



**Guyana Marketing Corporation**

*Facilitating and co-coordinating the  
development of  
Quality non-traditional agricultural  
produce and products for export*

**ANNUAL REPORT  
2009**

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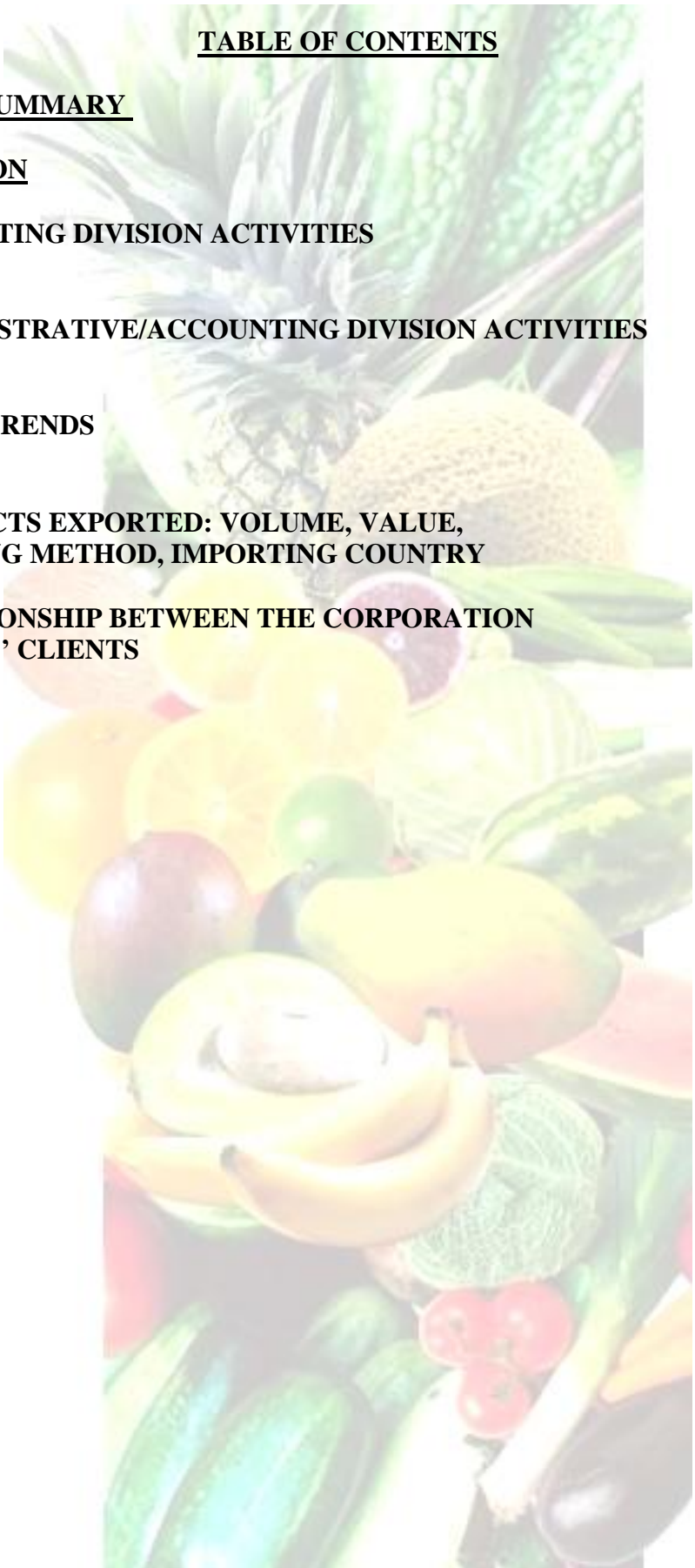
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## **EXECUTIVE SUMMARY**

### **Mission Statement**

*Facilitating and co-ordinating the development of quality non-traditional agricultural produce for export.*

This annual report for 2009 has been prepared by **Team GMC** with the objective of providing the Minister of Agriculture, and the Board of Directors of Guyana Marketing Corporation the opportunity of reviewing the activities of the corporation.

### **Guyana Marketing Corporation forgoing ahead with agri-business development**

The *New* Guyana Marketing Corporation (GMC) is the marketing arm of the country's Ministry of Agriculture and is primarily responsible for enabling the growth and development of the fresh and processed products sector, as well as furthering the expansion of agri-business investment throughout Guyana, with emphasis on maximizing exports.

The country's progression towards a more diversified agriculture sector has seen the role of GMC evolve from a 'facilitator' to an active player at all levels of the production and marketing chain, enabling vital linkages between producers and exporters, while at the same time, promoting the agri-business investment opportunities that exist in the non-traditional crops sector (all crops, with the exception of rice and sugar).



### **GMC's Key Functions**

The agency assists exporters of non-traditional agricultural products with technical advice, assistance for sourcing supplies, harvesting, cleaning, and facilitating logistical arrangements for exports. GMC also provides the Government of Guyana with recommendations on domestic agricultural policy and measures to increase and expand regional and international exports.

### **Support to Farmers, Agro-processors, Exporters/Stakeholders**

- Provides information on Post-Harvest technology of horticultural crops
- Facilitates training programs for farmers, Agricultural Technicians, exporters etc
- Monitors daily wholesale and retail prices from local markets



**GMC organized a farmers' market to assist with the sale of produce during January 2009 rainy season**

- Assists in supply sourcing for exporters
- Conducts field visits to assess farmers' readiness for export
- Provides market and marketing information, advises on the availability of produce, freight and other marketing matters
- Provides a one-stop desk for export documentation of non-traditional agricultural produce (brokerage service)
- Conducts market studies for local and overseas markets
- Participates in trade fairs, and expositions to promote Guyana's fresh fruits and vegetables and also processed products
- Advises on the availability of trade and business opportunities
- Advises on kinds of produce that are being exported
- Facilitates the registration of exporters with the US Food and Drugs Administration (FDA) Bioterrorism Legislation Registration

**GMC displays local products at an international exhibition**



### **Packaging/Refrigerated Facilities**

In keeping with regional requirements for the export of fresh agriculture products, GMC manages the Sophia and Parika Agro-packaging Facilities, the services of which are available to farmers at a minimal cost. Additionally, a \$4.9M refrigerated truck was commissioned in July 2009 to assist farmers/exporters with the transport of their produce, also at a minimal cost.

During 2009, the Corporation:-

1. Commissioned a Refrigerated Trucking Service;
2. Launched the *Agricultural Market Information Service (AMIS)*;
3. Promoted Guyanese fresh and processed non-traditional agricultural produce by participating in Trade missions and Exhibitions held locally and overseas, as well as through the *Guyana Shop*.
4. Coordinated and executed **AGRIFEST 2009** Guyana's Premier Trade and Investment show geared towards promoting Guyana's Agriculture and business opportunities that exist within the sector.
5. Continued to provide *Export Agro-Processing Facilities* whereby farmers and exporters exporting to the Caribbean, namely Trinidad, Barbados, Antigua and St. Lucia, are required to process fresh produce destined for these markets;
6. Maintained its Export Brokerage facility and prepared 238 export documents;

7. Co-ordinated and executed training sessions for stakeholders in six farming communities across the country. Over one hundred farmers were trained during 2009 in ***Good Agribusiness Practices***;
8. Provided Bio-Terrorism registration with the ***US Food & Drug Administration*** to exporters of food products to USA. During 2009, thirty-nine (39) exporters were registered, bringing the total registrations done by Guyana Marketing Corporation to two hundred and eleven (211).
9. Coordinated and executed several Government initiatives toward promoting Agricultural Diversification, namely;
  - The ***Farmers' Assistance Programme/Grow More Campaign*** – targeting over 200 areas across the ten (10) Administrative Regions of Guyana.
  - **Flood Relief Programme**
  - **El Niño programme**
  - ***Farmers' Market*** - coordinated and executed in response to the increased prices of vegetables following the Dec '08- Jan '09 floods, and lasted for six (6) weeks at GMC's Robb & Alexander Sts. location.
10. Executed ***Farm Verification*** visits and developed an online Farmers' Database with over 120 farmers of 11 commodities.
11. Provided ***Market Facilitation and Information Dissemination services*** to over 200 stakeholders.
12. Continued to collect, store and analyze export and price data for non-traditional agricultural commodities.
13. Contributed integrally to the formation of several associations, namely;
  - Guyana Agro-Processors Association (GAPA)
  - Guyana Non-traditional Agricultural Exporters Association

Continued the operations at ***the Central Packaging Facility-Sophia and the Parika Agro-Processing Facility, where 2,031Mt were prepared for export in 2009*** destined mainly for our three main Regional Markets; Trinidad, Barbados and Antigua. Additionally produce destined for extra-regional markets, namely Dominican Republic and Canada were also prepared for export at the Packaging Facilities. This figure represented a ***74% increase in the volume*** of produce processed for 2009 at the packaging facilities.

The total volume of non-traditional produce and products exported for 2009 was ***9,423Mt valued at G\$ 1.1 billion or US\$ 5.2 million***. The export volume for 2009 was 32.45% or 2,308 Mt higher than that of 2008. The export value for 2009 was 28 % lower than the export value for 2008.

Of the 9,423 Mt exported in 2009, 723Mt or 7.7 % were exported by air and 8,700 Mt or 92.3% were exported by sea.

6,127Mt or 65 % of overall total was exported regionally, whilst 3,296 Mt or 35 % was exported extra-regionally.

### **Regional**

The major importing countries regionally were Trinidad and Tobago (4,176 Mt), Barbados (1,075 Mt), Dominica (340 Mt), St. Lucia (176 Mt) and Antigua and Barbuda (147Mt).

The major fresh commodities exported regionally were *dried coconuts, pumpkins, watermelons, plantains* and eddoes. The major processed commodities exported regionally were *copra, crude coconut oil, copra meal* and *coconut water*.

There was a 23% increase in regional exports during 2009.

Exports to: Dominica decreased by 549 tonnes, St. Lucia by 36 tonnes, and Grenada 8.3 tonnes

However exports to Trinidad increased by 1450 tonnes, Suriname by 53.4 tonnes and St. Vincent by 10 tonnes.

### **Extra-Regional**

The major importing countries extra-regionally were Dominican Republic (2,106 Mt), Canada (604 Mt), France (452 Mt), Lebanon (46 Mt), Belgium (46 Mt).

There was a 52% increase in extra- regional exports during 2009.

Exports to: Dominican Republic increased by 2106 tonnes and Belgium by 46 tonnes.

Exports to: Canada decreased by 409 tonnes, France by 396 tonnes, USA by 106 tonnes and Switzerland by 41 tonnes.

The major fresh commodities exported extra-regionally were dried coconuts, *mangoes, wiri wiri peppers* and *eddoes*. The major processed commodities exported extra-regionally were *heart of palm, pineapple chunks* and *coconut crude oil*.

The overall export of fresh produce rose by 2,230 tonnes, from 2,398 tonnes in 2008 to 4,628 tonnes in 2009.

The overall export of processed products increased by 76 tonnes from 4,719 tonnes in 2008 to 4,795 tonnes in 2009.

Nizam Hassan  
General Manager  
Guyana Marketing Corporation

## **INTRODUCTION**

**Guyana Marketing Corporation (GMC) is a government corporation** (established under section 46 of the Public Corporations Act, Cap 19:05 of the Laws of Guyana), **that has been working assiduously over the years to promote the cultivation and export of Guyana's non-traditional agricultural products to Regional and Extra Regional markets.**

### **1.0    MARKETING DIVISION ACTIVITIES**

#### **1.1    GUYANA SHOP**

The Guyana Shop is a one stop Supermarket where most of Guyana's manufactured products are sold and most importantly promoted. This unique supermarket was established in March 2007 and is owned and managed by Guyana Marketing Corporation. The Guyana Shop consists of three competent and operational staff and one Supervisor. They are all responsible for the professional operation of the shop on a day to day basis.

The fiscal year of 2009 was a year of tremendous progress for the Guyana Shop. Management and staff did an outstanding job of consistently delivering results in an increasingly difficult economic environment. The Guyana Shop offered real value to customers when they needed it most through offering competitive prices, high quality products, impeccable customer service and an overall pleasant shopping experience. During 2009, management remained focused on executing their strategic initiatives thus improving the annual sales and net income; ending the year with a very healthy balance sheet. We enter 2010 as a significantly stronger company positioned for greater success in the coming year.

Additionally, during 2009, several shifts in the way customers shop was observed and management was – and continues to be – positioned well to pursue these changing trends as opportunities. The management and staff of the Guyana Shop are able to identify and act on changes in consumer behavior more rapidly than our competitors. The strategic actions taken, the financial infrastructure put in place and the talent that has joined our ranks across the organization is clearly paying off. Of course, our strong performance is ultimately a testament to the loyalty, talent and commitment of our valued customers; for which we both recognize and appreciate. Their continuous support is testament of their patriotism and commitment to supporting locally manufactured products.

#### **Analysis of Financial Performance**

The Guyana Shop was launched in 2007 where total sales reached \$9,342,634 with daily average sales reaching \$ 34,598. These figures were due to the transformation from a supermarket operation to that of the present "Guyana Shop" which seeks to promote locally manufactured products. However, in 2008 the Guyana Shop recorded its highest annual sales to date; reaching \$134,150,619 with average daily sales of \$ 438,013. This was a direct result of the Government's Food Assistance Program (Flour Sale).



Moreover, though 2009 sales reduced when compared to that of 2008, sales for this year (\$28,438,054) still surpass that of 2007, reaching a daily average of \$89,581.

The Guyana Shop has available over five-hundred products from over thirty (30) agro-processors. The items available include sauces, jams and jellies, canned fruit, coconut milk, coco sticks, detergents, essences, sweets and beverages all made in Guyana.



**Locally produced Agro-Processed Items on display in the Guyana Shop**

#### **Promotions at the Guyana Shop**

- Annual Christmas Promotion
- Agro-Processors Sale & Sampling Promotion

## **1.2 MARKETING INFORMATION CENTRE**

The "**Heart**" of Guyana Marketing Corporation - The Marketing Information Centre as in previous years continues to disseminate market and marketing information to its stakeholders by creating agri-business linkages between farmers, buyers, exporters and agribusiness investors on non-traditional agricultural produce and products.

The Marketing Information Centre functions in several capacities including:

1. Gathering and disseminating market information
2. Identifying and promoting the economic potential of **new non-traditional agricultural products**, based on the competitive advantages of Guyana.

3. Working with Agencies such as NARI, Plant Health/Quarantine, Food & Drugs Department etc to have challenges in farming communities addressed more effectively.
4. Working with Potential Investors – Regional and Extra-regionally based - looking at investing in Guyana.
5. Training of Farmers in areas of post harvest handling, pricing, good agricultural practices etc.

During 2009, the Marketing Information Centre was involved in several activities, namely;

1. ***Training of farmers, meetings and outreaches*** in approximately sixty (60) areas of Guyana in Regions 1- 6, 9 & 10.
2. ***Market facilitation and information dissemination*** – A total of 250 persons trafficked through and were served by the staff of the Marketing Information Centre throughout 2009.
3. ***Working with Exporters – Significant linkages were made between farmers and exporters during 2009. Some successful ventures are as follows:***
  - a. Mr. Anthony Foo (Tropicoco) – Exporter of Dry Coconuts to Dominican Republic.
  - b. Mr. Shook Shivmangal - Exporter of Dry Coconuts to Dominican Republic.
  - c. Mr. Carl Roberts – Exporter of Fruits and Vegetables to the US.
  - d. Mr. Earl Fortune – Exporter Fruits and Vegetables to Antigua.
  - e. Ovid Basdeo – Exporter Fruits and Vegetables to Trinidad & Tobago.
  - f. Ms. Florence Jones – Exporter for Dry Coconuts to Trinidad.
  - g. Sunil Rasul – Exporter of Dry Coconuts to Dominica Republic.
  - h. Rosalinda Gurrcharran – Exporter Fruits and Vegetables to Trinidad.
  - i. Lionel Downer – Exporter Dry Coconuts to Trinidad.
  - j. Bibi Fariel Sumra – Exporter Dry Coconuts and Coals to Trinidad.

k. Melissa Mahraj – Exporter Dry Coconuts to Trinidad.

l. As a means of linking exporters with potential markets, Guyana Marketing Corporation facilitated a shipment of sample fruit juices to Mr. Sam Dowlath of Trinidad & Tobago.

4. ***Working with Potential Exporters*** - Over 100 new persons inquired on the requirements in exporting agriculture produce and products to several regional and extra-regional destinations, namely;

1. Cayman Islands
2. Antigua
3. Trinidad & Tobago
4. Grenada
5. Barbados
6. USA
7. Canada
8. St. Lucia
9. Jamaica
10. UK
11. Dominica
12. Dominican Republic
13. Santa Domingo
14. Germany
15. Belgium

5. ***Promoting Guyana's fresh and processed products*** by participating and facilitating trade fairs, exhibitions both locally and internationally.

### 1.3 **Exhibitions**

#### 1.3.1 **Overseas Exhibitions**

The corporation was represented at:

- i. **Agro Fest 2009, Barbados** – hosted by the Barbados Agricultural Society, February 27, 2009 – March 1, 2009.



Agro Fest 2009, Barbados

ii. Guyana Folk Festival – New York



Guyana Folk Festival – New York

### 1.3.2 Local Exhibitions

Staff of Guyana Marketing Corporation were involved in organizing and/or participating in the following exhibitions:

- Career Day 2009 - University of Guyana
- Berbice Expo & Trade Exposition 2009
- Rose Hall Town Day Festivities
- Essequibo Night 2009
- GUYEXPO
- Ministry of Education School's Health Fair
- Rupununi Expo
- State of Roraima Boa Vista Agriculture Exhibition

### **AGRIFEST 2009**

Guyana's Agriculture sector is drastically expanding. The push towards diversifying this important sector would certainly open new areas of activity, investment and opportunities, which when explored, would definitely cement Guyana's stature as the Bread Basket of the Caribbean, and being infamous as the Caribbean's leading supplier of food.



**Hon. Bharrat Jagdeo, President of Guyana; inspecting a booth at AGRIFEST 2009.**

It was with this in mind that Guyana Marketing Corporation took the initiative to host Guyana's premier Agricultural Trade and Investment festival – **AGRIFEST. AGRIFEST 2009** is a sequel to the Grow More Food Festival and Guyana Nites organized and implemented by The Guyana Marketing Corporation that attracted thousands of attendees.

Agrifest was well organized and professionally executed by Guyana Marketing Corporation's Organizing Committee. This event was organized partially to engage the attention of the Caribbean region and beyond, generating market access and demand for locally manufactured products. It also aimed at creating awareness for new technologies used in agriculture – all essential to the expansion, modernization and diversification path upon which the sector has embarked.

All agencies and stakeholders within the Agriculture sector came together in an effort to showcase a combination of products and services reflecting Guyana's ongoing Agricultural Diversification drive, and resulting agri-business investment opportunities that exist and are being created.



*A small section of the Jubilant crowd present at Agrifest*

The inaugural Agrifest Trade and investment festival was conveniently staged at the Guyana National Stadium on October 31<sup>st</sup> and November 1<sup>st</sup> cumulating Agriculture month activities. This premier event attracted over one hundred (100) participants including in excess of twenty (20) leading food entities all providing a wide and diversified food menu representing Guyana's various ethnic and cultural groups. This allowed all present, especially the foreign attendees a first hand opportunity to experience most of the genuine food delicacies Guyana has to offer. There were also a large number of craft exhibitors present exhibiting a wide verity of local craft including patriotic furniture, jewelry, ornaments, etc.

Being both business and entertainment in nature, **AGRIFEST 2009** staged a farmers market and competition. This served as an additional incentive to motivate farmers to continue their hard work in building the Agriculture sector, and Guyana by extension. It also provided a gateway for new entrants into this striving sector.

Most of the booths on display were dedicated to projecting demonstrations of the Low Carbon Development Strategy (LCDS) and its process. This strategy is an important component of Government's thrust to enhance the quality of life available to Guyanese. The Agrifest initiative provided an environment of opportunity. Patrons inspected booths that exhibited a wide selection of informational displays on how each aspect of agriculture contributes to the Low Carbon Development Strategy. Additionally, a tunnel fashioned by the Guyana Forestry Commission to

showcase and promote this Strategy attracted many persons who were greeted by signs, pictures and other materials promoting the Strategy.



**President Jagdeo and Minister Persaud in Low Carbon Tunnel at Agrifest**

Many of Guyana's main producers and consumer service providers, including the Guyana Sugar Corporation (GUYSUCO), the Guyana Rice Development Board (GRDB), New Guyana Marketing Corporation (GMC), Government Information Agency (GINA), GO-INVEST, Ricks & Sari, Majors Food Manufacturing, Banks DIH, and Aquaculture facilities were just a few entities that expressed confidence in Guyana's economy and the agricultural sector, by investing in booths at this festival.

Other participants included hinterland producers of organic soap and body lotion, coffee, cocoa, processed fruits and peanut butter, seasoning and pepper sauce.

Stage, lighting and Sound were provided by Guyana's number one Entertainment Group; The Fusion Sound System. Entertainment included tassa drumming, a Mutton Curry competition, performances by leading local entertainers, and a kid's fun park and show. The kids show included grand performances by the infamous Sponge Bob Square Pants, Dora the Explorer and BOBB the Builder. These acts sent the numerous kids in attendance into a screaming frenzy. However, the main attraction of the evening was regional singing sensation and international Soca recording artist Rupee, who ignited the well-attended gathering of fifteen thousand patrons.

This event was definitely a huge success for the Ministry of Agriculture. Agrifest promoted the services and programmes of the Ministry and its various departments and agencies. The services of other organizations engaged in providing services in the agriculture sector, and promoted services and products of private sector companies. This event most importantly, showcased Guyana as a place for agri-business investment and a place to source fresh and processed agricultural products.

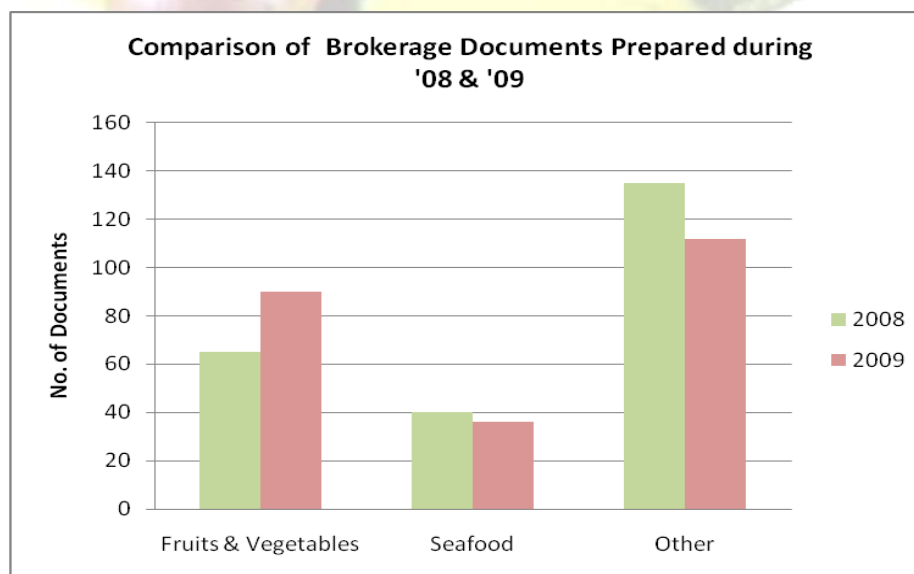
## 1.4 Other Activities

1. Registration of exporters exporting food products to the USA, as a result of new regulations instituted by US Food & Drug Administration. Thirty-nine (39) registrations were done for 2009;
2. Provided marketing information to farmers, exporters, agro-processors, students and Government Agencies who visited the Marketing information Centre;
3. Managed and maintained the *FAO AgriMarket Database* where prices collected from specified markets are entered and reports are generated on a daily, weekly monthly and yearly basis;
4. Collected export data from Plant Quarantine, Guyana Revenue Authority, Amazon Caribbean, Agro- Processing Facilities, Caribbean Airlines and individual exporters and prepared monthly reports.
5. Represented the Corporation at the various sub-committees meeting at the Guyana National Bureau of Standards.

## 1.5 Export Brokerage

During 2009, the corporation maintained its export brokerage service to farmers, exporters and agro-processors and prepared 238 documents. Of this figure, 90 were for fruits and vegetables, 36 for seafood and 112 were for other commodities such as wood, clothing jewelry and craft.

Gross revenue earned by this activity was G\$ 742,352.00





## 1.6 Training

*One hundred and eighty-two* farmers were trained during six stakeholder workshops in Good Agribusiness Practices held during 2009 under the Agricultural Support Services Program (ASSP) Memorandum of Understanding between Guyana Marketing Corporation and Ministry of Agriculture. Workshops were held in the following areas:

- Laluni/Kuru Kuru
- Parika Back
- Linden
- Black Bush Polder
- Charity
- Anna Regina

Guyana Marketing Corporation collaborated with several agencies within the ministry of Agriculture to provide training in the following aspects:

- Agriculture Diversification
- Agribusiness and Marketing
- Post Harvest Management
- Chemical Usage
- Farm Certification

## 1.7 Field visits

Field visits were done by the Marketing Officers of the Guyana Marketing Corporation to several farms during 2009.

Some visits were as follows:

- Visits to Region One – a collaborated effort with GOINVEST to explore agricultural potential existing within the Region as well as to evaluate previous investment made by GOINVEST into the region. The visit revealed that coconuts produced within the region (Shell Beach) are being supplied to two major exporters to the Dominican Republic.
- Visit to farmers in Parika and Canal # 1 with Mr. Harripaul Bhagwandeo so as to provide him with linkages to suppliers of plantains, watermelons and pineapples for export.
- The Pineapple farm of Ms. Simonica Andries was visited by GMC and Plant Quarantine Officers to offer certification so as to facilitate exporter Mr. Singh to purchase pineapples for export.
- GMC Officers and Trinidadian Plant Quarantine Officials visited farms in Moblissa, Moleson Creek and Wakenaam as part of the process of developing a trade protocol between Trinidad and Guyana.



Trinidad Plant Quarantine Officials inspect a farm at Moleson Creek, Corentyne - 2009



Trinidadian Plant Quarantine Officials examine the Moblissa Demonstration Farm, 2009

Several visits were also made to farms with the objectives of:

1. Gathering data for building of a Farmers' Database
2. Seed distribution
3. Flood Verification

Some areas visited included:

- Notenzuil
- Bee Hive
- Mahaica River and Surrounding areas
- Clonbrook
- Black Bush Polders
- Crabwood Creek
- Mara
- Bloomfield
- Blairmont
- Trafalgar
- Naamyrcck Back- Parika.
- Canal # 1 Polder, W.B.D.
- Kuru Kuru

### **1.8 Seminars and Workshops Participation**

Attended and/or participated in:

- Market and Rural Enterprise Development - READ
- Organizational Strengthening & Human Social Capacity Building – READ
- TradeCom Workshop
- Trade Points – GOINVEST
- Nutrient Cost Sensitization Workshop
- Basic Nutrition Workshop
- Seminar on Consumer Protection at the Guyana International Conference Centre. The objective of the Seminar was to assist the CARICOM Consumer Expert, Mr. John Lawrence with details of consumer protection in Guyana for the CARICOM CONSUMER PROJECT.
- Market Opportunities that exists in Canada – Trade Facilitation Office of Canada
- Quality Management Systems in Agriculture - GTIS

### **1.9 Meetings Participation**

- **Caribbean Agri Food Value Chain** - held in Port-of-Spain, Trinidad from 5 - 8 May, 2009. It was hosted by FAO.
- Launch of the Caribbean Farmers Network (CaFAN) in Guyana.
- Working Group on Agriculture and Environment for the Africa – South America Summit.
- Steering Committee Meeting of the TradeCom Facility “Improving Public – Private Coordination in Trade Negotiation and Implementation & Capacity Building in Exploiting Trade Opportunities in Guyana.
- El Nino Meeting in Mahaica River, Fairfield, and Mahaicony River.
- Meeting at MOA on Licensing of Produce/Products for Trade.

- National Committee on Conformity Assessment Meeting.
- Meeting at Guyana Tourism, Industry and Commerce with the objective to form an Agro- Processors Association.
- Agro-Processors meeting to identify problems affecting agro-processors.
- Exporters meeting with the objective of forming an Exporters' Association
- Small Business Development Finance review of 2008
- Trade Facilitation Office of Canada (TFO)
- National Tashaou's Meeting - National Conference Centre
- Meetings with farmers in several areas in Guyana, namely;
  - Novar Mahaicony
  - Long Creek - Linden Soesdyke Highway
  - Charity
  - Friendship EBD - Marfriend's Land Coop Society Ltd.

## 2.0 GOVERNMENT INTERVENTIONS

### 2.1 Projects executed by Guyana Marketing Corporation

#### 2.1.1 The Farmers' Assistance Programme and Grow More Food Campaign

The Grow More Food Campaign was launch on 29<sup>th</sup> March 2008, with GMC as the executing agency. While this campaign is a novelty idea this is the first time a market led approach has been taken. The idea behind this initiative is to **“Maximize Food Production”, “Earn More”, “Maximize the use of all Resource”, “Provide Quality Food for All”, “Supply the Export Market”, and “Provide Adequate Food at an Affordable Price”.**

This campaign continued in 2009 as the **“Farmers' Assistance Programme”**. While global projection shows the number of hungry people climbing to 1.2 billion by 2025, Guyana as an agricultural based country with unlimited land and other resources to produce food and supply other countries has began its quest to help combat this hunger pandemic. It will be agreed that Guyana's ability to produce more food than the nation consumes will augur well in the drive to ensure Food security not only for Guyana but the Region as well.

The approach of assisting the producers (farmers) to consumer is an effective one that was implemented by the executing agency, thus:

#### **Training**

- More than one hundred and eighty (180) farmers were trained in **“Good Agribusiness Practices”** in the following areas: Laluni/Kuru Kuru, Parika Back, Linden, Black Bush Polders, Charity, and Anna Regina.

#### **Distribution**

Nine hundred (900) kilogram of seeds was distributed to over three hundred (300) villages covering the entire demographic of Guyana. The varieties consist of poi, pak choy, cabbage,

cucumber, egg plant, hot pepper, celery, bora, watermelon, tomato, pumpkin, lettuce, sweet pepper, okra, yam, eschallot, butternut squash etc.

- Eight hundred and ninety two (892) bottles (250ml) of Maximo (Fungicide)
- One thousand nine hundred and ninety nine (1999) bottles (250 ml) of Paraquat (Weedicide)
- Two hundred and twenty five (225) bottles (1000ml) Paraquat (Weedicide)
- One thousand one hundred and four (1,104) bottles of (250 ml) Hyperkill (Insecticide)
- One thousand five hundred and twenty six bags (50kg) fertilizer (UREA)
- Three packs of Fersan 20.20.20
- Six bottles (7 L) Marolex pro sprayer
- Four bottles (20 L) Marolex pro sprayer
- Six (6) mist blower
- Nine (9) swing fog machines
- One hundred and eighty nine (189) files
- One hundred and ninety eight (198) cutlasses
- One hundred and eight (108) shovels with seventy one (71) shovel sticks
- Sixty (60) water cans
- Eleven (11) spray cans
- Two (2) forks

Note.

Acquisition of seeds and chemical was done by a tender selection.

### **2.1.2 Flood Relief Programme**

In December 2008, Guyana recorded a record high amount of intense rainfall. As a result a number of areas along the coastline were severely affected by extended accumulation of water. This represented a major segment of the agricultural sector including rice, other crop and live

stock. In an effort to bring relief to affected farmers the Government of Guyana through the Ministry of Agriculture launched a **\$95M** relief programme.

Guyana Marketing Corporation was tasked with the responsibility as the executing agency and a task force was appointed by the Minister of Agriculture. The force consisted of officials from different agencies and department within the Ministry of agriculture. The breakdown was proposed as follows:

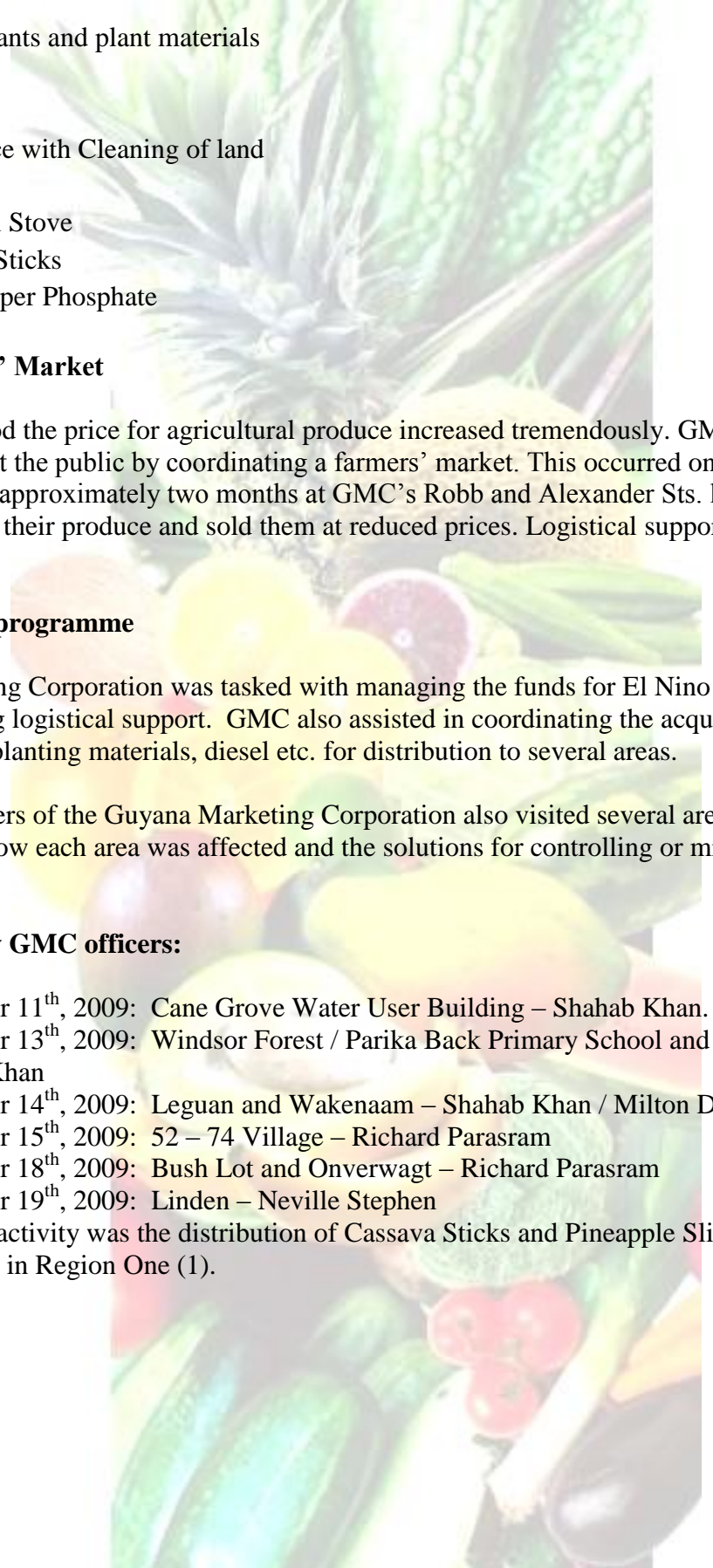
No.	Intervention	Total (\$)
1	Rice Assistance	28,800,800
2	Livestock/Animal	22,581,663
3	Pumping	20,904,197
4	Seeds and Chemical	22,714,140
	<b>Total</b>	<b>95,000,000</b>

Assistances were given to farmers in different forms after field verifications were done, the GMC staff along with several agricultural officers embarked on the verification process across several administrative regions. This process was done in sections continually over several weeks resulting in over seven hundred farmers being assisted.

The acquisition of supplies was coordinated by this corporation and was done by a tender process.

A summary of assistance were as follow:

- Support to the Civil Defense Commission
- One (1) Engine/Gaso. Keway Shaft MG 160 equipped with one (1) pulley 3” 2Ag &2BG (2 5/8 “G)
- One (1) belt/fan #A56 (Vbelt)
- Monetary contribution for the competition of the pig project at Parishara
- Monetary support to farmers
- Red Peas
- Rash Post
- Barbed Wire
- Cutlasses
- Water cans
- Finisher broiler feed
- Brand
- Maximo
- Urea Fertilizer
- Marlox
- Hyperkill
- Fersan 20.20.20
- Diesel
- Veterinary Supplies
- Paraquat

- 
- Seeds, plants and plant materials
  - Ant bait
  - Ducks
  - Assistance with Cleaning of land
  - Molasses
  - Industrial Stove
  - Cassava Sticks
  - Triple Super Phosphate

### **2.1.3 Farmers' Market**

During this period the price for agricultural produce increased tremendously. GMC took the initiative to assist the public by coordinating a farmers' market. This occurred on Saturdays and Wednesdays for approximately two months at GMC's Robb and Alexander Sts. location. Farmers brought their produce and sold them at reduced prices. Logistical support was provided by GMC.

### **2.1.4 El Niño programme**

Guyana Marketing Corporation was tasked with managing the funds for El Nino Assistance as well as providing logistical support. GMC also assisted in coordinating the acquisition of barrels, pumps, planting materials, diesel etc. for distribution to several areas.

Marketing Officers of the Guyana Marketing Corporation also visited several areas and held discussions on how each area was affected and the solutions for controlling or mitigating these problems.

#### **Areas visited by GMC officers:**

- ❖ December 11<sup>th</sup>, 2009: Cane Grove Water User Building – Shahab Khan.
- ❖ December 13<sup>th</sup>, 2009: Windsor Forest / Parika Back Primary School and Canal No. 1 – Shahab Khan
- ❖ December 14<sup>th</sup>, 2009: Leguan and Wakenaam – Shahab Khan / Milton Dookie
- ❖ December 15<sup>th</sup>, 2009: 52 – 74 Village – Richard Parasram
- ❖ December 18<sup>th</sup>, 2009: Bush Lot and Onverwagt – Richard Parasram
- ❖ December 19<sup>th</sup>, 2009: Linden – Neville Stephen

One notable activity was the distribution of Cassava Sticks and Pineapple Slips to farmers and residents in Region One (1).

### 3.0 PACKAGING FACILITIES

The Central Packaging Facility, commissioned in October 2000 and the Parika Agro-Processing Facility, commissioned in October 2008 continue to fulfill their mandate as facilities that meet the needs of exporters by catering for all preparations for export, ranging from post harvest to cleaning, washing, drying, and packaging.

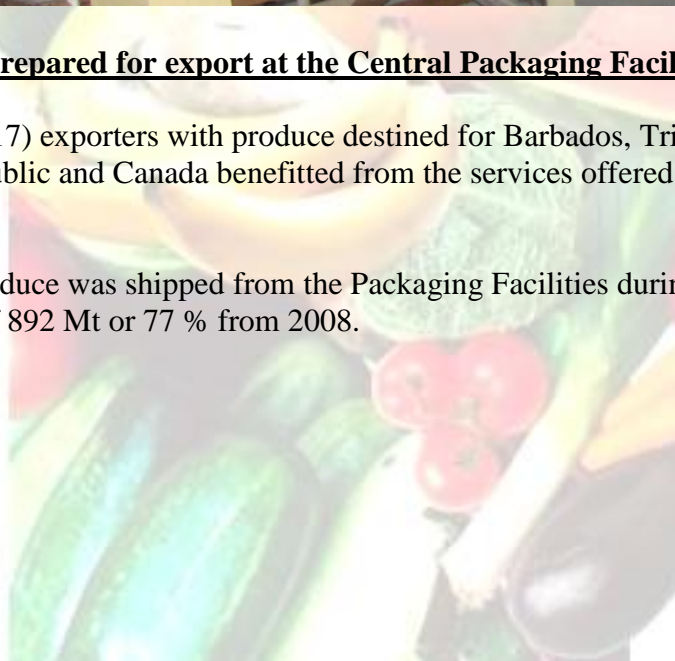
Agricultural commodities from Guyana and destined for Caribbean markets, especially Barbados, Antigua, St. Lucia and Trinidad & Tobago are prepared for export at the packaging facilities to fulfill the requirements of Trade Protocols established between Guyana and those countries.



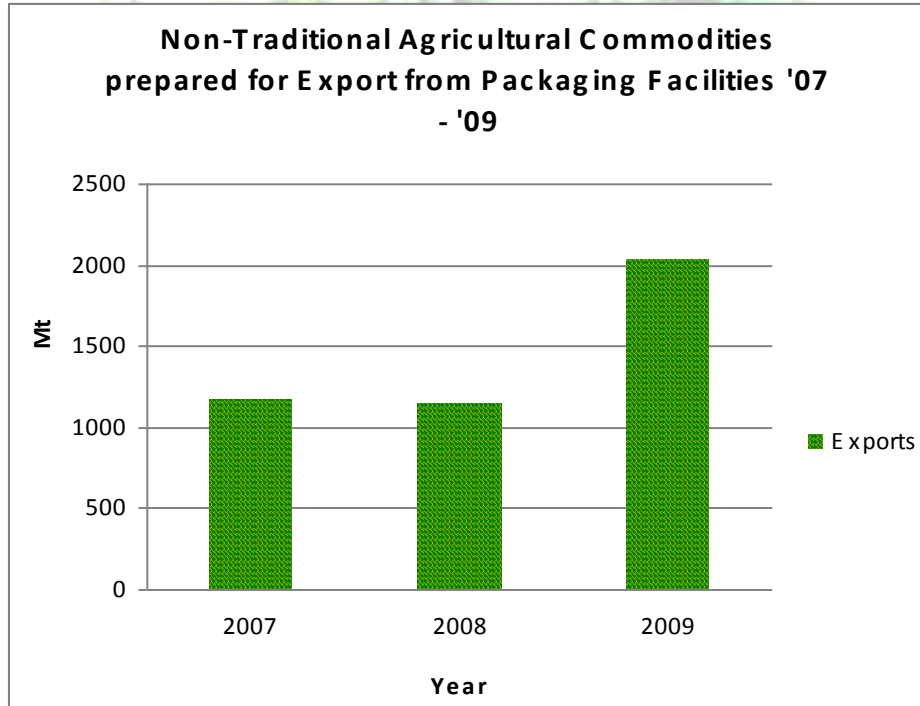
#### **Pineapple being prepared for export at the Central Packaging Facility, Sophia**

During 2009, seventeen (17) exporters with produce destined for Barbados, Trinidad & Tobago, Antigua, Dominican Republic and Canada benefitted from the services offered at the packaging facilities.

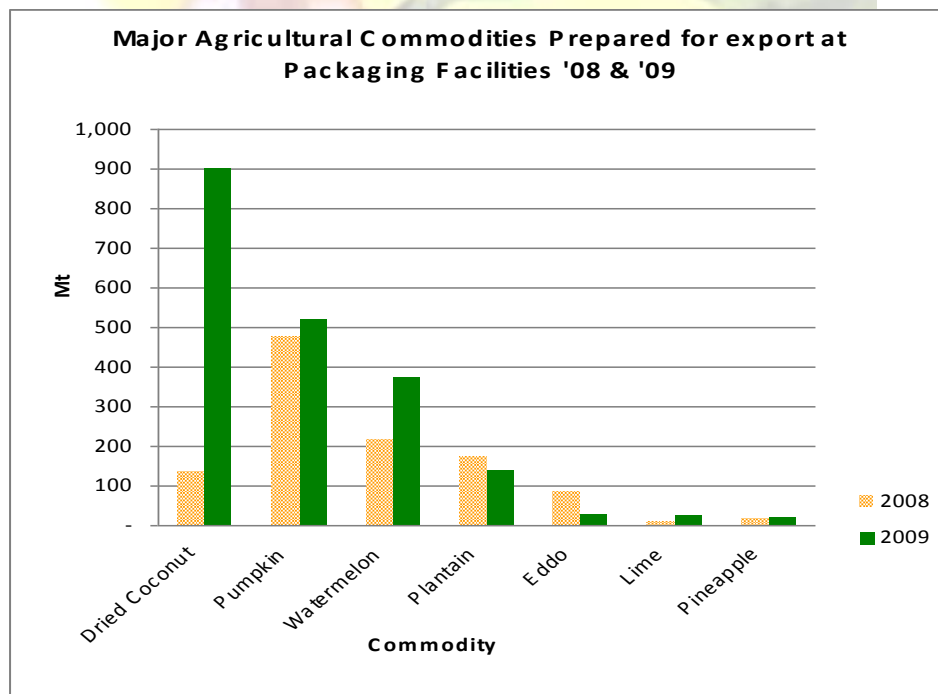
A total of 2,031 Mt of produce was shipped from the Packaging Facilities during 2009. This represented an increase of 892 Mt or 77 % from 2008.







One hundred and twenty-nine (129) shipments were prepared for export to regional and extra-regional destinations from the packaging facilities during 2009. This represents a 12% increase in total shipments from the packaging facilities, an indication that demand for their services is increasing.



## **4.0 ADMINISTRATIVE /ACCOUNTING UNIT ACTIVITIES**

### **4.1 ADMINISTRATIVE DEPARTMENT**

#### **4.1.1 Employment**

Guyana Marketing Corporation prides itself as an equal opportunity provider; employment is based upon the needs of the Corporation and qualifications and experiences of the candidate, regardless of ethnicity, sex, sexual orientation and no discrimination against persons with disabilities.

#### **4.1.2 Recruitment**

Guyana Marketing Corporation recruited:

Permanent: Eight (8) employees

Temporary: Three (3) employees

Promoted: Two (2) employees

Secondment: One (1) employee to Ministry of Agriculture

Resignation: Five (5) employees

Retirement: One (1) employee

Dismissal: Four (4) employees

#### **4.1.3 Time Loss**

Power outages were one of the major contributors for work time loss at the Corporation, resulting in more than one hundred and ninety (190) hours loss.

#### **4.1.4 Extra Hours Gained**

An accumulation of over three thousand (3000) extra hours was gained by the corporation resulting from staff working overtime.

#### **4.1.5 Staff Health Insurance and Pension Scheme**

Guyana Marketing Corporation has had its staff's pension plan along with its health insurance scheme set up with CLICO. Following the CLICO's fiasco, the Chairman, directors, management and staff unanimously agreed to set up a new plan.

## The plan

After one year of service the corporation pays the employee's pension contribution fully while the employee pays their health insurance contribution fully, the health insurance being optional.

### 4.1.6 Staff Training

- Ten (10) staff attended a training session on the uses of the Fire Extinguishers on the 8<sup>th</sup> June, 2009.
- Five staff attended a training on '*Market and Rural Enterprise Development*' and '*Organizational Strengthening & Human and Social Capacity Building*' from December 14 -16, 2009.

### 4.1.7 New Assets

- HFC1020 Series refrigerated Truck (JAC)
- Window type air conditioner unit (Green)

### 4.1.8 Staff Uniform

In an effort to maintain uniformity of the corporation, female staff were each given five (5) different colours of uniform material and an allowance for sewing the uniforms, while male staff were given five (5) different colours of shirts and trousers to be worn in 2010.

## 4.2 Accounts

The corporation's budget for 2009 was:-

* Current	-	G\$ 5,000,000
Capital	-	G\$ 0

The Auditor General has audited the Financial Statement for 2008, this activity was sub-contracted to Nizam Ali and Company and no discrepancy was found.

## **5.0 PRICE TRENDS AND SUPPLY**

### **5.1 Price Trends**

During the year 2009 Wholesale and Retail prices for commodities were collected from several markets. These markets were as follows:

- Stabroek Retail Market
- Stabroek Wholesale Market
- Bourda Wholesale Market
- Bourda Retail Market
- Parika Opengate
- Parika Farmgate
- Anna Regina Wholesale Market
- Charity Wholesale Market

### **5.2 Supply**

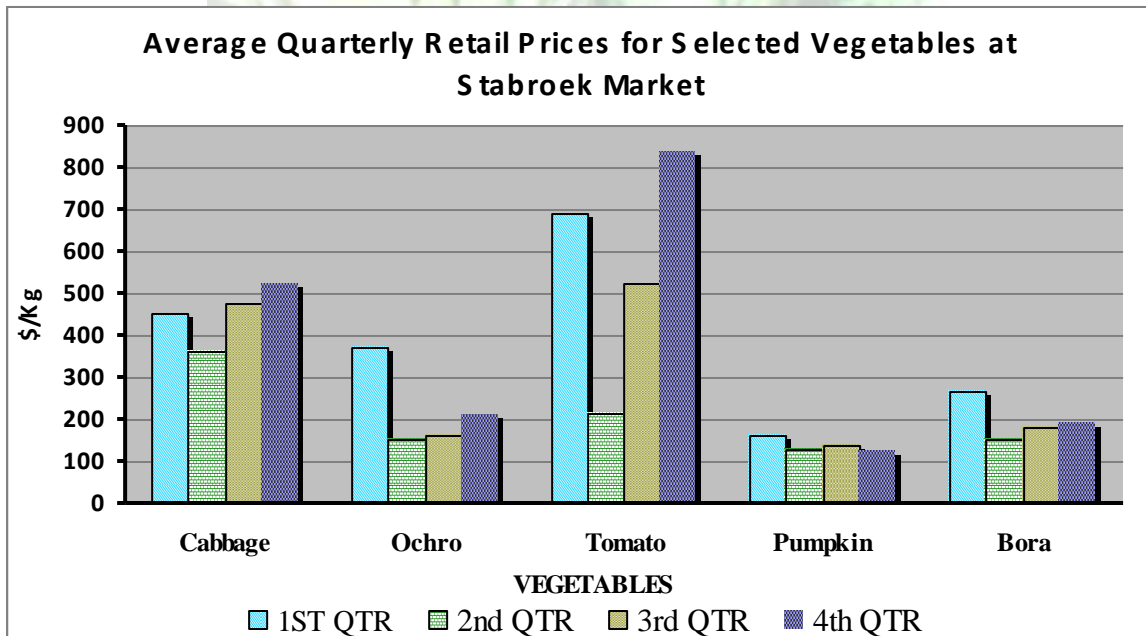
There were adequate supplies of fruits and vegetables on the local market for consumers during most of 2009. However, it was noted that the prices for some commodities increased during the year indicating that there was a shortage in supply during some months in 2009. Some of the commodities that were in short supply during some periods in the year were pineapple, plantain, ginger, tomato and watermelon. The short supply of watermelons and pineapple coincided with a decrease in the size of these commodities and this resulted in an increase in their prices. The dry weather condition prevalent during the final quarter of 2009 was responsible for the decrease in sizes of watermelons and pineapple.

### **5.3 Price Analysis**

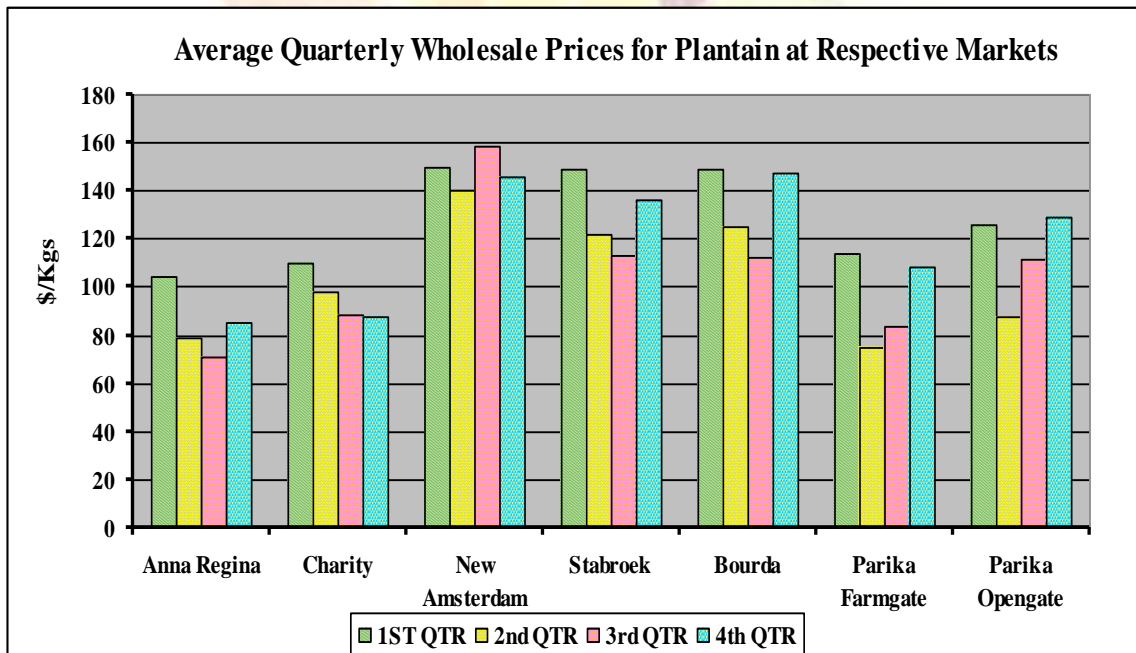
#### **5.3.1 Vegetables**

Most vegetables are available year-round with an average of three or four crops per year based on their availability at the markets. During the first quarter, most vegetable prices were high in comparison to the other quarters. This was as a result of the December '08 – January '09 floods which resulted in a severe reduction in the quantities of vegetables available on the market. Calaloo, cucumber and saeme experienced consistently increasing prices throughout the year at Parika and New Amsterdam Markets.

Plantains experienced increasing prices during the final quarter of '09 due to a reduction in their supply as a result of an economically important disease affecting the commodity.



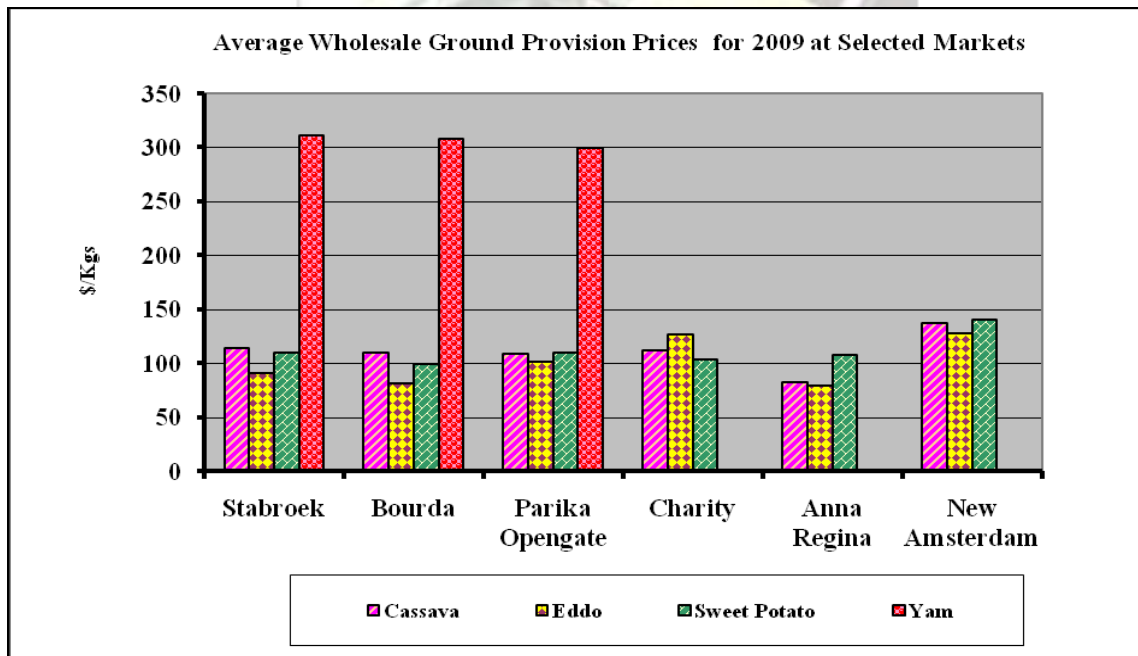
Price trends for most vegetables were similar at Bourda and Stabroek Markets.



### 5.3.2 Ground Provision

Ground provision prices have fluctuated throughout 2009. Wholesale and retail cassava and sweet potato prices have consistently decreased at all the markets during all quarters of the year. Yams however, experienced consistently increasing prices at Bourda, Parika Farmgate and Stabroek Markets.

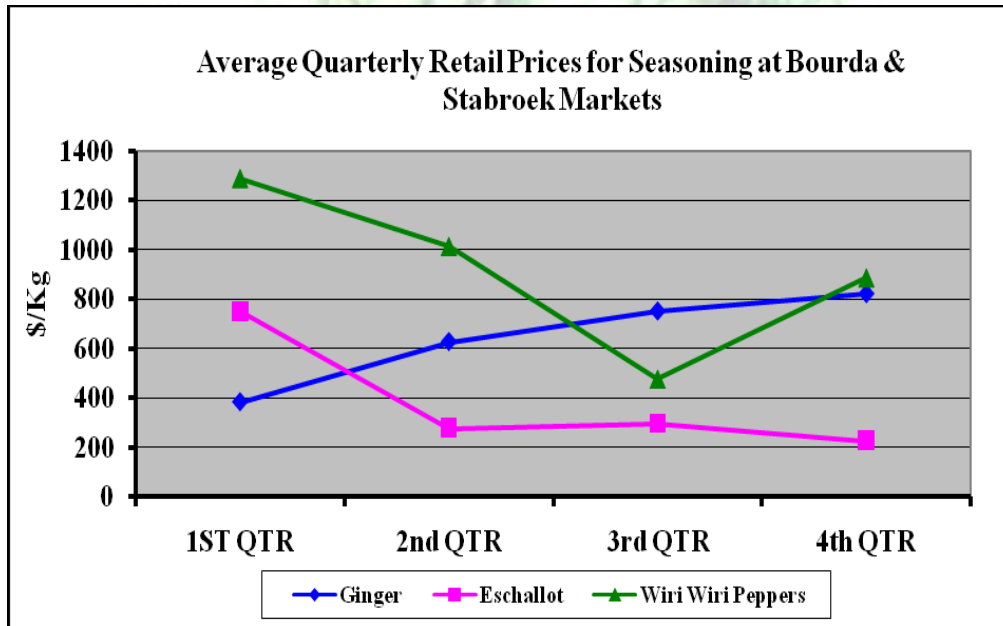
Ground provision prices at New Amsterdam were higher than at other markets. This may be because persons are generally involved in subsistence agriculture planting ground provisions. There was notable absence of yams at Charity, Anna Regina and New Amsterdam Markets throughout 2009 and this is as a result of few persons involved in planting yams in these areas.



### 5.3.3 Seasoning

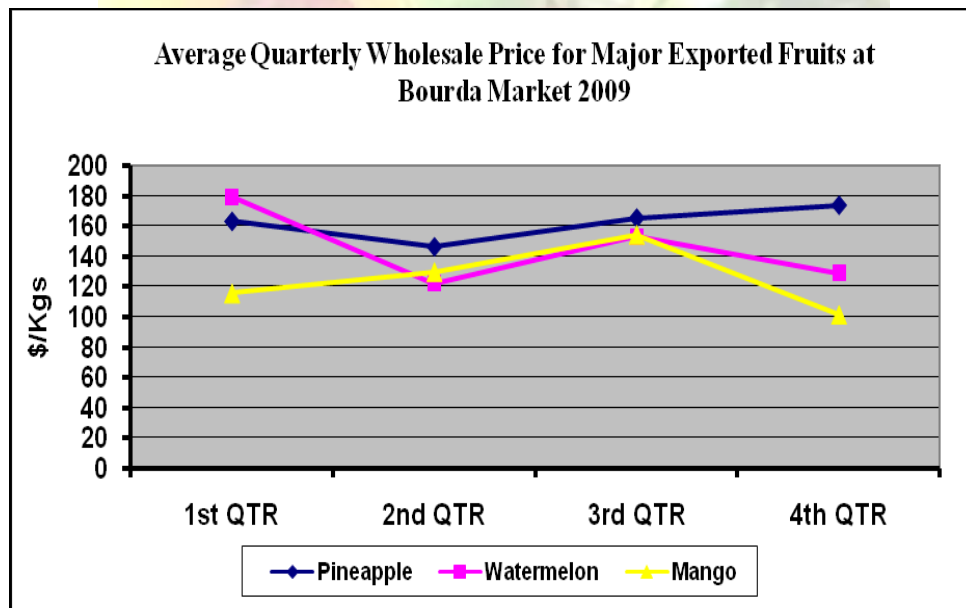
Pepper (sweet, hot and wiri wiri) prices have fluctuated throughout 2009 with prices reducing in the second and third quarters and increasing in the fourth quarters. The increase in the fourth quarter may be as a result of the Christmas season when demand for these products is usually increased.

Eschallot however, experienced consistently decreasing wholesale and retail prices throughout the year.



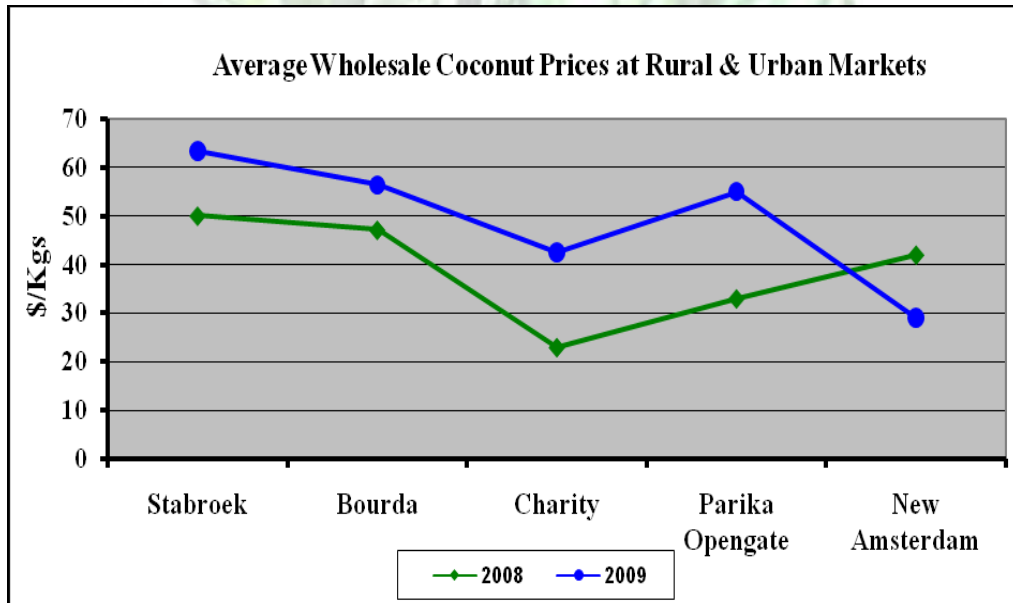
### 5.3.4 Fruit

Most fruits grown in Guyana are seasonal and as such are not always readily available at the markets. Watermelon and pineapple are usually available year-round. However during the fourth quarter of 2009 there was a reduction in the sizes of pineapple available on the markets, resulting in increased prices during that quarter.



A comparison of coconut prices at rural and urban markets for 2008 and 2009 indicated that prices were higher during 2009 at all markets, except New Amsterdam. Lower prices at New

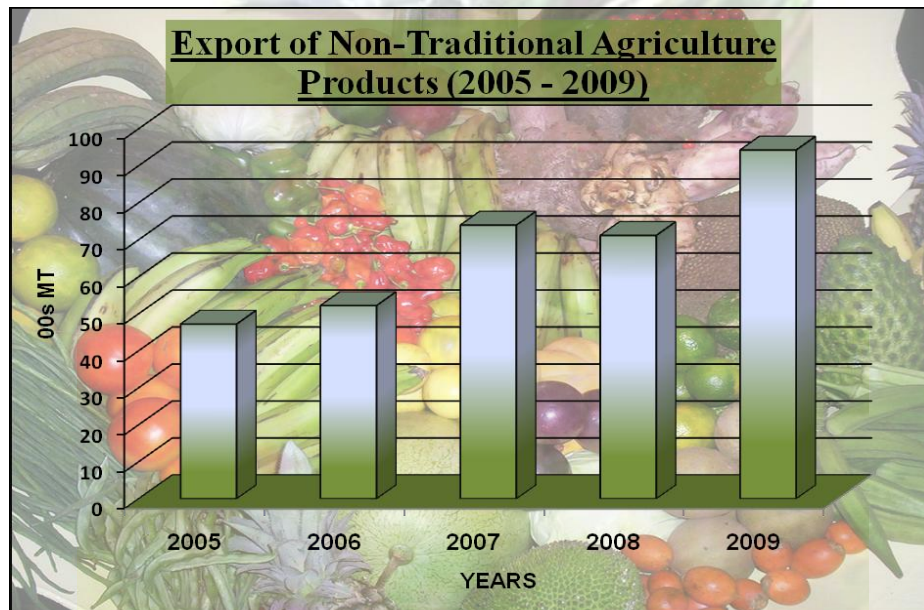
Amsterdam Market can be attributed to the fact that most households in Region Six (6) have their own supply of coconuts and as such its demand is not high at the market.





## 6.0 PRODUCT EXPORTED: VOLUME, VALUE, SHIPPING METHOD, IMPORTING COUNTRY

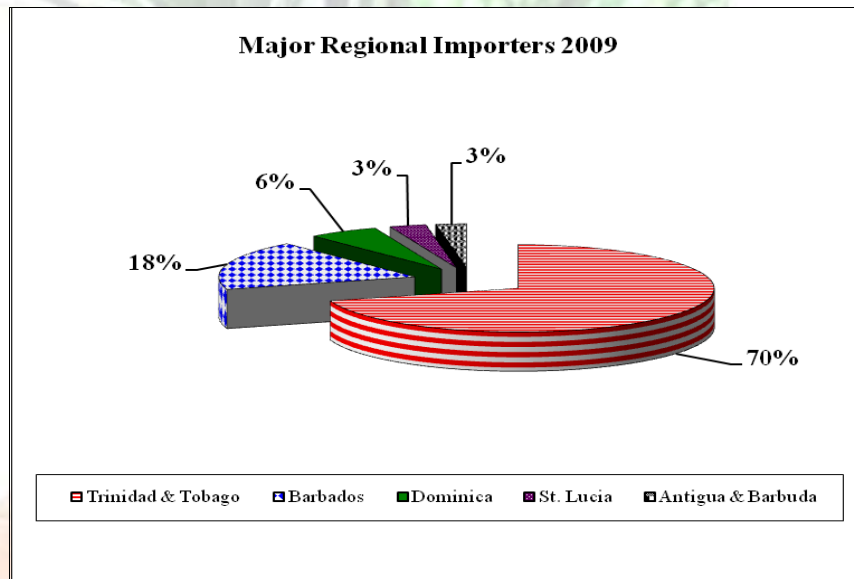
The total volume of non-traditional products exported during 2009 was 9,423 Mt valued at G\$ 1.1 billion or US\$ 5.2 million. Exports for 2009 were 32.45% or 2,308 Mt higher than that of 2008. Comparison of exports over the last five years showed that there was a steady increase, except in 2008 where exports were lower than 2007, but higher than previous years.



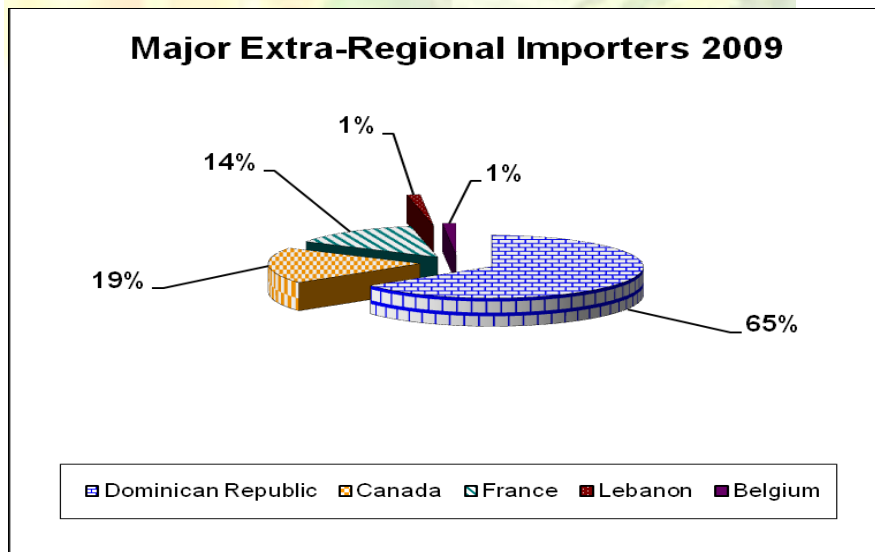
Of the total exports, 723Mt or 7.7 % were exported by air and 8,700 Mt or 92.3% were exported by sea.

6,127Mt or 65 % of overall total was exported regionally, whilst 3,296 Mt or 35 % was exported extra-regionally.

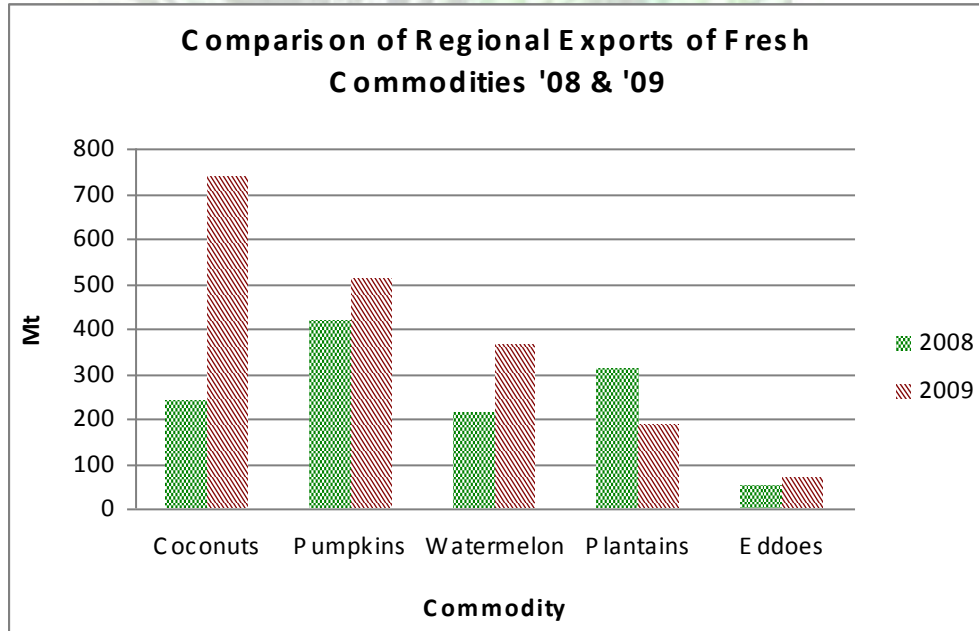
The major importing countries regionally were Trinidad and Tobago (4,176 Mt), Barbados (1,075 Mt), Dominica (340 Mt), St. Lucia (176 Mt) and Antigua and Barbuda (147Mt).



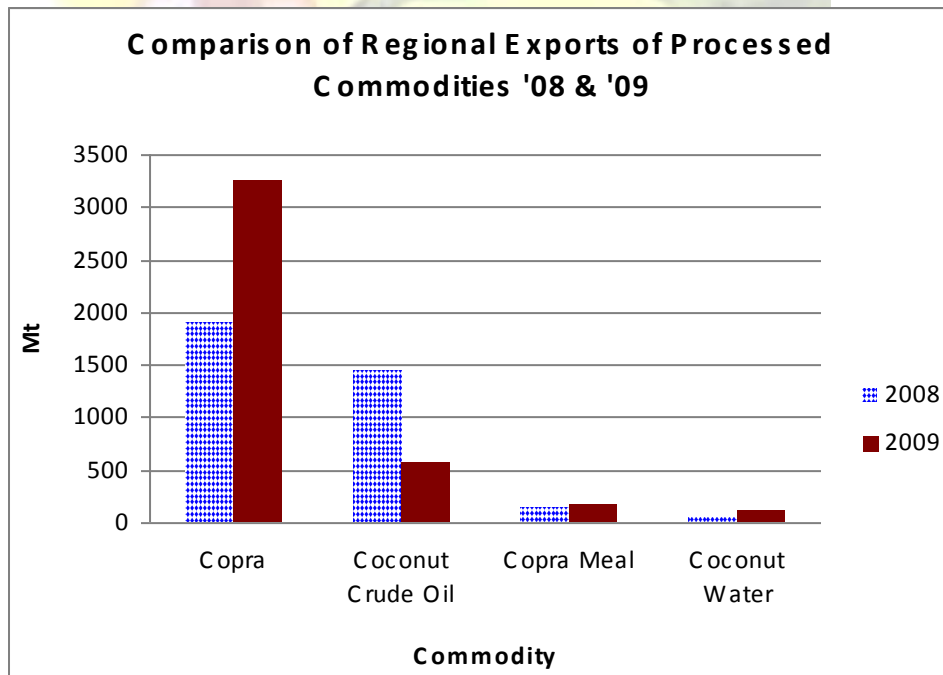
The major importing countries extra-regionally were Dominican Republic (2,106 Mt), Canada (604 Mt), France (452 Mt), Lebanon (46 Mt), Belgium (46 Mt).



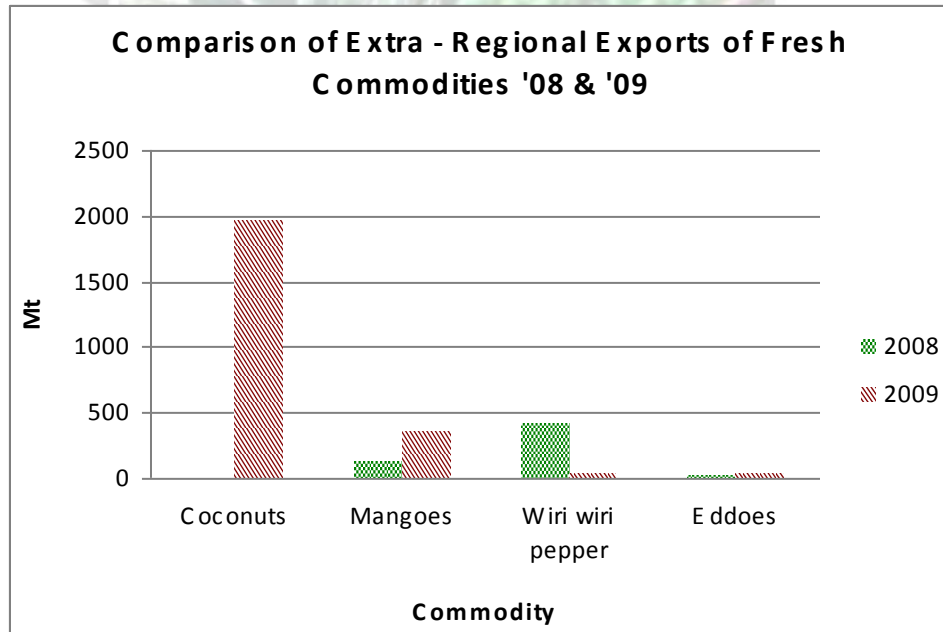
The major fresh commodities exported regionally were dried coconuts (737 Mt), pumpkins (512 Mt), watermelon (365 Mt), plantains (187 Mt) and eddoes (65 Mt).



The major processed commodities exported regionally were copra (3,249 Mt), coconut crude oil (569 Mt), copra meal (179 Mt) and coconut water (108 Mt).

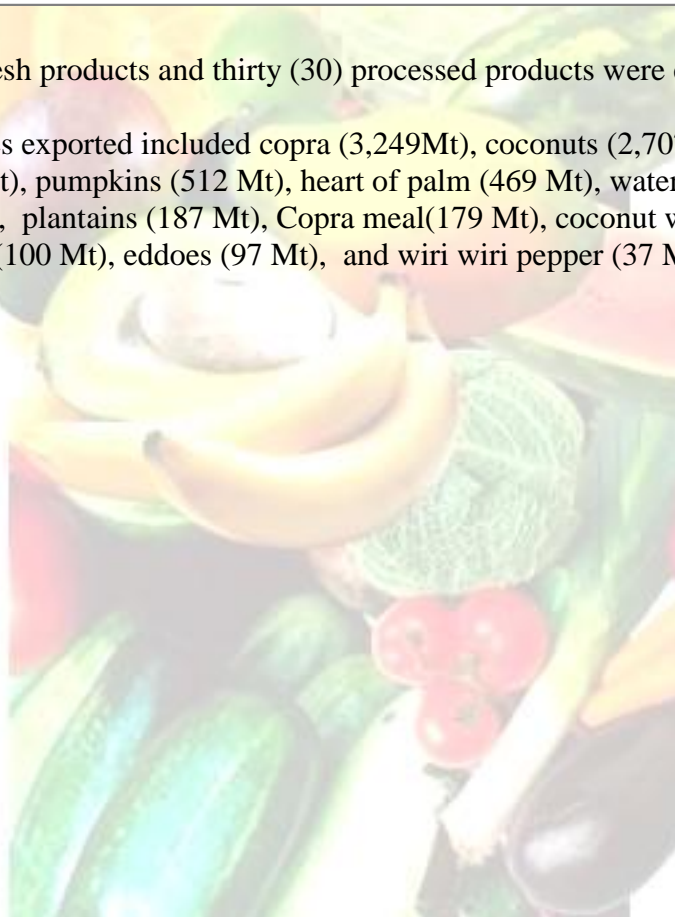


The major fresh commodities exported extra-regionally were dried coconuts (1,970 Mt), mangoes (358 Mt), wiri wiri pepper (37 Mt) and eddoes (32 Mt). The major processed commodities exported extra-regionally were heart of palm (469 Mt), pineapple chunks (100 Mt) and coconut crude oil (25 Mt).



Fifty-three (53) fresh products and thirty (30) processed products were exported for 2009.

Major commodities exported included copra (3,249Mt), coconuts (2,707 Mt), crude coconut oil (594Mt), pumpkins (512 Mt), heart of palm (469 Mt), watermelons (365 Mt), mangoes (358 Mt), plantains (187 Mt), Copra meal(179 Mt), coconut water (108 Mt), pineapple chunks (100 Mt), eddoes (97 Mt), and wiri wiri pepper (37 Mt).



## 7.0 RELATIONSHIP BETWEEN THE CORPORATION AND ITS CLIENTS

Throughout the year the corporation maintained cordial relationships with public sector agencies, private sector organizations and companies, international agencies and farmer organizations. Major stakeholders were:

- Ministry of Agriculture
- Guyana Office for Investment
- National Agricultural Research Institute
- Pesticide and Toxic Chemicals Control Board
- Inter American Institute for Cooperation on Agriculture
- Guyana National Bureau of Standards
- Caribbean Airlines
- DIGICEL
- Trade Facilitation Office of Canada (TFO)
- Linden Economic Advancement Programme (LEAP)
- National Agricultural Marketing Corporation of Trinidad (NAMDEVCO)

Additionally, the corporation strengthened its relationship with the many agro-processors and exporters in Guyana.

## 8.0 PUBLIC RELATIONS

Guyana Marketing Corporation has continued to keep the public well informed through several features, press releases, television programmes and publications.