

JAMPRO
TRADE & INVESTMENT JAMAICA

SECTOR PROFILES

Agriculture AgroParks Energy
Logistics Infrastructure Man-
ufacturing Outsourcing Tour-
ism Lands Attractions Hotels
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AgroParks Energy Logistics Infra



Sector Overview

Jamaica's value proposition as the ideal location for agricultural and/or agribusiness-related investment is predicated on an expansive local market bolstered by over four million visiting tourists annually, the increasing demand for high quality Jamaican produce overseas and the country's proximity to key export markets.

The Jamaican agriculture industry has grown from producing mainly sugar, to include more than two dozen crops for domestic consumption and export. There is also thriving animal husbandry and fish farming activities across the island and these primary services contribute greatly to the country's diversified value-added food manufacturing industry. With roughly 41% of the total land area or 440,000 hectares of agricultural land, there are tremendous opportunities for investors in Jamaica's agriculture sector to serve domestic needs as well as export markets.¹ Investment

¹ *World Bank*

Key Indicators (2016)

Industry Size
Contribution to GDP

US\$1 billion

Exports

US\$229 million

Agriculture

is needed in climate resistant agricultural practices, which can allow the industry to produce at the potential of 1.4 million tonnes given climatic conditions vs 668,000 tonnes produced in 2016.²

The total contribution of agriculture to the Jamaican economy extends beyond raw materials and commodities and into the manufacturing of goods. Combined, agricultural products and processed foods contributed US\$229 million or 19% to export earnings in 2016. The demand for Jamaican food goods is continually growing in overseas markets, even as local consumers and businesses increase consumption. The local agricultural sector is further poised for growth through investment in import replacement projects, to reduce the island's US\$800 million import food bill, or in production for the export market where Jamaican yams, ginger and pepper among other vegetables and condiments are in high demand.

The upstream value chain of agricultural investment opportunities exists in the development of infrastructure for irrigation, packaging, cold storage and treatment facilities.

To boost local production, the Government of Jamaica has implemented an extensive agro park project, which plans to convert 20,000 acres of under-utilized land into agricultural production. To date, the Agro-Investment Corporation manages over 4,000 acres across four agro parks. Among the crops being cultivated in these agro-parks are

onion, pepper, assorted fruits and vegetables, yam and ginger. The programme is targeted at “large investors with supply chain and logistics experience to use the agro-park as a base to buy, sort, grade and transport produce to the specification of individual buyers, including hotels.”²

Private investment in the industry is ongoing as businesses improve the linkages between producers and manufacturers, through contract farming arrangements which have improved the supply chain efficiency of beer manufacturer Red Stripe and poultry providers Caribbean Broilers (CB) and Jamaica Broilers. These arrangements spur significant investment and utilisation of land with over 200 acres in production of cassava.

Jamaica has strong farming traditions that are supported by an enabling environment and an abundance of well-trained personnel. The new millennium agricultural landscape for Jamaica is one of diversification, niche marketing and value-added products. Growth in the sector will require strong public-private partnership that is research-oriented, market-driven and export-led.

DEMAND DRIVERS

- **Internal Market:** A large domestic market and consistent tourist trade that require a steady supply of produce
- **External Market:** Global demand for high quality Jamaican produce, particularly in the diaspora and ethnic markets. Jamaica

also has an untapped market potential through its membership in CARICOM.

- **Strategic Location:** Proximity to key markets such as the United States, Canada, Central and South America
- **Unique Flavour Profiles:** Premium Jamaican crops such as the world famous Blue Mountain Coffee, fine/flavour cocoa, high-quality pimento and ginger are rated among the best in the world.

KEY TRENDS

Globally, the agriculture sector is seeking to adopt more efficient and sustainable production techniques and adapt to climate change. Jamaica has several projects in place to realise these efficiencies and mitigate the challenges.

The world population is expected to grow by over a third (2.3 billion) between 2009 and 2050. The outlook for the growth of the agriculture sector is positive as market demand for food will continue to increase.

Companies continue to seek investment destinations with fresh water resources and land availability, as scarcity and land exhaustion are threats to the viability of the sector in traditional jurisdictions. Jamaica has vast amounts of unexplored lands zoned for agriculture, which make the country ideally suited for agricultural investment.

Demand for niche products allow small islands like Jamaica to produce high quality and unique products, which are recognisable

and traceable to the island. Jamaican Jerk and Blue Mountain coffee are two protected geographic indicators placing them in a unique category among other products in the global market. Jamaican Black Castor Oil, though not protected is highly regarded for its effects in the personal care industry.

OPPORTUNITIES

Contract farming joint venture opportunities with manufacturers both local and overseas to produce crops all year round.

- Expansion of fruit tree production for agro-processing and fresh fruit market; specifically, ackee and citrus
- Value-added and niche market opportunities for an increasing range of products (functional foods, nutraceuticals, ingredients, seasonings, condiments, spices and other authentic Jamaican food and beverages)
- Aquaculture – expansion of shrimp and fresh water fish to meet the demand of the local market
- Cannabis – with the introduction of legislation to regulate the local cannabis industry, opportunities are available for medicinal products derived from cannabis
- Oilseeds – Castor beans can be processed for use in the biofuel, cosmetics and pharmaceutical industries



INVESTMENT OPPORTUNITIES

Agro Parks

Investment Modality

The Agro-Investment Corporation invites applications from investors to lease available lands for crop/livestock development and aquaculture in select locations.

Overview

Jamaica's Agro Park initiative was implemented in 2012 out of the need to increase agricultural production and improve the quality of produce for the domestic and international markets. The Agro Park initiative promotes intensive and targeted agricultural production in specific defined spaces utilizing optimum and efficient practices to yield product outputs, integrating all facets of the agricultural value chain from pre-production to production, post-harvesting and marketing. The Agro-Investment Corporation (AIC), which manages four government run parks is seeking to stabilise prices and improve predictability of supply through scheduled production. The AIC is expected to bring more acreage into production over the next 3 years, up to 10,000 by 2020.

Available lands

Plantation Garden River (PGR) – The PGR agro park located in St. Thomas is a 253-acre parcel suitable to produce roots and tubers, herbs and spices. The soil types found here include golden grove sandy clay loam, bonny gate stoney loam and killancholy clay. Investors are being encouraged to produce pumpkins, hot peppers, irish potatoes and bananas to satisfy local demand in addition to the export market.

Amity Hall – This 2,340-acre park located in St. Catherine is promoted as a prime location for developing the agribusiness value chain from raw material production to processing and

INVESTMENT OPPORTUNITIES

Agro Parks



export. With enough space for producing to scale and Sydenham clay soil in abundance investors are encouraged to explore opportunities in cucurbits (watermelon, cantaloupe, zucchini, and squash), hot peppers and okra, in addition to tubers like sweet potato.

Spring Plain and Ebony Park – These two agro parks are adjoining properties in the parish of Clarendon, spanning 2,000 acres (1,197 at Ebony Park and 944 acres in Spring Plain). Clay and clay loams soil are abundant across the properties and contribute to conditions suitable for the production of tubers, cucurbits, orchard crop such as fruit trees (mangoes, otaheite apples, papaya, and breadfruit), condiments and vegetables.

Project Highlights

Investors in Agro Parks can access among other features:

- Irrigation and drainage infrastructure
- Quality management systems (GlobalGAP)
- Farm layout and road networks
- Technical on-site support
- Business facilitation and market linkages
- Knowledge discovery and demonstration on-site
- Sharing economy – farm equipment, minimal processing facilities, security & insurance

INVESTMENT OPPORTUNITIES

Flowers MoBay



Investment Modality

The owner of Flowers Mobay is seeking equity investment to finance expansion of the greenhouse and boost production within six months to one year.

Overview

Flowers Mobay is a floral company located in Montego Bay, St. James which primarily grows orchids for sale or rental. The company, registered in 2015 specialises in the cultivation of the Phalaenopsis and Dendrobium species, two of the 220 species of orchids found in Jamaica. The company's location allows it to service most of the northern parishes of Jamaica which host a variety of events for locals and tourists.

The business targets: hotels, wedding planners, event decorators and interior designers and is seeking to enter the global export market when it satisfies local demand for product. The company offers packages for weddings, graduations and funerals, supplying superior flowers with a shelf life of up to 10 weeks. This long shelf life and the continued investment in diversifying breeds for colour, scent and overall attractiveness are what drive the business desire to export its products as far as Japan, the leading market for orchid importation.

In an established domestic orchid market, Flowers Mobay cultivates its competitive edge through careful maintenance of its business to consumer relations, direct selling and innovation through:

- Creation of new breeds
- Extending the shelf life
- Consistent supply year round

INVESTMENT OPPORTUNITIES

Portland Farm Fresh



Investment Modality

The owner of Portland Farm Fresh is seeking equity investment to finance expansion of the business for export production over six months to one year.

Overview

Portland Farm Fresh has been in operation for over nine years and is a provider of fresh bananas, peppers and coconuts to the local market. The nine-acre property is located in Tom's Hope Portland on flat and sloping lands, which house a packing house and store room, and has consistent water supply provide by a river on the property.

Portland Farm Fresh is a Global G.A.P certified grower and a part of the Government of Jamaica/European Union Banana Export Expansion Programme. While the business produces three crops for domestic consumption, the intention is to use its certification and training to enter the export market, in the Caribbean, North America and the United Kingdom.

The competitive advantage of the enterprise is in:

- Certified good agricultural practices
- The scalability of its production through new technology which can increase yield and be disease resistant
- Unmet demand for exported Jamaican bananas, estimate 34,000 tonnes



INVESTMENT OPPORTUNITIES

Agriculture & Marketing Corporation Complex

Investment Modality

The property is available for leasing of individual warehousing/processing and office spaces and for a single lease of the entire property with existing tenant contracts to be honoured.

Overview

The Agricultural Marketing Corporation Complex located at 188 Spanish Town Road in Kingston is the future agro-industry logistics hub in Jamaica to support fresh produce exporting and agro-processing. Since its construction in the 1960s the complex has expanded to four levels with varying operations ongoing in post-harvest and exports management of commodities. With space for packing houses, cold storage and office space the facility is designed to be a full-service logistics partner supporting the agricultural sector. Connectivity is pivotal to movement of agricultural commodities and the AMC Complex provides exporters and distributors access to the domestic and international market due to close proximity to the Port of Kingston, Tinson Pen aerodrome, the Caymanas Special Economic Zone and less than 30 minutes from the Norman Manley International Airport.

Project Highlights

- The Agro-Investment Corporation managed complex is 102,000 sq. ft. with 90,000 sq. ft. of dry and refrigerated/cold warehousing space and 12,000 sq. ft. of administrative space.
- The Complex currently houses some of Jamaica's most known food processors, exporters and service providers and is highly demanded by businesses in the distributive trade, agriculture and logistics.
- The Complex is incorporated into the Government of Jamaica's agricultural sector development plan as the centre to serve the over 16,000 hectares of land that are programmed for primary agricultural production over the short-term.

INVESTMENT OPPORTUNITIES

Aquaculture



Investment Modality

This property is available for long-term (25 years) lease for aquaculture or other operations that are suitable to general wetlands.

Overview

The Agro-Investment Corporation (AIC) has made available approximately 2,700 acres of property in Elim St. Elizabeth for the development of aquaculture production. The burgeoning opportunity in fish farming is supported by high domestic consumption of fish and crustaceans, over 30,000 tonnes annually and a regional and international market in the Americas which is growing. Jamaica imports approximately US\$60 million worth of fish, crustaceans and molluscs annually. Favourites among Jamaicans are tilapia, basa and shrimp.

The property which is part of the Government of Jamaica, Agro Parks initiative provides investors with the perfect opportunity to capitalize on the investment opportunities in the local aquaculture industry.

Project Highlights

- The property is near to major towns and markets for distribution of the product like Santa Cruz and Black River.
- The existing labour pool is trained and supported by research and scientific institutions including the neighbouring Sydney Pagon (STEM) Academy, The University of the West Indies Agricultural Research and Innovation Centre and the Northern Caribbean University campus which is in the neighbouring parish of Manchester.
- Surrounded by water sources provided by the Black River, this area is already home to an existing 300-acre fish farm and coconut plantations that can provide integration and diversification opportunities.

INVESTMENT OPPORTUNITIES

Energy



Overview

Guided by a policy of modernisation, efficiency and sustainability, the Jamaican energy sector is fast becoming an attractive area for investment. Electricity generation has grown from a few entities to over 10 public and private producers through the national grid operator, Jamaica Public Service Company (JPS). Sources of power range from petroleum products to alternative energy sources including hydropower, wind, solar and bagasse.

Jamaica is receiving international attention for its liberalised energy industry. An open policy allows investors to source their own fuels for projects and this has helped the mining and sugar industries, heavy users of fuel oils. Policy guidance has improved and provides a clear outline of the country's direction in the industry until 2030. The energy policy and

Key Indicators (2016)

Industry Size
Contribution to GDP

US\$349 million

Energy Consumption

19,999,000 BOE

Electricity Generating Capacity

1,020.8 MW

INVESTMENT OPPORTUNITIES

Energy

diversification, are recognised in the Global Energy Architecture Performance Index 2017, ranked 92nd globally and No. 1 in the English-speaking Caribbean.

Domestic energy consumption for residential and commercial use was provided primarily from petroleum based products 96.6% and alternative energy sources 3.4%. In fact, as at 2016 petroleum usage was 19.9 million Barrel of Oil Equivalent (BOE). This electricity consumption reached 1,020.8MW and is projected to continue its growth trajectory as more persons subscribe to official providers of power.

In 2016, in a deliberate thrust to adopt the use of renewable energy, the Office of the Utilities Regulation, under the guidance of an Energy Sector Enterprise Team, commissioned three projects to develop 80MW of generating capacity from renewable power. In 2018, the rebranded Electricity Sector Enterprise Team, now Generation Procurement Entity will be responsible for securing: an additional 100MW of renewable energy, 45MW of waste to energy and 30MW of hydro power among other projects.³

One fuel source attracting significant attention and investment is Liquefied Natural Gas (LNG) which is now being used in plants locally to power the grid, supporting an estimated 120MW or 11% of total capacity. Two new electricity plants are under construction to add 292MW of power using LNG as a source fuel. As Jamaica moves to increase its

usage of LNG, prospects are available for the country to operate as a hub in the region for distribution of the resource.

Demand Drivers

- **Renewable Energy:** Through the National Energy Policy, the Government of Jamaica has set a target of 30% of energy from renewable sources to supply the national grid by 2030. Since the start of the policy in 2009, the supply from renewable sources has grown to 10.5% in 2016.
- **Global Fuel Prices:** With over 90% of energy sourced from imported fuel oils, Jamaica is highly vulnerable to fluctuations in global oil prices. This increases the demand for alternative sources of energy to supply the national grid at lower costs to consumers.
- **Industry Diversification:** As the Jamaican economy grows, the demand for energy increases, from the general consumer to heavy industries. Electricity generation in the bauxite and alumina industry, hotels, shipping and manufacturing all require affordable energy. The current promotion of Special Economic Zones that favour manufacturing and distribution are also on the radar of the Government of Jamaica.

INVESTMENT OPPORTUNITIES

Energy

Key Trends

- **Costs of Technology:** The costs associated with generating capacity from renewable sources like wind and solar globally have lowered over the last decade and are expected to reach US 1.79 cents/kWh for solar PV and 2.0 cents/kWh for onshore wind.⁴
- **Paris Agreement:** To date 174 countries have become signatory to the historic Paris Climate Accord. This agreement, engaged in 2015 has set in place a global commitment to lower emissions, reduce the rate of temperature rises, improve adaptability and establish sources of financing. The vulnerability of small island developing states necessitates the investment in infrastructure and diversification of energy sources to mitigate the existing adverse effects on the natural environment.
- **Trading in Fuels:** Through a liberalised policy, fuels can be imported, grown and/or processed domestically. Opportunities exist in distribution of LNG, processing end of life motor oil, waste to biodiesel, ethanol production and processing of oil crops like castor to make biodiesel.
- **Energy Efficiency and Conservation:** Energy Services Companies (ESCO's) are distinguished from other energy efficiency (EE) or renewable energy (RE) providers by the fact that they offer performance contracting to their clients, such as, guaranteed savings, shared savings, pay-from-savings and asset ownership. The immediate opportunity for energy efficiency and conservation can be found within the private sector of Jamaica. ESCO's are encouraged to target this opportunity first.

Opportunities

- **Electric Power Generation:** Renewable Energy: Opportunities exist in generating electricity from renewable resources such as, solar, wind, hydro, geothermal, biomass, waste and ocean thermal energy conversion (OTEC) for the national grid. Opportunities are highly dependent on the completion of an Integrated Resource

INVESTMENT OPPORTUNITIES

Energy - *Wigton Wind Farm Project*



Investment Modality

The Government of Jamaica intends to list the company on the Jamaica Stock Exchange as a publicly traded company.

Overview

The Wigton Wind Farm in St. Elizabeth is an existing subsidiary of the Petroleum Corporation of Jamaica (PCJ) and is the largest wind energy facility in the English-speaking Caribbean. Commencing operations in 2004, the wind farm has expanded from initial generating capacity of 20.7MW to 62.7MW.

Project Highlights

Wigton Windfarm has a projected total plant output of 164,775 MWh per annum and accounts for 6.2% of the installed generating capacity on the national grid and 3.7% of the island's electricity generation

INVESTMENT OPPORTUNITIES

Logistics and Infrastructure



Overview

With the expansion of the Panama Canal, Jamaica is poised to benefit from new and innovative commercial ventures as it seeks to position itself to join Rotterdam, Dubai and Singapore as the fourth node in the international logistics chain. Widely regarded as a paradigm shift for world maritime trade, the Panama Canal expansion project promises to deliver greater trading opportunities by facilitating the crossing of larger new Panamax ships between the Pacific and Atlantic oceans.

Key Indicators (2016)

Industry Size
Contribution to GDP

US\$728 million

Cargo Handled

21,521,000 tonnes

Vessel Visits

3,586

Logistics and Infrastructure

The expansion of the canal is already paying dividends in the region as tonnage passing through in financial year ending September 2017 increased by 22%, to reach 403.8 million tonnes. Increased throughput has had a ripple effect in the region and Jamaica is developing the capacity to move cargo through public and private sector initiatives.

Jamaica will seek to offer greater logistics efficiencies to markets in the region by leveraging key existing infrastructure, the country's prime location in proximity to major East-West shipping lanes and direct connections to all regional ports. The development of Jamaica as a major Logistics Hub will satisfy the demand for global-standard logistics capacity serving the Eastern Seaboard of the US.

Jamaica's movement of goods averages 22 million tonnes through maritime trade from ports across the island, with Kingston being the prime port for activity. Air transport facilities are provided through the two main terminals which have seen continuous growth because of the increase in visitor arrivals, 15% between 2011 and 2015 to 17 million kilogrammes of cargo.

Jamaica's openness for investment was evident in the divestment of the government owned Kingston Container Terminal to the French company CMA/CGM. The expansion of the Port of Kingston coupled with the dredging of the Kingston Harbour will facilitate larger vessels coming into the region through the Panama Canal, while the creation

of new berths will allow the country to host post-Panamax size vessels. Other recent private investments include the expansion of the local Kingston Wharves Limited into a modern logistics services provider and the establishment of a drydock facility for ship repair by German Ship Repair Jamaica Limited. In 2018, the Government of Jamaica expects to complete the divestment of the Norman Manley International Airport (NMIA), which will also significantly boost air logistics capabilities in the country.

Further investments needed to augment the Jamaica Logistics Hub initiative will be inter-connected via multiple modalities - air, sea and land, thereby allowing for maximum efficiency. The Jamaica Logistics Hub Initiative incorporates several proposed and existing projects which seek to incorporate crucial assets that will support the sector including:

- Expanded maritime port facilities
- Special Economic Zones
- Dry dock facilities
- Commodity Ports/Facilities
- Strategically placed aerodromes and cargo facilities.

DEMAND DRIVERS

- **Strategic Geographic Location:** Jamaica's location close to the main East-West shipping lanes between the Far East, Europe and Eastern North America gives it a distinct advantage. The country is also near trade and air routes to the Americas, Europe and the Caribbean.

Logistics and Infrastructure

- **Solid Infrastructure:** The island's well-developed transport and telecommunications infrastructure complements existing services and facilities that provide a strong foundation for the main elements of a major logistics hub.
- **Large, Trainable Workforce:** Targeted training is being provided in all the pertinent areas related to the Logistics Hub to ensure that the Jamaican workforce is adequately prepared for the upcoming employment opportunities.
- **Training Support Infrastructure:** Jamaica is home to the Caribbean Maritime University (CMU), which was established in 1980 to support the country's growing maritime industry. The CMU is the only International Maritime Organisation accredited institution in the English-speaking Caribbean; and supplies graduates to Jamaica and the region in the areas of logistics and supply chain management across all levels of the workforce.
- **Single Trade Electronic Window:** the launch of ASYCUDA by the Jamaica Customs Agency in 2016, coupled with the creation of a Port Community System (PCS) by the Port Authority of Jamaica lay the groundwork for a fully integrated electronic trading system for Jamaica. The PCS, which is being developed with the assistance of SOGET has launched the largest PCS in the Americas which upon completion will link six seaports and two airports.

KEY TRENDS

- Trade in transport as a commercial service remains affected by the movement in the global economy and demand for goods, with consumer goods and construction goods driving growth. Global exports in transportation services earned US\$853 billion in 2016, and are expected to grow in the medium term due to increased demand for goods via e-commerce platforms.
- The outsourced arm of logistics, 3PL revenue reached US\$802 billion while the overall market for logistics (cost of logistics services) reached \$8.2 trillion in 2016, accounting for 10.9% of global GDP.
- The global logistics market is projected to grow to US\$12 trillion by 2025, driven by the output from the construction industry. Manufactured products for construction – stone, cement and ceramics – are expected to be the strongest growth products through to 2025.
- Global merchandise trade continues to increase in volume, as demand for products in emerging markets grows, despite falls in the value due to currency fluctuations. Volume of world trade grew 1.5% in 2016 and projected to grow in 2017.
- Increased automation and robotics to improve service delivery through agile warehousing, autonomous transport and the Internet of things.

INVESTMENT OPPORTUNITIES

Logistics - Port of Kingston Industrial Park



Investment Modality

The Port Authority of Jamaica is seeking to lease the expected facilities to be

Opportunities

- **Special Economic Zones:** The domestic Special Economic Zone (SEZ) regime is designed to benefit large development in manufacturing, distribution and movement of products either sea to sea, sea to air or air to air. The Special Economic Zones offer relief on asset and income taxes, along with customs duties. Individual companies can receive the designation as an SEZ or companies can enter customised zones as an occupant. Like export free zones, SEZs can be countrywide and promote the clustering of requirements to facilitate efficiency and growth.
- **Infrastructure Development:** The creation or upgrading of public and private infrastructure to support the industry will present opportunities for financing, partnerships and a range of professional services.
- **Manufacturing and Distribution:** The proposition of utilising Jamaica as a key destination for manufacturing and warehouse & distribution will be significantly enhanced. This will present opportunities in distribution services, consolidation/deconsolidation, storage, inventory management, shipment scheduling, order processing, product sub-assembly, packing and labelling.
- **Support Services:** With increased activity in manufacturing and distribution, there will be the need for a range of support services, some of which will be dependent on the clusters of commercial activity that become dominant in the various free zones across the island.

INVESTMENT OPPORTUNITIES

Logistics - Port of Kingston Industrial Park

Overview

This opportunity is to develop port-centric logistics services on approximately 80 hectares of land conveniently located in proximity to Kingston Container Terminal (KCT). The area is eminently suitable for providing a wide range of logistics activities for both the local and offshore markets. In total, this includes special economic zone sites, adjoining underutilised aerodrome, and unused terminal expansion lands. Together, these could be combined to develop and support on or near port logistics activities.

Expected facilities to be developed:

- Warehousing, display, pick and pack, reconsolidation and distribution of cargo
- Sophisticated assembling, postponement, customization
- Light to advanced manufacturing

Project Highlights

A preliminary feasibility study on a 10-acre phased development indicated:

- The logistics activities will generate incremental cargo throughput over the port in the region of 40,000-50,000 TEUs/per annum in cargo volumes within three years.
- Increased employment, based on the type of value added activities undertaken, could result in new jobs in the region of 2,400-3,000.

- Local business and firms will be provided the opportunity to transition to
 - o Special Economic Zone
 - o in many cases partner with international firms to provide value-added services
 - o access new technology and knowledge transfer.
- Stimulate business activities in the port ecosystem with spill over in the wider economy
- Facilities will utilise environmentally friendly technology – renewable energy solar panels as part of the buildings and energy efficient building technology. These are expected to reduce the carbon footprint while reducing the cost of energy.



INVESTMENT OPPORTUNITIES

Logistics - Caymanas Special Economic Zone



Investment Modality

The Government of Jamaica is seeking developers for the construction and operation of the Special Economic Zone, through a public-private partnership.

Overview

Under the strategy of the Global Logistics Hub Initiative, the Government of Jamaica intends to develop a mixed-use facility as a Special Economic Zone within the Caymanas Estates Development Area. The 1,400-acre plot is zoned for industrial use and will accommodate manufacturing, distribution and support services.

Project Highlights

- Site assessment has identified excellent road infrastructure which can support the warehousing and transportation industry with proximity to the Port of Kingston and the Norman Manley International Airport.
- The location is supported by a stable telecommunications grid which makes the area suitable for the development of services based industries such as business processing outsourcing (BPO) and other IT enabled services..
- Available labour is abundant from the Kingston Metropolitan Area with a large concentration of the output of skilled and technical workers.

INVESTMENT OPPORTUNITIES

InFrastructure - *Apartment Complex*



Investment Modality

The Urban Development Corporation is seeking a public private partnership for the development, operation and management of the facility under a 30-year agreement. The estimated time for construction and development is approximately 24 months.

Overview

The Government of Jamaica is seeking to redevelop downtown Kingston, through investment in infrastructure and attracting local and foreign capital to this historic area. Supporting this development is the need for housing in a thriving city. The Urban Development Corporation (UDC) has made available 2.63-acre property to be developed into a mixed use residential complex. The five-tower multi-storey mixed-use development will provide commercial spaces on the street level at a capacity of 465sqm (5,000sq ft.). The residential component will consist of a mixture of two and three-bedroom

condominiums with each tower consisting of a two storey penthouse apartment.

Project Highlights

- Number of floors: 8
- Number of apartments: 110
- Number of parking: 114 spaces
- Gross area approximated: 189,000 sq ft

INVESTMENT OPPORTUNITIES

InFrastructure - *Multi-Storey Parking Garage*



Investment Modality

Proposed implementation modality would be a public private partnership for the development, operation and management of the facility under a 30-year concession agreement.

Overview

In keeping with the redevelopment of downtown Kingston, the Urban Development Corporation (UDC) has made available a 1.2-acre property for the development of a multi-storey parking garage. The property located on Orange Street, Kingston is in proximity to commercial enterprises and through traffic.

It is envisioned that the building will be a six-level structure that will provide both parking and commercial spaces on the street level with the remaining five levels solely dedicated to parking. The development will also incorporate renewable energy components in the form of photovoltaic panels and grey water recycling measures will be implemented

in its design and construction.

The proposed structure has a gross floor area of 5,029 sq. m. (54,128 sq. ft.) and is also designed to accommodate an additional floor.

Key Highlights:

- The development's aim is to satisfy the demand for additional parking spaces in and around the downtown Kingston waterfront.
- A parking capacity of 792 cars coupled with serviced commercial spaces.

INVESTMENT OPPORTUNITIES

InFrastructure - *Multi-Storey Office Complex*



Investment Modality

Proposed implementation modality would be a public-private partnership for the development, operation and management of the facility under a 30-year concession agreement.

Overview and Description

The compendium of project opportunities in downtown Kingston by the Urban Development Corporation (UDC) includes the development of a multi-storey office building. The development of the office complex is expected to spur growth in the existing businesses on the waterfront and drive commercial activity which ensures return on investment in other projects, new and existing like the multi-storey parking garage, the Office Centre Building and food bazaar.

Project Highlights

The proposed office tower will consist of:

- Gross usable space totalling 12,347sqm (132,899sqft).
- Twelve-stories of contemporary office space grossing 11,220sqm (120,768sqft) of rentable office space as well as 12,131sq. ft. of retail shop space.
- A two-storey roof terrace with a conference hall amounting to 10,500 sq. ft. having the capacity to host corporate events for tenants.
- Full exploitation of the roof for renewable energy as a primary objective for the reduction of operating costs by incorporating photovoltaic cells, wind turbines and a grey water recycling programme.

INVESTMENT OPPORTUNITIES

InFrastructure - *Ocho Rios Promenade*



Investment Modality

The Urban Development Corporation is accepting proposals from investors to lease space in the redeveloped promenade.

Overview and Description

The Ocho Rios Promenade project is a component of the larger Ocho Rios Marina upgrade meant to serve the hundreds of thousands of cruise passengers annually. Additionally, to providing a destination for commercial activity and entertainment for locals and visitors alike.

The project will feature:

- Continuation of the Promenade project
- Marina upgrade and development
- Jetty Renovation
- Ocho Rios Bay Beach upgrade
- Multi-storey Car Park
- Festival Village

INVESTMENT OPPORTUNITIES

InFrastructure - *Closed Harbour Beach Park*



Investment Modality

The Urban Development Corporation is inviting proposals to lease, space for operations in the recreational space.

Overview and Description

Establishing and maintaining a green space is of high importance to accomplishing sustainable development for the city of Montego Bay. The Urban Development Corporation has commenced the upgrade of this facility locally known as “Dump-up Beach” to improve the local infrastructure through development of the 16-acre park. When completed it is expected to be a free access public beach and multi-purpose park.

INVESTMENT OPPORTUNITIES

InFrastructure - *Catherine Hall Entertainment Centre*



Investment Modality

The Urban Development Corporation is inviting proposals to lease, develop and manage the Entertainment Complex. The tender process closes June 19, 2018.

Overview and Description

The Catherine Hall Entertainment Complex is a full-service entertainment facility in Montego Bay St. James. The entertainment centre, known as the site for the internationally renowned Reggae Sumfest has a capacity of 17,000-20,000 persons and has been upgraded to accommodate most entertainment activities.

Project Highlights

- Ideal location for entertainment
- UDC completed Master Plan to guide development.
- Outline approvals obtained.
- Private sector invited to submit proposals to develop and manage the complex.

INVESTMENT OPPORTUNITIES

Manufacturing

Overview

The manufacturing sector is a key component of the national economy, accounting for 8.5% of Gross Domestic Product (GDP) and generating export earnings of US\$486 million in 2016. Many of Jamaica's manufactured brands are well recognised internationally and have become synonymous with excellence.

There are currently over 300 companies in the sector engaged in a diverse array of manufacturing activities. The sector is divided into two main categories - traditional and non-traditional. Traditional manufactured goods include food, beverages and tobacco, while non-traditional goods include electronics, building materials, pharmaceuticals, among others.

With Jamaica being located at the hub of air and sea routes in the northern Caribbean, the country is ideally placed for export-oriented, high value niche manufacturing and assembly operations, which represent a clear competitive advantage in today's global marketplace. Under the Jamaica Logistics Hub initiative, which seeks to position the country as the next major global transshipment and logistics hub, there will be significant opportunities for business interests to be integrated into the global supply chain.

The Government of Jamaica in an effort to meet international obligations and develop local industry, enacted Special Economic Zone (SEZ) legislation to replace the Jamaica Export Free Zone Act. The introduction of



Key Indicators (2016)

Industry Size
Estimated Earnings

US\$1.1 billion

Exports

US\$486 million

Manufacturing

an SEZ regime offers great potential for investment in manufacturing.

Jamaica's competitiveness as a destination for the production of high valued products is supported by improvements in the business environment and keen competitor analysis for establishment of manufacturing plants:

- Property rights
- Quality of port infrastructure
- Cost of labour

The emerging presence of electronics assembly and fabrication enterprises in Jamaica's manufacturing sector reflects the viability of the country in this regard. Jamaica provides a strong platform for companies seeking a cost-effective manufacturing hub to supply the CARICOM, Latin American or North American markets. The country is increasingly being recognised as a destination of choice for manufacturers looking to move facilities and sources of supply closer to end-markets to better manage costs and localize their product offerings appropriately with greater speed, agility, and accuracy.

DEMAND DRIVERS

- **Strategic location and market access:** The country's proximity to the United States, Latin American and Caribbean markets provide convenient air and maritime access in moving goods and services to these markets. Along with numerous

multilateral trade agreements within the Caribbean, Europe, Canada and Latin American countries.

- **Infrastructure:** The Port of Kingston has been expanded to accommodate large post-Panamax vessels. The island has a sophisticated road network, three international airports and modern transportation systems. There is also available commercial space to major ports in Kingston and Montego Bay.
- **Skilled and available labour pool:** Jamaica's large English-speaking and skilled workforce is competitively priced and well supported by an impressive mix of public and private sector training institutions.
- **Supportive business climate:** Jamaica offers attractive business incentives and access to key markets through strategic trade agreements. Local industry is also well supported by strong public and private sector stakeholders.

KEY TRENDS

- The prominent use of the "*made in*" slogan is key tagline for many countries with recognition for high quality and unique identifiers.
- Manufacturing jobs account for 21% of the global labour force and have remained

INVESTMENT OPPORTUNITIES

Manufacturing

stable over the last five years, despite the perceived threats of automation and robotics. Jobs have experienced displacements and creation in other areas of the industry.

- For developing countries, the manufacturing sector offers the opportunity to re-balance the economy towards higher value-added sectors.
- Manufacturers are moving even closer to the customer via supply chain reorganization and value-added services.

Opportunities

- **Pharmaceuticals:** With an established chemical industry, ease of positioning along trade routes and access to key inputs, Jamaica provides an excellent platform for the manufacturing of pharmaceutical products.
- **Cannabis:** The opening of the medical cannabis industry further incentivises companies to research, and process types of cannabis for the estimated US\$7.7 billion global cannabis market.
- **Electronics:** Manufacturing electronics in Jamaica is made easy through availability of a low-cost labour pool trained in engineering, electrical installation, computer science and other support skills. Whether production is done under

the Special Economic Zone regime or external, incentives exist for the large-scale manufacturer through capital allowances, tax credits and inputs of raw materials.

- **Assembly/Fabrication:** Jamaica's Logistics Hub Initiative is primarily geared at light manufacturing and distribution of goods throughout the transport channels of the Americas. The fitting and remanufacturing of parts and machinery to meet just in time delivery needs of a growing consumer market of one billion persons can be facilitated in Jamaica's port warehousing facilities or near port plants for storage, assembly and distribution.

INVESTMENT OPPORTUNITIES

Manufacturing - Jamaican Marble *Dimension Stones*



Investment Modality

The project owner is seeking debt financing or equity investment to increase capacity and output with an expected implementation period of six months to one year.

Location: St. Catherine

Overview

Colbeck Minerals is a local company operating in the mining and quarry industry since 2015, seeking to leverage the value-added production capabilities of its natural deposits. The company's marble deposits cover a 13-acre lot with an estimated 20 million cubic yards of marble of the white limestone variety. The current product line includes: marble, river shingle, sand, river stones and top soil. The expansion in the domestic construction industry for residential and commercial structures is increasing the demand for material inputs which Colbeck is targeting. With the available equipment the company hopes to manufacture more decorative stones, furniture, countertops and wall cladding for indoor and outdoor purposes to meet local demand and export in the Caribbean and North America.

Project Highlights

Colbeck Minerals aims to be the hub for cut dimension stones in Jamaica and the Caribbean through:

- Access to high quality marble with unique colours
- Facilitating transport of products locally and internationally (Caribbean and USA initially) from its Old Harbour location in proximity to Port Esquivel
- Leveraging existing equipment (40 blade Faritilia) for shaping of blocks, up to four tonnes at a time

INVESTMENT OPPORTUNITIES

Outsourcing



Overview

Jamaica's strong credentials as a highly competitive and attractive business destination underline its position as the leading BPO location in the English-speaking Caribbean. The outsourcing sector directly employs over 26,000 agents and generates revenue estimated at over US\$400 million annually.

There are approximately 60 companies that offer call centre and BPO services in the country and among these firms are

Key Indicators (2016)

Industry Size
Contribution to GDP

US\$400 million (est.)

Companies

60 (est.)

Space

1.3 million sq. ft.

INVESTMENT OPPORTUNITIES

Outsourcing

formidable global industry players such as Conduent (formerly Xerox), Teleperformance, Vistaprint, Hinduja Global Solutions, and Sutherland Global Services (SGS), as well as notable homegrown multinationals such as ItelBPO. The sector is populated by a combination of captives (wholly owned subsidiaries) and third-party service providers that are primarily located in Montego Bay, Kingston, Portmore and Mandeville.

Jamaica's competitiveness is solidified on the basis that it is the most scalable location in the Caribbean with a relatively large educated population and an established ecosystem supported by the Government and private sector groups. This ecosystem includes emerging technology parks, cost competitive labour, liberalised telecommunications sector and Special Economic Zones incentives to support market entry.

Attracting big business to the island is a priority to the government, which recognises the need for first world commercial facilities. To this end over 1 million sq. ft. purpose built commercial space will be developed in the near term. This includes the Naggo Head Technology Park, among other projects which is expected to bring to market approximately 750,000 sq. ft.

Development of human capital is ensured through a variety of programmes on

offer from the HEART Trust/NTA tailored to meet the labour needs of the rapidly growing industry. High school and university graduates are also exposed to the demands of companies through training in soft skills like communication, responsiveness and relationship building.

With its outstanding track record in finance and accounting, human resource outsourcing, receivables management, technical help desk support, outbound sales and generation, Jamaica has become the leading outsourcing destination in the English speaking Caribbean.

The country is currently ranked 43rd on the A.T. Kearney Global Services Locations Index 2017 and is one of the region's most ideal locations for BPO providers supporting clients in the USA, Europe and other neighbouring Caribbean countries.

Demans Drivers

- **Growing Industry:** The global Information Technology (IT) services sector worth US\$900 billion in 2016 is one of the fastest growing and dynamic sectors globally⁵
- **Available Talent:** Jamaica's large English-speaking, educated workforce of 1.3 million has a strong cultural affinity to major outsourcing markets such as North America and the United Kingdom.

5 *Gartner Says Global IT Spending to Reach US\$3.5 trillion in 2017* <http://www.gartner.com/newsroom/id/3482917>

INVESTMENT OPPORTUNITIES

Outsourcing

- **Convenient Access:** Proximity to the North American market and the convenience of being in time zones that are well aligned increase Jamaica's appeal as an outsourcing destination.
- **Cost Effective Nearshore Solution:** Companies are increasingly seeking cost-effective near shore outsourcing solutions, and call centre and BPO salaries in Jamaica are comparatively lower than other destinations in the Caribbean.
- **Great Infrastructure:** World-class and robust telecoms infrastructure supports all the requirements for global connectivity and ranks among the most developed in the region.

Key Trends

- **Industry-specific Outsourcing Solutions:** Companies are keen on working with outsourcing companies that offer services tailored to their industry.
- **Cloud Computing:** With converged infrastructure and shared resources becoming a common model in IT services, the demand for cloud services continues to increase as companies seek to take advantage of economies of scale.
- **Big Data:** The new trend in business model development is the use of large sets of data which are analysed computationally

to reveal trends and patterns to inform business development and cutting-edge marketing strategies.

- **SMAC:** The convergence of social networking, mobile devices, analytics programmes and cloud computing are integral in business development as consumer interaction and insights are crucial in decision making and relationship building.⁶
- **BPaaS:** Business Processing as a Service is the delivery of business process outsourcing services that are sourced from the cloud and constructed for multitenancy. BPaaS allows for small and medium sized enterprises (SMEs) to leverage cloud computing and offer targeted process automation services.⁷
- **Sustainable Outsourcing:** Sustainability is a key feature of business service offerings and companies are demanding that their outsourcing partners be equipped to expand and adapt to changing circumstances and demands.

Opportunities

- **Animation:** Animation outsourcing opportunities are increasing due to the demand for creative content in traditional business and film. The Government of Jamaica has made this training a priority to retool numerous young persons, now

6

CIO

7

Gartner

INVESTMENT OPPORTUNITIES

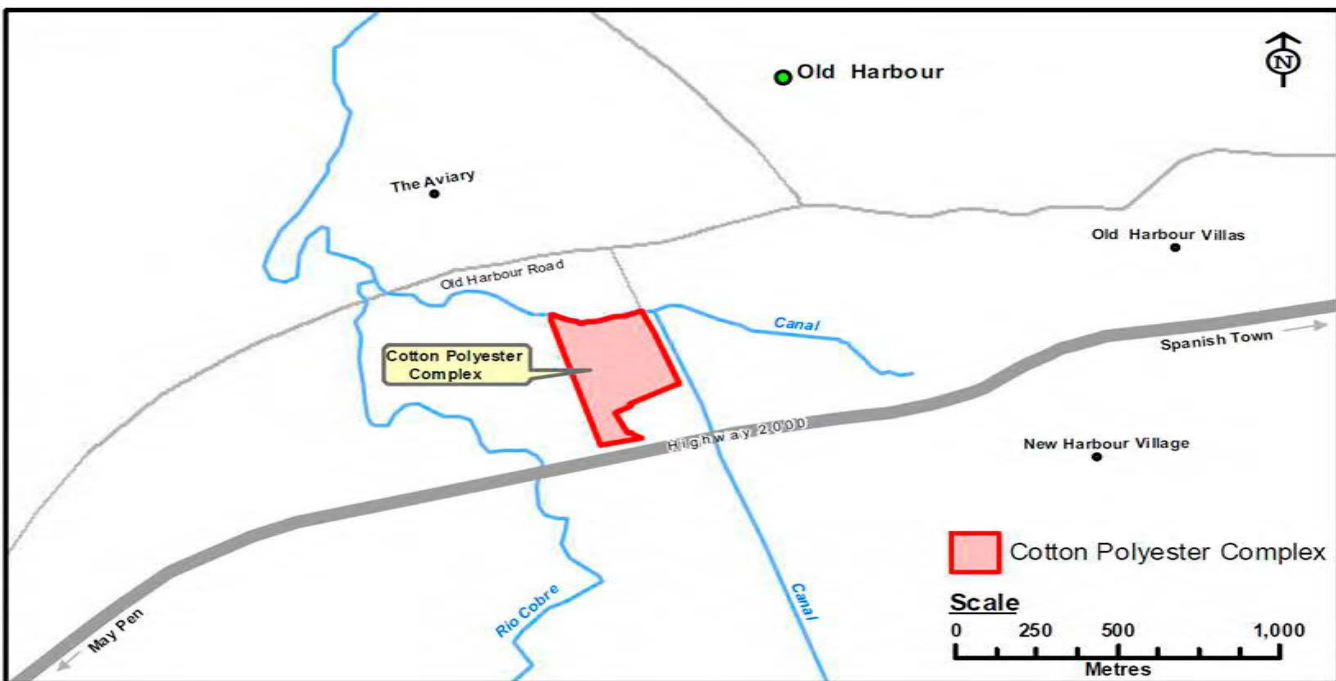
Outsourcing

accessing a variety of programmes from the certificate level to bachelor degree programmes with over 160 persons trained in two years.

- **Voice-driven Services:** At least 75% of the local industry is focused on voice-driven services, which represent a highly attractive investment option based on the neutral accent of Jamaicans and the country's cultural compatibility with the North American market.
- **Business Process Outsourcing:** With cost-competitive and talented labour and an increasing output of business, economics and accounting professionals, Jamaica provides the ideal platform for companies seeking to establish a BPO facility to support areas such as healthcare, finance and accounting, insurance and human resources.
- **Knowledge Process Outsourcing (KPO):** Moving even higher up the value chain, notable annual increases in professional degrees such as law, medical sciences, computer science and engineering provide the perfect landscape to tap into Knowledge Process Outsourcing.
- **Legal Processing Outsourcing (LPO):** Home to the globally recognized Norman Manley Law School at the University of the West Indies (UWI), Jamaica in an excellent position to attract outsourcing contracts in this area.
- **Software Development, Testing and Maintenance:** Jamaica's demonstrable record in IT innovation in the Microsoft Imagine Cup and increased graduate output from computing, informatics and engineering programmes set the stage for advanced software coding and development.

INVESTMENT OPPORTUNITIES

Outsourcing - Cotton Polyester Factory



Overview and Description

The property comprises 24.124 acres with total building area of 188,103.25 sq. ft. in three main structures.

This site provides the opportunity for the UDC to be catalytic in converting into ICT/BPO space as a PPP or JV.

The property is located 1.1 km southwest of the Old Harbour Police Station 35 minutes from downtown Kingston (by the highway) and 20 minutes from Portmore.

Investment Modality

The UDC is seeking sale of the property.

INVESTMENT OPPORTUNITIES

Outsourcing - Jamaica Center of Innovation and Digital Content Creation



Investment Modality

The coordinators are seeking equity investment to complete the project.

Overview

The Jamaica Center of Innovation and Digital Content Creation (JCIDCC) is a multi-stakeholder project seeking to increase the capacity of the domestic workforce in the creative industries specifically digital animation and special effects for movie and television production. The project is being supported by the Government of Jamaica along with CA Foundation, Studio C, Andrew Adamson and the United Talent Agency.

Project Highlights

The project is supported by key industry personnel who see Jamaica as a potential hub for the development of content. Key backers include:

Andrew Adamson: best known for writing, producing and directing *Shrek*, *Shrek 2* and has been nominated for an Oscar.

Carlos Arguello: best known for his participation as visual effects supervisor for *Space Jam*, *Armageddon*, and *The Devil's Advocate*, among others. He is the founder of Studio C and CA Foundation which has trained more than 3,000 young people in Latin America.

UTA is globally recognized in the areas of film finance, film packaging, corporate consulting, branding & licensing, endorsements and the representation of production talent.

The proposed location of the opportunity is the main campus of the Vocational Training Development Institute (VTDI), Gordon Town Road, Saint Andrew.

An aerial photograph of a coastal city. In the foreground, a large, white, classical-style building with a pediment and columns sits on a concrete pier extending into the blue water. To the left of this building is a long, low structure with a red roof. The background shows a dense urban area with various buildings and greenery under a clear sky.

INVESTMENT OPPORTUNITIES

Tourism

Key Indicators

Industry Size
Contribution to GDP

US\$800 million (2016)

Tourist Arrivals

4.3 million (2017)

Visitor Spend

US\$3 billion (2017 est.)

Overview

Jamaica is the leading tourist destination in the Caribbean for stopover arrivals and cruises, with world renowned attractions and hotels. Not only recognised as a destination for leisure, the island also attracts tens of thousands of business travellers for conferences, tradeshow and corporate activities. The island's irresistible appeal results from its scenic landscape, world-class accommodation and attractions, rich culture and the signature hospitality of the people.

Jamaica's attractiveness in the tourism industry continues to grow as demonstrated by the record numbers of visitors that come to the island's shores annually. In 2017, this number grew 13.1% and visitor expenditure is projected to have passed US\$3 billion or 20% of Gross Domestic Product (GDP).

The demand for accommodation has spurred investments in small and large properties catering to adventurous, eco-friendly and luxury travellers. With over 30,000 rooms islandwide, ranging from economical lodging to boutique hotels and luxurious resorts, visitors are also using new services like Airbnb, with an estimated 55,000 visiting the island using the website.

Jamaica is the home of dancehall, reggae, mento, ska and rock steady and its capital, Kingston is now designated as a Creative City by UNESCO. The attractions and entertainment sector yields over US\$340 million annually from the 18% and 13% of

cruise passengers and stopover visitors expenditure, respectively. Awarded the title Caribbean Leading Cruise Destination by World Travel Awards, Jamaica has three major ports of call on its northern coast located in Montego Bay, Ocho Rios and Falmouth, while the capital city Kingston has an expanded port and amenities for the cultural and creative seekers.

Jamaica's tourism product is attracting investments in boutique hotels, wellness resorts and spas along with other attractions. The quality of human capital and facilitating business environment has allowed for the development of diversification of the sector with players such as the Grupo Hospiten hospital and expansion of the Dolphin Cove entertainment attraction.

Demand Drivers

- **Global Brand Appeal:** Jamaica enjoys a solid reputation as one of the leading tourism destinations in the world and was awarded the Caribbean leading destination on 12 consecutive occasions, along with other individual prizes for attractions and resorts. Increasing ease of international travel and investments will continue to attract visitors in large numbers.
- **Strong Connectivity:** Three international airports and major ports of call facilitate easy airlift and gateway access to major markets, with over 73 airlines flying directly to Jamaica from important gateways.

INVESTMENT OPPORTUNITIES

Tourism

- **Convenient Market Access:** Jamaica is in proximity to the United States, one of the largest markets in the world for outbound tourists travelling for recreational or medical reasons. Additionally, visa free access is afforded to citizens from 134 countries across the globe.
- **Qualified, Cost-competitive Labour Force:** Jamaica has an impressive labour pool engaged in all aspects of the tourism sector and support services. These include wellness practitioners and medical professionals, who possess the competencies and experience for the development of a vibrant medical tourism sector.

Key Trends

- Over five years of consecutive growth in stopover arrivals and visitor spending
- Spending on attractions domestically accounts for 18% to 19% of cruise passenger spending, higher than any other category including food and shopping
- Over 1.3 billion tourists travelled abroad in 2017, and international tourism is forecast to grow between 4% and 5% in 2018
- US\$2.5 trillion industry globally with an economic impact upwards of \$8 trillion⁸
- Global growth in medical tourism, from US\$19.7 billion in 2016 to \$46 billion in 2021, leveraged by increase in travellers

from the United States.⁹

Opportunities

- **Accommodation:** Potential investors are invited to explore the opportunities that exist for the development of boutique, large scale and city hotels.
- **Eco-tourism Attractions and Resorts:** Jamaica's lush bio-diversity provides the opportunity for investments in attractions with soft adventure, hiking trails and zip-line rides.
- **Wellness Tourism:** Among the opportunities available in this tourism sub-sector are retirement villages and spas.
- **Timeshare Vacation Ownership:** This opportunity allows potential investors to acquire future vacations at current market prices.
- **Developments to Watch:** The government is working to complete Casino Gaming legislation, which will add new dimensions to Jamaica's dynamic tourism industry.

⁸ World Travel and Tourism Council
⁹ Orbis Research

INVESTMENT OPPORTUNITIES

Tourism - Wellness Projects



Investment Modality

The Government of Jamaica is seeking a public-private partnership agreement to upgrade and operate the facility.

BATH FOUNTAIN HOTEL AND SPA

Location: St. Thomas

Overview

The Bath Fountain Hotel & Spa is one of many mineral spas in Jamaica. Located in the parish of St. Thomas, Bath Fountain was discovered in the 1690s and is also home to the Bath Botanical Gardens, one of the oldest in existence in the Western Hemisphere. The facility is owned by the Government of Jamaica and is a recognised heritage monument because of its historic, aesthetic, architectural and traditional importance.

Project Highlights

Bath Fountain and Hotel Spa is a mountain hideaway from the urban centre of Kingston, nestled in a tropical rainforest with roaring waters

The facility is designed to be a health and wellness tourism destination offering convalescence and recuperation to locals and travellers

Based on its inherent attributes, the facility may also be used for medical tourism

INVESTMENT OPPORTUNITIES

Tourism - Wellness Projects



Investment Modality

The Government of Jamaica is seeking a public-private partnership with a developer to upgrade and operate the facility into a world-class destination.

MILK RIVER MINERAL BATH

Location: Clarendon

Overview

The Milk River Mineral Bath has been owned and operated by the Government of Jamaica since its initial operation in 1794. Since then, the facility has grown to six public baths, a spa and a hotel with 20 rooms. The 200-year-old mineral bath is recognised as a heritage monument due to its long history and significance.

Project Highlights

- The mineral baths are fed by some of the most radioactive waters, containing calcium, magnesium and sulphate among other substances
- The bath is reported to treat conditions like rheumatism, gout, neuralgia, sciatica and other ailments.
- The facility is also able to accommodate medical tourism ventures

INVESTMENT OPPORTUNITIES

Tourism Lands - Llandovery Estates

Investment Modality

The entire property is being offered for sale.

Location: St. Ann

Overview

Situated on Jamaica's major tourist belt on the north coast, the Llandovery Estates property comprises 1,000 acres of land, and is located about 50 minutes driving time from the Sangster International Airport in Montego Bay. The prime location is close to the major resort town of Ocho Rios and close to attractions such as the world-famous Dunn's River Falls and the Green Grotto Caves. Full design plans have been prepared for a major development to include a mix of resorts, residences, recreational and retail facilities, as well as a golf course. Preliminary approval for the development has been obtained from the National Environmental Planning Agency of Jamaica.

Project Highlights

- Natural water features such as a fresh spring, a river running through the property and a waterfall
- The terrain features gently sloping land, and has great views
- The property is divided by the main highway between Ocho Rios and Montego Bay. It is flanked by 170 acres laying on the northern oceanside and the remaining land comprising the property on the southern side of the highway
- The oceanfront property boasts a 1km long beachfront
- Llandovery Estates is characterized by rolling terrain with flatter lands grading down to the sea

INVESTMENT OPPORTUNITIES

Tourism Lands - *Old Hope*



Investment Modality

The property is being offered for sale.

Location: Westmoreland

Overview

This large Westmoreland property rests on 302 acres of flat land, 20 minutes from the resort town of Negril. It features a 1km long beachfront and 60 acres of mangrove with thick shrubbery, ponds and wetlands ideal for a nature reserve and natural habitat for marine life.

Project Highlights

The property is in a very desirable location, and ranks with other resort and residential communities of Hope Wharf and Coconut Grove, which are in high demand

Water supply, electricity and telephone services are all available to the property

INVESTMENT OPPORTUNITIES

Tourism Lands - San San

Investment Modality

The property is being offered for sale.

Location: Portland

Overview

The San San Estate is one of the few remaining pristine properties in Jamaica where there is an opportunity for high-end resort development. The 600-acre property is located in Portland on the eastern end of the island and features the scenic San San Bay which consists of 10 acres with unsold villa lots and an 18-hole golf course. There is a significant portion of the land that is not yet developed, which offers exciting potential for villas, a hotel and the maximization of the golf course.

Project Highlights

- Proximity to Errol Flynn Marina
- Recent high-end developments in Portland in proximity
- One hour away from Ian Fleming International Airport located in St. Mary
- Ideal for eco-tourism related projects

INVESTMENT OPPORTUNITIES

Tourism Lands - *Turtle Crawl*



Investment Modality

The Turtle Crawl property is being offered for sale.

Location: Portland

Overview

Hidden away in Turtle Crawl Bay, this 43-acre property offers the perfect private getaway surrounded by the natural beauty of the parish of Portland in eastern Jamaica. Approved designs have been developed for 32 high-end villas, three different types to match the slope of the land from 80 to 410 feet above sea level. This property represents luxury accommodation in an unspoilt location

Project Highlights

- Proximity to the Frenchman's Cove Beach and Ian Fleming Airport
- Panoramic view of the harbour and Port Antonio at the highest elevation

INVESTMENT OPPORTUNITIES

Attractions - Wataland



Investment Modality

The owners of Wataland are seeking to lease the property and the business operations.

Location: St. Ann

Overview

Nestled in the cool rain forests bordering St. Mary and St. Ann, Wataland is an exotic eco-waterpark for families and adventure seekers alike. The 20-acre property boasts a variety of water based attractions which are fed by the roaring White River. Some of the attractions include:

- Olympic-sized swimming pool
- Water slides
- Boating
- Kiddie pool

Project Highlights

In addition to the water based activities, the park provides an opportunity for the nature lovers to experience the hills of St Ann through a river and mountain trail offering breath-taking views.

The tractor ride and go-karting further supplement an all-encompassing experience for guests.

With parts of the property still undeveloped, room for expansion of attractions and construction of an eco-resort are options for further development.

INVESTMENT OPPORTUNITIES

Attractions - Jamaica Marine Discovery Centre



Investment Modality

The developer is seeking debt financing, equity investment or joint venture structure to implement the project up to two years to facilitate construction and launch.

Location: St. Ann

Overview

The Jamaica Marine Discovery Centre (JMDC) is a joint education services and tourism attraction, targeting locals and visitors to the island. The project aims to fill the need for an educational and entertaining initiative which can leverage Jamaica's marine assets and promote the wonders of the ocean. The strategic location of the project allows for the attraction of visitors to the island's north coast as well as students and other residents seeking a fun experience. This out of water attraction caters to those with an interest in

marine life and the oceans without having to venture off the island.

Project Highlights

The JMDC is designed to be a modern facility which will attract locals and visitors who have an appreciation for the ocean and its wonders. The project will feature:

- Large display central aquarium
- Touch tank
- 3-D island models
- Virtual Reality Room
- Full service restaurant and other amenities for revenue generation

INVESTMENT OPPORTUNITIES

Hotels - The Wexford Hotel



Investment Modality

The hotel and property are being offered for sale as a fully operational facility.

Location: St. James

Overview

The Wexford Hotel is a fully operational 85 room facility located in Montego Bay, St. James on the famed Gloucester Avenue “Hip Strip”, which features popular shopping, dining and entertainment facilities. The hotel is ideally located five minutes from the Sangster International Airport, and is across the street from the famous Doctor’s Cave Beach.

Project Highlights

The Wexford Hotel has been recently renovated, and is fully operational with 85 rooms, recreational, dining and conference facilities

The room complement comprises two executive suites, five junior suites, 30 ocean view rooms and 43 garden view rooms

The hotel also offers some of the finest conference facilities in Montego Bay, with state-of-the-art equipment and 5,520 square feet of space that can accommodate up to 300 people

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