AGRO-INVEST

JAMAICA'S AGRIBUSINESS AGENCY



INVESTMENT OPPORTUNITIES FOR THE SOUTHERN PLAINS AGRICULTURAL DEVELOPMENT PROJECT

CASSAVA

Dear Investors,

The Southern Plain Agro Park is a unique investment opportunity designed to empower and support you on your journey to success in raw production.

Imagine having all the essential ingredients for a thriving agribusiness venture conveniently under one roof. Our Agro Parks are meticulously planned and equipped with infrastructure development, including drainage, irrigation, and roadways, ensuring your farm operates smoothly and efficiently.

But that's just the beginning! When you lease one of our Agro Parks, you'll also gain access to the Park Manager, strategically assigned to the project site. The Park Manager is an experienced agricultural professional ready to provide expert guidance and develop personalized production plans tailored to your goals.

The advantages don't stop there. Our Agro Parks come complete with a Technology Transfer Officer, who will equip you with cutting-edge knowledge and recommend the latest technologies to boost your business operations and stay ahead of the curve.

But wait, there's more! As part of our commitment to your success, we offer access to a network of Cluster Coordinators, connecting you directly to markets and opening doors to lucrative opportunities.

We understand that running an agribusiness can be complex, so we've got you covered with a team of specialists, including Business Development Experts, to provide additional expertise whenever needed.

The Southern Plain Agro Parks are your all-in-one solution to make a difference in the world of agriculture while reaping remarkable returns.

Don't miss this chance to sow the seeds of success. Secure your spot in the Southern Plain Agro Parks today by submitting an application.

Note applications are opening soon.

OVERVIEW OF THE SOUTHERN PLAIN AGRICULTURAL DEVELOPMENT OPPORTUNITY

The Southern Plain Agricultural Development Project, a government initiative, focuses on the development of agricultural land in two key areas: Amity Hall / Bridge Pen in St. Catherine and Parnassus in Clarendon. Covering 795 hectares, the project encompasses six major components, including infrastructure works, engineering, construction-related services, and project management. Funding for the project comes from the Caribbean Infrastructure Development Fund (CDB)/ United Kingdom Caribbean Infrastructure Development Fund (UKCIF), with additional support from the Government of Jamaica.

The Southern Plains Agricultural Development (SPAD) project holds great promise for Clarendon and St. Catherine parishes. The 795 hectares, formerly sugarcane lands, will be repurposed and made available for cultivating diverse crops such as Mango, Avocado, Tomatoes, Sweet Potato, Irish, and more, upon project completion.

Recognizing the crucial role of proper land and soil preparation in successful crop and livestock production, the SPAD project addresses the challenges faced by agri-business investors involved in the raw production phase of the value chain. Many investors lack the necessary infrastructure, machinery, and equipment. To tackle this, the initiative facilitates affordable access to these resources in and around the SPAD area. The primary objective is to bolster agricultural productivity, stimulate economic activity, and uplift the local farming community.

By embracing the Southern Plain Agricultural Development Project, investors have the opportunity to capitalize on the untapped potential of repurposed land and contribute to the growth of sustainable agriculture in the region. The project's strategic planning and government backing ensure a conducive environment for agricultural ventures to thrive, making it an attractive prospect for prospective investors seeking long-term returns and positive community impact.

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LIST OF ACRONYMS

FAO - Food and Agriculture Organization of the United Nations
FAOSTAT - Food and Agriculture Organization Corporate Statistical Database
GOJ - Government of Jamaica
ITC - International Trade Center
JMD - Jamaican Dollars
JMEA – Jamaica Manufactures and Exporters Association
MAF - Ministry of Agriculture and Fisheries
STATIN - Statistical Institute of Jamaica
U.K. - United Kingdom
USA/U.S. - United States of America
USD - United States Dollars
USDA - United States Department of Agriculture
USDA APHIS - United States Department of Agriculture, Animal and Plant Health Inspection Service

PRODUCT PROFILE







Botanical Name and Origin: Cassava (Manihot esculenta) also known as yucca, tapioca, manioc and manihot is a shrubby root which is widely grown in Jamaica but is native to South America.
The plant sometimes reaches 15 feet, with leaves varying in shape and size. The root is dark brown and grows up to two feet long.

Species: The two main varieties of Cassava are: Manihot Palmata and Manihot Aipi (Bitter and Sweet cassava).

- The bitter is characterized by a high percentage of hydrocyanic or prussic acid, making it necessary for the roots to be processed and subjected to heat to dispel the poison. The 'bitter' is also the kind chiefly used in the production of 'bammy'.
- The sweet is most commonly boiled and used as a vegetable and constitutes a valuable and tasty addition to the diet.

Health Benefits: Cassava has a variety of nutrients that provide us with significant health benefits which help to promote long life. The most prominent nutrients found in cassava include magnesium, copper, vitamin C and folate. Cassava is a good source of carbohydrates, especially fiber.

Value Added Products:

- Cassava flour,
- Cassava chips,
- Bammy
- Fries
- Cassava starch
- Industrial uses such as glue, pharmaceutical products, confectionery, spices, paper cartons, animal feed, pastries, textile, dry cell batteries, toothpaste, and biodegradable products (FAO

	2013).

AGRONOMICS

Targeted Locations: The targeted locations for Cassava production include St. Elizabeth, Clarendon, Manchester, St. Thomas, and St. Catherine.

Drainage: Avoid fields that are prone to flooding, since most cassava varieties cannot withstand prolonged waterlogged conditions. Excessive water will cause the tubers to rot, producing unmarketable tubers that deteriorate rapidly.

Soil type: Cassava can tolerate soils with a pH of 4.0 – 8.0, however, the best pH range for growing cassava is 5.5–6.5 (CARDI, 2011). A light fertile loam is ideal.

Reap: Signs of maturity include uniform leaf fall, uniform colour of leaves from dark to pale green and easy removal of the thin outer layer of tuberous roots. Since there is no sharply defined maturity period, harvesting may extend over several weeks or even months, determined by utilization systems.

Harvesting Methods: Cassava varieties mature in 7 - 12 months however, for best economic returns cassava should be harvested at 9 – 12 months. Some signs of maturity; uniform leaf fall, uniform colour of leaves from dark green to pale green and the thin outer layer of the tubers is easily removed.

Post-harvest handling

The shelf life of cassava is only a few days unless the roots receive special treatment. Removing the leaves two weeks before harvest lengthens the shelf life to two weeks. Dipping the roots in paraffin or wax or storing them in plastic bags reduces the incidence of vascular streaking and extends the shelf life to three or four weeks. Tuberous roots can be peeled and frozen. Traditional methods include packing the roots in moist mulch to extend shelf life.

Disease Control: It is recommended that the high-producing varieties which mature in 9 -12 months be utilized as they are tolerant to major pests and diseases. Neem extracts can be used to protect cassava from grasshopper damage. It acts as an antifeedant (grasshoppers stop feeding when they are exposed to neem products) and affects the development of the grasshoppers.

Stem cuttings are also another form of disease control in that when the stems are cut, the branches are more likely to sprout into disease-free plants than stem cuttings from the main stems.

Intercropping: Cassava can be intercropped with vegetables, legumes, or other plants. Intercropping also reduces the likelihood of loss, caused by unfavourable weather and pests, by spreading the risk over plants with different susceptibilities.

SWOT ANALYSIS FOR THE ESTABLISHMENT OF A CASSAVA FARM

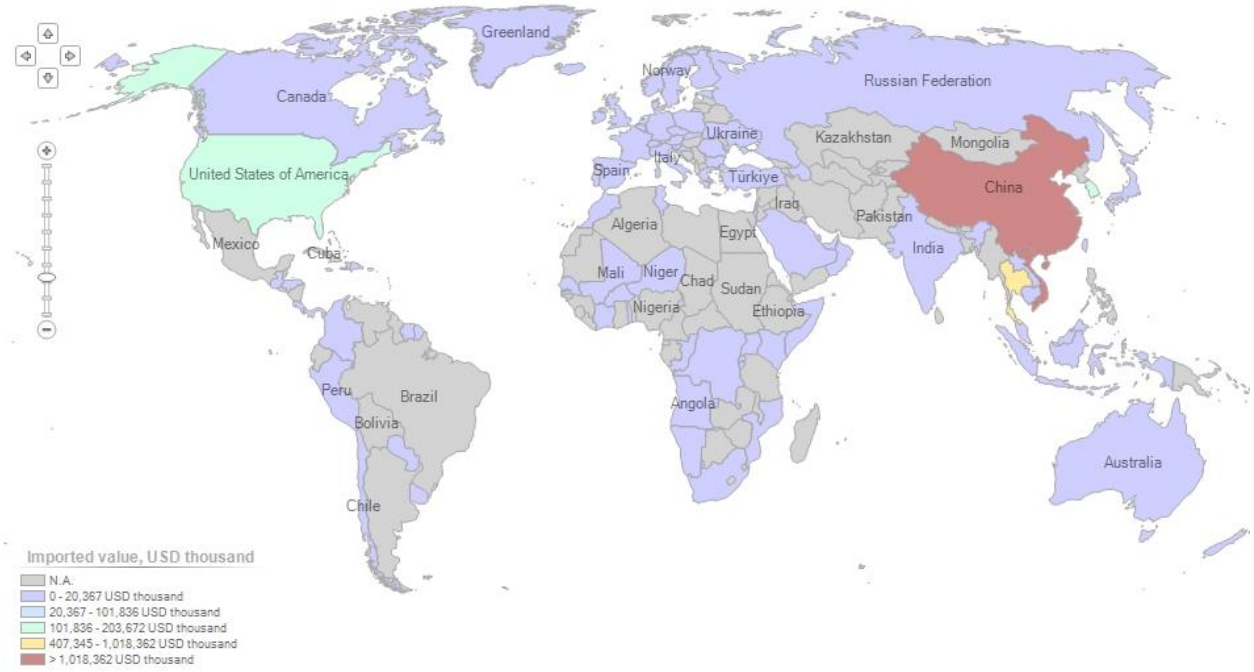
Strengths	Opportunities
• Health benefits/ gluten-free • Suitable soil and climate for Cassava • All year harvest on marginal lands • Drought resistant • High yielding • Relatively low investment required • Agro processing potential • Highly compatible with many types of intercropping systems • Access to experts and good networks (RADA, AIC and JAMPRO).	• Available markets: export • Seed multiplication as a business • Investment in mobile processing units. • Processing of cassava into cassava products (flour and dried chips) for to export to the regional market • Investment in commercial processing of cassava into beer and flour (similar projects already running in Red Stripe) • Potential investment in starch and ethanol production • Accessing the services of the Praedial Larceny Unit at MICAF.
Weakness	**Threats**
• Low nutritional value • Long production cycle • Requires processing for storage • Poor post-harvest practices. • Initial investment is high. • Limited financial resources to fund growth and development. • Lack of on-farm storage facilities	• Increase in land prices. • Natural disasters and pest/disease epidemics. • Severe market changes and fluctuations in prices. • Shortage of reliable labour • Praedial larceny. • Stringent Government regulation for export and registration • Increase in GOJ taxes • Exploitation of farmers by traders and brokers

MARKET ANALYSIS

Cassava is a crucial agricultural product worldwide. The World Bank notes that millions of people in Africa, Asia, and Latin America rely on cassava. Its significant contribution to food security stems from its capacity to yield more than many other crops. Over half a billion individuals include cassava in their daily diet, and it also supports the livelihoods of millions of farmers, processors, and traders globally.

In 2023, the global cassava market was valued at $758.1 million and is projected to grow to $1,332.7 million by 2030, with a compound annual growth rate (CAGR) of 8.4% from 2024 to 2030. A report provides an in-depth analysis of customer preferences and buying behaviours, segmented by applications (such as food and beverage, industrial, and animal feed) and types (including flour, chips, pellets, and pearls), anticipating significant annual growth with a notable CAGR from 2024 to 2032.

FIGURE 1: LIST OF IMPORTERS OF FRESH, CHILLED, FROZEN OR DRIED ROOTS AND TUBERS OF MANIOC "CASSAVA"



ITC,2024

Export Potential: Cassava falls under the International Harmonised System code 07141000, Manioc (Cassava). The markets with greatest potential for Jamaica's exports of Cassava are the United States, Canada and the United Kingdom. The United States stands out as the market with the greatest demand potential for these products.

The table outlines the export values of cassava, specifically its fresh, chilled, frozen, or dried roots and tubers, from various countries from 2019 to 2023. Thailand emerged as the leading exporter, with values rising from $527,896 in 2019 to a peak of $1,487,020 in 2022, before slightly declining to $1,144,608 in 2023. The Lao People's Democratic

Republic also saw significant growth, increasing from $90,333 in 2019 to $365,039 in 2022, although 2023 data is unavailable. Vietnam's exports grew from $81,501 in 2019 to $222,215 in 2021, with a slight decrease to $220,871 in 2022, and no data for 2023. Costa Rica maintained stable exports, increasing from $98,595 in 2019 to $144,528 in 2023. The Netherlands, while having the smallest export values, showed growth from $11,467 in 2019 to $38,393 in 2023.

TABLE 1: TOP 5 EXPORTERS FOR FRESH, CHILLED, FROZEN OR DRIED ROOTS AND TUBERS OF MANIOC "CASSAVA", WHETHER OR NOT SLICED OR IN THE FORM OF PELLETS

EXPORTERS	EXPORTED VALUE				
	2019	2020	2021	2022	2023
Thailand	527,896	683,354	1,267,735	1,487,020	1,144,608
Lao People's Democratic Republic	90,333	194,529	269,615	365,039	
Viet Nam	81,501	141,679	222,215	220,871	
Costa Rica	98,595	93,378	98,022	110,331	144,528
Netherlands	11,467	9,648	12,488	17,613	38,393

ITC, 2024

Local Cassava Production: Cassava can be grown in all parishes of Jamaica however, the targeted locations for cassava production are; St. Elizabeth, Clarendon, Manchester, St. Thomas, and St. Catherine.

Preliminary data from the Ministry of Agriculture and Fisheries indicates that Jamaica produced a total of 31,833MT of bitter and sweet Cassava. After post-harvest losses, the data shows that the local consumption is 22279.812MT.

For the year 2020, Jamaica exported a total of 3,288kg of sweet Cassava to the USA, Canada, and the United Kingdom, which is an increase over 2019 where 1041kg was exported. Jamaica does not import cassava, as production locally is sufficient to satisfy local consumption. However, there is a growing market for the export of the produce.

Jamaica Exports to the World: According to the International Trade Centre (ITC), Jamaica has an export potential of US$60.1M and an untapped potential remaining of US$ 28.1 M.

The total exports of Cassava for 2020 was 3,288kg and were valued at approximately US$16,160 with the United Kingdom being the largest importer of Cassava from Jamaica. (See Table 3). The United Kingdom imported US$7,045 worth of the produce.

TABLE 1: JAMAICA'S EXPORT OF CASSAVA IN 2020 (PRELIMINARY)

Description	kg	J$	US$	Country	Year
Manioc (Cassava) fresh or naturally dried	893	607,235	4,172	Canada	2020
Manioc (Cassava) fresh or naturally dried	1,936	993,702	7,045	United Kingdom	2020
Manioc (Cassava) fresh or naturally dried	460	322,602	2,224	United States of America	2020
Manioc, nesoi, chilled or frozen.	518	400,660	2,719	United States of America	2020

Source: STATIN, 2020

Value-added Opportunities: With urbanization comes the demand for processed cassava products such as cassava chips, flour, and crisps. Based on its nutritional value, cassava flour has also gained popularity, notably in the baking industry.
Cassava starch is also much preferred in the laundry and textile industries. The World Bank estimates that trade in cassava flour and starch represents approximately 30% of overall cassava trade and continues to expand. The major cassava starch and flour importers are China, Japan, Malaysia, the Republic of Indonesia, the Republic of Singapore, the United States, and the Republic of the Philippines, with 70% of the global supply coming from Thailand. With this large market, investors in Jamaica can maximize on the available resources and tap into this global value chain.

BUSINESS MODEL AND FINANCIAL ANALYSIS FOR INVESTMENT FOR A CASSAVA FARM

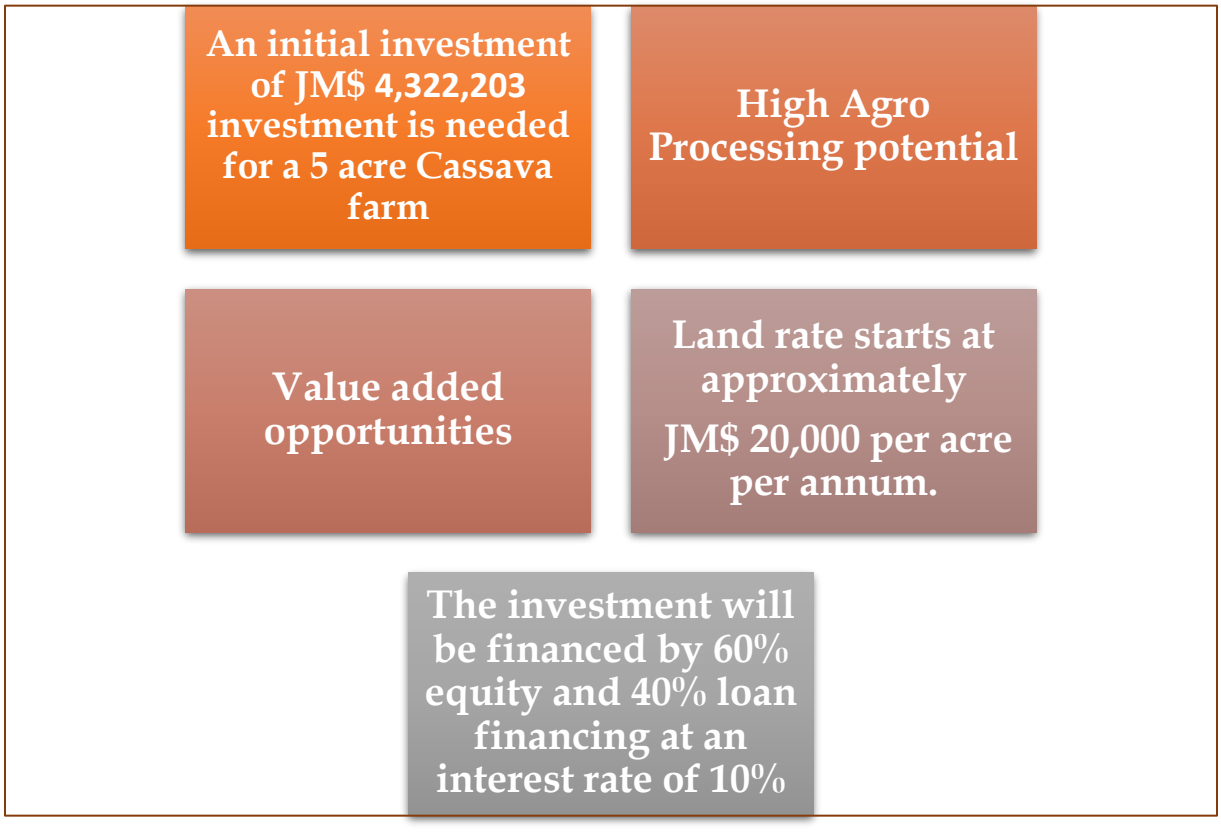
FINANCIALS

Investment Cost
The investor will need **JM5-acre$ 4,322,203** investments to develop a 5-acre Cassava farm.

Revenue
The average revenue for 5 years of operation is approximately **JM$10.6M**.

Return on Investment
The estimated **Internal Rate of Return (IRR) of 158 % and Net Present Value (NPV) of** approximately **JM$ 24M** when future cash flows were discounted utilizing a rate of 10% per cent based on the going bank lending rate.

INVESTMENT OPPORTUNITY



BUSINESS MODEL

<table>
<tr>
<td rowspan="2">KEY PARTNERS

• Agro-Invest – (Business Plan)
• Financial Institutions
• MoAF (R&D)
• RADA
• Input suppliers
• Farmers/investors
• Supermarkets
• New and small Agro-processing investors</td>
<td>KEY ACTIVITIES

• R& D
• Capacity Development /Training
• Marketing & Sales</td>
<td rowspan="2">VALUE PROPOSITION

• High Quality and convenient products
• Freshness of produce
• Employment
• Contribution to Gross Domestic Product
• Import Substitution
• Value chain development
• Reduction in post-harvest losses</td>
<td>CUSTOMER RELATIONS

• Personal relations with customers
• Building a reputation for reliability and quality</td>
<td rowspan="2">CUSTOMER SEGMENT

• Business to Business (B2B)
• Hotels
• Supermarkets
• Exporters
• Agro-Processors
• Wholesalers</td>
</tr>
<tr>
<td>KEY RESOURCES
• Capital
• Land
• Infrastructure
• Human resources
• Partnerships
• Government</td>
<td>CHANNELS

• Direct sales
• Export
• Wholesaling</td>
</tr>
<tr>
<td colspan="3">COST STRUCTURE
• Wages
• Operating costs
• Infrastructure development and maintenance
• Machinery & Equipment
• Cost reduction via economy of scale
• Land
• Transportation</td>
<td colspan="3">REVENUE STREAMS
• Cassava Sales (individuals and Businesses)</td>
</tr>
</table>

AGRICULTURAL SUPPORT SERVICES AND INCENTIVES SPECIFIC TO THE AGRICULTURAL SECTOR

SUPPORT SERVICES

Agro-Investment Corporation (Agro-Invest)

The Agro-Investment Corporation (Agro-Invest) is an agricultural investment facilitation, advisory and management agency, which functions as the Ministry of Agriculture and Fisheries business facilitation department. The agency is responsible for agricultural investment promotion and facilitation, as well as project and market development. Agro-Invest provides investment support to entrepreneurs, covering the investment chain from the identification of opportunities through to feasibility studies, business planning, fundraising, operations management, long-term business performance monitoring and technical support.

Jamaica Promotions Corporation (JAMPRO)

JAMPRO's continuous mission is to promote Brand Jamaica, attract and land jobs and wealth-creating investments to Jamaica and secure lucrative markets for quality Brand Jamaican products. As the Agency seeks to facilitate local investments, several support services are available, namely:

- Provision of business information and advisory services
- Trade and investment incentives
- Export-related training
- Creation of business linkages

Rural Agricultural Development Authority (RADA)

The Rural Agricultural Development Authority (RADA) promotes agricultural development in Jamaica through an extension service. Farmers can solicit information and technical assistance in areas such as agronomy, plant health, irrigation post-harvest techniques, production, and marketing.

Value-Added Support Services

Jamaica Manufacturers and Exporters Association (JMEA)

The Jamaica Manufacturers & Exporters Association (JMEA) serves as the voice of exporters, manufacturers, and service providers micro, small and medium enterprises (MSMEs). The JMEA provides vital support to the industry through advocacy, strategic partnerships, export services, research, capacity building and access to finance.

Bureau of Standards Jamaica (BSJ)
The Bureau of Standards Jamaica is a statutory body established by The Standards Act of 1969 to promote and encourage standardization in relation to commodities, processes, and practices. However, over the years, its role has expanded to include the provision of services in relation to conformity assessment (certification, testing, and calibration) and metrology.

Scientific Research Council (SRC)
The SRC supports the growth and development of the agro-industrial sector in Jamaica through research, adaptation of available technologies, creation of new and appropriate technologies and the provision of training and technical assistance. It is the only institution that is mandated to "collect, collate, and review information concerning scientific research schemes or programmes relevant to the development of the resources of Jamaica. In addition, it also establishes and maintains a scientific information center for collection and dissemination of scientific and technical information".

AGRICULTURE INCENTIVES
Under the Omnibus Incentives Regime, the Customs Tariff (Revision) Resolution is geared towards the productive sector, and provides for the duty-free importation of capital equipment, raw materials, and other industry-related consumer goods. The key benefit is the introduction of the Productive Inputs Relief (PIR) scheme. Special categories have been created for companies in the manufacturing, agriculture, tourism, and health sectors, along with companies within the creative industries.
While there is no application necessary for you to access the benefits under the Omnibus Incentives framework, an individual or entity seeking to benefit from the Productive Inputs Relief (PIR) system must first register with the respective regulating Ministry for status as a bona fide 'Producer'. The Ministry of Agriculture and Fisheries (MOAF) is the regulating Ministry for the Agriculture sector. For more information
about accessing this incentive continue to the next step of this business process guideline.

How To Access Agriculture Incentives
Step 1:
As a Farmer (individual or entity), in order to benefit from the Productive Inputs Relief (PIR) scheme, you must first register with the regulating Ministry, MOAF, for status as a bona fide 'Farmer/Producer'. Only a business, that has been approved by MOAF and

recommended to the Jamaica Customs Agency (JCA) may benefit under the PIR scheme.
The designation of a company as a "Producer" is based on the provisions of the Customs Tariff (Revision) (Amendment) Resolution 2013, which outlines the material considerations that are involved in the process of determining whether your company will be granted the "producer" designation in a specific sector/industry.
For the Agriculture Sector, this would be the "Production of Primary Products" for Agriculture Sector through operations in the following areas:

- Farming
- Apiculture
- Forestry
- Horticulture
- Aquaculture

The process of determining the farmer/producer status of your company is based on the assessment by the following government entities:

- The Ministry of Agriculture & Fisheries (MOAF) through
- The Rural Agricultural Development Authority (RADA)
- The Ministry's Agriculture Division
- The Jamaica Customs Agency (JCA)

Once your "status" is determined, this is then communicated to the JCA for processing and input into the Jamaica Single Electronic Window for Trade (JSWIFT) platform.

Step 2- Application Requirements:
Complete the relevant form(s) and provide any supporting information/documents…
You may visit the Rural Agricultural Development Authority (RADA) parish office to complete the relevant form to register as a farmer/producer. The form is also available by email request. The submission process is easy once you follow the steps. See below for additional guidance on the requirements.
To ensure your application is processed expeditiously and within the relevant timeframe,
please verify that all the information is completed fully, and the required supporting documents/ information are submitted along with your request.

For Farmer/Producer Status (New Company):

- Application Form to be completed.
- Other Supporting Information to be included in the submission.

- Name and address of the farmer
- Taxpayer Registration Number (TRN). Acquire your TRN.
- The location of the farm
- The land tenure/proof of ownership
- Number of acres (size)
- Description of your production activity, that is, the agricultural activities being carried out.

Step 3- Submission Requirements:
Once your form and all supporting information/documents have been completed, signed, stamped, and certified where required, you may visit and submit your request through the RADA Office in your parish. All requests should be addressed to the Permanent Secretary of the Ministry.

The address and contact information for the Ministry is indicated below:

The Ministry of Agriculture, Fisheries & Mining
Agriculture Service Unit, Hope Gardens, Kingston 6, Jamaica, W.I.
Tel: 876-927-1731-50 | 876-619-1731 | Fax: 876-927-1904
Email: psecoffice@micaf.gov.jm
Monday – Thursday: 8:30 am – 5:00 pm | Friday: 8:30 am – 4:00 pm

Step 4- Pay the Relevant Processing Fees
Pay the relevant processing fees…There is no fee associated with submitting your request to access "Farmer/Producer Status".

Processing Time: Status Approval - maximum of twenty (20) working days.

Step 5
Once your request has been submitted, there are a few additional steps that the regulating Ministry (MOAF), RADA, the TAJ, MOFPS and the Incentives Unit of Jamaica Customs Agency (JCA) will need to undertake as a part of their own due diligence process. This includes the following:

- Review of submission by RADA:
  carried out on the farmer/producer's written request and any supporting documents.
- RADA verification assessment:

to ensure that it is an authentic operation, and that the farmer/producer is involved in a prescribed agricultural activity.

- Verification site visit conducted:
  appointment made with the farmer/producer to visit their farm operations.
- Formal report sent to Regulating Ministry - MOAF:
  reviewed by the Ministry for further processing.
- Referral from the MOAF:
  submitted to JCA's Incentives Unit indicating the applicant's approval along with the applicant's dossier and supporting documents.
- JCA verification assessment:
  Upon receipt of MOAF's recommendation, the JCA undertakes its own verification assessment including a site visit.
- Verification site visit conducted:
  appointment made with the farmer to visit their facility.
- Final determination made by JCA:
  The final determination regarding the designation of farmer/producer status to a company is made by the Commissioner of Customs.
- Farmer notified:
  JCA will advise the farmer of the final determination regarding their status.
- Farmer's information processed on JSWIFT:
  Once the final determination is made, if approved, JCA enters your information into the JSWIFT platform.

Step 6 -Collect Your Approved Document(S)

Once the review of your documentation and the site visit assessment process is completed and all is in order then the JCA will notify you on whether your Farmer/Producer Status has been approved. At the end of the process, you would have received the following:

- Written Notification of your Farmer/Producer Status
- Access to incentive benefits related to the agriculture sector.

Step 7 - Benefits to Be Accessed Under The Pir

The JCA, in processing your imports on the JSWIFT platform, will verify that your "Status" approval has been granted by the regulating Ministry. However, the verification of approval is necessary only if the applicant is requesting access to the PIR benefits. Once you have been approved as a "bona fide" farmer/producer, varying levels of relief are available to you in respect of i) customs duties and additional stamp

duties for production inputs and equipment (including parts); and ii) corporate income tax. Farmers/Producers, as companies or individuals, can benefit from the following incentives:

- Productive Input Relief (PIR):
  Duty-free importation of certain agriculture industry-related items, used in the following operations:
  - farming, apiculture, forestry, horticulture, and aquaculture operations.
- Additional Stamp Duty (ASD) exemption, under the Revised Stamp Duty Act, where companies can benefit from the following:
  - Relief from the additional stamp duty on raw materials and non-consumer goods when these are being purchased for productive use.

Low Land Lease Rate

To facilitate production and economic development, the lease of government-owned agricultural lands is priced below market. This pricing strategy is geared at subsiding agricultural activities and promoting agricultural productivity. Since the objective is geared toward cost recovery and not profit, low rates are established for land leases. Currently, the Agro-Invest land rate is $ 15, 000 per acre per annum.

Subsidized Land Preparation

The government has purchased agricultural machinery and equipment to lower the cost of capital for agricultural investors/agribusinesses. These machinery and equipment services are offered to agricultural investors/agribusiness at subsidized prices.

Remission of Duties on Agricultural Vehicles

The Jamaican government is proposing a 20% tariff reduction for agricultural investors/agribusinesses who can prove to the Ministry of Agriculture that they are importing vehicles that complement their agricultural activities. Concession beneficiaries pay only twenty percent (20%) to import vehicles. Vehicles regarded as agricultural vehicles and eligible for the concessionary duty rate are:

1. Panel vans and pick-ups (not exceeding two (2) tons)
2. Trucks (exceeding two (2) tons)
3. Tractor heads and trailers

Remission Of Duties on Agricultural Equipment, Machinery and Products

Agricultural businesses are exempt from paying General Consumption Tax (GCT) on certain items that are listed as exempt or zero valued under the General Consumption

Act. There are also exemptions or significant reductions in import duties for certain items listed under the Interim Tax Act.

Raw Material Duty Concession

Agro-related industries are exempt from paying Common External Tariff (CET) and additional stamp duty on raw material imports. The Commodity Schedule is set out in the General Excise Tax 1991 (Act 110). The terms governing this Incentive are set forth in Section 39, subsections (A) and (b). Manufacturers are beneficiaries of stamp duty exemption under the list of goods. A decision was also made when manufacturers would use traders to import sugar on their behalf. These manufacturers should also be eligible for exemption from additional stamp duty.

Procedure To Obtain Waiver of Duties on Machinery, Equipment and Other Farm Inputs

i. The applicant should visit the Rural Agricultural Development Authority (RADA) office or contact the Area Extension Officer and make a request.
ii. The Parish Manager should submit a letter of recommendation to the Ministry of Agriculture after he has completed investigations and he is satisfied that the items will be used for farming.
iii. If the item is exempted under the General Consumption Tax Act (GCT) and the Provisional Collection of Tax Act, A letter will be prepared at the Ministry in the Marketing and Credit Division based on the recommendation of the Parish Manager. The letter is addressed to the Commissioner of Customs verifying that the item/items being imported will be used for agricultural purposes.
iv. If the item is not exempted under the Act, a letter is prepared and sent to the Ministry of Finance and Planning for approval.

Income Tax Relief for Approved Farmers

Section 36(d) of the Income Tax Act 21 of 1982 was enacted for the purpose of encouraging agricultural production by granting income tax relief to any person engaging or proposing to engage in a prescribed agricultural activity. A "prescribed" agricultural activity is an activity which the Minister of Finance prescribes by Order in the Jamaica Gazette. To date, the following agricultural activities have been prescribed:

- The growing of food crops
- Seed growing
- The growing of trees for the purpose of producing timber
- The growing of tobacco
- Horticulture

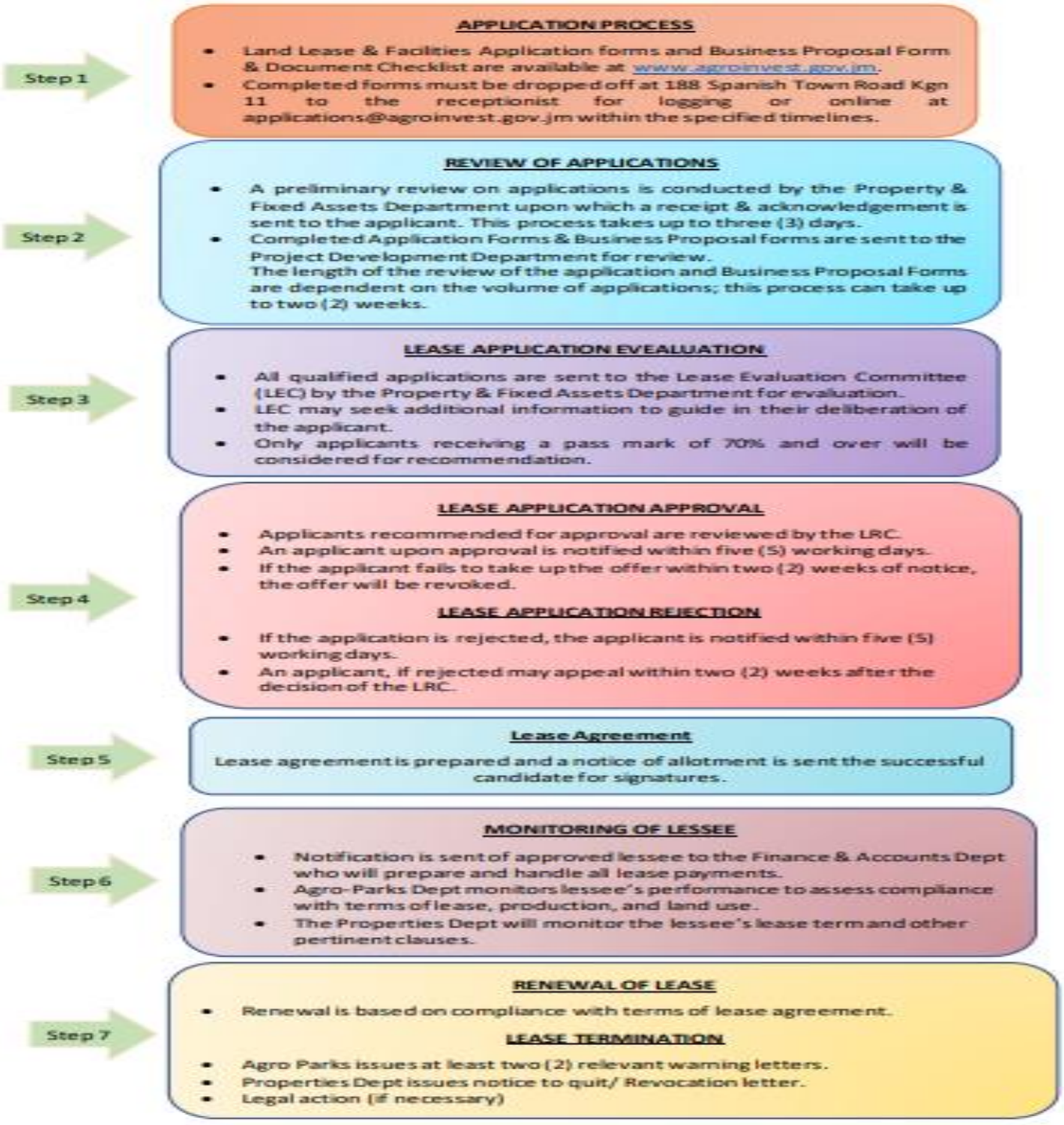
- Fishing and fish farming
- The breeding of beef cattle, dairy cattle, sheep, goats, and pigs
- The production of fertile eggs for hatching
- The production of table eggs
- Apiculture
- The breeding of horses

The cattle farmer and horse breeder have to assure the Revenue Board of their intent to increase their herd by at least ten percent (10%) over a five (5) year period before the relief can be granted.

Procedure For Obtaining Income Tax Relief/Approved Farmer Status

i. An application form shall be obtained from the Rural Agricultural Development Authority (RADA) parish office which has jurisdiction over the parish in which the farming activity is located.
ii. The application shall be completed in duplicate and submitted to the RADA office where it is processed. The accuracy of the information is verified by the Parish Manager and the Chairman.
iii. The form is subsequently sent to the Director, Marketing and Credit Division of the Ministry of Agriculture, Hope Gardens, Kingston 6 where further processing, verification and concurrence takes place.
iv. The Ministry of Agriculture recommends to the Ministry of Finance and Planning through the Revenue Board those applications which qualify for income tax relief from profits derived from the prescribed agricultural activity in which these enterprises are engaged.
v. The Minister of Finance designates a person to be an "Approved Farmer" subject to such terms and conditions as the Minister sees fit.
vi. The name of the farming enterprise or farmer is then gazetted in the Jamaica Gazette and as such the farmer officially becomes an "approved farmer" to be relieved from income tax for a period of ten (10) years, effective from the year of assessment stipulated in the said Jamaica Gazette.

HOW TO APPLY FOR AVAILABLE LAND



Please note available land will be advertised once the application period commences.

LIST OF INPUT SUPPLIERS

COMPANY	DESCRIPTION	CONTACT
Isratech Waterworks	Manufactures and supplies water infrastructure products and systems. Waterworks solutions, water, and wastewater treatment.	2 Kendal, P.O. Box 37, Shooters Hill, Mandeville, (876) 603-3564 info@isratech.com
Nutramix	Livestock feed for local and regional farmers in dairy, poultry, pig, and horse.	Newport Mills Ltd. Myers Wharf, Newport East, Kingston 15, (876) 922-2606 sales@the-big-feed.com
Hi-Pro Jamaica	Hi-Pro family of brands serves and offers farming supplies, broilers, layer birds, feed, home gardeners, and hardware supplies.	White Marl, St. Catherine (876) 984-7919-20
Agro Grace Jamaica Limited	Offers retail sale of farm supplies and equipment, feedings, and fertilizers.	697 Spanish Town Road Kingston 11 876-308-0165, 888-429-5465
Newport Fersan Jamaica Limited	Local supplier of blended inorganic fertilizers.	2A/2B Wherry Wharf Complex, 15 Newport E, Kingston (876) 967-5815
Central Agricultural Supplies Company Limited (CASCO)	Distributes feeds, fertilizers, agricultural chemicals, and equipment.	6 Ward Avenue Mandeville, Manchester (876) 962-3084/9719
Ag-Chem Plants Limited Agricultural Chemicals Plant (AGCHEM)	Formulates and distributes a wide range of pesticides for the agri-industry and home use.	AG-Chem Plant Ltd 2 East Ashenheim Rd. Kingston 11 (876) 757-0022
St. Jago Farm Supplies	Farm supplies and equipment, feedings, and fertilizers	Wellington Street Spanish Town, St. Catherine (876) 612-7825
T. Geddes Grant	Agricultural and veterinary products, including fertilizers and pesticides, and vegetable seeds.	109 Marcus Garvey Drive Kingston (876) 923-7311
Evergrow Garden Centre	Horticultural and farm supplies, garden tools, etc.	12 South Ave Kingston 10 (876) 906-9916

APPENDIX: COST OF PRODUCTION FOR CASSAVA

Crop Maturity	**12 months**				
Reaping Period	**2 months**				
Plant Population	**7260**				
Topography	**Relatively Flat Land**				
Area	**0.4 hectare**				
Man-day Charge (excluding lunch)	**3000**				
Projected Marketable Yield (Kg)	**8097**				
Labour Operations	**Unit**	**No. of Units**	**Cost/Unit**	**Cost for 1 acre**	**Cost for 5 acres**
Land Clearing	Tractor	1	60,000.00	60,000.00	300,000.00
Forking	MD	20	3,000.00	60,000.00	300,000.00
Drilling	MD	4	3,000.00	12,000.00	60,000.00
Planting	MD	3	3,000.00	9,000.00	45,000.00
Pesticides Application	MD	3	3,000.00	9,000.00	45,000.00
Weed Control	MD	4	3,000.00	12,000.00	60,000.00
Fertiliser Application	MD	2	3,000.00	6,000.00	30,000.00
Harvesting	MD	30	3,000.00	90,000.00	450,000.00
Lunch	MD	76	500.00	38,000.00	190,000.00
Subtotal				296,000.00	1,480,000.00
Material Inputs					
Planting Material	sticks	7260	5.00	36,300.00	181,500.00
Fertiliser:					
NPK 14-28-14	50kg	2	12,320.00	24,640.00	123,200.00
Insecticide:					
Diazinon	litre	1	3,890.00	3,890.00	19,450.00

Caprid	litre	1	6,000.00	6,000.00	30,000.00
Herbicide:					
Paraquat	litre	2	1,100.00	2,200.00	11,000.00
Subtotal				73,030.00	365,150.00
Irrigation		1	300,000.00	300,000.00	1,500,000.00
Other Cost					
Transportation (10 percent of material)				7,303.00	36,515.00
Land charges				20,000.00	100,000.00
Supervision (15% material & Labour)				55,354.50	276,772.50
Subtotal				82,657.50	413,287.50
Total Operating Expenditure Per Crop Cycle				751,687.50	3,758,437.50
Contingency (15 percent)				**112,753.13**	**563,765.63**
Cost after Contingency				**864,440.63**	**4,322,203**

Contact our Investment Team today for more information on available investment opportunities!

CONTACT DETAILS

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Telephone: 876-923-9268 or
876-923-7428 or 876-764-8365
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