



Fact Sheet: Solomon Islands Industry Working Groups

Public Private Partnership in the Export Sector

PHAMA's objective is to promote sustainable economic growth through new or improved market access for primary products. A key component of this is improving public private partnerships in the export sector. PHAMA's strategy in the Solomon Islands (SI) is to focus on improving market access in four key industries: - fisheries, sawn timber, cocoa and coconut products, while also examining opportunities that may exist for new export products in horticulture. Historically work on market access issues for the main industries has been hindered by a lack of effective industry planning and representative industry bodies, and limited public/private partnership mechanisms. To address these issues PHAMA has facilitated the establishment of Industry Working Groups (IWG) for each of these industries, and is providing them with secretariat and technical support.

Industry Representation

Each IWG is made up of 8 –10 private/public representatives from key exporters and relevant technical departments in Government. Each IWG has been supported to meet regularly and develop industry development plans. Information from the IWG's and proposed activity plans are then fed up to the SI Market

Access Working Group (MAWG), which PHAMA operates as its program decision-making body and delivery mechanism at a national level. The MAWG is multi-sectoral and includes a member from each IWG.

Value of Industry Working Groups

The IWGs fill the void that exists at industry level as a result of the lack of industry bodies in SI, and enable:

1. Meaningful engagement and relationship building between key private and public sector stakeholders.
2. Private sector to have input into strategic planning regarding export development, and validation and priority setting for potential activities to address market access issues.
3. A focal point at operational level for information sharing and coordination of activities and resourcing by Government, industry and development partners for each industry.
4. Promotion of meaningful Industry engagement with PHAMA to assist with its long-term private-public-partnership development and capacity building objectives.
5. Greater accountability of government departments involved in regulating exports.

PHAMA
**Pacific Horticultural & Agricultural
Market Access Program**
An Australian Government initiative



Progress

- **Seafood IWG (SIWG):** The SIWG was formed in 2012 by PHAMA as a taskforce to address critical issues relating to market access for SI tuna exports to the EU. The group has proven very effective as a vehicle for public/private sector discussion and resolution of the technical and resourcing issues involved. This includes lobbying government for resourcing, coordination of donor partner assistance and in developing mechanisms for industry cost recovery. Through these coordination efforts, compliance with EU requirements has been significantly strengthened. In addition, as a result of effective lobbying, adequate recurrent budget has been secured from the Solomon Islands Government to support government certification functions.
- **Timber IWG:** The timber IWG has been driven by the industry's strong leadership and commitment. The outcome has been the establishment of an industry association for the sawn timber sector. The Solomon Islands Timber Processors and Exporters Association (SITPEA) now functions as the key contact point for the industry and working with government, external markets and other stakeholders on a number of initiatives to strengthen the sawn timber industry. PHAMA is now supporting industry linkages between SITPEA and comparable organisations in the Solomon Islands' main markets of New Zealand and Australia.
- **Cocoa IWG:** Through the cocoa IWG the PHAMA program has been able to progress work towards the establishment of cocoa testing capacity within SI that will support the negotiation of improved terms with overseas buyers by providing assurances to them on cocoa quality. PHAMA will also work with the IWG to facilitate overseas contracts with boutique cocoa buyers, willing to pay premium prices. The Cocoa IWG has identified trade finance, improvements in quality and better access to market information as key priorities.
- **Other IWGs:** PHAMA's work with the other IWGs has considerably strengthened coordination in each Industry. The Solomon Island's Rural Development program is now partnering with PHAMA to progress the priorities of the cocoa, coconut and horticulture IWGs.

Ensuring sustainability

A key focus for PHAMA is to see the IWGs develop the institutional capacity and funding base to be sustainable in the long term. A "Sustainability Roadmap" for each IWG is being developed, which identifies what steps need to be taken over the next 1-2 years to enhance their sustainability. This includes steps to: - update their scope (including expansion into areas outside of PHAMA's scope); become representative bodies for their particular industry; gain

donor and government recognition; and improve their strategic planning capability. The identification of funding (from other donors, industry and government) to cover Secretariat costs and the implementation of activities is particularly important for sustainability. For example, the PHAMA program has formed a strategic partnership with the SI Rural Development Program (RDP), a 5 year multi-donor funded program, that has agreed to fund and provide secretariat support to the Cocoa, Coconut and Horticulture IWGs as they progress towards independent industry bodies.

Industry example

Industry Working Group: Seafood Industry Working Group

Established: October 2012

Private Representatives:

Soltuna Ltd, National Fisheries Development Ltd, and Secretary SI Tuna Industry Association

Public Representatives:

Competent Authority staff from Environment Health Department of the Ministry of Health, staff from Ministry of Fisheries and Marine Resources, and the Ministry of External Trade

Development Partner Representatives:

Forum Fisheries Agency, PHAMA and Mekem Strong SI Fisheries program (MSSIF—NZ funded), IFC

STAKEHOLDER VIEW

"The Industry Working Group provides key stakeholders involved in fish exports an excellent forum to discuss and resolve export issues. Face-to-face discussions with the private sector help us to appreciate how important the work of the Competent Authority is to the industry. The Secretariat support provided by PHAMA to this group is excellent and is contributing significantly to the success of the group."

Tom Nanau, Director EHD and Chair of the Seafood Market Access Working Group.

Contact Us



Andrew Sale

t: +677 22 365

m: +677 749 5736

e: a.sale@phama.com.au

www.phama.com.au

The Pacific Horticultural and Agricultural Market Access program (PHAMA) is an aid-for-trade program, funded by the Australian and the New Zealand Governments. PHAMA is implemented by AECOM.