



DOMINICA



**11TH EUROPEAN DEVELOPMENT FUND (EDF)
REGIONAL PRIVATE SECTOR DEVELOPMENT PROGRAMME (RPSDP)
IMPACT REPORT 2017-2022**

DOMINICA BENEFITS

2017-2022

Total Grant Funding for Dominica was **USD295,455.16** awarded to

13 FIRMS

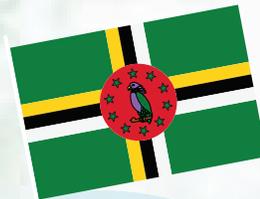
4 participants



attended **trade missions, expos, and conferences**

326

stakeholders from Dominica



benefitted from at least **44 different** in person interventions and **38 webinars**

3

stakeholders



participated in the **Absolutely Caribbean Trade Show**

4

stakeholders



presented at the **CAIPA activities**

48 stakeholders

participated in

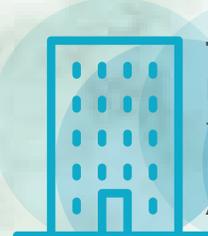


1 capacity building programmes held in country

1 participant benefitted from the **WE-Xport programme**



1 firm benefitted from the **IICA Youth Accelerator**



CARIBBEAN EXPORT DEVELOPMENT AGENCY (CARIBBEAN EXPORT)

THE ONLY REGIONAL EXPORT DEVELOPMENT, TRADE, AND INVESTMENT PROMOTIONS ORGANISATION OF THE FORUM OF CARIBBEAN STATES (CARIFORUM).

Caribbean Export works closely with the CARIFORUM Directorate, relevant government ministries across the Caribbean, as well as with other public-private sector agencies that have responsibilities to develop and promote business, trade, and investment.

Caribbean Export is in its fourth year of implementing the 11th European Development Fund (EDF) Regional Private Sector Development Programme (RPSDP), which began in 2017 and will end in 2022. With the funding of USD29,011,075 under 11th EDF RPSP, together with contributions from CARIFORUM beneficiary states, the Agency has been able to support over 12,402 stakeholders in 2017-2022 from the **15** countries across the region, impacting the growth of the regions private sector.

Dominica has seen **326** stakeholders (entrepreneurs, firms, BSOs, and government ministries) benefit from at least **44** different in-person interventions during the 2017-2022 and **38** webinars during the 2017-2021 period of Caribbean Export's implementation of the 11th EDF RPSDP.

One of the most direct ways in which Caribbean Export has achieved private sector development is through its flagship funding programme, the Direct Assistance Grant Scheme (DAGS). The Agency has awarded USD3,976,003.06 in direct assistance grants to 108 CARIFORUM firms over the period 2017-2019. There were two Calls for Proposals made in 2018 and 2019. In Dominica, Caribbean Export awarded a total of USD155,434.54 (USD93,375.08 in 2018 and USD62,059.46 in 2019) via the DAGS to 5 firms, representing the manufacturing, tourism, and services sectors.

In response to the COVID-19 pandemic, the Agency with funding from the EU developed the Direct Support Grant Scheme (DSGP) a non-reimbursable grant valued between USD5,000 – USD16,000, which is provided for CARIFORUM firms to implement approved projects. Since January 2020, the Agency has launched **2** successful calls under the DSGP. 149 beneficiaries were awarded grants totaling 959,563.11. From Dominica (**DCP Successors Limited, Jaydees Naturals, Bunny's (Cakes and Catering), Arbeedee Limited T/A Douglas Ice Cream and Rodney's Wellness Retreat Inc.**) 5 firms were awarded grants totaling USD105,020.62.

The Agency also collaborated with the Caribbean Development Bank to launch the Technical Assistance Programme (TAP) on May 31, 2021. The TAP will provide 100% coverage of eligible costs or a maximum of USD15,000.00

per grant. The collaboration resulted in the disbursement of USD935,289.55 to 61 beneficiaries. 3 firms from Dominica benefitted from the programme receiving USD35,000.00.

The Productivity Network (ProNET) training is designed for owners and managers of CARIFORUM SMEs operating primarily in the manufacturing sector to enhance business efficiency and effectiveness. The training was launched in 2010 and is executed in partnership with GIZ and local BSOs, comprising of 10 modules, which cover key areas on managing and enhancing the competitiveness of a business. From January 2017 to December 2022, the Agency hosted 19 ProNET training sessions benefitting at least 166 CARIFORUM participants. Dominica has benefitted from 1 training as at the end of December 2022.



Caribbean Export's collaboration with the World Bank's Entrepreneurship Program for Innovation in the Caribbean (EPIC) saw the launch of the Caribbean Investment Facilitation Project (CIFP)/LINK-Caribbean. This programme supports the on-going development of a structured business angel investing ecosystem in the Caribbean (Caribbean Business Angel Network - CBAN) and the distribution of investment facilitation grants (Co-Investment Grant and Investment Readiness Grant). During the period, the Agency awarded a total of **USD650,000.00** in Co-Investment Grants for **10** firms and **USD350,000.00** in Investment Readiness Grants for 14 firms. **USD15,000.00**

was also provided through the 5-5-5 Pitch Competitions.

Supporting SMEs through capacity building is a key component of the Agency's work. The delivery of training and certification, and increased access to market intelligence including improving SMEs knowledge of relevant trade agreements, contributes towards this component. **48** Dominican stakeholders participated in **1** such initiative held in Dominica.

Caribbean Export also provides export promotion support to SMEs through market penetration initiatives including trade missions, expos, and conferences. For the period 2017- 2022, Caribbean Export supported and assisted approximately 364 participants from firms within various CARIFORUM States, to attend approximately 29 trade mission and expos. A total of **4** stakeholders from Dominica benefitted from this support.

Caribbean Export also sponsored 93 firms to attend the 4th CARIFORUM-EU Business Forum in Frankfurt, Germany, the flagship event for the Agency in 2019. The Forum provided the platform for firms and BSOs to exhibit their products and services to 68 European buyers and engage with potential investors. DEXIA represented **3** Dominican firms: **Jolly's Pharmacy, DCP Successors, and Benjo Seamoss Agro Processing** at the event.

Due to the COVID-19 pandemic, the Agency hosted the Absolutely Caribbean Virtual Tradeshow (ACVT) on November 5, 2020. The event benefitted forty-seven (47) CARIFORUM firms from alcoholic beverages (8 firms), natural cosmetics (10 firms), natural products (18 firms) and sauces and condiments (11 firms) sector. **3** stakeholders from Dominica (**Dominica BSOs DEXIA and DAIC and Caribbean Agro Producers Corporation**) benefitted from this intervention.

“The DAGS programme has contributed timely financing for survival of Rodney Wellness Retreat in the face of business disruptions caused by severe weather events and by the pandemic, which has adversely impacted the global tourism industry.”

-

Rodey Wellness Retreat

During the virtual tradeshow, exhibitors engaged in



two hundred (200) B2B meetings.

Seven themed webinars



based on the **sectors of interest** were hosted with industry experts during the tradeshow.

The ACVT attracted



seventy (70) qualified buyers, four hundred and fifty (450) registrants and two hundred and forty-three (243) attendees.

Investment promotion is another important area of focus for Caribbean Export. As the Secretariat for the Caribbean Association of Investment Promotion Agencies (CAIPA), Caribbean Export's work in investment promotion is focused on capacity building, brand development and promotion, research and information, advocacy, and supporting the sustainability of the CAIPA. **4** stakeholders from Dominica were presented at four CAIPA activities executed by Caribbean Export.

The Agency continually renews its emphasis on fostering environments to increase employment creation, inclusiveness; particularly for youth, women, and indigenous groups in CARIFORUM states, through targeted interventions that provide new and innovative framework for growth and development.



Yvonne Amour-Hill, Dominica Tours

The WE-Xport programme was designed in 2018 to support Caribbean women in business to start exporting or

increasing the exports of their products and services. The programme provided support to twenty (20) women-owned businesses within CARIFORUM, towards the improvement of their export development and competitiveness. The WE-Xport programme cohort included the firm Dominica Tours from Dominica.



Kalinago basketry

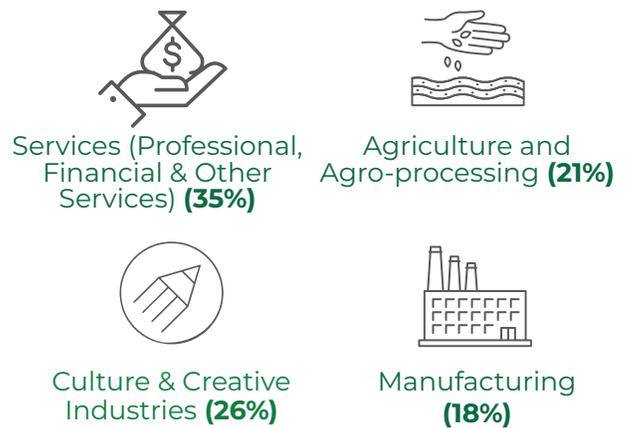
The Agency executed the IICA Youth Accelerator from August 2020 in partnership with the Inter-American Institute for Cooperation on Agriculture (IICA). This accelerator aimed to develop the export capacities and competitiveness of youth owned MSMEs in CARIFORUM. 8 agro-processing firms benefitted from this accelerator. 1 company from Dominica, Big G benefitted from the Accelerator.

In 2017, Caribbean Export provided support for the development of a strategic plan for the design and implementation of a “model farm,” using climate smart technologies and processes to reduce the vulnerability on agriculture in the Kalinago Territory. The project was in direct response to the catastrophic damage the country endured from Hurricane Maria in 2017.

The gender distribution of Dominican stakeholders that participated at Caribbean Export’s interventions over



The sectors that benefitted from the Agency’s interventions included:



11th EDF RPSDP (2017-2022) Statistics at a Glance



Please note that the participants total provided does not reflect the total number of beneficiary firms, as one firm is likely to have participated in multiple Agency interventions and would be counted as a participant for each. Further, a single firm may have sent multiple participants to an intervention.