



Pacific Horticultural & Agricultural Market Access Plus Program

Supported by Australia and New Zealand

COUNTRY OVERVIEW

SOLOMON ISLANDS



The Pacific Horticultural and Agricultural Market Access Plus (PHAMA Plus) Program supported by Australia and New Zealand aims to contribute to improved economic growth and rural livelihoods, and contribute to economic recovery from the global COVID-19 pandemic.



Our target is to benefit **200,000 Pacific households** in the Pacific economies of Fiji, Papua New Guinea, Samoa, Solomon Islands, Tonga and Vanuatu, as well as small island state signatories of the Pacific Agreement on Closer Economic Relations Plus (PACER Plus).

PHAMA PLUS' END-OF-PROGRAM OUTCOMES ARE:



Producers and exporters use **maintained and new export market access** for Pacific export products.



Women and men exporters, processors and producers **adopt quality and productivity enhancing innovations** for their export products.



Women and men staff of Pacific **biosecurity authorities** perform their **market access facilitation** functions better.



To address gender inequalities and support the **empowerment of women, youths and people living with disabilities** in agriculture, PHAMA Plus works with its partners to strengthen gender equality, disability and social inclusion (GEDSI) along the agricultural value chain.

WHAT WE DO: EFFECTIVE MARKET ACCESS SUPPORT

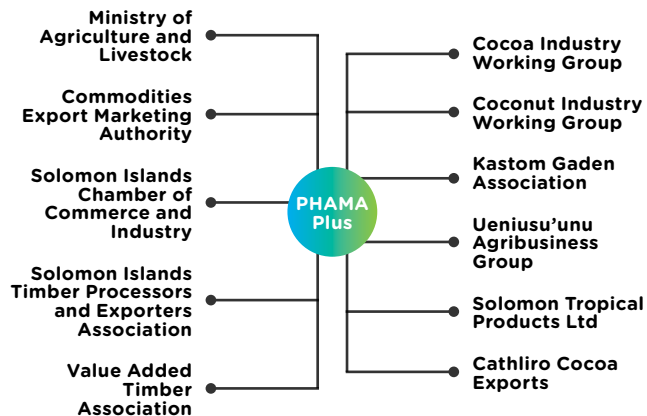
PHAMA Plus works with businesses and the public sector to maintain and improve trade of agricultural products by assisting them to meet export market requirements. PHAMA Plus also assists with market research and market development activities in support of export products. To maximise impact, the program works with key actors in the market system to generate benefit among farming households.

PHAMA Plus has been working in Solomon Islands since 2011 to improve market access for the country's key export industries such as cocoa, timber, seafood, coconut and handicraft, and to promote industry coordination through the establishment of industry working groups. The Program is now supporting the tree crops (cocoa, coconuts, ngali nuts) and sawn timber sectors to increase the quantity and quality exports in ways that benefit farming households, producers, exporters and importers.



PARTNERS

Some of the organisations that PHAMA Plus works with include:



KEY SUCCESSES IN SOLOMON ISLANDS

- Working with the Forum Fisheries Agency and others, helped to ensure processed tuna exports met European Union requirements for food safety legal production
- Enabled the local timber processing industry to maintain its sawn timber exports to Australia and New Zealand
- Helped establish the specialty cocoa market for local producers and exporters.
- Improved understanding of biosecurity requirements for handicrafts, enabling vendors to increase sales
- Facilitated improved coordination of response efforts to the Coconut Rhinoceros Beetle (CRB).

CURRENT PRIORITIES



TREE CROPS

(Coconuts, cocoa, ngali nuts)

PHAMA Plus works with businesses, government and growers to:

- Improve the availability and utilisation of processing technologies;
- Implement certification and quality management systems;
- Invest in marketing and trade facilitation services for export; and
- Explore possibilities of rehabilitation and improved management practices in coordination with other programs.



SAWN TIMBER

PHAMA Plus works with exporters and government agencies to:

- Improve industry skills and equipment maintenance to produce better quality sawn timber for export;
- Facilitate more value adding of timber and diversify markets;
- Improve information availability and market understanding throughout the sector; and
- Develop support services and implement quality management systems to meet international certification standards.

CASE STUDY: AFFORDABLE FREIGHT SERVICES FOR SOLOMON ISLANDS' EXPORTERS

COVID-19 has heightened pre-existing constraints in agricultural value chains. A key impact has been the drastic increase in an already very high freight and logistics cost. Small and medium exporters currently struggle to access export markets, as currently only a Full Container Load (FCL) system is operational.

In response to this, local agribusiness Ueniusu'unu Agribusiness Group (UAG) is leading a consortium of partners to pilot a first-of-its-kind for Solomon Islands, integrated Less than Container Load (LCL) system. Supported by PHAMA Plus under its Export Business Recovery Initiative, exporters and suppliers organise consignments through and a digital booking and logistics system which is linked to a warehouse. This ensures smallholder growers and consolidators are able to access and better service their export markets.

By sharing the cost of the LCL system and storage facility, smallholder growers and consolidators are able to access otherwise inaccessible export markets. It makes the freight cost of exports proportionate to the volumes being traded and available to smallholder growers and consolidators.



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