

# Public Policies for the Promotion of Productive Articulation

Formation of clusters and export consortiums in the Caribbean



# Background

## Significant Trade (and Development) Arrangements

- CBI (WTO) waiver ended and an extension granted
- Canada – CARICOM negotiations deferred, extension in progress
- EPA (2008) Consultative Committee held its 2<sup>nd</sup> meeting in April 2016
- CSME
- Bilaterals

## Some relevant affiliations and organisations:

WTO

ACP

OAS,

Cariforum, OECS

**What has been the overall impact on social and economic development?**

# Expectation of Trade Agreements

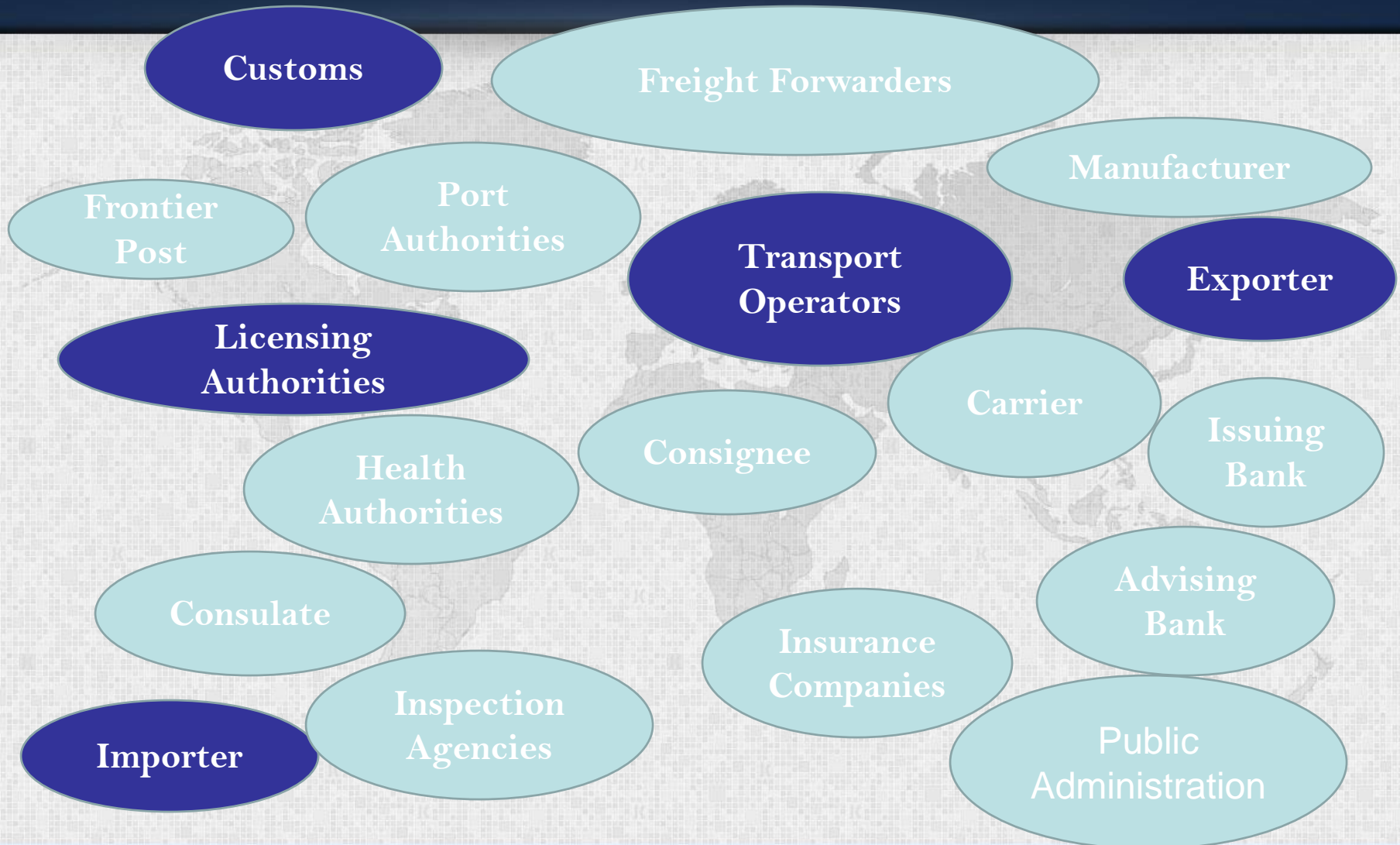
What do we expect?

- Foreign currency on goods?
- Entry into new markets?
- Preferential treatment on our products?
- Increase trade flow; new sources of supply and investment?
- Development funds and grants from “principals”?

# Major Impediments to Trade

- Excessive documentation requirements
- Lack of automation and insignificant use of information technology
- Lack of transparency, unclear and unspecified import and export requirements
- Inadequate procedures, especially a lack of audit-based controls and risk assessment techniques
- Lack of modernization of, and cooperation among Customs and other government agencies, which thwarts efforts to deal effectively with increased trade flows.
- *Assessment of trade facilitation needs and concerns of importers and exporters*

# Players in International Trade



# Working towards Coherence



# Experience of Caribbean with Clusters

Set up of NTFTF in the OECS countries

- Set up of one-stop shop for trade in goods
- Cross agency co-operation; different nuances
- Collection centers- who or how to share

# Export Consortium Example – Saint Lucia

- Emanating from their Private Sector Development Strategy, a need to establish a working framework
- Sectors diversified and assuming equal importance
- Launch of TEPA based on their National Export Strategy (2004)



# TEPA – Saint Lucia

The Trade Export and Promotion Agency (TEPA) will provide a range of information and support to local businesses and international buyers.

Saint Lucia TEPA works to promote and expand business in export markets around the world. It aspires to increase local exports, to assist local businesses improve profitability and long term sustainability, thus making a direct and valuable contribution to the Saint Lucian economy.



# TEPA – Functions

- Serve as a focal point for exports through advocacy, information dissemination and public education
- Undertake policy coordination for export development
- Coordinate the trade/ export services network
- Assume overall responsibility for the coordinating, monitoring and evaluation of the national export development strategy
- Undertake future strategic planning for exports
- Carry out the function of export promotion/ marketing at the national level

# What is the endgame?

- Employment created by expansion of production in home territories
- Improvement in quality of life
- Returns to the corporate sector
- Create opportunities at home and in foreign markets

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