



**Developing a Fair Trade Certification  
Label for rice exports from Guyana &  
Suriname**

**Appendices**



**imani**  
DEVELOPMENT  
global vision, local knowledge

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## Terms of Reference for Local Consultants

The CRA and Lead Consultant will appoint two local consultants – one to work in Guyana and one to work in Suriname. The appointments will be subject to the approval of the project funder, TRADECOM.

### Duration

The contract will last for just over 2 months (June 2010 - early August 2010).

### Key Tasks

The work will be undertaken in three phases, under the direction of and with the support of the principal consultants:

#### Phase 1 – to be completed by mid-June

##### Supply Chain and Value Chain Analysis for Smallholder Farmers

- To describe briefly the topography and climatic conditions of the rice growing areas, the cropping cycle for rice production, and the inputs made by smallholder farmers
- To map step by step the supply chain for rice grown for export from farm to shipment identifying the different actors involved with production, processing and export and their respective roles, and highlighting any differences between the supply chain for smallholder farmers/growers and the supply chain for larger farms/estates
- In conjunction with the supply chain analysis above, to analyse and describe the value chain for export rice (i.e. the proportion of the export price attributable to farmers/labourers, miller, export agents, transport, etc)

### Stakeholder Analysis

- To review and extend the stakeholder map (see draft attached) identifying those with an economic or political interest in the export trade in Caribbean rice, or who are significantly affected by the trade

### Preparation and Support

- To prepare and support the visit of the two external consultants to the country in the last two weeks of June, on the basis of objectives and a programme agreed with them.

**Phase 2** – to be completed by mid-July following the in-country visit of the principal consultants

### Smallholder Representation

- To describe and evaluate existing mechanisms for the representation of smallholder farmers, and the extent to which such mechanisms meet the requirements for Fairtrade certification
- To consider and recommend any necessary steps to strengthen such representative mechanisms, and to investigate sources of funding available

### **Livelihoods**

- To describe briefly the socio-economic conditions and land tenure of smallholder farmers, including any relevant comparative data about livelihoods, health, life expectancy, etc.
- To identify those who are most disadvantaged within the value chain and how Fairtrade might benefit them

### **Production Quality & Standards**

- To review the extent to which quality standards and quality improvement programmes are already embedded in the processes of rice production for export, and the extent to which the supply chain is/can be made to be responsive to market demand for higher quality standards.

### **Cost of Production**

- To support the process for establishing the 'costs of sustainable production' of rice for export. See document 'SOP Development of Fairtrade Minimum prices and premiums' on moodle website.

**Phase 3** – to be undertaken as part of the Validation Seminars & Final Project Report

### **Validation Seminar**

- To assist the principal consultants to prepare materials for the Validation Seminar events in early August
- To provide logistical support to book a venue, identify potential attendees, distribute invitations, handle bookings and provide an 'event team' on the day

### **Final Report**

- To contribute as appropriate to the final project report

### **Method**

It is expected that the local consultant will

- a) Use desk research and their local knowledge/knowledge of the rice industry
- b) Undertake field research as agreed with the principal consultants
- c) Ensure appropriate office staff and support to facilitate the second visit and deliver the Validation Seminar

Communication with the principal consultants will mainly be by e-mail and Skype. Working papers will be shared through a password protected website: [www.moodle.ftrice.com](http://www.moodle.ftrice.com)

## Extracts from Project Inception Report

### **Objective of the Inception Report:**

The Objective of the Inception Report is to update on the work done so far and outline the way forward as agreed with the representative of the Caribbean Rice Association (CRA).

The Lead Consultant has spent two weeks in Guyana and Suriname meeting the key stakeholders with the CRA representative Azim Hosein, gathering views and forming an analysis of the potential.

Key potential partners/local consultants were identified and support established.

Initial research was done on the internet and using contacts to investigate certification options.

This report will be circulated to the key stakeholders for information and comment on the way forward.

### **Key Points:**

1. We visited 25 people from 20 different institutions who are stakeholders in this project. A project briefing document was produced and circulated to key stakeholders. The stakeholders were chosen and contacted via the CRA representative on the basis of the draft stakeholder analysis.
2. The response to the presentation of the project and its aims was generally positive. Commitments to engage with the project or offer support were made by all the necessary players.
3. The meetings with stakeholders gave considerable information about the potential for achieving the goals of this project backed up with the desk research prior to the trip. Information gathered will be placed on a website to ensure that it stays available to the region after this project is completed.
4. Working with the CRA representative we analysed the information received and developed a SWOT analysis for each country; these are attached at Annex 3.
5. On the basis of this analysis it is our view that there is potential for Fair Trade certified rice in both countries, though Suriname has more work to do on energising their rice producers' association.
6. Given that Fairtrade (or its Brand names) is by far the most well known of the relevant certification marks in Europe, Fairtrade will be the focus of the projects activities until proven unsuitable.
7. It was clear from various discussions, and expressly voiced by some, that both Guyana and Suriname would require separate processes to take this project forward. This would mean the appointment of a local consultant in each country and separate Validation seminars. Both we and the CRA believe that this is achievable within the existing budget.

8. Considerable support was given on this visit by the Guyana Rice Development Board in Guyana and The Institute for Graduate Research at the Anton de Kom University of Suriname (ADEKUS) in Suriname. Given the diverse nature of the work required from the local consultants for this project, it would be difficult to get one individual to cover this range. Drafts Terms of Reference for this work were formulated. It is therefore proposed to offer two month contracts to each of these institutions to cover this work in each territory from the staff and professional resources at their disposal. One employee would be appointed in each organisation as the contact person.
9. It has not proved feasible to establish a Steering Committee in the region. We visited the EU delegation in Suriname and tried (without success) to secure a meeting with the delegation in Guyana; we plan to meet them on our next trip. The key stakeholders are all being kept fully informed in both countries with opportunities to influence the direction of the project.
10. The two key objectives for the phase of this project up to the trip in June are
  - a) establishing the interest of the market to buy Fairtrade rice from Guyana and Suriname (see Annex 7 for the Market Research Brief)
  - b) securing the agreement in principle from the Fairtrade Standard setter in Bonn to set a Fairtrade minimum price and premium for rice in the Caribbean region.
11. Most of the work for this phase of the project is in Europe, the external consultants will therefore be achieving this from their European base. We will then be visiting the Caribbean in June to work with the local consultants and in August to present the Validation Seminar. The draft objectives for the consultants' next trip in June trip have been agreed

**Recommendation:**

Based upon our desk research and the findings of our initial visit we recommend that the project continues in line with the work plan and timetable proposed.

We further recommend that the Guyana Rice Development Board, Guyana and The Institute for Graduate Research at the Anton de Kom University of Suriname, Suriname are invited to propose names to act as local consultants in accordance with the Terms of Reference proposed

Graham Young

21st May 2010

## Meetings &amp; Contacts in Guyana &amp; Suriname

*Project Inception visit by Graham Young: 2<sup>nd</sup> – 15<sup>th</sup> May 2010*

<b>Date</b>	<b>Location</b>	<b>Organisation</b>	<b>Persons Met</b>	<b>Address</b>
<b>3<sup>rd</sup> May</b>	Paramaribo Suriname	Chair CRA, Adviser to Suriname Business Forum and Millers Ass. (VRE)	Arthur Zalmijn	Henck Arronstraat 36
	Paramaribo Suriname	Suriname Customs	Mr. Van Hamme Inspecteur	Nieuwe Haven
<b>4<sup>th</sup> May</b>	Paramaribo Suriname	LVV Ministry of Agriculture	George Sewradj Jhagrae Biedjai	Letitia Vriesde Laan
	Paramaribo Suriname	Suriname Standaarden Bureau	Remy Grauwde Exec Director Razia Alli Standards Officer	Leysweg 108
	Paramaribo Suriname	Ministerie van Handel en Industrie (Ministry of Trade and Industry)	Dr. Kermechend Raghoebarsing Minister of Agriculture	Nieuwe Haven
<b>5<sup>th</sup> May</b>	Nickerie Suriname	ADRON Rice Research Institute	Mr. Soerdjan	ADRON
	Nickerie Suriname	Farmers Association (SPBA)	Mr. Oemraw	

Date	Location	Organisation	Persons Met	Address
<b>6<sup>th</sup> May</b>	Georgetown Guyana	Guyana Rice Development Board (GRDB)	Jagnarine Singh General Manager	117 Cowan St.
	Georgetown Guyana	Ministry of Agriculture	Dindyal Permaul Permanent Secretary	Regent & Vlissengen Roads
	Georgetown Guyana	Caribbean Rice Association (CRA)	Azim Hosein	
<b>7<sup>th</sup> May</b>	Georgetown Guyana	GRDB	Jagnarine Singh General Manager	<i>as above</i>
	Georgetown Guyana	Fairfield Rice Investments & Chair Millers Association GRMEDA	Peter de Groot	
	Georgetown Guyana	Guyana Rice Producers Association RPA	Dharamkumar Seeraj General Secretary	West Coast Demarara
	Georgetown Guyana	CRA	Azim Hosein	
<b>11<sup>th</sup> May</b>	Georgetown Guyana	Guyana National Bureau of Standards	Miss Benfield Miss Karen	Flat 15 Sophia Exhibition Complex
	Georgetown Guyana	CARIFORUM at CARICOM	Peter Lansiquot	Caribbean Community Secretariat
	Georgetown Guyana	GRDB	Jagnarine Singh General Manager	<i>as above</i>

Date	Location	Organisation	Persons Met	Address
12 <sup>th</sup> May	Paramaribo Suriname	Suriname Union of Rice Exporters VRE	<u>Secretary</u> Wirin Bishesar Vice President Marketing of N.V. Sahara Rice Miller, Packer, exporter <u>Treasurer</u> Ngaginder Soechit Managing Director Rijstpak NV	Lalla Rookweg 17 Paramaribo
	Paramaribo Suriname	European Union Delegation of the European Commission to Suriname	Darrell Sexstone Officer in Charge Responsible for Trade	Dr. S. Redmondstraat 239
13 <sup>th</sup> May	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Dr. Radjiskumar Mohan, Dean of Faculty Dr. Sieuwnath Naipaul Head of Agronomy Angelika Namdar Chandra Mehairdjan	

*Stakeholder Consultation visit by Graham Young & Philip Angier: 20<sup>th</sup> June – 1<sup>st</sup> July 2010*

<b>Date</b>	<b>Location</b>	<b>Organisation</b>	<b>Persons Met</b>	<b>Address</b>
<b>21<sup>st</sup> June</b>	Georgetown Guyana	GRDB	Dep. G.M. Madaniall Ramraj Extension Manager Kuldip Ragnauth	<i>as above</i>
	West Coast Demarara Guyana	RPA (Headquarters Building)	Rice Farmers & GRDB Extension staff from Region 3	West Coast Demarara
<b>22<sup>nd</sup> June</b>	Georgetown Guyana	CARICOM	Sergio Garcia Programme Manager Agriculture and Industry	Turkeyen Georgetown
	West Coast Demarara Guyana	RPA (Headquarters Building)	Dharamkumar Seeraj General Secretary	West Coast Demarara
<i>Graham Young only</i>				
<b>23<sup>rd</sup> June</b>	Georgetown Guyana	EU Delegation to Guyana	Alain Castermans Agro-Economist, Economic Section	11 Sendall Place Stabroek, Georgetown
	Georgetown Guyana	Ministry of Agriculture	Prema Roopnarine Deputy Permanent Secretary (Finance)	Regent and Vlissengen Roads, Georgetown
	Georgetown Guyana	Ministry of Agriculture	Cecil Seepersaud Head Agricultural Project Cycle Unit	As above
	Georgetown Guyana	National Cane Farming Committee	Sammy Permaul Secretary	Region 6

Date	Location	Organisation	Persons Met	Address
	<i>Philip Angier only</i>			
23 <sup>rd</sup> June	Mahaicony Guyana	GRDB	Extension Workers, Research Station Staff	Burma Rice Research Station, East Coast Demerara
	<i>Graham Young only</i>			
24 <sup>th</sup> June	Georgetown Guyana	Guyana Sugar Corporation GuySuCo	Walter Persaud Agricultural Manager Ashley Adams National Cane Farming Cttee. Liaison Manger	GuySuCo LBI
24 <sup>th</sup> June	Georgetown Guyana	Fairview Rice Millers & Rice Millers and Exporters Association	Peter de Groot Chair, Rice Millers Assoc.	As above
	<i>Philip Angier only</i>			
24 <sup>th</sup> June	Vergenoegen West Coast Demerara Guyana	Vergenoegen Co-operative Society	Chairman General Manager Farmer Members Julia (?) GRDB Extension Officer	Burma Rice Research Station, East Coast Demerara
25 <sup>th</sup> June	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Research Team, Sieuwnath Naipaul, Chandra Mehairjan-Kalpoe, Malka Surya	<i>as above</i>
	Paramaribo Suriname	Suriname Union of Rice Exporters (VRE)	Ngaginder Soechit, Wirin Bishesar, Robert Elmont, Arthur Zalmijn	<i>as above</i>
Date	Location	Organisation	Persons Met	Address

<b>26<sup>th</sup> June</b>	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Research Team Sieuwath Naipaul Chandra Mehairjan, Malka Surya	as above
<b>28<sup>th</sup> June</b>	Paramaribo Suriname	Ministry of Agriculture (LVV)	George Sewradj, Adviser to the Minister	as above
	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Research Team Sieuwath Naipaul Chandra Mehairjan	as above
<b>29<sup>th</sup> June</b>	Nickerie Suriname	ADRON Rice Research Institute	ADRON staff LVV Extension workers SPBR Small Farmers Organisation Water Users Association	as above
<b>30<sup>th</sup> June</b>	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Research Team as above	as above

*Validation Seminars in Guyana and Suriname, visit by Graham Young & Philip Angier 1<sup>st</sup> - 7<sup>th</sup> August*

<b>Date</b>	<b>Location</b>	<b>Organisation</b>	<b>Persons Met</b>	<b>Address</b>
<b>2<sup>nd</sup> Aug</b>	Georgetown Guyana	Guyana Rice Development Board (GRDB)  Validation Seminar Preparatory meeting	Jag Singh, General Manager, Madaniall Ramraj, Dep. G.M. Kuldip Ragnauth Extension Manager, GRDB; Dharamkumar Seeraj General Secretary Rice Producers Association (RPA); Azim Hosein, Caribbean Rice Association (CRA).	Details as above
<b>3<sup>rd</sup> August</b>	Georgetown Guyana	Ministry of Agriculture	Validation Seminar with the Honourable Minister for Agriculture Robert Persaud and 30 key stakeholders.	Attendance list attached
<b>4<sup>th</sup> August</b>	Georgetown Guyana	GRDB Follow-up Meeting	Jag Singh, General Manager, Madaniall Ramraj, Dep. G.M. Kuldip Ragnauth Extension Manager, GRDB; Dharamkumar Seeraj General Secretary Rice Producers Association (RPA); Azim Hosein, Caribbean Rice Association.	as above
	Georgetown Guyana	Delegation of the European Union	Menno Aarnout Programme Officer	
	Georgetown Guyana	Ministry of Agriculture	Evangelia Bachtsetzi Economist/ ODI fellow	As above

<b>Date</b>	<b>Location</b>	<b>Organisation</b>	<b>Persons Met</b>	<b>Address</b>
<b>4<sup>th</sup> August</b>	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS) Validation Seminar Preparatory meeting	Sieuwnath Naipal; Azim Hosein, Caribbean Rice Association.	As above
<b>5<sup>th</sup> August</b>	Nickerie Suriname	District Commissioner's Office Nickerie	Commissioner Bhagwatpersad Shankar	
	Nickerie Suriname	Validation Seminar	Commissioner Bhagwatpersad Shankar; Mr Soedjan, Adron; Mr. Oemraw, SPBA; Azim Hosein, CRA and 16 key stakeholders	
	Nickerie Suriname	Meeting between CRA and external consultants.	Azim Hosein	
<b>6<sup>th</sup> August</b>	Paramaribo Suriname	Anton de Kom University of Suriname (ADEKUS)	Sieuwnath Naipal, Local consultant team	As above

## Market Research Contacts

name	address	phone/e-mail	Website	contact
<b>Associations</b>				
Rice Association (The principal object of the Association is to promote the interests of members in all matters pertaining to the import, preparation, processing, packaging and marketing of rice)	21 Arlington Street London SW1A 1RN	Tel: 0207 493 2521 Email: info@riceassociation.org.uk	<a href="http://www.riceassociation.org.uk">www.riceassociation.org.uk</a>	Alex Waugh
<b>Importers</b>				
S & B Herba Foods Ltd (S&B Herba Foods are now fully owned by Ebro Puleva Group the leading group in the Spanish food sector)	2 Vinson Close Knoll Rise Orpington Kent BR6 0PP	Tel: 0870 7243722	<a href="http://www.sbf.com">www.sbf.com</a>	Peter Walker (Ethnic Foods Manager)
SPL Ltd (SPL Limited prides itself on being a world leader in the import and export of exotic foods from five continents)	Drury Lane Chadderton Oldham Lancashire OL9 7PH	Tel: 0161 6241619	<a href="http://www.spluk.net">www.spluk.net</a>	Robert Simon
Alesie Food Holland B.V. (The Alesie Group of Companies consists of a network of rice-mills in the Caribbean. This "Network" concept makes it possible for Alesie to sell rice at competitive prices. Alesie Food Holland B.V. is the marketing and brokerage office servicing North and South Europe as well as markets in the Caribbean and the Far East.)	P.O. Box 41,7630 AA Ootmarsum The Netherlands	Tel   31 541 29 50 64 Fax  31 541 29 5413 Email infoEUROPE@AlesieRice.com		Primary Contact(s) Address  Bart J. Rouwers Marketing Consultant
A Poortman (Importers/Traders of pulses)	A. Poortman (London) Ltd 83-85 Mansell Street, London E1 8AN	Phone: +44 (0) 20 7264 5000	<a href="http://www.poortman.com">www.poortman.com</a>	Dan Holben Trader – Int'l Pulse Trading +44 (0) 20 7264 5007

<b>FairTrade Brands/ Distributors – UK</b>				
Traidcraft	Traidcraft plc Kingsway Gateshead NE11 ONE	Phone: (44) 191 491 0591	www.traidcraft.co.uk	Chris Jewitt Sourcing Manager
Marks and Spencer	Marks and Spencer Group plc Waterside House 35 North Wharf Road London W2 1NW	Phone: 020 7935 4422	marksandspencer.com	Mark O'Hanlon Category Manager
Co-operative Group	The Co-operative Group Freepost MR9473 Manchester M4 8BA	Phone: 0161 8341212	www.co-operative.coop	Brad Hill
Sherriffs (Owned by Balance Foods Limited)	Sherriffs Foods Ltd The Polo House Forsyth's Home Farm Bypass Road Hurtmore Surrey GU8 6AD	Tel: 01483-812288 Fax: 01483-810749  Email: info@sherriffsfoods.co.uk		Sarah Crow Commercial Manager
Venture Foods (Ready meals / canned goods / prepared foods - Curries / chinese food Geo Organics range licensed under Soil Association)	Venture Foods UK Ltd PO Box 29 Shrewsbury Shropshire SY1 1XU UK		www.venturefoods.com	Mike Batten T: 01743 289133
Ethical Superstore				John Hinton, Ethical Sourcing Manager
Premcrest (Independent FT wholesaler/distributor)	Premcrest Ltd Unit 3 Station Way Wortley Road Leeds LS12 3HQ	Phone: 0845 430 3930	www.premcrest.co.uk	Mo Zafir Buyer
Infinity Foods	67 Norway Street, Portslade, East Sussex. BN41 1AE	+44 (0)1273 424060	www.infinityfoodswholesale.co .uk	
Suma (Wholesale & retail Sells its own-brand organic rice and Traidcraft basmati rice)	Suma Wholefoods Lacy Way, Lowfields Business Park, Elland, HX5 9DB	01422 313 840	www.suma.coop	Geoff Price
Just Trading Scotland			www.justtradingscotland.co.uk	
Community Foods	<b>Community Foods Ltd,</b> Micross, Brent Terrace, London NW2 1LT		www.communityfoods.co.uk	Dave Price

<b>FairTrade Labelling Initiatives</b>				
Fairtrade Foundation UK	3rd Floor, Ibex House, 42 - 47 Minorities, London EC3N 1DY.	T: +44 (0)20 7405 5942	<a href="http://www.fairtrade.org.uk">www.fairtrade.org.uk</a>	Marianne Gaspar Business Development Manager  Sumarya Talyarkhan Producer Relations and Market Access Manager
Max Havelaar Netherlands	Stichting Max Havelaar Lucasbolwerk 7 3512 EG Utrecht	Phone: +31 (0)30 233 70 70 E-mail <a href="mailto:info@maxhavelaar.nl">info@maxhavelaar.nl</a>		Fabeel Butt – Retail Manager
Max Havelaar France	Immeuble Le Méliès 261, rue de Paris 93556 MONTREUIL Paris	Phone:+33 (0) 142 877021	<a href="http://www.maxhavelaarfrance.org">www.maxhavelaarfrance.org</a>	Commercial - Benjamin de Poncheville: Producer Contact - Valerie Hauchart
Transfair Germany	TransFair Verein zur Förderung des Fairen Handels mit der "Dritten Welt" e.V. Remigiusstraße 21 - 50937 Köln	Phone: + 49/(0) 2 21/94 2040-25	<a href="http://www.transfair.org">www.transfair.org</a>	Sigrid Vester – Senior Product & Key Account Manager
Max Havelaar Switzerland	Max Havelaar Foundation (Switzerland) Malzgasse 25 CH-4052 Basel	Phone +41 61 271 75 00  <a href="mailto:info@maxhavelaar.ch">info@maxhavelaar.ch</a>	<a href="http://www.maxhavelaar.ch">www.maxhavelaar.ch</a>	
European Fair Trade Association	Trade Association) Kerkwegje 1, 6305 BC Schin op Geul Netherlands	Phone: +31(0) 43 3256917	<a href="http://www.european-fair-trade-association.org">www.european-fair-trade-association.org</a>	Marlike Kocken – Secretariat  Monica Mazzocco – Partner Attender (Claro)

## Guyana Rice Statistics – 1969 – 2009

Year	Hectare	Paddy	Yield per Hectare	Rice Equiv	Quantity	Value
	Harvested	Production	Tonnes	Tonnes	Exported(MT)	G\$ & US\$
1968	126,702	221,869	1.7	139,643	93,367	\$27,632.00
1969	113,081	173,392	1.5	112,644	62,243	\$19,147.00
1970	119,182	222,469	1.8	144,605	59,347	\$18,047.00
1971	94,551	187,535	1.9	121,989	67,515	\$21,334.00
1972	79,462	147,130	1.8	95,639	69,949	\$25,251.00
1973	92,821	152,360	1.6	99,034	47,814	\$25,005.00
1974	105,741	255,886	2.4	165,657	50,827	\$49,025.00
1975	108,486	297,099	2.7	172,259	82,035	\$84,937.00
1976	84,027	172,904	2.0	103,754	70,681	\$73,594.00
1977	130,528	358,290	2.7	214,972	65,855	\$66,812.00
1978	114,846	308,207	2.6	184,985	104,761	\$95,983.00
1979	90,227	240,556	2.6	144,328	84,080	\$80,814.00
1980	95,991	281,846	2.9	169,107	81,008	\$87,491.00
1981	89,053	276,006	3.0	165,604	78,010	\$110,009.00
1982	95,280	302,671	3.1	181,603	35,676	\$60,767.00
1983	75,807	246,064	3.2	147,639	41,715	\$64,933.00
1984	92,987	299,628	3.2	179,785	47,498	\$80,945.00
1985	77,777	260,207	3.3	156,124	29,339	\$56,594.00
1986	83,977	293,073	3.4	171,044	38,634	\$57,234.00
1987	75,146	243,398	3.2	145,879	68,987	\$157,128.00
1988	74,223	226,862	3.0	132,281	55,926	\$139,165.00
1989	68,544	237,183	3.4	142,310	40,575	\$367,427.00
1990	51,368	155,740	3.0	93,444	50,943	\$513,220.00
1991	76,209	251,321	3.3	150,783	54,047	US\$17,202,635.00
1992	77,327	286,000	3.7	171,000	115,102	US\$35,000,135.00
1993	98,061	336,207	3.4	201,702	124,089	US\$33,045,227.00
1994	97,660	378,432	3.8	233,111	182,585	US\$55,547,061.00
1995	132,344	525,500	3.9	315,301	200,336	US\$76,397,522.00
1996	135,436	543,437	4.0	332,542	262,265	US\$93,716,748.21
1997	142,782	568,186	3.9	340,911	285,051	US\$84,224,971.47
1998	129,469	522,907	4.0	339,890	249,755	US\$73,259,786.73
1999	147,071	562,260	3.8	365,469	251,519	US\$71,035,677.51
2000	115,872	448,740	3.8	291,967	207,638	US\$51,790,072.00
2001	124,565	495,862	3.9	322,310	209,042	US\$50,061,834.00
2002	107,902	443,654	4.1	288,375	193,416	US\$45,463,590.45
2003	127,662	546,183	4.3	355,019	200,432	US\$45,273,049.61
2004	115,742	500,911	4.3	325,592	243,093	US\$55,066,513.74
2005	106,645	420,365	3.9	273,237	182,175	US\$46,172,149.45
2006	102,934	472,363	4.6	307,036	204,577	US\$ 54,622,559.62
2007	105,865	458,653	4.3	298,125	269,436	US\$ 75,251,464.99
2008	119,792	507,036	4.2	329,574	196,233	US 118,032,802.90
2009	124,820	553,522	4.4	359,789	260,815	US 114,120,323.83

Data Source – GRDB

### Extracts from the ILO Study of Structural Adjustment in the Agricultural Sector

John Loxley and Vali Jamal, August 1999

The table below shows the employment profile by occupations and by poorest and richest quintiles. Around one-fifth of the labour force was counted in the former category, and with another 11.7 per cent in the agricultural labour category. Agriculture as a whole could be said to occupy around 30 per cent of the labour force. Significant differences appear by quintiles: over 56 per cent of those in the poorest quintile were in the agricultural sector compared to only 15.4 per cent in the richest quintile.

**Table 1 - Employment by occupational groups (%)**

	Total	Poorest quintile	Richest quintile
Agriculture (farmers)	19.5	42.4	9.8
Agricultural labour	11.7	13.8	5.6
Informal sector/service	14.1	11.0	17.3
Craftsmen/operatives	23.3	15.6	26.3
Office/retail	15.9	7.2	18.0
Professionals	10.4	5.4	21.2
Nursing/construction/labour	5.1	4.6	1.8

Source: World Bank, table 8, based on *HIES*.

### Incomes profile

Table 2 shows a hierarchy of incomes in Guyana as well as sources of income. Self-employed in urban areas have the highest income, followed by self-employed non-agricultural in rural areas. This goes to show that the "self-employed" category in table 9 should not be equated with the informal sector; in Guyana's case it includes large business groups and professionals apart from the petty traders of the informal sector. Regular wage earners in urban areas were the next richest group, followed by self-employed farmers, urban casual workers and agricultural labourers. The high position of "self-employed in agriculture", or farmers, is noteworthy. Although farmers figure heavily amongst the poverty groups in Guyana, farming as a whole is not a poor sector, the dichotomy being explained by the co-presence of the large estates and the smallholders in the agricultural sector.

**Table 2. Incomes and Sources, 1992-93**

	Income per household per month (Guyana Dollar)	Income sources (%)			
		Paid employment	Self-employment	Property	Transfers
<b>Rural</b>					
Self-employed, non-agricultural	36 619	7.1	80.8	4.4	7.6
Agricultural labour	19 602	75.5	7.0	3.0	14.5
Self-employed in agriculture	24 126	6.8	78.7	4.0	10.5
<b>Urban</b>					
Self-employed	47 589	7.1	72.3	8.5	12.1
Regular wage	29 419	57.2	4.1	6.1	32.6
Casual labour	23 612	47.0	9.8	5.3	37.9
<b>Total</b>	26 298	33.4	39.0	5.7	21.9

Source: BOS, *HIES*, table 3.3.

### Poverty profile

The Table below shows the occupational distribution of poverty. "Self-employed in agriculture" -- i.e. smallholders -- are clearly the most poverty-stricken group in Guyana, with nearly one-half of their households in poverty. Since self-employed farmers constitute a sizeable part of the total population (over 10 per cent of all households) they also constitute the largest poverty group: over a fifth of Guyana's poor are self-employed farmers.

**Table 3 - Poverty by occupational groups:  
Poverty incidence and contribution to total poverty, 1992-93**  
(Poverty line Guyana Dollar - 2,983 p.m.)

	% of category households in poverty	% of category in total households	% contribution of category to total poverty
<b>Total</b>	27.5	100.0	100.0
<b>Rural</b>			
Self-employed non-agricultural	22.2	13.5	10.9
Agricultural labour	29.7	13.5	14.6
Other labour	31.2	15.1	17.1
Self-employed agricultural	48.5	10.6	21.0
Others	29.3	13.7	15.0
<b>Urban</b>			
Self-employed	17.1	9.5	5.9
Salaried	18.2	15.8	10.5
Casual labour	31.6	1.7	1.9
Others	23.9	6.4	5.6

Note: Poverty percentage by applying total poverty line (G\$2,983) to household income distribution given in *HIES*. Percentage of households from same table. Contribution to total poverty by calculations.

# Rice Varieties

There are said to be more than 40,000 varieties of cultivated rice (the grass species *Oryza sativa*). Over 90,000 samples of cultivated rice and wild species are stored at the International Rice Gene Bank and these are used by researchers all over the world. Rice varieties can be divided into 2 basic groups

### **Long-grain Rice/ All purpose**

All-purpose long-grain rices are imported mainly from the USA, Italy, Spain, Thailand, Guyana and Surinam, and can be used for all styles of cooking. At one time long-grain rice was exported from India and was called patna after the district in which it grew. Today most of the long-grain rice is imported into the UK from America. Long-grain rice is a slim grain which is 4-5 times as long as it is wide. When it is harvested it is known as 'rough' or 'paddy' rice. It undergoes different milling techniques to give different types of rice.

#### Regular Long Grain White Rice

One of the most popular types of rice because it has a subtle flavour which perfectly complements both rich and delicate sauces. Milled to remove the husk and bran layer, the grain is slim and 4-5 times as long as it is wide. On cooking the grains separate to give an attractive fluffy effect. Extremely versatile and is used for countless international savoury dishes. It is also an essential in Chinese Cooking.

#### Easy-Cook Long Grain White Rice (Parboiled / Converted / Pre-fluffed)

This variety has a slightly fuller flavour. Unlike regular white rice which is milled direct from the field, it is steamed under pressure before milling. This process hardens the grain, reducing the possibility of over-cooking. It also helps to retain much of the natural vitamin and mineral content present in the milled layers.

When raw the rice has a golden colour, but turns white upon cooking. Can be used in the same dishes as Regular Long-grain, but is particularly good for rice salads.

#### Brown Long Grain Rice (Wholegrain Rice)

This rice has a distinctly nutty flavour. Brown Rice undergoes only minimal milling, which removes the husk but retains the bran layer. Due to this the rice retains more vitamin, mineral and fibre content than regular or easy cook white rice. The grains remain separate when cooked, like long grain white, but take longer to soften. The cooked grains have a chewy texture, which many people enjoy. It is also available in easy-cook form.

## **Speciality Rices**

These include the aromatics, risotto, glutinous and pudding rice which are particularly suited to ethnic cuisines. These are often grown, cooked and eaten in the same location. Many rice varieties have been central to geographical region's survival.

### The Aromatics

The first class of rice which is classed as speciality is aromatic rice. These contain a natural ingredient, 2-acetyl 1-pyrroline, which is responsible for their fragrant taste and aroma. The fragrance quality of aromatic rice can differ from one year's harvest to the next, like wine. The finest aromatic rices are aged to bring out a stronger aroma.

### Basmati Rice

A very long, slender grained, aromatic rice grown mainly in the foothills of the Himalayas in India and Pakistan. Sometimes described as the 'Prince of Rice'. It has a fragrant flavour and aroma and is the rice used in Indian dishes. The grains are separate and fluffy when cooked. In Indian recipes it is often cooked with spices to enhance the grain's aromatic properties. Easy cook basmati and brown rice basmati are also available. Brown basmati rice has a higher fibre content and an even stronger aroma than basmati white.

### Jasmine Rice (Thai Fragrant Rice)

Another aromatic rice, although its flavour is slightly less pronounced than basmati. It originates from Thailand. The length and slenderness of the grains suggest that they should remain separate on cooking but it differs from other long grain rices in that it has a soft and slightly sticky texture when cooked. Good with Chinese and South East Asian food.

### American Aromatics

The American rice industry has developed varieties of aromatic rices which mimic both basmati and jasmine rice. These grains look like a long grain rice. These varieties are not generally available in the UK.

### Japonica Rice

Short and medium grain. Grown mainly in California. It comes in a variety of colours including red, brown and black. Its used in Japanese and Caribbean cuisines due to its characteristic clingy moist and firm nature when cooked.

*Data sourced from Rice Association website - [www.riceassociation.org.uk/About/varieties.htm](http://www.riceassociation.org.uk/About/varieties.htm)*

## Derivative Rice Products

Alongside the principal markets for milled rice and par-boiled rice, there are niche markets for derivative rice products:

Rice Bran produced from the outer layer of brown rice grain – used in cereals, mixes and vitamin concentrates

Rice Bran Oil extracted from rice bran – said to be effective in lowering blood cholesterol

Rice Flour produced from either milled or brown rice – has a variety of applications in gluten free products

Rice Hulls the outer husks – used as fuel, in some animal feed, as a mulch and as an abrasive

Rice Starch used as a thickener in sauces and deserts

Rice Syrup a natural sweetener

Broken Rice used in pet foods and to produce rice flour

Brewers Rice used in brewing

Tariffs may apply to imports of such derivatives from outside the EU. Imports from some developing countries – including Guyana and Suriname – have been duty free since the end of 2009<sup>1</sup>

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<sup>1</sup> CBI Market Survey: 'The Rice and Pulses Market in the EU' (March 2010) - page 28

## Table of FLO Certified Operators - Rice

**Basmati**

Austria	BioArt AG	(Trader)
France	Alter Eco	(Trader)
India	Agrocel Pure and Fair Rice Growers Association- Kaithal	(Producer)
India	Jeevika Development Society	(Trader)
India	Sunstar-Federation of Small Farmers of Khaddar Area	(Producer)
Netherlands	De Nieuwe Band	(Trader)
Switzerland	Claro Fair Trade AG	(Trader)

**Jasmine Rice & Red Jasmine Rice**

Denmark	JAN Import A/S	(Trader)
Thailand	Aden International Co. Ltd.	(Trader)
Thailand	Na-Rai Loei Agriculture Cooperative	(Producer)
Thailand	Progressive Farmer Business Co. Ltd.	(Trader)
Thailand	Rice Fund Surin - Organic Agriculture Cooperative, Ltd.	(Producer)
Thailand	SIAM AGRICULTURAL BIO PRODUCTS	(Trader)

**Glutinous (Black or Violet) Rice**

Thailand	Na-Rai Loei Agriculture Cooperative	(Producer)
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**Normal Long-grain Rice**

Thailand	Sarapi-Chok Chai Agriculture Cooperative Limited	(Producer)
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**Rice (not specified)**

Belgium	Boost Nutrition	(Trader)
Belgium	Continental Bakeries Belgium	(Trader)
Belgium	Mulder Natural Foods N.V.	(Trader)
Belgium	Oxfam Fairtrade cbva	(Trader)
Belgium	SanoRice Belgium	(Trader)
Denmark	Urtekram International A/S	(Trader)
Egypt	Farmers Development Association	(Producer)

**Rice (not specified) - continued**

Finland	Oy MakroBios Ab	(Trader)
France	Ethiquable	(Trader)
France	Ethis	(Trader)
France	Léa Nature (ex Naturenvie)	(Trader)
France	LOBODIS	(Trader)
France	Sageco	(Trader)
France	Soufflet Alimentaire	(Trader)
Germany	Davert GmbH	(Trader)
Germany	dwp eG	(Trader)
Germany	ECO TERRA GmbH	(Trader)
Germany	El Puente Import und Vertrieb GmbH	(Trader)
Germany	GEPA - The Fair Trade Company	(Trader)
Germany	Horst Bode Import-Export GmbH	(Trader)
Germany	Transimpex Warenhandelsgesellschaft mbH	(Trader)
India	Sunstar - Group of Organic Farmers, Kaithal	(Producer)
Italy	Pausa Café Società Cooperativa Sociale	(Trader)
Italy	Riseria Monferrato SPA	(Trader)
Mali	Association Benkouto des Producteurs de Fonio	(Producer)
Netherlands	Bravo Foods B.V.	(Trader)
Netherlands	Krisps Wafelbakkerij - Traditional Wafers	(Trader)
Netherlands	SanoRice BV	(Trader)
Netherlands	Tradin Organic Agriculture B.V.	(Trader)
Netherlands	Van Sillevoldt Rijst BV	(Trader)
Sri Lanka	Bio Foods Ltd.	(Trader)
Sri Lanka	Small Organic Farmers' Association SOFA	(Producer)
Switzerland	Reismühle Brunnen (Division der Coop Genossenschaft)	(Trader)
Thailand	Chiang Mai Organic Agriculture Cooperative	(Producer)
Thailand	Extra Rice Mill Company Ltd.	(Trader)
Thailand	Green Net Cooperative	(Producer)
Thailand	Herba Bangkok S.L.	(Trader)
Thailand	NamOm Community Enterprise Group	(Producer)
Thailand	OJRPG - Organic Jasmine Rice Producer Group	(Producer)
Thailand	Progressive Farmer Business Co. Ltd.	(Trader)
Thailand	Riceland Foods Ltd.	(Trader)

*Data Source – FLO CERT website*

## FLO Cert Fairtrade Prices - Rice

Table of Fairtrade Prices for Rice by Product & Country of Origin						
Country	Rice Type	Currency/Unit		Minimum Price	FT Premium	Date
Egypt (SPO)	Conventional, irrigated	EUR / 1 MT	Farm Gate	125,00	15,00	26. Jan 2004
Egypt (SPO)	Organic, irrigated	EUR / 1 MT	Farm Gate	152,00	15,00	26. Jan 2004
India (CP)	Conventional, traditional, Basmati	EUR / 1 MT	Farm Gate	243,00	30,00	28. Apr 2004
India (CP)	Organic, traditional, Basmati	EUR / 1 MT	Farm Gate	263,00	30,00	28. Apr 2004
India (CP)	Conventional, Pusa, Basmati	EUR / 1 MT	Farm Gate	135,00	20,00	28. Apr 2004
India (CP)	Organic, Pusa, Basmati	EUR / 1 MT	Farm Gate	155,00	20,00	28. Apr 2004
India (CP)	Conventional, Sarbati	EUR / 1 MT	Farm Gate	155,00	20,00	18. May 2007
India (CP)	Organic, Sarbati	EUR / 1 MT	Farm Gate	175,00	20,00	18. May 2007
Laos (SPO)	Conventional, Mandarin, Black "petit poussin" and White "petit"	LAK / 1 kg	Farm Gate	2200,00	200,00	10. Feb 2006
Laos (SPO)	Conventional, glutinous (white)	LAK / 1 kg	Farm Gate	1500,00	200,00	10. Feb 2006
Sri Lanka (SPO)	Organic, paddy rice, traditional	LKR / 1 kg	EXW	41,40	2,50	11. Dec 2009
Thailand (SPO)	Conventional, paddy rice, Jasmine & Red Jasmine	THB / 1 MT	Farm Gate	11000,00	750,00	02. Dec 2005
Thailand (SPO)	Organic, paddy rice, Jasmine & Red Jasmine	THB / 1 MT	Farm Gate	12000,00	750,00	02. Dec 2005
<b>Thailand (SPO)</b>	<b>Conventional, paddy rice, normal longgrain</b>	<b>THB / 1 MT</b>	<b>Farm Gate</b>	<b>7200,00</b>	<b>750,00</b>	<b>02. Dec 2005</b>
Thailand (SPO)	Organic, paddy rice, normal longgrain	THB / 1 MT	Farm Gate	7800,00	750,00	02. Dec 2005
Thailand (SPO)	Conventional, paddy rice, glutinous (white)	THB / 1 MT	Farm Gate	9000,00	750,00	02. Dec 2005
Thailand (SPO)	Organic, paddy rice, glutinous (white)	THB / 1 MT	Farm Gate	10000,00	750,00	02. Dec 2005
Thailand (SPO)	Conventional, paddy rice, glutinous (black or violet)	THB / 1 MT	Farm Gate	11000,00	750,00	02. Dec 2005
Thailand (SPO)	Organic, paddy rice, glutinous (black or violet)	THB / 1 MT	Farm Gate	12000,00	750,00	02. Dec 2005

Data Source – FLO website

## Guyana Rice Producers' Association

The Guyana Rice Producers' Association (RPA) was established by Statute in 1946 whilst Guyana was still under British rule. It is now incorporated under Act of Parliament (Chapter 69:01).

The RPA exists to promote, protect and advance the interests of rice producers. Its membership is open to all those who are involved with rice production: farmers, millers<sup>2</sup>, processors, exporters and even land-owners whose land it leased for rice production. The great majority of the RPA's 6,000 members are small farmers.

The RPA's constitution divides the rice producing area into 14 districts. Every two years the members in each district elect 7 members to a district committee (see Fig A.2 for a copy of an election notice). Each district committee then nominates one member to the General Council. The membership of the General Council comprises 14 nominees from the districts and 4 members appointed for their specialist knowledge/expertise.

The General Council meets 4 times per year. It appoints an Executive Committee of 5 which meets approx monthly.

The General Secretary, Dharamkumar Seeraj, is the chief executive officer of the RPA, and responsible for its day-to-day management. The RPA has the right to nominate 3 members to the Guyana Rice Development Board (GRDB), of whom Dharamkumar Seeraj is one.

The RPA has been successful in expanding its trading activities and in building its asset base to create a sustainable membership organisation. Its main functions are:

- to act as a representative voice for rice producers
- to provide extension and education services (much of its extension work is under contract to GRDB)
- to provide pre-harvest services to members (fertiliser, rice seed)
- to provide post-harvest services to members (drying facilities for rough rice)
- to provide information (a newsletter) and membership services

RPA's headquarters is in Hague (District 3) to the West of Georgetown. It has another office to the North West (District 13 - Essequibo) and plans to establish one to the East (District 6).

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<sup>2</sup> A Guyana Rice Millers Export Development Association also exists but is not active.

The RPA appears to have been successful in applying for and managing capital grants from Oxfam and others for the construction of new buildings and the purchase of vehicles.

The General Secretary has shown enthusiasm for RPA to act as the representative body to apply for the Fair Trade Certification of Guyanan rice. It appears to have the democratic structures, the links with small farmers and other stakeholders and the organisational capacity to fulfil the role.

<b>NOTICE</b>		
<b>ELECTION OF DISTRICT COMMITTEE MEMBERS</b>		
<b>IN PURSUANT OF THE GUYANA RICE PRODUCERS' ASSOCIATION REGULATION</b>		
NOTICE is hereby given that ELECTION OF DISTRICT COMMITTEE members are as follows:-		
(a) Nomination day April 18, 2009 from 8:00 hrs t 10:00 hrs		
(b) Election day May 2, 2009 from 7:00 to 16:00 hrs		
<b>RPA DISTRICTS</b>	<b>BOUNDARIES</b>	<b>VENUE</b>
1	Left Bank Corentyne River to #50 Village Corentyne	Water Users Association (WUA) Office, # 63 Village Benab Corentyne
2	# 49 Village, Corentyne to Rose Hall Corentyne	Mr. Leekha Rambrich, Residence, Bengal Corentyne
2A	Black Bush Polder to Rose Hall	Mr. Ganesh Dowlatram Residence, Johanna North BBP
3	Williamsburg New Amsterdam Area including East Bank Berbice	Mr. Parmanand, Residence New Forest, East Canjie Berbice
4	West Bank Berbice River to Naarastogheid, West Coast Berbice	MMA/ADA Office Onverwagt, West coast Berbice
5	Catherinas Lust, West Coast Berbice to Right Bank Abary	NDC Office, Woodyly Park West Coast Berbice
6	Left Bank Abary Creek, East Coast Demerara	Mr. Inderjeet Rampersaud (Kamo) Residence Cove & John ECD
7	Lancaster Village, East Coast Demerara, Friendship East Bank Demerara	Mr. Ramkellowan (Pandit) Residence Supply Mahaica ECD
8	West Bank Demerara River to La Jalousie, West Bank Demerara	NDC Office, Windsor Forest West Coast Demerara
9	Blankenburg, West Coast Demerara to East Bank Essequibo	Greenwich Park Primary School, Greenwich Park East Bank Essequibo
10	Leguan Island	NDC Office, Enterprise Leguan
11	Wakenaam Island & Adjoining Small Islands Hogg Island etc.	NDC Office Sans Souci Wakenaam
12	Supenaam Essequibo Coast to Little Alliance, Essequibo Coast and Tiger Island Essequibo	Mr. Khandai Residence, Golden Fleece Essequibo Coast
13	Affiance Essequibo to New Road Pomeroun, Essequibo Coast	RPA Office, Anna Regina Essequibo Coast

D. Seeraj  
General Secretary.

## Guyana Rice Development Board

### Extension Division

### Cost of Production

An estimated paddy production cost for an average farm size in Guyana is shown in table below. This data was taken from a non-random survey of a limited number of interviews with farmers.

The Table below indicates the average cost of production for an acre of rice as per region (G\$).

Regions	2007		2008		2009		2010
	SPR	AUT	SPR	AUT	SPR	AUT	SPR
REG. 2	38,723.40	40,233.83	42,620.33	64,198.10	66,806.00	58,067.83	80,920.00
REG. 3	26,079.20	37,606.66	50,705.33	65,362.80	50,050.00	49,631.50	48,918.00
REG. 4	33,261.60	43,551.33	54,619.40	58,584.25	54,532.00	69,278.20	65,160.00
REG. 5	31,396.40	42,007.50	53,680.33	64,934.83	50,658.00	54,071.01	57,641.00
REG. 6	41,106.80	35,822.33	58,566.80	66,141.80	64,513.00	63,431.66	68,324.00

*US 1.00= G \$ 200*

## Fair Trade Rice Project

### Validation Seminar Programme

8:45	Registration
9:00	<b>Welcome and Introductions</b>
	<b>Keynote Address &amp; Response</b>
	<b>Research Report- Key Findings</b>
	<ul style="list-style-type: none"><li>○ What 'social label' opportunities are there?</li><li>○ Is there a market?</li><li>○ Could Guyana and Suriname rice qualify for Fairtrade?</li><li>○ Is there a Fairtrade minimum price and premium set?</li><li>○ Is Fairtrade rice worth pursuing?</li></ul>
	followed by a Question & Answer session
10:45	<i>Refreshment Break</i>
11:00	<b>The Challenge</b>
	How ready are smallholder farmers to respond to the Fairtrade rice challenge?
	What are the next steps to build upon these Summary Findings?
	<b>Action Steps</b>
	What actions should follow the Project Report?
	Who will take responsibility for which actions?
12:25	<b>Closing Remarks</b>
	<i>Networking Lunch</i>

# Presentation Slides at Validation Seminars

Validation Seminar  
3<sup>rd</sup> August 2010

**WELCOME**

Graham Young  
Philip Angier

1

**About Fairtrade**

*A growing movement worldwide*

US\$ 10 million approx

More than US\$ 4 billion

1980 1990 2000 2010

2

**About Fairtrade**

*A growing range of product categories*

3

**What 'social label' opportunities are there?**

- FLO certified Fairtrade is the only scalable opportunity recognised by rice buyers.

4

**Is there a market?**

- Europe imports 1.5 million tonnes of rice each year from Developing Countries
- Rice consumption in Europe is growing by about 2 ½ % per year
- Leading Developing Country sources - India & Thailand (*almost 1/3 of the market each*)
- Guyana - 6% market share;
- Suriname - <1% market share

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**Is there a market?**

- Factors favouring Caribbean Rice
  - Existing supply chain
  - Growing trend towards microwaveable rice & ready meals
- Factors disadvantaging Caribbean Rice
  - Growing demand for speciality rices (basmati, perfumed)
  - Growing interest amongst ethical consumers in **organically certified** produce

6

**Is there a market?**

- Fairtrade Rice is a small niche within whole European market - < 10,000 tonnes
- Potential to grow
- Fairtrade Consumers in many countries want Fairtrade & organic
- Present market for Fairtrade Long-grain White Rice is 1,000 – 1,500 tonnes per year (?)

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**Is there a market?**

- We have accessed detailed market research reports for UK, France, Netherlands, Germany & rest of EU
- We have received feedback from the Fairtrade Labelling Initiatives in UK, France, Netherlands, Germany and Switzerland
- We have contacted 15 rice traders, buyers, trade & retail distributors
- Positive responses from Fairtrade Labelling Initiatives in UK & France
- Interest from some small independent distributors
- No major supermarket distributor yet

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### Is there a market?

- Fairtrade is a global movement, but the market for Fairtrade rice is focused on Europe and is quite small. At this stage, we cannot confirm that there is enough demand to justify the costs of certification without interest from a major high street retailer.
- The Fairtrade labelling initiatives in both France and the UK have expressed interest in Fairtrade rice from the Caribbean, as an alternative to their existing rice supplies from Thailand and India. Their activity could help to stimulate interest amongst the major retailers.

9

### Could your rice qualify for Fairtrade?

- Rice millers are not attracted by the prospective volumes but some would co-operate with Fairtrade.
- There are qualifying smallholder farmers in both Guyana and Suriname.
- These farmers would be required to become organised.
- There is a well developed rice producer organisation in Guyana, and a less well developed producer organisation in Suriname. Fairtrade could act as an incentive to organisation.
- This may suggest differential progress to market.

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### Is there a Fairtrade minimum price and premium set?

- There is no existing Fairtrade price and Premium for rice from this region.
- The Fairtrade Foundation UK is considering 'sponsoring' this price setting. The final Project Report will contain the information they require to do this.
- Initial research suggests that cost of production in the Caribbean is higher than in Thailand.

11

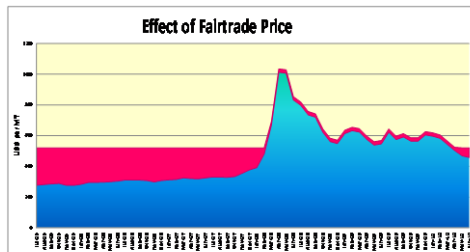
### The Fairtrade Price Mechanism in practice

Three elements to Fairtrade Price

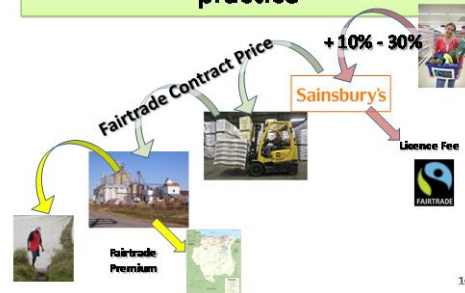
- **Minimum price** based upon cost of production in Region
- **Market Price** if better than Fairtrade Minimum
- **Social Premium** - currently US\$ 22 per tonne paid to the Community

12

### The Fairtrade Price Mechanism in practice



### The Fairtrade Price Mechanism in practice



14

### Is Fairtrade rice worth pursuing?

- Global trade is moving towards higher quality, greater transparency and higher product, social and environmental standards.
- Fairtrade is a standard based on continuous improvement which helps small farmers compete in such a market (plus giving a social premium and maybe even a better price).
- It may be time consuming and incur some set-up costs, but the opportunity is there and the prize is a better organised, more competitive small farmer rice industry.
- **But someone will have to pursue it.**

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## Plenary Discussion & Action Points

### Validation Seminar – Georgetown, Guyana – 3<sup>rd</sup> August 2010

**Chaired by:** Jagnarine Singh, General Manager GRDB

**Attended by:**

Hon Robert Persaud, Minister for Agriculture , Dindyal Permaul, Permanent Secretary, Prema Roopnarine, Deputy Permanent Secretary (Finance), Dharamkumar Seeraj, General Secretary, RPA

Azim Hosein, CRA + 23 other representatives of RPA, GRDB, Farmers and Millers, GuySuCo, Guyana Standards Board, EU delegation and Ministry of Agriculture – see attendance sheet following

**Presentation led by:** Graham Young & Philip Angier

Issues raised by Minister

- Guyana is vulnerable to price movements in rice (small player in global trade, but rice is third biggest export earner)
- Guyana is a 'price taker' not a 'price maker'
- Majority of rice producers in Guyana are small farmers
- Recognition that small farmers are disadvantaged in terms of trade
- Legislative action to eliminate bad practice by millers/intermediaries
- Investment in infrastructure/modernisation – eg drying floors, voucher scheme
- Improved water resource management
- Support for farmer organisation
- Research into 'crop insurance' with World Bank
- See Fairtrade as another strategic initiative to reduce income vulnerability of farmers and improve industry competitiveness/export earnings
- Learn from work already done in sugar – to help accelerate/ease process
- Recognition that it is a long-term investment in competitiveness starting from a relatively small base
- Welcomed by Ministry of Agriculture

Plenary Responses:

***The Challenge***

*How ready are smallholder farmers to respond to the Fairtrade rice challenge?*

- Fairtrade(FT) is new – Farmers may be cautious about adopting it – want to see evidence that it works (like RPA's Seed Programme)
- Farmers are in business for profit/livelihoods. If FT leads to a profit then some (early adopters) will go for it [Others will follow]
- Region 3 farmers are organised and efficient – Region 3 working with RPA could be the springboard for FT

- FT needs as emotional response as well as a technical appraisal

*What are the next steps to build upon these Summary Findings?*

- An initiative like FT needs a education and consultation programme involving more farmers
- GRDB and RPA need to take the lead on education programme
- Need for a technical appraisal of farmer readiness - learn the lessons from FT sugar in Guyana
- Needs to be a transparent process - but only needs a few to be the pioneers
- Needs to reach out to millers also
- Trainers need to understand moral/ethical code which underpins Fairtrade
- Further work on costs of production data
- Greater clarity/definition of what constitutes a 'small farmer'

### **Action Steps**

*What actions should follow the Project Report?*

- Start with a small cohort/pilot group and develop a framework for inclusion of more farmers over time

*Who will take responsibility for which actions?*

- RPA should have the key role in implementation,
- Should take advantage of technical support available through FLO and lessons learned from Sugar [e.g. some sugar farmers excluded from FT certification because too big]
- GRDB should also act as a resource to initiate the process gradually handing over to RPA

#### Action Committee Proposed

##### **GRDB**

Jagnarine Singh  
Madaniall Ramraj  
Kuldip Ragnauth

##### **RPA**

Jeekha Rambrich  
Dharamkumar Seeraj  
Ricky Roopchand

##### **CRA**

Azim Hosein

*Other issues raised:*

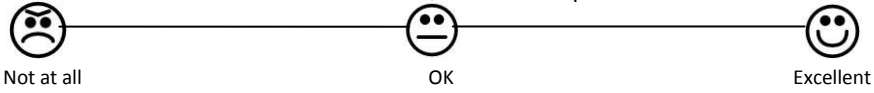
- Question of Farmer size. Large farmers face risks too. How can they be included? 'Hired labour standard' would not be applicable. Some larger farmers can be included in a farmer organisation provided that the majority of participating members by volume are smallholders
- What happens if FT minimum price ceases to be viable in consumer terms?
- FT differs from ISO standards.. Not a membership system to be bought into, but a certification framework to be applied for [Some discussion about costs of certification]

*Feedback Forms were distributed to delegates – 20 were returned. The responses are recorded on the next page*

# Validation Seminar Feedback Form

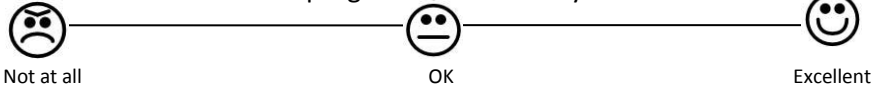
## Seminar Arrangements

1. How suitable was the venue for this event? (Mark **X** on the line below)



Response - 6 1 13

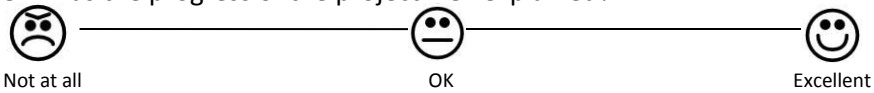
2. How suitable was the programme for the day?



Response - 6 1 13

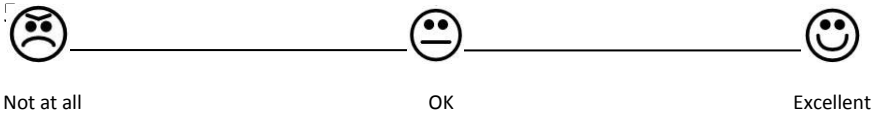
## Presentation & Content

3. Was the progress of the project well explained?



Response - 5 15

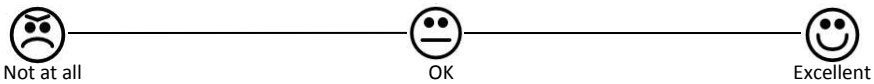
4. Were you able to make your views known in the discussion ?



Response 3 7 1 8

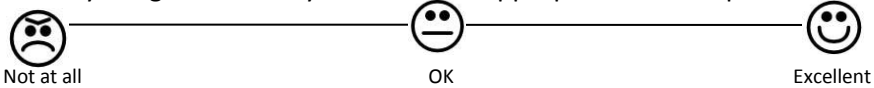
## Next Steps

5. Do you understand the next steps proposed?



Response - 1 10 1 8

6. Do you agree that they are the most appropriate next steps?



Response 7 1 10

7. What role do you see for yourself or the organisation you represent?

*[Not completed]*

8. Overall how satisfied are you with the outcomes of the project?



Response 10 1 7

# Plenary Discussion & ActionPoints

## Validation Seminar – Nickerie, Suriname – 5<sup>th</sup> August 2010

**Chaired by:** Dr. Sieuwnath Naipal, ADEKUS

**Formal Welcome:** District Commissioner, Bhagwatpersad Shankar

**Attended by:**

Mr. Soerdjan, Director, ADRON

Mr. Oemraw, SPBA

Azim Hosein, CRA

+ 16 other representatives of Ministry of Agriculture (LVV), Waterboards, Farmers, Rice Millers, and SPBA

**Presentation led by** Graham Young & Philip Angier

Plenary Responses:

### ***The Challenge***

*How ready are smallholder farmers to respond to the Fairtrade rice challenge?*

- SPBA is ready to respond but needs time to complete current revision of membership and membership records, and also needs professional support [Is ADEKUS able to provide this?]
- The Water Boards (MCP) also stand ready to support organisation of small farmers in the Nickerie Region

*What are the next steps to build upon these Summary Findings?*

- Needs to be set in the context of requirements of certification process. How ready are we? Can we undertake a gap analysis?
- Will need time and support to deliver expected benefits
- Who will apply for FT price – Can CRA help with this?
- Parallel processes required – improved farmer organisation and seeking FT price

### ***Action Steps***

*What actions should follow the Project Report?*

- Mobilise and educate farmers that we are moving in this way. Role for extension workers?
- When farmers see the benefits, they will want to join in – there needs to be a cadre of pioneers/early adopters willing to initiate the process

*Who will take responsibility for which actions?*

- There needs to be a **champion** of the process – who will this be?
- We don't just need a champion - we need a desk & resources
- Water Boards may be best agents of farmer mobilisation.
- ADRON's role is technical support – cannot lead organisational reform
- Who will provide the pro-active link with Europe – for FT price application

An Action Committee - comprising ADEKUS, SPBA, ADRON , Water Boards & LVV Extension Workers will meet to review the critical success factors (below) and to discuss how best to progress the FT agenda following this Seminar

### **Critical Success Factors**

1. **Active support in country for small farmer co-operation, especially in Suriname**
2. **A central, pro-active link in each country to liaise with Europe.**
3. **A 'driver' in Europe for Fairtrade Price and Premium setting, and to encourage a major retailer to buy Caribbean rice on Fairtrade terms.**
4. **A Fairtrade 'champion' in each of the farmers' organisations to push for Fairtrade certification.**
5. **Funding where required**

*Other issues raised:*

- Question for clarification – What is the role of the 'buyer'? [In this context the miller]. Must adhere to FT standards – including right to access to credit. It is a commercial contract

*[No Feedback Analysis forms were collected]*

## Validation Seminar – Attendance Lists

**Guyana Rice Development Board**  
**One Day Work Shop on Guyana Fair Trade Rice Project**  
**Register Sheet**








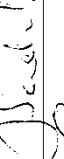




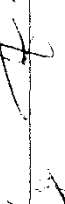

Date: August 3, 2010

Name	Agency	Contact No.	Signature
LANDI SHUBERT		KUMARILU	
Lecobin KAMBERICK	R.P.A	325 5750	
NAZEEMUL HAKH	GOLDEN FERRERIE	774-4235	
B. gumila minor	food Hops. F.R. Guyana	668-6265	
AZIM HOSEIN	CRA - R.C.	693-6946	
Joycarine Singh Inkha	GRDB	225 8717	
NATASHA LYNN-COLES	AOA	225-8310	
Ryube Mohamed	Farmer	257-0178	
CELIC SETTERSON	MeA	226-1003	
Georgeji Redindri	MeA	662 3631	
J. H. Sanyal	Farmer	623-8327	
Kishy Joseph	RPA	254-2012	
Shank Datta	RPA	602-0087	
Sacensime Prasad	R.P.A	612-0771	
John Brathwaite	Farmer	262-2471	
J. Kuldip Rajnaut	GRDB	232-1391	
Walter Prasad	Geysa Co	624-6228	
ECTOP BIRAY	GRDB	219-0062	
Shate Prathia	Farmer	771-9727	
John Noble	Farmer	607-2677	
Lalad Ramnary	MTV	226 3608	
Carlos Carlos	Soy Rice	6910503	
Demakovic	GRDB	6146237	
Menac Arnaud	EU Delegation	2264004	
SHANUET SREPERAS	MINI PERFORMED BY (LTD)	608-5555	
Shirley Edwards	Director - GRDB		
M. Ramraj	GRDB	226 6997	
Robert Prasad	Minister		

2xTV?  
Radio  
press.




Fairtrade Rice Project – Validation Seminar - Nickerie – 5<sup>th</sup> August 2010

Registration Sheet

Name	Organisation	Signature
1. K. Manjane	S BBA	
2. Gnanou H.	S.P.B.A p.v.c. 14.	
3. Diran S.	P.V.C. 17.	
4. Hooplood J.	S PBA	
5. Mahamad - Khan S.	Rijthoef M.I. Mahamad - Khan	
6. Leasia Hapman - halce	Gytheef M.I.A. Mahamad - Khan	
7. Bishwaraj J.	M.O. Rijthoef (S. Khan)	
8. Boudal P.	CSWICP	
9. Saedian R.	handwritten	
10. Basille S.	Handwritten	
11. <del>Handwritten</del>	Handwritten	
12. Paricashano N.T.	Handwritten	
13. Pabhad. Handley	N.V. Suriname	
14. HIRB.A.	Handwritten	

Fairtrade Rice Project – Validation Seminar – Nickerie – 5<sup>th</sup> August 2010

Registration Sheet

	Name	Organisation	Signature
15.	L. Seedorp	AORC	
16.	Budjahnissen R.	Plan L.V.V.	
17.	Jeymohan Singh W.	Plan L.V.V.	
18.	S. Wangil		
19.	A. Hoesen	CEA	
20.	Alhaujje	UvS	
21.	Philippe		
22.	Graham		

### Media Coverage of Validation Seminars

The Validation Seminars in Guyana and Suriname both attracted significant media interest in TV, radio and the press. Stories featured in both countries and across the Caribbean region.

Some links to the English language services are given below. It is known that there was other coverage on the Dutch Language services in the region and in the Netherlands through Netherlands World Omroep.

<http://www.thewestindiannews.com/guyana-will-be-able-to-earn-fair-trade-status-minister-persaud-during-validation-seminar-workshop/>

<http://www.caribbeannetnews.com/news-24090--13-13--.html>

<http://www.stabroeknews.com/2010/stories/08/04/guyana-eyes-fair-trade-for-rice/>

[http://www.demerarawaves.com/index.php?option=com\\_content&view=article&id=175:guyana-has-to-cross-fair-trade-hurdles-for-rice&catid=34:periscope-on-politics&Itemid=74](http://www.demerarawaves.com/index.php?option=com_content&view=article&id=175:guyana-has-to-cross-fair-trade-hurdles-for-rice&catid=34:periscope-on-politics&Itemid=74)

<http://www.surinam.net/content/guyana-eyes-fair-trade-rice-stabroek-news-0>

<http://www.kaieteurnews.com/2010/08/04/guyana-eyes-international-label-for-exported-rice/>