has been supplemented by an additional $2.4 million in a special credit facility to finance agro-industrial enterprises. Manufacturing, tourism, and agro-industrial projects account for the majority of ICF commitments, which totaled $13.1 million in 1989.

Loans are available only in Barbadian dollars. ICF offers financing to IFIs at 2 percent below weighted average prime. The interest rates offered by IFIs are not subject to Central Bank restrictions. Financing can be used for fixed assets, working capital, and technical assistance. The maximum loan term available is 15 years, with up to a 3-year grace period for fixed assets and 5 years with up to a 2- year grace period for working capital and technical assistance. ICF may advance up to 90 percent of the loan made by the IFIs, not exceeding 70 percent of new project cost or 80 percent of the cost of a project expansion. All lending risk is assumed by IFIs.

Eligibility

New or expansion projects in agro-industry, manufacturing, fisheries, tourism, and mining, as well as essential services related to these sectors may be eligible for ICF support. To access ICF financing, the beneficiary must be a resident Barbadian national. However, the beneficiary can be a non-Barbadian if the proposed project will contribute to the growth of output and employment in Barbados.

Application

ICF resources are channeled to beneficiaries through qualified financial intermediaries that include commercial banks, the Barbados Development Bank, and the Caribbean Financial Services Corporation. Potential beneficiaries must select a financial intermediary and present a project proposal. For loans up to $150,000, IFIs may provide financing immediately for projects that conforms to ICF's Statement of Policies. For loans of $150,000 to $250,000, ICF must assess the project and the World Bank must approve all loans valued at more than $250,000.

Contact

See Appendix III for a list of financial intermediaries.

BELIZE

The four commercial banks in Belize, including two foreign banks (Barclays Bank and the Bank of Nova Scotia), concentrate on short-term and trade loans rather than medium- to long-term investment loans. In addition, government-controlled finance entities provide longer term investment financing; however, these are difficult to obtain. The Central Bank of Belize sets a minimum lending rate, currently 10 percent: the commercial bank prime lending rate is currently 12 percent. Foreigners may borrow from local commercial capital markets. However, given the restrictive bank lending policies, including requirements of fixed equity and redeposit of a percentage of the loan, foreigners should not expect to qualify for a loan without some loan security in Belize. The Belize dollar is pegged at two Belize dollars (Bz$) to one U.S. dollar.

Development Finance Corporation

The Development Finance Corporation (DFC), a government development bank, provides financing and technical assistance for agriculture, tourism, and manufacturing projects. DFC's capital base is currently $20 million (Bz$39.9 million) from sources including the Caribbean Development Bank (CDB), Commonwealth Development Corporation (CDC), European Investment Bank (EIB), and the U.S.Agency for International Development (USAID). Since DFC was established in 1973, 11,1061 projects have received $44.5 million (Bz$88.7 million) in DFC financing, concentrated in the following sectors: agriculture (43 percent -- 50 percent of this in traditional crops), construction (32 percent), tourism (8 percent), manufacturing (6.5 percent), and fishing and forestry (4 percent).

The loan size available depends on the specific project. Almost 5[illegible] percent of all loans have been larger than $25,000 (Bz$50,000). Financing is available for up to a 20-year term with a 12 percent interest rate. All loans are disbursed in local currency.

Eligibility

Private and public projects in the agricultural, fishing, tourism, manufacturing, and construction sectors are eligible for DFC financing. Belizian nationals and foreign residents of more than five years may borrow from DFC, with the exception of small tourism projects that are reserved for Belizeans. Loans for agricultural projects are available primarily for the expansion of existing enterprises, but the loans may also finance new ventures. No refinancing is available through the DFC.

Application

A formal application form must be completed by an eligible project sponsor. The application is submitted directly to DFC .

Contact

Development Finance Corporation
Bliss Parade
Belmopan, Belize
Tel: [501](8) 22360 or
in Belize City [501](2)77041
Fax: [501](8) 23096

National Development Foundation of Belize

The National Development Foundation of Belize (NDF) provides financing and technical assistance for micro- and small-business development. NDF capital base includes $1 million (Bz$2.1 million) plus $1 million (Bz$2 million) in working capital derived from the U.S. Agency for International Development (USAID), the Inter-American Foundation (IAF), the European Community (EC), and Belize Government resources. Since NDF was established in 1983, 975 loans amounting to $1.8 million (Bz3.5 million) have been provided, concentrated in the following sectors: industry (46 percent), agribusiness (22 percent, miscellaneous services (22 percent), retail and distribution (7 percent), and refinancing (2 percent).

Loans are available from a minimum size of $250 (Bz$500) to a maximum of $17,000 (Bz$25,000). A 12 percent interest rate is offered and up to 100 percent of the project cost may be financed by the NDF. All loans are disbursed in local currency.

Eligibility

Private sector projects in agriculture, industry, and retail and distribution are eligible for financing. Borrower nationality restrictions depend on the specific project.

Application

A formal application must be submitted directly to NDB.

Contact

National Development Foundation of Belize
109 Cemetary Road & Lakeview Street
Belize City, Belize
Tel: [501](2)72874 or 72139

BRITISH VIRGIN ISLANDS

The U.S. dollar is the legal tender of the British Virgin Islands (BVI). Interest rates are normally based on points above current New York prime rates. The territory has no exchange control restrictions.

Development Bank of the British Virgin Islands

The Development Bank of the British Virgin Islands provides financing for industrial, agricultural, and tourism projects. The capital base of the bank includes $5 million from the Caribbean Development Bank (CDB) and $637,000 in equity from the Government of British Virgin Islands (BVI). Lending during 1988 expanded to 23 percent from the previous year to reach $2.1 million in 70 projects, concentrated in industry (60 percent), tourism (35 percent), and agriculture and fishing (5 percent).

Eligibility

Bank financing is available for industrial, agricultural, and tourism projects. Project sponsors must be BVI nationals or individuals with "Belonger Status."

Application

Applications for financing must be submitted directly to the bank. Upon receipt, the bank reviews the request based on the following criteria: viability, economic development contribution, employment generation, and adequate security offered.

Contact

Development Bank of the British Virgin Islands
P.O. Box 275
Wickham's Cay
Road Town, Tortola
British Virgin Islands
Tel: (809) 437-3718

COSTA RICA

The banking system includes 4 state-owned commercial banks and 16 private banks. Since the banking system was nationalization in 1948, private bank activities have been limited to lending over a 180-day term and international services. The nation's public banking system controls short-term lending as well as all savings and checking account holdings. Private lending rates are based on a base rate (from 19-22 percent during 1989), established by the Costa Rica Central Bank, plus a maximum 9 percent interest spread, maximum 3.5 percent commission, and fees.

The financial sector is quite liquid. In constant colones, credit expanded by 15 percent between 1986 and 1988 to reach $460 million. Reform has recently begun to improve the local financial system through the government's strengthening of internal bank management practices and review of the regulatory system.

The 48 registered nonbank investment finance companies, including Citicorp, constitute a minor portion of the total financial system. These companies generally provide short-term loans and offer trust transactions. The U.S. Agency for International Development (USAID) has provided the Costa Rican Industrial Financing Corporation (COFISA) and the Agro-industrial and Export Bank (BANEX) with resources for medium-term (up to seven years) financing of nontraditional export projects. Although the original USAID resources have been exhausted, lending is available from reflow.

National Stock Exchange

The National Stock Exchange (Bolsa Nacional de Valores), established in 1973, lists 78 companies and institutions. These include 9 government institutions, 13 private banks, 20 nonbank institutions, 4 savings and loan institutions, and 32 companies concentrating in industry, commerce, and services. The exchange is a private institution, held 46 percent by the private sector and 40 percent by the Costa Rican Government (CODESA), with the remaining 14 percent held by brokers and employees.

Transactions totaling a daily average of $99,000 (9 million colones) primarily involve short-term (90-180 day) bonds, but also include common and preferred stocks, bonds, certificates of deposit, and foreign exchange certificates.

Eligibility

Securities are traded through registered brokerage firms. Currently, 21 firms have received authority from the National Stock Exchange.

Contact

National Stock Exchange, S.A.
P.O. Box 1736
1000 San Jose, Costa Rica
Tel: (506) 22-80-11
Fax: (506) 55-01-31
Telex: 2863 BONAVA CR

Agriculture and Industrial Reactivation Fund

The Agriculture and Industrial Reactivation Fund (AIR), a Costa Rica Central Bank fund, provides medium-term financing for investment in nontraditional agricultural and industrial projects, as well as free zone and tourism development. As of 1989, $1.5 million of this $19.7 million U.S. Agency for International Development (USAID) fund had been disbursed.

The Central Bank channels the AIR funds through the private commercial banking system. Dollar loans are available at 2 to 3 percent over LIBOR with a three- to seven-year repayment term. A 1 percent commission is payable upon loan disbursement. Short-term credit can also be secured through the AIR fund, if deemed more appropriate for a specific project. Interest and principal are repayable in colones at the exchange rate at time of payment.

Eligibility

Foreign and domestic investors are eligible for AIR financing for nontraditional agricultural and industrial projects.

Application

Application to access this Central Bank fund is made through private commercial banks.

Contact

See Appendix III for a list of private commercial banking institutions.

Industrial Development Fund

The Industrial Development Fund (FODEIN), a Costa Rica Central Bank fund, provides medium- and long-term credit and feasibility study financing for manufacturing, tourism, and agro-industrial projects. FONDEIN has received loans from World Bank, Inter-American Development Bank (IDB), and Central American Bank for Economic Integration (CABEI), including a 1988 IDB loan for industrial and tourism development and a $3 million CABEI line of credit for agricultural development. Since its establishment in 1981, FODEIN has provided $25 million in project financing.

The Central Bank channels FODEIN funds through the private and public banking system. Loans are available in colones at 3.5 percent above the Costa Rican base rate. A maximum 15-year repayment term is offered, including a grace period of up to 3 years. FODEIN financing may cover up to 80 percent of project costs, not to exceed $2 million.

Eligibility

Foreign and local investors may utilize FODEIN financing for feasibility studies, land improvement, infrastructure, construction, machinery and equipment, and working capital to support manufacturing, tourism, or agro-industrial projects.

Application

Applications for FODEIN financing are made through private or public commercial banking institutions.

Contact

See Appendix III for a list of public and private commercial banking institutions.

Private Investment Corporation

The Private Investment Corporation (PIC) offers medium- to long-term financing and equity participation for export-oriented projects. In addition, PIC offers a variety of financial services to assist investors in developing financial packages that utilize other capital sources. PIC's total resources of $35 million consist of $10 million in equity capital and $25 million in loan funds from the U.S. Agency for International Development (USAID), German

Finance Company (DEG), and Commonwealth Development Corporation (CDC). Since PIC's establishment in 1984, 28 projects valued at $14 million have received financing. Projects have included the textile, nontraditional agricultural, seafood, footwear, and plastics sectors. PIC support for major tourism projects is also available.

PIC may accept up to a 20 percent equity position in a project, and financing can cover up to 60 percent of the total project cost. Current PIC lending capacity for a single project ranges from $150,000 to $1.5 million. Financing terms are variable at LIBOR plus 3 percent with a minimum five-year repayment period. All loans and repayments are made in U.S. dollars.

Eligibility

Although PIC financing may be available for projects throughout Central America, all PIC financing has gone to projects in Costa Rica. PIC offers financing to support local and foreign investment in export-oriented and tourism projects. Financing is not available for projects involving real estate, land purchases, citrus, palm oil, or the refinancing of existing liabilities.

Application

Interested borrowers should contact the PIC directly. Applications require a formal feasibility study; company background and financial history; financial and organizational information on the proposed project, including stockholder names and percent participation; expected foreign exchange earnings and new employment generation; and an assessment of the project's environmental impact.

Contact:

Managing Director
Private Investment Corporation
Apartado Postal 8609-1000
San Jose, Costa Rica
Tel: [506] 33-64-22
Fax: [506] 33-6541

Program for the Financing of Nontraditional Exports

The program for the Financing of Nontraditional Exports (FOPEX), a Costa Rica Central Bank fund, provides financing for export development including pre-export and export financing. Currently, $7 million remains available for lending based primarily on World Bank and Inter-American Development Bank (IDB) loans. Since the establishment of FOPEX in 1983, $45 million in project financing has been disbursed.

This short-term credit is available at 3 percent above LIBOR for loans denominated in U.S. dollars or a 3 percent above the Costa Rican base rate for loans denominated in local currency, plus fees.

Eligibility

Foreign and local investors may utilize FOPEX for pre-export financing or for short-term export financing. Pre-export financing may be used for the import of raw materials or inputs, or the purchase of replacement equipment or machinery.

Application

Request for FOPEX financing are submitted through commerical banking institutions.

Contact

See Apppendix III for a list of private and public commerical banking institutions.

DOMINICAN REPUBLIC

The Dominican financial system includes commercial banks, mortgage banks, savings and loan associations, and development banks. The Dominican Government Central Bank, created in 1947, manages the money supply, and controls foreign exchange reserves.

Commercial banks (3 foreign and 19 domestic) are the main sources of financing to the private sector. Most commercial lending is in the form of short-term lines of credit, with some medium- and long-term financing available, principally from subsidized Central Bank development fund resources. Mortgage banks (15 in operation) traditionally have provided medium- and long-term loans for the construction and tourism sectors; however, due to the uncertain lending environment, medium-term, annually renegotiated loans are most common. Savings and loan associations (18 in operation) provide medium- and long-term loans only for residential housing and may accept savings and CD deposits. Development banks (31 in operation), both public and private, offer medium- and long-term loans to finance projects in priority, including agriculture, tourism, industry, services, and transportation. Subsidized Central Bank Investment Fund for Economic Development (FIDE) and Global Tourism Development Program (INFRATUR) funds are primarily channeled through the development banks.

Most short-term financing is offered through commercial banks, normally in the form of overdraft facilities. Finance companies (financieras), approximately 600 in number, provide short- and medium-term loans to commercial and industrial sectors. These companies may provide loans when commercial banks are unable or reluctant to do so. Long-term lending is restricted to Central Bank funds, development banks, mortgage banks, and saving and loans. Foreign companies cannot obtain internal credit for a period greater than one year without prior approval from the Central Bank (Law 861, Article 28 of July 1978).

The Central Bank-regulated interest rate for commercial lending was 30 percent in 1989; however, actual market rates ranged from 32 to 38 percent. Foreign exchange remains scarce. The Central Bank imposed control over all foreign exchange in August 1988 through the Foreign Currency Reintegration System; however, this began to weaken during late 1989 as the Central Bank faced a shortfall of foreign exchange reserves.

Agro-industry and Agriculture Production Loan Fund

The Agro-industry and Agriculture Production Loan Fund provides medium-term financing for projects that support diversification from sugar production. Administered by the Reserve Bank of the Dominican Republic and supported by the U.S. Agency for International Development (USAID), this financing is available through designated intermediary financial institutions (IFIs). The USAID local currency resources backing this program currently amount to $14.8 million (RD$93 million). The fund was established as a credit activity of a 1987 bilateral agreement between the United States and Dominican Republic.

The maximum loan size available for eligible agro-industrial and agricultural projects is to $1.6 million (RD$10 million). Lending terms range from three to seven years with interest rates offered at the Central Bank-regulated level. The IFI actually extending the loan determines the exact lending terms and holds all commercial risk. All loans are in local currency. The investor is expected to commit at least 20 percent of total project costs in the form of equity.

Eligibility

Most agro-industrial and agricultural projects located on former sugar land of 78 or more acres are eligible for financing from the Agro-industry and Agriculture Production Loan Fund. Crops that are ineligible for financing include sugar production, and citrus and palm oil production for export. Privately administered Dominican firms and joint ventures are eligible for financing. Financing may be used for plant acquisition and construction, equipment, and working capital. Land acquisition cannot be financed through this fund.

Application

Application for the Reserve Bank/USAID agricultural and agro-industrial financing must be made directly through an eligible intermediary financial institution, a commercial bank or development bank. The financial institution must certify that the project meets eligibility lion in loan requests for five projects during 1989.

Lending terms range from 5- to 15- years, with a 2- to 3-year grace period. An interest rate of 13.1 percent to the final borrower is available under the new IDB loan. The maximum loan size available is the equivalent of $20 million and the minimum size is $30,000, unless otherwise negotiated with IDB. INFRATUR may provide up to 70 percent of total eligible project cost, with no more than an additional 15 percent to be financed by IFI. All INFRATUR loans are disbursed in local currency, with repayment in local currency at the exchange rate at time of disbursement.

Eligibility

Privately owned companies established in the Dominican Republic are eligible for INFRATUR financing. Construction and expansion of tourism lodging and equipment, as well as tourism services, may be eligible for INFRATUR financing. INFRATUR financing may be used for project costs, excluding general expenses and administration, acquisition of used machinery or real estate, stock purchases, or debt financing.

To qualify for INFRATUR financing for lodging, projects must be located in an established tourism development zone (this excludes Santo Domingo) and must not include a casino facility. For lodging facilities of more than 200 rooms, either an administrative contract with an internationally recognized hotel chain is required or the facility must be a hotel franchise of a known and qualified company. To qualify for INFRATUR financing for tourism services, the project must offer a new service or supplement insufficient existing service. The proposed service must have a positive impact on tourism earnings and employment generation. Unlike lodging facilities, tourism services may be located anywhere in the Dominican Republic.

Application

General information on the INFRATUR financing program may be acquired either directly through INFRATUR or through an IFI. The formal application must be submitted through commercial banks, mortgage banks, savings and loan associations, development banks, the Banco Nacional de Vivienda, or other IFIs that are authorized by the Junta Monetaria. The application must include an approval resolution from the Director of Tourism Development, INFRATUR, Central Bank. Additional documentation that is required includes the following: the project description; credit background; a list of services and property required for the project; a technical and financial analysis; a marketing study; a socioeconomic evaluation; and an environmental impact study. The IFI will study the request and verify the solicitor's eligibility, then forward the request for financing to INFRATUR. INFRATUR will then analyze the project. INFRATUR Credit Committee and Central Bank, Junta Monetaria approval is required prior to loan approval. All loans over $3 million must receive IDB approval.

See Appendix III for a list of financial institutions.

Director of INFRATUR
Central Bank of the Dominican Republic
Pedro Henriquez Urena
Santo Domingo, Dominican Republic
Tel: (809) 688-2939
Fax: (809) 686-7488

Investment Fund for Economic Development

The Investment Fund for Economic Development (FIDE), a program of the Central Bank of the Dominican Republic, provides medium- to long-term financing for projects in the industrial, agricultural and agro-industrial, and livestock sectors. FIDE resources are channeled through intermediate financial institutions. Some FIDE guarantees are available for beneficiaries lacking adequate securities. FIDE's capitalization as of January 1990 is $273 million based on loans from the IDB and World Bank. Since the establishment of FIDE in 1969, $3.2 million (RD$2 billion) has been approved for qualifying projects, with 87 percent of this activity during the 1980s. During 1988 alone, FIDE approved 1,843 loan requests, together valued at $113 million (RD$670 million), concentrated in agriculture (44 percent), agro-industry (29 percent), livestock (17 percent), and industry (10 percent).

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FIDE lending programs have been established for a variety of specific sectors with program specific lending requirements.

Agriculture

Agricultural production loans are available for priority crops, including agriculture for export, basic staples, and crops that provide inputs to the agro-industrial sector. Financing may be used for land purchase and preparation, infrastructure, working capital, and certain machinery and equipment. Up to 90 percent of the total investment can be financed with a maximum loan of $319,000 (RD$2 million) available. Loans exceeding this maximum could be obtained upon the approval of the Monetary Board. A 5- to 12-year term is available, including a 1- to 5-year grace period. In addition, working capital loans for up to $80,000 (RD$500,000) are available on a two-year basis. Interest rates are offered at 15 percent for projects along the border with Haiti and at 19 percent elsewhere in the country.

Agro-industrial loans are available for the production of industrialized, nontraditional export products of agricultural and livestock origin. Financing may be used for construction, machinery and equipment, and working capital. FIDE will finance up to 75 percent of the total investment amount. The maximum loan size ranges from $600,000 to $2.6 million, depending on the specific project. Financing is available for up to 12 years, including up to a 5-year grace period. Interest rates range from 15 percent for projects along the Haitian border to 21 percent for projects in urban Santo Domingo and Santiago.

Agribusiness financing is available for projects that generate nontraditional exports or substitute raw material agricultural, marine, or forestry imports. FIDE agribusiness financing is available only to Dominican citizens or to foreigners residing in the country for over 10 years, or to companies with at least 40 percent Dominican capital. Financing may be used for technical assistance, land, construction and buildings, machinery and equipment, and working capital. Up to 100 percent of total project costs may be financed with a maximum loan amount of $800,000 (RD$5 million). Loans are offered at a maximum term of 12 years, including up to a 5-year grace period. Interest rates range from 15 percent for projects along the Haitian border to 21 percent for projects in urban Santo Domingo and Santiago.

Livestock

FIDE's livestock financing is available for projects ranging from meat and egg production to aquaculture. Loans may be used for land development, construction, machinery and equipment, purchase of animals, and working capital. FIDE will finance up to 80 percent of the total project cost, within the lending range of $1,600 (RD$10,000) to $319,000 (RD$2 million). Loan are available on a 5- to 12-year term, including a 1- to 5- year grace period for development investment, and on a 1- to 4-year term, including a 1-year grace period for working capital. Interest rates are offered at 15 percent for projects in the border region and 19 percent for all other locations.

Industry/Free Zone

FIDE provides financing to the industrial sector for manufacturing firms that either substitute import, produce for exports, or enhance local production. Special terms are offered for projects that incorporate energy conservation measures into the investment plans. Loans can be used for construction, machinery and equipment, transportation, working capital, and for the modification of productive processes. The maximum loan contribution as a portion of total project cost for start-up projects varies from 75 to 90 percent, depending on the location of the project. Expansion projects in Santo Domingo may receive no more than 40 percent financing while all other may receive up to 60 percent. FIDE loans range from a minimum of $1,600 (RD$10,000) to a maximum of $319,000 (RD$2 million). Lending terms are from 3 to 12 years, including a 1- to 5-year grace period. Interest rates are offered at 21 percent for projects in Santo Domingo and Santiago, 15 percent for projects in the border region, and 19 percent for all other locations.

Financing for the establishment of industrial free zones as well as free zone companies is also available. A Dominican-majority owned project to establish a free zone or expand an existing free zone can borrow up to 75 percent of total investment costs from FIDE. Financing may be used for urbanization costs, and the cost of constructing industrial and administrative buildings. The loan amount available ranges from $800,000 (RD$5 million) to $1.3 million (RD$8 million) depending on the location. Loans are offered at a 24 percent interest rate for a term of up to 10 to 15 years, including a 4- to 5-year grace period, depending on the location of the free zone.

Free zone companies with 90 percent of capital held by Dominican citizens are eligible for FIDE financing. FIDE will provide up to 75 percent of the total investment, with a maximum loan of $240,000 (RD$1.5 million). Financing may be used only for the purchase of machinery, equipment, and spare, and for initial working capital. FIDE free zone loans are available for a 3- to 12-year term, including a grace period of up to 5 years. Interest rates are offered at 21 percent for projects in Santo Domingo and Santiago, 15 percent for projects in the border region, and 19 percent for all other locations.

Exports

Pre-export financing is available from FIDE for agro-industrial, manufacturing, and commercialization activities. In addition, the Dominican Government Center for Export Promotion (CEDOPEX) and the private Dominican Association of Exports (ADOEXPO) will provide technical assistance to exporters. Financing can be used for all export production costs, except land purchases, tax and debt payments, and raw material and part imports when produced in the Dominican Republic. Financing is available for a 2- to 12-year term, including up to a 5-year grace period and is offered at a 21 percent interest rate for projects in Santo Domingo and Santiago, 15 percent for projects in the border region, and 19 percent for all other locations. FIDE credit available for pre-export financing ranges from a minimum of $1,600 (RD$10,000) to a maximum of $319,000 (RD$2 million).

Eligibility

Unless otherwise stated in the specific FIDE financing program description, FIDE financing is available only to Dominican citizens, to foreigners residing in the country for over 15 years, or to companies with at least 51 percent Dominican capital. All other eligibility requirements are outlined in the specific program description.

Application

FIDE financing is available through designated intermediary financial institutions. These include commercial banks, development banks, mortgage banks, and government banks. Applications should be made directly to one of these financial institutions. Guarantee requirements are established by the intermediary institution, the party holding project risk. If the guarantee offered by the beneficiary is insufficient, FIDE will provide a partial guarantee on its loan, thus share the risk with the financial intermediary. FIDE may guarantee up to 80 percent of a loan for export purposes and up to a 50 percent guarantee for agricultural or livestock loans.

Contact

See Appendix III for a list of financial institutions. Institutions eligible for FIDE financing include: all development banks, Banco de Reservas de la Republic Dominicana, Corporacion de Fomento Industrial, certain commercial banks (Bank of Nova Scotia, Banco Espanol, Chase Manhattan, Citibank, Banco Popular Dominicano, Banco Metropolitano, Banco Dominicano de Progreso, Banco del Comercio Dominicano, Banco Nacional de Credito, Banco Regional Dominicano, Banco Gerencial y Fiduciario Dominicano, Banco Cibao, Banco Mercantil, Banco Dominico-Hispano, Banco Comercial B.H.D., Banco Antillano, Banco del Caribe Dominicano, Banco Panamericano, Banco Intercontinental, Banco del Exterior Dominicano), and certain mortgage banks (Banco Hipotecario Financiero, Banco Hipotecario Popular, Banco Hipotecario Central de Creditos, Banco Hipotecario Miramar, Banco Inmobiliario Dominicano, Banco Hipotecario Dominicano, Banco Nacional de la Construccion, Banco Hipotecario Universal, and Banco Hipotecario Integracion.

Director
Investment Fund for Economic Development
Central Bank of the Dominican Republic
Pedro Henriquez Urena
Santo Domingo, Dominican Republic
Tel: (809) 685-6688, ext. 260
Fax: (809) 686-7488

EASTERN CARIBBEAN

The Eastern Caribbean countries share a common currency and a harmonized monetary system. The unit of currency is the Eastern Caribbean dollar (EC$), issued by the Eastern Caribbean Central Bank (ECCB) and pegged to the U.S. dollar (EC$2.68:US$1). The member countries of the Organization of Eastern Caribbean States (OECS) are Anguilla, Antigua and Barbuda, Dominica, Grenada, Montserrat, St. Kitts-Nevis, St. Lucia, and St. Vincent, and the Grenadines.

During 1988, private sector credit in the Eastern Caribbean expanded by 24 percent, reflecting, in part, a modest reduction in lending rates. Credit for the business sector concentrating in trade and tourism grew by 30 percent. Most commercial banks tend to concentrate on short-term consumer loans, with some medium-term and mortgage lending available. With the sharp rise in bank credit during 1988, the relatively high average level of liquidity in commercial banks was reduced somewhat. Lending rates are established freely and overall, the regional weighted average loan rate was 12.1 percent in 1988, down slightly from 1987.

In addition to commercial banks, most Eastern Caribbean countries have a development bank for medium- to long-term project and mortgage financing. National Development Foundations (NDFs), located in each country, provide financing for small business and micro-enterprise ventures. The NDFs are supported by resources of the U.S. Agency for International Development (USAID) and offer loans up to approximately $5,000 to national borrowers in each country. (See Appendix III for a complete listing of the NDFs).

Antigua and Barbuda

A variety of banking services are available in Antigua through the nine banks in operation, including seven commercial banks, including four foreign banks, and two trust banks. Antigua offers full tax haven facilities to international business companies, offshore banks, insurance companies, and trust and finance companies. Lending to nonnationals is subject to exchange control approval.

During 1988, credit to the private sector expanded by 18 percent and accounted for 79 percent of total domestic credit. Private sector credit was concentrated in personal loans, followed by construction, tourism, agriculture, and manufacturing. The average weighted lending rate was 12.7 percent in 1988 and remained between 12 and 13 percent during 1989.

Antigua Development Bank

The Antigua Development Bank (ADB) provides financing for agricultural, tourism, and industrial projects as well as low-income housing. ADB was established in 1974 with Caribbean Development Bank (CDB) resources and is currently in the process of enhancing its capital base. During 1989, loans valued at $2.4 million (EC$6.5 million) were approved, concentrating in housing mortgages (68 percent), agriculture (12 percent), manufacturing (2 percent), and tourism (1.5 percent).

Loans are generally approved for up to $37,000 (EC$100,000), but there is no rigid limit on loan size. For project loans, a 10.5 to 12 percent interest rate is offered for up to a 10-year term. ADB will finance up to 75 percent of total project costs. All loans are disbursed in local currency.

Eligibility

Privately controlled projects in agriculture, industry, and tourism, as well as low-income housing can be financed by ADB. Borrowers must be nationals of Antigua.

Application

Interested borrowers should contact ADB directly and present the project concept to a loan officer. If necessary, the loan officer can provide assistance in preparing the loan application.

Contact

Managing Director
Antigua Development Bank
27 St. Mary's Street
Box 1279
St. Johns, Antigua
Tel: (809) 462-0838

Dominica

Five commercial banks, including one local bank, are operating in Dominica. Commercial banks generally offer short-term loans. The lending rate during 1989 ranged from 9 to 18 percent.

The Dominican banking system experienced a decline in liquidity expansion during 1988 with a 6.3 percent rise compared with a 71 percent increase in 1987, but still remained high. Private sector credit, concentrated in the household (up 39 percent) and business (up 23 percent) sectors, grew by 32 percent overall during 1988.

Dominica Agricultural and Industrial Development Bank

The Dominica Agricultural and Industrial Development Bank (AID) provides financing for agriculture, industry, housing, and education. Some technical assistance is also available. AID is funded through loans from the Caribbean Development Bank (CDB) and the Government of Dominica. As of June 1989, AID's $12 million (EC$32.3 million) portfolio concentrated in the housing (40 percent), agricultural (28 percent), industrial and tourism (22 percent), and educational (10 percent) sectors.

Loans up to $300,000 (EC$806,000) are generally available on a medium- to long-term repayment period of up to 15 years, including a grace period on principal for up 3 years. The AID offers interest rates of 7.5 to 12 percent and may finance up to 80 percent of the total project cost. All loans are disbursed in local currency.

Eligibility

Projects in the agriculturial, industrial, tourism, educational, and housing sectors are eligible for AID financing. Private borrowers are eligible to access financing, regardless of nationality. Financing is available only for medium- and long-term financing. Refinancing and the purchase of land with AID resources is prohibited.

Application

Interested borrowers should contact AID directly to set up an interview with a project officer. Once a formal application form is completed, AID will appraise the project proposal. Loan requests exceeding $37,000 (EC$100,000) must be approved by the foreign lending agency as well as AID.

Contact

Managing Director
Dominica Agricultural and Industrial Development Bank
64 Hillsborough St.
Rosean, Dominica
Tel: (809)488-2853 or 488-4167
Fax: (809) 448-3982

Grenada

Grenada's banking system consists of five commercial bank, including two locally owned banks. Commercial bank liquidity expanded slightly during 1988, and credit to the private sector grew by 12.7 percent. Commercial bank lending to the major productive sectors constituted 23 percent of total credit, with significant expansions in manufacturing and tourism.

Non-Grenadian nationals must obtain Ministry of Finance approval to access bank financing. Commercial lending is offered on a short- to long-term basis. During 1988, lending rates remained constant at 11.5 percent.

Grenada Development Bank

The Grenada Development Bank (GDB) provides short- to long-term project and working capital financing. The capital of the GDB is based on resources from the European Investment Bank (EIB), Caribbean Development Bank (CDB), and Grenadian Government; assets total $6.6 million (EC$17.7 million). During 1988, the GDB approved $2.7 million (EC$7.3 million) in financing for 192 projects concentrated in the following sectors: tourism (54 percent), industry (15 percent), and agriculture/fishery (5 percent).

Loans for up to $336,000 (EC$900,000) are offered at an interest rate of 8 to 11 percent. Terms of up to 10 years are available, including up to a 2-year grace period.

Eligibility

Grenadian nationals must have a controlling interest in a project in order to be eligible for GDB financing. The debt-equity ratio should be 80:20 in most cases.

Application

Applicants are required to submit a formal application form and relevant information on the technical, financial, managerial, and legal aspects of the project. Once a GDB project appraisal is completed, the GDB Board of Directors makes a final determination on whether or not to offer financing.

Contact

Grenada Development Bank
Halifax Street
St. Georges, Grenada
Tel: (809) 440-3943
Fax: (809) 440-4115

Montserrat

Montserrat's recent banking law revision has resulted in the scaling back of banks to the current level of 40 licensed banks in operation. Offshore banking continues to dominate banking activity on Montserrat. Only four commercial banks are licensed for onshore banking, including two foreign banks (Barclay's Bank and the Royal Bank of Canada).

Commercial bank liquidity expanded by 22.6 percent during 1988. Credit to the private sector -- concentrating in real estate, construction and consumer purchases -- grew by 14.3 percent, while credit to the government sector declined.

St. Kitts-Nevis

Seven commercial banks -- including three foreign banks, a trust company, and a domestic cooperative bank -- operate in St. Kitts-Nevis. Commercial banks offer primarily consumer loans, but are expanding into mortgage lending. Lending rates during 1990 were 10 to 13 percent. Domestic banks do not lend to nonnationals.

An increased demand for credit during 1988 resulted in a slight reduction in commercial bank liquidity. Credit to the private sector expanded by 43.3 percent, and the productive sector accounted for 18 percent of total credit during 1988.

Development Bank of St. Kitts-Nevis

The Development Bank of St. Kitts-Nevis provides financing particularly for agricultural diversification and agribusiness projects. In addition, financing for tourism, industry, and low-income housing is available. The Development Bank receives resources from the Caribbean Development Bank (CDB) and currently has available a $1.9 million (EC$5 million) line of credit. Since its establishment in 1981, the Development Bank has committed $14.2 million (EC$38 million) to projects concentrated in the following sectors: housing (38 percent), industry and tourism (35 percent), student loans (16 percent), agriculture (9 percent), and transportation (2 percent).

Loans are available up to $187,000 (EC$500,000) in size for agricultural, industrial, and tourism projects. An 8- to 10-year repayment term is available, and an interest rate of 10 percent is offered. The Development Bank will finance up to 80 percent of the total project cost, with the project sponsor contributing 20 percent in equity. All loans are disbursed in local currency.

Eligibility

Projects in tourism, agriculture, and industry are eligible for Development Bank financing. The current lending emphasis is agricultural diversification and agribusiness. Borrowers must be nationals or companies controlled by nationals.

Application

Interested borrowers should contact the Development Bank to discuss the project proposal with a project officer. A business plan must be developed, then it must be presented as a formal application. The Development Bank appraises the project for submission to the Board of Directors. For project loans of more than $37,000 (EC$100,000), CDB approval is required. Loan requests will generally be considered within two weeks from submission.

Contact

Managing Director
Development Bank of St. Kitts-Nevis
Church Street
Basseterre, St. Kitts
Tel: (809) 465-2288
Fax: (809) 465-4016

St. Lucia

Six banks, including two domestic banks, operate in St. Lucia. Generally, commercial banks offer short- to long-term financing. Interest rates for loans range from 12 to 13 percent, depending on the nature of the loan. Non-St. Lucians must receive St. Lucian Government approval to borrow on the local market.

The St. Lucian banking system remained highly liquid throughout 1989. During 1988, private sector credit increased by 22.9 percent and was concentrated in households and private business. The productive sectors (agriculture, manufacturing, and tourism) absorbed 15.4 percent of total domestic credit. Despite an increase in commercial bank liquidity, interest rates on term deposits rose somewhat during 1988.

St. Lucia Development Bank

The St. Lucia Development Bank (SDB) provides short- to long-term financing for agricultural, industrial, tourism, and housing projects. SDB's capital base of $7.5 million is supported by resources from the Caribbean Development Bank (CDB) and European Investment Bank (EIB). In addition, a Venture Capital Fund of $2 million has been established to provide equity financing for small- and medium-scale business. Since the establishment of the SDB in 1980, the lending portfolio has expanded. During 1988, SDB approved 272 loans valued at $2.4 million (EC$6.5 million), concentrated (by value) in the following sectors: housing (48 percent), agriculture (20 percent), industry (20 percent), and education (12 percent).

Loans with a minimum size of $1,900 (EC$5,000) are available for up to a 20-year term, including up to a 5-year grace period. SDB financing cannot exceed 80 percent of the total project cost. Interest rates are assessed on the following scale: 8.5 percent discounted for short-term loans; 10.5 percent amortized for medium-term loans; and 11.5 percent amortized for long-term loans.

Eligibility

Agricultural, fishing, industrial, tourism, mining, energy, transportation, and housing projects are eligible for SDB financing. Other projects declared as development enterprises by the government may also qualify. SDB will not finance retail investment, unrelated land purchases, or working capital not associated with a new investment. SDB borrowers must be citizens, permanent residents, or companies duly incorporated under the laws of St. Lucia.

Application

A formal SDB application form must be submitted by the interested project sponsor. SDB will appraise the loan request based on the following criteria: foreign exchange impact; employment generation; enhancement of rural development; backward linkages into the economy; and technical, financial, and economic viability. A minimum internal rate of return of 10 percent is required. An appraisal fee of 0.5 percent of the loan request is charged for application processing.

Contact

St. Lucia Development Bank
P.O. Box 368
Bridge Street
Castries, St. Lucia
Tel: (809) 452-1493

St. Vincent and the Grenadines

Seven commercial banks, including three foreign banks, and a cooperative bank operate in St. Vincent. Many commercial banks offer loans for up to 10 years and mortgages for up to a 20-year term. Nonresidents and nonnationals must receive St. Vincent Government exchange control approval in order to borrow on the local market.

The St. Vincent banking system remained liquid during 1988. Despite the expanded liquidity in the financial system, lending rates remained at 11 to 15.5 percent during 1988 and 1989. The expansion in credit to the private sector diminished from 30 percent in 1987 to 7 percent in 1988.

St. Vincent Development Corporation

The St. Vincent Development Corporation (DEVCO) provides loan financing for agricultural, fishery, tourism, and manufacturing projects. Some technical assistance is available. DEVCO was established in 1970 and has received resources from the Caribbean Development Bank (CDB).

Loans for up to $200,000 with a maximum repayment period of 10 years are available. Interest rates vary from 10 percent for agricultural projects to 11 percent for industrial projects. DEVCO may finance up to 80 percent of the total project cost. All loans are disbursed in local currency.

Eligibility

Projects in the agricultural, fishery, tourism, and manufacturing sectors are eligible for DEVCO financing. Borrowers must be nationals or companies controlled by nationals. Financing is primarily used for the purchase of fixed assets. Short-term working capital can only be financed if essential to a broader medium- to long-term project. No land or vehicle purchases are permitted with DEVCO financing.

Application

An interested borrower should contact DEVCO directly. If necessary, DEVCO loan officers are available to assist the applicant to develop a project plan. A formal application, including a detailed project plan, must be submitted to DEVCO for review.

Contact

Manager
St. Vincent Development Corporation
Halifax Street
Box 841
Kingstown, St. Vincent
Tel: (809) 457-1358
Fax: (809) 457-2838

EL SALVADOR

Most commercial lending by the six government-controlled commercial banks is limited to six months and seldom more than one year for exports or commercial loans, and no more than two years for production loans. The government nationalized the banking system in March 1980. Interest rates are controlled by the government, and for most transactions, lending rates during 1990 are expected to range from 20 to 30 percent. Inflation is expected to reach 16 to 18 percent during 1990. The Government of El Salvador projects that during 1990, credit to the private sector will expand by 19 percent.

In July 1989, the Government of El Salvador adopted a major reform of the exchange rate structure that preserved the two-tier exchange rate system of an official market (at 5 colones per dollar), but widened the dollar accounts market into a full inter-bank market for foreign exchange. The inter-bank market is adjusted according to market need and applies to most trade.

Agrarian Reform Financing Project

The Agrarian Reform Financing Project provides support for investment in agricultural cooperatives. This project's capital base consists of $50 million, provided by U.S. Agency for

International Developement (USAID). Loans are administered by the Central Reserve Bank (BCR) through local commercial banks.

There is no specific loan size criteria and financing terms are flexible. The standard market interest rate, as established by BCR is offered. All loans are disbursed in local currency.

Eligibility

Private investment in conjunction with existing agricultural cooperatives (i.e., joint ventures or expansion) are eligible for financing. No borrower nationality restrictions are imposed.

Application

Application for this Central Bank/USAID local currency project financing is made through the commercial banking system.

Contact

See Appendix III for a list of commercial banks.

Local Currency Credit Fund

The Local Currency Credit Fund provides loan and equity support for agro-industrial, industrial, and micro-enterprise projects. The funds, valued at $112 million (800 million colones), are generated by Economic Support Funds (ESF) from resources provided by the U.S. Agency for International Development (USAID). The Central Reserve Bank (BCR) administers the funds through local commercial banks.

Loans up to $1.2 million (8 million colones) in size are available through this fund. The standard market interest rate, as established by BCR, is offered. All loans are disbursed in local currency. Equity is also available through this fund.

Eligibility

Private projects in the agribusiness, industrial, and micro-enterprise sectors are eligible for financing. No borrower nationality restrictions are imposed.

Application

Application for this Central Bank/USAID local currency project financing is made through the commercial banking system.

Contact

See Appendix III for a list of commercial banks.

Salvadoran Foundation for Economic and Social Development

The Salvadoran Foundation for Economic and Social Development (FUSADES), an entity supported by the U.S. Agency for International Development (USAID) and designed to encourage investment and export promotion, oversees a number of related financing programs. The following four financing opportunities are available through FUSADES programs -- Development of Assembly Industry for Export (FIDEX) and Promotion of Exports (PRIDEX).

Agribusiness Development Project

The Agribusiness Development Project, under the auspices of FUSADES/FIDEX, provides financing and technical support for investment projects in the development of nontraditional agricultural exports. This project has a capital base of $10 million, made available by USAID.

Loans are available with a minimum three-year term, and no specific criteria limits the loan size. Interest rates are offered at 1 percent above the prime rate for U.S. dollar loans and the standard bank rate for local currency loans. For U.S. dollar loans, the borrower assumes all foreign exchange risk.

Eligibility

Private sector borrowers of any nationality involved in nontraditional agricultural projects with production for export are eligible for financing. Financing is restricted to medium- and long-term investment.

Application

Interested investors should contact FUSADES/FIDEX directly. Application procedures are extremely flexible.

Contact

Director
Agribusiness Development Project, FIDEX
Edificio Omnimotores, Tercer Piso
Carretera Santa Tecia
San Salvador, El Salvador
Tel: [503] 98-0231, 98-0237
Telex: 20-438
Fax: [503] 98-0390

Export Promotion Program

The Export Promotion Program (PRIDEX), an operation of FUSADES, provides financing on a grant basis for feasibility studies, technical assistance, and export promotion-related travel. A $3.2 million annual capital base is made available by the U.S. Agency for International Development (USAID).

Eligibility

PRIDEX support is available to private business, regardless of nationality, interested in investing in El Salvador. Feasibility study financing is offered on a cost-sharing basis, with PRIDEX covering up to 75 percent of expenses. Travel to the United States for export promotion purposes may also be financed by PRIDEX.

Application

Interested investors should contact FUSADES/PRIDEX directly. Application procedures are extremely flexible.

Contact

Director
Export Promotion Program
Edificio Omnimotores, Tercer Piso
Carretera Santa Tecia
San Salvador, El Salvador
Tel: [503] 98-0231, 98-0237
Telex: 20-438
Fax: [503] 98-0390

Industrial Development Project

The Industrial Development Project, under the auspices of FIDEX, provides financing for light industrial projects for export outside of the Central American Common Market. FUSADES established this $15 million financing institution in 1986, with funds provided by the U.S. Agency for International Development (USAID).

Financing is offered on a minimum three-year term, and there is no specific criteria for loan size. Interest rates are offered at 1 percent above the prime rate for U.S. dollar loans and the standard bank rate for local currency loans. For U.S. dollar loans, the borrower assumes all foreign exchange risk.

Eligibility

Private investment projects in light industry or drawback operations for export outside of the Central American Common Market are eligible for financing. Foreign and domestic investors may access this financing. Resources cannot be used for short-term working capital.

Application

Interested investors should contact FUSADES/FIDEX directly. Application procedures are extremely flexible.

Contact

Director
Industrial Development Project
Edificio Omnimotores, Tercer Piso
Carretera Santa Tecia
San Salvador, El Salvador
Tel: [503] 98-0231, 98-0237
Telex: 20-438
Fax: [503] 98-0390

Water Management Project

The Water Management Project, under the auspices of FIDEX, provides medium- to long-term financing for nontraditional export and irrigation projects. Loan and feasibility study financing as well as technical assistance are available. The project has a $10 million capital base, with funds provided by the U.S. Agency for International Development (USAID).

Loan size and lending terms are flexible. Interest rates are offered at 1 percent above the prime rate for loans in U.S. dollars and the standard bank rate for local currency loans. For U.S. dollar loans, the borrower assumes all foreign exchange risk.

Eligibility

Financing is available for nontraditional export processing projects and irrigation projects. Borrowers must be in the private sector but can be of any nationality. Financing is not available for short-term working capital.

Application

Interested investors should contact FUSADES/FIDEX directly. Application procedures are extremely flexible.

Contact

Director
Water Management Project
Edificio Omnimotores, Tercer Piso
Carretera Santa Tecia
San Salvador, El Salvador
Tel: [503] 98-0231, 98-0237
Telex: 20-438
Fax: [503] 98-0390

GUATEMALA

The Guatemalan financial system consists of commercial banks, government banks, and finance companies. All financial institutions are regulated by the Monetary Board. With the liberalization of the financial sector in November 1989, the local currency, the Quetzal, (Q), was floated. In addition, lending rates are no longer controlled by the central bank, the Bank of Guatemala.

Commercial banks, including one foreign bank, provide most private sector credit, with short-term lending to the manufacturing and agricultural sectors. While most commercial loans are extended for periods of less than one year, in many cases, these loans are extended for up to five years as revolving credits. A number of Bank of Guatemala lines of credit, channeled through the commercial banking system, allow medium- and long-term lending in certain cases. Most commercial banks also house mortgage departments for long-term lending. The three government banks (including the National Mortgage Bank and the Agriculture Development Bank) offer medium- and long-term loans. As of October 1989, commercial banks constituted 85 percent of lending with the remaining 15 percent provided by government banks (this data exclude finance company lending).

Finance companies (financieras) offer medium- and long-term lending and are legally prohibited from lending on the short term. Currently, five finance companies, including one public finance company, are in operation. Even prior to financial sector liberalization, finance company lending rates were not controlled by the Bank of Guatemala.

Free market interest rates for loans provided by commercial banks are 16 percent, while finance company lending rates are 19 percent. Some government bank loans are offered at concessional rates. Collateral for loans are regulated by law -- loans of less than one year require at least a trustee/fiduciary; for all other loans, a mortgage valued at 200 percent of the loan is required. Foreign borrowers are not restricted from involvement in the local financial market. Foreign exchange is readily available on the Guatemalan market and may be purchased directly from commercial banks. Central bank regulations restrict commercial bank holdings of foreign exchange to $300,000. At the end of each day, commercial banks must sell any excess foreign exchange to the Bank of Guatemala. Although the Guatemalan financial sector has been fairly liquid in recent years, credit tightening is expected during 1990. The inflation estimate for 1989 is 15 to 18 percent.

Securities exchange regulations were established in November 1989 for the establishment of private securities; however, this has not yet been exploited. The Guatemalan stock exchange activities are now limited to the trading of government debt and short-term government securities.

Debt Conversion Program

Guatemala's debt conversion program was approved on September 22, 1988 through Junta Monetaria Resolution JM-177-88. The aim of the program is to stimulate long-term investment in order to increase the productive capacity of the country and to lower the external debt.

Within this program, the Junta Monetaria annually fixes the amount that will be accepted for debt conversion. During 1989, this amount was fixed at $15 million. Only 1988 Debt Stabilization Bonds are accepted for debt conversion. In the future, other commercial debt may also become eligible for conversion upon approval by the Junta Monetaria. To date, two projects (a macadamia plant and a cracker factory) valued at $2.9 million have been approved for debt conversion. Almost 50 percent ($7 million) of the bonds eligible for conversion during 1989 were used for wheat purchases, thus reducing the debt eligible for conversion. Eight debt conversion projects valued at approximately $30 million are under consideration by the External Financing Commission of the Institution (COFE).

Once an investment receives Guatemalan Government approval by the Bank of Guatemala (central bank) through the External Financing Commission of the Institution (COFE), the debt in Stabilization Bonds is deposited with the central bank, which in turn makes disbursements on an established schedule. Guatemalan debt on the secondary market is currently sold at a discount of $0.30 on the dollar.

Investment within the conversion program must be registered with the Bank of Guatemala as a national investment. It is preferred that a fresh money infusion accompany a request for investment based on converted debt. The disbursement schedule in local currency will be determined on a case-by-case basis. Capital repatriation on an investment based on converted debt is not permitted. Profit repatriation is prohibited for three years, after which it cannot exceed 25 percent of the original investment amount.

Eligibility

The debt conversion program is open to both foreign and local investors. An individual, corporation, consortium, or cooperative may seek debt conversion status. Investments in the following areas are eligible for conversion: production for export, especially nontraditional products; tourism; educational and health services and related construction or modernization; low- and medium- cost housing; and other areas of economic activity deemed of interest to Guatemala. Investment with converted debt may be in the form of new machinery and equipment, construction or modernization of plants, or infrastructure development.

Application

The Bank of Guatemala must authorize each debt conversion request, based on the recommendation of COFE. To solicit a review, a potential investor must submit an official application, available from the Bank of Guatemala. This must be accompanied by a deposit equal to $1,000 in local currency. If the request is denied, the deposit will be refunded. The investor will be notified within 60 days regarding Bank of Guatemala determination on the request for debt conversion.

Contact

Bank of Guatemala
7a Avenida 22-01 Zona 1
Guatemala City, Guatemala
Tel: [502] (2) 534053
Fax: [502] (2) 28509
Telex: 5231 Guaban Gu

Agricultural Development Bank

The Guatemalan Agricultural Development Bank (BANDESA), a Guatemalan Government-owned bank, provides loans for small- and medium-sized agricultural and livestock projects. Established in 1973, BANDESA's capital base is $16.1 million (Q59 million) derived from Government of Guatemala, Inter-American Development Bank (IDB), and U.S. Agency for International Development (USAID) sources. BANDESA lending during 1989 is expected to have reached $38 million (Q139 million) in more than 2,500 projects, a 50 percent expansion in lending over 1988.

The loan size available may not exceed $14,000 (Q50,000), and the maximum loan term is 25 years. BANDESA is willing to finance up to 100 percent of the project cost, depending on the collateral offered. For 100 percent of collateral in the form of crops, BANDESA will finance 70 to 90 percent of the project cost and for collateral in the form of land or buildings, up to 50 percent of the project cost will be financed. Subsidized interest rates of either 10 or 16 percent are available, depending on the source of resources utilized. All loans are disbursed and repaid in local currency.

Eligibility

Agricultural and livestock projects are eligible for BANDESA financing. Projects must be controlled by private Guatemalan individuals or companies incorporated in Guatemala. Loans from BANDESA can be used only for direct costs associated with the eligible commercial activity, excluding land purchases.

Application

BANDESA headquarters located in Guatemala City are supported by 69 offices throughout Guatemala. Application for BANDESA financing can be made at any of these locations. The following information must be submitted by the potential borrower: the legal certification of ownership, rent, or lease of landholding, and a complete business plan. For loan requests exceeding $409 (Q1,500) approvals must be made by BANDESA headquarters.

Contact

Agricultural Development Bank
9a Calle 9-47 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 22641

Agribusiness Credit Program

The Agribusiness Credit Program, a Bank of Guatemala program, provides loans and technical assistance for agricultural and livestock projects through financial intermediaries. This program is supported by a $40 million loan from the Inter-American Development Bank (IDB) and $13.3 million from the Guatemalan Government. During 1987 to 1989, 92 projects valued at $20 million have received approval for financing. By value, 90 percent of the projects financed are in the export sector with 65 percent of the total in traditional agricultural production (bananas and coffee) and the remaining projects in nontraditional production, such as citrus and macadamia.

The maximum loan size available is $233,000 (Q855,000) for individual projects or $736,000 (Q2.7 million) for projects of producer associations. Projects exceeding this amount require IDB approval. The maximum term offered is 12 years, including up to a 5-year grace period for investment capital loans. A shorter term is available for working capital loans. Interest rates to the beneficiary range from 14 to 16 percent, depending on the loan term. Up to 90 percent of total project cost may be financed by the Credit Program, with the remaining cost financed either by the financial intermediary or by the beneficiary. Loans are disbursed in both U.S. dollars and local currency. The Bank of Guatemala will absorb foreign exchange risks affiliated with the Credit Program.

Eligibility

Agricultural and livestock projects with production both for export and for the domestic market are eligible for Credit Program financing. Beneficiaries must be Guatemalan nationals or residents. Financing may be used for working capital and capital investment financing, as well as for technical assistance. Land purchases and refinancing cannot be covered by Credit Program loans.

Application

Firms or individuals interested in the Bank of Guatemala's Agribusiness Credit Program must apply through an intermediary financial institution, either a commercial bank or private finance company. The financial institution will review the eligibility of the loan request and submit a formal application to the Bank of Guatemala, Agriculture Credit Unit. The Bank of Guatemala then assesses the project and loan request.

Contact

See Appendix III for a list of commercial banks and private finance companies.

Agribusiness Guarantee Fund

The Agribusiness Guarantee Fund of the Bank of Guatemala offers a partial guarantee to financial intermediaries for loans made for agricultural and livestock projects. The fund was established in 1983 with initial capital of $2.7 million (Q10 million).

Through the fund, the Bank of Guatemala can guarantee up to 50 percent of a loan made by a bank based on the borrower's mortgage and other assets. In effect, the fund guarantee coupled with the legally required guarantee of 50 percent of mortgage, allows the banks to secure 100 percent guarantee on loans for eligible projects. The maximum amount of guarantee(s) available through the fund is 10 times the fund capital, currently $29 million.

Eligibility

Access to the Agribusiness Guarantee Fund is limited to the banking sector, representing borrowers with eligible agribusiness projects. Eligible projects include those involving agricultural planting, cultivating and harvesting, and livestock exploitation.

Application

Banks interested in utilizing the Bank of Guatemala guarantee fund must submit the following information for consideration: the name of the bank and borrower; project information (location, size, and production period); the loan term; the description and amount of guarantee offered by the borrower; and the amount of guarantee requested. The Bank of Guatemala charges a 0.25 percent commission per year to the bank, and the bank collects a 0.75 percent service commission from the borrower.

Contact

See Appendix III for a list of commercial banks.

Bank of Guatemala
7a Avenida 22-01 Zona 1
Tel: [502](2) 534053
Fax: [502](2) 28509
Telex: 5231 Guaban Gu

Revolving Credit for Nontraditional Exports

The Revolving Credit for Nontraditional Exports, a Bank of Guatemala credit line, provides pre- and post-export financing for Guatemalan exporters of nontraditional products. The credit line is offered through intermediate financial institutions (IFIs). This revolving nontraditional export credit line of $1 million was established in 1986 through an Inter-American Development Bank (IDB) loan and Government of Guatemala resources.

Working capital import and export financing required in the export production process is available for up to 100 percent of the value of the export contract. Loans are offered for up to 180 days at an interest rate of 11.4 percent. Loans are disbursed in local currency and in U.S. dollars. The Bank of Guatemala does not assume risk related to this credit line. IFI collateral requirements must be consistent with the Guatemalan banking law.

Eligibility

Nationals and residents of Guatemala exporting nontraditional goods and services totally or partially produced, processed or manufactured in Guatemala are eligible to access the nontraditional export credit line. Pre-export financing can be used either to purchase input materials from another IDB developing country , or from other countries if at least 50 percent of the f.o.b. price of the final export produced from that input is added in Guatemala.

Application

Application for financing from the Revolving Credit for Nontraditional Exports must be made to an eligible commercial bank or private finance company. To secure working capital, a financial confirmation of the export contract must be provided. To receive financing for the import of inputs for export production, an export contract, import documentation, and a description of the production process must be submitted. For export financing, the export document and a copy of the letter of credit or collection are required.

Contact

See Appendix III for a list of commercial banks and private finance companies.

GUYANA

Five commercial banks operate in Guyana, including one foreign-owned bank (Bank of Nova Scotia). Interest rates vary between 30 and 36 percent depending on the specific loan type. Local currency loans are generally available, but most major investors use converted debt for local currency needs. The Guyanese Government does not have an official debt conversion program, but this type of financing can be arranged on a case-by-case basis through S.G. Warburg & Co, Ltd. in London (see Appendix III).

With the Economic Recovery Program, installed by the Guyanese Government in March 1989, the Guyana dollar (G$) was devalued by 70 percent to a rate of G$33:US$1, in an attempt to more closely correlate the official and illegal parallel rate. In addition, in November 1989, Guyana's National Assembly passed legislation that permits the licensing of foreign exchange traders on the free market. The government anticipates that the current scarcity in foreign exchange will be positively affected by these reform. Inflation during 1989 was estimated at 40 to 50 percent.

Guyana Co-operative Agricultural & Industrial Development Bank

The Guyana Co-operative Agricultural & Industrial Development Bank provides short- to long-term financing for agricultural, industrial, tourism, shipping, and mining projects. Established in 1973, this government development bank is supported through loans from the Inter-American Development Bank (IDB), European Investment Bank (EIB), Caribbean Development Bank (CDB), and World Bank. The current capital base available for lending is $3.3 million (European Currency Unit 4 million). The bank's lending in 1988 concentrated in agriculture (51 percent) and industry (49 percent).

Loans are available from a 1- to 10-year term. The specific project determines the grace period and loan size permitted. Interest rates are 20 percent for agribusiness loans and 24 to 25 percent for industrial loans.

Eligibility

Lending is available for agricultural, horticulture, industrial, tourism, shipping, and mining projects. Guyanese nationals and individuals residing permanently in Guyana are eligible for Development Bank financing.

Application

Those interested in development bank financing should contact the bank for an initial interview and provide validation of land ownership. Once the formal application form is submitted, the bank undertakes a project assessment and makes a determination on the loan request.

Contact

General Manager
Guyana Co-operative Agricultural & Industrial Development Bank
126 Parade & Barrack Streets
Kingston, Georgetown GUYANA
Tel: [592](2) 58808

HAITI

The eight active commercial banks, including four foreign banks, supply 92 percent of private sector credit. Most commercial lending is available either through an overdraft facility or through short-term credit. Import financing is generally limited to a prepaid letter of credit. Most short-term lending is actually rollover credit that may serve as medium- to long-term financing with a floating interest rate. Some commercial banks offer medium-term financing for certain sectors. Commercial banks may provide longer term financing through special programs of the Haitian Central Bank. Long-term financing may also be available through the private development bank, the Haitian Development Finance Corporation (SOFIDES), and the two private mortgage banks. Most commercial lending is limited to commerce, followed by personal and industrial sectors.

Until 1988, the financial market was fairly liquid; however, increased public sector borrowing and an increase in reserve requirements began to dry up the market by 1989 Interest rates are expected to range between 14 and 22 percent during 1990. This follows the 1989 government action aimed at liberalizing the financial market that established an interest rate floor of 8 percent and abolished a control on maximum rates that has been 15 percent. During February 1990, the government loosened controls on the foreign exchange system by allowing commercial banks to buy and sell foreign exchange at the parallel exchange rate. Within this system, exporters have a right to access a portion of foreign exchanged earned.

Any firm or individual legally established in Haiti may access the local financial market. Efforts are under way to modernize and liberalize the Haitian banking law, as well as to explore the establishment of a securities market.

Haitian Development Finance Corporation

The Haitian Development Finance Corporation (SOFIHDES) provides medium- and long-term financing to small- and medium-sized entrepreneurs for industrial and agro-industrial projects. SOPIHDES also provides technical services for use in project development and financial management. SOFIHDES was established in 1983 by 140 shareholders from the Haitian private sector, who provided a $1 million equity base and solicited a $5 million loan technical assistance package from the U.S. Agency for International Development (USAID). An additional USAID commitment of $5 million was negotiated in 1986. SOFIHDES loan portfolio totaled $8.8 million as of September 1989, made up of 60 loans concentrated in the following sectors: local industry (44 percent), export industry (37 percent), agribusiness (18 percent), and services (1 percent).

SOFIHDES financing is available for a three- to seven-year term, including up to a one- to two-year grace period and may not exceed 70 percent of the total project cost. The maximum loan size available is $225,000, with a loan minimum of $30,000. However, for projects requiring financing that exceed SOFIHDES limitations, joint financing arrangements may be negotiated. Loans are available in both local currency and in dollars, depending on the specific project financing requirements. Interest rates are based on the cost of funds to SOFIHDES and currently are offered at 14 to 15 percent.

SOFIHDES support services are provided to prospective as well as established clients. These services include SOFIDATA, an automated accounting service, and technical services to assist clients in developing project proposals, marketing plans, and improving financial management capabilities.

Eligibility

New or expansion projects in industrial or agro-industrial sectors are eligible for SOFIHDES financing. Loan uses are limited to the purchase of equipment and machinery, buildings, permanent working capital, and initial inventory. SOFIHDES emphasizes lending to small and medium-sized entrepreneurs; however, a substantial portion of the project sponsors receiving financing are defined as large firms. No borrower nationality restrictions exist, but in practice, most financing is extended to majority Haitian -firms or foreign-owned firms already established in Haiti.

Application

Firms interesting in obtaining SOFIHDES financing for eligible projects may consult with SOFIHDES for support during the early stages of project development. A formal application for financing must be submitted to SOFIHDES. This requires a project description and feasibility study as well as financial statements from the previous three years of operations. All loans require guarantees, first mortgages, pledges of equipment or receivables, or some other form of security. Complete applications may be processed in as little as two weeks.

Contact

General Director
Haitian Development Finance Corporation
11 Blvd. Harry Truman
P.O. Box 1399
Port-au-Prince, Haiti
Tel: [509] 2-8628
Telex: SOFID
Fax: [509] 2-8997

Haitian Development Foundation

The Haitian Development Foundation (HDF) provides direct loans and lines of credit to small-scale entrepreneurs for the financing of productive investment. HDF, a private, non-profit institution originally established in 1979, has been supported by $7.4 million in USAID loans and grants since 1984. Since its establishment, HDF has disbursed over $2 million in more than 400 loans, concentrating in services (40 percent), small industry (34 percent), commerce (18 percent), and agro-industry (8 percent).

Loan sizes vary from $300 to $50,000 with the group loans for further sub-lending available up to $100,000. Interest rates, currently 18 percent, are slightly above the commercial market rate due to the increased risk associated with loans to this target market. Terms are flexible and range from one year to a maximum of four years. The average loan size is $5,000 over a three-year term. Most loans are disbursed in local currency with some dollar loans available if required for the specific project. Some technical assistance is available to clients and potential clients for project development and planning.

Eligibility

HDF loans are available to small businesses and micro-entrepreneurs to finance the acquisition of tools and raw materials, or to finance the expansion of an established enterprise. Financing is also available for training related to business development. HDF's nontraditional borrower selection criteria allows those generally ineligible for bank loans due to an inadequate credit history or collateral to access credit. Only loans for more than $5,000 require tangible guarantees. Borrowers must be Haitian citizens, or partners in an enterprise having substantial, and real Haitian ownership.

Application

An interested borrower should approach HDF with the project concept. Technical assistance is available from HDF to assist in project development as well as in applying for the loan. The application process is fairly informal and conducted on a case-by-case basis.

Contact

Executive Director
Haitian Development Foundation
106 Ave. Christophe
Port-au-Prince, Haiti
Tel: [509] 5-2206
Telex: 2030433

Industrial Development Fund

The Industrial Development Fund (FDI), an operation of the Haitian Central Bank (BRH), promotes industrial development through short-, medium-, and long-term financing. This financing is offered in the form of rediscounts and guarantees to financial intermediaries. FDI also provides technical assistance, feasibility study financing, and specific programs designed to increase the performance level of local industry. FDI's capital resources are based on two phases of World Bank lending totaling $15.7 million. Since its 1981 establishment, FDI has provided financial support to 116 projects in the form of $8.4 million in rediscounts of loans and $1.1 million in loan guarantees. Of the loans rediscounted by FDI, 13 percent have been accompanied by FDI loan guarantees. Manufacturing and agribusiness projects have received most FDI financial support, followed by construction, and services and tourism projects.

FDI will rediscount 90 percent of loans, not to exceed $500,000, made by financial intermediaries for eligible projects. The maximum term for a loan rediscounted by FDI is 15 years, including a maximum grace period of 3 years. Under this arrangement, the financial intermediary absorbs all risk. Most FDI loans for rediscount are made in local currency with some resources available for dollar loans. In addition, FDI may provide guarantees for up to 75 percent of the loan amount rediscounted, not to exceed $200,000. Projects seeking FDI financial support must have a debt-equity ratio of at least 80:20 based on total project cost.

Technical assistance offered by FDI includes support to investors in the following areas: project preparation, negotiation with financial intermediaries, management consulting, and dissemination of information relevant to investment. In addition, FDI sponsors an Industrial Extension Program to support client efforts to improve profit and competitiveness.

Eligibility

Eligible projects include those in the following sectors: manufacturing, agribusiness, tourism, fishing, mining, handicrafts, transportation, construction, and ancillary services. FDI financing may be used for the construction and renovation of industrial buildings, the acquisition of machinery and equipment, working capital, feasibility studies, and start-up costs. Firms seeking financing must be at least 51 percent Haitian owned; however, exceptions may be granted for foreign firms sponsoring projects that contribute substantially to the Haitian economy.

Application

A firm seeking FDI financial and technical assistance can approach a financial intermediary, a commercial bank, or development finance institution. The formal application for FDI rediscount must be submitted by a financial intermediary. This application includes the project description, the financial intermediary lending commitment, a guarantee, and the financial plan for the project. The guarantee may include equipment as well as traditional guarantees. Those firms with insufficient collateral for a bank loan should supplement the loan rediscount with a FDI loan guarantee. A 2 percent fee per annum is charged for this guarantee.

Contact

See Appendix IIIi for a list of financial intermediaries.

Director General
Industrial Development Fund
43 Rue des Miracles
B.P. 2597
Port-au-Prince, Haiti
Tel: [509] 2-7852

HONDURAS

The 14 commercial banks operating in Honduras account for 60 percent of the Honduran financial system assets. In addition, private finance companies, savings and loans and two government-owned development banks (including the Agriculture Development Bank) operate within the financial sector. Long-term lending is generally available only through special funds of the Central Bank of Honduras and the U.S. Agency for International Development (USAID), while short- and some medium-term lending is generally available from private bank resources.

The Honduran financial sector has become less liquid since the 1988 increase in reserve requirements. The Central Bank-controlled lending rates are currently 17 percent for commercial banks. There is no interest rate ceiling for private finance companies, which usually lend at a 24 percent interest rate.

Honduras has maintained a fixed official exchange rate of two lempiras (Lps) to the U.S. dollar since 1918; however, due to the increasing overvaluation of the lempira, a strong black market exists. To provide a stimulus to exports, the Honduran Government initiated the CETRA (Transferable Export Certificate) program in early 1988. Exporters are issued CETRA certificates equivalent to a certain percentage of their deposited export revenues. The certificates represent claims on foreign exchange that may be used by the exporter to finance his own import requirement or to sell to third parties through the commercial banks at a freely determined market rates. Largely due to the establishment of CETRA program, almost 90 percent of imports are currently financed outside of the official exchange rate system.

Honduran Stock Exchange

The Honduran Stock Exchange (Bolsa Hondurena de Valores, S.A.) was authorize by Decree Number 115-88 on February 24, 1988. Operations are expected to begin during the first half of 1990 and will be based in San Pedro Sula. Public debt bonds and CETRAs will be the initial securities traded. The exchange activity already includes 113 associates and $500 million (Lps 1.1 billion) in capital. Foreign firms established in Honduras may participate in the stock exchange.

Debt Conversion Program

The debt conversion program was established in December 1988 by Law Number 149-88 and enacted by Presidential Decree No. 470 in June 1989. The program aims at reducing the amount of external debt while promoting investment in productive activities that generate foreign exchange, create new sources of employment, and utilize local materials. New investments, social projects, privatizations, and the payment of obligations to the government or to its autonomous institutions can be financed through the debt conversion program. As of the end of 1989, projects valued at more than $100 million have been reviewed by the Special Commission for External Debt Conversion (SCEDC) and await final approval by the Ministry of Finance.

The Honduran Government must approve all requests for debt conversion. Honduran debt eligible for debt conversion initially amounted to $230 million, but has been reduced to the current level of $160 million. The annual limit for debt conversion is determined in accordance with the government's monetary plan -- for 1989 this was $25 million. Debt conversions for privatization projects are excluded from this annual conversion limit. Once a project is approved, the commercial debt is converted into a Conversion Bond at the official exchange rate, after an approved discount is applied. The Honduran Government discounts the face value of a debt instrument from zero to 30 percent based on the nature of the project (for new investment zero to 10 percent, for social projects 10 to 20 percent, for payment obligations to the government 15 to 25 percent, and for privatizations 20 to 30 percent). The interest rate and maturity on a bond is negotiated for the specific project. Capital repatriation is prohibited for four years and dividend remittances are prohibited for two years. Debt conversion-based investments may be required to include external capital.

Eligibility

Converted debt can be used for new investments related to export expansion, social projects by educational and welfare organizations, fixed assets associated with privatizations, and the payment of obligations to the government or to its autonomous institutions. Local investors and foreign firms registered in Honduras are eligible to apply for debt conversion. Funds can be used for the following purposes: acquisition of land, buildings, or pre-existing installations and related machinery and equipment; infrastructure construction; acquisition of locally sourced raw materials and inputs; and payment of personal services. Debt conversion-base_ resources cannot be used to finance imports or debt service payments.

Application

Requests for debt conversion are made to the Special Commission for External Debt Conversion (SCEDC) through the Chief Clerk. A formal application including the following documents must be submitted: and the project proposal, including a technical and economic prefeasibility study; documentation identifying the investor and the existing company; the investor's financial background and appropriate supporting documents. The Technical Advisory Sub-Commission conducts an assessment of the project and presents to SCEDC initial drafts of the recommendations. SCEDC then forwards the recommendations regarding approval for debt conversion to the Minister of Finance. In determining the merit of a project, the following factors are considered: employment creation, foreign exchange generation, geographic location, value added, and other related factors.

Contact

Ministry of Finance
Special Commission for External Debt
Conversion (SCEDC)
Tegucigalpa, Honduras
Tel: [504] 22-7160
Fax: [504] 22-5271

Agribusiness Credit Project

The Agribusiness Credit Project (UPCA), a Central Bank fund, provides long-term financing and technical assistance for agribusiness projects through financial intermediaries. UPCA's capital is based on World Bank resources and is currently valued at $102 million (Lps 204 million). Since the establishment of UPCA in 1970, $175 million (Lps 350 million) has been lent to 6,700 projects concentrated in livestock (64 percent), agriculture (28 percent), heavy agricultural machinery (4 percent), and rural industry (4 percent).

Loans up to $1.5 million in size are available for up to 12 years, including up to a 5-year grace period. The interest rates, currently 13.4 percent, are reviewed semiannually. UPCA will finance up to 90 percent of total project costs, with up to 80 percent financing available for farmers with small- to medium-sized productions. All UPCA financing is disbursed in local currency, and the financial intermediary holds all lending risk.

Technical assistance is available on a grant basis to farmers requesting UPCA financing. In addition, contracted technical assistance can be financed through UPCA loans either for project formulation or project implementation for an amount not exceeding 10 percent of total project costs.

Eligibility

Private sector agribusiness projects in Honduras are eligible for UPCA financing. Project sponsors may be nonnationals but must conform to Honduran law. Financing is made available for technically and economically well-developed projects. Historically, 25 percent of loans have gone to small producers. UPCA financing can be used for working capital in conjunction with a full project investment. While land purchases cannot be financed by UPCA, land titling and land improvement costs are acceptable.

Application

Application for UPCA financing must be made through one of the 12 eligible commercial banks (domestically owned commercial banks) or through the National Agriculture Development Bank (BANDESA). Commercial banks have been involved in 60 percent of UPCA loans, with BANDESA involved in the remaining 40 percent. Once the financial intermediary conducts an initial project review and submits the loan request to the the Central Bank's UPCA, projects may be assessed and a lending decision made in one to two weeks, depending on the specific project. Loan requests for more than $300,000 require World Bank approval.

Contact

See Appendix III for a list of commercial banks.

Director
Agribusiness Credit Project
Central Bank of Honduras
Edificio Amato
Tegucigalpa, Honduras
Tel: [504] 22-7159 or 22-4023
Fax: [504] 37-1876

Honduran Pre-Investment Fund

The Honduran Pre-Investment Fund (FOHPREI) provides feasibility study financing for private and public sector projects consistent with the national development priorities of the Honduran Government. FOHPREI's current capital available for loan and grant financing includes $75,000 (Lps 150,000) for grants and $5 million (Lps 10 million) in loans from the Inter-American Development Bank (IDB) and the Honduran Government. Since the establishment of FOHPREI in 1986, 41 feasibility studies valued at $5.2 million (Lps10.4 million) have received financing, divided into loans (75 percent) and grants (25 percent). This financing is concentrated in the following sectors: transportation (42 percent), health (26 percent), agriculture (23 percent), industry (8 percent), and tourism (1 percent).

Loans for a feasibility study are available for terms of 1 to 10 years, with up to a 3-year grace period. The minimum loan size is $5,000 (Lps 10,000) and while no maximum exists, in practice, loans up to $1.6 million (Lps 3.2 million) have been offered. From 90 to 100 percent of feasibility study costs can be covered by FOHPREI. A 6 percent interest rate is offered on loans either in local currency or U.S. dollars, depending on project needs. The Honduran Government absorbs all foreign exchange risk. A complete guarantee in the form of bank guarantee or mortgage is required.

Eligibility

FOHPREI financing for feasibility studies is available for public or private sector projects that have received Honduran Government approval as priority projects consistent with the national development plan. Borrowers must be either Honduran nationals or residents. Government projects have benefited from two-thirds of FOHPREI financing, including all grant financing. Consultants must be registered with FOHPREI in order to conduct FOHPREI-financed feasibility studies.

Application

Applications including a project proposal and financing plan must be submitted directly to FOHPREI. Private sector requests for financing are generally processed within one month. For grants and loan request for more than $700,000 (Lps 1.4 million), the IDB must provide authorization.

Contact

Executive Director
Honduran Pre-Investment Fund
la Avenida, entre 9a y 10a Calles, 913
Comayaguela, Honduras
Apartado Postal 1327
Tegucigalpa, Honduras
Tel: [504] 22-3154
Fax: [504] 38-49-53

National Agriculture Development Bank

The National Agriculture Development Bank (BANDESA), a government bank created in 1980, provides short-term financing for agricultural and livestock projects. In addition, BANDESA offers technical assistance to borrowers. BANDESA's capital includes funds from the Government of Honduras, the Inter-American Development Bank (IDB), and its own resources.

Loans are available for up to a 18-month term with interest rates of either 11 or 17 percent, depending on BANDESA's source of funds. The minimum loan size is $500 (Lps 1,000). No maximum loan size is specified with the exception of loans based on IDB resources, in which case a maximum of $20,000 (Lps 40,000) for individuals and $200,000 (Lps 400,000) for cooperatives is imposed.

Eligibility

Agricultural and livestock projects, including commercial and basic agriculture, are eligible for BANDESA financing. Financing may be used for short-term working capital and the acquisition of machinery and equipment. Small and medium-sized Honduran borrowers are eligible to access BANDESA financing.

Application

Interested borrowers should contact BANDESA directly to request financing.

Contact

Chief, Agriculture Credit Section
National Agriculture Development Bank
P.O. Box 212
Tegucigalpa, Honduras
Tel: [504] 37-5663
Fax: [504] 37-5187

National Industrial Development Fund

The National Industrial Development Fund (FONDEI) provides medium- to long-term financing for industrial, agribusiness, and tourism projects. Financing for feasibility studies is also available. FONDEI was established in 1978 with World Bank and Honduran Central Bank funds. The available financial resources of FONDEI for 1990 are $30 million (Lps 60 million) for any eligible project plus $2 million (Lps 4 million) for tourism projects. FONDEI's total credit operations of $103.5 million (Lps 207 million) during 1979-88 are concentrated in medium-sized industry (77 percent), small business and micro-enterprise (14 percent), and tourism (9 percent). FONDEI total lending portfolio at the end of 1989 amounted to $59 million (Lps 118 million).

In 1989, a special Fund for Small and Medium Business (FOPEME) was established within FONDEI to support businesses without access to commercial credit. FOPEME provides loans and guarantees from its $15 million (Lps 30 million) capital, based on U.S. Agency for International Development (USAID) resources. During the first year of operations, all but $6 million (Lps 12 million) in loans had been disbursed. Approved loans concentrated in industry (39 percent), commerce (36 percent), and services (25 percent); while guarantees concentrated in industry (41 percent), commerce (35 percent), and services (24 percent).

The FONDEI loan size and term varies according to the specific use. Loans for fixed and working capital are available from $5,000 (Lps 10,000) to $2 million (Lps 4 million) with a 3- to 10-year term, for up to a 2-year grace period. Technical assistance loans ranging from $2,500 (Lps 5,000) to $40,000 (Lps 80,000) are available for up to a five-year term, including a one-year grace period. Feasibility study loans range from $2,500 (Lps 5,000) to $25,000 (Lps 50,000) with a five-year term, including a one-year grace period. For FONDEI loans, a 17 percent interest rate is offered and disbursement is in local currency.

FOPEME financing differs somewhat from FONDEI lending criteria. Within FOPEME, a five-year term, including a one-year grace period, is provided with a maximum loan size of $25,000 (Lps 50,000). The interest rates is offered at 17 percent. A maximum of 70 percent of project costs can be covered by FOPEME loans and guarantees.

Eligibility

FONDEI funds can be used for fixed assets and original working capital as well as feasibility studies, consultant f es, and technical assistance costs. However, funds cannot be used to refinance debt, purchase land, or purchase used machinery, unless the purchase of used machinery is technically and economically justified. Majority Honduran ownership is required to be eligible for FONDEI financing. In certain cases of substantial technology transfer, firms with up to 60 percent foreign ownership may be deemed eligible.

FOPEME financing is available only for investment in fixed assets and working capital. In addition, the beneficiary of FOPEME financing must be a small industry or service, measured as under 99 employees and assets (less land and buildings) valued at less than $250,000 (Lps 500,000).

Application

Requests for FONDEI financing must be submitted through an intermediary financial institution, including most private commercial banks and the Center for Industrial Development (CDI). The selected intermediary will review the request for eligibility and then forward the request to FONDEI. FONDEI evaluates the project based on the following criteria: employment generation; use of local inputs, capacity to repay, and administrative and technical capacity to execute the project. Selected commercial banks and FIA have received from FONDEI a free approval limit of up to $100,000 (Lps 200,000); projects approved under this free limit are sent to FONDEI only for disbursement. Loans up to $500,000 (Lps 1million) are approved by FONDEI's credit committee and require the authorization of FONDEI's Executive Committee. Approximately three weeks are required for the FONDEI review; authorization by the Executive Committee requires an additional week.

Contact

See Appendix III for a list of private commercial banks.

Director
National Industrial Development Fund
Edificio Las Cumbres, 3er piso
Avenida Cervantes, 3a Calle
Tegucigalpa, D.C.
Tel: [504] 37-5205 or 37-2963

Nontraditional Export Revolving Credit

The Nontraditional Export Revolving Credit Line provides loans and guarantees for nontraditional export projects. The Credit Line, financed by U.S. Agency for International Development (USAID) resources, is administered by the Central Bank and channeled through financial intermediaries. The current capital base of the credit line is $12.5 million (Lps 25 million). Since its establishment in 1986, $19 million (Lps 38 million) in local currency and $10 million in foreign exchange loans have been extended for agribusiness (77 percent) and manufacturing (23 percent) projects.

Loans for working capital are available for up to a two-year term and for investment are available up to a seven-year term, including a two-year grace period. Projects can be completely financed by this revolving fund, as long as financing does not exceed $1 million (Lps 2 million). The interest rate offered to the borrower by the financial intermediary cannot exceed 17 percent. Loans are available in local currency or in foreign exchange at the official rate through letters of credit.

Eligibility

Projects involving nontraditional export development are eligible for the Nontraditional Export Credit Line. Ineligible production includes raw wood, coffee, sugar, meat, and banana projects. Private sector producers and exporters established in Honduras may access these funds. Working capital and investment funds may be used to finance the purchase of goods and services required for the approved project.

Application

Applications for the credit line must be submitted through an eligible financial intermediary. These include all private banks, the National Agriculture Development Bank (BANDESA), and the National Industrial Development Fund (FONDEI).

Contact

See Appendix III for a list of private banks.

National Industrial Development Fund
Edificio Las Cumbres, 3er piso
Avenida Cervantes, 3a Calle
Tegucigalpa, D.C.
Tel: [504] 37-5205 or 37-2963

National Agriculture Development Bank
4-5 Ave. 13-14 Calle
Comayaguela, Honduras
Tel: [504] 22-2201

JAMAICA

The Jamaican banking system consists of 4 foreign commercial banks, 6 domestic commercial banks, 12 merchant banks, 3 development banks, and a small capital and money market. Commercial banks dominate the financial system and accounted for two-thirds of the assets held by financial institutions during 1986.

Nonbank financial institutions account for 10 percent of the assets held by financial institutions. Merchant banks offer a variety of services, including project identification, preparation of feasibility studies, and equity and loan financing. Trust companies perform all the functions of merchant banks as well as provide fiduciary services and mortgage lending. Other significant nonbank financial institutions include building societies and credit unions. The money market is dominated by public debt instruments with less than one-year maturity, while the capital market deals with medium- and long-term lending or borrowing operations.

The financial sector reform, currently under way, aims at removing distortions in financial markets that affect credit allocation and interest rates, encouraging a more strict separation of monetary and fiscal policies, and strengthening of the capital market. This has led to a reduction in excess liquidity; however, real interest rates remain high. Under a February 1990 International Monetary Fund (IMF) Agreement, lending rates should rise to over 30 percent. Inflation surged to 15 percent in 1989.

During late 1989, the Government of Jamaica abandoned the foreign exchange auction system that had operated since March 1984 installing instead a fixed exchange rate system. The foreign exchange application process remain intact, but instead of an auction, the fixed exchange rate is applied and foreign exchange is allocated on a first-come first-serve basis.

Jamaican Stock Exchange

The Jamaican Stock Exchange was incorporated as a limited liability company in 1969. The stock exchange has experienced tremendous growth and activity since 1979. As of September 1989, 45 companies were listed for trading on the stock exchange, up from 37 companies in 1980. These firms represent a range of sectors including manufacturing, agriculture, financial institutions, tourism, and other services. Market capitalization at the end of September 1989 was $1.1 billion (Jamaican dollar (J$) 7.3 billion). Securities are traded on Tuesdays and Thursdays.

The volume of trading activity during 1989 is projected to be 90 million shares valued at $77 million (J$500 million). This represents a revaluation of securities and increased activity compared with 1988's performance. The market was slightly undervalued prior to the 1988 national elections. Recent activity on the exchange can be attributed to lower inflation, a reduction in interest rates, reform of the corporate tax system, the impact of the government privatization program, and strong growth in corporate profits. Further strengthening of the stock exchange will require institutional reform. The government is now considering the implementation of measures including the establishment of a securities and exchange commission and securities legislation to ensure investor confidence in the stock market.

Eligibility

Trading is restricted to brokers and members of the exchange. To become listed on the Jamaican Stock Exchange, a firm must be incorporated in Jamaica. It must also have a minimum equity capital base of $15,000 (J$100,000), with a minimum of 100 shareholders. There is a quarterly financial reporting regime.

Contact

General Manager
Jamaica Stock Exchange
3rd Floor, Bank of Jamaica Building
Nethersole Place
Kingston, Jamaica
Tel: (809) 92-20806
Fax: (809) 92-26966
Telex: 1265, 2167, 2173, 2144

Debt Conversion Program

Jamaica introduced a debt conversion program in July 1987 with the goals of reducing external debt to commercial banks and facilitating new investment in priority sectors, including tourism, export manufacturing and export agriculture. Almost 92 percent of the debt owed to commercial banks, $366 million, was included in the Rescheduling Agreement. Tranche "A" of this debt, approximately $185 million, was available for conversion for the July 1987 through October 1995 period. For the year April 1989 to March 1990, $36 million can be converted. Debt conversions for privatization fall outside of this limit, which is set on an annual basis. As of June 30, 1989, debt cancelled under the program amounted to $15 million in 12 projects. These were supplemented with a total fresh money injection of $6 million and include five export agricultural and four export manufacturing projects.

The price of Jamaica's debt has been increasing. At the beginning of the program, tranche "A" debt traded at approximately $0.35 on the dollar while it is now trading at $0.44 to $0.47 on the dollar. Four large creditors hold approximately 50 percent of the debt; 66 percent of creditors hold less than $2 million of debt each.

Eligibility

The Jamaican debt conversion scheme is conducted through the following steps: The commercial bank sells Jamaican debt obligations to an investor at a discount. The investor presents the debt obligation to the Jamaican Government. The Jamaican Government allocates the equivalent Jamaican dollar face value less no more than a 10 percent transaction fee in the form of "Equity Investment Bonds." (These bonds pay local interest rates and can be sold on the local financial market. Bond maturity is the same as the maturity of the replaced external debt.) Then the Jamaican dollar denominated bonds are applied to the Jamaican dollar cost of the Bank of Jamaica approved investment.

Converted debt may be invested in ordinary shares in public or private companies or in equity investment in noncorporate private sector companies. These investments must be approved by the Bank of Jamaica and must be formally registered with the Jamaican Government. Only non-Jamaican residents are eligible to use converted debt for investment purposes. Investors are encouraged to supplement the converted debt with fresh foreign exchange and assets. Capital remittance is prohibited for three years in the case of investment in new facilities in priority sectors, and for seven years in the case of other qualified investment. No profit may be remitted for a three-year period; however, this may be placed in a "Blocked Deposit Account." Profit may also be reinvested at any time with permission from the Bank of Jamaica.

Application

Bank of Jamaican approval is required for all investments based on converted debt. The formal Bank of Jamaica application form must be submitted in triplicate with an application fee of $250. Supplemental documentation on the proposed investment may be requested. An approval or disapproval notification will be forwarded by the Bank of Jamaica within 45 days of application. Once approved, the investor has 90 to 120 days to close the investment transaction. An extension of this deadline may be granted by the Bank of Jamaica.

Contact

Executive Director
Debt Capitalization Unit
Bank of Jamaica
Nethersole Place
P.O. Box 621
Kingston, Jamaica
Tel: (809) 92-20750
Telex: 2144

Agricultural Credit Bank of Jamaica, Ltd.

The Agricultural Credit Bank of Jamaica, Ltd. (ACB) provides short- to long-term financing through intermediary institutions for traditional and nontraditional agricultural projects. This Jamaican Government development bank is supported through loans from international and bilateral agencies including the Inter-American Development Bank (IDB), the Caribbean Development Bank (CDB), and U.S. Agency for International Development (USAID). ACB's capital base of $25.4 million is expected to be renewed during 1989. Since the establishment of ACB in 1981, $102 million has been committed, with approximately 10 percent annual growth in lending. Of ACB's total loan portfolio, almost 60 percent is held by commercial farmers.

ACB lending guidelines vary according to the financing source utilized. Loans are available for up to 12 years, with a 4-year grace. Concessional interest rates are offered with rates to commercial farmers at 15 percent, and rates to small farmers (defined as less than a 25 acre holding) at 11 percent. ACB loans to large commercial farmers are channeled through eligible financial intermediary institutions. Loans to small farmers are reviewed and managed through People's Cooperative Banks. The intermediary institution holds all loan risk. Most loans are extended in local currency; however, ACB may access foreign exchange if required for a specific project. Loan repayment is made in local currency at the exchange rate of the date the loan was disbursed, thus eliminating the borrower's foreign exchange risk.

Eligibility

Traditional and nontraditional agricultural projects and linkage agriculture projects that include agro-industry are eligible for ACB financing. Financing cannot be used for the purchase of land, residence, or corporate share holdings. Commercial projects must demonstrate a minimum debt to equity ratio of 60:40, while, small farmers may qualify with a 80:20 debt to equity ratio. The project must contribute to employment generation and foreign exchange earnings and savings, show an internal rate of return of 14 percent or better, and be well managed. Any resident of Jamaica who is eligible to invest in Jamaica may access ACB financing for eligible projects.

Application

For commercial projects, the borrower must approach an approved financial intermediary. The majority of commercial borrowing of ACB funds is through commercial banks, with only a small portion channeled through the National Investment Bank of Jamaica. Following internal review, the financial intermediary submits the project to ACB for appraisal. ACB ensures that all eligibility requirements are met and makes a decision on the loan request. If a loan request is for more than $170,000, ACB Board of Directors approval is required. If acceptable, a commitment letter will be forwarded to the financial intermediary that then designates on-lending conditions. All loans to small farmers are reviewed and monitored by ACB representatives associated with People's Cooperative Banks throughout Jamaica.

Contact

See Appendix III for a list of eligible financial institutions. These include all commercial banks, Dyoll Merchant Bank, Eagle Merchant Bank, and Pan Jam Merchant Banks, Jamaican Agricultural Development Fund, and the National Investment Bank of Jamaica.

Managing Director
Agricultural Credit Bank of Jamaica, Ltd.
11A-15 Oxford Road
Kingston 5, Jamaica
Tel: (809) 929-4010-3
Fax: (809) 929-6055

Jamaica Agriculture Development Foundation

The Jamaican Agriculture Development Foundation (JADF) provides credit for agricultural and agribusiness projects in the form of loans, venture capital, training grants, and technical assistance. This nonprofit private sector institution encourages innovative projects and serves as a resource base for private sector sponsored research and training. JADF's capital base consists of U.S. Agency for International Development (USAID) equity of $9.1 million and local currency grants. Since the establishment of JADF in 1984, 155 projects have been approved for $11 million in loans, and 17 projects have received $925,000 in equity financing.

JADF loans are available from a minimum size of $13,000 to a maximum of $340,000. A 5- to 10-year term is offered, including a grace period that depends on specific project requirements. Interest rates are competitive. JADF exercises flexibility in financing projects by allowing moratoriums on both interest and principal, converting accrued interest into equity participation, and accepting a wide range of acceptable securities as collateral.

JADF will consider equity participation in agricultural and agroindustrial ventures where the project has an excellent chance of success but lacks the required capital. Equity shares are subscribed whether through direct purchase or by substituting equity participation in lieu of payment on interest and principal on its direct loans. JADF generally seeks an equity position with management participation.

In addition, JADF has limited grant funds available for training aimed at improving agricultural efficiency. Technical assistance is available to assist project sponsors in developing a project proposal and feasibility study.

Eligibility

Agricultural and agro-industrial projects that demonstrate economic viability are eligible for JADF financing and technical support. Adequate management ability in the specific project sector is also required. All ventures seeking JADF support must have a majority Jamaican ownership. Priority is given to those project that benefit small farmers.

Application

Interested project sponsors should approach JADF to discuss the project. For eligible projects, a JADF project officer will work with the project sponsor to develop a business plan. In addition to a feasibility study, loan applicants must provide the following background information: audited financial statements, a list of shareholders, and bank references. The project must be evaluated by a technical team; then loan requests for more than $85,000 must be approved by the JADF Board. JADF monitors the project throughout the life of the loan and provides technical assistance whenever required. A 1.5 percent processing fee is collected on all loans.

Contact

Managing Director
Jamaica Agriculture Development Foundation
19 Dominica Drive
Kingston 5, Jamaica
Tel: (809) 92-98090-2
Fax: (809) 92-98093-2

Jamaica Pre-Investment Program

The Jamaica Pre-Investment Program (JPIP), under the auspices of the Planning Institute of Jamaica, provides financing for prefeasibility studies for industrial, tourism, agricultural, and energy projects. More specific technical, financial, economic, and engineering studies can also be financed. Established in 1977 with financing from the Inter-American Developemnt Bank (IDB) and the Government of Jamaica, JPIP resources currently amount to $8.4 million. Approximately 50 percent of JPIP financing supports private projects. Since 1986, six private projects in the tourism, agricultural, and industrial sectors have received prefeasibility study financing from JPIP.

JPIP will finance up to 80 percent of the cost of prefeasibility studies associated with projects in the eligible sectors. The loan size that JPIP will provide ranges from a minimum of $3,000 to a maximum of $700,000. A 4- to 10-year term including a 1- to 2- year grace period, is offered with a concessional interest rate of 7 percent. Loans are disbursed in local currency, unless another currency is required for payment to a specific consultant. For other than local currency loans, the borrower repays the loan at the exchange rate on the day of disbursement, and therefore does not assume exchange risk.

Eligibility

Private projects in the following sectors are eligible for JPIP prefeasibility study financing: industry, tourism, agriculture, and energy. Projects must be designed to contribute to foreign exchange earnings or savings and employment generation. JPIP financing is available to project sponsors, regardless of nationality; however, foreign sponsors must demonstrate tangible evidence of their established involvement in the Jamaican economy.

Application

A project profile must be submitted as an application for JPIP prefeasibility financing. This profile requires the following information: a description and purpose of the study, a preliminary cost estimate, the guarantee offered, expected benefits, the consultant to be used.

Contact

Manager
Jamaica Pre-Investment Program
Planning Institute of Jamaica
39-41 Barbados Avenue
Kingston 5, Jamaica
Tel: (809) 926-1480-8
Fax: (809) 92-64670

National Development Bank of Jamaica

The National Development Bank of Jamaica (NDB) provides financing for projects in the manufacturing, tourism, agro-industrial, and mining sectors. This financing is extended through NDB-approved financial intermediaries, which include commercial and merchant banks. NDB's capital base of $51 million is made up of loans from the World Bank, the Inter-American Development Bank (IDB), the European Investment Bank (EIB), and Caribbean Development Bank (CDB), plus the equivalent of $2.8 million (J$18 million) in local currency from the Jamaican Government and U.S. Agency for International Development (USAID). Since its establishment in 1981, NDB has committed the equivalent of $97 million in local currency and U.S. dollars to 305 projects. The concentration of local currency loans, by value, has been in tourism (59 percent), manufacturing (15 percent), and agroindustry (12 percent). The concentration of U.S. dollar loans has been more evenly spread among the following sectors: tourism (38 percent), manufacturing (35 percent), and agro-industry (23 percent).

NDB financing is provided to approved financial intermediaries for on-lending to the final borrower. The intermediary assumes all risk and determines the loan size that it is willing to provide, up to 25 percent of the intermediary's net worth to any single project. Generally, the project sponsor is expected to hold a minimum 25 percent equity position. Loans are provided for a 3- to 10-year term including up to a 3-year grace period. Both local currency and foreign currency loans are available. Interest rates offered by the financial intermediary to the project sponsor are at a below market rate, currently 15 percent for local currency loans and 16 percent for loans in foreign exchange. Foreign currency loans are designated in local currency amounts determined at the prevailing exchange rate on the date of each disbursement, thus imposing no exchange risk.

Eligibility

Projects in the manufacturing, tourism, agro-industrial, and mining sectors are eligible for NDB financing. Loan proceeds may be used for the following purposes: construction and expansion of structures; purchase of new or used machinery and equipment; purchase of movable fixed assets; permanent working capital; and rehabilitation of existing enterprises. Projects must contribute to the Jamaican economy through foreign exchange earnings, or savings, or employment generation. The project sponsor must demonstrate management capabilities associated with the specific endeavor. Any firm receiving the necessary Jamaica Central Bank approval for investment may access NDB financing.

Application

Applications for NDB financing must be made through an approved financial institution. Once the intermediary financial institution conducts an initial project appraisal, NDB financing is requested for selected projects. NDB requires the following information from loan applicants: project description, feasibility study, marketing plan, management experience, environmental impact statement, and specific loan request. These characteristics as well as a demonstrated net positive contribution to Jamaica's economic development will be considered. A minimum internal rate of return of 12 percent is required. The complete application process, including the required NDB Board of Director's approval, may be concluded within one month of the project request submission to NDB by the intermediary.

Contact

See Appendix III for a list of financial institutions. Those approved to access NDB financing include: Bank of Nova Scotia Jamaica Ltd.; Caldon Finance Merchant ;Caribbean Trust; Century National Bank; CIBC Jamaica; Citibank N.A.; Dyoll Merchant Bank; Eagle Merchant Bank of Jamaica; George & Branday Ltd.; Investment & Finance Company Ltd.; Jamincorp International Merchant Bank; Jamaican American Merchant Bankers Ltd.; Jamaica Co-op Credit Union League; Jamaica Agricultural Development Foundation; Jamaica Citizens Bank; Jamaica Citizens Trust & Merchant Bank; Lival Investment, Ltd.; Mutual Security Bank; National Commercial Bank of Jamaica; National Development Foundation of Jamaica; Pan-Caribbean Merchant Bank; Solnar Ltd.; Trafalgar Development Bank; Workers Savings & Loan Bank; and Workers Trust & Merchant Bank.

Managing Director
National Development Bank of Jamaica, Limited
11a-15 Oxford Road
Kingston 5, Jamaica
Tel: (809) 92-96124-8
Fax: (809) 92-96996
Telex: NDBJAM KINGSTON

National Export-Import Bank of Jamaica

The National Export-Import Bank of Jamaica (Ex-Im Bank) was established by the Jamaican Government to provide institutional and financial support to industry with particular emphasis on the nontraditional export sector. The Ex-Im Bank was established in 1986 following a reorganization of the Jamaican Government's trade financing support programs. A range of trade financing facilities are available for all phases of export development. These include: Export Credit Insurance, Lines of Credit, The Export Development Fund (EDF), Pre-Shipment (PSF), and the Export Credit Facilities (ECF). During 1987-88 (April-March), approximately $98.8 million was supplied by the various Ex-Im Bank financing facilities, with 68 percent ($67 million) used by the private sector. Lines of credit constituted 70 percent of this total financing, followed by the Rehabilitation Fund (17 percent) and EDF (12 percent). In addition, Ex-Im Bank provided approximately $11 million in local currency under the various discounting schemes.

Export Credit Insurance

The Export Credit Insurance scheme provides insurance coverage against political and commercial risks associated with exporting. Two main policies are offered: a Shipment Policy that protects the exporter or financial institution from the time of shipment, and a Services Policy that covers contract services rendered to the overseas buyer. Premiums are based on the type of goods sold, the importing country, terms of sale, and other factors. Coverage is available for up to 80 percent of the loss amount.

Eligibility

All persons or corporations with business activities in Jamaica may be eligible for the export credit insurance facility. Exports of consumer goods and general commodities sold on a short term, ranging from sight draft to 90-day open account are eligible. The export of capital goods and services, under special contractual arrangements may also be insured.

Application

Application should be made directly to Ex-Im Bank. A composite rate will be determined based on the specifics of the export arrangement. Where feasible, this rate will apply to all of an exporter's shipments as a rate per $100 of gross invoice value. A nonrefundable deposit premium of $100 is required upon acceptance of the policy.

Lines of Credit

Lines of credit have been established to facilitate the import of raw material, equipment, capital goods, and technology required to maintain and enhance productive capacity in the nontraditional manufacturing sector and to expand exports. A number of lines of trade credit have been extended to the Ex-Im Bank by the Bank of Jamaica and the Government of Jamaica. These include lines of credit from the U.S. Export-Import Bank, Latin American Export Bank (BLADEX), foreign commercial banks, and bilateral donors. The terms and conditions for operation of each line of credit vary; however, a number of guidelines are common to all the lines of credit.

Eligibility

All manufacturing companies operating in Jamaica may apply for assistance under the lines of credit. The limitations vary regarding the kind of goods and services that can be purchased, the country of origin, and the terms of repayment. Most lines are offered with 180-day credit.

Application

Applications for lines of credit should be submitted directly to Ex-Im Bank. In addition to a formal application, the following must be included: a pro forma invoice from the foreign buyer; a valid import license, where necessary; a guarantee from an approved financial institution for cash payment for 100 percent of the c.i.f. value of the goods to be financed, plus all interest charges; and a signed promissory note for the full amount to be financed. Fees and interest charges vary from line to line. An Ex-Im Bank fee is also collected from the borrower.

Export Development Fund

The Export Development Fund (EDF) is a revolving foreign exchange fund made available through commercial banks to facilitate the import of raw materials, spare parts, and equipment required for the production of export products. EDF, established in 1979, is supported by $60 million in lines of credit from the World Bank and the IDB. Short-term foreign exchange credit is offered through commercial banks to Jamaican exporters for this purpose. Loans must be repaid in foreign exchange. Interest rates, currently 15 percent, vary depending on the conditions in the international money markets.

Eligibility

Companies established and operating in Jamaica that are either exporters of nontraditional manufactured goods or agricultural products, or linkage firms engaged in the manufacture of products used as inputs by exporters are eligible for EDF financing. Foreign exchange loans are limited to the import content of the projected export sales for exporters to CARICOM countries and to the equivalent of 65 percent of projected export sales for exporters to other markets.

Application

Qualifying exporters must apply for EDF financing through a commercial bank. Upon receipt of an EDF commitment by the commercial bank on behalf of the exporter, specific payment terms are established. A commitment fee of 1 percent of the credit limit is payable to the EDF by the borrower.

Pre-shipment Finance Facility

The Pre-shipment Financing Facility (PSF) provides financing for preshipment activities associated with exporting, including the purchase of local raw materials and domestic trading company purchases of finished goods. PSF credit enables commercial banks to extend lines of credit to qualifying firms beyond existing limits. All credit risk is absorbed by Ex-Im Bank. Financing is limited to 65 percent of the f.o.b. value of an order or the value of export projections for a period of 90 days. The exporter may be granted extensions on financing for intervals of 90 days, up to a maximum of 360 days. The interest rate on PSF credit is currently 15 percent.

Eligibility

Jamaican-owned entities exporting products manufactured in Jamaica are eligible for PSF credit. A nonnational exporter may qualify if substantial contribution to the Jamaican economy is demonstrated (i.e., high foreign exchange earnings and large employment). The firm must hold a valid Ex-Im Bank insurance policy to qualify for PSF financing.

Application

An exporter seeking PSF financing must submit a formal Pre-Shipment Application to Ex-Im Bank. Upon approval of the application, Ex-Im Bank will grant the exporter either a revolving or a nonrevolving credit limit and will inform the commercial bank of the amount and type of the limit approved. Once the exporter requires financing, the following information must be submitted to the commercial bank: a pro forma invoice; a promissory note for the term and interest rate of the credit; the prescribed Ex-Im Bank Pre-Shipment Application; and assignment of export proceeds. A commission of 1 percent of the face value of the promissory note is payable to the commercial bank by the exporter.

Export Credit Facility

The Export Credit Facility (ECF) is a discounting mechanism designed to assist and encourage the exports of Jamaican manufactured goods by ensuring the continued availability of working capital at a preferred interest rate. An exporter can obtain financing for up to 65 percent of the f.o.b. value of an export order; export projections for a period of 90 days; or the equivalent of 80 percent of the c.i.f. value of shipments already made for a period of 180 days from the date of shipment. These funds are made available by Ex-Im Bank through commercial banks and other financial institutions at a preferred interest rate, currently 15 percent.

Eligibility

Jamaican-owned entities exporting products manufactured in Jamaica are eligible for ECF credit. A nonnational exporter may qualify if substantial contribution to the Jamaican economy is demonstrated (i.e., high foreign exchange earnings and large employment). The firm must hold a valid Ex-Im Bank insurance policy to qualify for PSF financing.

Application

Eligible firms interested in utilizing ECF must apply through their commercial banks. The firm must provide proof of a confirmed order or evidence that the goods have been shipped. The commercial bank will endorse the Promissory Note to Ex-Im Bank with recourse and forward it along with a completed ECF Schedule. The Ex-Im Bank will then discount the Promissory Note and provide payment to the commercial bank. Commercial banks and other financial institutions are paid a commission of 3 percent by the exporter.

Contact

For EDF and ECF, contact a commercial bank or financial institution. See Appendix III for a list of these institutions.

For all Ex-Im Bank facilities, excluding the EDF and ECF:

Managing Director
The National Export-Import Bank of Jamaica
48 Duke Street
Kingston, Jamaica
Tel: (809) 92-29690-4

National Investment Bank of Jamaica

The National Investment Bank of Jamaica (NIBJ), a Jamaican Government entity, provides equity financing for start-up private sector projects and privatization efforts in the agricultural fishery, tourism, free zone and manufacturing, and mining sectors. The NIBJ established its equity financing program in 1974 and currently has a capital base of $33.9 million. Most projects receiving NIBJ equity support have been in the mining, agricultural (both traditional and nontraditional), and fishery sectors.

NIBJ equity support for an eligible project may range in size from $42,000 to $5 million. Equity involvement for a project may also be available in the form of land from the Jamaican Government. NIBJ participation is limited to 20 or 30 percent of equity in a project. Management influence is required by NIBJ. Equity involvement will be sold as soon as the project becomes successful.

Eligibility

Start-up and privatization projects in the agricultural, fishery, tourism, free zone and manufacturing, and mining sectors are eligible for NIBJ equity financing. Projects must contribute to Jamaica's foreign exchange earning capacity. Privately sponsored projects will be considered with a priority given to those controlled by Jamaican nationals.

Application

Project proposals should be submitted to NIBJ. No formal application process exists.

Contact

President
National Investment Bank of Jamaica, Ltd.
9th Floor, Scotia Bank Centre
Corner Duke & Port Royal Streets
P.O. Box 889
Kingston, Jamaica
Tel: (809) 92-20915-9
Fax: (809) 92-22282
Telex: 2487-JANICO

Trafalgar Development Bank

The Trafalgar Development Bank (TDB), a privately owned development bank, provides medium- and long-term financing and limited equity investment for manufacturing, agricultural and agribusiness, and tourism projects. In addition, TDB offers technical assistance for the development of project proposals. TDB capital is based on local and overseas shareholder equity of $3.7 million, and loans from bilateral donors, including $13.5 million from the U.S. Agency for International Development (USAID) and $3.8 million from the Netherlands Development Finance Company. TDB lending activity has expanded since its establishment in 1985. During fiscal year 1988-89, TDB committed $10.8 million in loans concentrated by value in the manufacturing, tourism, and agricultural or agribusiness sectors.

TDB financing is available in both foreign and local currency. Individual project loans are normally not for less than $15,000. Loans are offered for a 2- to 10-year term, including a maximum 2-year grace period. Interest rates are competitive and set on a variable basis. Repayment of foreign currency loans is in local currency at the exchange rate on the date of disbursement, thus eliminating any foreign exchange risk to the borrower.

TDB may also participate in projects through equity investment. Equity participation in a single project is limited to 5 percent of TDB's net worth. TDB's Technical Assistance Bureau (TAB) offers full project preparation services to assist the entrepreneur in developing a complete business plan. TAB can also assist established businesses to restructure and diversify operations through a variety of financial and management services.

Eligibility

New or expansion projects in the agribusiness, manufacturing, and tourism sectors are eligible for TDB financing. TDB financing can only be used for the acquisition of capital assets for locally registered companies. Companies seeking TDB financing must be privately owned and controlled. Where the ownership of a company is 50 percent or more non-Jamaican, Central Bank foreign exchange regulations require government approval for a loan.

Application

Entrepreneurs interested in TDB financing should submit a complete business plan for review and discussion. If necessary, assistance in developing a business plan is available through TDB's Technical Assistance Bureau. A formal application must be submitted. The application requires the following information: the project description and equity ownership, financing requirements and other financing sources, securities offered, and bank references. TDB will review the application giving consideration to management capability, adequate security, financial and economic internal rates of return, net foreign exchange earnings and savings, employment impact, and environmental impact. The complete TDB appraisal will be completed within 30 days from receipt of the application.

Contact

General Manager
Trafalgar Development Bank, Ltd.
"The Towers" 25 Dominica Drive
P.O. Box 8927 CSO
Kingston 5, Jamaica
Tel: (809) 92-94761
Fax: (809) 92-96494

NETHERLANDS ANTILLES

The Netherlands Antilles has a well developed banking system and various nonbanking financial intermediaries. The offshore financial sector, based on the island of Curacao, represents a substantial portion of the economy of the Netherlands Antilles. At the end of 1988, 58 offshore banks were operating in the offshore banking sector.

Fourteen banks operate in the onshore banking sector, with most providing both local and international services. Credit to the domestic private sector has increased substantially in recent years enabling private banks to extend medium- and long-term loans to firms and individual entrepreneurs. Lending to the private sector expanded by 5 percent during the first half of 1989 concentrated in the agricultural/forestry/fishing sector, the manufacturing sector, and the other services sector. Lending rates ranged from 10 to 13 percent during 1989.

The monetary unit is the Netherlands Antillean Florin (Naf). Monetary authorities maintain a fixed exchange rate of Naf. 1.77 per U.S. dollar.

Development Bank of the Netherlands Antilles

The Development Bank of the Netherlands Antilles provides medium- and long-term financing for projects in industry, tourism, agriculture, and transportation. Loan and equity financing and limited project preparation assistance are available. The bank's total capital is $5.4 million (Naf 9.5 million), made up of 85 percent government (through the European Investment Bank (EIB) and Netherland Development Bank loans) and 15 percent private commercial bank capital. Since its establishment in 1981, through 1988, the Development Bank has committed $18.4 million (Naf 32.5 million) to 315 projects concentrated in the following sectors: agriculture (53 percent), industry (19 percent), tourism (17 percent), and transportation/services (11 percent).

Loans are available with a minimum two-year term; the average term is eight years. Interest rates for agricultural projects are 7 to 8 percent and for other projects are 10 percent. All loans are disbursed in local currency. The bank may also provide equity of up to $170,000 (Naf 300,000) in a single project. The Development Bank may finance up to 70 percent of total project costs: a maximum 70:30 debt-to-equity ratio is expected.

Eligibility

Financing is available for industrial, tourism, agricultural, and transportation projects. The borrower must be a majority Netherlands Antillian firm. Both private and public companies are eligible for financing. No short-term financing (less than two years) is available through the bank.

Application

Interested investors should contact the bank directly. A formal application is required and must include the following information: a complete project description; background on promoters; total investment and financing requested; and marketing and earnings projections.

Contact

Managing Director
Development Bank of the Netherland Antilles
Salinja 206
Curacao, Netherlands Antilles
Tel: [599](9) 615551
Fax: [599](9) 612802

PANAMA

Panama is a long-established international banking center with over 100 banks in operation, including numerous foreign banks. Fifty-four banks are licensed to service the onshore market. The U.S. dollar circulates freely and is legal tender in Panama, although the official Panamanian currency is the Balboa.

Credit to the private sector expanded by 16 percent between 1986 and 1987, before declining by an annual average of 13 percent between 1987 and 1989. Lending for commercial transactions continues to constitute more than one-third of total lending to the private sector, followed by lending for housing and industry.

During the past two years, Panama's economy has suffered greatly and liquidity in the banking system reached a low point. However, since the beginning of 1990, these negative trends have begun to reverse. On January 25, 1990, President Bush, recognizing the importance of revitalizing the Panamanian economy, announced a $1 billion foreign assistance package for Panama that includes $400 million for short- and medium-term guarantees to finance sales of U.S. products and $500 million to assist Panama to normalize relations with the international financial institutions, for balance-of-payments support, business credit for a public investment program, and development support.

This infusion of capital and renewed confidence in Panama as a stable business site should contribute to the reversal of the past two-year decline in banking sector activity.

TRINIDAD AND TOBAGO

Eight commercial banks, including two foreign banks (Citibank and Bank of Nova Scotia) provide lending terms comparable to those in the United States. The availability of local currency credit to the private sector is good and has been relatively constant in recent years. The major concentration of loans are to the distributive services, financial services, and the manufacturing (including agro-industry and assembly industries) sectors.

Interest rates on prime rate term loans from commercial banks range from 10 to 13.5 percent, with a median rate of 12.8 percent, virtually unchanged between 1988 and 1990. Nonnationals may borrow on the local market subject to the terms agreed to for approval of foreign investment under the Aliens Landholding Act. In practice, foreign investors are required to independently provide needed foreign exchange.

Trinidad and Tobago Stock Exchange

The Trinidad and Tobago Stock Exchange (TTSE) has a market capitalization of $402.7 million as of 1990, up 52 percent from 1989. TTSE lists 37 companies concentrated in manufacturing, banking, and merchandising sectors. During 1988, the number of shares traded daily averaged 423,616 and were valued at an average of $183,452. Only ordinary and preference shares are traded; no government securities or treasury notes are traded.

Eligibility

The Aliens Landholding Act regulates nonnational acquisition of virtually any asset, including stocks. Government approval under this act is required for nonnationals to trade or issues stocks. In addition, nonresidents and nonnationals require exchange control approval from the Central Bank of Trinidad and Tobago for remittance of profits or sales proceeds.

Contact

General Manager
Trinidad and Tobago Stock Exchange
65 Independence Square
Port-of-Spain, Trinidad
Tel: (809) 625-5107/8/9
Fax: (809) 623-0089

Agricultural Development Bank

The Agricultural Development Bank (ADB) provides financing for small and medium-scale agricultural and agribusiness projects. ADB's approximately $38 million in available loan funds consist of Caribbean Development Bank (CDB) and Inter-American Development Bank (IDB) resources. Between 1978 and 1988, this government development bank financed approximately 10,000 agricultural and agribusiness projects valued at $133 million. In 1988 alone, 1,180 projects valued at $7 million were approved for loan financing.

Loans generally do not exceed $50,000 and are available for up to a 12-year term. Interest rates are negotiable, but are subsidized and do not exceed 12 percent. ADB may finance up to 80 percent of capital investment (excluding land purchase) plus 100 percent of initial working capital. All loans are disbursed in local currency.

Eligibility

Small and medium-scale projects in the agricultural and agribusiness sectors are eligible for ADB financing. Financing is available to nationals and locally controlled companies. Land purchases cannot be financed by ADB loans.

Application

Interested borrowers must apply directly to ADB. Loan applications must include the following: adequate financial collateral, business registration, a feasibility study, and, documentation of relevant management ability.

Contact

General Manager
Agricultural Development Bank
Duke and Frederick Streets
Port of Spain, Trinidad and Tobago
Tel: (809) 623-6262
Fax: (809) 624-3087

Export Credit Insurance Company, Ltd.

The Export Credit Insurance Company (EXICO) is a government entity that provides political and comprehensive (political and commercial) risk insurance to local exporters. In addition to its general operations, EXICO has administered special export credit lines from international or foreign financial institutions on behalf of the Central Bank.

EXICO provides insurance coverage for up to 95 percent of export receivables, covering commercial and political risk of nonpayment. A company must acquire insurance for all exports, not just selected high risk exports. Premium rates are based on the credit risk of the purchaser. Insurance coverage is issued annually. EXICO does not insure foreign exchange risk.

Eligibility

Private or public companies registered in Trinidad and Tobago are eligible for EXICO insurance coverage for exports. Exports within all sector are eligible.

Application

Interested exporters should contact EXICO directly for premium quotations. A formal application form must be completed.

Contact

Manager
Export Credit Insurance Company, Ltd.
92 Queen Street
Port of Spain, Trinidad
Tel: (809) 624-0028

Trinidad and Tobago Development Finance Company

The Trinidad and Tobago Development Finance Company (DFC) provides medium- and long-term project financing through loans, loan guarantees, and equity. Limited technical assistance may also be available. The DFC's sources of capital are the local bond market and European Investment Bank (EIB). The DFC is owned by the following interests: 38 percent by the Trinidad and Tobago Government; 34 percent by foreign financial institutions (the International Finance Corporation -- IFC, Commonwealth Development Corporation -- CDC, and EIB); and 28 percent by the local private sector. During 1988, loan disbursements totaled $11.9 million (TT$50.6 million) and were concentrated in tourism and agro-industrial projects.

DFC loans and loan guarantees are available through commercial banks. The minimum loan size considered is $35,000 (TT$150,000) and the maximum is $2.6 million (TT$11 million). Fixed interest rates are currently offered at 13.5 percent. The repayment period is up to 15 years, but most loans are long-term with a minority revolving short-term credit. All loans are disbursed in local currency. Equity investment constitutes a minor portion of DFC's portfolio.

In addition, DFC's Corporate Financing Services program provides support to existing firms involved in financial restructuring or rescheduling. This program also facilitates leverage buyouts, joint ventures, consortium loans, and investment recovery.

Eligibility

Private projects in all sectors, excluding primary agriculture, home mortgages, and merchandising are eligible for DFC financing. Although DFC does not restrict DFC borrowers by nationality, local borrowing by foreign investors is controlled under the Aliens Landholding Act.

Application

Requests for DFC loans and loan guarantees are submitted to local commercial banks, which serve as intermediary financial institutions.

Requests for equity participation should be submitted directly to DFC. All applicants must include market, technical, and financial feasibility studies, as well as an assessment of project requirements for management and manpower when applying for DFC financing.

Contact

Trinidad and Tobago Development Finance Company
8-10 Cipriani Boulevard
P.O. Box 187
Port-of-Spain, Trinidad and Tobago
Tel: (809) 623-4665/6/7/8
Fax: (809) 624-3563

APPENDICES

97

APPENDIX I: FUNCTIONAL TABLE OF CONTENTS:
By Country, Sector, and Type of Financing

FINANCING SOURCE	SECTOR						TYPE OF FINANCING					
	Industry	Agriculture/ Agribusiness	Tourism	Infrastructure	Mining	Other	Loan	Loan Guarantee	Equity	Feasibility Study	Technical Assistance	Insurance
BILATERAL FINANCING SOURCES												
Export-Import Bank of the United States	X	X	X	X	X	X	X	X				X
Internal Revenue Code - Section 936	X	X	X	X			X					X
Overseas Private Investment Corporation	X	X	X	X	X	X	X	X	X			
Trade Development Program	X	X	X	X	X	X				X	X	
Canadian International Development Agency	X	X	X	X	X	X	X				X	
Commonwealth Development Corporation	X	X	X	X	X	X	X		X			
European Investment Bank	X	X	X	X	X		X		X			
German Finance Company for Investments in Developing Countries	X	X	X				X	X	X			
Industrialization Fund for Developing Countries	X	X	X	X	X	X	X	X	X			
Netherlands Development Finance Company	X	X				X			X	X		
Overseas Economic Cooperation Fund		X			X	X	X		X	X		
INTERNATIONAL AND REGIONAL FINANCING SOURCES												
Caribbean Development Bank	X	X	X	X	X	X	X			X		
Caribbean Project Development Facility	X	X	X	X	X	X					X	
Central American Bank for Economic Integration	X	X	X				X					
Eastern Caribbean Central Bank	X	X					X	X				
Inter-American Investment Corporation	X	X	X	X	X	X	X		X			
International Finance Corporation	X	X	X	X	X	X	X	X	X			
Multilateral Investment Guarantee Agency	X	X	X	X	X	X						X
United Nations Development Program: Investment Feasibility Study Facility	X	X	X	X	X	X				X		
PRIVATE FINANCING SOURCES												
Caribbean Financial Services Corporation	X	X	X			X	X		X		X	
High Impact Agricultural Marketing and Promotion Program		X							X		X	
Latin American Agricultural Development Bank		X					X		X	X		
Latin American Export Bank	X	X			X	X	X					

ELIGIBLE CARIBBEAN BASIN COUNTRIES

	ARUBA	BAHAMAS	BARBADOS	BELIZE	BRITISH VIRGIN	COSTA RICA	DOMINICAN REPUBLIC	EASTERN CARIBBEAN	EL SALVADOR	GUATEMALA	GUYANA	HAITI	HONDURAS	JAMAICA	NETHER-LANDS-ANTILLES	PANAMA	TRINIDAD AND TOBAGO
BILATERAL FINANCING SOURCES																	
Export-Import Bank of the United States	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Internal Revenue Code - Section 936			X				X	(2)						X			X
Overseas Private Investment Corporation	X	X	X	X	X	X	X	[illegible]	X	X	X	X	X	X	X	X	X
Trade Development Program	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Canadian International Development Agency		X	X	X	X	X	X	X	X	X	X	X	X	X		X	X
Commonwealth Development Corporation			X	X	X	X	X	X			X		X	X			X
European Investment Bank	X	X	X	X	X			X			X			X	X		X
German Finance Company for Investments in Developing Countries	X	X	X	X		X	X	(3)	X	X	X	X	X	X		X	X
Industrialization Fund for Developing Countries	X	X	X	X		X	X	(3)	X	X	X	X	X	X		X	X
Netherlands Development Finance Company	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Overseas Economic Cooperation Fund	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
INTERNATIONAL AND REGIONAL FINANCING SOURCES																	
Caribbean Development Bank		X	X	X	X			X			X			X			X
Caribbean Project Development Facility	X	X	X	X	X	X	X	X	X	X	X	X	X	X			X
Central American Bank for Economic Integration						X			X	X			X				
Eastern Caribbean Central Bank								X									
Inter-American Investment Corporation		X	X			X	X		X	X	X	X	X	X			X
International Finance Corporation		X	X	X		X	X	(4)	X	X	X	X	X	X			X
Multilateral Investment Guarantee Agency	X		X		X	X		(5)			X	X		X			
United Nations Development Program: Investment Feasibility Study Facility												X	X				
PRIVATE FINANCING SOURCES																	
Caribbean Financial Services Corporation			X	X				(6)									
High Impact Agricultural Marketing and Promotion Program			X		X			X									
Latin American Agricultural Development Bank	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Latin American Export Bank			X			X	X		X	X		X	X	X	X	X	X

(1) Contact Eximbank for current status of programs in each country
2) Dominica, Grenada
(3) Excluding Montserrat
(4) Antigua and Barbuda, Dominica, and St. Lucia
(5) Excluding Montserrat and Antigua and Barbuda
(6) Excluding Montserrat and St. Vincent

CARIBBEAN BASIN COUNTRY FINANCING SOURCES	SECTOR						TYPE OF FINANCING					
	Industry	Agriculture/ Agribusiness	Tourism	Infrastructure	Mining	Other	Loan	Loan Guarantee	Equity	Feasibility Study	Technical Assistance	Insurance
Aruba												
Aruba Investment Bank	X	X	X			X	X		X	X		
Bahamas												
Bahamas Development Bank	X	X	X			X	X	X	X		X	
Barbados												
Barbados Development Bank	X	X	X			X	X		X			
Export Credit Insurance Scheme	X	X										X
Export Finance Guarantee	X	X					X	X				
Export Rediscount Facility	X	X					X					
Industrial Credit Fund	X	X	X		X	X	X				X	
Belize												
Development Finance Corporation	X	X	X	X			X				X	
National Development Foundation	X	X				X	X				X	
British Virgin Islands												
Development Bank of the British Virgin Islands	X	X	X				X					
Costa Rica												
Agriculture and Industrial Reactivation Fund	X	X	X	X			X					
Industrial Development Fund	X	X	X	X			X			X		
Private Investment Corporation	X	X	X				X		X			
Program for Financing of Nontraditional Exports	X	X					X					
Dominican Republic												
Agro-industry and Agriculture Production Loan Fund		X					X					
Commercial Bridge Credit Fund		X					X					
Global Tourism Development Program			X			X	X					
Investment Fund for Economic Development	X	X		X			X					
Eastern Caribbean												
Antigua Development Bank	X	X	X			X	X				X	
Dominica Agricultural and Industrial Development Bank	X	X				X	X					
Grenada Development Bank	X	X	X				X					
Development Bank of St. Kitts-Nevis	X	X	X			X	X					
St. Lucia Development Bank	X	X	X			X	X		X			
St. Vincent Development Bank	X	X	X				X				X	
El Salvador												
Agrarian Reform Financing Project		X					X					
Local Currency Credit Funds	X	X					X		X			
Salvadoran Foundation for Economic and Social Development												
Agribusiness Development Program		X					X				X	
Export Promotion Program	X	X			X	X	X			X	X	
Industrial Development Project	X						X					
Water Management Project		X		X			X			X		

CARIBBEAN BASIN SECTOR TYPE OF FINANCING

Water Management Project

CARIBBEAN BASIN COUNTRY FINANCING SOURCES	SECTOR						TYPE OF FINANCING					
	Industry	Agriculture/ Agribusiness	Tourism	Infrastructure	Mining	Other	Loan	Loan Guarantee	Equity	Feasibility Study	Technical Assistance	Insurance
Guatemala												
Debt Conversion Program	X	X	X			X			X			
Agricultural Development Bank		X					X					
Agribusiness Credit Program		X					X				X	
Agribusiness Guarantee Fund		X						X				
Revolving Credit for Nontraditional Export	X	X					X					
Guyana												
Guyana Cooperative Agricultural and Industrial Development Bank	X	X	X		X	X	X					
Haiti												
Haitian Development Finance Corporation	X	X				X	X				X	
Haitian Development Foundation	X	X				X	X				X	
Industrial Development Fund	X	X	X	X	X	X	X			X	X	
Honduras												
Debt Conversion Program	X	X				X			X			
Agribusiness Credit Project		X					X				X	
Honduran Pre-Investment Fund	X	X	X			X	X			X		
National Agriculture Development Bank		X					X	X			X	
National Industrial Development Fund	X	X	X				X	X				
Nontraditional Export Revolving Credit	X	X										
Jamaica												
Debt Conversion Program	X	X	X			X	X		X			
Agricultural Credit Bank of Jamaica, Ltd.		X					X		X		X	
Jamaica Agriculture Development Foundation		X								X		
Jamaica Pre-Investment Program	X	X	X	X			X					
National Development Bank of Jamaica	X	X	X		X		X					X
National Export-Import Bank of Jamaica	X	X							X			
National Investment Bank of Jamaica	X	X	X	X	X		X		X		X	
Trafalgar Development Bank	X	X	X									
Netherlands Antilles												
Development Bank of the Netherlands Antilles	X	X	X			X	X		X			
Trinidad and Tobago												
Agricultural Development Bank		X					X					
Export Credit Insurance Company, Ltd.	X	X										X
Trinidad & Tobago Development Finance Company	X	X	X	X	X	X	X	X	X			

APPENDIX II: MAJOR FINANCIAL INDICATORS, BY COUNTRY

	1/ Lending Rate	2/ Inflation Rate	Local Currency	3/ Exchange Rate
ARUBA	10-13%	4%	Aruban Florin	Afl 1.77:US$1
BAHAMAS	12-14%	6%	Bahamian Dollar	B$1:US$1
BELIZE	12%	2%	Belize Dollar	Bze$2:US$1
BVI	NYPrime	4%	U.S. Dollar	US$1
COSTA RICA	30-40%	25%	Costa Rican Colon	C92:US$1
DOMINICAN REPUBLIC	32-38%	52%	Dominican Peso	RD$6.28:US$1
EASTERN CARIBBEAN	12%	4%	Eastern Caribbean Dollar	EC$2.68:US$
EL SALVADOR	20-30%	16-18%	Salvadoran Colon	Official C5:US$1 Interbank C7.42:US$1
GUATEMALA	16%	15-18%	Quetzal	Q3.75:US$1
GUYANA	30-36%	40-50%	Guyana Dollar	G$32.94:US$1
HAITI	14-22%	30%	Gourde	Gde7.26:US$1
HONDURAS	17%	15-20%	Lempira	Official Lps2:US$1 Parallel Lps4.5:US$1
JAMAICA	25-30%	15%	Jamaica Dollar	J$6.90:US$1
NETHERLANDS ANTILLES	10-13%	2%	Antilles Florin	Naf 1.77:US$1
PANAMA	N/A	0%	Balboa	B1:US$1
TRINIDAD & TOBAGO	10-13%	10-15%	Trinidadian Dollar	TT$4.25:US$1

1/ As of first quarter, 1990
2/ 1989 Estimate
3/ As of March 1, 1990

APPENDIX III: CARIBBEAN BASIN FINANCIAL INSTITUTIONS: BY COUNTRY

ARUBA

Algemene Bank Nederland, NA
Nassaustr 89
Oranjestad, Aruba
Tel: [297](8) 21515/21200
Telex: 5032 ABNAR
Fax: [297](8) 21856

Aruba Bank NV
Nassaustr 41
Oranjestad, Aruba
Tel: [297](8) 21550
Telex: 5040 ABANKNA
Fax: [297](8) 29152

Banco Arubano Di Desaroyo NA
V Franklinstr 1
Oranjestad, Aruba
Tel: [297](8) 27732

Banco di Caribe NV
Nassaustr 90
Oranjestad, Aruba
Tel: [297](8) 32168/31942
Telex: 5157
Fax: [297](8) 32422

Banco di Desarrollo Aruba NV
Frankrijkst 1
Tel: [297](8) 27412

Banco Nacional De Hipotacas NV
VLG Smith Blvd. 66
Oranjestad, Aruba
Tel: [297](8) 24383
Telex: 5059 BNHAR NA

Barclays Bank NV
Nasaustr 90
Oranjestad, Aruba
Tel: (011) (297/8) 23105
Telex: 5037 BANCA NA

Bouwcredietbank NA
Wihelminastr 36
Oranjestad, Aruba
Tel: (011) (297/8) 22380

Caribbean Merchantile Bank
Nassaustr 53
Oranjestad, Aruba
Tel: [297](8) 23118
Telex: 5041 CAMEB

First National Bank NV
Nassaustr 67
Oranjestad, Aruba
Tel: [297](8) 24666
Telex: 5036 CITIB NA

Inarco International Bank NV
Nassaustr 67
Oranjestad, Aruba
Tel: [297](8) 24222
Telex: 5030 INRCO NA

Volkscredietbank NA
Wihelminastr 36
Oranjestad, Aruba
Tel: [297](8) 22582

BAHAMAS

For a complete list of banks contact:

Association of International Banks and Trust Companies
in The Bahamas (AIBT)
P.O. Box N-7880
Nassau, Bahamas
Tel: (809) 326-0041
Telex: 20197

BARBADOS

Commercial Banks

Bank of Credit & Commerce International Limited
Norman Centre, Broad Street, P.O. Box 33
Bridgetown, Barbados
Tel: (809) 429-2224
Telex: 2522 BCCBAR WB
Fax: (809) 429-2237

Bank of Nova Scotia
Broad Street, P.O. Box 202
Bridgetown, Barbados
Tel: (809) 426-0230
Telex: 2223 SCOBAR WB
Fax: (809) 426-0969

Barbados National Bank
11 James Street, P.O. Box 1002
Bridgetown, Barbados
Tel: (809) 427-5920
Telex: 2271 NABANBRO WB
Fax: (809) 426-504

Barclays Bank PLC
Broad Street, P.O. Box 301
Bridgetown, Barbados
Tel: (809) 429-5151
Telex: 2348 BARCLADOM WB
Fax: (809) 436-7957

Canadian Imperial Bank of Commerce
Broad Street, P.O. Box 405
Bridgetown, Barbados
Tel: (809) 426-0571
Telex: 2230 CANBANK WB
Fax: (809) 426-9034

Caribbean Commercial Bank
Broad Street, P.O. Box 1007 C
Bridgetown, Barbados
Tel: (809) 426-5022
Telex: 2289 CARICOL WB
Fax: (809) 426-7739

The Royal Bank of Canada (Barbados) Limited
Broad Street, P.O. Box 68
Bridgetown, Barbados
Tel: (809) 426-5200
Telex: 2242 ROYALBNK WB
Fax: (809) 436-8287

Finance Corporations

Barbados Mortgage Finance Company Limited
First Floor, Home Centre Building, White Park
P.O. Box 714 C
St. Michael, Barbados
Tel: (809) 427-5780

Barclays Finance Corporation of Barbados Ltd.
Hincks Street, P.O. Box 1014 C
Bridgetown, Barbados
Tel: (809) 436-6556

Consolidated Finance Co., Ltd.
Bridge House, Cavans Lane
P.O. Box 401
Bridgetown, Barbados
Tel: (809) 429-8818
Telex: 2244 STOBYN WB

General Finance Corporation Limited
1st Floor, Trident House, Broad Street
P.O. Box 673 C
Bridgetown, Barbados
Tel: (809) 427-5882
Telex: 2402 GENFIC WB

Royal Bank (Barbados) Financial Corporation
Royal Bank House, Garrison
P.O. Box 48 B
St. Michael, Barbados
Tel: (809) 436-6?96
Fax: (809) 436-9675

Securities Exchange of Barbados

6th Floor Central Bank Building
Church VillageSt.
Michael, Barbados
Tel: (809) 436-9871
Fax: (809) 429-8942

BELIZE

Atlantic Bank Ltd
6 Albert Street
Belize City, Belize
Tel: [501](2) 77124
Fax: [501](2) 77736

Barclays Bank PLC
21 Albert Street
Belize City, Belize
Tel:[501](2) 77211
Fax: [501](2) 78572

Belize Bank
#1 Market Square
Belize City. Belize
Tel: [501](2) 77132
Fax: [501](2) 72712

The Bank of Nova Scotia
Albert Street
Belize City, Belize
Tel: [501](2) 77027

BRITISH VIRGIN ISLANDS

Bank of Nova Scotia
434 Wickhams Cay 1
Road Town, Tortola, BVI
Tel: (809) 42526/7
Telex: 7951 SCOTIA
Fax: (809) 44657

Barclays Bank PLC
Box 70 Wikchmas Cay 1
Road Town, Tortola, BVI
Tel: (809) 42171/3
Telex: 7982 BARDCO
Fax: (809) 44315

Chase Manhattan Bank NA
Box 435
Road Town, Tortola, BVI
Tel: (809) 42662/3/4/
Telex: 7935 CHASEBK
Fax: (809) 43863

First Pennsylvania Bank NA
Box 67
Main St.
Road Town, Tortola, BVI
Tel: (809) 42117/8/9
Telex: 7970 PENNBVI
Fax: (809) 45294

COSTA RICA

Public Banks

Banco Anglo de Costa Rica
Apartado 10038
1000 San Jose, Costa Rica
Tel: (506) 22-3322
Telex: 2132 ANGLO
Fax: (506) 57-1845

Banco Credito Agricolo de Cartago
Apartado 5572
1000 San Jose, Costa Rica
Tel: (506) 51-3011
Telex: 8006 CACRE
Fax: (506) 51-3011

Banco de Costa Rica
Apartado 10035
1000 San Jose, Costa Rica
Tel: (506) 55-1100
Telex: 2103 BANCOST
Fax: (506) 55-0911

Banco Nacional de Costa Rica
Apartado 10015
1000 San Jose, Costa Rica
Tel: (506) 23-2166
Telex: (506) 23-2166
Fax: (506) 55-2436

Private Banks

Banco Banex, S.A.Apartado 7983
1000 San Jose, Costa Rica
Tel: (506) 33-4855
Telex: 3065 BANEX CR
Fax: (506) 23-7192

Banco BCT., S.A.
Apartado 7698
1000 San Jose, Costa Rica
Tel: (506) 33-6611
Telex: 3153 BCT
Fax: (506) 33-6833

Banco Continental, S.A.
Apartado 7969
1000 San Jose, Costa Rica
Tel: (506) 57-1155
Telex: 3115 BANKCO
Fax: (506) 55-3983

Banco Cooperativo Costarricense
Apartado 8593
1000 San Jose, Costa Rica
Tel: (605) 33-6044
Telex: 3230 BANCOP
Fax: (506) 33-9661

Banco de Comercio, S.A.
Apartado 1106
1000 San Jose, Costa Rica
Tel: (506) 33-6011
Telex: 2741 COMEBK C.R.
Fax: (506) 22-3706

Banco de Fomento Agricola, S.A.
Apartado 6531
1000 San Jose, Costa Rica
Tel: (506) 31-4444
Telex: 3508 BFASA
Fax: (506) 32-7476

Banco de la Construction, S.A.
Apartado 5099
1000 San Jose, Costa Rica
Tel: (506) 21-5811
Telex: 2473 BANCON
Fax: (506) 22-6567

Banco de la Industria, S.A.
Apartado 4254
1000 San Jose, Costa Rica
Tel: (506) 21-3355
Telex: 3177 BAISA CR

Banco de San Jose, S.A.
Apartado 4254
1000 San Jose, Costa Rica
Tel: (506) 21-3355
Telex: 3177 BAISA CR
Fax: (506) 22-8208

Banco Federado de Cooperativas
Ahorro y Credito, S.A.
Apartado 4748
1000 San Jose, Costa Rica
Tel: (5[illegible]-3323
Telex: 2902 FABAN
Fax: (506) 57-1724

Banco Fincomer, S.A.
Apartado 57
Cartago, Costa Rica
Tel: (506) 51-1351, 33-7822
Telex:3306 FINCO CR
Fax: (506) 22-0405

Banco Germano Centroamericano, S.A.
Apartado 2559
1000 San Jose, Costa Rica
Tel: (506) 33-8022
Telex: 3441 BAGECE
Fax: (506) 22-2648

Banco Interfin, S.A.
Apartado 6899
1000 San Jose, Costa Rica
Tel: (506) 21-8022
Telex: 2868 INTRFN CR
Fax: (506) 33-4823

Banco Internacional de Costa Rica, S.A.
Apartado 6116
1000 San Jose, Costa Rica
Tel: (506) 23-6522
Telex: 2771 OBISCA CR
Fax: (506) 33-6572

Banco Lyon, S.A.
Apartado 10184
1000 San Jose, Costa Rica
Tel: (506) 21-2611
Telex: 2577 LYON
Fax: (506) 21-6795

Banco Mercantil de Costa Rica, S.A.
Apartado 32101
1000 San Jose, Costa Rica
Tel: (506) 31-0724/55-3636
Telex: 2718 CREDIT CR
Fax: (506) 55-3976

Banco Metropolitano, S.A.
Apartado 3932
1000 San Jose, Costa Rica
Tel: (506) 33-8111
Telex: CR 48541 BAMET
Fax: (506) 22-8840

Corporacion Costarricesnse de Financiamiento
Apartado Postal 10507
1000 San Jose, Costa Rica
Tel: (506) 21-2212
Telex: 2305 COFISA
Fax: (506) 21-2212

DOMINICAN REPUBLIC

Commercial Banks

Banco Antillano, S.A.
P.O. Box 2755
Ave. Abraham Lincoln esq. Gustavo Mejia Ricardt
Santo Domingo Dominican Republic
Tel: (809) 541-2511
Fax: (809) 541-5663

Banco Comercial BHD, S.A.
P.O. Box 21721
Ave. 27 de Febrero esq.
Dr. Luis F. Tnomen Torree BHD
Santo Domingo, Dominican Republic
Tel: (809) 562-7373
Fax: (809) 542-7767

Banco del Caribe Dominicano, S.A.
P.O. Box 2769
Gustavo Mejia Ricart esq. Agustin Lara
Santo Domingo, Dominican Republic
Tel: (809) 562-2662
Fax: (809) 562-1915

Banco del Exterior Dominicano, S.A.
P.O. Box 1459
Ave. Abraham Lincoln No. 756
Santo Domingo, Dominican Republic
Tel: (809) 565-5540

Banco del Comercio Dominicano, S.A.
P.O. Box 1440
Ave. 27 de Febrero esq. Ave. Winston Churchill
Santo Domingo, Dominican Republic
Tel: (809) 567-8871
Fax: (809) 565-7541

Banco de los Trabajadores de la Republica Dominicana
P.O. Box 1446
El Conde esq. Arzobispo Merino
Santo Domingo, Dominican Republic
Tel: (809) 688-0181

Banco de Reservas de la Republica Dominicana
P.O. Box 1353
Isabel la Catolica No. 72
Santo Domingo, Dominican Republic
Tel: (809) 688-2241
Fax: (809) 685-0602

Banco Dominicano del Progreso, S.A.
P.O. Box 1329
Ave. John F. Kennedy No. 3
Santo Domingo, Dominican Republic
Tel: (809) 566-7171
Fax: (809) 565-0714

Banco Dominico Hispano, S.A.
P.O. Box 20705
Ave. 27 de Febrero No. 102
Santo Domingo, Republica Dominicana
Tel: (809) 567-2261/69
Fax: (809) 541-8705

Banco Espanol, S.A.
P.O. Box 1234
Ave. John F. Kennedy esq. Lope de Vega
Santo Domigo, Dominican Republic
Tel: (809) 566-5811
Fax: (809) 541-8705

Banco Gerencial & Fiduciario Dominicano, S.A.
P.O. Box 30-119
Ave. 27 de Febrero No. 50
Santo Domingo, Dominican Republic
Tel: (809) 5410-9400/9600
Fax: (809) 5410-4466

Banco Intercontinental, S.A.
P.O. Box 825
Ave. Abraham Lincoln, Edificio Alico, 1st Floor
Santo Domingo, Dominican Republic
Tel: (809) 535-5500
Fax: (809) 2474

Banco Mercantil, S.A.
P.O. Box 20203
Ave. Bolivar No. 308
Santo Domingo, Dominican Republic
Tel: (809) 685-7151
Fax: (809) 688-0608

Banco Metropolitano, S.A.
P.O. Box 1872
Ave. Lope de Vega esq. Gustavo Mejia Ricart
Santo Domingo, Republica Dominicana
Tel: (80[illegible] [illegible]62-2442

Banco Nacional de Credito S.A.
P.O. Box 1592
Ave. Lope de Vega No. 95
Santo Domingo, Dominican Republic
Tel: (809) 567-9581
Fax: (809) 567-4954

Banco Panamerico, S.A.
P.O. Box 21533
Ave. Abraham Lincoln No. 504
Santo Domingo, Dominican Republic
Tel: (809) 542-7661
Fax: (809) 541-7857

Banco Popular Dominicano
P.O. Box 1441
Casa del Cordon, Isabel La Cataolica No. 214
Santo Domingo, Dominican Republic
Tel: (809) 686-3101
Fax: (809) 686-0057

Banco Regional Dominicano S.A.
P.O. Box 308
Ave. San Martin No. 200
Santo Domingo, Dominican Republic
Tel: (809) 567-5265
Fax: (809) 567-0059

Banco Universal, S.A.
P.O. Box 2065
Ave. 27 de Febrero Esq. Tiradentes
Santo Domingo, Dominican Republic
Tel: (809) 567-1206
Fax: (809) 567-1159

Citibank N.A.
P.O. Box 1492
Ave. John F. Kennedy No. 1
Santo Domingo, Dominican Republic
Tel: (809) 566-5611
Fax: (809) 567-3473

The Bank of Nova Scotia
P.O. Box 1494
Ave. Lope de Vega esq. John F. Kennedey
Santo Domingo, Dominican Republic
Tel: (809) 566-5671
Fax: (809) 542-6302

The Chase Manhattan Bank, N.A.
P.O. Box 1408
Ave. Tiradentes esq. John F. Kennedy
Santo Domingo, Dominican Republic
Tel: (809) 565-4441
Fax: (809) 567-4620

Development Banks

Banco Agricola de le Republica Dominicana
Ave. George Washington
Santo Domingo, Dominican Republic
Tel: (809) 533-1772/1171

Banco de Desarrollo Agropecuario, S.A.
Vincente Celestino Durate No. 17
Santo Domingo, Dominican Republic
Tel: (809) 688-6964
Banco de Desarrollo BHD, S.A.
Max H. Urena, esq. Lope de Vega
Santo Domingo, Dominican Republic
Tel: (809) 562-6339

Banco de Desarrollo Bancomercio, S.A.
Ave. 27 de Febrero, 2da Planta
Sector Las Colinas
Santiago, Dominican Republic
Tel: (809) 582-6638

Banco de Desarrollo Financiero del Caribe, C. Por A.
Av. San Martin No. 253
Edif. Santanita I, 2da. Planta
Santo Domingo, Dominican Republic
Tel: (809) 567-0108

Banco de Desarrollo Central de Creditos, S.A.
Juan Isidor Jimenez No. 1
Santo Domingo, Dominican Republic
Tel: (809) 688-6654

Banco de Desarrollo Citicorp, S.A.
Ave. John F. Kennedy No. 1
4ta. Planta
Santo Domingo, Dominican Republic
Tel: (809) 566-5611

Banco de Desarrollo Cotui, S.A.
C/Duarte esq. Sanchez
Cotui, Prov. Sanchez Ramirez
Dominican Republic
Tel: (809) 585-2636

Banco de Desarrollo Crediamerica, S.A.
Ave. 27 de Febrero No. 492
Mirador Norte
Santo Domingo, Dominican Republic
Tel: (809) 567-8937

Banco de Desarrollo Corporativo, S.A.
Gustavo Mejia Ricart No. 32
Santo Domingo, Dominican Republic
Tel: (809) 567-9231

Banco de Desarrollo Finagro, S.A.
Ave. Tiradentes
Edificio La Isla
Santo Domingo, Dominican Republic
Tel: (809) 567-4441

Banco de Desarrollo Dominicano, S.A.
Socorro Sanchez No. 11
Santo Domingo, Dominican Republic
Tel: (809) 685-9151
Telex: ITT 3460193

Banco de Desarrollo Finade, S.A.
Av. 27 de Febrero No. 215
Santo Domingo, Dominican Republic
Tel: (809) 567-4491/95
Telex: 3460632

Fundacion Dominicana de Desarrollo, Inc.
Mercedes No. 4
Santo Domingo, Dominican Republic
Tel: (809) 688-8101

Banco de Desarrollo Miramar
Calle Castillo esq. Colon
Santiago, Dominican Republic
Tel: (809) 588-2778

Banco de Desarrollo Fininsa
18 de Abril No. 1
La Vega, Dominican Republic
Tel: (809) 573-4710

Banco de Desarrollo Cofinasa, S.A.
Av. Tiradentes Edificio La Cumbre
Santo Domingo, Dominican Republic

Banco de Desarrollo Industrial, S.A.
Av. Lope de Vega No. 60
Santo Domingo, Dominican Republic
Tel: (809) 562-6481

EASTERN CARIBBEAN

Antigua and Barbuda

Antigua Commercial Bank
P.O. Box 95
St. Johns, Antigua
Tel: (809) 462-1217
Fax: (809) 462-1220

Bank of Antigua Ltd.
Corner High & THames Streets
Box 315
St. Johns, Antigua
Tel: (809) 462-4282
Telex: 2180 REGAL AK

Bank of Nova Scotia
The High St.
Box 342
St. Johns, Antigua
Tel: (809) 462-1578
Telex: 2118 SCOTIA AK

Barclays Bank PLC
High St.
Box 225
St. Johns, Antigua
Tel: (809) 462-0334
Fax: (809) 462-1630

Canadian Imperial Bank of Commerce
High St. Box 225
St. Johns, Antigua
Tel: (809) 462-0836
Fax: (809) 462-4439
Telex: 2150 CANBANK

Royal Bank of Canada
The High and Market Sts.
St. Johns, Antigua
Tel: (809) 462-0325
Fax: (809) 462-1304
Telex: 2120 ROYBANK

Swiss American Bank, Ltd.
High St. Box 1302
St. Johns, Antigua
Tel: (809) 462-4460
Fax: (809) 462-0274
Telex: 2181 AIT SAB AK

Dominica

Banque Francaise Commerciate
Antilles - Guyane Queen Mary St.
Box 166
Rousea, Dominica
Tel: (809) 84040/83335/83019
Telex: 8629 BANTIL
Fax: (809) 85335

Barclays Bank PLC
Old St., Box 4
Roseau, Dominica
Tel: (809) 82571
Telex: 8618 BARDOM DO
Fax: (809) 83471

Bank of Nova Scotia
28 Hillsborough St., Box 520
Roseau, Dominica
Tel: (809) 85800
Telex: 8671 SCOTIA

National Commercial Bank of Dominica
64 Hillsborough St. Box 271
Roseau, Dominica
Tel: (809) 84401/3
Telex: 8620 NATDOM
Fax: (809) 83982

Royal Bank of Canada
The Bay St.
Roseau, Dominica
Tel: (809) 82771/5
Telex: 8637 ROYAL
Fax: (809) 85398

Grenada

Bank of Nova Scotia
Halifax St. Box 194
St. George's, Grenada
Tel: (809) 440-3274
Telex: 3452 SOCTIA GA

Barclays Bank PLC
Box 37 Church & Halifax St.
St. George's, Grenada
Tel: (809) 440-3232
Telex: 3421 BARINT GA
Fax: (809) 440-4130

Grenada Bank of Commerce Ltd.
Box 4
St. George's, Grenada
Tel: (809) 440-3521/2472
Telex: 3467 BANCOM GA
Fax: (809) 440-4153

Grenada Co-operative Bank Ltd
8 Church St.
St. George's, Grenada
Tel: (809) 440-2111

National Commercial Bank of Grenada Ltd.
Box 57 Cnr Halifax & Hillsborough Sts.
St. George's, Grenada
Tel: (809) 440-3566/7/8
Telex: 3413 NACO GA
Fax: (809) 440-4140

The People's Bank
The Greenville St.
St. George's, Grenada
Tel: (809) 440-3077
Fax: (809) 440-4141

Montserrat

Bank of Montserrat Ltd.
Parliament St. Box 10
Plymouth, Montserrat
Tel: (809) 491-3843
Telex: 5740 BANKMON MK
Fax: (809) 491-3189

Barclays Bank PLC
Church St., Box 131
Plymoth, Montserrat
Tel: (809) 491-2501
Telex: 5718 BARBANK
Fax: (809) 491-3801

Eastern Caribbean International Bank, Ltd.

Guardian International Bank, Ltd.
Marine Dr.
Box 389
Plymouth, Montserrat
Tel: (809) 491-2096
Fax: (809) 491-2610
Telex: 5746 GIBANK

Royal Bank of Canada
Parliament St.
Box 222
Plymouth, Montserrat
Tel: (809) 491-2426
Fax: (809) 491-3991
Telex: 5713 ROYBANK

St. Kitts-Nevis

Bank of Nevis Ltd.
Box 450 Main St.
Charlestown, Nevis
Tel: (809) 469-5564
Telex: 6862 NEVBANK KC
Fax: (809) 469-5798

Bank of Novia Scotia
Box 433 Fort St.
Basseterre, St. Kitts
Tel: (809) 465-4141/4142
Telex: 6882 SCOTIA KC

Barclays Bank PLC
Box 42
Basseterre, St. Kitts
Tel: (809) 465-2449/2264
Telex: 6823 BARBANK KC
Fax: (809) 465-1041

Caribbean Basin Investment Bank & Trust Co.
Princes St.
Basseterre St. Kitts
Tel: (809) 465-2979/1082
Telex: 6843 OCIB P ODC KC

National Bank Ltd.
Central St.
St. Kitts
Tel: (809) 465-2204/7362

Nevis Co operative Banking Co. Ltd.
Chapel St. Box 60
Charlestown, Nevis
Tel: (809) 469-5277
Telex: NECOB

Royal Bank of Canada
The Circus, Box 91
Bassaterre, St. Kitts
Tel: (809) 465-2389/2259
Telex: 856 ROYBANK KC
Fax: (809) 465-4374

St. Kitts-Nevis Anguilla National Bank Ltd.
Cnr Central & Church Sts. Box 343
Basseterre, St. Kitts
Tel: (809) 465-2204/5
Telex: 6826 NATBAN SKB KC
Fax: (809) 465-1050

St. Lucia

Bank of Nova Scotia
6 William Peter Boulevard
Castries, St. Lucia
Tel: (809) 452-2292
Telex: 6385 SCOBANK
Fax: (809) 453-1051

Barclays Bank PLC
Bridge St., Box 335
Castries, St. Lucia
Tel: (809) 452-3306
Telex: 6348 BACLADOM
Fax: (809) 452-6860

Canadian Imperial Bank of Commerce
William Peter Boulevard, Box 350
Castries, St. Lucia
Tel: (809) 452-3751
Telex: 6352 CANBANK
Fax: (809) 452-3735

National Commercial Bank of St. Lucia
Bridge Street
P.O. Box 1031
Castries, St. Lucia
Tel: (809) 452-2103
Telex: 22103
Fax: (809) 453-1604

Royal Bank of Canada
William Peter Boulevard, Box 280
Casteries, St. Lucia
Tel: (809) 452-2245
Telex: 6309 ROYALBK
Fax: (809) 452-7855

St. Lucia Co-operative Bank
Bridge Street
Castries, St. Lucia
Tel: (809) 452-2880/1
Telex: 6261/6308 COOPBNK
Fax: (809) 453-1630

St. Vincent

Bank of Nova Scotia
76 Halifax St
Box 237
Kingstown, St. Vincent
Tel: (809) 457-1601
Telex: 7546 SCOTIABK

Barclays Bank LPC
Halifax St
Box 604
Kingstown, St. Vincent
Tel: (809) 457-1601
Fax: (809) 457-2985
Telex: 7520 BARFAX

Canadian Imperial Bank of Commerce
Box 212
Kingston, St. Vincent
Tel: (809) 457-1587
Fax: (809) 457-2873
Telex: 7532 CANBANK

Caribbean Banking Corp. Ltd.
81 South River Rd.
Box 118
Kingstown, St. Vincent
Tel: (809) 456-1501
Fax: (809) 456-2141
Telex: 7540 CBCBANK VQ

First St. Vincent Bank, Ltd.
Lot 112 Grandby St.
Kingstown, St. Vincent
Tel: (809) 456-1873

National Commercial Bank of St. Vincent
Corner of Halifax and Egmont Streets
P.O. Box 880
Kingstown, St. Vincent
Tel: (809) 457-1844
Fax: (809) 456-2612
Telex: 7522 VINBANK VQ

Owens Bank Ltd.
Blue Caribbean Building, Bay St.
Box 1045
Kingstown, St. Vincent
Tel: (809) 457-1230
Fax: (809) 457-2610
Telex: 7529 BANKOWEN VQ

St. Vincent Co-operative Bank, Ltd.
Corner, Long Lane Upper & Sth River Rd
Box 886
Kingstown, St. Vincent
Tel: (809) 456-1894

National Development Foundations

National Development Foundations (NDFs) are a source of both financial and technical assistance for micro-enterprises and small business. For further information on the services offered in each OECS nation, contact the NDFs at the following addresses:

National Development Foundation of Antigua and Barbuda
P.O. Box 502
Long Street
St. Johns, Antigua
Tel: (809) 462-1704

National Development Foundation of Barbados
Suite 8
1st Floor, Wildey Plaza
Wildey, St. Michael, Barbados

National Development Foundation of Dominica
28 Kennedy Avenue
Roseau, Dominica

National Development Foundation of Grenada
P.O. Box 123
11 Halifax Street
St. Georges Grenada

National Development Foundation of Montserrat
c/o Montserrat Credit Union
Plymouth, Montserrat

Foundation for National Development of St. Kitts/Nevis
P.O. Box 507
St. Kitts

National Development Foundation of St. Luica
Barbados Hill
P.O. Box 1097
Castries, St. Lucia
National Development Foundation of St. Vincent and the Grenadines
P.O. Box 827
Blue Caribbean Building
Kingston, St. Vincent

EL SALVADOR

Banco Agricola Comercial de El Salvador
Paseo General Escaion 3635
Apartado Postal (06) 31
San Salvador
Tel: (503) 71-2661, 71-6126
Telex: 20092

Banco Capitalizador, S.A.
Alameda Roosevelt y 43 Avenida
Sur, San Salvador
Tel: (503) 71-2311

Banco Cuscatlan, S.A.
6a. Avenida Sur No. 118
Aprtado Postal 626
San Salvador, El Salvador
Tel: (503) 71-1233, 24-2355
Telex: 20220

Banco Central de Reserva de El Salvador
Calle Ruben Dario y 17a. Av., Sur
San Salvador, El Salvador
Tel: (503) 22-5022

Banco Hipotecario de El Salvador
4a. Calle Oriente No. 124
Apartado Postal 999
San Salvador, El Salvador
Tel: (503) 71-4444, 22-2122
Telex: 20309

Banco Salvadoreno, S.A.
Calle Ruben Dario No. 1236
Apartado Postal 06-73
San Salvador, El Salvador
Tel: (503) 22-2144
Telex: 20172, 20382
Fax: (503) 71-6135

GUATEMALA

Commercial Banks

Banco Agricola Mercantil
7a. avenida 9-11 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 21601/5
Telex: 5347 PAGMERCJ
Fax: [502](2) 531515

Banco de Exportacion
Ave. Reforma 11-49 Zona 10
Guatemala City, Guatemala
Tel: [502](2) 373861/346919
Telex: 5896 BANEXGU
Fax: [502](2) 322879

Banco del Agro
9a. Calle 5039 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 514026
Telex: 5449 BANGROGU
Fax: [502](2) 300322

Banco del Cafe
Ave. Reforma 9-00 Zona 9
Guatemala City, Guatemala
Tel: [502](2) 311311
Telex: 5123 BANCAF-GU
Fax: [502](2) 311418

Banco del Ejercito
5a. avenida 6-06 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 5321146
Telex: 5574 BENEJE-GU
Fax: [502](2) 519105

Banco de los Trabajadores
8a. avenida 9-41 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 24341/6
Telex: 9212 BANTRA-GU

Banco del Quetzal
7a. ave. 6-26 Zona 9
Guatemala City, Guatemala
Tel: [502](2) 318333

Banco Granai & Townson
7a. Ave. 1-86 Zona 4
Guatemala City, Guatemala
Tel: [502](2) 365981/5 or 31233/7
Telex: 5159 BARYT-GU
Fax: [502](2) 366376/347913

Banco Induiliario
8a. Ave. 10-57 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 519022/4
Telex: 4117 BISA-GU
Fax: [502](2) 26663

Banco Industrial
7a. Ave. 5-10 Zona 4
Guatemala City, Guatemala
Tel: [502](2) 312323
Telex: 5236 BAINGS-GU
Fax: [502](2) 319437

Banco Internacional
7a. Ave. 11-20 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 512021/512024
Telex: 5488 BANCOGU
Fax: [502](2) 27390

Banco Metropolitano
5 Ave. 8-30 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 25361/8
Telex: 5188 BANMETGU
Fax: [502](2) 84073

Banco Nacional de la Vivienda
6a. Ave. 1-22 Zona 4
Guatemala City, Guatemala
Tel: [502](2) 325777/86
Telex: 5371 BANVI-GU

Banco Promotor
10a. Calle 6-47 Zona 1
Guatemala City, Guatemala
Tel: [502](2) 512928
Telex: 9238 BANPROGU
Fax: [502](2) 513387

Lloyds Bank
P.O. Box 1106-01001
Guatemala City, Guatemala
Tel: [502](2) 24661/8
Telex: 05263
Fax: [502](2) 534238

Finance Company

Corporacion Financiera Nacional
8a. ave. 10-43, Zona 1
Guatemala City, Guatemala
Tel: [502](2) 83331/9
Telex: 5893 BANQUE-GU
Fax: [502](2) 362937

Financiera de Inversiones
10a. Calle 3-17 Zona 10
Guatemala City, Guatemala
Tel: [502](2) 311266/311267
Fax: [502](2) 311267

Financiera del Pais
Ave Ref. 9-00 Zona 9
Guatemala City, Guatemala
Tel: [502](2) 340051/340054
Telex: 6148 FIPASAGU
Fax: [502](2) 340051

Finenciera Guatemalateca, S.A.
1a. Ave. 11-50 Zona 10
Guatemala City, Guatemala
Tel: [502](2) 316051/316461
Fax: [502](2) 322879

Financiera Industrial
7a. Ave. 5-10 Zona 4
Guatemala City, Guatemala
Tel: [502](2) 311161/321750
Fax: [502](2) 321751

Financiera Industrial y Agropecuria
Ave. Reforma 1-00 Zona 9
Guatemala City, Guatemala
Tel: [502](2) 31303/380401
Fax: [502](2) 318223

GUYANA

Bank of Nova Scotia
ALICO Building
The Regent & Hincks Streets
Georgetown, Guyana
Tel: [592](2) 64031/2

Guyana Bank for Trade and Industry, Ltd.
48 Water Street
P.O. Box 10280
Georgetown, Guyana
Tel: [592](2) 64217
Fax: [592](2) 71612

Guyana National Cooperative Bank
1 Lombard & Cornhill St.
Georgetown, Guyana
Tel: [592](2) 57810/9

National Bank of Industry and Commerce Ltd.
38 Water Street
Georgetown, Guyana
Tel: [592](2) 64091/5
Telex: [592](2) 3044 NBICGY

New Building Society Ltd.
1 Avenue of Republic
Georgetown, Guyana
Tel: [592](2) 64068

For information on converted Guyanese debt:

S.G. Warburg & Co. Ltd.
Mr. Michael Adda
33 King Williams Street
London EC 4R9AS
England
Tel: [44](1) 280-2615 or 280-2222

HAITI

Commercial Banks

Bank of Nova Scotia
P.O. Box 686
Port-au-Prince, Haiti
Tel: [509](1) 24461
Telex: 2030155
Fax: [509](1) 29430

Banque de L'Union Haitienne
Rues du Quai & Bonne Foi
Port-au-Prince, Haiti
Tel: [509](1) 21300
Telex: 2030173
Fax: [509](1) 24356

Banque Nationale de Credit
P.O. Box 1320
Port-au-Prince, Haiti
Tel: [509](1) 24161
Telex: 2030215
Fax: [509](1) 23331

Banque Nationale de Paris
Rues Mamarre & John Brown
Port-au-Prince, Haiti
Tel: [509](1) 22014
Telex: 2030371
Fax: [509](1) 26720

Banque Populaire Haitienne
Rue Eden & Rude du Quai
Port-au-Prince, Haiti
Tel: [509](1) 21800

Citibank, N.A.
Autoroute de Delmas
P.O. Box 1688
Port-au-Prince, Haiti
Tel: [509](1) 6-0985

First National Bank of Boston
P.O. Box 2216
Port-au-Prince, Haiti
Tel: [509](1) 21900
Telex: 2030163
Fax: [509](1) 22727

Societe Generale Haitienne de Banque
P.O. Box 2051
Delmas Haiti
Tel: [509](1) 6-2165
Telex: 203-0026

Mortgage Banks

Banque de Credit Immobilier
P.O. Box 2464
Port-au-Prince, Haiti
Tel: [509](1) 2-2434
Fax: [509](1) 32845

Societe Generale Haitienne de Banque
D'Epargne et de Logement
Place Geffrard
Port-au-Prince, Haiti
Tel: [509](1) 39182

HONDURAS

Commercial Banks

Banco del Ahorro Honduras

P.O. Box No. 78-C
Tegucigalpa D.C., Honduras
Tel: (504) 37-5161
Fax: (504) 22-4638

P.O. Box No. 173
San Pedo Sula, Honduras
Tel: (504) 53-0619
Fax: (504) 52-7257

Banco Atlantida

P.O. Box 57-C
Tegucigalpa, Honduras
Tel: (504) 32-1742
Fax: (504) 32-7860

P.O. Box No. 48
San Pedro Sula, Honduras
Tel: (504) 53-2100
Fax: (504) 53-5120

Banco La Capitalizadora Hondurena, S.S.

P.O. Box 344
Tegucigalpa D.C., Honduras
Tel: (504) 37-1171
Fax: (504) 37-2775

P.O. Box No. 48
San Pedro Sula, Honduras
Tel: (504) 52-6780
Fax: (504) 57-3227

Banco del Comercio

P.O. Box No. 343
Tegucigalpa D.C., Honduras
Tel: (504) 37-5141
Telex: 1194 BACOMER HO

P.O. Box No. 160
San Pedro Sula, Honduras
Tel: (504) 53-3600
Telex: 5548 BANCOMER HO

Banco Continental

P.O. Box No. 327
Tegucigalpa, D.C., Honduras
Tel: (504) 33-3288

P.O. Box 390
San Pedro Sula, Honduras
Tel: (504) 53-3597
Fax: (504) 52-2750

Banco Financiera Centroamericana, S.C.

P.O. Box No. 1432
Tegucigalpa D.C., Honduras
Tel: (504) 1432
Fax: (504) 32-0898

P.O. Box No. 1292
San Pedro Sula, Honduras
Tel: (504) 57-2922
Fax: (504) 57-2922

Banco de las Fuerzas Armadas

P.O. Box No. 877
Tegucigalpa, Honduras
Tel: (504) 32-8505
Fax: (504) 3832
P.O. Box 443
San Pedro Sula, Honduras
Tel: (504) 53-1210
Fax: (504) 52-2491

Banco Hondureno del Cafe

P.O. Box No. 583
Tegucigalpa D.C., Honduras
Tel: (504) 37-2101
Fax: (504) 37-4226

P.O. Box No. 162
San Pedro Sula, Honduras
Tel: (504) 53-4006
Fax: (504) 52-7839

Banco de Honduras

P.O. Box No. 7-C
Tegucigalpa D.c., Honduras
Tel: (504) 37-1157
Fax: (504) 22-3451

P.O. Box No. 81
San Pedro Sula, Honduras
Tel: (504) 53-1934
Telex: 5511 BANCO Ho

Banco de Londres y Montreal

P.O. Box No. 29-C
Tegucigalpa D.C., Honduras
Tel: (504) 37-5151
Telex: 1117 LONMONT HO

P.O. Bo No. 152
San Pedro Sula, Honduras
Tel: (504) 53-0458
Telex: 5510 LONMON HO

Banco Mercantil

P.O. Box No. 116
Tegucigalpa D.C., Honduras
Tel: (504) 37-6280
Fax: 37-2879

P.O. Box 1914
San Pedro Sula, Honduras
Tel: (504) 52-4800
Fax: (504) 2400

Banco de Occic...e

P.O. Box No. 376
San Pedro Sula, Honduras
Tel: (504) 53-2208
Fax: (504) 37-2275

P.O. Box No. 177-c
Tegucigalpa D.C., Honduras
Tel: (504) 53-5611
Fax: (504) 37-8113

Banco SOGERIN

P.O. Box No. 320
Tegucigalpa D.C., Honduras
Tel: (504) 37-6032
Fax: (504) 37-2934

P.O. Box No. 320
San Pedro Sula, Honduras
Tel: (504) 52-5948
Fax: (504) 57-2001

Banco de Los Trabajadores
P.O. Box No. 39-C
Comayaguela D.C., Honduras
Tel: (504) 37-9501
Fax: (504) 37-8422

P.O. Box No 631
San Pedro Sula, Honduras
Tel: (504) 53-1745

JAMAICA

Commercial Banks

National Commercial
Bank Jamaica Ltd.
The Atrium
32 Trafalgar Rd.
Kingston 5, Jamaica
Tel: (809) 929-9050

Bank of Nova Scotia
Jamaica Ltd.
Duke and Port Royal St.
Kingston, Jamaica
Tel: (809) 922-1000

Mutual Security Bank Ltd.
30 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 929-8950

Bank of Commerce
Jamaica Ltd.
1 King St.
Kingston, Jamaica
Tel: (809) 922-2960

Workers Bank
134 Tower St.
Kingston, Jamaica
Tel: (809) 922-8650

Jamaica Citizens Bank Ltd.
4 King St.
Kingston, Jamaica
Tel: (809) 922-5850

Bank of Credit & Commerce Int'l (Overseas) Ltd.
59 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 929-2890

Citibank, N.A.
63 Knutsford Blvd.
Kingston, Jamaica
Tel: (809) 926-3270

Century National Bank
2 Duke St.
Kingston, Jamaica
Tel: (809) 922-3105

First Jamaica National Bank
88 Harbour St.
Kingston, Jamaica
Tel: (809) 922-0110

Merchant Banks

Blaise Trust Company & Merchant Bank Ltd.
53 Knutsford Blvd.
Kingston, Jamaica
Tel: (809) 929-1120

Caldon Finance Merchant Bank Ltd.
24 Tafalgar Rd.
Kingston 10, Jamaica
Tel: (809) 926-7544

Citimerchant Bank Ltd.
63 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 926-3270

Dyoll Merchant Bank Ltd.
40 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 926-6786

Eagle Merchant Bank of Jamaica Ltd.
24 Grenada Crescent
Kingston 5, Jamaica
Tel: (809) 926-5335

Investment & Finance Merchant Bankers Ltd.
16A H.W. T. Rd.
Kingston 5, Jamaica
Tel: (809) 926-1511

Mutual Security Merchant Bank & Trust Co., Ltd.
30-36 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 926-8950

Pan Caribbean Merchant Bank Ltd.
60 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 929-5583

West India Company of Merchant Bankers Ltd.
Socita Bank Center
Kingston, Jamaica
Tel: (809) 922-1000

Jamaica Citizens Trust & Merchant Bank Ltd.
4 Kings St.
Kingston, Jamaica
Tel: (809) 922-5850
Tower Investments Ltd.
c/o Motta and Oppenheim
125 Tower St.
Kingston, Jamaica
Tel: (809) 922-7450

Trust Companies

Bank of Commerce Trust Co., Ltd.
31 Kingston Mall
Kingston , Jamaica
Tel: (809) 922-3721

Bank of Nova Scotia
Trust Co. of Jamaica Ltd.
30 Duke St.
Kingston,Jamaica
Tel: (809) 922-1810

Issa Saving & Trust
c/o E.A. Issa and Bros.
9-12 Princess St.
Kingston, Jamaica

National Commercial Mortgage & Trust Ltd.
54 King St.
Kingston, Jamaica
Tel: (809) 922-6250

West Indies Truest Co., Ltd.
The Atrium
32 Trafalgar Rd.
Kingston 5, Jamaica
Tel: (809) 929-9050

Workers Bank Trust Co., Ltd.
134 Tower St.
Kingston, Jamaica
Tel: (809) 922-8651

Finance Companies

Barclays Finance Corp. of Jamaica Ltd.
The Atrium
32 Trafalgar Rd.
Kingston 5, Jamaica
Tel: (809) 929-9050

Caribbean Trust Ltd
c/o Clinton Hart & Co
58 Duke St.
Kingston, Jamaica

Citifinance Ltd.
63 Knutsford Blvd.
Kingston 5, Jamaica
Tel: (809) 929-9050

Deaner Ltd.
31 Tobago Ave.
Kingston 10, Kingston

George & Branday Ltd.
1 St. Lucia Crescent
Kinbgston 5, Jamaica
Tel: (809) 926-1275
Lival Investments Ltd.
c/o Livingston Alexander& Levy
72 Harbour St.
Kingston,Jamaica
Tel: (809) 922-6310

Solnar Ltd.
c/o Myers Flectcher & Gordon Manton & Hart
21 East St.
Kingston, Jamaica
Tel: (809) 922-5860

Partner Finance Ltd.
3 Duke St.
Kingston,Jamaica

Mortgage Banks/Building Societies

Hanover Benefit Bldg. Society
Lucea P.O.
Hanover, Jamaica
Tel: (809) 956-2344

Jamaica Nat'l Bldg. Society
10 Grenada Crescent
Kingston 5, Jamaica
Tel: (809) 926-1344

Jamaica Savings & Loan
3 Barbados Ave.
Kingston 5, Jamaica
Tel: (809) 926-4816

Victoria Mutual
6 Duke St.
Kingston, Jamaica
Tel: (809) 922-5751

Jamaica Mortgage Bank
33 Tobago Ave.
Kingston 5, Kingston

National Housing Trust
4 Park Blvd.
Kingston 5, Kingston
Tel: (809) 929-6500

NETHERLANDS ANTILLES

Algemene Bank Nederland N.V.
Pietermaai 17, Willemstad
P.O. Box 469
Curacao, Netherlands Antilles
Tel: [599](9) 612624
Telex: 1104 RDABN NA

Banco di Caribe N.V.
Schottegatweg Oost 205
P.O. Box 3785
Curacao, Netherlands Antilles
Tel: [599](9) 616588
Telex: 1266 BACAR NA

Banco Industrial de Venezuela
Heerenstraat 19, Willemstad
P.O. Box 701
Curacao, Netherlands Antilles
Tel: [599](9) 611621
Telex: 1103 BIVCA

Bank of Nova Scotia
Banckstreet 61
P.O. Box 303
Philipsburg, St. Maarten
Netherlands Antilles
Tel: [599](5) 22262
Telex: 8036 BNSSM NA

Barclays Bank PLC
Front Street
P.O. Box 141
Philipsburg, St. Maarten
Netherlands Antilles
Tel: [599](5) 3511/2491
Telex: 8022 BANCO NA

Banco Mercantil C.A.
Abraham de Veerstraat 1
P.O. Box 565
Curacao, Netherlands Antilles
Tel: [599](9) 611566
Telex 1162 BMV NA

The Chase Manhattan Bank N.A.
Soualign Building
P.O. Box 221
St. Maarten, Netherlands Antilles
Tel: [599](5) 23726
Telex: 8003 CHASB NA

Citco Bank Antilles N.V.
Schottagatweg Oost 44, Willemstad
P.O. Box 707
Curacao, Netherlands Antilles
Tel: [599](9) 70388
Telex: 3394 CACBK
Fax: [599](9) 77902

McLaughlin Bank N.V.
Wilhelminaplein 14-16, Willemstad
P.O. Box 763
Curacao, Netherlands Antilles
Tel: [599](9) 61282
Telex: 1083/3302 McLBNA

Maduro & Curiel's Bank, N.V.
Plaza Jojo Correa 2-4, Willemstad
P.O. Box 305
Curacao, Netherlands Antilles
Tel: [599](9) 611100
Telex: 1127 MCBNK/NA

The Windward Islands Bank Ltd.
Pondfill
P.O. Box 220
Philipsburg, St. Maarten
Netherlands Antilles
Tel: [599](5) 22335/22313
Telex: 8016

Pierson, Heldring & Pierson N.V.
John B. Gorsiraweg 6, Willemstad
P.O. Box 3889
Curacao, Netherlands Antilles
Tel: [599](9) 613955
Telex: 3303 PHPC NA

Girodienst Curacao
Scharlooweg 35
Curacao, Netherlands Antilles
Tel: [599](9) 614999

Orco Bank N.V.
Dr. H. Fergusonweg 10
P.O. Box 3987
Curacao, Netherlands Antilles
Tel: [599](9) 72000
Telex: 3374
Fax: [599](9) 76741

PANAMA

For a complete list of banks contact:

Panama Banking Association
15o Piso Ave. Samuel Lewis
P.O. box 4554
Panama 5, Panama
Tel: (507) 63-7783
Fax: (507) 63-7783
Telex: 2015 STORTEX PA

TRINIDAD AND TOBAGO

Commercial Banks

Bank of Commerce Trinidad and Tobago Ltd.
72 Independnece Square
Port-of-Spain, Trinidad, W.I.
Tel: (809) 627-9325
Fax: (809) 627-0904

Bank of Commerce Trust Co. of Trinidad and Tobago
22-24 St. Vincent Street
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-0706
Fax: (809) 627-0904

The Bank of Novia Scotia Trinidad and Tobago Ltd.
Scotia Centre, Park & Richmond Streets
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-3566
Fax: (809) 627-5278

National Commercial Bank of Trinidad and Tobago, Ltd.
60 Independence Square
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-2893
Fax: (809) 627-5987

Citibank (Trinidad and Tobago) Ltd.
74 Independence Square
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-1040
Fax: (809) 624-8131
National Commercial Bank of Trinidad and Tobago Ltd.
Corner Park & Henry STs.
Port-of-Spain, Trinidad, W.I.
Tel: (809) 623-2961
Fax: (809) 627-1297

Republic Bank Ltd.
11-17 Park St.
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-3611
Fax: (809) 623-0371

The Royal Bank of Trinidad and Tobago Ltd.
3B Chancery Lane
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-3511
Fax: (809) 625-0585

Other Financial Institutions

Republic Bank Finance
1st Floor
Park Street Complex
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-4425
Royal Bank Trust Company
3B Chncery Lane
Port-of-Spain, Trinidad, W.I.
Tel: (809) 623-4291

Trinidad and Tobago Merchant Bankers Ltd.
41-43 St. Vincent Street
Port-of-Spain, Trinidad, W.I.
Tel: (809) 623-9737
Fax: (809) 623-9519

Trinidad Co-Operative Bank Ltd.
80-84 Charlotte Street
Port-of-Spain, Trinidad, W.I.
Tel: (809) 623-5330
Fax: (809) 623-0145

United Bank of Trinidad and Tobago Ltd.
74 Independence Square
Port of Spain, Trinidad, W.I.
Tel: (809) 625-1040
Fax: (809) 625-8131

Worker's Bank of Trinidad and Tobago
Administration Centre - 2nd Floor
Temple Court Bldg.
31-33 Abercromby Street
Port-of-Spain, Trinidad, W.I.
Tel: (809) 625-3371
Fax: (809) 625-8403

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