



PIPSO

Pacific Islands Private Sector Organisation

Best Practices in Agribusiness Development in the Pacific

Presentation by the Pacific Islands Private Sector Organization (PIPSO) on 25th May 2016



Best Practices in Agribusiness Development in the Pacific

Samoa

Women in Business in Samoa (WIB)

- Organics
- Farm to table
- Organic basket
- Coconut Virgin Oil
- Dried Bananas
- Coffee
- Fetau Oil
- Business Training
- Disaster Management
- Fair Trade

transforming lives : creating opportunities



Best Practices in Agribusiness Development in the Pacific

Tonga – Heilala Vanilla

- A vanilla plantation was established by the Ross family, in partnership with a local family from the village of Utungake in Vava'u, Kingdom of Tonga.
- Heilala has partnered with growers throughout Tonga celebrating their 10th harvest of vanilla beans in 2015. This has had a significant impact on the Tongan economy providing employment and infrastructure across a number of communities.
- Products are sold into specialty food retail and fine dining establishments and gourmet food manufacturers in New Zealand, Australia, Singapore, Japan, Brazil, Denmark and the United States.



Best Practices in Agribusiness Development in the Pacific

Cook Islands – Titikaveka Growers Association

- Created a community compost centre
- Organized Growers on planting of variety of crops
- Offering instruction on organic and biological farming methods
- Liaise with supermarkets on sale of organic produce
- Promotion of organic farming



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Papua New Guinea - Amruqa

- A small Papua New Guinean company based in an area called Vunakanau in the Province of East New Britain that produces and supplies Organically Certified and conventionally grown spices and virgin coconut oil.
- Work in conjunction with partner communities in remote areas of East New Britain, (have a primary focus on ethical agriculture and socioeconomic development).

Operate as the processing and marketing channel for organically certified spices and virgin coconut oil

- Provide quality planting materials to our partner growers and training on husbandry, organic growing techniques and record keeping, value-adding and post harvest handling.



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Fiji – Ben’s Trading Ltd



- Locally indigenous company
- The largest root crop exporter from Fiji
- Operates a number of collection centers
- Buy direct from the farmers
- Employs a lot of school dropouts and women

Participant Guarantee System (PGS) in the Pacific – Fiji and the Solomon Islands

In 2013 a project under auspices of **PARDI** began with 4 farmers groups involving 58 farmers in Fiji. Similarly in the Solomon Islands 2 groups with 12 farmers. Joined with Post Harvest and Market Investigations.

First shipment tomatoes 100Kg from Qerqere Sept 2013

Since then they have shipped approx 10 tons, made \$45,000





Best Practices in Agribusiness Development in the Pacific

Common Success Factors

- Family and community based
- Receives Government support
- Undertakes regular consultations
- Train farmers and provide capacity building
- Research & Innovation
- Accountability & Ownership (Planning & Organizing)
- Nurseries
- Technical and funding support from Technical agencies & development partners