Coconut Industry Development for the Caribbean ACP-EU Commodities programme

Third Project Steering Committee
Brussels, 2\textsuperscript{nd} October 2018
Presentation Structure

1. Project Overview
2. Overall progress activities and budget
3. Project activities
4. Lessons learnt
5. Sustainability and synergies
1. Project Overview
### Project overview

**Project:** Coconut Industry Development for the Caribbean  
**Coverage:** Belize, Dominica, Dominican Republic, Guyana, Jamaica, St. Lucia, St. Vincent & the Grenadines, Surinam, and Trinidad & Tobago + Barbados; Antigua & Barbuda  
**Development Goals:** Increase food availability and reinforce incomes of small scale farmers  
**Beneficiaries:** Small coconut farmers, plantation operators, owners and workers, coconut producing and processing communities, young people and women in coconut and coconut product processing and marketing, SME coconut products manufacturers  
**Time-frame:** 2015 - 2018  
**Budget:** € 3,500,000  
\[€ 500,000 \text{ positive ROM}\]
1. Improve decision-making & regional cooperation: Foster greater collaboration and knowledge sharing between stakeholders & countries in research and development activities, production and processing technology and business opportunities;

2. Enhance productivity & sustainability: Train farmers on good agricultural practices such as pest and disease management and integrated production methods to improve productivity, increase the supply of coconuts and support farmer income;

3. Improve market & product development, access to finance, food safety: Improve the flow of vital market information along the value chain including profitability analysis of various value added coconut by-products, quality standards and financing options to support improved enterprise decision making; and,

4. Support better risk management & disaster mitigation planning: Improve the capacity of smallholder farmers to better prepare for and manage economic and environmental risks that may affect their livelihoods.
Outcome 4: Smallholder farmers have greater understanding and are better prepared to reduce the impact of economic, commercial and environmental risks*

Output 4.2: Smallholder farmers trained to better understand and manage commercial, economic and environmental risks*

* Scope of Outcome 4 adjusted in follow-up to discussions with ACP and EU
2. Overall progress activities and budget
## Progress of project activities

<table>
<thead>
<tr>
<th>Outcome 1: Market opportunities identified and value chain development plans agreed. Synergies and continuity developed with existing regional and national programmes to enhance regional integration of markets</th>
<th>ITC</th>
<th>100% Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outcome 2: Competitiveness and sustainability is enhanced by dissemination of production intensification methods and by improving synergies between different actors involved in value chains</td>
<td>CARDI</td>
<td>95%</td>
</tr>
<tr>
<td>Outcome 3: Access to information and advisory services on finance, trade, agriculture, management and markets facilitated for small producers</td>
<td>ITC</td>
<td>95%</td>
</tr>
<tr>
<td>Outcome 4: Smallholder farmers have greater understanding and are better prepared to reduce the impact of economic, commercial and environmental risks*</td>
<td>CARDI</td>
<td>80%</td>
</tr>
</tbody>
</table>

* Scope of Outcome 4 adjusted in follow-up to discussions with ACP and EU
**Progress of project activities (2)**

**ITC & NSP(s) Outcome 3 (95% complete):**
- Establishment of Alliances for Action (Jam, Guy, DR)
- Farm demonstration sites & farmer characterization
- Integrated technical support to producers & support institutions
- Integrated technical support to processors & support institutions
- Access to finance mechanisms
- Market linkages to dom, reg & int. buyers
- Additional funding options
- Regional agro-processing, market opportunities

**CARDI Outcome 2 (95% Complete):**
- **National Level**
  - Mapping & characterization of plantations
  - Assessment on sourcing germplasm
  - National workshops on QPM, GAP, productivity and waste reduction
  - Producer/cluster group strengthening trainings
  - Establishment/strengthening of nurseries
- **Regional level**
  - Regional workshops on QPM, GAP, productivity and waste reduction
  - Technical manuals on production intensification best practices
  - Assessment of regional genetic resources
  - Regional workshop on value added production

**CARDI Outcome 4 (80% Complete):**
- Identification & evaluation of effective risk measures
- Development of national risk & emergency response plans
- Establishment of Integrated Pest Mgt programme
- National training of commercial and environmental risk management for smallholder farmers and producers
- E-Database and website for sector information

**ITC & CARDI**
- **Outcome 1 (100% Complete)**
  - Global VC analysis
  - Development of national VC Road Maps
  - NSPs set up to coordinate work.
  - Inception report
- **Outcome 2 (95% Complete):**
  - National Level
  - Mapping & characterization of plantations
  - Assessment on sourcing germplasm
  - National workshops on QPM, GAP, productivity and waste reduction
  - Producer/cluster group strengthening trainings
  - Establishment/strengthening of nurseries
- **Outcomes 3 and 4**
  - Integration of technical support
  - Access to finance mechanisms
  - Market linkages to domestic, regional, and international buyers
  - Additional funding options
  - Regional agro-processing, market opportunities

**2015 - 2018**

- **2016**
- **2017**
- **2018**

**Intra/Inter-regional Level**
- Intra-regional cooperation on R&D for multiplication and distribution of QPM
- Intra regional visits for VC technology

**Country Focal Points, Stakeholder briefing materials, Market dynamics & trends, Work plans, Baseline Data collection**
3. Project activities
Regional Impact to date in partnership with...
## Regional Impact to Date

1,733 farmers and 469 extension officers reached in over 500 trainings

<table>
<thead>
<tr>
<th>Category</th>
<th>Farmers/Agro-SMEs</th>
<th>Extension Offices</th>
<th>Alliance Farmers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Antigua and Barbuda</td>
<td>15</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Barbados</td>
<td>125</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>Belize</td>
<td>298</td>
<td>42</td>
<td></td>
</tr>
<tr>
<td>Dominica</td>
<td>127</td>
<td>32</td>
<td></td>
</tr>
<tr>
<td>Dominican Republic</td>
<td>463</td>
<td>195</td>
<td>2,000</td>
</tr>
<tr>
<td>Guyana</td>
<td>159</td>
<td>61</td>
<td>600</td>
</tr>
<tr>
<td>Jamaica</td>
<td>205</td>
<td>74</td>
<td>2,000</td>
</tr>
<tr>
<td>St. Lucia</td>
<td>51</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>St. Vincent &amp; the Grenadines</td>
<td>80</td>
<td>24</td>
<td></td>
</tr>
<tr>
<td>Suriname</td>
<td>82</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Trinidad and Tobago</td>
<td>128</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,733</strong></td>
<td><strong>469</strong></td>
<td><strong>4,600</strong></td>
</tr>
</tbody>
</table>
## Regional Impact to Date

<table>
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<tr>
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<td>Coconut Production Technology (incl GAP, IPM)</td>
<td>1,642</td>
<td>384</td>
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<td>Business, Marketing, Finance</td>
<td>234</td>
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<td><strong>Total</strong></td>
<td><strong>3,086</strong></td>
<td><strong>802</strong></td>
</tr>
</tbody>
</table>

* 1 farmer could be included in different topics
Regional Impact to Date

- Sector governance improved with more than 200 public and private stakeholders in 11 NSPs across the region
- 25 nurseries established and/or supported servicing than 5,000 farmers in the Caribbean
- 30 agro-processors with improved capacity and linkages with smallholder farmers
- Technical cooperation and in-kind contributions with more than 60 private and public local institutions across the region
- Transfer of knowledge and improvements in technical cooperation among numerous regional an international partners such as CICY, CIRAD, EMBRAPA, India, Sri Lanka, the Philippines
- Revision of regional standard of Coconut Water
Outcome 1: Market opportunities identified, value chain development plans agreed. Synergies and continuity developed with existing regional and national programmes to enhance regional integration of markets

Activities
- Identification of relevant sector stakeholders
- Value Chain Industry Development Workshops
- Establishment of National Stakeholder Platforms (NSP)
- Market Options and Value Chain Analysis Report
- National Value chain development Roadmaps
- In-depth farmer characterization surveys
- Scoping for Buyers
Output 1.1: Producers, processors & enabling services mapped and evaluated. Analyses updated. Project and governance structure set-up.

Territorial alliances established for targeted capacity building training programs for producers and agro-processor and to develop market linkages.
Output 1.1: Producers, processors & enabling services mapped and evaluated. Analyses updated. Project and governance structure set-up

- Project governance established between CARDI and ITC
- Project structure, resources, operating zones & Regional Steering Committee organized
- Global Value Chain analysis disseminated through National Stakeholder Platforms and regional and national workshops
- Value chain meetings hosted with coconut stakeholders in all participating countries
- 6 regional workshops/trainings organized in Guyana, Jamaica, Dominican Republic, Mexico
- In-depth characterization baseline for local VCs in Guyana, Jamaica and Dominican Republic
- Public Private Led project monitoring and implementation
Output 1.2: Strengthening regional coordination to enable better integration of national programmes outlined in the previous program

- Value chain development road-mapping workshops were conducted
- National Stakeholder Platforms (NSP) composed of 5-15 elected industry representatives for the public and private sector in eleven countries participating countries.
- Periodic NSP meetings have been held in all nine countries to promote sector development activities, reporting plans to track progress agreed
- 5 Regional Workshops conducted with the participation of members of the NSPs
- Exchange visits to CICY and INIFAD (Mexico), EMBRAPA (Brazil), APPC/ India and Pacific
- Collection and compilation of relevant agronomic and market studies, data and market information
Output 1.3: Industry trends, real market opportunities and requirements for coconut value-added products explored with stakeholders with performance capabilities and investment plans

• Finalised regional coconut value chain analysis disseminated in 2016
• Selection of prioritised product-market combinations by each country (coconut water, virgin coconut oil and seedling production)
• Linkages of lead farmers with national, regional and international firms resulting in exports of value added products to the UK market.
• Commercial Alliances with lead firms such as Grace Kennedy; Jamaica Producers; Blue Waters; Demerara Distilleries Limited (Pepsi and El Dorado Rum); Precision Group; Citricos Rica CCD; Fundacion Tropicalia; Banelino, Max Havelaar; Sunray and Solo Cocos.
Dissemination across the region product investment and market profiles for prioritised product-market combinations (coconut water, virgin coconut oil and seedling production) to leverage private and public investments.
Dissemination across the region product investment and market profiles for prioritised product-market combinations (coconut water, virgin coconut oil and seedling production) to leverage private and public investments.
Dynamics in coconut markets

World's Coconut Production (million tons), 2007-16

Source: FAO
## Cost Benefit Analysis & Productive investments

### Initial results from economic analyses (project life 42 years)

<table>
<thead>
<tr>
<th>Total investment need (total per 10y) – (total=A +B +C)</th>
<th>US$ 399.18 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Investment - seedling production</td>
<td>US$ 16.82 million</td>
</tr>
<tr>
<td>B. Investment – farming</td>
<td>US$ 290.49 million</td>
</tr>
<tr>
<td>C. Investment – processing</td>
<td>US$ 91.87 million</td>
</tr>
</tbody>
</table>

**Aggregate expected Internal Rate of Return (from A -after 10 years):** 26%

**IRR (from B -after 10 years):** 20%

**IRR (from C -after 10 years):** 16%

**New industry jobs created:** 10,631 jobs

**Smallholder farmers reached:** Up to 40,000 farmers

**New tax revenues (per year after year 6 and during 36 years):** US$ 11.85 / 13.52 million

**Export value (per year after year 6 and during 36 years):** US$ 261/ 291 million

**Estimated climate value (per year after year 6 and during 36 years):** 2m tCO2e
Output 1.4: Development Road map defined and validated by stakeholders in a participatory process. Implementation plans agreed

- Finalization of Road map for industry development complete in 9 countries
- National Stakeholder Platforms established in all eleven countries – with official endorsement of governments - and following up actions in road map
- More than 200 public and private stakeholders, attended 117 NSP meetings in eleven countries;
- 46% of private stakeholders represent smallholder or cooperatives
- Ongoing technical support provided to all NSPs via periodic communication with NSP focal point & chairperson, and periodic attendance of CARDI/ITC staff in NSP meetings
- Regional Stakeholder Platform to be launched in CWA Barbados 2018
Output 1.5: Road maps used to formulate programmes, projects and grant proposals

- Incorporation of GVC studies, national strategic objectives and local stakeholders to draft project proposal
- Endorsement of NSPs and roadmaps by national governments
- Signature of MoU between Dominican Ministry of Agriculture and CARDI
- Endorsement of progress of project activities by the CARICOM Council for Trade and Economic Development (COTED)
- Project proposal submitted to the European Union and CARIFORUM in early February 2018
Outcome 2: Competitiveness and sustainability is enhanced by dissemination of production intensification methods and by improving synergies between different actors involved in value chains.

**Activities**
- Mapping & characterization of coconut plantations
- Improving Good Agriculture Practices
- Quality Planting Material
- National producer and cluster group strengthening
- Value-Added Production
- Intra/inter-regional exchanges
Output 2.1: Integrated management and intensification of production systems

- Desk research, group workshops and drafting of report on intensification and integrated farming practices completed and disseminated
- Exchange visits to CICY and INIFAD (Mexico), EMBRAPA (Brazil), APPC/ India and Pacific
- 4 Regional Workshops and International Coconut Conference
- Germplasm collected locally and utilized for the production of seedlings
- Procurement of in vitro plantlets from CICY (Mexico)
Output 2.1: Integrated management and intensification of production systems

Representatives across the region attending workshop in Mexico on management of tissue culture and seed nut planting material
Output 2.2 Improved effectiveness of research and extension through regional synergies

• More than 1,700 farmers and 450 extension officers across the region trained in production on quality planting material, husbandry, seed multiplication, marketing, trade, finance
• 25 nurseries established and/or supported servicing than 5,000 farmers in the Caribbean
• Tissue Culture Laboratories assessed in 9 countries for management of in vitro plants
• Desktop research disseminated through the NSPs and local partners
• Mapping of producers and coconut varieties
• Creation of database with coconut mother palm selection
Output 2.2 Improved effectiveness of research and extension through regional synergies
Output 2.3 Support for the dissemination of technological innovations to make better use of the coconut tree

- Regional meetings on coconut processing and value added products conducted in Dominican Republic, Jamaica, Guyana and in Trinidad and Tobago

- Investment and market profiles for prioritised product-market combinations (coconut water, virgin coconut oil and seedling production) to leverage private and public investments
### Output 2.4 Technical Capacity building of producer groups and associations

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</table>
CARDI internet and social media sites upgraded to disseminate coconut sector information

Coconut website being revamped

Social media presence upgraded

CARDI Caribbean
Science, technologie et génie civil
Caribbean Agricultural Research and Development Institute
Improving lives through agricultural research
www.cardi.org
ee.kobotoolbox.org/single/::09IgpVf1
St. Augustine, Saint George, Trinidad And Tobago
Sulivi(e) par jad_rd_agriculturard et

Alliances for Coconut Industry Development for the Caribbean
Public Group
About
Discussion
Members
Events
Photos
25 nurseries established and/or supported servicing than 5,000 farmers in the Caribbean

More than a 500 visits/trainings to extension officers and smallholder farmers across the region
Outcome 3: Access to information and advisory services on finance, trade, agriculture, management and markets facilitated for small producers

Activities
• Establishment of Alliances for Action

• Technical support services provided via demonstration farms

• National workshops on business planning, market linkages and finance management coaching support

• Enterprise assessments for selection of participating enterprises and direct support provided for improving value addition and competitiveness

• Investment profiles for high potential products/ business and profitability plans for each cluster

• Investment prospectus for coconut products and industry stakeholders

• Advice to producer groups and support institutions on cost benefit analysis of selected product market combinations
Output 3.1 Access to advisory services for improved production, processing and commercialization responding to markets and farmer requirements

- 30 lead farmers selected in Dominican Republic, Jamaica and Guyana directly linked with over 400 second ring farmers
- More than 10 demonstration plots established enable learning and replication of support systems and new techniques for coconut and associated crops.
- Trainings of market intelligence, value addition and business related trainings to lead farmers; national extension officers and other advisors.
- Lead firms, smallholder farmer and support institutions exchanging information on market requirements and market distribution
- 14 selected agro processors and MSMEs’ coached in their factory or processing stations to improve innovation, processing capacity, quality enhancement and overall performance in a way that encourages a multiplier effect for the industry
Alliances for Action: SME Processors’ Operations Management

Agro-processors

1. Coconut Industry Board
2. Swaby's Farm
3. EC's Koconutz
4. Green Castle
5. Michael Black Farm
6. Henvil Farm
7. Original Juices
8. Pomeroon Oil Mill
9. Ideal Life
10. Roosters Farm
11. Tropijugos
12. Profruveca
13. Dora
14. Growrite
15. Aprocamps

Imagery:
- Jamaica
- Guyana
- Dominican Republic

Improvement Solutions

- Improve cost savings
  - Recycle coconut husk waste into coir and compost
  - Corrected factory extension plans to avoid ineffective design & flow

- Improve productivity & efficiency
  - Extra sieving and re-pressing of coconut meal
  - Reduce oil settling time with wider and shallower bins
  - Use templates to eliminate counting and improve packing

- Improve delivery
  - Reorganise workstations to improve material flow and reduce cycle time, transportation and motion

- Improve quality
  - Improve control and cleanliness of coconut processing area
  - Reduce exposure time and strict control environment for perishable coconut products
Output 3.2 The possibility to benefit from increased access to financial services especially smallholders and their professional organizations

- Financial needs of farmers and enterprises gathered in all countries including major obstacles to access to finance
- Engagement with SAFIN, Smallholder Agriculture Finance and Investment network coordinated by IFAD to develop Investment Prospectus in Jamaica and DR
- Advice to producer groups and support institutions on cost benefit analysis of selected product market combinations
- Grupo Rica and Barcelo (DR) and CAMCO (JAM) invested own capital in developing nurseries for coconuts
- Banelino secured a loan through the linkages of IFAD Pro-Rural; IADB CNC and Banelino Banana diversification.
- Development of financial inclusion mechanism for smallholder farmers with DBJ,
- Development of loan package with TEXBEL (Belize) for smallholder farmers
Finance and Investment into productive uses and result in action

**Dominican Republic – Nurseries & Product Development**

<table>
<thead>
<tr>
<th>Consorcio Citricos Dominicanos – Grupo Rica</th>
<th>Currently</th>
<th>Projection</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nursery: Seedlings production</td>
<td>30,000</td>
<td>80,000 (2018)</td>
<td>$100,000 USD</td>
</tr>
<tr>
<td>Coconut Plantation</td>
<td>&gt;100,000 plants</td>
<td>&gt;200,000 (in 2-3 years)</td>
<td>$1 Million USD</td>
</tr>
<tr>
<td>Lines of Coconut products</td>
<td>Fresh Water</td>
<td></td>
<td>$3.5 Million USD</td>
</tr>
<tr>
<td></td>
<td>Processed Water</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Milk</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cream</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Piña colada</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cakes</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Consorcio Citricus Dominicanos – Grupo Rica investing in coconut 2016-2018

Total investment: $4.5 Million USD

**Guyana – Processing value added products**

<table>
<thead>
<tr>
<th>Precision Group</th>
<th>Processing facilities</th>
<th>Projected Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Line of Coconut products</td>
<td>Harvested coconut oil</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Desiccated coconut</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Charcoal</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Coco peat</td>
</tr>
</tbody>
</table>

Precision Group started investing in coconut in 2017 (1 year)

Total investment: $9 Million USD

**Jamaica – Processing value added products & nursery development**

<table>
<thead>
<tr>
<th>CAMCO</th>
<th>Processing facilities</th>
<th>Committed Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Nursery: Seedlings production</td>
<td>$2 Million USD</td>
</tr>
<tr>
<td></td>
<td>Plantations</td>
<td>$3 Million USD</td>
</tr>
</tbody>
</table>

CAMCO started investing in coconut in 2017 (1 year)

Total investment: $20 Million USD
Commitment from our partners

GraceKennedy Limited
79 Harbour Street, P.O. Box 90, Kingston, Jamaica, West Indies
Telephone: (876) 922-0460. Facsimile: (876) 922-0884
Website: www.gracekennedy.com

Tuesday, 13 July 2012

Director, Division Enterprises and Institutions
Director, Division of Country Programmes
International Trade Center
Geneva

Attn: Mr. Anders Aeroe
Attn: Mr. Aashish Shukla

GRACEKENNEDY PARTNERSHIP WITH ALLIANCES FOR ACTION ON COCONUT INDUSTRY DEVELOPMENT FOR THE CARIBBEAN: PARTNERSHIP FOR VALUE ADDED GENERATION ACTIVITIES

GraceKennedy Limited hereby confirms our desire and intention to partner with the Alliances for Action project partners in Jamaica with the objective of supporting development of the coconut sector and industry in the context of the EU funded project.

GraceKennedy Limited is willing to collaborate in the following activities and interventions:

- Share knowledge, market information and supply chain capacity & capability in collaboration with the Coconut Industry Board, MIGA, ITC and CARDI.
- Collaborate with Alliance partners in order to explore ways to:
  - Expand the channels of utilization of coconuts sourced locally in the following Alliance areas: St. Thomas, Portland, St. Mary and Hanover;
  - Implement business collaboration frameworks with coconut producers in the following regions: St. Thomas, Portland, St. Mary and Hanover;
  - Implement business collaboration frameworks with local SMEs processing coconuts in the following regions: St. Thomas, Portland, St. Mary and Hanover;
  - Support and participate in commercialization efforts for value added finished products using coconuts and coconut products locally sourced and produced.
- Assist in linking with national and international markets for coconut value added products.

We remain open to discussion on further forms of collaboration and for providing further support to the Alliance for Action project, with the continuing objective of strengthening the coconut sector in Jamaica.

Sincerely,

GraceKennedy Limited

Zaki Mars
Head of Innovation & Global Sourcing

DIRECTORS: Gordon Shirley (Chairman), Donald Whitehead (Chief Executive Officer), Mary Anne Chambers, Q.C., Joseph Esau, Harold James, Pamela Loving-Jones, J, Devon McDonald, CB, Douglas Clarke, CO, Gina Phillips Black, Corporate Secretary, San Roos-Salvador

ITC

CONSORCIO CITRISCOS DOMINICANOS, S.A.

INTERNATIONAL TRADE CENTRE, GENEVA
MINISTRO DE AGRICULTURA, SANTO DOMINGO

ING. HERMAN MANSON – SENIOR SECTOR DEVELOPMENT OFFICER, INTERNATIONAL TRADE CENTRE
ING. MATIAS URRIUTIOITY – SENIOR TRADE PROMOTION OFFICER, INTERNATIONAL TRADE CENTRE
ING. JACOBO TORIBIO – DIRECTOR DEPARTAMENTO DE PRODUCCIÓN, MINISTERIO DE AGRICULTURA

ASOCIACIÓN DE CONSORCIO CITRISCOS DOMINICANOS (GRUPO RICA) CON ALIANZAS PARA LA ACCIÓN EN EL DESARROLLO DE LA INDUSTRIA DEL COCO PARA EL CARIBE.

ASOCIACIÓN PARA EL ESTABLECIMIENTO DE GRUPOS DE ALIANZAS LOCALES

Consorcio Citricos Dominicanos, empresa del Grupo Rica, es una empresa agroforestal innovadora, rentable y socialmente responsable, ofertando productos confiables que exceden las expectativas de sus asociados de negocio. Su misión cultivar, procesar y comercializar productos de clase mundial generando beneficios económicos y sociales para nuestros accionistas, clientes y colaboradores.

Y en esta Lombe, en virtud de mi posición como Gerente General de Consorcio Citricos Dominicanos (Grupo Rica), confirmo que el Consorcio Citricos Dominicanos se está asociando con las Alianzas para la Acción en la República Dominicana con la intención de apoyar el desarrollo del sector y la industria del coco y cultivos asociados en el contexto del proyecto financiado por la Unión Europea.

En el contexto de las Alianzas para la Acción en República Dominicana, el Consorcio Citricos Dominicanos (Grupo Rica), como socio activo de la Plataforma Nacional del Cocco, ha brindado apoyo a la industria como procesador y productor de material de semilla. Además, el Consorcio Citricos Dominicanos (Grupo Rica) está dispuesto a colaborar en las siguientes actividades e intervenciones:

- Implementar una colaboración empresarial sostenible con los productores de coco para obtener coco y cultivos asociados (product fresco y semilla procesada) en las zonas de las Alianzas de la República Dominicana (Nagua, Samana, Miches y Macao); asegurando un precio justo para todos los actores de la cadena de valor involucrados en la negociación, en particular los pequeños productores.
- Apoyar la implementación de colaboraciones empresariales sostenibles con pequeños locales que procesen coco y cultivos asociados en las zonas de las Alianzas de la República Dominicana (Nagua, Samaná, Miches y Macao); asegurando un precio justo para todos los actores de la cadena de valor involucrados en la negociación.
- Apoyar la multiplicidad y la distribución de semillas y plántulas de coco.
- Apoyar y participar en los eventos de comercialización y de desarrollo de la industria del coco y productos de valor agregado de coco.

Seguimos abiertos a discutir otras formas de colaboración y proporcionar un mayor apoyo a las Alianzas para la Acción con el objetivo continuo de fortalecer el sector del coco en la República Dominicana.
Commitment from our partners

Camco is in the process of finalising a transaction to acquire lands in Jamaica for the establishment and development of a coconut estate that will have many similarities with the Pomeron operations (and Pomeron may invest in such operations alongside Camco). Camco has indicated that it is willing to invest up to USD 20 million in such operations which investment includes the development of processing and storage facilities to import raw coconuts and, following processing, the marketing and export of coconut products (including coconut water).

Having regard to the foregoing, Camco is requesting advice and support from ITC, CARDI, CIB and Alliance partners in the Caribbean to secure sustainable supply of good quality coconuts for processing, from both Lead Farmer groups composed of smallholder farmers as well as plantations supported by the Alliances in Jamaica and the region.

I, Hayden Chittock, by virtue of my position as the founder and president of Camco hereby confirm that Camco is seeking collaboration with Alliances for Action partners with the intention of supporting the development of the coconut industry in the Caribbean. In the context of the EU-ACP funded “Coconut Industry Development for the Caribbean” project, which aims to improve the livelihoods of smallholder coconut farmers, Camco will principally support through investment in storage and processing facilities. As such, this will contribute to providing additional market options for smallholder farmers in the region, hence increasing incomes and food security, as well as, economic growth and social upgrading through local job creation and value addition.

Specifically, Camco is seeking advice and technical support in the following activities and interventions:
- Establishing storage and processing facilities in Jamaica;
- Identifying suitable port access in Jamaica for the importation of coconuts;

Camco Caribbean (St Lucia) Inc
A Member of the CAMCO Private Equity Group
Output 3.3 Support service providers, buyers and technical collaborators brought together to demonstrate how value-addition can be achieved

- More than 500 farmers and 140 extension officers trained in value addition
- Lead farmers and extension officers trained in Guyana, in “Value Addition and Food Safety” in collaboration with Alliance Partners, Coconuts Guyana School of Agriculture, Government Analyst Food and Drug Department, National Agricultural Research and Extension Institute (NAREI) and Institute of Private Enterprise Development (IPED).
- Products developed: coconut butter, water, flour, sugar vinegar, jelly, charcoal
Outcome 4: Smallholder farmers have greater understanding and are better prepared to reduce the impact of economic, commercial and environmental risks*

Activities

• Comprehensive risk and risk mitigation gaps assessment of fresh and mature coconut sector value chains

• Selection of IPM pilot plots in each country

• Development of risk management protocols and response plans to formulate risk mitigation measures and tools

• Drafting of national protocols for surveillance and emergency response plans in beneficiary countries.
Output 4.1: Small producers risks evaluated and risk management plan developed

- 23 IPM pilot plots established in 10 countries
- More than 100 trainings/visits in coconut pest and diseases
- Information reviewed and development of protocols for surveillance and emergency response plans for coconut pests of economic importance completed.
- Report on effective entomological risk mitigation of coconuts completed: to be presented to the Caribbean Plant Health Directors Forum in October
- PRAs for the import of coconut germplasm across Caribbean in completed
Output 4.2: Smallholder farmers trained to better understand and manage commercial, economic and environmental risks*

Promotion of multi-product multi-market systems

- Intercropping with melon in St. Vincent
- Intercropping with rice in Surinam
- Intercropping with banana in Dominican Republic

* Output adjusted in follow-up to discussions with ACP and EU
Output 4.2: Smallholder farmers trained to better understand and manage commercial, economic and environmental risks*

- More than 260 farmers and 140 extension officers trained in risk mitigation

* Output adjusted in follow-up to discussions with ACP and EU
Output 4.3 Integrated Agronomic and Pest Management practices enhanced

- 23 IPM pilot plots established in 10 countries (DR in progress)
- National and Regional Quality planting material workshops conducted in 11 countries
- Overview of main pest and disease threats identified in each country
- Collection of best practices of IPM gathered nationally and regionally
- Collaboration with more than 10 IPM national institutions to deliver IPM advisory services
- Assessment of legislation for cross-border movement of germplasm across countries completed
5. Lessons learnt (1)

- **Sustainable and inclusive development** requires vision, leadership, trust, holistic, commitment, consistency and time.

- Win-win starts with the farmer/producer; but a common vision is required. Involvement of small coconut farmers in a participatory and holistic process aiming industry transformation requires strong commercial incentives (for the farmer) and value chain partnerships.

- **Public-private partnerships** facilitate national value chain upgrading and development and implementation of investment strategies, but they require extensive support; coordination and equitable / responsible principles for operation and a strong policy framework. Private sector is the actor, public sector the facilitator.

- Participatory process must be adapted to **local realities and ecosystems** (every sector has a history and in every country it is different)
5. Lessons learnt (2)

• The direct and coordinated involvement of a diverse range of technical support institutions is required (agriculture, agriculture R&D, Food safety, quality compliance, food processing and value addition, finance and Investment, market knowledge, marketing, branding and packaging, etc.

• Product and market diversification (Multi-Product-Multi-Market-Approach) is required if we are to promote sustainable participation of small farmers and producers in trade and improved their resilience.

• Investment and access to finance require value chain alliances that are able to put finance into productive use in an inclusive manner.

• Substantial improvement of availability of quality declared seedling materials remains one of the major challenges for the resuscitation of the coconut sector. Without public investment crowding in private investments this will be unachievable. Knowledge, experience, innovation and adaptation are required if we want to address the most complex problems such as coconut seedling multiplication and dissemination.
5. Lessons learnt (3)

- Key to promote ecological intensification type of approaches, in particular regarding climate change adaptation, soil quality, biodiversity, income and farmer risk diversification strategies.

- Key to promote intra-ACP dialogue and info sharing: Common problems and solutions.

- Local leadership, knowledge, HR resources and investment (in kind or in cash) is key to success.

- Projects are not an end but vehicles for positive, inclusive and sustainable transformation requiring flexibility, a client driven mentality and commitment. They challenge is to keep the focus and discipline and at the same time to explore and address all possible areas for synergies and impact.
6. Sustainability and synergies

- Private sector led, Government Championed

- Real involvement and commitment of Local, National, Regional and Global institutions, starting with CARDI.

- Establishment and role of the National and Regional Stakeholder Platforms (NSPs) consolidating a Regional Governance Structure

- An evidence based development approach led by private sector, built upon inclusive and equitable relationships between the VC actors and sustained by the commitment and involvement of local support institutions.

- Actual investment by private sector and business generated. Positioning of farmer’s organization and VC Alliances as relevant feasible vehicles to channel blended finance

- National and regional prioritization of coconuts translated into new initiatives and projects for the sector
Q&A

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