

BUSINESS PARTNERSHIP PLATFORMS PROJECT FACT SHEET





PROJECT BRIEF

Duration: 1 March 2018 until 1 March 2021
Donor: The Australian Government through the Department of Foreign Affairs and Trade
Location: Honiara Makira

Solomon Islands



DID YOU KNOW?

-  In 2015 Solomon Islands was ranked 156 out of 188 in the Human Development Index (HDI), which places the country among the poorest Pacific Island countries*.
-  Solomon Islands report on poverty indicates that 12.7% of the population lives below the poverty line and are classified as poor. In some provinces the rate of poverty is high than the national level for instance, Makira is 31.5%**
-  85% of the population reside in rural communities and depend on subsistence farming, pig raising and fishing and are also involved in the cash economy***.
-  Many farmers are constrained by:
 - Lack of simple quality processing facilities
 - Inadequate technical skills and knowledge to produce quality and quantity cocoa to meet market demand.
 - Limited capacity to negotiate prices with buyers and market actors

PROJECT GOAL

The project goal is to increase cocoa producers livelihoods through community-level cocoa processing to produce boutique quality cocoa for export.

KEY PROJECT OUTCOMES

- Cocoa products are consistently of the right quality and quantity to meet market demand.
- Improved coordination and relationships between buyers, producers and market actors.

OUR PARTNERS

- Kokonut Pacific Solomon Islands
- Solomon Islands Government
- Ministry of Agriculture and Livestock
- Ministry of Fisheries provincial level
- Ministry of Commerce, Employment and Trade
- Commodity Exporting Marketing Authority
- Solomon Islands Small Business Enterprise



Creating market links towards business partnership is the next biggest challenge for any local cocoa farmer in the Solomon Islands.

HOW THE PROJECT WORKS

- The project will work with cocoa farmers (particularly women) to increase their livelihood through community-led cocoa processing to produce a high quality cocoa for export. The project will partner and support Kokonut Pacific Solomon Islands (KPSI) to diversify into cocoa using their logistics, organic certification and current business setup for coconut oil export to extend the social benefit they provide to cocoa producers.
- The project will conduct gender value chain assessment to identify trainings and assets required to increase gender equitable practices and agency across the value-chain. Cocoa farmers will be provided with technical skills trainings on how to process high quality cocoa and will also receive training on the construction of simple cocoa processing equipment for community-level cocoa producers. The project will lead interventions to increase women's benefits from the cocoa value chain.
- KPSI will facilitate organic certification, purchase the cocoa beans produced, and secure buyers for export. Through collaboration with World Vision staff, KPSI recruits will acquire the skills necessary to take over the cocoa technical training and quality control work, and will be able to incorporate this aspect into the business model and scale to additional provinces at the end of two years.
- The project will ensure that targeted farmers are equipped with the necessary technical skills and simple quality equipment to produce boutique quality cocoa, and also ensure that the farmers are well connected to KPSI to increase their benefits from the cocoa value chain.



Phyllis is one of many women in her community, who has undergone technical training to boost production quality of her cocoa beans.