

Strongim Bisnis is supported by the Australian Government.



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Coconut Sector Solutions

Solomon Islands

Strongim Bisnis Project

What?

- ▶ Funded by Australian Government
- ▶ 3-6 years duration
- ▶ Increase incomes and create jobs for poor household in Solomon Islands.
- ▶ Strengthen the underlying systems that drive the tourism, cocoa and coconut sectors.
- ▶ Empower women and youth to improve their social and economic conditions.

How?

- ▶ Collaborating with public and private sectors and civil society partners, we will develop market interventions that strengthen the local economy. Women's economic empowerment and youth inclusion will be mainstreamed across the interventions with some activities targeted exclusively to women and youth

What we have done so far?

- ▶ Market System Assessment - collected primary data through more than 120 interviews over 700 person-hours, focus groups and market observation, in addition to assessing secondary data. Field teams travelled widely to consult with parties in West and East Guadalcanal and Western Province through to Malaita, and met with stakeholders from Makira and in Honiara.



[CLICK HERE FOR VIDEO](#)



SOLOMON ISLANDS STATISTICS



642,000
POPULATION 2015



\$537 M AUD
EXPORTS 2016

108th largest exporter in the world

■ ROUGH WOODS ■ COCOA BEANS
■ COPRA ■ LEISURE TOURIST ■ OTHER

Coconut Industry Facts



44%
POPULATION
(40,000 RURAL HOUSEHOLDS)



370 Million
NUTS PRODUCED ANNUALLY

■ 200M EXPORTED ■ 70M CONSUMED
■ 100M UNUSED



■ CENTRAL 38% ■ GUADALCANAL 18%
■ WESTERN 15% ■ OTHER

IN RURAL AREAS
81%
OF WOMEN

UNPAID
AGRICULTURAL
WORK

58%
OF MEN



OUR STRATEGY

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Strategic Areas of Focus

1. Improving information available for coconut products in export and domestic markets.
2. Supporting diversification in coconut products for export and domestic market (value-added processing)
3. Improving business training and services offered
4. Increasing coordination for required certifications for market access
5. Improving the quality of copra



Strategic Areas of Focus... con't

6. Supporting Rhino Beetle containment efforts

7. Improving access to finance for MSMEs

8. Promote more positive gender roles, conducive to women's empowerment and mitigating the risk of gender-based violence

9. Improve domestic transportation and logistic service



How do we work together?

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How to engage/explore partnership with Strongim Bisnis

- ▶ If you have an idea that fits within our strategy and ticks all our expectations – come talk to us!
- ▶ Keep an eye out on our website, social media, and your industry working groups/associations for announcements from Strongim Bisnis.



Examples of what we can do together



- ▶ Technical assistance (external or embedded)
- ▶ Brokering linkages
- ▶ Commissioning market research
- ▶ Organise exchange/trade visits
- ▶ Coordinating/convening stakeholders
- ▶ Disseminating ideas/innovations at trade events
- ▶ Cost-sharing grants – to reduce risks and/or expand scale of new product/service
- ▶ Support subsidies on new products/services





Our expectations

- ▶ In most cases we expect our partners to share some of the cost of the activity, either in-kind and/or cash
- ▶ We prioritise sustainable activities. This means a profitable business model for private sector partners and proof of continuation of activity beyond the life of Strongim Bisnis.

Some costs are not eligible
(i.e. any expenditure prior to
agreement, operating costs
- like salaries or raw
material inputs)



How we evaluate opportunities



- ▶ We evaluate each partnership opportunity with various criteria:
 - ▶ Is it in line with our strategy?
 - ▶ Is it a good “return on investment” for our partner?
 - ▶ Is it a good “return on investment” for Strongim Bisnis?
 - ▶ What are our opportunity costs?
 - ▶ What are the risks?



CONTACT US

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Thank you tumas

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