



DRAFT WORKSHOP OUTCOMES

Agritourism Policy Setting Workshop

21st to 22nd November 2017

SIBC Conference Room, Honiara, Solomon Islands

Organised by the Solomon Islands Government, CTA, PIPSO, SPTO and IFAD

Background

The workshop on “Agritourism Policy Setting Policy” was held on 21st to 22nd November 2017 at the SIBC Conference Room, in Honiara, Solomon Islands. The two days’ workshop was organised by the Government of Solomon Islands in collaboration with the Technical Centre for Agriculture and Rural Cooperation (CTA), the South Pacific Tourism Organisation (SPTO) and the Pacific Island Private Sector Organisation (PIPSO), with the following objectives (i) to promote linkages between the agrifood and the tourism industry to increase sustainable local sourcing through agritourism policy in Solomon Is, (ii) to increase the understanding and awareness of the current deficiencies in the supply of produce along the value chain and to identify the actions needed, including specific projects to upscale; (iii) to design inter-sectoral and inclusive policies which promotes PPPs. The workshop also looked at successful cases and best practices in policy and agribusiness development in the agri-tourism supply chain and identified the support needed to move this agenda forward. The workshop featured presentations from the various stakeholders, including those from the regional organisations like PIPSO and SPTO. Stakeholders shared views, experiences and recommendations on: (i) cross-sectoral policies needed to tap into the agriculture and tourism markets; (ii) successful local businesses which have innovated to meet demands in quality, consistency and product development; (iii) tourism sector expectations, and needs from farmers and agribusiness; and (iv) the role of chefs in sourcing locally and promoting local cuisine in hotel menus.

The workshop was attended by more than 40 participants from the Senior Government Officials from Ministry of Culture and Tourism, Ministry of Agriculture, Fisheries and livestock, Ministry of Foreign Affairs and External Trade, hoteliers, restaurants, farmers and agro producers, youth entrepreneurs, Solomon Is Women in business, Solomon Is Chamber of Commerce and Industry, Solomon Is National University, PIPSO and SPTO.

Opening Remarks

The workshop was opened by the Minister of Culture and Tourism, Honourable Bartholomew Parapolo. He stated that this is the first workshop of its kind of multi-sectoral policy initiative and as far as his Ministry is concerned, it is a very important and forward-looking initiative.

He highlighted that Solomon Islands population, especially in rural areas, depends very much on agriculture for their livelihood. As such tourism has a huge potential in the Solomon Islands to enhance rural participation in economic activities.

He further stated that the National Tourism Policy clearly highlighted the policy directions for tourism to be linked with other productive sectors in order to drive a coordinated economic growth. The policy further

highlighted that involvement of resources owners in tourism and related business is needed and opportunities for policy coherence need to be established between Tourism, Agriculture and Trade. Linking these sectors together would help increase the economic capacity of the of Solomon Islands people that include youth, women and most importantly rural population. His Ministry is committed and looked forward for cooperation with all key stakeholders that are present at the workshop to help shape the agritourism policy for the Solomon Islands with two prospects; a policy that would drive and encourage the growth of all sectors involved and a policy that is incentive- based to encourage maximum participation and involvement

Session One - Setting the Scene: What do we know about opportunities to support linkages between agriculture, trade, tourism and health?

This session focussed on the opportunities that the tourism sector can bring and the needed linkages with agriculture, trade and other sectors. Also, the session provided an update of the agritourism development in the region and areas that needs strengthening.

Mr Jimmy Saelea, Permanent Secretary for the Ministry of Agriculture, Livestock and Fisheries presented the Agritourism Policy for Solomon Islands.

Solomon Is population is estimated at 620,000 with a land mass of 28,0000 square kilometres. The key industries are logging, fisheries, agriculture, mining and tourism. It is a least developed country with the second lowest GDP per capita in the region. It is resource rich with very little benefits which do not match the real value of the products especially for logging, mining. Only agriculture and tourism are said to be the sustainable sectors.

The Advisor to Ministry of Foreign Affairs and Trade in 2016 stated that for the future, Solomon Is must develop its potential in agriculture and tourism. Saelea stated that agriculture is an important source of GDP due to logging. However, if logging decreases than agriculture production must be streamlined to fill the gap. At the same time, tourism is potentially a huge source of growth as well as sources of taxes. Accordingly, agriculture and tourism therefore are key drivers of sustainable economic growth. Solomon Is have a number of policies in place which includes the following;

- National Development Strategies 2016 – 2035
- National Agriculture and Livestock Sector Policy 2015 -2019
- Tourism Policies/ Strategies & Trade Policies
- National Food Security, Food Safety and Nutrition Policy 2016 -2020
- Nasinol Lokol Kaikai Framework
- Pure Food Act
- S I Organic Policy
- Biosecurity Act 2013.

The National Development Strategies (2016) focuses on two key areas; social and economic livelihoods, hence its National Vision of “Improving the Social and Economic Livelihoods of all Solomon Islanders”. The NDS recognises that the key to growth and progress of the people of Solomon Islands lies within sustainable economic development. Sustainable growth is the only way to guarantee a reasonable standard of living for all Solomon Islanders.

Saelea stated that Agritourism can provide positive impact in the economy through employment opportunities, rural development, poverty reduction, increase rural income generation and improve living standards. Furthermore, the linkages of agritourism sector to other sectors like transport, trade, education, environment and health will drive developments in these sectors. He further stated while exporting agriculture products is a challenge, the opportunity exists to market the local foods to tourists.

Currently in the Solomon Is, they have farmer’s arrangement with hotels, motels and restaurants, contract farming and organic farming. They do encourage the use of local foods with hotels and restaurants but a lot more can be done in this area. With regards to food processing, downstream processing and value adding is needed. At the same time food safety and quality control are essential.

Saelea highlighted the opportunities that exist for entertainment and education based products like agri-based festivals which includes banana, yams, wogas and ngali nut. At the same time, there is a need to promote conservation efforts for ngali and flora and fauna of Solomon Is that can be a source of education and be part of the attraction tours. There are also opportunities for farm excursions.

Solomon Is faces a number of challenges and constraints. This includes transportation which is unreliable, costly and lacking in many areas. There is absence of key infrastructure for agricultural and marketing, and insufficient facilities for food testing laboratories. There are lots of imported foods that are coming into the country and it is important that these are tested. The compliance of the food safety act is also an on-going challenge in view of the cheap imported foods.

The way forward according to Saelea, is to immediately develop an agritourism policy.

Global Trends and Evolution for Agritourism and food tourism

Mereia Volavola presented some global trends on agritourism and food tourism on behalf of CTA. Food Travel Monitor Report in 2016 by the World Food Travel Association shows that 83% of the respondents believe that food and beverage experiences help create a lasting impression of a destination. From the same report, 93% of travellers can now be considered food travellers. By "food travellers", they mean travellers who had participated in a food or beverage experience "*other than dining out*", at some time in the past 12 months. They may have visited a cooking school, participated in a food tour, or gone shopping in a local grocery or gourmet store.

According to the Ontario Culinary Tourism Alliance (OCTA), a non-profit organization that consults on Food and Beverage-themed tourism development worldwide, "Food tourism is any tourism experience in which one learns about, appreciates, and/or consumes food and drink that reflects the local, regional or national cuisine, heritage and culture."

The World Tourism Organisation estimates that 1 billion tourists travelled internationally in 2012 generating US\$1.2 trillion in exports, representing 6% of the world trade, constituting 8% of exports in lesser developed countries, making 9% of gross domestic product and creating 1 out of every 12 jobs. These figures only accounts for international travel and not domestic travel, demonstrate that tourism is certainly economically influential and can explain why destinations focus energy and resources on developing tourism products.

Several trends are identified as causing greater interest in food tourism, including urbanisation of rural areas, a rise in disposable income and spending patterns, change in demographics and household change, an increase in multi-cultured consumers, the roles of celebrity chefs and media, the connection between well-being and food, the desire for new experiences and cultural capital, the science of food, the perception of food as oasis, and a rise in internet usage.

Promoting Food Tourism and Strengthening Chefs Skills

SIVB Rep Freda made a brief intervention on this topic. She highlighted that there are 153 hotels operating in the country and the number of chefs is less than that. There is a lack of training for professional chefs although the Australia-Pacific Technical College (APTC) has undertaken some.

There is a supply side constraints to hotels. For example, for Heritage Hotel there is a lack of consistency in supply of local foods. The labelling and packaging needs improvement. There is also a demand for organic foods Some foods are seasonal and cannot be supplied throughout the year and also the sizes of the fruits need to meet the hotel requirements.

There was some training that were undertaken by Chef Colin Chung last year and more training is needed to increase the number of chefs and build their skills. She added that there is a need for an agritourism policy and a need for support to policy development.

Agritourism Development in the Pacific

Kristyn Lobendahn of PIPSO provided background information on the progress of the agritourism development that has been currently undertaken by PIPSO, CTA and other partners in the Pacific. The developments so far are as follows;

- CTA and PIPSO organized the first Pacific Agribusiness Forum, in July 2015 in Denarau, Fiji. At this conference, it was noted that Tourism and Agriculture policies were developed separately – so very little linkages between the two were made. There were calls made for regional organizations to establish tangible links with the Caribbean (successful links between agriculture and tourism) for learning purposes including trade visit by Pacific businesses. Issues such as capacity building of key stakeholders and product development support in the Pacific.
- One of the key recommendation of 1st Agribusiness Forum was the support to provide technical assistance to the private sector. A feasibility study was supported for Joes Farm Ltd to establish the feasibility of setting up collection centers on salads, fruits and vegetables in rural areas in Fiji. This study has been collected and already Joe's Farm Ltd has already started building collection centers around farmers clusters in Navosa, the interior of Fiji. The study was completed in 2016 and Joes Farm established clusters of farmers based on their strengths. Around these farmers clusters are where collections centers are to be build.
- After the first agribusiness conference, the first agritourism policy setting workshop was held in Port Vila, Vanuatu May 2016. This lead to the establishment of an Agritourism Taskforce and the development and finalization of the Vanuatu Agritourism Action Plan in March 2017.
- The 2nd Pacific Agribusiness Forum was held in Apia, Samoa from 29 August to 1 September 2016. At this conference, a number of initiatives were launched which included the 1st Pacific Women in Agribusiness workshop and launch of the women in agribusiness platform. Also, the CTA IFAD project was launched together with the Chefs Training Programme. The CTA IFAD Project is to cover Fiji, Kiribati, Marshall Islands, Samoa, Solomon Islands, Tonga, and Vanuatu focusing on promoting Nutritious Food Systems in the Pacific
- The 2nd Agritourism Policy Setting workshop was held in Apia, Samoa in December 2016, which led to the establishment of the Agritourism Taskforce and a proposal for agritourism support for intra ACP funding. This funding has been approved this year and is ready for implementation in early 2018.
- The first Pacific Week of Agriculture was held in Port Vila, Vanuatu in October 2017 and included a focused agritourism workshop to share lessons learned and take stock on progress made in serving tourism markets in selected countries with a focus on Samoa and Vanuatu.
- PIPSO and HACCP Australia (Fiji) Ltd signed an MOU this year to work together to assist companies in the Pacific that wish to attain HACCP certification for their products that are to be sold domestically and internationally. PIPSO and CTA will target businesses operating in the agriculture and tourism sector.
- PIPSO together with SPC and the Fiji commerce and Employers Federation (FCEF) developed a Business Disaster Resilience Toolkit. This interactive toolkit outlines the devastating impact disaster causes on the region's private sector along with ways to reduce it and information on how to create long-term plans for business owners.
- PIPSO continue to provide Financial Management and Business Development Training for Small and Micro Enterprises. This presents an opportunity to work with agribusinesses to address their business development issues such as basic financial management and book keeping, pricing and marketing their products, including developing business plans and annual work plan.

From PIPSO's perspectives more can be done in the following areas; farm to table initiatives across the region; support services for technical and capacity building of Tourism and Agriculture sector; support

capacity building of local chefs and hotels; support development of value added, quality and branded products, clustering and collection centers and certification (HACCP and Organic).

Solomon Islands Context: Opportunities for Agritourism Development

This session looked at the Solomon Is context to reach a better common understanding of the opportunities in agritourism. It also assesses the situation in key areas important to set-up an agritourism policy.

Andrew Nihopara, the Permanent Secretary of Tourism and Culture, presented an updated status of the current work being undertaken in Solomon Is in this sector. He outlined that the National Development Strategy (NDS) supports the natural resource based livelihoods development of environmentally sound sustainable subsistence based farming systems, including organic farming, indigenous crops, and improved post-harvest handling, to increase household food security and marketable surpluses and downstream processing. He further stated that Government policies in the tourism sector supports the policy coherence with other sectors. Already there are pockets of work currently existing which includes hotels already linking up with farming communities and small-scale growers – out-sketch of Honiara. However, there are connections to Provinces except with eggs and seafood products. In 2014, there was a scoping study undertaken by USP on the farm to table concept and the key findings were:

- agrotourism – happening in pockets / Small scale
- major hotels still purchasing most meat products off shore
- inconsistency in supply and quality of products
- season-dependent products – inconsistency in supplies
- lack of availability of land for large scale
- huge potential exists – needs policy framework
- small scale growers' links with restaurants / hotels

Overall, there is a need for a coordinated approach between all stakeholders.

There are a number of farmers network that are present in Solomon Is and these includes Kastom Garden Network and Zaina Ti Na Organic Farm which supplies fruits, vegetables to Heritage Park Hotel. Also, there are egg suppliers which supplies to shops, restaurants and cruise ships.

Andrew highlighted a number of challenges and these are lack of policy cohesion /coherence – (linking Tourism, Environment, Agriculture – women and youth development and other productive sectors), the need for a support framework which will coordinate and implement mechanisms and lack of incentives to drive the concept. Quality control and assurance must be embedded within policy and requires constant monitoring. Similarly, price control is important.

With 50,000 visitors over the next 10 years and 700 additional hotel rooms, other opportunities include:

- Development of a Policy framework and implement concrete policy measures in support of local production and sourcing
- Identify opportunities in the cruise ship market
- Develop Food Themed Festivals – Yam festival and Banana Festival –to be drivers of the development at provincial and rural levels

He highlighted that these needs to be tested with the current initiatives and developing pilot projects.

From the policy side, a tourism growth strategy is required that would involve an umbrella multi-sectoral policy that encourages coherence towards promoting import substitutes and use of local produces. At the same time, there should be a tourism incentive based approach which targets incentives from both the agriculture sector and tourism sector for practitioners.

International Tourists Expectation

According to SIVB, Solomon Islands is an adventure destination i.e. experiential. Tourists are looking for authentic experiences like village tours, motu preparations, cassava pudding tasting and witnessing food preparations relating to the use of nuts and use of banana leaves. At the same time, they are looking for contemporary dishes of local food that also includes vegetarian, vegan and gluten free. There is also an increasing interest in herbal and organic foods together with local garden tours and localized menus. A lot of tourists are also going into destinations where food festivals are held. In this case, dates for these festivals need to be set and promoted in advance so that tourists can plan their trips accordingly. Another big issue highlighted by the tourists is that there is a lot of rubbish. SIVB hopes that there will be some sort of agricultural waste management will be put in place to address the rubbish issue especially around Honiara.

Gaps and opportunities for market linkages of agricultural products supplies to the Solomon Is tourist markets

John Alasina from the Solomon Is Chamber of Commerce and industry highlighted the various gaps which amongst others include market awareness, linkages, need for practical support to businesses engaging with new markets and so on. He further stated that all of the business ideas above could be initiated and trialed with minimal cost, if there is sufficient practical support with market linkages and regular advice and targeted assistance.

Food safety is an area that any food producing business will ultimately need to address. The Pacific Horticultural and Agricultural Market Access Program (PHAMA) in partnership with Solomon Is Chamber of Commerce and Industry re supporting several agribusinesses to get HACCP certification and the Ministry of Health and Medical Services, Environmental Health Division, is responsible for ensuring compliance with the Solomon Islands Food Safety Act.

Opportunities include garden tours, chocolate tours, local food supplies to cruise ships, sales of value added products and establishment of clean food markets around Honiara.

Session 2: Promoting Agritourism through Value Addition, Value Chains and Safety Standards

This session looks into the value of value addition, value chain supply and the importance of food safety standards.

Building a Brand Experiences and lessons learned

According to SIVB, branding is quite important and SIVB is working on creating a brand for Solomon Is. Branding is not easy and requires a lot of smart thinking on deciding on Solomon Is selling point that will be unique and different. In order to create a brand for Solomon Is a lot ground work has to be done.

Building Food Tourism in Solomon Island – What needs to be done?

Chef Colin Chung highlighted a number of initiatives that can be implemented to build food tourism in Solomon Is. These includes showcasing quality and variety of local seafood on menus, identify good growing areas in the islands and add value to crops, train and educate chefs including owners/operators of restaurants, lodgings and hotels. This is to increase their understanding and production of contemporary island cuisine using local produce, especially seafood. Training are to be provided throughout the different regions and islands, build confidence, and pride on local cuisines through use of cooking competitions. He also highlighted other opportunities like creating food festivals to honor the best areas and products that are grown or harvested in each region of the country. There should be promotion of entrepreneurship and creating value chains from locally grown produce i.e. make chips, snacks, juices, sauces, jams and chutneys. It's important to develop both a Solomon Islands 'brand' as well as a brand for each product and region. Brands can lead to greater reputation and customer satisfaction. Added to that the Ministry of Agriculture should promote farming in areas where there are good resources and provide the right support

to grow produces that are essential for developing food tourism as well as introduce new varieties that are needed to grow healthy and organic, colorful and attractive crops that are both tasty and easy to use.

He highlighted the need to create farm or sea to table linkage e.g. farmers and fisherman to hotels. This will get local providers to sell directly to the closest hospitality outlet. At the same time, the Ministry of Fisheries should identify the best varieties of seafood for use, need to implement sustainable practices. e.g. like monitoring of sizes and numbers of catch. Other initiatives that can be considered:

- introduce fish farming and aquaculture as appropriate
- improve seafood handling and distribution as well as increase training and use of seafood in the hospitality industry
- Tourism Department to promote the specialness of key foods and drinks created by the best chefs in the hospitality outlets
- create national and regional festivals to highlight the seasonal and cultural diversification and excellence of the people, produce and food.

Colin Chung explained the varieties of dish that can be created from one product and he encouraged that chefs need to look at different ways of how local products can be cooked or presented to create contemporary dishes that will attract tourists.

Benefits and Opportunities for Value Addition- Product Development

Apiame Cegumalua, HACCP expert, outlined the important benefits of value additions. Most of the value additions that takes places is through preservation. Value additions reduce losses and make a better use of surplus. This is important, as e.g. 70% of Breadfruit in Tonga is wasted, high percentage of fruits mangoes, ngali nuts, bananas, pineapples etc. are rotted and spoiled. Surplus supply of common crops can be transformed into flour, chips, frozen products for export. Fruits for juice and leather snacks can also be made. Value additions provide food security and opportunities for small producers to earn income as high added value products earn reasonable income.

Value additions can be made easily and small type of equipment are available and affordable. According to Apiame most technologies are available and accessible at scales affordable to small producers. Products are in demand both for fresh and processed snacks banana chips, taro and cassava chips. She highlighted that high added unique value products can demand high income and increase exports.

Product development is important in the value addition process and there are organisations and experts that can be contacted for assistance here in the Pacific like PIPSO, SPC and PT &I.

Importance of Food Safety Standards in Agritourism – Benefits and what must be done?

In developing the agritourism sector and especially Food Tourism, food safety is very important. A number of risks can occur if food preparations are not handled properly and can result in food poisoning. This can result in damages to the restaurant or hotel reputation and clientele. It can also spoil the reputation of a country as a tourist destination. While Agritourism offers amazing opportunities, it also introduces new risks and legal obligations. To mitigate these risks, mitigation approaches must be identified and managed accordingly to provide a safe healthy environment.

Experiences from around the world show that food safety matters and public health and consumer confidence are essential.

Therefore, it is important that management and food business owners must be aware of food safety regulations, Food Safety Act, HACCP Codex Standards, local Regulations, industry standard and other standards. Training on food safety standards for food industries, catering services, food outlets and hoteliers is needed to protect the agritourism sector.

Currently HACCP Australia has set up a company in Fiji which is now serving the Pacific. They have signed an MOU with PIPSO and are working on certification with 20 companies in Fiji, 15 companies in Samoa and a number of companies in Tonga. Soon they will be moving into Vanuatu and other Pacific islands.

Chefs for Development: the link between agriculture and cuisine

Kelera Cavuilati the Executive Adviser at SPTO provided a brief status of the tourism trend in the Pacific since 2011. Tourists arrivals increased from 1.6 million in 2011 to 2 million in 2016. The Pacific has a share of 0.16% in global arrivals. Australia comprises of 33% visitor traffic and NZ 21% and the other 49% is from Europe, Japan, China and USA. Estimated contributions is around 3.3 billion and over 61,400 is estimated to be working in the Tourism industry in the Pacific.

Forecasts by SPTO indicate that the economic contribution of tourism will increase to 4.4 US\$bn by 2019 as the World Bank has forecasted that tourists' arrivals will double by 2040 to 3 million. This would create an additional 127,600 jobs to the region by 2040.

SPTO has been conducting culinary training in the Pacific since 2014 and a total of 162 chefs from various countries have been trained. Based on these trainings, a number of key issues have emerged:

- The need for a Pacific Agritourism and Seafood strategy for the Pacific which includes a Pacific Chefs Development Strategy
- The need for the agriculture sector to provide professional, consistent and quality produce to the Tourism Industry
- The need for the subsistence farmers to establish cooperatives to market their supplies and link with the tourism industry
- The need to provide consistent culinary capacity building throughout the year within our member countries
- The need for Pacific Islands to establish Culinary Associations and a pool of in-country qualified trainers
- The need for regular dialogue and strategic partnerships between partners/donors to pool resources and avoid duplication

There are important considerations to take into account in developing the agritourism sector:

- Pacific tourism needs to maintain a higher competitive performance against other regions
- Agribusiness is a potential 'niche' product and 'money maker' for the tourism industry
- Crucial for all players in the value chain to realize the importance of building sustainable farm-to-table relationships
- Pacific destinations need to have the confidence and pride to sell/serve quality, local food to the Tourists
- Complimenting 'sand, sea, and sun' with 'high quality locally grown food/local cuisine'
- Capacity building of Owners and Chefs in the region to become innovative in using local produce and seafood in their cuisine linked to local culture
- Quality standards related to food & beverage needs to be developed for the Pacific before branding the region as a Quality Food Destination!

With regards to the way forward, two important actions are required;

- Pacific Chefs Development Strategy- Chefs in the region to become innovative and to use local produce and seafood in their cuisine linked to culture promotion.
- Delicious Pacific Brand (Product Differentiation)- Branding the Pacific as a Quality Food Destination and the specific branding of each Pacific destination- Food Cuisine.

Best practices and new opportunities in sourcing local food by the Chefs and linking with agribusiness actors

Gyanesh Dass, the Executive Chef of Heritage Park Hotel, gave an overview of his experience in procuring ingredients for his menus, which at most times is difficult. One has to be innovative with local products.

He stated that there is a need for a food movement that will include local food in the menus, food promotion highlighting local dishes, innovate with local ingredients with an international touch, holding annual festivals featuring the best of Solomon Is foods and having themed based festivals.

At the moment three vegetables and fruits vendors supply Heritage park. They have yearly contracts with them. These suppliers have grown and ventured to other fields. Other suppliers include flowers and Coconut Pacific which sources its supplies from the local community.

He stated that for tourism to grow rapidly and significantly, there are key areas that needs attention and these includes;

- Infrastructures to be developed
- Promotion and marketing at domestic and international level
- Skills development of farmers
- Tourism and agriculture related education
- General hygiene and sanitation
- Increased synergy among ministries for the benefit of tourism and simplification of the tax structure

He also provided few suggestions for the sustainable food supply and these includes the following:

- Food processing sector needs to be develop
- Food storage policy
- Food conservation policy
- Advance food packaging technology
- Food chain management
- Financial services to small farmers
- Environmental policies and impact of agriculture on the environment
- Platform where farmers can get education on new farming techniques.

Agritourism Policy Consideration and Priority Developments

The participants in the workshop participated in groups discussions and each group identify four key areas of policy strategy and action plans required for the agritourism sector in the Solomon Is. From the workshop, a number of recommendations have been put forward and these includes the following:

1. Development of an Agritourism Plan for Solomon Is. The plan is to map out the key strategies, linkages, and action plans by March 2018.
2. Development of a framework for an Agritourism Taskforce which will be responsible for putting together the agritourism action plan and develop the synergies with all key government ministries and stakeholders.
3. A number of priorities have been identified by the participants for the development of agritourism for the Solomon Is and these includes the following;
 - Building the farm to table linkages – farmers/ fisher folks to hoteliers, restaurants and all stakeholders along the value chain supply.
 - Building Food Tourism which includes the use of local foods in menus, creation of contemporary dishes from local food, food festivals, creating a chefs' association, culinary training for chefs and competition for chefs.
 - Developing attractions and tours – village tours, garden tours, war relics tours and food preparation tours. Other attractions can be developed to show case culture and other traditions.

- Value addition of products – the need to undertaking training of value addition for food preservation, reduction of waste and making use of surpluses. Equipment's and technology to be identified and trainings to be conducted.
- Food Safety standards – all chefs, hoteliers and restaurants, farmers and agro producers need training this area. HACCP certification and other certifications etc. are important for agritourism.
- Product development, marketing and branding – capacity building is needed in this area for farmers, fisher folks and agro producers.
- Capacity building is required in all areas from farm to table initiatives, food tourism, attractions and tours, food safety and hygiene and value additions. Trainings are required for farmers and agro producers and regional exchanges will be very useful.

The detail discussions result for the four groups is attached in Annex 1.

Annex 1 – Group Discussions Results

	Group One	Group Two	Group Three	Group Four
Strategy One	<p>Farm to Table Strategy</p> <ul style="list-style-type: none"> ▪ Identification of potential farmers (2 livestock and 2 fruit/veggie farmers for each of the 9 provinces. To be linked to MAL. Also include 2 potential sea products. 	<p>Value Chain Analysis and identification of the boutique farmers.</p> <p>Value Chain Analysis</p> <ul style="list-style-type: none"> • Assessment on food tourism needs – MCT. • Report given to MAL to use with farmers. 	<p>Development of Attractions and tours</p> <ul style="list-style-type: none"> ▪ Village tours ▪ Garden tours ▪ War relics tours ▪ Food festivals ▪ Work closely with SIVB and online marketers 	<p>Strengthening linkages between the Agriculture, Tourism and Trade/Other sectors</p> <ul style="list-style-type: none"> • Information sharing, communication, awareness of standards, trends • Prevent duplication of efforts • Better use of resources through strategic planning • Identifying expertise and skill set • Proper monitoring processes – better planning
Strategy Two	<p>Build Food Tourism</p> <p>Identify priority products for each area and each type of product - (Building food tourism)</p> <ul style="list-style-type: none"> ▪ Good quality seeds/varieties ▪ Proper food storage/packaging 	<p>Identify different farmers and their speciality to connect to buyers. Type of fruits/vegetables</p> <p>Training/Capacity Building</p> <ul style="list-style-type: none"> • Capacity Training and Public Awareness – MAL • Farmer inputs – e.g. seeds, tools (SMI project support) • Post-harvest • food safety • transportation • storage 	<p>Linkages of local farmers with Tourism/Hotels</p> <ul style="list-style-type: none"> • Recognised in the Agritourism Policy/Policies • Create a framework that recognizes e.g. farmers association/chefs' association • Awards 	<p>Capacity Building of all key stakeholders</p> <ul style="list-style-type: none"> • For farmers: planting the right type of product, post-harvest care, market diversification, standards, market trends, value chain • For Govt/Tourism : market demands, data collection, market prices, promotion, marketing, local food cuisine, contemporary cooking, labelling

<p>Strategy Three</p>	<p>Capacity Building and regional exchanges</p> <ul style="list-style-type: none"> ▪ Training at the farm and expose the external operations within the region and in the Caribbean. 	<p>Capacity building to the value chain. Strengthens the delivery mechanism.</p>	<p>Capacity Building - Training of farmers for Agritourism</p> <ul style="list-style-type: none"> • Financial support Value chain/strengthen existing frameworks • Technical support SIWIBA, MAL, MCILI, Donor Partners, SPC, SINU • Incubation centres (MAL to champ agriculture) • Strengthen existing frameworks 	<p>Food Safety Standards Certification:</p> <ul style="list-style-type: none"> • Good information for consumers • Good business practices • Promotes export market access • Adds value to products • Promotes health and safety standards • Set standards to meet international standards
<p>Strategy Four</p>	<p>Strengthen linkage to market place and involve stakeholders</p> <ul style="list-style-type: none"> ▪ Financial support from (TA through ACP Funds) ▪ Tractors and farming equipment ▪ Storage facilities and abattoir ▪ Training and education ▪ Seeds, varieties, breeds of livestock. 	<p>Value-adding, innovation, branding/ & labelling</p> <ul style="list-style-type: none"> • Develop a food processing policy – MCIL • Workshops on creative innovations on food productions for chefs and producers. ▪ marketing 	<p>Value adding and Branding products e.g. labelling organic products, package</p> <ul style="list-style-type: none"> • Assist farmers to be export ready/ SME Policy MCIC! • HACCP physical presence in country • Labelling organic products • Package 	<p>Product Development/ Branding:</p> <ul style="list-style-type: none"> • Encourages agribusiness/youth engagement • Quality standards • Niche products/markets • Tourism destination • Food tourists