

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

The following are some of the most Frequently Asked Questions about the Cocoa Industry in Trinidad and Tobago with relevant responses and information resource links.

1. What assistance does InvestTT offer to investors in the cocoa industry?

InvestTT in its capacity of Investment Promotion Agency will curate cocoa investment interests, identify the stage of interest whether it's partnering with farmers to increase cocoa production, purchasing defunct cocoa estates or bean to bar production and bring the relevant stakeholders together to determine the best facilitation of those interests. The Agency provides assistance to the investor throughout the decision-making process, the process of setting up your business and as well as Aftercare services once established.

2. How do I invest in the T&T Cocoa industry?

InvestTT is the first point of contact for investors seeking investment opportunities in Trinidad and Tobago. Whether you are a foreign entity seeking expansion in the region, a locally-based foreign firm interested in growth and diversification, or a local company seeking to take your business to the next level, InvestTT has the knowledge, resources and key connections necessary for your investment to succeed. We are committed to delivering an excellent standard of service to all potential and existing investors through our core business units which provide a range of services:

- Delivery of key sector/industry information
- Labour and real estate surveys
- Value chain advisory
- Site visit facilitation (including B2B meetings)
- After care services (including issue resolution, opportunity identification and policy advocacy)

3. What are the incentives for the cocoa industry?

The Ministry of Agriculture Land and Fisheries oversees a comprehensive list of incentives for the Agriculture Industry called the Agricultural Incentive Programme (AIP). This is a tangible fiscal and non-fiscal package of rebates and exemption on goods and services offered to the farming community. Qualified farmers can receive incentives within the following categories -

- Vehicles for Agriculture /Fisheries
- Machinery and Equipment
- Water for Agriculture
- Land Preparation/ Land Clearing
- Soil Conservation
- Soil Amelioration

<https://agriculture.gov.tt/divisions-units/divisions/regional-administration-north/list-of-agri-incentives-by-categories/>

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

4. What sources of funding are available for persons interested in investing in the Cocoa industry?

A. BANKS

Financing can be accessed from across the vibrant banking sector of Trinidad and Tobago (subject to lending criteria). The following commercial banks operate in Trinidad and Tobago:

- CIBC First Caribbean International Bank
- Citi
- First Citizens Bank
- JMMB Bank
- RBC Royal Bank
- Republic Bank
- Scotiabank
- ANSA Bank

B. NON-BANKS AND FINANCIAL INSTITUTIONS

The following non-bank and financial institutions operate in Trinidad and Tobago-

- NCB Merchant Bank
- ANSA Merchant Bank
- Caribbean Finance Company
- Development Finance Limited
- Fidelity Finance and Leasing Company
- Massy Finance GFC Ltd.
<https://www.central-bank.org.tt/core-functions/regulated-non-bank-financial-institutions>
- Agricultural Development Bank of Trinidad and Tobago (ADB)
Phone: (868)612-0163
Email: adbpos@adbtt.com
Website: <https://agriculture.gov.tt/agencies-partners/agencies/agricultural-development-bank/>

C. FUNDS AND GRANTS

European Union

- **Erasmus+ International Dimension:**
Opportunities for Organizations/Institutions in the Caribbean: Erasmus+ is the European Union's programme to support projects, partnerships, events and mobility in the areas of education, training, youth and sport. It provides funding opportunities for cooperation in all these areas among 33 European countries. It has a strong international dimension for cooperation between these 33 countries and third countries across the world.

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

In accordance with the regional strategies set out in the respective regional Multiannual Indicative Programmes, different international areas and/or actions can be given priority at the regional level, so each region has a different range of actions for which it is eligible. Higher education is common to all regions.

More information about Erasmus+ and the specific opportunities available for international partners can be found at the following link:

<https://erasmus-plus.ec.europa.eu/opportunities/accessing-erasmus-opportunities-from-outside-the-eu>

Contact the Delegation: Phone: +1 868-235-6453, or email: delegation-trinidad-and-tobago-general@eeas.europa.eu, with Erasmus+ in the subject line.

- **Shaping the future of innovation**

The program intends to contribute to creating the business environment required to drive competitiveness and a more diversified economy in a socially and environmentally sustainable way through 3 components:

- 1) An innovation fund to finance innovation in goods, services and business models as well as export market access
- 2) Closer applied collaboration between tertiary institutions and firms
- 3) Building capacity to drive and sustain coordinated support for innovation

Programme Partners: Ministry of Planning and Development, European Union, IDB-Lab and CARIRI

Timeframe: Jan 2021- Jan 2025

Budget: approx. USD 10 million

More info: <https://future.cariri.com/>

D. CO-FINANCING

exporTT Programmes

Conditional financial support is available for approved companies and provides a portion of a pre-approved investment, purchase, cost or expense incurred in reaching a selected export market.

- Product and/or company registration in overseas markets
- Intellectual property registration in overseas markets
- Product testing
- Shipping of samples
- Translation and interpretation of export related documents
- Trade show participation
- Label design modification
- First time web site development for current/potential exporters

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

- First time, website development and e-commerce functionality, for current / potential exporters

Research and Development Facility (RDF)

The RDF funds projects that lead to commercial exploitation, particularly in export markets by non-energy manufacturing and services companies.

Qualifying Criteria

- Projects that facilitate/ result in a significant improvement in process and product/ service design as a result of technological innovation
- Projects that diversify the Client's product/ service range by way of an innovative offering through the employment of new technologies
- Projects that are designed to help the Client meet export market requirements, especially in the area of innovative or higher value-added products/services
- Projects relating to automation technologies and lean manufacturing processes.

Phases of Funding

Phase I - Establish the technical merit, feasibility and commercial potential

Funding will cover technical and empirical market research to produce a technical and commercial feasibility report. Funding shall not exceed 70 percent of the total cost of the project up to a maximum of **TT\$100,000** over a six-month period

Phase II – Product and Service Development

Funding will cover the costs of product and service development. Funding shall not exceed 50 percent of the total cost of the project up to maximum of **\$750,000** within a maximum two-year period.

Applications to Phase II are **not exclusive** to Phase I awardees.

Phase III – Pursue Commercialization

Funding based on the commercial potential of the product/service, particularly in export markets and will cover such approved costs related to launching the product or process in the market place. The funding in this Phase is limited to TT\$150,000.

Applications to Phase III shall be **exclusive to Phase II awardees**.

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

Grant Fund Facility

- This Fund of TT\$25Mn administered by the Ministry of Trade and Industry is available to producers of high value-added products and services that can compete in export markets for:
 - Machinery and equipment by export oriented/import substitution small and medium-sized businesses
 - Businesses Involved in agro-processing and manufacturing

Grants are limited to **TT\$250,000** per beneficiary and one grant per beneficiary or per group of companies.

International Certification Fund

The ICF provides grant funding to assist eligible firms with:

- Building capacity in the conduct of standards audits, inspections and/or implementation of the process of certification
- The acquisition and operation of specialized equipment required for the adoption of standards
- Infrastructural modifications to comply with standards implementation
- Auditing and certification costs

Eligibility:

- Sole proprietors, partnerships or companies wholly-owned by Trinidad and Tobago nationals and registered and operating in Trinidad and Tobago
- Firms that demonstrate the potential to develop a sustainable export base
- Firms established for a minimum of one (1) year, with supporting financials
- Firms engaged in the production of non-energy exports, with export sales less than US\$4,000,000
- Firms contributing to import substitution with sales turnover less than TT\$25,000,000.

Contact

exporTT Limited

151B Charlotte Street

Port of Spain

Trinidad and Tobago

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TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

6. What institutions offer cocoa industry related courses/ training in T&T?

UWI – Cocoa Research Centre

- Introductory Chocolate Making Course
- Advanced Chocolate Making Course
- Introduction to Cocoa Sensory Analysis

Cocoa Research Section, Research Division in the Ministry of Agriculture Land and Fisheries

Cluster Project, farmers will learn best practices using discovery based learning (DBL) and Farmers Field Schools (FFS) methods. Technical consultation is provided to commercial cocoa farmers for establishment and management of estates.

Extension, Training and Information Services Division (ETIS), Ministry of Agriculture, Land and Fisheries

Provides information in aspects of agriculture and related issues with the aim of assisting farmers in increasing efficiency in production and increasing profitability.

7. What lands are available for cocoa production and how do I go about accessing them?

The Cocoa Development Company of Trinidad and Tobago has identified a list of private estates across Trinidad and Tobago. They can arrange the necessary contacts with the owners as needed.

PRIVATE ESTATES/ LANDS:

#	LOCATION	ACREAGE COCOA	ACREAGE OTHER
1	Todds Road, Caparo		50
2	Brasso Venado	10	6
3	La Lune, Moruga		100
4	Mamoral	5	10
5	Biche Ortoire Rd, Biche	15	
6	Biche Ortoire Rd, Biche	100	

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

#	LOCATION	ACREAGE COCOA	ACREAGE OTHER
7	Old Rio Claro Mayaro Road, Libertville	13	
8	Roble Grove Road, Rio Claro	8	
9	Marcano Trace, Biche Ortoire Road	16	
10	Austin Road South, Coromandel Cedros	6	
11	Alta Garcia Trace, Siparia	2.5	2.5
12	Non Pareil Estate, Fishing Pond Road, Sangre Grande	1800	
13	Trial Link Road, Marac	>100	
14	La Lune, Moruga	>1000	
15	Celestine Trace, Tamana Hill Road	16	
16	San Souci	TBD	

Contact

Cocoa Development Company of Trinidad and Tobago Limited (CDCTTL)

16 Mulchan Seuchan Road
Chaguanas
1-868-671-1001

Public Lands fall within the remit of the Ministry of Agriculture Lands and Fisheries. Under this Ministry there is the Office of the Commissioner of State Lands (COSL). The COSL is charged with the overall management, distribution and allocation of all State Lands which, includes all shoreline below the high water mark and the seabed within the waters of Trinidad and Tobago.

Contact

Land Management Division

Corner Jattan Trace and El Socorro Road
San Juan
Telephones 675-5547 or 638-5233
Email: cosl1@gov.tt

TRINIDAD AND TOBAGO'S COCOA INDUSTRY

FAQs

9. What are the features of the cocoa supply chain in T&T?

In Trinidad & Tobago there are typically eight participants in the cocoa global value chain including the cocoa farmer, fermenter, exporter, buyer, importer, processor, chocolatier and then the retailer who sells to the consumer.

However, there is a movement to the “bean to bar” model wherein there are less participants in the supply chain resulting in higher profits for all.

Supply Chain Characteristics

Characteristic	Measure /Value
Total Acreage Under Cocoa	3584 Hectares (Ha)
Acreage Under Active Cultivation	1988 Ha
Acreage Abandoned	1596 Ha
Farm Size	<ul style="list-style-type: none">• 39% - <2 Ha• 54.5% - 2-8 Ha• 4.5% - 8-20 Ha• 2% - >20 Ha
Number of Farmers	1163 (600 Active)
Number of Primary Processors	50 – 10 large fermenters, 6 single estate large farm and 34 micro-lot fermenters
Total # Value Add Processors	Food – 47, Skin Care – 3 , Beverage – 5
SMEs	8
Micro Enterprises	48

Source: CDCTTL Sector Development Plan October 2020