







Sistema Económico Latinoamericano y del Caribe

Latin American and Caribbean Economic System

Sistema Econômico Latino-Americano e do Caribe

Système Economique Latinoaméricain et Caribéen

Export Consortium Vincy Klus Inc

Joannes Lloyd Pascal
Organization of Eastern Caribbean States (OECS)

Relaciones Intrarregionales

Encuentro sobre Consorcios de Exportación para el Caribe Piura y Lima, Perú 6 y 7 de mayo/ 8 de mayo de 2014 SP/ECEC-Pymes Di N° 7-14

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Export Consortium

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St Vincent & the Grenadines

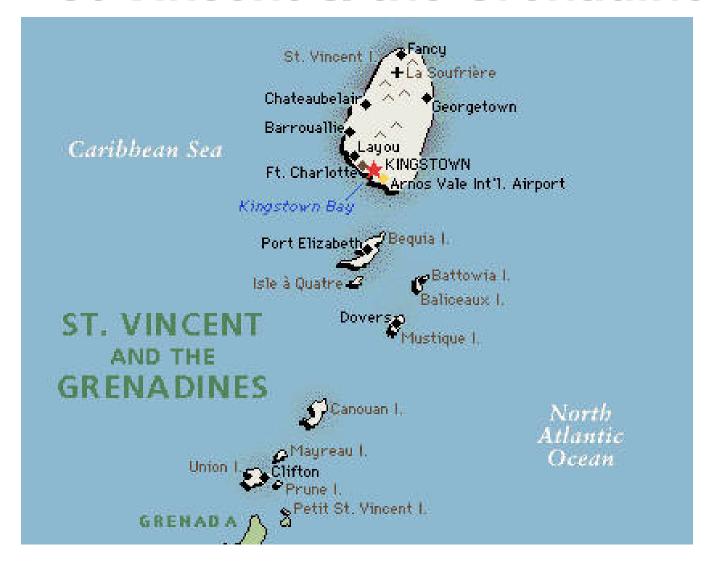
West Indies

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St Vincent & the Grenadines







OECS CBU General Information

- The OECS Competitive Business Unit (CBU) is set up to provide support to the Private Sector
- It is based in Dominica
- Currently provides Technical and Financial support to SMEs through the 10th European Development Fund (EDF)



OECS CBU General Information

- Grant funding (reimbursable) include Management Enhancement, Product Development & Marketing
- Three key sectors are targeted for the 10th EDF:

Manufacturing/Agribusiness
Creative Industries
Innovative Marketing Systems



Vincy Klus – Agribusiness Value Chain Cluster

History:

Founded - September 16th 2010

Membership of 40 producers and Value Chain stakeholders spread over country

Formed by parent company - Center for Enterprise Development Inc. (CEDI) when the need arose during implementation of the EU funded Business Gateway Project.





Vincy Klus Inc. Mgnt Structure

- President
- Vice President
- Secretary
- Treasurer
- 3 Committee Members (ex officio)
 CEDI Rep, Standards Bureau, Min of Agriculture





Vincy Klus – Agribusiness Cluster

The cluster and its operation is governed by five (5) committees of two to three persons that represent the representing the followings:

- 1. Marketing and Promotions
- 2. Finance
- 3. Advocacy & Lobbying
- 4. Education & Information
- 5. Business Support





Vincy Klus Products



























Cluster Training Sessions























Vincy Klus Products

- Sauces, Seasonings, Oils Spices
- Smoked Hams, Fish, Chicken
- Jams, Jellies, Marmalade, Yogurt
- Canned fruit, Chutneys, Wines
- Chips, Fudges, Cakes, Fruit Juices



Relevance & Relationship

- St Vincent grows many of the raw materials used in production
- Vincy Klus buys directly from farmers
- Contracts are signed for production of raw materials
- New orchards are introduced
- Feedback from public is passed on to specific company





Population impacted by Vincy Klus

- 20 Active Producers/Manufacturers
- 20 Stakeholder companies/groups (Supermarkets, Support Agencies, Input Suppliers, Chamber of Commerce, Export Agency, Hotels, Regulatory Agencies, National Development Foundation, Bank, Farmers Groups)
- Entire Population of 103,000 impacted





Institutional Support

- Parent Company (CEDI) Government Annual Budget Allocation EC\$600,000
- Standards Development & QMS Implementation
- Market Feasibility Studies
- Regular visits to companies
- Challenges are taken to appropriate authorities





Vincy Klus - Market Approach

- Target Ethnic/Diaspora communities in UK, US (Miami & New York)
- FCOR (Martinique, Guadeloupe) Participated in Business Mission
- Development of Centralized Packaging Facility (HACCP)
- Compliance to CROSQ and other regional standards
- GDP by sector Agriculture 7.6%;
 Industry 25.3%; Services 67%





Importance of Industry Operatives

- Import Substitution
- Further Growth of Sector
- Employment Generation
- Implementation of International Standards
- Business Development Objectives





Thank you

Gracias

