



TRINIDAD AND TOBAGO

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

TRINIDAD AND TOBAGO BENEFITS

2017-2022

1,772 stakeholders

Total Grant Funding for Trinidad and Tobago was **USD1,400,217.68** awarded to **52 FIRMS**



benefitted from at least **54 different in-person interventions and 38 webinars**

22 participants



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



participated in the **Absolutely Caribbean Trade Show**

327 stakeholders participated in



13 capacity building programmes held in country



6 stakeholders

presented at the **CAIPA activities**

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



36

beneficiaries attended **angel investment forums**



2 firms 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 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.

Trinidad and Tobago has seen **1,772** stakeholders (entrepreneurs, firms, BSOs, and government ministries) benefit from at least **54** 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 in direct assistance grants to 108 CARIFORUM firms over the period 2017-2019. There were two Calls for Proposals in 2018 and 2019. A total of **15** firms from Trinidad and Tobago, representing the ICT, Manufacturing, Agro-processing/ Food and Beverage, Financial Services, Energy, and the Culture and Creative Industries sectors were awarded grants totaling **USD569,669.27** (USD254,151.04 in 2018 and USD315,518.23 in 2019).

Caribbean Export and the Services Go Global training has allowed the company to focus on its value proposition, target markets and overall, the way we conduct business.

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Full Circle Animation

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. In January 2020, the Agency has launched 2 successful calls under the DSGP. 149 beneficiaries were awarded grants totaling USD3,416,140.11. From Trinidad and Tobago **25** firms were awarded DSGP grants totaling USD656,513.77. 6 grants were awarded under the 2020 call and 19 under the 2021 call.

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. **12** firms from Trinidad and Tobago benefitted from the programme receiving **USD174,034.63**.

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 182 CARIFORUM participants. Trinidad & Tobago has benefitted from 1 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 (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. In Trinidad and Tobago, **5** stakeholders received Investment Readiness Grants; Neil Beekie of Systemlz, Andre Thomas of YABIL Inc, Kheston Walkins of Raiora-Communicare, Stephan

James of Wanderscape Limited and Kelly-Ann Bethel of SKED Technologies. **1** stakeholder **Ashley Parasram of T&T Fine Cocoa** received a CoInvestment Grant valued at **USD\$100,000.00**.

Under the LINK-Caribbean project, the Agency launched the “5-5-5 Pitch Competition”. The competition targeted five innovative and export-ready local SMEs seeking private equity financing. to compete for a USD5,000.00 prize towards their business development by pitching their business ideas to a panel of judges. A total of USD20,000.00 was provided through the 5-5-5 Pitch Competitions. The first competition was hosted in November 2017 in Trinidad and Tobago and the winner was **Shenelle Fife of De Jeunesse Bath and Body Products**, a manufacturing firm from Trinidad and Tobago, who received the **USD5,000.00** prize.



Shenelle Fife of De Jeunesse Bath and Body Products receiving her cheque.

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. **327** Trinidadian stakeholders participated in **13** such initiatives held in Trinidad and Tobago.

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 **23** stakeholders from Trinidad and Tobago 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. **5** firms from Trinidad and Tobago

(Full Circle Animation Limited, Koru Green Limited, Music Mark Made Group Ltd, Caribbean Cure Limited, and Montano’s Chocolate Co Ltd) 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. **5** firms from Trinidad and Tobago (**V Toria Rhonda Vineyard & Winery Ltd, Associated Brands, Montano’s Chocolate Co Ltd, Caribbean Cure and Cocoa Republic**) benefitted from this intervention.

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. **6** stakeholders from Trinidad and Tobago presented at one 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.

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 took provided support to twenty (20) women-owned businesses within CARIFORUM, towards the improvement of their export development and competitiveness. Initially, the WE-Xport programme cohort included **3** firms from Trinidad and Tobago. However, two firms Habanero Trinidad and Caribbean Cure were both successful in completing the programme, which was from 2018-2019. In fact, Caribbean Cure got the opportunity to attend SIAL Paris in 2018 and the 4th CARIFORUM-EU Business Forum, which was held in Germany in 2019.

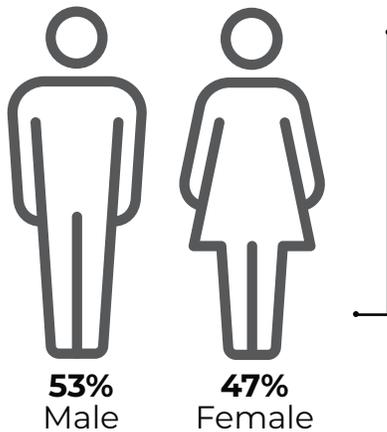


L to R: Sharon Chautil, Habanero Pepper Sauce and Sophia Stone Stacy and Seeterram, Caribbean Cure

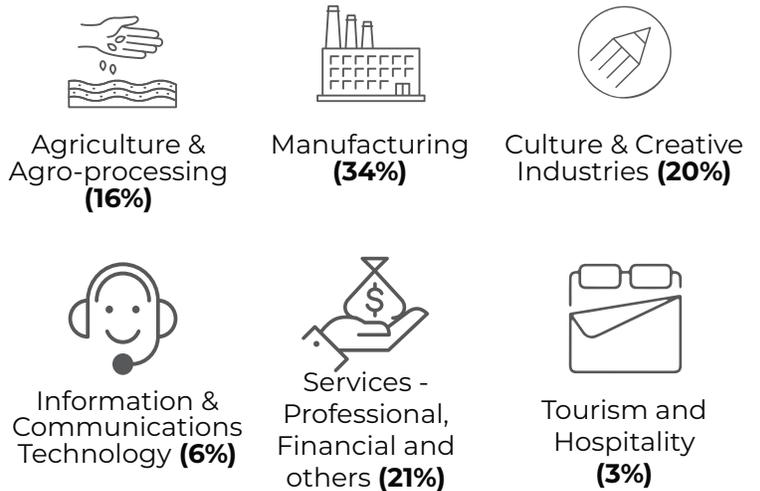
The Agency executed the IICA Youth Accelerator from August 2020 in partnership with the Inter-American Institute for Cooperation on Agriculture (IICA). This accelerator aimed to develop the export capacities and

competitiveness of youth owned MSMEs in CARIFORUM. 8 agro-processing firms benefitted from this accelerator. **2** companies from Trinidad and Tobago, **SKM Greens Limited and Ruby's Cocktails and Wines** benefitted from this Accelerator.

The **gender distribution of of Trinidadian participants that benefitted 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.