



# **A Programme for Linking Small-scale Farmers to the Hotel Industry in St. Lucia**

# The Context

## **Caribbean agriculture critical for poverty alleviation**

- Current production has export commodity focus
- 70% of fresh produce imported in 2001

## **Lack of effective domestic 'produce' supply**

- Historically poor quality and inconsistent supply

## **Trade policy framework is incoherent**

- Regional government support for agro-tourism linkage
- Currently needs unilateral island trade agreements

# The programme

The programme has two components:

- (1) An effective trading company providing 'fresh produce' to the Tourism sector**
  
- (2) A development programme**
  - St. Lucian production programme
  - Caribbean trade advocacy programme
  - *St. Lucian promotion campaign*

# What we have learnt so far

- **Issues with “adopt a farmer” approach**
  - Producer capacity
  - Credit is a specific issue for farmers’
  - Effective domestic trading company
- **Agricultural trade policy**
  - Caribbean single market
  - Caribbean works with US double standards
- **Hotel purchasing**
  - Flexible credit arrangements
  - Local purchasing can reduce costs, improve quality and benefit broader community

# Likely benefits and outcomes

## **Improve access for Caribbean small-scale farmers into the tourism sector**

- Effective trading company
- Market driven production system
- Coherent policy frame-work
- Support other regional programmes develop