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Concept for the Development of an Export Consortium for Agro Products of Guyana

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Relaciones Intrarregionales

Encuentro sobre Consorcios de Exportación para el Caribe
Piura y Lima, Perú
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CONCEPT FOR THE DEVELOPMENT OF AN EXPORT CONSORTIUM FOR AGRO PRODUCTS OF GUYANA

SMALL BUSINESS BUREAU
MINISTRY OF TOURISM, INDUSTRY &
COMMERCE
Guyana



SMALL BUSINESS
BUREAU

DERRICK CUMMINGS, CHIEF EXECUTIVE OFFICER
May 6, 2014

SOCIOECONOMIC BACKGROUND

Location

- North eastern coast of South America
- Only Anglophone country on the continent
- Most of the population (90%) can be found on the low lying coastal strip. Total area - 83,000 sq. miles.
- Northern coastline – the Atlantic ocean
- Not in hurricane belt as the other Caribbean territories but subject to natural disasters due to climate change.



Population profile

- 751, 223 (2002 census report)
- 50.1% - male, 49.9% - female
- Multi-racial - East Indian Guyanese (43.5 %), African Guyanese (30.2 %), Mixed (16.7 %), Amerindians (9.1 %) and Other (0.5 %).
- Official language – English

SOCIOECONOMIC BACKGROUND cont'd

Economy

Heavily dependent on agriculture (primary products) and mining. Recognised need to move towards more value added products.

Labour force – 266,0000 approx. 70% male, 30% female, 91% of the persons involved in home based businesses in 2001 were reportedly women in the informal sector.



CHALLENGES TO BE ADDRESSED FOR DEVELOPMENT OF SECTOR

- Cost of production due largely to high cost of energy.
- Ability to meet HCCP and other international standards.
- Capacity – operations are largely dependent on manual labour. Cost of mechanization is very significant and requires relevant financing

ORGANIZATIONS/INITIATIVES/POLICIES SUPPORTING SMEs IN GUYANA

SMALL BUSINESS ACT (2004)

NATIONAL COMPETITIVENESS STRATEGY

LOW CARBON DEVELOPMENT STRATEGY

COLLABORATIONS/PARTNERSHIPS
(PRIVATE/PRIVATE, PUBLIC/PRIVATE).

EXPORT CONSORTIA FROM GUYANA:

- Guyana is proposing to develop an export consortium in the thriving Agro-processing and Apiculture sectors.
- The proposed promoter is a prominent member of the Guyana Agro-processors Association.

PRODUCTS IDENTIFIED

- Already have a presence in overseas markets or considered export ready.
- Sauces and condiments (e.g. Pepper Sauce and Achar), virgin coconut oil, dry packaged snacks (e.g. sweet potato, cheese chips, peanut biscuits, cashew



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RELEVANCE OF PRODUCTS AND THEIR RELATION/IDENTIFICATION WITH GUYANA/CARIBBEAN:

- These products are staples of Guyana's agro-production, indigenous to the Caribbean.
- Export potential within the Caribbean and also in the North American and European markets. (e.g. at trade shows in Toronto and New York in June 2013, sponsored by the SBB, these products sold out).

TARGET POPULATION INVOLVED:

Guyana is a sparsely populated country but has the largest land mass of any Caribbean country. It has recognised potential to be the Caribbean's main provider of agro-products.

The Small Business Bureau (SBB) in Guyana, has over 100 registered agro-processors and 20 registered apiculturists, and these numbers are rising.



INSTITUTIONAL AND CONSORTIUM SUPPORT:

- The Small Business Bureau, Guyana is actively providing support (including training and development) to the proposed consortium.
- The Guyana Agro-Processors Association (GAPA) has been active for 5 years and has built a strong, broad-based membership.

INSTITUTIONAL AND CONSORTIUM SUPPORT:

- The Women's Agro-processors Development Network (WADNET), has been established for over 4 years and has had significant NGO support. It has representatives from three of Guyana's hinterland regions.



- The Apiculture Society of Guyana is an active and developing cluster of honey producers.

MARKET APPROACH; POTENTIAL UNIDO INPUT; CONSORTIUM PRIORITIES:

- Equipment/facilities requirements - A shared central processing facility of a standard sufficient for producing export quality products.
- Increased knowledge base, establish best practices - A study tour for consortium members to the established central processing facilities in Jamaica and Trinidad.
- Technical assistance ALONG WITH the practical resources, (facilities and equipment) required to apply the technical training received.

CONCLUSION

- Clustering and networking of SMEs to be more export ready in Guyana is not as advanced as many of our Latin America and Caribbean sister territories
- With the relevant support, and transfer of best practices of exemplary export consortia, a model institution could be established in Guyana under the auspices of the SBB; an agency within the Ministry of Tourism, industry and Commerce.
- The Small Business Bureau is of the view that the outcomes of this Peru workshop offers an excellent opportunity to leapfrog Guyana's SME sector .



THANK YOU!