



Alliances for Coconut Industry Development in the Caribbean

Phase I and Phase II



This project is funded by
the European Union

The Caribbean Forum
of ACP States

CARIFORUM



International
Trade
Centre



TIME-FRAME: Phase I: 2015 – 2018
Phase II: August 2019 – July 2023

COUNTRIES: Antigua and Barbuda, Barbados, Belize, Dominica, Dominican Republic, Grenada (Phase II), Guyana, Jamaica, St. Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago

FUNDER: European Union

MAIN SDGs SUPPORTED:



Overview

Global demand for coconut products is on the rise. There is an estimated 25% of projected growth in sales for coconut water alone in the next 5 years. The Caribbean region has tremendous potential to become a competitive actor on the global market. However, its coconut industry lacks capacity to capitalize on this opportunity due to ageing plantations, vulnerability to pests and diseases, and lack of incentives to invest in the sector.

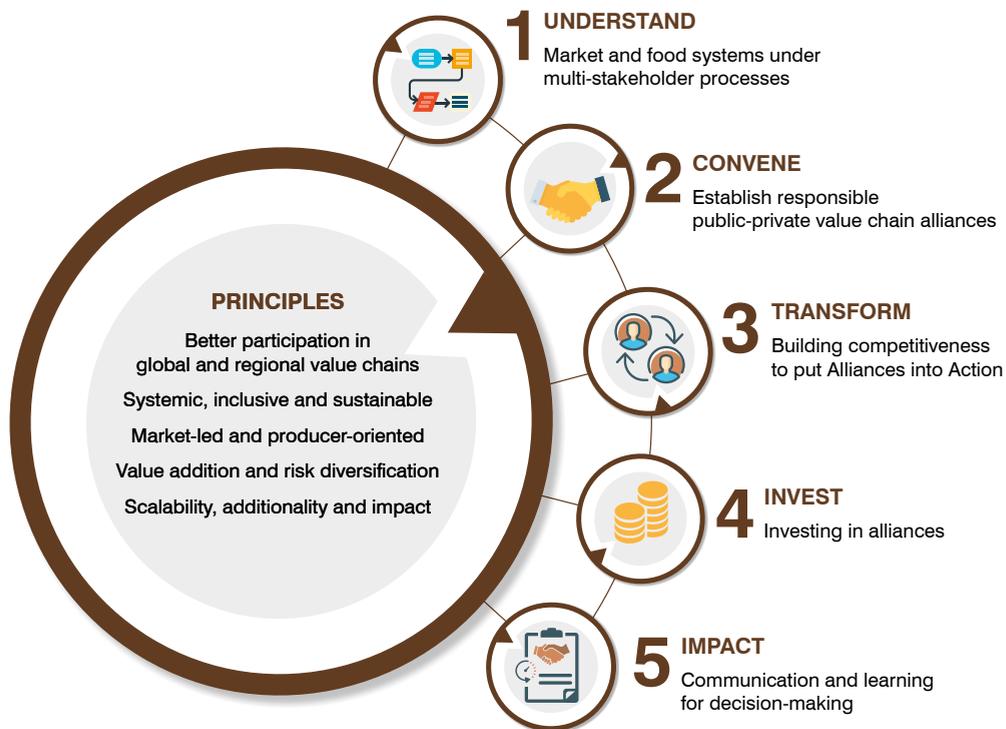
International Trade Centre, the Caribbean Agricultural Research and Development Institute (CARDI) and partners have been working since 2015 to facilitate alliances among actors at every step of the coconut value chain. Revival of the industry will increase food availability and incomes of small-scale farmers through improved competitiveness of the coconut sector.

Phase I of the Development of the Coconut Industry for the Caribbean project has catalyzed investment and ramped up productive and commercial capacity amongst beneficiaries. It has improved value capture and productive and governance capacities.

Phase II aims to replicate the successful partnerships model across the Caribbean region and scale up impact through the Alliances for Action model by adopting an inclusive and participatory approach.

Methodology

Alliances for Action 5-pillar approach - engages smallholder farmers and MSMEs to manage risk and facilitate networks that provide technical expertise, build capacity, and target catalytical investment to address systemic challenges.



Impact achieved thanks to the Alliances for Action Network in the Caribbean:

Ministerio de Agricultura, República Dominicana	CARICOM Regional Organization for Standards and Quality (CROSQ)
Ministry of Agriculture, Lands, Fisheries & Barbuda Affairs, Antigua & Barbuda	Center for Agricultural Research (CELOS)
Ministry of Agriculture and Food Security (MAFS), Barbados	Centro de Investigación Científica de Yucatán (CICY)
Ministry of Agriculture, Fisheries, Forestry, the Environment, Sustainable Development and Immigration of the Government of Belize	Coconut Industry Board (CIB), Jamaica
Ministry of Agriculture, Food and Fisheries, Dominica	Development Bank of Jamaica Limited
Ministry of Agriculture of Guyana	Development Finance Corporation, Belize
Ministry of Industry, Commerce, Agriculture and Fisheries (MICAF) of Jamaica	Fundacion Reservas del Pais
Ministry of Agriculture, Fisheries, Physical Planning, Natural Resources and Co-operatives, Saint Lucia	Government Analyst –Food and Drug Department (GA-FDD), Guyana
Ministry of Agriculture, Forestry, Fisheries and Rural Transformation, Saint Vincent & the Grenadines	Guyana Marketing Corporation (GMC)
Ministry of Agriculture, Animal Husbandry and Fisheries (LVV), Suriname	Guyana School of Agriculture (GSA)
Ministry of Agriculture, Land and Fisheries, Trinidad & Tobago	Institute Of Private Enterprise Development (IPED), Guyana
Banana Industry Board, Jamaica	Instituto Dominicano de Investigaciones Agropecuarias y Forestales (IDIAF)
Barbados Investment & Development Corporation (BIDC)	International Coconut Community (ICC)
Barbados Community College (BCC)	International Coconut Genetic Resources Network (COGENT)
Barbados National Standards Institution (BNSI)	Jamaica Promotions Corporation (JAMPRO)
Belize Agricultural Health Authority (BAHA)	Junta Agroempresarial Dominicana (JAD)
Belize Bureau of Standards (BBS)	Ministry of Health & The Environment, Antigua and Barbuda
Caribbean Agricultural Health and Food Safety Agency (CAHFSA)	Ministry of Health and Wellness, Barbados
	National Agriculture Research and Extension Institute (NAREI)
	Rural Agricultural Development Authority (RADA)
	Saint Lucia Bureau of Standards (SLBS)
	Scientific Research Council (SRC), Jamaica
	Tobago House of Assembly
	University of the West Indies (UWI)

PHASE I

Laying the Foundations

Phase I of the Development of the Coconut Industry for the Caribbean project succeeded in reviving a dormant industry, leveraging its potential, and mobilizing investment into the region's coconut industry.

It focused notably on Access to Finance and Investment as the catalyst for the development of the Caribbean Coconut Industry that will enable and amplify activity results at all levels of the value chain.

Strategic partnerships with government bodies, private sector stakeholders (including major conglomerates), private and development banks and farmer organizations were fostered.

THE RESULT

By tapping into a strategic network and increasing its attractiveness to investors, Phase I successfully mobilized over **\$40 million of investments into the Caribbean coconut industry.**



IMPACT

\$40 million investment pledged in the Caribbean coconut industry

5,000 farmers sourcing planting material from 28 seedling nurseries

2,041 farmers and 474 extension officers trained on nursery management, pest management, crop production, processing, trade, finance, and group dynamics

11 national stakeholder platforms represented by more than 200 public and private representatives across the region

48 institutions have better support services and a business-enabled environment for small-scale farmers and businesses

Revised regional standard for packaged natural coconut water

Establishment of the **Regional Coconut Commodity Innovation Platform**



Testimonials

FARMER PERSPECTIVE, GUYANA

'When I arrived here in 2016, Hope Nursery was on the brink of bankruptcy and collapse with only 5 bins and 1500 seedlings' says Ricky, Manager. 'Through the project and partnerships with the Ministry of Agriculture and international development agencies, we have increased the number of bins to 85 and the production capacity to 100,000 seedlings per annum. With the improved efficiency we are now a profitable enterprise looking for export markets for our quality seedlings.'

Ricky Roopchand, Manager, Hope Nurseries

FARMER PERSPECTIVE, BELIZE

'We are grateful for the platform, since it is through the platform we were able to link with farmers and other potential buyers who were in need of both seed nuts and seedlings. Without this ability to network we would have had mature seedlings on our hands leading to significant losses of income. The platform has also enabled us to share and receive information which we have adopted to improve our operations. It has been a vital part of our marketing efforts as well.'

Edward Flowers, General Manager, San Miguel Farms





DEVELOPMENT BANK PERSPECTIVE, JAMAICA

'The upsurge in the demand for fresh and processed coconuts, is beneficial to small-scale producers. The DBJ and ITC have established an alliance for financing activities for the coconut industry. The ultimate goal is to improve the skills, confidence and knowledge base of farmers and processors so they can efficiently grow and manage their operations.'

Paul Chin, General Manager, DBJ Micro Finance Services Division

FARMER PERSPECTIVE, SURINAME

'From my operations farmers can see first-hand how to sustainably manage their resources while being productive. Every part of the coconut tree can be converted into valuable products and if we are to restore coconut glory to Coronie we must be motivated and inspired to explore new opportunities along the entire coconut value chain.'

Lead farmer Ricardo Vriesde



FARMER PERSPECTIVE, DOMINICAN REPUBLIC

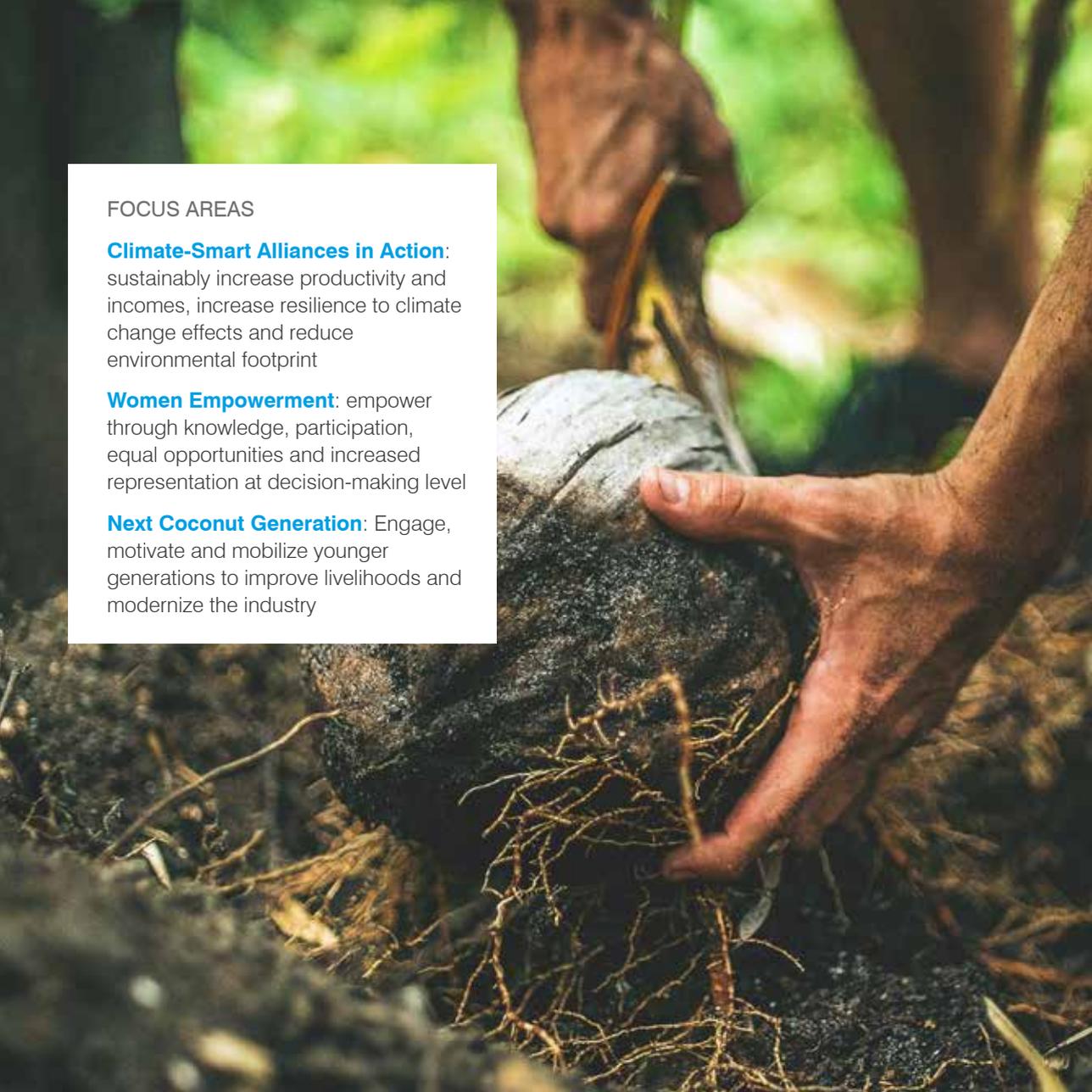
'When my farm was flooded, the coconut trees survived. With support from ITC and the BANELINO Farmers Association, I will be able to diversify production, supplement my income, and secure my family's well-being.'

Organic coconut and banana Lead farmer Maria Genao, BANELINO

INTEGRATED PEST MANAGEMENT (IPM), DOMINICAN REPUBLIC

Lead Farmer Lorenzo Diaz has a coconut and passion fruit intercropped plot. With the support of ITC, CARDI and Ministry of Agriculture of Dominican Republic, Lorenzo Diaz started replanting coconut in his farm. Income from the sale of passion fruit is supporting the investments in coconut.

Since the implementation of the IPM plot, Lorenzo Diaz recorded a 30% reduction of pest impact. According CARDI and Ministry of Agriculture agronomists, good management of the plot combined with a fertilization programme could increase production by up to 50% within a year.



FOCUS AREAS

Climate-Smart Alliances in Action: sustainably increase productivity and incomes, increase resilience to climate change effects and reduce environmental footprint

Women Empowerment: empower through knowledge, participation, equal opportunities and increased representation at decision-making level

Next Coconut Generation: Engage, motivate and mobilize younger generations to improve livelihoods and modernize the industry

PHASE II

Maximizing the impact

Building stronger and inclusive value chains in the Caribbean coconut industry has tremendous potential to empower communities associated with the business. Phase II will be instrumental in improving market linkages and bringing together stakeholders in the public and private sector for building a resilient and commercially driven coconut industry in the region as a major contributor to global coconut trade.

OBJECTIVES

Phase II will build on achievements during Phase I with the following objectives:

- 1** Foster partnerships to expand the Alliances for Action partner network;
- 2** Improve capacity of farmers, processors, business owners and support institutions in the coconut sector;
- 3** Increase momentum of investment mobilization



Scaling up

Replicating the Alliances for Action model across the coconut industry in the Caribbean will help establish long-term relationships between producers, processors and buyers.

A strategic network of alliances for production, commercialization and provision of support service packages will be established.

Income and risk diversification are the key elements around which development of the industry revolves – for the financial partners, the smallholder farmers and the micro, small and medium-sized enterprises (MSMEs).

The second phase of this project aims to replicate best practices captured in the first phase, keeping up investment momentum and strengthening the Caribbean coconut industry's capacities and partnership networks.

EXPECTED RESULTS

Reinforced producer groups and support services to improve coconut producer and enterprises performance

Improved market linkages and facilitation of public and private sector stakeholder networks to coordinate implementation of market and sector development plans

Long term collaboration between value chain operators and guiding Caribbean support services to assist with commercially driven value chain development

Strong and inclusive value chains providing tangible outputs with improved community incomes

Improving adaptation and mitigation capabilities with resilience to climate events





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