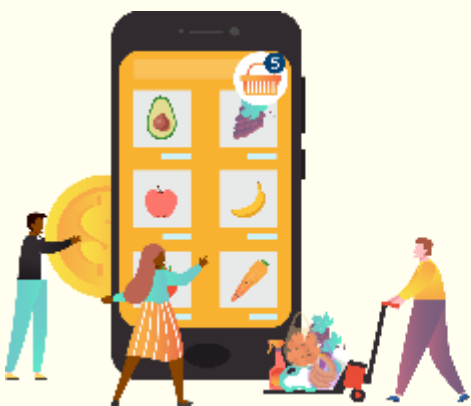


27 FEBRUARY 2025



Session n°16:

Opportunities in cross-border value chains for entrepreneurs



Caribbean Agrifood Business Series ...



Funded by
the European Union



From Bean to World: Unlocking Cross-Border Potential in Chocolate

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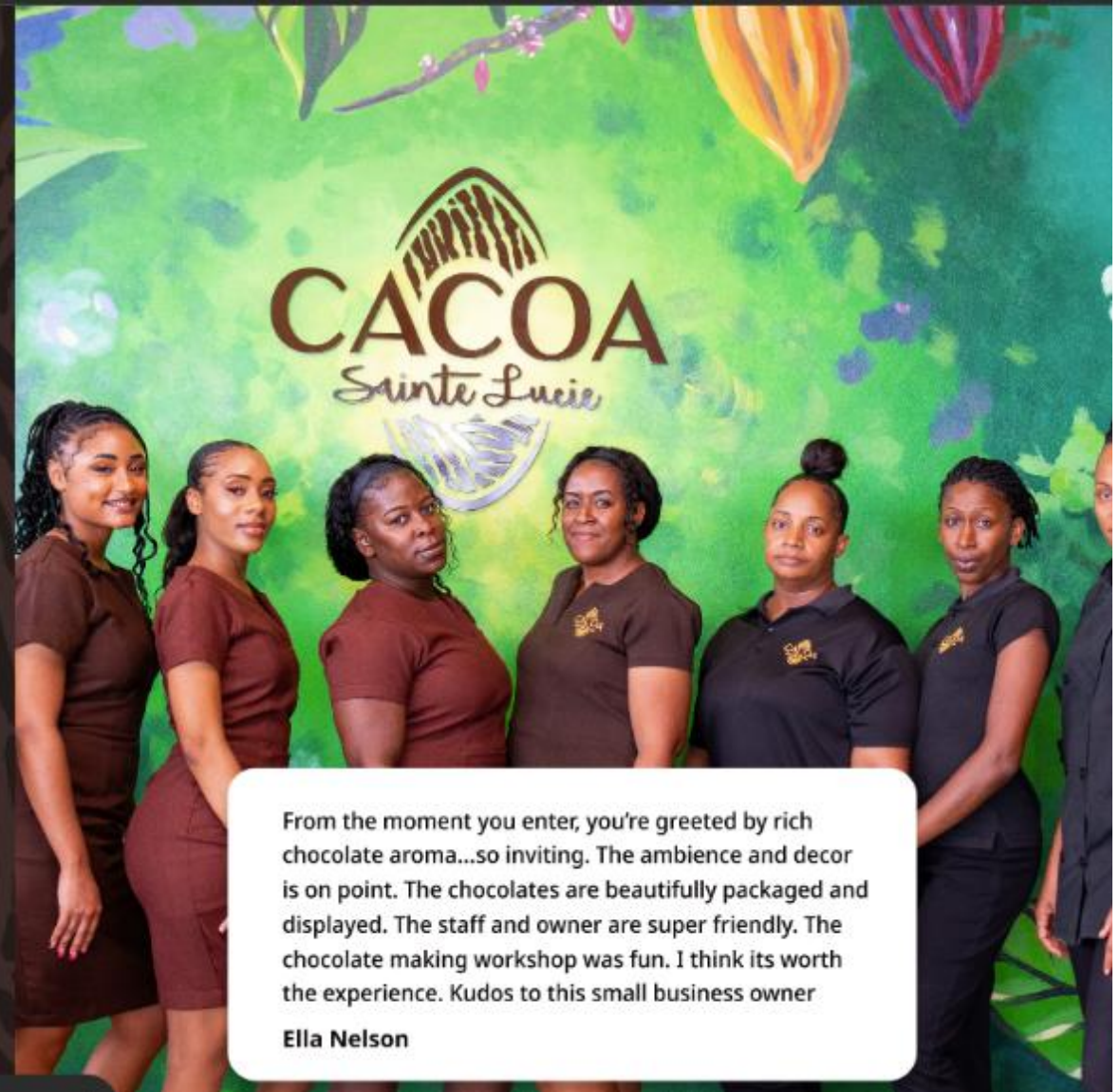


Cocoa Sainte Lucie

Welcome to Cocoa Sainte Lucie, your sweet Saint Lucian chocolate haven 🍫🇱🇨 Since our founding in 2015, we've been rooted in the idea of creating a one of a kind chocolate experience right here in Saint Lucia.

From our unique chocolate workshops to our handcrafted chocolates and our latest addition, our chocolate infused restaurant.

We've remained true to our beliefs and created a special place just for chocolate lovers, enthusiasts, and everyone intrigued by the allure of chocolate 🍫



From the moment you enter, you're greeted by rich chocolate aroma...so inviting. The ambience and decor is on point. The chocolates are beautifully packaged and displayed. The staff and owner are super friendly. The chocolate making workshop was fun. I think its worth the experience. Kudos to this small business owner

Ella Nelson



Opportunities in Cross-Border Value Chains for Chocolate

The Caribbean's rich cocoa heritage offers unparalleled opportunities for cross-border value chains in the chocolate industry. By leveraging regional collaboration, our chocolate factory can access premium cocoa beans from neighboring islands, enhancing product quality and authenticity. Exporting finished products to international markets allows us to tap into the growing demand for artisanal and ethically sourced chocolates. Additionally, strategic partnerships with regional suppliers, logistics providers, and distributors can optimize production costs and streamline supply chains.



Capitalizing on Cross-Border Opportunities

We have successfully capitalized on cross-border value chains by exporting small batch chocolates to retailers in Martinique, where our commitment to authenticity and all-natural ingredients resonates with consumers. Our presence in Martinique has strengthened brand recognition and demonstrated the appeal of premium, preservative-free chocolates in regional markets. To maintain product excellence, we source the finest cocoa beans from Saint Lucia, complemented by occasional imports from neighboring islands, ensuring unique and diverse flavor profiles. Building on this success, we are actively seeking to foster more partnerships, exploring new markets that align with our brand values and expanding our reach within the Caribbean and beyond.



Questions & Answers

Now's the time where we'll be answering any questions that you may have about us, our process, products and anything in-between.





Thank you for your time, attention, and incredible engagement today. Your interest and enthusiasm inspire us to continue pushing boundaries and exploring new opportunities. We appreciate your support and look forward to building fruitful partnerships that take our chocolate journey to new heights. Have a sweet and wonderful day!

Thank you



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