

SHAPING THE FUTURE OF AGRO-PROCESSING IN GUYANA

Status Report on Capacity Building for Improving Market
Access for Small Producers and Agro-processors

AGRO-PROCESSORS FORUM
GUYANA INTERNATIONAL CONFERENCE CENTRE (GICC),
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Dr. Maxine Parris-Aaron,
Agricultural Health and Food Safety Specialist, IICA



STATUS REPORT ON CAPACITY BUILDING FOR IMPROVING MARKET ACCESS FOR SMALL PRODUCERS AND AGRO-PROCESSORS

- ❑ Objectives of this forum are:
 - ❖ To discuss issues affecting the agro-processing industry and emphasise opportunities available in the industry.
 - ❖ To assess the actual and potential role of the agro-processing industry with an aim of making it more competitive and viable towards economic development of Guyana.

**Challenges of and Capacity Building
activities for Market Access - Small
Producers**



CHALLENGES OF SMALL PRODUCERS

- **Land tenure issues**
- **Inadequate Infra-structure especially linkage to market:**

Roads locally

Availability and Cost of reliable air/sea transportation

- **Insufficient knowledge of market requirements**
- standards, guidelines, protocols
- **New and emerging pest and diseases**



CHALLENGES OF SMALL PRODUCERS

- **Inadequate extension services**
- **Inadequate harvesting and storage facilities on farms**
- **Limited supply of appropriate packaging material for shipping etc.**
- **Absence of continuous GAP certification programme**
- **Affordable Credit**



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

- *For Small Producers:*
 - ✓ IICA's GAPs workshops were executed in Regions 2, 3, 4, 5, 6 and 10 during the period 2000 to 2009
 - ✗ served to train technicians and farmers and apprise them of standards for fresh produce production; protocols for land preparation; water and pesticide use, harvesting and storage etc.
 - ✓ Facilitated the preparation, publication and introduction of the farm diary.
 - ✗ Farm Diary introduced to several farmers as introduction to record keeping, a component of GAPs



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *For Small Producers:*

- ✓ Assist with the preparation of a protocol for GAP certification.
- ✗ A checklist for GAP certification was prepared and introduced to agriculture technicians

- ✓ From 2010 - 2012, IICA collaborated with the Trade Facilitation Office of Canada (TFO) to implement a Market Access project aimed at preparing small producers for markets in Canada and by extension elsewhere.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

- *For Small Producers:*
- ✘ Information Workshops to address packaging , labelling, shipping, Canadian importation requirements
- ✘ Participation of a producer/exporter in the SIAL Exhibition and Trade Fair – experience in marketing
- ✘ One (1) Sellers’ Missions aimed at introducing local small producers to the Canadian Market place, exploring the possibilities of trade in fresh produce with Canada and viewing first hand how produce from other countries arrive in Canada at market places.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

- *For Small Producers:*
 - ✓ *From 2013 - present, IICA again collaborated with TFO for Phase 2 of the Market Access Project. This is aimed at working individually with small producers to assist them to comply with standards for achieving market access in Canada and elsewhere.*
 - ✗ Individual support and mentorship provided to target beneficiaries following an initial screening process, interview and site visit.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *For Small Producers:*

- ✘ Periodic visits to beneficiaries by Volunteer Advisors (VAs), provided by TFO through partnership with CESO (Canadian Executive Service Organization) .
- ✘ The VAs work in collaboration with technicians from NAREI, GNBS, NGMC and IICA. The four local organizations are responsible for ensuring that the recommendations of the VAs are followed between visits.
- ✘ Local producers benefit from site visits, technical presentations and recommendations made by the VAs.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *For Small Producers:*

- ✘ Local partners also build capacity while working along with VAs so as to continue providing support to other small producers.
- ✘ Project will also provide financial support for farm accreditation/certification for beneficiaries.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

- ✘ Agriculture Diversification was also encouraged and shaded agriculture, particularly hydroponics was introduced and together with Partners of the Americas and CASRI, these programmes have expanded.
- ✘ In the past , IICA has supported the MoA with disease diagnosis and continuous surveillance for a number of plant pests and diseases. We continue to assist with surveillance and control of the Carambola Fruit Fly.

**Challenges of and Capacity Building
activities for Market Access - Agro-
processors**



CHALLENGES OF AGRO-PROCESSORS

- Inadequate Infra-structure especially
 - transportation linkage to local and overseas markets
 - Availability and Cost of reliable transportation
- Insufficient knowledge of market requirements - standards, guidelines, protocols
- Inadequate support, monitoring and audit services
- Inadequate and inconsistent supply of raw materials for value addition



CHALLENGES OF AGRO-PROCESSORS

- ✘ Inadequate and inconsistent supply of appropriate and affordable packaging materials
- ✘ Absence of affordable appropriate technology
- ✘ Saturation of available local market
- ✘ Conflicts in laws governing registration of businesses, Friendly Societies etc. and inadequate staffing levels to provide information, to monitor and audit



CHALLENGES OF AGRO-PROCESSORS

- ✘ Inadequate data to make informed decisions about marketing/distribution
- ✘ Pricing of commodity
- ✘ Difficulty in obtaining funding for business



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *Agro-processors:*

- ✓ From 1998 – present, IICA has collaborated with the Food and Drugs Department to sensitize and train agro-processors in food safety and many have been provided with the Food Handlers Certificate as a result.
- ✓ Provision of hands-on practise in product development in partnership with Guyana School of Agriculture (GSA).



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *Agro-processors:*

✓ Partnership with CUSO :

- ✘ to facilitate the formation and operationalization of a Network of Women Agro-processors to build capacity; provide support for acquiring affordable, appropriate packaging material and provide a basis for acquiring financial support.
- ✘ Participation in local and overseas Study Tours to visit other micro-enterprises, investigate low cost technology (equipment mostly) and packaging material and to seek markets for their products.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

- ✘ IICA-organized training in pricing of commodities, record keeping and micro-enterprise development in collaboration with CUSO and READ.
- ✘ Participation in regional and international fora to build capacity in price negotiation and participating in local and overseas Competitions and Exhibitions which facilitated exposure to Market.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *Agro-processors:*

- ✓ From 2010 - 2012, GMSA and IICA collaborated with the Trade Facilitation Office of Canada (TFO) to implement a Market Access project aimed at preparing agro-processors for markets in Canada and by extension elsewhere.
- ✗ Information Workshops to address packaging , labelling, shipping and Canadian importation requirements.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *Agro-processors:*

- ✘ Food Safety workshops held which addressed standards and other requirements for trade in the Canadian market place.
- ✘ One(1) *Sellers Missions* aimed at introducing local agro-processors to the Canadian Market place, exploring the possibilities of trade value-added products with Canada and viewing first hand how products from other countries arrive in Canada at market places.



ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *For Agro-processors:*

- ✓ *From 2013 - present, GMSA and other partners (IICA, GNBS, NAREI) collaborated with TFO for Phase 2 of the Market Access Project which is aimed at working individually with small producers to assist them to comply with standards for achieving Market Access in Canada and elsewhere.*
- ✗ Individual support and mentorship provided to target beneficiaries following an initial screening process, interview and site visit.



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- ✘ The Vas work in collaboration with technicians from NAREI, GNBS, NGMC and IICA. The four (4) local organizations are responsible for ensuring that the recommendations of the VAs are followed between visits.
- ✘ Local agro-processors benefit from site visits, technical presentations and recommendations made by VAs.





ACTIVITIES AIMED AT CAPACITY BUILDING FOR IMPROVING MARKET ACCESS

□ *For Agro-processors*

- ✘ Local partners also build capacity while working along with VAs so as to continue providing support to other agro-processors .
- ✘ The Project will also provide financial support for accreditation/certification for beneficiaries.



FUTURE

- ❑ **Continued Capacity Building for Market Access for Small Producers and Agro-processors**
- ✓ **Training workshops in areas identified as necessary e.g.**
 - ❖ **Market Research and Product Development.**
 - ❖ **Market Negotiations.**
 - ❖ **Product Development**
- ✓ **Website Development for, among other things, marketing, market search and advertisement.**
- ✓ **Seeking appropriate technology**



FUTURE

- **Continued Capacity Building for Market Access for Small Producers and Agro-processors**
- ✓ **Continued support for participation in Study Tours, visits etc. aimed at increasing Market Access**
- ✓ **Access to mobile money facility**

**THANK YOU, GOD BLESS
AND ALL THE VERY BEST
AS WE MOVE FORWARD
TOGETHER**