



REPUBLIEK SURINAME



ASSESSMENT OF MSME IN THE AGRICULTURE SECTOR OF SURINAME

“A STUDY OF 5 SECTORS IN 4 DISTRICTS”

A PROJECT BY
SURINAME INDIA TRADE & INVESTMENT PROMOTION
ORGANISATION, THE SURINAME BUSINESS FORUM &
THE EMBASSY OF THE REPUBLIC OF INDIA IN SURINAME



Presentation of the report to Ambassador
H.E. Mr. Satendar Kumar of the Embassy of India
Paramaribo, February 27, 2018: 18.30 hrs
Lalla Rookh Ballroom
Swami Girdhari



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Nr	Begin	End	Activity	Who
1	18:00	18:30	Registration	SBC
2	18:30	18:35	MoC opens the program and passes the house rules	Mr. R. Kalka
3	18:35	18:40	Singing / playing National Anthems Suriname and India	All
4	18:40	18:50	Word of welcome by director SBC	Mr. G. van Dijk
5	18:50	19:00	Speech chairman SITPO	Mr. R. Pahladsingh
6	19:00	19:10	Speech Ambassador of the Republic of India	H.E. Mr. S. Kumar
7	19:10	19:20	Documentary "Opportunities in Food Processing Sector in India"	Eol
8	19:20	19:40	Presentation report	Mr. S. Girdhari & Mrs. C. Oliveira
9	19:40	19:45	Handing over report on behalf of the chairman from SBF Mr. B. Ganga to H.E. Ambassador Mr. S. Kumar	Mr. F. Ramsingh
10	19:50	20:00	Questions	MoC
11	20:00		Final words of thanks	Mr. F. Ramsingh
12	20:00	20:30	Social gathering	All
13	20:30		Closing	

HOUSE RULES

- No smoking in the building
- No drinks and food in the Ballroom
- Toilet at the back of the building
- Security guards outside the building
- Assistance at registration: Mr. Poetisi
- Questions about this event: Mr. Kalka



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NATIONAL ANTHEM OF THE REPUBLIC OF SURINAME & NATIONAL ANTHEM OF THE REPUBLIC OF INDIA



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WORD OF WELCOME

Mr. Gilbert van Dijk

**(General Manager Suriname Business &
Development Center – SBC)**



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Mr. Rajen Pahladsingh

**(Chairman Suriname India Trade & Investment
Promotion Organization – SITPO)**



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H.E. Mr. Satendar Kumar

(Ambassador of Republic India to Suriname)

OBJECTIVE

Assessment of the competitiveness of MSME entrepreneurs in 5 identified sectors in 4 districts

	Sectors		Districts
1	Agri- and Horticulture	1	Wanica
2	Poultry	2	Para
3	Animal Husbandry	3	Commewijne
4	Apiculture	4	Saramacca
5	Fisheries		



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MSME: MICRO, SMALL, MEDIUM ENTERPRISES

(1/2)

- Defined in different ways in different parts of the world => in some countries, they are defined in terms of:
 - Assets, employment as a parameter for defining MSME



MSME: MICRO, SMALL, MEDIUM ENTERPRISES (2/2)

In Suriname there is not a clear definition:

- The business service organizations together with the Government are busy to formulate a national definition
- This definition will be based on a combination of different indicators: employment, annual turnover, organization structure and type of the sector / industry



ORGANIZATION

- Embassy of India in Suriname
- SITPO
- SBF
 - Service providers:
 - SBC
 - Cornelly's Gala-Xy N.V.
 - S3MC



REPORT: CONTENT

- General Information: Suriname, Agriculture
- Specific Information: Districts, Sectors
- Data Collection: Survey by a questionnaire
- Data Analysis
- Conclusions & Recommendations
- Support / Opportunities for India in Suriname
- Attachments: workplan, questionnaire, terms of reference, etc.



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DATA ANALYSIS: BASED ON QUESTIONNAIRE

Nr.	Aspects / templates	Question	Choices	Section
1/2	Sales of the produced products	How is the market?	Good or poor	9.1
		Ability to produce more if the demand increases and sales are guaranteed	Production extension or no production extension	9.1
3	Market	Whom do you sell to / what is your market?	Neighbourhood / shop or buyers or processor or export or other	9.2
4	Collaboration	Are you a member of a cooperation or branch or trade association or network	Cooperation or branch or trade association or network	9.3
5	Credit	Do you have access to (bank) credits?	Yes or no	9.4
		Would you take a loan to invest?	Expansion / no expansion	9.4
6	Machines	Do you use machines? If yes, which machines?	Yes or no	9.5
		Is there necessity for machines on the farm?	Yes or no	9.5
7	Labour	Do you work with employees or family members?	Family or workers	9.6
		Do they work full-time or part-time?	FT or PT	9.6
8	Turnover	What is the estimated turnover per month (in SRD)?	< 1,000 or 1,000-5,000 or 5,000-8,000 or > 8,000	9.7
9	Education	Level of education?	GLO / MULO / LTS / AMTO / VOS / LBO / University / Other	9.8
10	Training	Have you received any training or education to manage the farm?	Yes or no	9.9
		Do you need technical guidance to develop your business further?	Yes or no	9.9

DATA ANALYSIS: RESPONDENTS

RESPONDENTS MATRIX

RESORT	AGRICULTURE / HORTICULTURE	POULTRY	ANIMAL HUSBANDRY	APICULTURE	FISHERIES	TOTAL
WANICA	52	13	13	2	3	83
PARA	33	7	2	3	0	45
SARAMACCA	14	1	3	0	0	18
COMMEWIJNE	8	1	1	1	6	17
TOTAL	107	22	19	6	9	163



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DATA ANALYSIS: SALES

SALES AGRO MSME IN PERCENTAGES

AGRO SECTOR	GOOD	POOR	PROD. EXT.	NO PROD. EXT.
AGRI- & HORTICULTURE	62	38	90	10
POULTRY	77	23	86	14
ANIMAL HUSBANDRY	79	21	89	11
APICULTURE	100	0	100	0
FISHERIES	89	11	89	11
AVERAGE	81	19	91	9

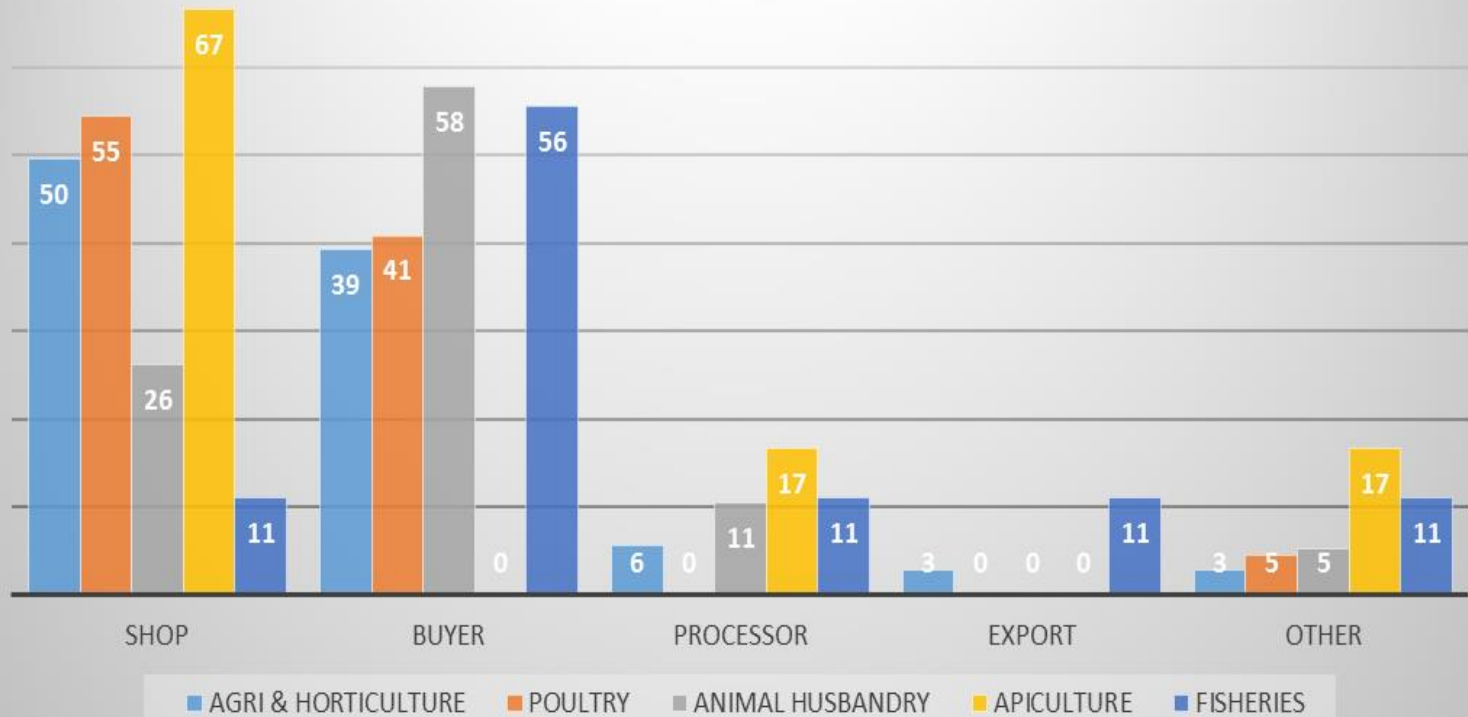


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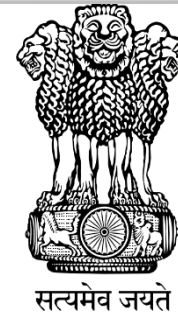


DATA ANALYSIS: MARKET

MARKET AGRO MSME IN PERCENTAGES



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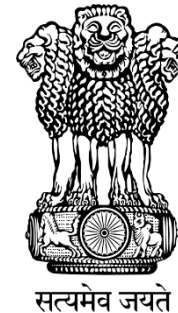
DATA ANALYSIS: COLLABORATION

COLLABORATION AGRO MSME IN PERCENTAGES

AGRO SECTOR / COLLABORATION	COOPERATION	BRANCH	NETWORK	ASSOCIATION	NO
AGRI- & HORTICULTURE	33	3	0	0	64
POULTRY	14	0	0	5	82
ANIMAL HUSBANDRY	16	5	0	11	68
APICULTURE	0	0	0	17	83
FISHERIES	22	33	0	0	44
AVERAGE	17	8	0	6	69



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DATA ANALYSIS: CREDIT

CREDIT POSSIBILITIES & EXPANSION AGRO MSME IN PERCENTAGES

AGRO SECTOR	YES	NO	EXPANSION	NO EXPANSION
AGRI & HORTICULTURE	46	54	64	36
POULTRY	59	41	82	18
ANIMAL HUSBANDRY	47	53	68	32
APICULTURE	33	67	33	67
FISHERIES	33	67	100	0
AVERAGE	44	56	70	30



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DATA ANALYSIS: MACHINES

MACHINES AGRO MSME IN PERCENTAGE

AGRO SECTOR	YES	NO	NEEDED	NOT NEEDED
AGRI- & HORTICULTURE	50	50	87	13
POULTRY	45	55	64	36
ANIMAL HUSBANDRY	58	42	74	26
APICULTURE	67	33	83	17
FISHERIES	89	11	78	22
TOTAL	62	38	77	23



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DATA ANALYSIS: LABOUR

LABOUR AGRO MSME IN PERCENTAGE

AGRO SECTOR	WORKERS	FAMILY	FULL-TIME	PART-TIME
AGRI- & HORTICULTURE	25	75	38	62
POULTRY	23	77	50	50
ANIMAL HUSBANDRY	26	74	42	58
APICULTURE	33	67	17	83
FISHERIES	67	33	67	33
AVERAGE	35	65	43	57



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DATA ANALYSIS: TURNOVER

TURNOVER PER MONTH AGRO MSME IN PERCENTAGE

AGRO SECTOR / SRD	< 1,000	1,000-5,000	5,000-8,000	> 8,000
AGRI- & HORTICULTURE	64	29	3	4
POULTRY	59	27	5	9
ANIMAL HUSBANDRY	68	11	16	5
APICULTURE	67	0	17	17
FISHERIES	0	67	11	22
AVERAGE	52	27	10	11



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DATA ANALYSIS: EDUCATION

EDUCATION AGRO MSME IN PERCENTAGE

AGRO SECTOR / EDUCATION	GLO	MULO	LTS	LBO	VOS	AMTO	UNIVERSITY	OTHER
AGRI- & HORTICULTURE	23	18	12	2	6	4	7	29
POULTRY	18	23	9	14	14	0	9	14
ANIMAL HUSBANDRY	16	21	11	5	16	11	5	16
APICULTURE	0	0	17	0	0	33	17	33
FISHERIES	0	11	22	0	0	11	22	33
AVERAGE	11	15	14	4	7	12	12	25



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DATA ANALYSIS: TRAINING

TRAINING AGRO MSME IN PERCENTAGE

AGRO SECTOR / TRAINING	YES	NO	NEEDED	NOT NEEDED
AGRI- & HORTICULTURE	28	72	88	12
POULTRY	23	77	91	9
ANIMAL HUSBANDRY	26	74	79	21
APICULTURE	83	17	50	50
FISHERIES	33	67	44	56
AVERAGE	39	61	70	30



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CONCLUSIONS & RECOMMENDATIONS (1/6)

- Mostly < SRD 1,000 - Family MSME, Part-time
- Policy / measures per sector / region
- Needs:
 - Credit facilities
 - Trainings / Technical support
 - Machines
 - Sector specific requirements
- Promote collaboration



CONCLUSIONS & RECOMMENDATIONS (2/6)

Sales, marketing, market consolidation, expansion of market and new market opportunities:

- Assistance in market intelligence with optimal product and market combination to explore new export markets for primary agricultural products and processed products
- Assistance in labelling and standards



CONCLUSIONS & RECOMMENDATIONS (3/6)

Collaboration:

- Strengthening cooperation: between the farmers, MSME in the agriculture sector (mutually benefits)
- Strengthening cooperation: between the farmers, MSME and other stakeholders (LVV, RO, HI&T, Finance, VEAPS, APSS, LCK a.o.)
- Clustering various / common activities



CONCLUSIONS & RECOMMENDATIONS (4/6)

Financial issues:

- Access to finance with lower interest rates
- Possibilities for other credit facilities
- Tax facilities: tax holidays, decreasing taxes (income tax, government take, etc.)
- Collective purchasing of inputs



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CONCLUSIONS & RECOMMENDATIONS (5/6)

Virtual network (e-Agriculture):

- Development & focus on capacity building
- Link up and enhancing farmers and processors to markets and connect farmers with buyers
- Build networks between all the stakeholders and promote and enhance the exchange of knowledge (share information on farming techniques and best farming practices)



CONCLUSIONS & RECOMMENDATIONS (6/6)

- Rapid operationalization of the Caribbean Agricultural Health and Food Safety Agency
- Establish a fund for micro loans to MSME with lower market interest rate (ability to absorb shocks as a result of (inter)national financial and economic developments)
- Setting up an Agricultural Ecological Zoning (AEZ) program



SUPPORT / OPPORTUNITIES FOR INDIA IN SURINAME

- Ministry of MSME
 - National Institute MSME
 - National Resource Centre for Cluster Development (NRCD)



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MINISTRY OF MSME & NI-MSME & NRCD (1/2)

- Promoting growth and development of MSME
(existing & create new MSME)
- Linked MSME with stakeholders
- Design policies & promote programmes to strengthen MSME
- Project process development centers
- Assistance for exports and providing support: credit facilities, marketing, technology transfer and other supporting services



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MINISTRY OF MSME & NI-MSME & NRCD (2/2)

- NI-MSME:
 - Promotion, development & modernization MSME
 - Consultancy services
- NRCD:
 - Training programme on cluster development (public & private)
 - Training programme on cluster development for officials from other countries



MINISTRY OF MSME => SUPPORT SURINAME

- Development agro-MSME cluster framework
- Training programme for MSME:
 - Civil servants of departments & local institutions
 - District & resort council
 - MSME
- Special promotion programme for export activities for exporters:
 - Marketing, product standardization, labelling, etc.



SUPPORT / OPPORTUNITIES FOR INDIA IN SURINAME

Ministry of Agriculture and Farmers Welfare consist of 3 departments:

- Department of Agriculture Cooperation & Farmers Welfare
- Department of Animal Husbandry, Dairying & Fisheries
- Department of Agricultural Research & Education



MINISTRY OF AGRICULTURE AND FARMERS WELFARE => SUPPORT SURINAME

- Improve cultivation and management techniques:
 - Integrated Crop Management (ICM)
 - Integrated Pest Management (IPM)
 - Good Agricultural Practices (Global GAP) / HACCP
 - Strengthen the poultry and apiculture sector
- Scholarship under the ITEC facilities: agriculture & agribusiness



BUSINESS TO BUSINESS OPPORTUNITIES=> SUPPORT SURINAME (1/4)

- Suriname as link / switch for Indian firms to market in North & South America (Indian diaspora)
 - => Increase revenues for Indian (firms) & Suriname
- Effects of Indian investment in Suriname:
 - Increase FDI from India to Suriname
 - Create & increase employment in Suriname
 - Increase revenues / income
 - Increase R&D, technology, etc.



BUSINESS TO BUSINESS OPPORTUNITIES=> SUPPORT SURINAME (2/4)

- Development B2B opportunities / collaboration: the SBF and SITPO can set out a policy for collaboration among B2B entities, with support from both the Embassy of India in Suriname and the Embassy of Suriname in India

=> Development diplomacy between the Embassy of India in Suriname and the Embassy of Suriname in India. SBF & SITPO can set up a window in Paramaribo & New Delhi for the business communities



BUSINESS TO BUSINESS OPPORTUNITIES=> SUPPORT SURINAME (3/4)

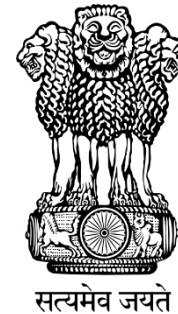
- Based on this study develop a B2B and market intelligence report to establish a business to business framework to promote investments from India in Suriname
- India business community can supply MSME in Suriname with machines, equipment, raw materials in the identified areas (see chapter 10)
=> a win-win model between business enterprises in the two countries



BUSINESS TO BUSINESS OPPORTUNITIES=> SUPPORT SURINAME (4/4)

- There is a Memorandum of Understanding (MOU) between Suriname and India where the headlines are set out for the cooperation in the field of agriculture
- There is a credit line facility of India to Suriname. The Ministry of Foreign Affairs of Suriname (BUZA) is the counterpart of the Government of India

What are the possibilities for the MSME and the business communities regarding benefits under this MOU?



ACKNOWLEDGEMENT / QUESTIONS

- The Embassy of the Republic India in Suriname Ambassador, H.E. Mr. S. Kumar
- SBF: Chair, Mr. B. Ganga and general manager, Mr. G. van Dijk and the board
- SBC: Mr. R. Kalka and his staff. Mr. R. Kalka was also the counterpart for this project on behalf of the SBF/SBC
- SITPO: Mr. R. Pahladsingh and his board
- The District Commissioners and personnel of:
 - District Wanica South East: Mrs. A. Hankers & North West: Mr. S. Ramai
 - District Para: Mr. A. Jurel
 - District Saramacca: Mr. L. Doebay
 - District Commewijne: Mr. A. Kali
- Cornelly's GALA-XY N.V. : Mrs. C. Oliveira and the surveyors for executing the survey
- All the respondents / farmers who have participated in this study and gave insight information of their selves and their farming activities

