

Jamaica has a great capacity for food production and there are many exciting opportunities on the global market for the sector. The country's prospects for developing agriculture and agri-business lie in producing food in which it has a distinct and competitive advantage, pursuing product diversification through new value-added food products.



### 1 Are there opportunities in agriculture?

There are many opportunities in agriculture, given the need to feed our population of approximately 2.8 million people and the over 3.8 million tourists who visit our shore annually. To service these markets there is the need for the full range of vegetables, tubers, dairy products and meat.

### 2 In addition to the domestic markets, is there an opportunity for exporting Jamaican produce/products?

Yes, there are many export opportunities for Jamaican agricultural products. Jamaican agricultural produce and its related agro-processed products, continue to enjoy a reputation worldwide for their unique flavour profiles. Products such as coffee, cocoa and ginger readily come to mind and represent a few of the available opportunities.

### 3 What are the opportunities within agriculture?

Opportunities exist along the entire agriculture supply chain. The agriculture supply chain (see Fig. 1) describes a range of goods and services necessary for an agricultural product to move from the farm to the final customer or consumer.

FIGURE 1: THE AGRICULTURE SUPPLY CHAIN



### 4 What are the specific opportunities along the supply chain?

Specific opportunities along the supply chain include:

- Cultivation of crops for sale to agroprocessors, stores, hotels, retail trade and/or export
- Building out of packing houses/consolidators to provide distribution services
- Provision of cold storage facilities for a wide range of products including fresh produce, flash-frozen food items and meats
- Manufacturing of intermediate products such as purée and mash

### 5 I am only interested in cultivation. Which crop should I grow and where can I sell it?

Your agriculture products can be exported or sold to several local consolidators, agroprocessors, hotels, supermarkets, exporters and other commercial interests. In choosing a crop for cultivation, it is important to determine and assess the needs of the market, your intended market for sale, your ability to finance the process and your target income.

### 6 I am only interested in exporting agricultural products. Where do I find markets?

JAMPRO will provide the assistance required in finding markets. As the national trade and promotion agency, JAMPRO has ongoing buyer engagement programmes to link local suppliers with buyers internationally. Additionally, market information can be obtained from various agencies such as Rural Agriculture Development Agency (RADA), Jamaica Agriculture Society (JAS) parish offices, and the respective industry boards.



**RADA**  
RURAL AGRICULTURAL  
DEVELOPMENT AUTHORITY



### 7 I have heard of Agro parks. What benefits do they provide?

The Agro Parks seek to integrate all facets of the agricultural value chain from pre-production to production, post harvesting and marketing. This approach promotes intensive and targeted agricultural production in defined spaces utilizing optimum and efficient practices to yield improved product outputs.



### 8 How many agroparks exist and what does the Government provide ?

The Government has implemented seven (7) agro parks, to date and there are plans to implement more in the near future. Implementing an agropark may include land clearance and installing critical infrastructure such as irrigation systems, drainage, and access roads, as well as post-harvest facilities such as packing houses and drying facilities, where warranted.

### 9 How do I obtain land in an Agro Park?

A formal application must be made to Agro-Invest Corporation (AIC).

For a copy of the application form, please see:

<http://www.agroinvest.gov.jm/Applications/AIC%20Lease%20application%20form.pdf>.



### 10 Outside of agro parks, where can I access land for cultivation?

Lands can be attained from private interests such as real estate entities, and from the Government of Jamaica through the Ministry of Agriculture, the National Land Agency (NLA), and the Factories Corporation of Jamaica. JAMPRO can facilitate an introduction to these entities.

### 11 What's the long term outlook opportunity for agriculture?

Jamaica's agriculture sector is expected to continue to be one of the main contributors of GDP growth for Jamaica. With a drive by the Government of Jamaica to ensure the island's food security through import substitution and the strong export demand for tropical fruits and vegetables, the sector presents sustainable and viable opportunities for existing and potential investors.

### 12 Is the government committed to the industry?

The Government's commitment is demonstrated through the implementation of the agroparks and the ongoing technical support provided through the Ministry of Agriculture and its related agencies. The Government of Jamaica (GoJ) has fully endorsed agriculture as a key economic growth sector for the country and has further pledged to dramatically improve infrastructure in the sector through the provision of irrigation systems, a rotating equipment loan pool and upgraded farm roads.

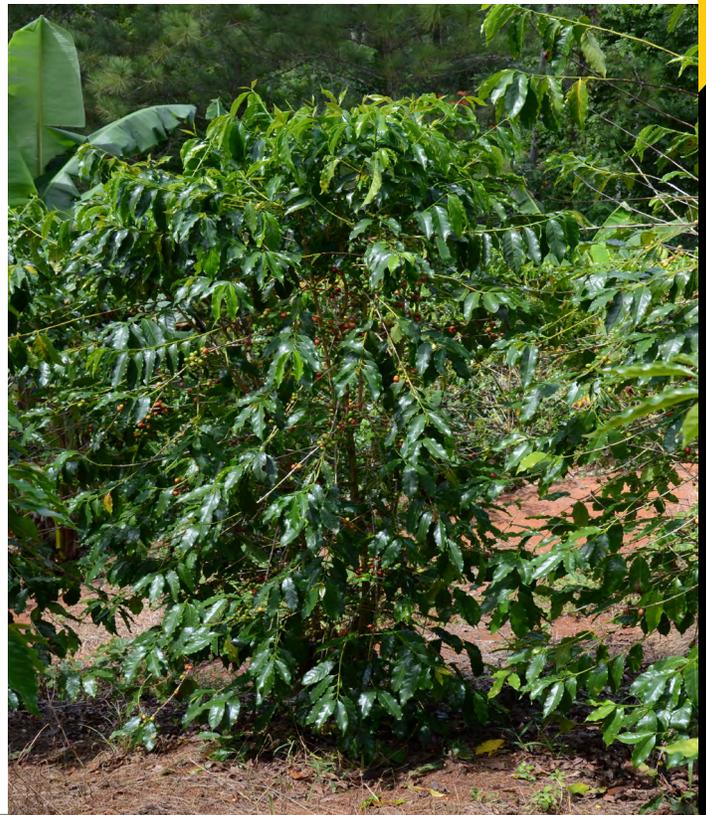
### 13 Why is agriculture important to Jamaica's future?

Agriculture is important to Jamaica's future because of its ability to provide jobs to its people, to reduce the country's trade deficit, to increase the country's food security and to earn foreign exchange.

### 14 Are there incentives to investing in the sector?

Yes, there are incentives for investing in agriculture. The government recently implemented a very comprehensive set of incentives under the Omnibus legislation framework. Specific to agriculture are:

- Duty free Importation of equipment and machinery (with some exceptions)
- Duty free importation of certain inputs (including raw material) into the agricultural process
- Concession on specific vehicles for registered farmers.



### 15 I am interested in pursuing an agriculture related project, who do I contact for assistance in progressing my interest?

You should contact Jamaica Promotions Corporation (JAMPRO), Jamaica's economic development agency, which has the mandate to assist investors from the early stages of research and due diligence to the late stages of actual implementation.



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