



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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Organization of Eastern Caribbean States (OECS)

Export Consortium

Vincy Klus Inc.

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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

