



NORTH EAST FARMERS ORGANIZATION

Presented by: Evans Gooding

Agenda



- Description of Organization
- Objective of NEFO
- Membership
- Marketing of products
- Selling by contract
- Creating contract with financial sectors
- Plans to develop NEFO

Description of Organization



- Name: North East Farmers Organization
- Location: New Hampshire, St Georges, Grenada
- Type of Organization: Non-Profit
- Registered: No. 204 of 2007-6198
- Established: March 2005
- No. Members: 50 (ages 20-75)
- 60 % Women & 40% Men
- Administrative Staff: 6
- Main Activity: Crop & Livestock Farming
- Source of Funding: Membership fees & Subscription; Fundraising Activities
- Involvement with CAFAN: Attending workshops; Participation in Training
- Advocacy: Representation Ministry of Agriculture, Government, NGO's

Description of Organization

Cont.



MISSION STATEMENT

To improve the quality of life of Farmers in North East , St. George's, their families and their Community

MOTTO

Strengthening the capacity of famers to improve their livelihoods

DESCRIPTION OF ORGANIZATION CONT.



- President: Evans Gooding
- V.President: Cephas Bain
- Secretary: Glenis Sayers
- Asst/Treasurer: Magdalene Niles
- PRO: Dolores Penny
- Lawrence Amede: Cluster/Marketing
Coordinator
- Other Committees



Description of Enterprises

- CROP ENTERPRISES

- Traditional Crops – Cocoa, Nutmegs, Bananas

- Food Crops:

- Fruits (Mangoes, Golden Apples, Citrus, Bananas, Breadfruit, etc.)
 - Vegetables (carrots, lettuce cabbages, tomatoes etc)
 - Root Crops (yams, sweet potatoes , dasheen, tannia, eddoes etc)
 - Herbs – Chive, thyme, celery

- LIVESTOCK ENTERPRISES

- Poultry, pigs, goats, sheep, cattle etc

- HONEY

- Honey & Honey Products

- AGRO-INDUSTRIES/VALUE ADDED PRODUCTS



OBJECTIVES OF NEFO

- Strengthen the organizational skills of members;
- Encourage a spirit of social and environmental responsibility among members;
- Create awareness among members of issues of importance to the sector and to the improvement of their livelihood;
- Strengthen leadership skills
- Organize the production and marketing of members.
- Provide for the development of the organization

Number of farmers /farmlands



NEFO members have about 100 acres under which 60 acres are cultivated with various

14 members planted about 500 nutmeg trees after the hurricanes. Some are maturing very good.



- **SERVICES PROVIDED BY NEFO FOR AND ON BEHALF OF ITS MEMBERS**
INCLUDE:

- Representation at local, regional and international forums and activities;
- Advocacy on agricultural policies and programs;
- Planning, organizing and coordinating training activities;
- Production planning;
- Bulk procurement of fertilizer;
- Mentoring of other farmer groups in Grenada.

NEFO BUSINESS MODEL

- **Offering** – Root Crops, Tree Crops, Vegetables
- **Customers** – Retailers (MNIB, Supermarkets, etc), Food Service Operators, Institution, General Public;
- **Distribution Channels** – Direct Sales
- **Customer Relationship** – Contractual
- **Revenue Sources – Sale of Produce**
- **Key Resources** – Land, Input Supply, Labour, Technology, Management Skills, financing.
- **Key Partners** – Members, Input Suppliers, Service Providers (EU-AAACP,FAO, CAFAN, Ministry of Agric., MNIB, CARDI, etc),
- **Key Activities** – Production (planning, management, operations); harvesting, grading & sorting; marketing, transportation;
- **Expenditure Categories – Labour Cost, Farm Inputs, Transportation**



SELLING BY CONTRACT

NEFO are in the final stage of contracting with GMNIB for its produce. Negotiations continues with other institutions



CREATING CONTRACT WITH FINANCIAL SECTOR

Because of financial constraint NEFO members are not interested in loans.

WHY:

- Limited local market for large volume of crops
- Farmers limited income cannot afford another bill

Future Plans



- Construction of Storage facilities for general purposes
- To promote the community in North East as Eco Tourism
- Participate in MOA workshops, NGO's
- Participate with MNIB crop development programmes
- A root crops (yams, dasheen, tannia, sweet potatoes etc)
- Negotiate marketing contract with MNIB/other marketing organization in Grenada eg. hotel restaurant. for those items
- Organization development (training and development of staff, membership
- strengthening Youth in Agriculture
- Consideration of farmers market day
- Crop insurance



NEFO'S UPGRADING STRATEGY:

The upgrading strategy focused on the development of members' capacity to produce and market root crops. In the upgrading strategy NEFO will negotiate contracts on behalf of Members and Plan and Coordinate the Production Activities of its Members to improve their productivity and output and to meet the market requirements

•Core Elements

▣ Organization - Capacity Development

- Institution
- Membership

▣ Production - Efficiency

- Increased Output
- Productivity, Competitiveness & Enterprise Profitability
 - ▣ Technology
 - ▣ Use of Resources/Inputs

- Quality Assurance
- Traceability

▣ Marketing – Risk Mitigation

- Post Harvest Systems
- Contract Negotiations & Management
- Standards for Grades
- Service



THANK YOU