



JAMAICA



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

**JAMAICA BENEFITS
2017-2022**

1,289
stakeholders from
Jamaica



benefitted from at least **67 different in-person interventions**

156 stakeholders
participated in



7 capacity building programmes held in country

11
firms



participated in the **Absolutely Caribbean Trade Show**

29
stakeholders



presented at the **CAIPA activities**

43



beneficiaries attended **angel investment forums and summit**

**Total Grant Funding
for Jamaica was
USD1,659,689.28
awarded to**

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



63 FIRMS



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

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 2023. 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 from the **15** countries across the region, impacting the growth of the regions private sector.

Jamaica has seen **1,289** stakeholders (entrepreneurs, firms, BSOs, and government ministries) from Dominica benefit from at least **67** different in person interventions in 2017-2022 and **38** webinars during the 2020-2021 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. Two Calls for Proposals were made in 2018 and 2019. In Jamaica, Caribbean Export awarded a total of USD960,428.99 (USD569,051.94 in 2018 and USD391,377.05 in 2019) via DAGS to **26** firms from Jamaica, representing the manufacturing, agro-processing, professional services, aquaculture, and agriculture 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 launched **2** successful calls under the DSGP. **149** beneficiaries were awarded grants totaling USD3,416,140,11.

28 companies from Jamaica were awarded grants totaling USD564,377.31.

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. **9** firms from Jamaica benefitted from the programme receiving USD134,882.98

Beneficiaries of grant funding originate from a multiplicity of sectors. Manufacturing (26), Agriculture/Agroprocessing (17) and Services (8) were amongst the greatest impacted sectors.

“Funding provided by Caribbean Export Development Agency allowed the company to purchase much needed promotional materials which led to an increase in sales. It also allowed the company to register its trademark in over 27 countries.”

-

Patwa Apparel

From January 2017 to December 2022, the Agency hosted 19 ProNET training sessions benefitting at least 227 CARIFORUM participants. Jamaica has benefitted from 4 trainings 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 (CIPP)/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 to 10 firms and USD350,000.00 in Investment Readiness Grants to 14 firms. USD15,000.00 was also provided through the 5-5-5 Pitch Competitions. In Jamaica, **5** firms were awarded **USD125,000.00** (USD25,000.00 each) in Investment Readiness Grants and **7** companies were awarded **USD425,000.00** in Co-Investment Grants.

The Agency also convened the inaugural Caribbean Angel Investors Forum (CAIF) which provides the opportunity for existing and prospective investors to hear first-hand about angel investing in the Caribbean. Caribbean Export facilitated **42** stakeholders from Jamaica to two angel investment forums held in Jamaica and Trinidad and Tobago. **1** Jamaican stakeholder was also facilitated at the National Angel Capital Organization (NACO) 2018 World Angel Investment Summit in Canada.

Supporting SMEs through capacity building is a key component to 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. **156** Jamaican stakeholders participated in **7** such initiatives held in Jamaica.

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 **39** stakeholders from Jamaica benefitted from this support.

Caribbean Export 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. **15** firms from Jamaica benefitted as participants 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 including **11** firms from Jamaica.

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. **29** stakeholders from Jamaica were present at one CAIPA activity executed by Caribbean Export.



Eco Farms

Two notable outcomes from the 2017 Outsource to the Caribbean Conference (OCC) were the launch of two investment projects (call centres) in Jamaica in 2018: Office Guru opened a call centre valued at US\$1.5 million creating three hundred (300) agent jobs and Fusion BPO launched a call centre valued at US\$3.0 million creating six hundred (600) agent jobs.

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



Benlar Foods

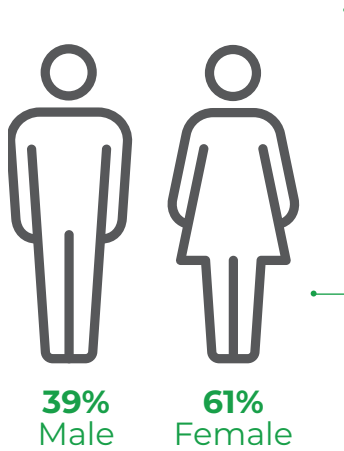


Your True Shade Cosmetics

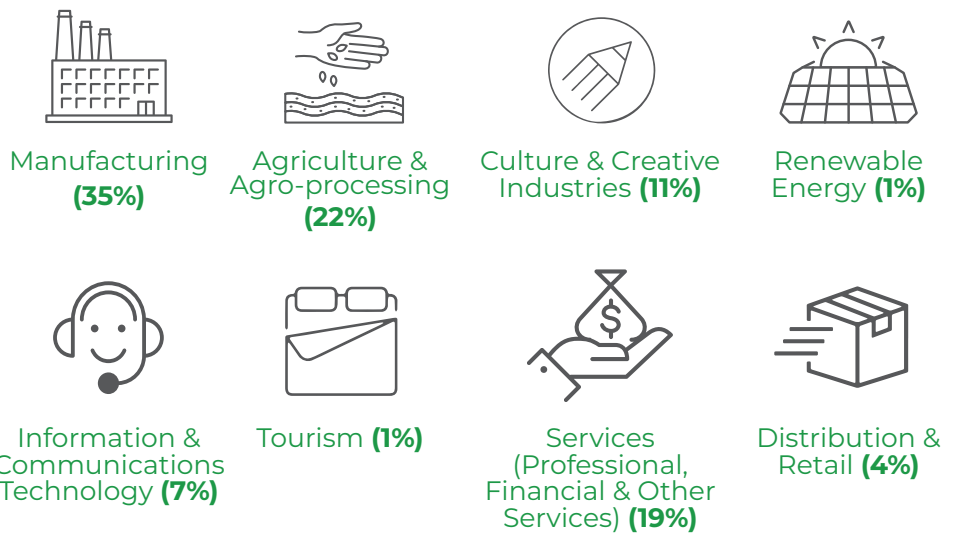
interventions that provide new and innovative framework for growth and development.

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 **3** firms: Ecofarms, Benlar Foods and Your True Shade Cosmetics from Jamaica who were all successful in completing the programme from 2018-2019.

The **gender distribution of Jamaican participants that benefitted from Caribbean Export's interventions over 2017-2022** was



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



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



USD29,011,075 in Programme Funding

12,402 beneficiary stakeholders

15 CARIFORUM countries



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.