



SMALL BUSINESS SERVICES OFFERED BY GRENADA INDUSTRIAL DEVELOPMENT CORPORATION (GIDC)

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OUTLINE OF PRESENTATION

- Overview of GIDC
- Small Business Support Services offered
- Comments on Developing Certificate Courses for Farmers

OVERVIEW OF GIDC

- Established March 1, 1985 by an Act of Parliament as Grenada's Investment Promotion Agency.
- Responsible for increasing private sector investments by attracting foreign investments and facilitating the growth and development of micro, small and medium sized Enterprises through its Business Development Centre (BDC)



Small Business Services Offered

- INCENTIVES
- TECHNICAL ASSISTANCE
- TRAINING
- INFORMATION
- BUSINESS SUPPORT SERVICES

INCENTIVES

- 100% waiver of custom duties on equipment, machinery, spare parts, raw materials, packaging materials
- 50% waiver of custom duties on commercial vehicles



TECHNICAL ASSISTANCE

- Preparation of Business, Marketing and Strategic Plans
- Business Plan Review
- Preparation of Grant Proposals AND Reimbursement Claims
- Record Keeping
- Costing and Pricing
- Business Diagnostics and Operational Audit

TECHNICAL ASSISTANCE CONT'D

- Development of Financial Statements
- Advice and Counselling
- Handholding Support (nurturing an enterprise for a period of 3 years: until they are able to operate efficiently and sustain their operations. Support ranges from:
 - Providing services mentioned above
 - Addressing operational and structural issues: Drafting job descriptions, confidentiality agreements, setting up meetings with financial institutions etc.



Assistance to St. David's Farmers

- Assisted in the establishment of the St. David's Farmers Co-operative Society March 2010 (Membership of 33)
- Prepared grant application, registration forms
- Training
- Accessed grant of US\$50,000 from Global Environment Facility Small Grants Programme to implement a soil conservation Project
- Grant will be used to conduct workshops on soil conservation, receive technical support, purchase equipment and planting materials (fruit trees, herbs)



TRAINING

- Entrepreneurial Skills Development Training (ESDT)
- Business Skills/Management Competency



INFORMATION

- Product and Equipment Research
- Provision of trade and export information to SME's
(Publish SME Insight and issue Biz Insight articles)
- Organization of 'Entrepreneurship Night' and Small Business Forums
- Administration of EcomGrenada



BUSINESS SUPPORT SERVICES

- Business Name Registration
- Design of Stationery and marketing material
- Business Services (Photocopying, typing, faxing, scanning, printing)
- Assisting enterprises to draft Partnership Agreements
- Operation of the Business Library*

Prospective on Recommendations

GIDC endorses the Recommendations to:

- Provide training to farmers in business skills
- GIDC has the competence in organising and delivering training and currently provides TA support to farmers
- Technical expertise would be required to provide specific technical training
- SGU and National Training Agency can assist in the specific design of the programme



Prospective on Recommendations

- GIDC'S has already proven that it can support farmers through the establishment of the St. David's Farmers and Herb Producers Association



Thank you !!!



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