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CAYAB REGIONAL CONSULTATION & VALIDATION SERIES

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SESSION 2 REPORT

Strengthening Local Markets

Local Procurement, Supplier Certification and Market Access

Virtual Consultation | 18 August 2026 | 11:00 a.m.–1:00 p.m. AST

Submitted to: The LoA Committee for review, direction and assignment of follow-up responsibilities.

Series theme	Building the Future Together
Policy instrument	Proposed Local Agriculture First Policy (LAFP)
Report status	Consultation evidence—not formal approval or adoption
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This Consultation and Validation Series is an output of the project “Supporting an enabling environment for enhanced youth participation in the CARICOM Agri-food system,” implemented by CARDI with FAO, the CARICOM Secretariat and CAYAB. Financed by the FAO Partnerships and UN Collaboration Division.

1. Purpose, scope and status

This report consolidates the recommendations, proposed revisions, areas of support, concerns, unresolved questions and follow-up matters recorded during Session 2 of the CAYAB Regional Consultation and Validation Series. It is submitted to the LoA Committee to support quality review, institutional direction and continued refinement of the proposed LAFP.

The session examined the practical conditions required to connect local production with institutional demand, including market information, supplier readiness, certification, aggregation, logistics, payment arrangements, monitoring and meaningful youth participation.

Important status statement: The session was a consultation and validation exercise. Participation, discussion or silence did not constitute approval. The LAFP remains a proposed policy instrument unless and until it is approved through the appropriate authority.

2. Executive summary

Session 2 found that stronger local markets require more than a procurement preference. Producers need earlier and clearer demand signals, practical pathways to meet standards, aggregation and logistics support, workable payment arrangements and reliable information systems. Buyers, in turn, require quality, food safety, availability, reliability, timely delivery and value for money.

Jefferson Jaikissoon's contribution reinforced a market-systems approach: investment in production, irrigation, extension, improved varieties and training must be tied to identifiable buyers, quantities, specifications and delivery conditions. A supplier registry may strengthen visibility, but it should not become an additional gate for small, emerging, rural or youth-led suppliers.

The strongest direction emerging from the session was to test the LAFP through a formally governed, costed and evaluated pilot before wider implementation. The pilot should test the full chain—from demand forecasting and supplier identification to certification, aggregation, delivery, payment and monitoring—under actual Member State conditions.

3. Key findings for the LoA Committee

- Predictable demand is the starting point. Producers need timely information on quantities, timing, specifications and buyer requirements before committing land, inputs, labour or finance.
- Local procurement is a two-sided market. Policy must strengthen supplier capacity while preserving buyer requirements for quality, safety, reliability, availability and value for money.
- Certification should be a pathway into formal markets, not an avoidable barrier. Compliance support, technical assistance and financing need to accompany standards.
- Aggregation, cold storage, transport, processing, digital ordering and production scheduling are implementation requirements—not optional additions.
- Payment terms matter. Long or uncertain payment periods can exclude enterprises with limited working capital even when they are technically capable of supplying.
- Youth participation should produce measurable economic participation across production, processing, logistics, technology, data, traceability, packaging and services.
- Member State adaptation is necessary. Products, targets, timetables and institutional arrangements cannot be identical across the region.
- A phased pilot should generate evidence for refinement and possible expansion rather than assume regional readiness.

4. Direction requested from the LoA Committee

Recommended Committee disposition: Note the consultation evidence; authorize technical refinement; assign responsible institutions; and request a scoped pilot-development package for subsequent decision. This is not a request to approve the LAFP as adopted policy.

#	Committee direction requested
1	Confirm the review and approval pathway for revisions to the LAFP and any country pilot.
2	Identify the institutions responsible for procurement, supplier registration, certification, aggregation, monitoring and payment design.
3	Authorize preparation of a pilot options paper covering candidate Member State(s), products, buyers, suppliers, costs, governance and evidence requirements.
4	Direct technical refinement of provisions on inclusive registration, certification support, payment terms, import exemptions and national adaptation.
5	Clarify CAYAB's role as a youth connector, market-information and monitoring partner, while avoiding duplication of statutory functions.
6	Assign owners and deadlines to the follow-up actions in Section 10.

5. Consolidated recommendations and validation status

Area	Recommended direction	Status
Market information	Communicate institutional demand early enough to inform production, investment and delivery planning.	Supported
Local procurement	Create fair opportunity for qualified Caribbean suppliers while maintaining safety, quality, reliability, competitiveness and value for money.	Supported
Supplier registry	Improve producer visibility without excluding suppliers who are not yet fully formalized, certified or digitally connected.	Mixed View
Certification	Maintain appropriate standards while providing realistic, financed pathways to compliance for small and emerging suppliers.	Mixed View
Aggregation and infrastructure	Address aggregation, storage, cold chain, transport, processing, digital ordering and scheduling alongside procurement.	Supported
Payment arrangements	Design payment terms and working-capital support so capable small and youth-led suppliers can participate.	Referred
Member State adaptation	Adapt targets, products, timetables and arrangements to differing legal, production, infrastructure, market and trade conditions.	Supported
Import exemptions	Define transparent exceptions where local supply is insufficient without undermining LAFP objectives.	Unresolved
Phased pilot	Test the LAFP through a governed, costed and evaluated pilot before considering wider implementation.	Supported
Youth participation	Measure youth participation in procurement, finance, technology, enterprise development and other value-chain opportunities.	Supported
CAYAB role	Define a complementary role in youth mobilization, market information, supplier visibility and monitoring.	Referred
Monitoring and evaluation	Track suppliers, procurement performance, payment, barriers, youth participation and progress against targets.	No formal determination recorded

6. Detailed consultation record

6.1 Predictable demand and market information

The session emphasized that production support is insufficient unless producers understand who will buy, what quantities are required, when delivery is expected and which specifications apply. Earlier demand signals can reduce uncertainty and help young and emerging enterprises make informed production, investment and staffing decisions. **Validation status: Supported**

6.2 Local procurement as a market system

Local procurement must work for both sides of the transaction. Suppliers require predictable opportunities and clear requirements; institutional buyers require safe, reliable, timely and competitively priced supply. Procurement should therefore be accompanied by supplier development, demand communication, aggregation and delivery systems. **Validation status: Supported**

6.3 Supplier visibility and registration

Reliable supplier information—including identity, eligibility, capacity, food-safety status, pricing and delivery capability—can improve buyer confidence and producer visibility. However, registry requirements must be proportionate and accessible to rural, small, emerging and youth-led suppliers. **Validation status: Mixed View**

6.4 Certification and compliance

Food-safety and quality standards remain necessary for formal markets. The implementation question is how capable suppliers will receive technical assistance, financing and staged pathways to compliance so certification expands rather than narrows participation. **Validation status: Mixed View**

6.5 Aggregation, infrastructure and logistics

Small producers may be unable to meet institutional volume and delivery requirements independently. Aggregation, cold storage, transport, processing, production scheduling and digital ordering should be treated as part of the procurement architecture. **Validation status: Supported**

6.6 Payment and working capital

Long or uncertain institutional payment periods may create severe cash-flow constraints for enterprises with limited working capital. Payment design and access to appropriate finance require further technical attention. **Validation status: Referred**

6.7 National adaptation and import exemptions

Implementation should reflect differences among Member States in production capacity, infrastructure, law, certification, markets and trade. A transparent mechanism is still required for circumstances in which local supply cannot meet demand. **Validation status: Supported for adaptation; Unresolved for exemptions**

6.8 Phased pilot and learning

A focused pilot can test products, buyers, suppliers, standards, infrastructure, payments, legal arrangements and monitoring under actual conditions. Evidence should determine whether the approach is continued, adjusted or expanded. **Validation status: Supported**

7. Youth enterprise and CAYAB's potential role

Young people should be positioned as producers, processors, aggregators, logistics providers, technologists, data specialists, traceability providers, packagers and other agrifood service providers—not only as programme beneficiaries.

Meaningful participation should be evidenced through access to contracts, tenders, finance, productive assets, technology and enterprise-growth opportunities. CAYAB may help communicate demand, improve the visibility of youth suppliers, mobilize youth participation and identify barriers, provided these functions complement existing national and regional mandates.

Role boundary to resolve: CAYAB's value is strongest as a connector, youth-governance voice and monitoring partner. Statutory certification, procurement authorization and regulatory functions should remain with competent authorities unless formally delegated.

8. Areas of support, concern and referral

Areas of support expressed

- Connect local production with predictable demand.
- Provide earlier and clearer procurement information.
- Address aggregation, storage, transport and logistics.
- Adapt implementation to national circumstances.
- Test the LAFP through a phased pilot.
- Create measurable economic opportunities for youth across the value chain.

Concerns and mixed views

- Registration and certification could become exclusionary if requirements, costs or digital access are burdensome.
- Institutional payment periods may disadvantage smaller suppliers.
- Local preference must coexist with safety, quality, reliability, availability and value-for-money requirements.
- A single regional implementation model may not reflect national legal, production and market conditions.

9. Questions requiring further technical or policy review

1. How will the LAFP operate within existing national procurement and trade arrangements?
2. Which institutions will be responsible for registration, certification, procurement, aggregation, monitoring and related functions?
3. Who will bear compliance costs, and what support will be available to small and youth-led suppliers?
4. How will the registry include producers who are not yet formalized or digitally connected?
5. What payment terms or financial mechanisms will protect suppliers from working-capital constraints?
6. How will transparent import exemptions operate when local supply is insufficient?
7. How should targets, products and timetables vary by Member State?
8. Which products, institutions and locations are suitable for an initial pilot?
9. Which indicators and evidence thresholds will determine continuation, adjustment or expansion?
10. How will CAYAB's role be defined in relation to existing institutional mandates?

10. Proposed follow-up and accountability record

Follow-up action	Status	Proposed owner	Deadline
Consolidate Session 2 evidence and recommendations.	Completed through this report	CAYAB	27 Aug 2026
Quality-review the record and confirm any corrections.	Decision requested	LoA Committee / CARDI / FAO	To be assigned
Refine LAFP provisions on registration, certification, infrastructure, payment and inclusion.	Proposed	To be assigned	To be assigned
Prepare a pilot options paper with location, products, buyers, suppliers, governance, budget and evidence plan.	Proposed	To be assigned	To be assigned
Clarify CAYAB's role in youth market access, supplier visibility and monitoring.	Referred	LoA Committee / relevant authorities	To be assigned
Identify national and regional approval authorities for a pilot.	Referred	To be assigned	To be assigned
Establish a decision log for consultation recommendations and subsequent revisions.	Proposed	CAYAB Secretariat / project team	To be assigned

11. Validation status definitions

Status	Meaning
Supported	Clear supportive statements were expressed. This does not constitute formal adoption or approval.
Mixed View	Supportive observations were accompanied by material concerns requiring refinement.
Unresolved	The issue remained open or lacked a sufficiently clear conclusion.
Referred	Further technical, governance or policy review is required.
No formal determination recorded	The topic was discussed, but the record does not establish consensus or a decision.

12. Privacy, safeguarding and attribution

The substantive record is presented thematically rather than as a speaker-by-speaker transcript. Jefferson Jaikissoo is referenced only where necessary to identify the source of the invited technical contribution supplied for consolidation. No privacy, youth-protection or conflict-of-interest incident requiring escalation was established in the records reviewed.

13. Closing record

Session 2 contributed practical consultation evidence for strengthening the LAFP. It did not approve or adopt the policy. The central lesson is that local procurement must be designed as an operating market system: demand must be visible, suppliers must be prepared, standards must be achievable, products must be aggregated and delivered, payments must be workable, and results must be monitored.

A phased, governed and evidence-based pilot emerged as the most strongly supported route for testing these arrangements before broader application. The report is therefore submitted to the LoA Committee for review, institutional direction and assignment of the next technical steps.

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