

# Investment opportunities in the Caribbean:

## MSMEs profiles



# The International Trade Centre

The International Trade Centre (ITC) is the joint agency of the World Trade Organization and the United Nations. ITC is the only development agency that is fully dedicated to supporting the internationalization of micro, small and medium-sized enterprises (MSMEs).

## Alliances for Action

Alliances for Action is an International Trade Centre initiative to establish a network that transforms food systems and advances the Sustainable Development Goals through producer partnerships that cultivate ethical, climatesmart, sustainable agricultural value chains.

We aim at achieving resilience and growth for farmers and MSMEs through more mindful and responsible trade, production and consumption systems and improved opportunities to compete on a global market. This includes building strength and competitiveness of MSMEs and enabling sustainable market linkages and value addition. In the long term, this will serve to incentivize and engage more youth and women at all sector levels.

Stakeholder groups and institutions from across a value chain are included in the consultation, implementation, and governance phases of every development project. We call this the '3 C' process: Connection, Coordination and Collaboration to enable resilience, better trade and growth.

## ACP Business-Friendly Programme

This programme is jointly funded by the European Union and the Organization of African, Caribbean and Pacific States (OACPS) and jointly implemented with the World Bank and UNIDO. It supports cocoa, coconut, coffee, cotton and kava value chains through inclusive policies, investment promotion and alliances. It is implemented using the A4A approach.

It seeks to improve the ability of agribusiness firms in ACP countries to compete, grow and prosper in domestic, regional and international markets, ultimately generating inclusive, sustainable jobs and economic growth.

# Coconut Programme

The Alliances for Action Coconut Industry Development for the Caribbean project is designed to enhance the global competitiveness of the Caribbean coconut industry. With the growing global demand for coconut products, the Caribbean has the opportunity to become a major competitor in the global market. ITC has partnered with small-scale farmers and MSMEs in the Caribbean to improve access to advisory and financing services, identify market opportunities and become more resilient to climate change and economic shock. Beneficiaries of the program have strengthened their economic performance, increased sustainable production, and tapped into global markets.



## OBJECTIVES

The project facilitates alliances among actors at every step of the coconut value chain. It provides opportunities to invest in these growing MSMEs in the Caribbean coconut industry. The industry's revival allows the ITC beneficiaries to enhance their competitiveness and local and global market integration.

## EU PARTNERSHIP

This project is funded by the European Union under the 11th European Development Fund. It is implemented in the CARIFORUM countries of Antigua & Barbuda, Barbados, Belize, Dominica, Dominican Republic, Grenada, Guyana, Jamaica, St. Lucia, St Vincent and the Grenadines, Suriname and Trinidad and Tobago.



# BabyLove's C-G Foods Limited

Jamaica

- Laurie Gardiner
- + 1876-403-6902
- iriemisterg@gmail.com
- @babylovestwist
- Babylovestwisticecream
- www.twistja.com

## NATURAL, GUILT-FREE VEGAN ICE-CREAM THAT TASTES EVEN BETTER THAN DAIRY!

Our goal was to create a guilt-free, non-dairy frozen dessert that looked and felt like "traditional ice cream" in every sense of the word! Enter our handcrafted gourmet non-dairy ice cream, the perfect alternative. Our mission is to produce a world-class product through a sustainability programme that will enhance and benefit our communities environmentally, socially and economically.



### INDUSTRY

Ice-cream wholesale/ retail manufacturer - agribusiness



### FOUNDING YEAR

2017



### N° OF EMPLOYEES

16 Employees



### PRODUCTS | SERVICES

Vegan (non-dairy) ice-cream and services



## WHY US

**No bad ingredients:** No preservatives, no trans fats, no soy, non-GMO, no refined sugar. Our products are healthy, natural and simple - but taste good. Our fruit-based ice-creams are made from real fruits bought from local farmers, with no preservatives or artificial flavors.

**A (rare) vegan ice-cream option:** No dairy, no eggs, all the flavor.

**We are 'farm to spoon':** Farm-2-Spoon is our sustainability strategy. We use exclusively locally grown produce, because we care for our customers and our environment. We partner with local organizations who support local and island-wide farmers.

**We offer a healthy choice at an affordable price:** Many of our Jamaican customers seek dairy-free options, and we cater to them - with reasonable prices to boot. We invest in our community. We offer trainings to our factory employees on the science and methodologies of ice-cream making. We buy our produce from local farmers and supply them with seeds from those products for replanting.



## FINANCIALS

### Top-line revenues and profits:

Our revenue grew by 58% over a 12-month period, starting in 2021. However, due to high local utility costs and expenses, we are not as profitable as we could be.

### Important numbers:

\$24,000 in sales (2018) to \$220,00 (2021) to \$346,000 (2022)

### Forecasts:

We are currently working on 2 new locations opening in the second quarter of 2023. If done in a timely manner, we believe our revenue for 2023 will exceed \$1 million.



## OUR TARGETS

**Target markets:** Jamaican local tourism, local middle and high-end markets. Next up: the world!

**Target customers:** People looking for vegan, healthy, traceable, and socially responsible products.



## ACHIEVEMENTS

- The number one producer of non-dairy coconut milk-based ice cream in Jamaica
- Bureau of Standards certified
- Scientific Research Center certified



## SDG'S



## CALL FOR SUPPORT

Financing sought:

**\$300,000**

### To invest in:

- Completing a 6,000 sq. ft. factory/retail outlet in Ocho Rios
- Completing a 1,080 sq. ft. retail facility in Drax Hall St. Ann
- Adding a hybrid solar system and generator
- Adding another freezer truck to our fleet
- Operational capital



*My vision for the company is to produce a world-class product through a sustainability program that will enhance and benefit our communities environmentally, socially and economically."*

- Laurie Gardiner

# BIG H

## Natural Tropical Products Company Limited

 Belize

 **Vanessa Briceno**  
 +501-670-1060  
 vanessabriceno@hotmail.com  
 big.h501  
 Bigh-H Juice



### BIG H - "THE JUICE OF BELIZE"

We aim to become one of the world's leading producers and providers of 100% natural, good-tasting and healthy organic beverages to put Belize on the regional and international map. We seek to make a difference through economic opportunity, growth and positive impact for all, now and for future generations.



#### INDUSTRY

Agribusiness and manufacturing



#### FOUNDING YEAR

1989



#### N° OF EMPLOYEES

35 Employees



#### PRODUCTS | SERVICES

All-natural juices (orange juice, coconut water and pineapple juice)



#### WHY US

**100% Belizean, 100% natural juice**

**A well-known name brand,** at local and international level

**Premium grade quality**

**Longer shelf-life:** Our coconut products last from 60 to 80 days, thanks to our HTST (High Temperature Short Time) pasteurization method coupled with instant chilling. In contrast, our competitors usually have a 10-day shelf life.



#### SDG'S



#### OUR TARGETS

**Target markets:** Well-established in Belize for the last 30 years. We are preparing to export to Mexico and Guatemala and looking at further international export.

**Target customers:** Customers looking for low cost, 100% natural and healthy products.



#### ACHIEVEMENTS

- A strong alliance with our small and large coconut suppliers to ensure the consistent and quality supply of coconuts.
- Ongoing South-South knowledge exchange with large-scale coconut farms and factories in Mexico
- Training of small farmers in Belize on best agricultural practices to guarantee the quality of coconuts. We are constantly educating our staff in the different departments via trainings through consultants, online courses and international participation in tradeshows
- 7% of our employees are women and NTPCL is a woman-owned business that manages the company alone.



#### FINANCIALS

**Top-line revenues and profits:**

1.5M USD. Revenues are growing and we are profitable.

**Important numbers:**

1,000 direct distributors countrywide  
5% annual growth rate

**Forecasts:** US\$3M in the first year. Plans to move from a 0.5 acre property to a 15 acre property in a strategic location.



#### CALL FOR SUPPORT

**To invest in:**

- **US\$ 0.5 M** for construction of green infrastructure
- **US\$ 0.5 M** for transportation with 4 refrigerated trucks
- **US\$ 0.5** for production equipment
- **US\$ 0.25 M** for solar system
- **US\$ 0.25 M** for administration, consultancy, trainings and hiring of new staff
- **US\$ 0.25 M** for value addition and marketing

**Financing sought:**

**\$2-2.5 M**

**Timeline:**

**2024**

- **Q1** - Planning of construction (Architectural drawings)
- **Q2** - Construction
- **Q3** - Moving to the building and existing equipment and capacity building
- **Q4** - Installation of solar system, introduction of heavy-duty shredder

**2025**

- **Q1** - Consultancy and training of all staff



# Chocolate Dreams Ltd

Jamaica

Michelle Smith  
 +876-399-3027  
 mish6@hotmail.com  
 @chocolatedreamsjm  
 Chocolate Dreams

CREATED WITH PASSION | HANDMADE WITH LOVE IN JAMAICA

We are passionate about making the world a sweeter place with our handmade creations prepared with the finest quality ingredients. We aim to elevate our customers' chocolate experience in Jamaica and the rest of the world.



## INDUSTRY

Manufacturing/ Retail



## FOUNDING YEAR

2004



## N° OF EMPLOYEES

7 full time, 3 part-time



## PRODUCTS | SERVICES

Chocolate: Cherry Surprise, Pineapple Paradise, Scotchbonnet Butter Crunch, White Chocolate Cheesecake, Triple Pleasure Chocolate Cake  
Service: Chocolate Fountain Rental Service



## WHY US

**We are a women-owned business** supporting our local economy

**We can produce a wide variety of flavors**

**We face low competition** because they are the only couvreur in the space

**We have over 65,000 followers** on social media



## OUR TARGETS

**Target markets:** Jamaica, tourism industry, niche market, restaurant industries

**Target customers:** People looking for high-quality chocolate products made in Jamaica



## ACHIEVEMENTS

- Commitment to 90% women employees
- We use patisserie chefs from our local college UTECH, to fulfill their internship, train them in chocolate making and offer them visibility and opportunities.



## SDG'S



## FINANCIALS

**Top-line revenues and profits:**

US\$200,000 during and post-COVID19, growing but not profitable because of recent high energy costs and inflation.

**Future plans:**

Purchase of a building and equipment to expand our commercial line, including purchasing chocolate from our bean to bar operations. We also plan tours and local food tourism to bring awareness of chocolate to Jamaican consumers.



## CALL FOR SUPPORT

**Financing sought:**

**\$200,000**

**Timeline:**

**2024**  
• Q1 - Q2

**To invest in:**

- **Expansion of production facility**



*"We love the fact that Jamaica is one of the five fine flavored cocoas in the world - and we love being associated with that fact"*

- Michelle Smith, CEO, Chocolate Dreams





# Coco Hill Forest Limited

Barbados

**Mahmood Patel**  
+ 1 246 571 5520  
cocohillforest@gmail.com  
@cocohillforest  
Coco Hill Forest  
www.cocohillforest.com

CREATING FOOD AND NUTRITIONAL SECURITY THROUGH REGENERATIVE AGRICULTURE, USING TOURISM AS A MEANS TO ACCOMPLISH THESE GOALS

We are committed to a more food-secure and climate-resilient Barbados. We look for sustainable ways to grow food locally, to rebuild the biodiversity that was once present on the island, and to repair our relationships with the land. That starts with spending more time in the forest.



## INDUSTRY

Agroforestry and tourism



## FOUNDING YEAR

2014



## N° OF EMPLOYEES

7 employees and 5-10 volunteers on weekends who help plant trees and maintain trails.



## PRODUCTS | SERVICES

Agricultural products: Ginger rum Liqueur, forest teas, raw ginger and turmeric.  
Agritourism: Hiking and camping.



## WHY US

**Barbados tourism is shifting to a more green-based** tourism experience and we are one of the few enterprises offering this since 2014.

**Our 66-acre forest is located in a unique ecosystem** and is one of the last forests in Barbados.

**We are well-integrated in the tourism sector** through our holistic agritourism farm to table experience.



## OUR TARGETS

**Target customers:** Land and Cruise tourist visitors.



## ACHIEVEMENTS

- Sustainable farming through regenerative agroforestry
- Soil restoration through terrace farming
- Improved food security and local food production



## SDG'S



## FINANCIALS

**Top-line revenues and profits:**

Our current annual revenue is US \$78,000. We have reached a breakeven point after 8 years of operations.

**Forecasts:**

2023: US \$78,000  
2024: US \$104,000  
2025: US \$180,000  
2026: US \$250,000



## CALL FOR SUPPORT

**Financing sought:**

**\$125,000**

**Timeline:**

- 2024-2026

**To invest in:**

- **Purchasing a 5-tonne excavator and tools such as a trencher and an auger.**
- **Building terraces.**



*Lush green trails provide a diverse and rich vista. The ethos behind this project is inspiring and well-worth supporting. The staff is extremely friendly, and I love the little quiet areas for yoga or contemplation. Forest bathing at its best."*

- Trip Advisor review



# Dem Beans Farm Limited

Jamaica

**Loyton Remekie**  
 +44 790 383 8359  
 loyton@yahoo.com  
 www.dembeansja.com



## WE BELIEVE IN OUR PRODUCT AND OUR PEOPLE

We seek to become more prominent in the Jamaican cocoa sector by utilizing environmentally conscious approaches to develop a DBF signature cocoa value chain system that meets local and international standards in quality, environment and management approaches. By doing so, we hope to sustainably satisfy our current market demands while seeking out new opportunities.



### INDUSTRY

Agribusiness/ farming



### FOUNDING YEAR

2021



### N° OF EMPLOYEES

05 Employees



### PRODUCTS | SERVICES

High quality fine / flavor fermented cocoa beans



## WHY US

- 90% of farming is sustainable
- We have a solid Export Division
- 30% of our work force is composed of women
- 40% of the business is woman-owned
- We offer trainings and professional development



## OUR TARGETS

- Target markets:** USA, UK and Europe
- Target customers:** People looking for sustainable cocoa made in Jamaica that contributes to social change



## SDG'S



## FINANCIALS

**Top-line revenues and profits:**  
2022: US\$28,750 - corresponding to 5 tons  
2023: As of March 2023, confirmed order exceeds 21 tons.

**Future plans:**  
With investment, we project:  
2024 - US\$168,322,000  
2025 - US\$336,644,000  
2026 - US\$504,966,000



## CALL FOR SUPPORT

**Financing sought:**  
**\$200,000 - 500,000**

**To invest in:**

- To acquire the processing facilities currently owned by the Jamaican government.

**Timeline:**

- 2024 - 2025



*"We believe in the product and the people we serve (the farmers), and we are committed to make the cocoa produce by this wonderful island the world best. With us, the future is bright for the Jamaica cocoa industry!"*

- Loyton Remekie



# JKLM Products

St. Lucia

**Julian Calderon**  
 + 758 285 9977  
 jklmproducts758@gmail.com  
 @jklmproducts

## ANYTIME, ANYPLACE THE BEST HANDPICKED COCONUT IS READY FOR YOUR USE

JKLM Products is a family-owned business based in St Lucia manufacturing frozen grated and shredded coconut. From the very start, in 2015, founder Julian Calderon together with his wife Monica have been deeply engaged in sustaining local agro-processing and agriculture by promoting employment opportunities and improving farmers livelihood. By selecting and handpicking coconuts, local farmers are engaged from the very beginning of the process and are a true guarantee of the great quality of the product.

Thanks to the high nutritional values of coconuts, JKLM products are good for the body - but also for the planet: the company is aiming to keep its environmental footprint low with eco-friendly strategies on packaging, manufacturing processes and so on.



### INDUSTRY

Agribusiness and consumer goods



### FOUNDING YEAR

2010



### N° OF EMPLOYEES

04 Employees



### PRODUCTS | SERVICES

Grated frozen coconuts, shredded white frozen coconuts



### WHY US

**JKLM Products values product quality** and customer satisfaction above everything else and employs the highest standards to achieve a top-quality product.



### SDG'S



### OUR TARGETS

**Target markets:** Local market | Regional markets in St. Lucia, Tortola, Dominica | Target regional markets: Barbados, St. Martin, Antigua

**Target customers:** Eco-conscious customers looking for Caribbean-owned, quality products



### ACHIEVEMENTS

- New shipments to Tortole



### FINANCIALS

#### Top-line revenues and profits:

Pre-COVID19/ 2019: US\$29400, followed by a drop and a rise at the end 2022, making the operation profitable.

#### Revenue over the past three years:

2020 - 2021 - 2022

**Forecasts:** We are projecting current revenue doubling over the next 2 years and reaching upwards of \$350,000 by 2027, when our coconut farm starts producing.



### CALL FOR SUPPORT

#### Financing sought:

**\$30,000**

#### Timeline:

- 2024 - 2025

#### To invest in:

- **Purchase of equipment**
- **Expansion of factory space**



*"Life is like a coconut; you have to break it open to find the sweetest part."*

# Jomi Cosmetics and Beauty Center N.V.

 Suriname



-  Alma Cecilia Roberts and Herman Milton Oscar Roberts
-  +597 00597424678
-  jomicosmetics@sr.net
-  Jomi Cosmetics
-  www.jomi-cosmetics.com

## START YOUR DAY THE NATURAL WAY!

We are a Suriname-based agro-processing, health, beauty and cosmetics business focused on sustainable production. Our beauty products are made with natural ingredients sourced exclusively from Suriname's rich forests. We are family-owned company and focus on sourcing materials locally to develop products in a way that engages and supports our community, using a farm to shelf approach. Business ownership is divided on a 50-50 basis. The company is registered at the Chamber of Commerce.



### INDUSTRY

Cosmetics



### FOUNDING YEAR

2000



### N° OF EMPLOYEES

06 Employees



### PRODUCTS | SERVICES

Cosmetic and skincare services at the Beauty Center. Top products consist of hair, body, feet and soap products. Top-selling product: massage oil.



## WHY US

**We are the first on the market to make natural cosmetics** exclusively from natural raw materials sourced in Suriname's rich forests.

**We have the innovation and know-how to make products of outstanding quality** that respond to market demand and trends.

**We are the only sustainable cosmetics** enterprise in Suriname.

**We have access to the local Surinamese market,** the Caribbean market and the Dutch market through our extension, Jomi Cosmetics Netherlands.



## SDG'S



## OUR TARGETS

**Target markets:** The local market in Suriname and the Netherlands through Jomi Cosmetics Netherlands.

**Target customers:** Local pharmacies, wellness centers and hotels in Paramaribo, with a focus on a female clientele.



## ACHIEVEMENTS

- Certificates of the Chamber of Commerce
- Opening of Jomi Cosmetics Netherlands in Rotterdam 2018
- Opening of Jomi Botanical N.V. in 2023
- Sustainable production: We have invested heavily in machinery and will soon import copra for the sustainable production of coconut oil, which is the base of our cosmetics lines.



## CALL FOR SUPPORT

Financing sought:

**\$20,000**

Timeline:

**2024**  
• Q3-Q4

To invest in:

- **The importation of sustainable copra from Indonesia. The production of just one container will make this venture viable in the long term.**



## FINANCIALS

**Top-line revenues and profits:**

Current revenues are growing. The diversification of our product lines enables us to be profitable. We sell around 110 coconut oil-based products.

**Important numbers:**

100 clients or more each month at the Beauty Center  
6 large companies and 3 small companies place product orders

**Planning:**

As a response to exponentially rising coconut oil prices and local shortage, we plan to start importing the copra from Indonesia to help stabilize supply and improve revenues. We also plan to stimulate exports to our store in the Netherlands to increase profit.



*“Wonderful natural cosmetics from the forest in Suriname. I always order extra products to bring back home to my family and friends in the Netherlands!”*

- Customer testimony



# Mount Pleasant Farm Chocolate (Coldbush Organics Ltd.)

Jamaica

Hellen and Averell French  
 +8768545604 | 8768747401  
 averellefrench@gmail.com  
 @mountpleasantchocolatier  
 www.pleasantchocolates.com

## FARM TO BAR, AUTHENTICALLY JAMAICAN

We're about sustainable agribusiness and chocolate for change. We aim for a reliable supply chain and business as means for social change and environmental awareness-raising.



### INDUSTRY

Agribusiness/ farming and chocolate-making



### FOUNDING YEAR

2010



### N° OF EMPLOYEES

16 Employees



### PRODUCTS | SERVICES

Cocoa production, Chocolate bars, Cocoa powder, Cocoa nibs, Chocolate spreads, Chocolate mass



## WHY US

**We are both cocoa farmers and chocolate makers,** with a bean to bar process

**We use our voice to improve farmers' livelihoods** through our farmer scheme project that seeks profit sharing based on direct trade, a farm to table approach, knowledge-sharing and guaranteeing fair and best prices to the farmers.

**We encourage and use mixed farming** to solve food shortages and generate extra income for farmers.

**We are farm to consumer,** Jamaican single origin Blue Mountain cocoa farmers with a unique product: creamy, fruity notes that are unique to the Jamaican Blue Mountains.

**We practice sustainable, natural agricultural techniques.**



## OUR TARGETS

**Target markets:** Canada, EU, UK, USA and Japan

**Target customers:** People looking for sustainable chocolate products made in Jamaica that contribute to social change



## ACHIEVEMENTS

- Great food taste
- Social entrepreneurship
- Best new product award
- Jamaican bureau of standards certified



## SDG'S



## FINANCIALS

### Top-line revenues and profits:

Approx. From US\$ 60,000 in 2021 to US\$ 120,000 in 2022. Our current audited sales are projected to US\$ 200,000 in 2022.

### Future plans:

We plan to scale up production of cocoa and other crops on our 150 acres of land. We are also planning for factory space of over 12,000 square meters and 2 acres for recreation activities.



## CALL FOR SUPPORT

### Financing sought:

- **\$1,5 - 4,5 million**

### Timeline:

- **Q1- 2024:** Solar installation in production and drying.
- **Q2- 2024:** Expansion and project structure
- **Q3- 2024:** Equipment
- **Q4- 2024:** Opening of the laboratory to the community and training of experts

### To invest in:

- **Solar energy, a packing machine, a cocoa roaster, structural assistance in expanding farmer scheme extension services and training structure, cocoa and fruit solar drying equipment and training, a laboratory, training and teaching materials for the farmer community, a food value addition center, chocolate factory expansion and marketing services.**



*"If chocolate is food for the gods, then blue mountain chocolate is closer to their table."*

-Hellen and Averell French, Mount Pleasant Farm Chocolate



# O's Inc

Barbados

Theophilia Louisien-Stoute

1+ (246) 231-4883

productsbyo@gmail.com

@os\_foods

www.osfoods.com



## MAKE SOMETHING DELICIOUS

We offer natural, healthy, innovative food products grown and made in Barbados. The market for gluten-free products is growing rapidly and we respond to this by offering alternative flours for baked goods with a unique texture, flavor, and nutritional profile. In a market where consumers are increasingly looking for healthier alternatives to traditional foods, our diverse product range offers natural, high-quality solutions. Our mission is to help people maintain a healthy diet.



### INDUSTRY

Agroprocessing and manufacturing



### FOUNDING YEAR

2005



### N° OF EMPLOYEES

04 Employees



### PRODUCTS | SERVICES

Cassava flour, breadfruit flour, sweet potato flour, plantain porridge, cassava pancakes, sweet potato pancakes, breadfruit pancake, coconut flour, fry & bake coating, dumpling mix, coconut coating, coconut oil (virgin/cold pressed) and cooking coconut oil.



## WHY US

**Our products are natural and artisan-made,** guaranteeing high quality and health benefits.

**We offer a diverse range of natural food products** that cater to a wide range of consumers

**We offer gluten-free flour alternatives** that provide a range of tastes and textures for baking

**We are a one-stop-shop for consumers looking for healthy** food products or alternative solutions for diet restrictions



## OUR TARGETS

**Target markets:** Supermarkets, convenience stores, health shops, bakeries and restaurants.

**Target customers:** People of all ages can benefit from gluten free products, but research suggests that the largest demographic of people looking for and using alternative gluten free products are between the ages of 25-44.



## ACHIEVEMENTS

- We are a woman-owned business, and 83.3% of our staff are women. We support our employees on professional development and higher education, offering a flexible working structure to accommodate studies and work
- We provide in-house trainings to all our employees
- The company will soon be trademarked
- Our facility will soon be HACCP certified
- In the next 4 months we will be launching a new product line



## SDG'S



## FINANCIALS

**Top-line revenues and profits:**  
Revenue growth from USD\$ 127,665 in 2021 to USD\$ 141,099 in 2022.

Gross profit 2021 USD\$ 56,326 and gross profit 2022 USD\$ 49,162.

### Forecasts:

2024: 242,957 USD

2025: 247,816 USD



## CALL FOR SUPPORT

Financing sought:

**\$ 78,250**

### Timeline:

- Q1-2024
- Q3-2024

To invest in:

- **We need sustainable eco-friendly packaging and website that facilitates ecommerce.**



*We prepare healthy, all-natural foods, that are quick to prepare and satisfying to the body."*

- Theophilia Louisien-Stoute





# Precision Global Inc (Only Coconuts)

Guyana

- Lesley Alister Ramlall
- + 5926255889 | +5926001853
- lesley@onlycoconuts.com
- @onlycoconuts
- www.onlycoconuts.com

## ONLY COCONUTS - BECAUSE THAT IS ALL YOU'LL FIND IN OUR PRODUCTS - NO ADDITIVES

Precision's State of the Art automatic coconut processing facility is the only one of its kind in Guyana, and the Caribbean at large. Coconut processing is achieved through preventive food safety systems, under fully hygienic conditions following strict sanitation methods guided by the seven principles of HACCP. Our objectives are to produce healthy, quality products at affordable prices, in attractive and convenient packages that will reach our targeted consumers with enough frequency to provide memorability.



### INDUSTRY

Agribusiness



### FOUNDING YEAR

2013



### N° OF EMPLOYEES

65, of which 85% women



### PRODUCTS | SERVICES

Refined coconut oil, coconut flour, Virgin Coconut Oil, and other processed coconut by-products.



### WHY US

We offer a **diverse range of products**  
 We combine **high quality and affordable prices** for a larger target market  
**We have an economy of scale**



### ACHIEVEMENTS

- 2021: Major products launched - Virgin Coconut Oil, coconut chips, coconut flour, desiccated coconuts
- 2022: Launch of refined coconut oil product
- More than 80% of our current employees are women. Apart from work related training, all employees are afforded the opportunity and encouraged to learn new skill set such as operating equipment and machines that are mostly used by men
- All our employees are encouraged to pursue academic goals and time off is given to such employees when they require it to attend such programmes.



### OUR TARGETS

- **Target markets:** Current Markets: Guyana, Canada, Barbados, Suriname | Target Markets: Jamaica, Antigua, Grenada, USA, Europe
- **Target customers:** Eco-conscious customers looking for Caribbean-owned, quality products



### SDG'S



### FINANCIALS

#### Top-line revenues and profits:

For the last two years, our revenue stream has been far below expectations. This was mainly due to lack of access to new markets. Notwithstanding this challenge, our revenue has been increasing. We are still not able to break even as yet.

#### Revenue over the past three years:

- 2019: 1,045,983.56
- 2020: 509,880.48
- 2021: 825,488.52



### CALL FOR SUPPORT

#### Financing sought:

**\$350,000**

#### Timeline:

- Q1-2024
- Q3-2024

#### To invest in:

- **Purchase of new equipment**



Precision Global Inc (Only Coconuts) is committed to producing superior quality coconuts products in a safe and sustainable manner. At the same time, we ensure equal employment opportunities for everyone, with the aim of empowering women and youth."

- Lesley Alister Ramlall, Precision Global.





# Pure Chocolate Limited

Jamaica

- Rennae Tjeertes and Wouter Tjeertes
- +18768629787
- info@purechocolatecompany.com
- @purechocolatejamaica
- PURE Chocolate Jamaica
- www.purechocolatecompany.com

## FARM TO BAR | DIRECT TRADE | SINGLE ORIGIN

With every decision we take, we always keep one thing in mind: Is what we do honest, sustainable and PURE? Our mission is to revive the cocoa sector in Jamaica by creating a premium quality internationally aimed product line that supports local farmers, artists and communities in the process.



### INDUSTRY

Consumer goods and retail



### FOUNDING YEAR

2017



### N° OF EMPLOYEES

06 Employees



### PRODUCTS | SERVICES

High-end artisan chocolate bars and chocolate related products



## WHY US

**A unique packaging proposition:** Our chocolate bars provide a canvas for young local artists to promote their art to the world. Stunning, unique packaging and supporting local artists is a win-win.

**Jamaica is our brand and sets us apart.** Storytelling from a world-known and loved origin.

**Direct trade from bean to bar.** By directly paying our farmers a premium for their best beans, we motivate them to grow the best crops possible. No middle man, no fuss. Better crops means you get better chocolate, and in return we all get better communities.

**We offer a sustainable alternative** to low-quality, mass-produced cocoa and child labor. High-quality, traceable, fair products produced at origin.

**We invest in our community.** We train our staff and farming partners on sustainable practices. 75% of our employees are women who have access to our educational programmes. We help create jobs in underdeveloped communities.



## OUR TARGETS

**Target markets:** Local tourism, local middle and high-end markets. Next up: USA and Europe

**Target customers:** People looking for traceable, sustainable, socially responsible products.



## ACHIEVEMENTS

- 2x Bronze Academy of Chocolate
- 1x Gold Academy of Chocolate
- Marcus Garvey Award for Agriculture
- Scotia Bank Business Achiever Award.



## SDG'S



## FINANCIALS

### Top-line revenues and profits:

Each quarter sees additional growth. We have been profitable since year 4 and are about to scale up for the second time in 1.5 years.

### Important numbers:

5 new wholesale customers per month (average).  
15% month-over-month growth (average in last 6 months).  
Retail is fueled by cruise tourism.



## CALL FOR SUPPORT

### Financing sought:

**\$650.000**

### Timeline: 2024

- Q1-Q2: Capacity building
- Q3-Q4: Marketing and International Expansion

### To invest in:

- **Scaling + investment - Building a new facility + equipment in Ocho Rios**



*"We produce rare fine cocoa but Jamaica is not known as a chocolate-making country. It's time to flip the script!"*

- Rennae Tjeertes

# Robert Fraser (592 Jrink)

 Guyana

 **Robert Fraser**  
 + 592 639-4355  
 rfraser.k@gmail.com  
 592 Jrink

## 100% NATURAL FRUIT DRINK AND VEGAN NONDAIRY ICE CREAM.

592 Jrink was created as a healthier alternative to readily available juice drinks. Our extensive knowledge in agriculture and cultivation has aided our juice drinks to be a healthier and price-competitive choice. It is our mission to become the Caribbean solution for healthier alternatives in the food and beverage industry.

592 J RINK

COMING SOON



100% Natural Juice, every time.



### INDUSTRY

Agro-processing and Procurement



### FOUNDING YEAR

2022



### N° OF EMPLOYEES

04 Employees



### PRODUCTS | SERVICES

Fruit juices, pulps and vegan non-dairy ice cream



## WHY US

**We offer products with less sugar and artificial contents.**  
**We have experience in both farming and agro-processing, which means we add value to our own raw materials.**



## SDG'S



## FINANCIALS

### Top-line revenues and profits:

Gross income US\$82,550 with a net profit of US\$7,924.

Average seed plants sold per year: 2,000 at US\$3 per plant = US\$6,000.

Net profit: US\$4,000.

Average seed nuts sold per year: 6,200 at US\$0.60 per nut = 3,720.

Net profit: US\$2,232.

### Total revenues from coconut farming:

2020 - US\$12,614

2021 - US\$13,108

2022 - US\$14,156

### Important numbers:

We currently have 150 clients.

### Forecasts:

Projected revenue US\$25,000

2023 - US\$15,289

2024 - US\$16,512

2025 - US\$17,833



## OUR TARGETS

**Target markets:** Barbados, CARICOM, United States, Canada, Europe

**Target customers:** Global communities looking for health and wellness products.



## CALL FOR SUPPORT

Financing sought:

**\$50,000**

Timeline:

• **2024 - 2025**

To invest in:

- **Marketing (US\$5,000)**
- **Product development (US\$5,000)**
- **Upgrades of equipment (US\$40,000)**



“Agriculture is not just about growing crops; it's about cultivating life, sustainability, and hope.”



# Searles Agro Products

St. Vincent and the Grenadines

**Sophia Searles**  
 + (784) 531-9619  
 sophia.searles@searlesagro.com  
 @searlesagroproducts  
 www.searlesagro.com

**CARIBBEAN BY ORIGIN | HIGH-QUALITY BY DESIGN, | ECO-CONSCIOUS BY CHOICE!**

Searles Agro Products is a family-owned business that manufactures innovative food products from Caribbean produce like peanuts and coconuts. Our product ranges include peanuts, coconut oil and shredded coconut. We are dedicated to maintaining a Caribbean-owned, green, waste-efficient value chain from farm to shelf.



## INDUSTRY

Agroprocessing



## FOUNDING YEAR

2010



## N° OF EMPLOYEES

06 Employees



## PRODUCTS | SERVICES

Peanuts, coconut oil and shredded coconut



## WHY US

**We are a women-owned** operation dedicated to empowering our community of women and closing the gender gap in business

**We are proudly Caribbean**, from top to end of our value chain!

**We use native Caribbean produce** to create innovative product ranges

**We are an environmentally sustainable operation** focused on zero-waste production



## SDG'S



## OUR TARGETS

**Target markets:** Local Market (supermarkets, pharmacies, bakeries). Next up: Regional supermarkets and niche international markets like specialty shops in the Caribbean.

**Target customers:** Eco-conscious customers looking for Caribbean-owned, quality products



## ACHIEVEMENTS

- Best of SVG (People's Choice Award 2018 & 2020)
- Our Zero Waste Project sees 85% of waste material generated in production being converted into new usable products
- In the process of becoming GMP\* and HACCP certified.



## FINANCIALS

**Top-line revenues and profits:** \$100,000 and continues to grow as the business remains profitable

**Revenue over the past three years:**

2020 - \$75,779  
2021 - \$75,945  
2022 - \$100,975

### Forecasts:

We project current revenues to double over the next 2 years and reach over \$350,000 by 2027, when our coconut farm starts producing.



## CALL FOR SUPPORT

Financing sought:

**\$100,000**

To invest in:

- **Capital Expenditure**
- **Operational Expenses**
- **Marketing**
- **Legal & Regulatory Compliance**

Timeline:

- **Fund raised for Q2-2024**
- **Project to be implemented in 5 years**



*“Though challenges abound, the reward lies in our growth and the inspiration that I can be to other women.”*



# Te' Lavi NaTural

Dominica

- Tatiana Green**
- + 767-2958605
- Telavi.natural@gmail.com
- Te'Lavi NaTural

## A PATHWAY TO A HEALTHIER LIFESTYLE

This beautiful, woman-owned luxury brand established in 2020 focuses on sourcing materials locally to develop products in a sustainable way. Te'Lavi NaTural is a skincare brand. Its owner, Tatiana Green-Laville, started the brand as a solution to her own problem in finding decent, chemical-free skincare products that weren't harsh on her skin, or that of her children. After careful research and experimentation, she started her own line of natural skincare business that she is currently scaling up.



### INDUSTRY

Agribusiness, Health & Beauty Products



### FOUNDING YEAR

2020



### N° OF EMPLOYEES

02 Employees



### PRODUCTS | SERVICES

Coconut oil, coconut oil capsules, CBD-infused coconut oil, coconut soap, castor oil, moringa oil, moringa powder, moringa capsule powder, moringa soap, deep root hair growth oil, herbs, teas, and spices



## WHY US

**We offer skincare solutions:** Customers with sensitive skin find it difficult to find local and all natural products that are not harsh on their skin or bodies. We bridge that gap.

**We offer quality consistency:** We want to see our business grow financially while maintaining and increasing the quality of our products.

**We are a sustainable brand:** We reduce coconut oil production waste by selling the shredded coconut flesh for animal feed. We also reduce plastic use for wrappers.

**We have market outreach:** We have established connections with the U.S and French West Indies markets.

**We have a vision:** We aim is to acquire a property where we can plant coconut trees. In the future, we will reduce the cost of raw materials and depend solely on farm goods as our source of raw materials for our customers.



## OUR TARGETS

**Target markets:** Dominica, United States and United States Virgin Islands (St. Croix)

**Target customers:** Vegans, vegetarians, people with sensitive skin, and anyone looking for healthier, natural products.



## ACHIEVEMENTS

- Certificate in Entrepreneurship & New Venture Creation, Sales & Marketing



## SDG'S



## FINANCIALS

**Top-line revenues and profits:**  
US\$300 - US\$500 monthly. Our revenues are growing and our business is profitable.

**Important numbers:**  
We currently supply 3 stores monthly.

**Forecasts:** We project an increase in revenue to US\$500 - US\$1,000 monthly and plan to invest in advanced equipment and machinery.



## CALL FOR SUPPORT

**Financing sought:**  
**\$8,000 - 10,000**

- To invest in:**
- Overhead costs
  - Installation of renewable (solar) energy technology
  - Raw materials
  - Packaging supplies
  - New equipment

- Timeline:**
- Q2-2024
  - Q1-2025



“The obstacles that you are facing today are developing the strength, courage, pertinacity and confidence for a greater tomorrow.”

- Tatiana Laville



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