



ST. KITTS AND NEVIS

T11TH EUROPEAN DEVELOPMENT FUND (EDF) REGIONAL PRIVATE SECTOR DEVELOPMENT PROGRAMME (RPSDP) IMPACT REPORT 2017-2022

ST. KITTS AND NEVIS BENEFITS 2017-2022

351

participants from
St. Kitts and Nevis



benefitted from at least **39 different**
in-person interventions and 31 webinars

163 stakeholders

participated in



14 capacity building programmes

held in country



8 participants

attended trade missions,
expos, and conferences



1

firm

participated in the
**Absolutely
Caribbean Trade
Show**

2 firm

benefitted
from the
**OECS Youth
Accelerator**

Total Grant Funding
for St. Kitts and Nevis was
USD189,324.36
awarded to

8 FIRMS



1

stakeholder

presented at the
CAIPA activities



3

beneficiaries
attended **angel
investment
forums** and
summit



1 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 2022. With funding of **USD29,011,075** under 11th EDF RPSDP, together with contributions from CARIFORUM beneficiary states, the Agency has been able to support over **12,402** stakeholders in 2017-2021 from the **15** countries across the region, impacting the growth of the region's private sector.

St. Kitts and Nevis has seen **351** stakeholders (entrepreneurs, firms, BSOs, and government ministries) benefit from at least **45** different in-person interventions and **31** webinars period the 2020-2022 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 St. Kitts and Nevis, Caribbean Export awarded a total of **USD68,509.35** (USD36,889.65 in 2018 and USD31,619.70 in 2019) via the DAGS to **2** firms, representing the manufacturing sector.



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 USD3,416,140.11. From St. Kitts and Nevis **4** firms (**National Handicraft, Cottage Industry Development Board d.b.a. The Craft House, Sugar Town Organics, Energy Management Consulting and Caribelle Batik St. Kitts Ltd.**) were awarded DSGP grants totalling the amount **USD90,815,01**.

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. **2** firms from St. Kitts and Nevis (**Stylejerk and LLOYD Mills Egg and Vegetable Farm**) benefitted from the programme receiving **USD30,000.00**.

Beneficiaries of grant funding originate from a multiplicity of sectors. **Tourism (1) Manufacturing (2), Services-Creative Industries (2) were amongst the greatest impacted sectors.**

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 to **10** firms and **USD350,000.00** in Investment Readiness Grants to **14** firms. A total of **USD15,000.00** was provided through the 5-5-5 Pitch Competitions.

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 **2** stakeholders from St. Kitts and Nevis to two angel investment forums held in Trinidad and Tobago. **1** Kittitian 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 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. **163** Kittitian stakeholders participated in **6** such initiatives held in St. Kitts and Nevis.

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** firms from St. Kitts and Nevis benefitted from this support.

“Support from Caribbean Export has allowed us to become one of the most environmentally friendly hotels in the Caribbean. Through their support, the hotel has been able to almost completely transition to solar energy, reducing operating cost and allowing us to redeploy those resources in other areas.”

-

Oualie Beach Resort

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. **2** firms from St. Kitts and Nevis (**DancBEAT Records and Sugar Town Organics**) 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 **Sugar Town Cosmetics** from St. Kitts and Nevis.

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. **1** stakeholder from St. Kitts and Nevis was present at three 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 from CARIFORUM States, through targeted interventions that provide new and innovative frameworks 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

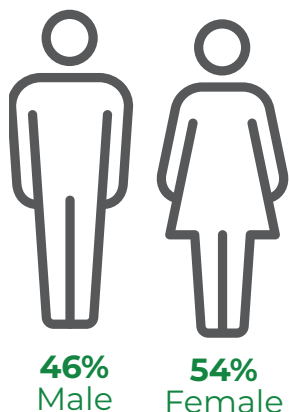


L to R: Anastasha Elliott, Sugar Town Organics and Sugar Town Organics products

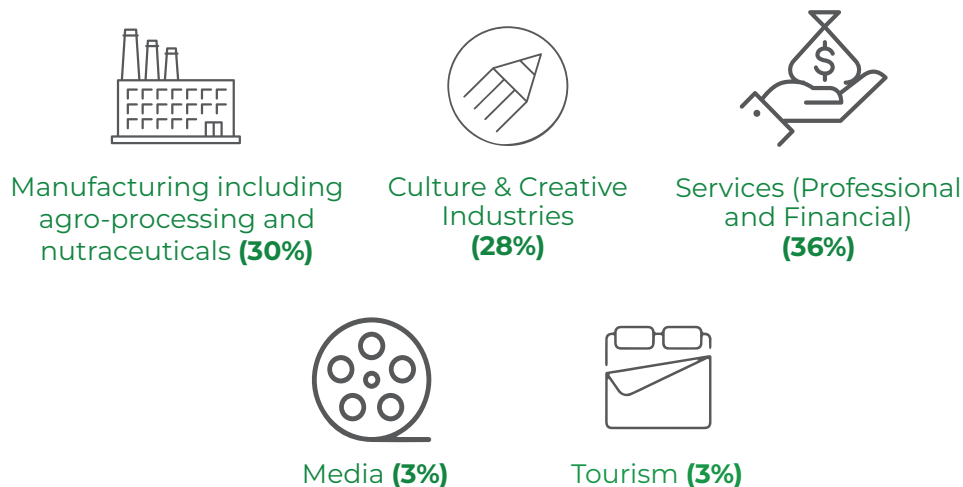
improvement of their export development and competitiveness. The WE-Xport programme cohort included the firm Ms. Anastasha Elliott of **Sugar Town Organics** from St. Kitts and Nevis. Caribbean Export also supported **Sugar Town Organic's** participation to other Agency-sponsored interventions that would have benefitted the company namely the **European Development Days (EDD) 2018**; the **4th CARIFORUM-EU Business Forum Preparatory Training in 2019** and the **4th CARIFORUM-EU Business Forum** in 2019.

The OECS Youth Accelerator was created in 2020 in partnership with the OECS CBU to provide business coaching youth owned MSMEs in the OECS to develop their export capacities and competitiveness. 14 youth-owned firms from the agribusiness, manufacturing, information and communications technology (ICT), and sustainable energy sectors, participated in the project. **2** firms from St. Kitts and Nevis, **Flirt Cocktails and Poise Skn**, benefitted from this Accelerator.

The **gender distribution of St. Kitts and Nevis stakeholders that participated at 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



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.