



# SUMMARY DAY 1

# STRATEGIC ISSUES

- Production and Post harvest management
- Policy and Institutional Framework
- Marketing
- Transportation and Logistics
- Management Skills
- Financing and Investment

# Production & Postharvest management

- Strategic objective re Food & Nutrition Security (national & regional levels)
- Critical mass (both raw and processed products) SMEs, large farms, established processors
- Focus on specific commodities (fruit, veg, root crops, processed foods, meats & dairy products, nursery stocks, craft & souvenirs, health & wellness products)

# Production & Postharvest management

- Need for conversations at national level along the value chain (tripartite example from CB)
- Also at regional level (CTO, CHTA, CAIC, Chefs Federation ?, Supermarket Association ?)
- With major regional players (Sandals, Goddards, MASSY ?)
- Organic as a niche
- Climate change adaptation – Insurance and Risk management

# Policy & Institutional framework

- Support for key constraints to production
- Re-engineering of Ministries of Agriculture
- Market Information Systems re availability, prices
- Regional MIS (coordination of JAMIS, ABIS, NAMDEVCO, etc)
- Focussed action on the part of support institutions

# Marketing and export development

- Creative solutions to meeting demands (esp. for SMEs)
  - Contract manufacture in source markets
  - Regional hubs for distribution (North, East, South)
  - Farmers markets (retail, wholesale)
  - Packhouse infrastructure (QM, SPS compliance)
  - Role for trade missions & diaspora in out-turn analysis of exports
  - Supermarket branding

# Transportation & Logistics

- Need for intra-regional freighting and logistics solutions
- Warehousing and distribution hubs in region and in source markets
- Training & capacity building
- Role for diaspora

# Management Skills, KM

- Training and Capacity building
  - How to create structures to allow farmers to participate in sustainable commercial chains
  - Value chain relations and collaboration
  - Securing the future through youth empowerment
  - QM, SPS
  - Specific technical areas (livestock management, forage production using local species,
  - Certification
  - Information sharing



# Financing and Investment

- Systems to address receivables – factoring, role for development banks, PPP
- Investment in rural tourism sites and attractions
- Non-traditional financing
  - Crowd funding
  - Business Angels
  - EXIM finance