



Pacific Horticultural and Agricultural Market Access Program (PHAMA) 2013–2014 Annual Strategic Plan

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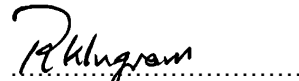

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Abbreviations

Abbreviations

| Abbreviation | Description |
|---------------------|--|
| 4WD | Four wheel drive |
| A\$ | Australia dollar |
| ACIAR | Australian Centre for International Agricultural Research |
| AFAS | Australian Fumigation and Accreditation Scheme |
| APHIS | Animal and Plant Health Inspection Service |
| AQIS | Australian Quarantine Inspection Service |
| ASP | Annual Strategic Plan |
| BAF | Biosecurity Authority of Fiji |
| BATS | Biosecurity and Trade Services unit (Land Resources Division, SPC) |
| BQA | Bilateral quarantine agreement |
| BV | Biosecurity Vanuatu |
| CA | Competent Authority |
| CCIL | Cocoa Coconut Institute Ltd |
| CEMA | Commodities Export Marketing Authority |
| CoM | Council of Ministers |
| DAFF | Department of Agriculture, Fisheries and Forestry (Australia) |
| DFAT | Department of Foreign Affairs and Trade |
| DoA | Department of Agriculture |
| Eoi | Expression of Interest |
| EU | European Union |
| FACT | Facilitating Agricultural Commodity Trade |
| FFA | Forum Fisheries Agency |
| HACCP | Hazard Analysis and Critical Control Point Analysis |
| HTFA | High Temperature Forced Air (quarantine treatment) |
| IACT | Increasing Agricultural Commodity Trade Program (EU) |
| IFAD | International Fund for Agricultural Development |
| IPPC | International Plant Protection Convention |
| IT | Information Technology |
| IWG | Industry Working Group |
| LAG | Legality assurance guidelines |
| LRD | Land Resources Division (of SPC) |
| LTA | Long-Term Advisor |
| M&E | Monitoring and Evaluation |
| MAF | Ministry of Agriculture and Fisheries (Samoa) |
| MAFFF | Ministry of Agriculture and Food, Forests and Fisheries (Tonga) |
| MAWG | Market Access Working Group |
| MC | Managing Contractor |
| MDF | Market Development Facility (AusAID) |
| MEF | Monitoring and Evaluation Framework |
| MoA | Ministry Of Agriculture |
| MoU | Memorandum of Understanding |

Abbreviations

| Abbreviation | Description |
|---------------------|--|
| MT | Metric tonnes |
| NAQIA | National Agriculture Quarantine and Inspection Agency (Papua New Guinea) |
| NMAC | National Market Access Coordinator |
| NPPO | National Plant Protection Organisation |
| NWC | Nature's Way Cooperative |
| NZAP | New Zealand Aid Programme |
| NZMPI | New Zealand's Ministry of Primary Industries |
| OIE | World Animal Health Organisation |
| PARDI | Pacific Agribusiness Research and Development Initiative (ACIAR) |
| PCC | Program Coordinating Committee |
| PHAMA | Pacific Horticultural and Agricultural Market Access Program (AusAID) |
| PICTs | Pacific island countries and territories |
| PMAS | Principal Market Access Specialist |
| PMO | Program Management Office |
| PPE | Personal protective equipment |
| PPP | Public-private partnership |
| PPPO | Pacific Plant Protection Organisation |
| PSC | Public Service Commission |
| PT&I | Pacific Trade and Invest |
| PVS | Proficiency Veterinary Scheme |
| QBS | Quarantine and Biosecurity Specialist |
| QQMD | Quarantine and Quality Management Division |
| R&D | Research and Development |
| RFP | Request for Proposal |
| SIAQS | Solomon Islands Agriculture Quarantine Service |
| SPC | Secretariat of the Pacific Community |
| SPS | Sanitary and phytosanitary |
| SQUID | Samoa Quarantine Information Database |
| SROS | Scientific Research Organisation of Samoa |
| STA | Short-Term Advisor |
| TA | Technical Advisors |
| TEQM | Tonga Export Quality Management Ltd |
| TLB | Taro Leaf Blight |
| ToR | Terms of Reference |
| TR | Technical Report |
| URS | URS Australia Pty Ltd |
| USAID | United States Agency for International Development |
| USP | University of the South Pacific |
| WAHIS | World Animal Health Information System |

Executive Summary

Phase 1 of the Pacific Horticultural and Agricultural Market Access Program (PHAMA) ran from late January 2011 to end June 2013. Following an Independent Review conducted in early 2013, the Program was extended to a second Phase from mid-2013 to mid-2017. The contract for Phase 2 was signed on 2 August 2013.

This report presents the 2013–14 Annual Strategic Plan (ASP) for the Program. It is the first full 12-month Plan to be submitted for Phase 2 of the Program. The key focus areas under this ASP will be:

1. To continue to build upon the public-private partnership (PPP) arrangements for market access within Pacific island countries and territories (PICTs);
2. To assist PICTs to select and prioritise market access activities, based on potential economic impact, likelihood of sustainability, and potential distributional impacts (where possible) for more marginalised or vulnerable groups, including rural households and women;
3. To develop and deliver a Capacity Building Strategy to achieve longer term Program sustainability goals;
4. To continue to strengthen capacity of the Land Resources Division (LRD) of the Secretariat of the Pacific Community (SPC) to manage and deliver regional market access activities under their regional mandate; and
5. To build upon the existing Monitoring, Evaluation, Reporting and Improvement Framework to continue to further integrate evaluative thinking into program management.

Total funding for Phase 2 is A\$14.8 million – Managing Contractor (MC) administered funds of A\$12.5 million and LRD funds of A\$2.3 million – over 4 years. This is a reduction in per annum budget from Phase 1 and activities and activity delivery strategies have been reprioritised and adjusted accordingly. There will be a reduction in the use of Short-Term Advisors, an increase in the use of Long-Term Advisors (LTAs) to deliver and manage activities, and devolution of some areas of Program management to National Market Access Coordinators (NMACS) and Market Access Working Groups (MAWGs), where possible.

Considerable efforts are being made to identify other funding sources that can be mobilised to help fund additional and under-funded activities. However, at the time of preparing this Plan, no additional funding sources had been confirmed. The 2013–14 Plan has been therefore formulated on the basis of the confirmed budget envelope of A\$4.0 million (MC funds) and A\$493,000 (LRD funds) for this financial year. However, where activities have been endorsed by the MAWGs but are currently not able to be funded, the activities have been retained within the ASP with either reduced or no budget allocated. If additional funding sources should be confirmed, inputs into these activities could be mobilised rapidly.

Phase 2 of the Program will adopt a more integrated approach to deliver the Program to all 22 PICTs. An intensive country-specific approach that delivers market access development activities in five primary target countries (Fiji, Tonga, Samoa, Vanuatu and Solomon Islands) will be implemented by the MC through an independent Program Management Office located within SPC Suva, Fiji. A regional approach, which aims to strengthen regional market access services of a more general nature in all 22 SPC member countries, will be implemented by LRD. Collectively, PHAMA will seek to engage with all 22 PICTs on market access related issues.

Key elements of the work program for 2013–14 are summarised below.

MAWG sustainability: Considerable effort will be made under Phase 2 to develop the longer-term sustainability of the MAWGs, where possible. The approach taken will be country-context-specific, but key elements will include the development of independent legal status (where required), continued improvement of representation processes and mechanisms, and arrangements for self-funding post-PHAMA (where possible). Support will be provided through 2013–14 to map out a sustainability plan for future development in one (possibly two) of the PHAMA countries where the MAWG process is strongest, starting in Tonga, and to begin implementation of this plan.

Strategic longer-term key industry based planning: Activities will increasingly be planned on an industry and commodity basis with a view to promoting longer term sustainability. This will be done through the promotion of Industry Working Groups or equivalent and development of an overarching series of objectives with sequential prioritised component activities.

Increased collaboration and integration with LRD: LRD has a regional mandate to deliver regional quarantine, biosecurity and market access services to its 22 member countries and territories. The intensive five country stream of the Program is delivered by an MC with specialist technical assistance and co-located with LRD, Suva. Increased collaboration, information sharing and capacity building of LRD to better deliver market access support into the future will be an important feature of Phase 2 of the program, budget permitting.

Regional market access forums: The number of regional market access fora for key government officials, private sector producers and exporters will be increased. These regional fora will seek to develop market access strategies, resolve sanitary and phytosanitary issues, and ultimately improve regional trade in agricultural and other primary products.

Market Access Activities

In total, 45 activities are proposed for the next 12 months. Of these:

- 33 are carry-over activities already approved under the 2012–13 Plan but not yet completed, or represent follow-on stages of previously completed activities;
- 12 are new activities identified by the MAWGs in the course of the 2013–14 planning round; and
- 27 activities (60%) will be managed and delivered by LTAs (Quarantine and Biosecurity Specialists and NMACs).

| Country | No. of carry-over or follow-on activities | No. of new activities | TOTAL |
|-----------------|---|-----------------------|-----------|
| Fiji | 10 | - | 10 |
| Samoa | 6 | 4 | 10 |
| Solomon Islands | 4 | 1 | 5 |
| Tonga | 3 | 5 | 8 |
| Vanuatu | 6 | 2 | 8 |
| Regional | 4 | - | 4 |
| TOTAL | 33 | 12 | 45 |

1 Introduction

Phase 2 of the Pacific Horticultural and Agricultural Market Access Program (PHAMA) will be delivered in two management streams: an intensive country-specific approach that will deliver market access development activities in the five primary target countries (Fiji, Tonga, Samoa, Vanuatu and Solomon Islands), and a less intensive regional approach, which aims to strengthen regional market access services of a more general nature in all 22 Secretariat of the Pacific Community (SPC) member countries and territories. As in Phase 1 of the Program, the intensive stream will be delivered by a Managing Contractor (MC) located within SPC Suva and the regional stream will be delivered by the Land Resources Division (LRD) of SPC Suva. Collectively, PHAMA will seek to offer market access related services to all 22 Pacific island countries and territories (PICTs), where resources permit.

Phase 1 of the Program ran from late January 2011 to end June 2013. Following an Independent Review conducted in early 2013, the Program was extended to a second Phase, from mid-2013 to mid-2017. The contract for Phase 2 was signed on 2 August 2013.

Progress achieved during Phase 1 is considered to be generally satisfactory, providing a solid foundation for Phase 2. For the MC-managed stream, the Market Access Working Groups (MAWGs) are established and functioning reasonably well. However, there remains some considerable variability between MAWGs regarding performance and capacity to manage market access activities.

For the LRD stream, delivery of regional market access outcomes has been frustrated by slow recruitment of key staff and conflicting requirements and expectation from PICTs. However, it is anticipated that increased collaboration with the MC stream will assist LRD with program management planning and capacity building to deliver regional market access outcomes.

This report presents the 2013–14 Annual Strategic Plan (ASP) for the overall Program. It is the first full 12-month Plan to be submitted for Phase 2 of the Program, and aims to consolidate the considerable achievements of Phase 1. It also takes into account new directions as identified by the Independent Review.

The level of funding approved for Phase 2 is A\$14.8 million over 4 years, drawn from AusAID's regional budget. This is a reduction in per annum budget from Phase 1, and activities and activity delivery strategies have been reprioritised and adjusted accordingly. There will be a reduction in the use of Short-Term Advisors (STAs), an increase in the use of Long-Term Advisors (LTAs) to deliver and manage activities, and devolution of some areas of Program management to National Market Access Coordinators (NMACS) and MAWGS, where possible.

Discussion is underway regarding possible sources of supplementary funding, such as AusAID's Pacific bilateral programs, other donors (in particular the New Zealand Aid Programme (NZAP)), or direct counterpart funding from partner governments. At the time of preparing this Plan, none of these additional sources had been confirmed. The 2013–14 Plan has been therefore formulated on the basis of the confirmed budget envelope of A\$4.0 million for the coming year for the MC stream and A\$493,000 for the LRD stream.

This document provides a summary of activities proposed for the 2013–14 year (1 July 2013 to 30 June 2014), covering both the MC and LRD streams. The nature of the document is mainly forward-looking, although where implementation of an activity is being carried over from Phase 1, or is being extended into a follow-on stage, progress-to-date is briefly summarised in order to provide context to

what is being planned for the coming year. Additional information on progress thus far can be obtained from the previous 6-Monthly Progress Reports, and the Quarterly Exception Reports. The major focus of the ASP is to describe the market access activities that the Program will support over the coming year and related institutional development processes. Lesser emphasis is placed on program management and coordination activities, given that management systems and processes are already established and operating well from Phase 1, and will not be substantially changed over the coming year.

Implementation of carry-over activities already approved under the 2012–13 Plan but not yet completed, and follow-on stages of work already completed, have been given priority. There has been relatively little scope to include additional ‘new’ activities due to the budget constraints. In line with revised procedures approved at the fifth Program Coordinating Committee (PCC) meeting held on 16 August 2013, the plan in its entirety will be subject to approval by the designated AusAID Program Manager, rather than being submitted to the PCC for approval as under Phase 1. The fifth PCC also approved within-year adjustments to the ASP, to be undertaken on a 6-monthly basis following a similar process. These within-year adjustments are designed to allow revision of the proposed activities, taking into account revised MAWG priorities and any increase in funding that may eventuate. The first within-year adjustment is scheduled for early 2014.

1.1 Implementation Strategy

Central to PHAMA is the idea of developing a strong public-private partnership (PPP) between government and the private sector to help manage market access. To achieve this, MAWGs have been established in the five target countries. These groups include representatives from relevant government agencies (e.g. Departments of Quarantine, Trade and Agriculture) as well as the private sector (e.g. exporters and producer groups).

The MAWGs are responsible for prioritising the market access issues and opportunities where PHAMA provides assistance, and for overseeing the activities supported by the Program to address these issues. Full-time NMACs have been employed by the Program in each country, and are responsible for providing secretariat support and guidance to the MAWGs and for maintaining an operational linkage between the Program Management Office (PMO), located in Suva, and the MAWGs. Institutionalisation of the MAWG process is regarded as being central to achieving sustainable outcomes, and is to be a major focus area for Phase 2.

The Program adopts a highly strategic approach to addressing technical and regulatory aspects of market access, working with identified highest priority products and market access issues as they are identified by the MAWGs. Issues can potentially involve: (i) seeking new access for new products into new markets; (ii) improving access arrangements for existing trade; or (iii) maintaining existing access by developing the capacity of quarantine agencies, competent authorities and industry to meet negotiated access protocols, and assisting with responses to breakdowns in trade.

The product scope includes plant and animal products, both fresh and processed. While Australia and New Zealand are markets of major interest (reflecting historical trade patterns), PHAMA’s mandate also includes addressing issues associated with exports to other markets (including intra-regional trade).

The private sector is regarded as a key implementing partner. It needs to drive the identification of products to be targeted; it needs to be fully consulted during the development of market access

submissions and agreements; it needs to play a major role in determining research and development (R&D) priorities; and it is an important partner in the implementation of biosecurity and quarantine measures required to maintain market access.

The Program adopts a two-pronged approach to capacity building: (i) developing the capacity of national organisations (public and private) to better manage market access issues – but at the same time recognising that many of the smaller PICTs are likely to remain dependent on external service provision in the longer term; and (ii) providing funding to LRD so that it can develop capacity to provide a defined set of generic, higher-level market access support services in line with its regional mandate. A Capacity Building Framework will be developed by the end of 2013 to better describe, manage, deliver and outline resource requirements for capacity building delivery.

The Program actively seeks to link with and complement other supply chain / value chain development Programs operating in the region. Where Programs of this nature are working on the development of exported or exportable products, and particular market access issues are encountered, PHAMA provides a vehicle for addressing these issues.

The Program is designed to be flexible and programmatic. Priority products and market access issues are identified on a rolling basis by the MAWGs during the course of implementation. The Program is designed to provide a longer-term commitment of support, recognising the lengthy timeframes that are often required to address market access issues. Appendix A provides a more detailed Program outline.

2 MAWG Development and Operations

2.1 Progress to Date

Major emphasis was placed on getting the MAWGs established and operating to a level at which they can competently engage and consider market access issues during Phase 1. This work is ongoing. Current status is summarised below, together with issues that require further attention under Phase 2:

- Quarterly MAWG meetings continue to be held to discuss emerging market access issues and to provide general oversight of activities being implemented. Ten of these major meetings have been held in each country during the course of Phase 1.
- Interim ‘mini-MAWG’ meetings are held between the major quarterly meetings on an as-required basis, convened on the initiative of the MAWGs themselves.
- MAWG membership continues to be revised on an ongoing basis to improve representation of major industries, exporters and government. These changes are increasingly initiated by the MAWGs rather than the Program. The number of women representatives has gradually increased from the start of the program, and the NMACs are constantly scouting for additional, suitably qualified, female candidates.
- Previously reported issues concerning the relationship between the MAWGs, the National Plant Protection Organisations (NPPOs) and Competent Authorities (CAs) are steadily being resolved, with more active participation of the NPPOs and CAs in the MAWG process, increased recognition by the MAWGs of the mandated role of the NPPOs and CAs in managing bilateral issues, and increased recognition by the NPPOs and CAs that the MAWG process can add value.
- As provided for in their Service Charters, the MAWGs are increasingly bringing non-member representatives into meetings to provide briefings on specific issues that are under consideration, or as observers.
- The Tonga, Fiji and Solomon Islands MAWGs are currently the strongest performers. Of note, over the last year there has been a dramatic improvement in the functionality of the Solomon Islands MAWG, initially one of the weakest performers.
- The Vanuatu MAWG remains the weakest performer of the five, in spite of the enthusiasm and commitment of many of the individuals involved and sustained efforts of the PMO. This continues to weigh on the Program’s ability to identify and build consensus around key market access issues in Vanuatu, and opportunities where it can effectively deliver support. Industry Working Groups (IWGs) are being introduced to broaden engagement of the MAWG with key export industries, and encourage adjustment to membership to ensure that major sectors are represented adequately. Efforts continue to develop a better understanding of the program at senior management and political levels.
- The potential for the MAWGs to fulfil a broader development coordination role and act as a ‘clearing house’ of information on rural sector development initiatives continues to develop.
- Increased emphasis is being placed on the establishment and/or strengthening of dedicated IWGs as a mechanism for identifying sector development needs, to guide the implementation of larger and more complex activities, and to provide improved connection of target sectors with the MAWGs. Where it has been trialled, this approach is producing excellent results, and will be extended under Phase 2.
- Functional capacity of the MAWGs and NMACs (encompassing meeting management skills, record-keeping skills, development of key communication and coordination roles, and ability to

canvass and assimilate the broad range of information required to make sensible decisions on market access issues) is generally satisfactory at this stage of development.

- The key ongoing development needs of both the MAWGs and NMACs include communication skills (developing communication networks with both government *and* private sector stakeholders, along with management of these networks to ensure that PHAMA is widely understood, that current market access issues are proactively identified and brought to the attention of the MAWGs, and that what is being done to address particular issues is adequately communicated to interested stakeholders and publicised for general awareness) and prioritisation skills (ensuring that the most important market issues and opportunities are being identified for PHAMA assistance).
- Increased emphasis is being placed on encouraging the MAWGs to adopt a more ‘macro’ view of the contribution of various productive sectors to the export economy, and to target development efforts accordingly. This approach is most advanced in Solomon Islands, with major activities now underway to help resolve market access issues pertaining to the forestry, fisheries and coconut sectors. This approach will be extended to other countries under Phase 2.
- The issue of how MAWG operations can be sustained once PHAMA support has finished is being actively deliberated by the MAWGs. This is regarded as a highly positive sign, indicating that stakeholders perceive real value in the approach and want it to endure. This is despite the fact that the approach is still in the early stages of development, and ‘sharp end’ impacts on trade are only just starting to emerge. As highlighted by the Independent Review, a sharpened focus on improving sustainability of the MAWGs as permanent institutions needs to be a key focus of Phase 2.
- The ‘health’ or functionality of the various MAWGs as noted above is strongly validated by the second round of MAWG Case Studies completed in mid-2013, with the single exception of Vanuatu, where significant issues remain to be resolved.
- The MAWGs are increasingly being publicly recognised in the five target countries as good examples of PPP at work.

2.2 Key Activities for 2013–14

2.2.1 MAWG Meeting Schedule

Major quarterly MAWG meetings for the 2013–14 year are scheduled as shown in Table 2-1.

Table 2-1 Schedule of MAWG meetings 2013–14

| | MAWG11 | MAWG12 | MAWG13 | MAWG14 |
|-----------------|----------------|---------------|---------------|---------------|
| Solomon Islands | September 2013 | December 2013 | March 2014 | June 2014 |
| Vanuatu | September 2013 | December 2013 | March 2014 | June 2014 |
| Tonga | September 2013 | December 2013 | March 2014 | June 2014 |
| Samoa | September 2013 | December 2013 | March 2014 | June 2014 |
| Fiji | August 2013 | December 2013 | March 2014 | June 2014 |

As a general rule, the quarterly meetings will be attended by one of the Quarantine and Biosecurity Specialists (QBSs) to provide technical guidance and governance support (to both the MAWGs and the NMACs). In conjunction with their country visits to support the MAWG meetings, the QBSs, together with the NMACs, will also continue to visit selected export enterprises and government

support institutions to ‘scan’ for possible market access issues and opportunities, and to ‘ground-truth’ some of the ideas being discussed by the MAWGs.

2.2.2 Priority Development Areas for 2013–14

Priority development areas relating to MAWG and NMAC operations for 2013–14 include the following.

General MAWG Development

- Targeted effort to maintain the interest and participation of key government stakeholders, especially the NPPOs and CAs, by consolidating their central position in information flows, actively promoting successes, and selling the benefits of a ‘cooperative’ approach.
- Further improving communications between the NPPOs, CAs and importing country regulatory agencies, with PHAMA LTA acting in an advisory capacity to support the process.
- Further strengthening MAWG and NMAC communication and coordination roles, particularly in terms of providing an effective link to a broader range of industry stakeholders than are represented around the MAWG table, and to key government agencies/officials.
- Increased focus on developing, where appropriate, IWGs to provide a better link between MAWGs and target sectors.
- Increased focus on improved strategic planning processes and documentation at MAWG level, including (as relevant) development of specific industry/commodity plans, to facilitate better linkages to national planning and budgeting processes and articulation of resourcing needs to other development programs.
- Further promoting the role of the MAWGs as a ‘clearing house’ for information on other projects operating in the primary production sector, potentially facilitating cross-program linkages, and as a ‘reference point’ for representatives from other projects wishing to consult with local stakeholders on issues of rural and export development.
- Further developing MAWG and NMAC capacity to identify, background, screen and prioritise possible market issues for PHAMA support, exercising their own judgement in the process.
- Improved alignment of PHAMA-supported activities to the most economically important export sectors.
- Ongoing adjustment of MAWG membership, especially whenever strong(er) private sector representatives can be identified.
- Ongoing development of NMAC capacity to manage meetings, record meeting outcomes, and ensure that outcomes are acted on.
- Ongoing training support to improve MAWG and NMAC understanding of international market access systems and processes.
- An increased focus on a comprehensive Program communications strategy.

The above development needs will be a major focus of LTA (and, where relevant, STA) interaction with the MAWGs and NMACs throughout the 2013–14 year.

MAWG Sustainability

In line with Independent Review recommendations, considerable effort will be made under Phase 2 to develop the longer-term sustainability of the MAWGs, where possible. Key elements of this will include the development of independent legal status (where appropriate), improved (and formalised)

representation processes/mechanisms, and arrangements for self-funding post-PHAMA. An additional element of sustainability will be developing the capacity of NMACs and MAWGs to manage market access activities¹, in parallel with progressive decentralisation of budget and activity management functions to country level.

At the time of writing this report, a desk study was underway to document Australian and New Zealand experience and 'best practice' in establishment and operation of primary sector industry groups such as the MAWGs. Additional support will be provided through 2013–14 to map out a sustainability plan for future development in one (possibly two) of the PHAMA countries where the MAWG process is strongest, commencing in Tonga. This support is designed to help selected MAWG/s develop a more sustainable footing, with specific focus on legal structure, representation processes, and self-funding mechanisms. Further support will be provided to initiate implementation of the sustainability plan.

Once the required structures and processes are developed in selected countries, management of selected activities will be progressively devolved to the MAWGs, subject to the MAWGs and NMACs having demonstrated capacity to take on and satisfactorily manage the additional responsibilities. It is anticipated that this will be a gradual and country-context-specific process, initially limited to decentralised management of one or two activities, with further expansion based on performance. The PMO will play a key role in supporting the MAWGs and NMACs to develop the management and technical skills required for this decentralisation to occur. Ultimately, budget management will be decentralised to the MAWGs, although this is not likely to begin until at least the second year of Phase 2, once the required systems, processes and management capacity have been developed.

¹ Under Phase 1, the MAWGs and NMACs have been responsible for identifying market access priorities for PHAMA support, but managing the implementation of activities to address these priorities has largely been undertaken by the PMO.

3 Market Access Development Activities

This section outlines the market access development activities proposed for PHAMA support over the 2013–14 year. All activities described have been identified, prioritised and approved by the respective MAWGs.

As mentioned previously, the overall Phase 2 budget has been reduced, while fixed Program costs that are essential for Program delivery (such as LTA and NMAC salaries, and office, administration and travel costs) have remained relatively constant. To continue to deliver market access related activities, there will be a major focus on completing 'carry-over' activities previously included under the 2012–13 ASP but not yet finalised. There will also be a reduction in the use of STA, an increase in the use of LTA to deliver and manage activities, and devolution of some areas of Program management to NMACS and MAWGS, where possible.

In total, 45 activities are proposed for the next 12 months. Of these:

- 33 are carry-over activities already approved under the 2012–13 Plan but not yet completed, or represent follow-on stages of previously completed activities;
- 12 are new activities identified by the MAWGs in the course of the 2013–14 planning round; and
- 27 activities (60%) will be managed and delivered by LTA (QBSs and NMACs).

Proposed activities are summarised in the remainder of this section, with a consolidated Activity Index presented in Appendix B.

Table 3-2 Number of activities proposed for implementation in 2012–13 by country and type

| Country | No. of carry-over or follow-on activities | No. of new activities | TOTAL |
|-----------------|---|-----------------------|-----------|
| Fiji | 10 | - | 10 |
| Samoa | 6 | 4 | 10 |
| Solomon Islands | 4 | 1 | 5 |
| Tonga | 3 | 5 | 8 |
| Vanuatu | 6 | 2 | 8 |
| Regional | 4 | - | 4 |
| TOTAL | 33 | 12 | 45 |

To help alleviate budget constraints, considerable efforts are being made to identify other funding sources that can be mobilised to help fund activities. Possibilities being explored, although not yet confirmed, include: (i) top-up funding from AusAID Pacific bilateral program budgets; (ii) co-financing by NZAP; (iii) activity-specific co-financing from other donors (e.g. Forum Fisheries Agency (FFA) for the fisheries activities in Solomon Islands); and (iv) dedicated counterpart funding from partner Governments.

AusAID agreed at the fifth PCC meeting (held in August 2013) to a process that permits further refinement of activities *within* a planning year. If supplementary budget sources can be identified in coming months, additional 'new' activities will be brought into the work plan at the proposed mid-year plan revision in early 2014.

In addition to the programmed activities described in this section, there remains the option to bring additional activities into the work plan under the program's 'emergency measures' provisions. These

provisions are designed to provide the program with flexibility to respond to emergency trade issues, such as the threatened closure of an export pathway due to quarantine-related issues. Emergency support of this nature has been mobilised on several occasions during Phase 1.

3.1 Fiji

3.1.1 Carry-over Activities

FIJI08: Progression of new market access requests for papaya and breadfruit to the United States

Objective: To provide ongoing support to progress new market access requests for papaya and breadfruit to the United States.

Progress-to-date: The PMO reviewed preliminary work undertaken by industry and the Biosecurity Authority of Fiji (BAF) to support these new market access requests in the second half of 2011, and 'next steps' to progress the submission were identified. Following this, a meeting between BAF and the United States Embassy was facilitated in early 2012 to discuss the status of the request and seek clarification regarding any further information required by the United States. An STA was mobilised in July 2012 to prepare a submission stating that the main island of Viti Levu is free of a fruit fly species of particular concern to the United States, and that there are adequate quarantine measures in place to maintain this freedom. BAF received confirmation from the Animal and Plant Health Inspection Service (APHIS) in October 2012 that the United States is actively progressing their request for papaya, but is still waiting on results of the technical assessment from United States officials. Once these are obtained, PHAMA will support BAF to seek and prepare for a technical meeting with United States officials. Depending on progress of the technical assessment, the subsequent support may include preparation and facilitation for in-country visits and/or audits by APHIS; strengthening of capacity for pest surveillance; preparation of further technical submissions; and preparation of Standard Operating Procedures and other associated export-related documentation. This support is not expected to be required until 2014–15 once the technical assessment by APHIS has progressed.

2013–14 work program: Additional advisory support will be provided by PHAMA LTAs as required to help BAF monitor progress of the submission and to prepare any additional technical documentation required by APHIS to finalise their risk analyses for papaya and breadfruit.

FIJI10: New market access submission for fresh chillies to Australia

Objective: To develop new market access submission(s) to Australia for products recommended under Activity FIJI09.

Progress-to-date: Following on from Activity FIJI09 (which assessed the export potential for a range of possible new export products from Fiji to Australia), the Fiji MAWG confirmed in August 2012 that new market access for fresh chillies should be the first priority. An STA was mobilised in December 2012 to analyse pest lists and associated documents in consultation with BAF and Department of Agriculture (DoA), leading to preparation of a formal market access submission in early 2013. The submission was further reviewed with BAF and industry in March 2013, finalised in June 2013, and has since been forwarded to the Department of Agriculture, Fisheries and Forestry (DAFF). Activity documented in Technical Report (TR) 48.

2013–14 work program: Additional advisory support will be provided by PHAMA LTA as required to help BAF monitor progress of the submission and to prepare any additional technical documentation required by DAFF to consider the access request.

FIJI11: Management of *Bactrocera kirki* on Rotuma Island

Objective: To improve quarantine control measures for *Bactrocera kirki* on Rotuma Island.

Progress-to-date: Activity FIJI07 (completed late 2011) assessed options for managing a new fruit fly species (*B. kirki*) on Rotuma Island that has the potential to disrupt trade in fresh horticultural products from Viti Levu, should it spread. The assessment found that eradication is not feasible, and recommended that alternative management measures should be considered.

An STA was mobilised in July 2012 to commence work on upgrading the audit and review of movement regulations, and to advise on development of improved surveillance systems. A subsequent input was undertaken in September to further develop audit systems, engage with SPC on fruit fly management, and finalise recommendations in cooperation with BAF and DoA. BAF and DoA have begun implementation of key recommendations. Activity documented in TR 21.

2013–14 work program: If required, additional advisory support will be provided by PHAMA LTA to help DoA and BAF with the ongoing implementation of key recommendations.

FIJI13: Review and improvement of existing High Temperature Forced-Air (HTFA) export pathways to New Zealand

Objective: To review export pathways to New Zealand that use HTFA treatment for fruit fly host commodities (eggplant, mango, papaya and breadfruit), identifying current or potential non-compliance issues, and to provide support to address identified issues.

Progress-to-date: An STA was mobilised in February 2012 to review the export pathways for products going through the HTFA facility, following intercepts on treated product at the New Zealand border which could have resulted in closure of the pathway by New Zealand's Ministry of Primary Industries (NZMPI). A series of recommendations were produced relating to strengthening the pathway (TR 25), which were subsequently endorsed by BAF and the Fiji MAWG. These recommendations focussed on developing improved extension services for producers; improving coordination between BAF, Research Division and Extension Division of DoA; improving export pathway administration; and improving enforcement of quality and quarantine standards for export product. Workshops were held with key government agencies and industry in April/May 2012 to prioritise the issues and define 'next steps'. Further work is needed to incorporate the revised documentation into BAF and industry systems, fully implement these changes and collaborate with NZMPI to revise the overarching bilateral protocols for the pathway.

STA provided follow-on support in August 2012 to assist with the implementation of key recommendations, including training of quarantine inspectors to conduct surveys of 600-unit samples, and training of industry quality controllers. Documentation associated with the export pathways was also reviewed, revised and re-issued in consultation with BAF and DoA.

An internal audit of the eggplant pathway was carried out in January 2013, supported by STA, due to closure of this pathway by New Zealand following additional interceptions on treated product. An external audit was conducted by NZMPI following the internal audit, and the pathway was re-opened

as a result of BAF remedial actions. Standard Operating Procedures and other associated export-related documentation have since been reviewed and amended by STA in consultation with BAF.

2013–14 work program: Advisory support will continue to be provided by PHAMA LTA to help BAF with the implementation of key recommendations and liaison with NZ MPI. PHAMA will also provide budget support for the production of improved extension materials and additional training activities for government and industry personnel. The support is expected to build on the training to be provided in Fiji on principles of audit and verification (REGIONAL06).

FIJ14: Product development of shelf-stable vanilla paste, vanilla sugar and cinnamon sugar for human consumption

Objective: To assist Spices of Fiji Ltd to develop formulations for a number of spice products for export, including vanilla and cinnamon paste and sugar for the Australian and New Zealand markets.

Progress-to-date: The Food Technology Department of the University of the South Pacific (USP) has been contracted to undertake this activity. Development work commenced September 2012. Vanilla and cinnamon pastes have now been developed and consumer tested. Commercialisation of these products will proceed once shelf-life stability testing currently being undertaken by Massey University in New Zealand has been completed. Interim final report under review.

2013–14 work program: Shelf-life stability testing is due to be completed by late 2013, following which the report will be finalised. Final contract payment has been withheld pending completion of tests. Ongoing monitoring of progress will be provided by PHAMA LTA.

FIJ16: Hazard analysis and critical control points (HACCP) accreditation for selected export facilities

Objective: To assist selected export facilities to develop HACCP plans and to become HACCP certified.

Progress-to-date: HACCP Australia was contracted in December 2012 to undertake a preliminary 'gap analysis' for two food export businesses (Ben's Trading, the largest taro exporter, and Fiji Food Processors). Both businesses are currently addressing structural and other concerns identified in the report. Additional input by HACCP Australia was carried out in July 2013 to help guide these businesses with preliminary development of their HACCP Plans.

2013–14 work program: Two further visits are scheduled by HACCP Australia during 2013–14 to finalise development and installation of HACCP support systems at the two businesses. This will be followed by a final visit to carry out the certification audit.

FIJ17: Development of operational procedures to meet quarantine requirements for ginger exports to Australia

Objective: To develop and assist with implementation of operational work plans and extension materials associated with the anticipated finalisation of export policy for fresh ginger into Australia.

Progress-to-date: Following preparation of a formal market access submission by BAF requesting access for fresh ginger into Australia in 2011, DAFF announced a draft import policy in August 2012. Lobbying by the Queensland ginger Industry subsequently led to an Australian Senate Enquiry that

convened in October 2012, delaying finalisation of import policy until January 2013. PHAMA guided BAF in its response to the Senate Enquiry process.

In anticipation of policy being finalised, an STA was mobilised in December 2012 to commence consultations on the development of a ginger export work plan covering operational steps required to ensure compliance with specified import conditions. Finalisation of the work plan and acceptance of the document by Australia are required before exports can commence.

STAs and LTAs have been working with BAF, DoA and industry to review and document the current harvesting, processing, treatment and certification processes to determine what operational changes need to be made to meet Australian requirements. A Ginger Taskforce was established by the Fiji government in February 2013 to develop export policy. PHAMA has been working closely with BAF and the taskforce to finalise an operations manual and work plan, which has now been forwarded by BAF to Biosecurity Australia for review.

STA visited Fiji in May 2013 to undertake an initial assessment of the readiness of exporters, BAF and DoA to commence exports later in the year. A follow-up STA visit was made in June 2013 to undertake an internal audit of the export pathway prior to DAFF's expected audit in September–October 2013.

2013–14 work program: Further support is scheduled through 2013–14 to ensure export-readiness of this new pathway. This includes: (i) an additional STA input to review and advise on operational procedures prior to DAFF's audit; (ii) provision of logistical support for conduct of the audit; (iii) production of extension and training materials; (iv) support for a test run of the pathway up to the point of export; (v) support for trial shipments to Australia; (vi) STA support for monitoring the trial shipments (and potentially other commercial shipments that occur in 2013) in relation to quality and compliance with import requirements; and (vii) review of exports and follow-up activities towards the 2014 season.

LTAs will play a major role in providing the support required, supplemented with specialised STAs as required.

Timing of the package of support as outlined above is critical, given that the main ginger production season in Fiji closes off at the end of October.

In addition to the above, budget support may also be provided through an Export Development Grant for a 'soft launch' of export product in Australia.

FJI18: Development of a kava quality manual

Objective: To develop a kava export production manual, with emphasis on aspects of production, processing and handling that are necessary to obtain good quality export product.

Progress-to-date: The kava manual for Vanuatu (Activity VAN09) was finalised and printed in late June 2013. The Fiji manual and associated materials will be an adaptation of the Vanuatu work.

2013–14 work program: Key steps involved in production of the Fiji manual and associated materials include: (i) collection of field samples and images of the key kava varieties in Fiji with export potential; (ii) conduct of kavalactone testing on these samples; (iii) revision of the existing text on the basis of test results and other information related to conditions in Fiji; (iv) translation; (v) conduct of workshops with industry to discuss the draft content; (vi) review and modification as required; and (vii) layout and printing of the manual and production of associated extension materials. Steps (i) to (vi) have been

budgeted for the 2013–14 year, with final production and potentially further preparation of high quality images carried through to 2014–15.

The Research Division of the Ministry Of Agriculture (MoA) will play a lead role in the collection of field samples and adaptation of the Vanuatu manual to reflect conditions in Fiji, with support from PHAMA LTA. Kavalactone testing will be carried out under contract, probably by USP.

FJI19: Poultry health survey

Objective: To conduct a survey of the Fiji poultry industry to determine the health status of the industry, with emphasis on highly pathogenic Newcastle Disease and Avian Influenza.

Progress-to-date: Initial consultations with Fiji Government and SPC Animal Health staff regarding scope and implementation arrangements were completed in late 2012. Fiji's MoA has provided a draft survey plan and budget, with a total cost of more than A\$100,000. The PMO has requested clarification of target markets of interest to industry, together with additional information on funding/resource requirements to complete the survey. Commitment by Fiji's MoA and industry on a possible cost-sharing agreement is being sought.

The PMO has also asked MoA to engage with Papua New Guinea's National Agriculture Quarantine and Inspection Authority (NAQIA) to clarify their potential import requirements regarding poultry diseases. Completion of this preparatory work by DoA is required before the survey can commence.

2013–14 work program: The Fiji MAWG has deferred this activity to 2014–15 due to budget constraints.

FJI20: Feasibility study on developing exports of selected products to the People's Republic of China

Objective: To assess the feasibility of developing exports of selected products to the People's Republic of China.

Progress-to-date: Discussions are underway with the European Union (EU)-funded Increasing Agricultural Commodity Trade (IACT) project and the Pacific Trade and Invest (PT&I) Office in Beijing concerning implementation of the study. Draft Terms of Reference (ToR) have been developed. It is likely that a joint/collaborative approach will be taken, although details have yet to be finalised.

2013–14 work program: The Fiji MAWG has deferred this activity to 2014–15 due to budget constraints.

FJI21: Improved system for managing biosecurity risks associated with horticultural seed imports

Objective: To develop improved procedures for managing the risk of introducing exotic pests, diseases and weed seeds through imports of horticultural seeds required by the export industry.

Progress-to-date: An STA was initially mobilised in October 2012 to gather preliminary information from government and industry on existing seed supply constraints, existing seed import policy and possible ways to improve the system. Various priority seed types have been identified, including herbs, papaya, eggplant and other vegetable seed, along with the need to streamline/revise existing seed import conditions, with specific emphasis on sourcing seed from accredited seed suppliers.

As a first step, STA worked closely with BAF import personnel during January 2013 to develop revised seed import conditions for herbs, and for the sourcing of disease and genetically modified organism-free Sunrise Solo papaya seed from accredited sources. Since then, STA has reviewed (together with BAF) existing import conditions for seeds such as *Brassic*as, lettuce, melons and tobacco. Further work remains to be completed for chilli and eggplant seeds. BAF is currently in the process of finalising a revised Policy document, based on previous recommendations.

2013–14 work program: Advisory support will be provided by PHAMA LTA to assist BAF with any additional risk assessment work required, and to incorporate the recommendations into operational procedures.

FIJI22: New market access for frozen processed vegetables into Papua New Guinea

Objective: To gain market access for frozen processed vegetables into Papua New Guinea.

Progress-to-date: Officers from Papua New Guinea's NAQIA visited Fiji in January 2013 to validate the export pathway for frozen vegetables, supported by PHAMA. In February, NAQIA contacted BAF and Fijian exporters to request additional information regarding the sourcing and processing of frozen vegetables. BAF is actively liaising with NAQIA to get new import conditions in place as soon as possible following NAQIA's initial commitment to a March 2013 deadline. Australia DAFF and NZMPI have recently promoted the concept of developing a regional technical guideline covering frozen vegetables, as an alternative to pursuing a bilateral agreement.

2013–14 work program: Additional advisory support will be provided by PHAMA LTA as required to help BAF liaise with NAQIA to finalise the new market access, and provide input into the development of a regional technical guideline.

FIJI23: Development of a biosecurity plan for the papaya industry

Objective: To develop a comprehensive biosecurity plan for the Fiji papaya industry.

Progress-to-date: Stage 1 of this activity involved providing support to re-open the papaya export pathway to Australia, following voluntary closure by Fiji in late 2012 due to an exotic disease outbreak of quarantine concern. PHAMA provided BAF with considerable advisory support to help them manage their response. DAFF subsequently visited Fiji to review management of the outbreak in February 2013, and the pathway was officially reopened in May 2013. PHAMA was closely involved in facilitating the process.

2013–14 work program: Stage 2 of this activity involves the development of a comprehensive biosecurity plan for the papaya industry. An STA will be mobilised to complete this activity in consultation with Fiji industry and government.

3.2 Samoa

3.2.1 Carry-over Activities

SAMOA10: Export of heat-treated breadfruit to Australia and New Zealand

Objective: To establish agreement with DAFF and NZMPI for the export of personal consignments of breadfruit from Samoa using some form of heat treatment to control fruit fly.

Progress-to-date: An STA was mobilised in October 2011 to oversee commercial cooking trials using a centralised, modern commercial baking facility in Apia, operated by Farmer Joe's; and to help Samoa Quarantine to develop a draft protocol for consideration by NZMPI and DAFF. The draft protocol and associated operational documents were submitted in February 2012. Policy was subsequently notified by Biosecurity Australia in May 2012 for both personal and commercial consignments, subject to in-country audit of the cooking facility. A follow-up visit to Samoa by STA was conducted in October 2012 to help address outstanding issues identified by NZMPI. These issues were progressed in November but the commercial facility was yet to be completed. DAFF conducted an on-site visit of the facility in November but submission of further technical information and potentially a follow-up visit may be required after completion of the new cooking facility. NZMPI had agreed to recognise the results of any the DAFF audits to verify the same export pathway into New Zealand but required evidence of the facility being finalised and all steps of the pathway being operational prior to finalising access. Ongoing support was provided to Samoa's Ministry of Agriculture and Fisheries (MAF) Quarantine in April–May 2013 to progress finalisation of the detailed operational protocol and associated instructional material. Agreement on this documentation with NZMPI is also required before access is approved. The activity is documented in TR 19.

The commercial operator (Farmer Joe's) finished establishing its new centralised baking facility in mid-2013 and has gradually been constructing the required processing, inspection and storage area for the cooked breadfruit in an adjacent area. Further work is required for the commercial facility to be constructed, fitted out with the necessary equipment, operational systems and documentation to be set-up, and then approval and registration obtained from MAF Quarantine.

2013–14 work program: Further work on the cooked breadfruit pathway (personal and commercial) will be consolidated under SAMOA15.

SAMOA12: Improved market access for cordyline foliage into New Zealand

Objective: To improve market access conditions for cordyline foliage exports to New Zealand.

Progress-to-date: An STA was mobilised in September 2012 to assess export potential, as a precursor to further technical market access work required to open the pathway (TR 37). The report concluded that a profitable export pathway for cordylines could be established. Report outcomes were discussed by the Samoa MAWG in November 2012, with the decision made to pursue market access. The assessment is documented in TR 37.

An STA was mobilised during April–August 2013 to undertake an analysis of the existing New Zealand cordyline and *Dracaena* import protocol with respect to the documented global pest list for both of these plant genera and their relevance to Samoa, and to determine if additional risk management measures might be required. The draft findings of the report were discussed at the Samoa MAWG meeting in September 2013 and endorsed.

The existing import protocol includes multiple treatments pre- and post-harvest, inspection and freedom from a range of pests and diseases, phytosanitary certification and secure packaging. Not all of the required infrastructure and procedures for the treatments are available in Samoa and the effect on the quality of the foliage is also unknown. The technical content of the existing protocol also requires updating, including the list of pests of concern and the applicable treatment options.

2013–14 work program: Advisory support and technical inputs will be provided by PHAMA LTA to finalise the report, then assist MAF Quarantine and producers (including the Samoa Farmers

Association) to implement the recommendations. The next major step is for MAF Quarantine to work with NZMPI to resolve the issues identified about the existing protocol. Depending on progress of the negotiations with NZMPI, the proposed research trials and pest survey work would then be prioritised and started in 2014–15.

SAMOA14: New market access for pineapples into New Zealand

Objective: To develop new market access for exports of pineapples (*Ananas comosus*) to New Zealand.

Progress-to-date: An STA was mobilised in September 2012 to assess export potential, as a precursor to further technical market access work required to open the pathway. The report concluded that a profitable export pathway for pineapples could be established. Report outcomes were discussed by the Samoa MAWG in November and the decision made to pursue market access for pineapples into New Zealand. The assessment is documented in TR 37.

STA visited Samoa in March 2013 and has (in consultation with MAF) developed a market access submission, which MAF forwarded to NZMPI in April 2013. The submission is documented in TR 47.

2013–14 work program: Additional advisory support will be provided by PHAMA LTA as required to help MAF Quarantine monitor progress of the submission and to prepare any additional technical documentation required by NZMPI to finalise their risk analyses.

SAMOA15: New market access for commercial consignments of heat-treated breadfruit to Australia and New Zealand

Objective: To extend the import policy governing personal consignments of cooked breadfruit exports to New Zealand and Australia to also cover commercial consignments.

Progress-to-date: Refer to SAMOA10.

2013–14 work program: This activity now covers the development of access for both personal (previously covered under SAMOA10) and commercial shipments of cooked breadfruit to Australia and New Zealand. Further support will be based on the steps previously agreed between MAF Quarantine and NZMPI to finalise access for cooked breadfruit:

- Finalise manual (protocol and instructional material) and confirm agreement with NZMPI.
- Finalise construction, equipment and operational procedures at Farmer Joe's facility.
- Trial run of full cooking process (preparation, cooking, packing) as part of approval of facility.
- Approval and registration of facility by MAF Quarantine.
- Preparation of awareness material on the new pathways (by MAF communications area)
- Provide technical submission to NZMPI, including photos of the facility and all steps of the preparation, cooking and packing.
- Convert draft forms into MAF Quarantine format and uploaded onto the Samoan Quarantine Information Database (SQUID).

The activity will be undertaken by the NMAC and QBS, including technical inputs and coordination with MAF Quarantine and the commercial operator. Construction of the facility is being financed by the operator, with guidance on the technical requirements provided through MAF Quarantine and the NMAC/QBS. A trade fair in New Zealand in November 2013 is being targeted by the commercial operator to have access finalised and the first consignment exported. Support may also include

facilitating the trial run for the approval of the facility, and initial consignment(s) for the trade fair or for other opportunities to launch the new product in New Zealand.

SAMOA16: Establishment of a quarantine diagnostics laboratory

Objective: To establish a new diagnostic laboratory facility for Samoa MAF Quarantine.

Progress-to-date: Discussions on design requirements and location are proceeding. The Government of Samoa has committed funding for the construction of a processing facility that is to be built at Apia's wharf precinct. Co-funding from other donors (e.g. Asian Development Bank) for broader improvements to the wharf precinct is expected and may offset the total PHAMA funding required. Options for the new laboratory include providing a modular containerised (re-locatable) facility, or alternatively a facility that is an integral part of the proposed new development at the wharf. The Government's preference is for the latter. PHAMA has agreed to proceed with this preference, subject to agreement being reached on how it is incorporated into the broader new development, PHAMA's contribution remaining within the agreed budget parameters, and the Government of Samoa demonstrating financial commitment to fund the establishment and ongoing upkeep of the facility.

The activity was postponed in April 2013 due to AusAID's request at that time that any activities costing more than \$100,000 be deferred to the 2013–14 financial year.

Preliminary discussions have started with relevant experts within NZMPI on suitable designs and equipment needs for the facility. Future collaboration may include NZMPI providing further technical guidance through to more formal involvement and co-funding of specific components. Access to a dedicated laboratory will build on the significant progress made in recent years in the diagnostic capability of MAF staff through the structured technical assistance and equipment provided by NZMPI through NZAP.

Expenditure may continue into 2014–15, depending on progress of the broader new development at the wharf and the detailed design and installation of the laboratory itself.

2013–14 work program:

- (i) Establish a Memorandum of Understanding (MoU) or equivalent with MAF Quarantine / Government of Samoa for the proposed laboratory facility.
- (ii) Appoint an Activity Oversight Sub-committee (including MAF Quarantine, other relevant government agencies and Samoa MAWG representatives).
- (iii) Scope requirements and prepare detailed plans and costings.
- (iv) Approve plans/specifications and obtain quotes.
- (v) Evaluate proposals and award contract.
- (vi) Construction/procurement.
- (vii) Handover to MAF Quarantine.

The activity will be substantially managed by the Samoa NMAC and QBS with the proposed Activity Subcommittee.

SAMOA17: Establishment of a methyl bromide fumigation chamber

Objective: To upgrade fumigation facilities being used by MAF Quarantine.

Progress-to-date: Similarly to SAMOA16, discussions on design requirements and location are proceeding. The Government of Samoa has committed funding for the construction of a processing

facility that is to be built at Apia's wharf precinct. Co-funding from other donors (e.g. Asian Development Bank) for broader improvements to the wharf precinct is expected. Options for the new fumigation facility include providing a modular containerised (re-locatable) facility similar to that installed in Tonga, or alternatively a facility that is an integral part of the proposed new development at the wharf. The Government's preference is for the latter. PHAMA has agreed to proceed with this preference, subject to agreement being reached on how it is incorporated into the broader new development, PHAMA's contribution remaining within the agreed budget parameters, and the Government of Samoa demonstrating financial commitment to fund the establishment and ongoing upkeep of the facility.

The activity was postponed in April 2013 due to AusAID's request at that time that any activities costing more than \$100,000 be deferred to the 2013–14 financial year.

In addition to installing a fumigation chamber, the activity will include procurement of associated equipment and training of MAF Quarantine (and potentially private sector) staff in its operation and relevant standards.

Expenditure may continue into 2014–15, depending on progress of the broader new development at the wharf and the detailed design and installation of the fumigation facility itself.

2013–14 work program:

- (i) Establish an MoU or equivalent with MAF Quarantine / Government of Samoa for the proposed fumigation facility.
- (ii) Appoint an Activity Oversight Sub-committee (including MAF Quarantine, other relevant government agencies and Samoa MAWG representatives).
- (iii) Scope requirements and prepare detailed plans and costings.
- (iv) Approve plans/specifications and obtain quotes.
- (v) Evaluate proposals and award contract.
- (vi) Construction/procurement.
- (vii) Handover to MAF Quarantine.

The activity will be substantially managed by the Samoa NMAC and QBS with the proposed Activity Subcommittee.

SAMOA18: Certification of horticultural export processing facilities to meet New Zealand standards

Objective: To gain NZMPI certification approval for processing facilities involved in exporting processed and semi-processed products to New Zealand.

Progress-to-date: Preliminary discussions were held during 2012–13 to assess which companies should be involved in the certification process. This activity will now be cancelled and replaced by a new activity (SAMOA21) specifically focussed on the food safety aspects of the cooked breadfruit export pathway being developed under SAMOA10 and SAMOA15.

SAMOA19: Developing the capacity of the Scientific Research Organisation of Samoa (SROS) to undertake food safety and quality testing for export commodities

Objective: To develop the capacity of SROS, as the CA, to test and certify against specific food safety and quality standards for export commodities.

Progress-to-date: The Cawthron Institute (New Zealand) was contracted to visit Samoa in November 2012 to assess the specific testing needs of exporters and the capacity of SROS to undertake this work. Their assessment is documented in TR 40. Report recommendations were subsequently discussed at the Samoa MAWG meeting in March 2013 and various follow-on capacity building activities were approved. Calibration training for two SROS officers (conducted at the Cawthron Institute in Nelson), and training of relevant SROS staff on a range of inorganic tests to accreditation level (conducted in Apia), was carried out by Cawthron during May and June 2013. This was followed by training on microbiological testing in August/September, also carried out by the Cawthron Institute (conducted in Apia); and supply of DigiPREP and DigiPROBE digestion equipment required for analytical testing of export products. SROS has also implemented the main recommendations from the initial Cawthron scoping study concerning re-structuring of its laboratory management services for better performance.

A draft report for the work conducted in the first quarter of 2013–14 was submitted to the PMO in early October.

2013–14 work program: The procurement of essential laboratory equipment (previously identified by Cawthron) and the training completed in August/September will complete the package of institutional development support previously assessed as being needed for SROS. The draft report from the Cawthron Institute will be finalised and discussed with SROS to inform their identification of future capacity-building priorities. The LTA will manage finalisation of the report by the Cawthron Institute and discussions with SROS.

3.2.2 New Activities

Four new activities have been prioritised by the Samoa MAWG for the 2013–14 work program. The budget allocations for each new activity are limited, due to the overall priority being to progress carry-over activities (especially SAMOA16 and SAMOA17). LTA (NMAC and QBS) resources will be allocated to all of the new activities to further scope, undertake the technical work, and/or manage, as relevant.

SAMOA20: Developing the pathway for the export of frozen crop products

Objective: To provide an alternative export pathway to fresh commodities.

Background: The biosecurity risks associated with the export of fresh agricultural commodities from Samoa are well known. PHAMA has previously supported activities aimed at resolving specific issues, including for nematodes, fruit flies and mites, as associated with the export of taro, breadfruit, Tahitian lime, and banana. Technical progress has occurred, but compliance with the export pathways for fresh commodities into Australia and New Zealand remains extremely difficult. Several exporters have approached SROS, requesting scientific support for the frozen pathway to be developed as an option to export taro. The technology is well established and it has been used widely in Fiji, Tonga and other countries to successfully export taro and a range of other commodities.

This activity is for SROS to undertake applied research to develop the pathway to then be taken up by the private sector. The focus is to identify the treatments (e.g. taro variety, harvest, washing, processing, packaging, freezing, storage), and to develop some sample products, with the associated procedural manual for a specific commodity (taro). Initial work will commence in 2013–14 and may extend into 2014–15, depending on progress made and ongoing collaboration by the private sector.

The MAWG11 meeting of September 2013 endorsed this new activity and it was rated first out of the four new activities in the priority listing.

2013–14 work program: LTA (NMAC and QBS) to consult with SROS and potential exporters on the detailed scoping of the required new research, availability of existing research data, identification of likely treatments, and suitable timing to conduct the work. The scope of the trials will also depend on the availability of co-funding from potential exporters, government and other donors. SROS has already identified the need for new equipment to conduct the trials (including a blast freezer, approximately \$12,000). Oversight of the activity will primarily be by the NMAC.

SAMOA21: Food safety associated with the export of heat-treated breadfruit to Australia and New Zealand

Objective: To gain the certification approval (by Samoa's Health Authority) for a commercial processing facility for cooked breadfruit.

Background: PHAMA is currently assisting Samoa to finalise access and export commercially cooked breadfruit to Australia and New Zealand. Work has progressed on commercial cooking trials, facilities, protocols, and audit of the pathway (see SAMOA10 and SAMOA15). The work so far on this pathway has focussed on the biosecurity (e.g. fruit fly) issues. As access is near finalisation, the associated food safety issues need investigation to confirm that the relevant standards are being met.

In particular, it is crucial that the commercial operator complies with Samoa's Food Safety Standard and potentially other Samoan, Australian and New Zealand standards. The commercial operator is already experienced in applying Samoa's Food Safety Standard to other processing plants within their broader company.

The MAWG11 meeting of September 2013 endorsed four new activities and this was rated second.

2013–14 work program: LTA (NMAC and QBS) to consult with the commercial operator on their existing standard procedures and identify any additional requirements for the new cooked breadfruit pathway. It may be possible for this activity to be incorporated into the operators' overall food safety programs. Oversight of the activity will primarily be by the NMAC.

SAMOA22: New market access for selected products (beans, okra, and chilli) to New Zealand

Objective: To seek market access for the selected products (beans, okra, and chilli) to New Zealand.

Background: There is Samoan private sector interest in seeking access of selected fresh products (beans, okra, and chilli) to New Zealand. The intention is to focus on crops that are considered "easy to grow" and able to be sourced from a large number of small-scale farmers. The interest in gaining access for these commodities stemmed from another PHAMA activity (TONGA09) in the region. A study was undertaken during January–February 2013 in Tonga and New Zealand to assess the commercial prospects for seven potential commodities. It prioritised beans, okra and chilli to have good prospects for export from Tonga to New Zealand (see TONGA18). The latter can be a fruit fly host and may need specific risk management measures such as HTFA treatment. The fruit fly host status of the chillies grown in Samoa would need confirmation, but a HTFA facility is also available.

According to the feasibility study for Tonga, the New Zealand market is large relative to Tonga's current capacity to produce and export. This provides a good opportunity for Samoa to be in the supply chain, and, with good regional management initiative, it can help build consistency of supply.

Consideration is required of the scope of the new market access being sought, the information required (and currently available) for the technical market access submissions, and the relative priority of each crop. Samoa currently has a number of requests that are already submitted to NZMPI, and the relative priority of all the existing and new crops would also need to be clarified.

The MAWG11 meeting of September 2013 endorsed this new activity and it was rated third out of the four new activities in the priority listing.

2013–14 work program: LTA (NMAC and QBS) to consult with MAF to confirm the priority listing of existing requests. Assistance for MAF to prepare the market access submissions would primarily be done by the QBS.

SAMOA23: Taro to Australia – management of taro leaf blight (TLB)

Objective: To develop management measures for TLB in support of access for fresh taro to Australia.

Background: Export of fresh taro to Australia is a longstanding priority for the government and private sector in Samoa, and two activities were prioritised under Phase 1 but subsequently cancelled. SAMOA04 was to determine the potential profitability of taro exports from Samoa to Australia and SAMOA05 was to develop an alternative, and equivalent, measure to 'area freedom' for managing TLB on exports of fresh taro corms from Samoa to Australia. Both activities were cancelled by the Samoa MAWG in September 2011 due to difficulties faced by Samoa in re-establishing exports to the easier-to-access New Zealand market, resulting from critical supply-side constraints. This decision was reinforced by the import requirements finalised by DAFF for taro that continued to make it difficult for Samoa to enter the Australian market due to TLB disease.

In recent years, Samoa's MAF and exporters have been developing and promoting taro exports to New Zealand. The increasing acceptance of the new varieties by consumers is a positive signal towards regaining a viable export market to New Zealand, and an exporter is already seeking access for clients in Australia.

However, the significant impediments previously identified still need to be overcome before Samoa could enter and be competitive in the Australia market.

Aside from any supply-side constraints, Samoa needs to develop and demonstrate management measures for TLB that are accepted by Australia before trade could commence. The laboratory and field research required is expected to be substantial and it is not certain that acceptable measures can be achieved. But given the importance of this commodity to Samoa, and the potential Australian market, there is considerable interest to initiate a rigorous research program. This will involve detailed consultations within MAF on the required research, resources, and how it could be integrated into other ongoing activities. Consultation with DAFF on the approach and possible requirements for future technical submission would also be required.

The scope of this new PHAMA activity is to assist MAF in developing the required research program. The activity would be led by the NMAC, with significant inputs anticipated from the plant pathologists in MAF Crops Division (Nuu).

The MAWG11 meeting of September 2013 endorsed this new activity and it was rated fourth out of the four new activities in the priority listing.

2013–14 work program: LTA (NMAC and QBS) to assist MAF in developing the required research program, including consideration of current capability and resources to do the required work. Development of acceptable management measures for TLB is expected to require a substantial program of research and preparation of technical submissions over several years.

3.3 Solomon Islands

3.3.1 Carry-over Activities

SOLS06: Development of national quality standards for the production and testing of cocoa to meet international market requirements (Stage 2)

Objective: To develop quality standards for the processing and testing of cocoa in Solomon Islands to meet international market requirements, and to develop capacity for implementation of these standards.

Progress-to-date: An STA was mobilised in March 2012 to undertake Stage 1 of the activity, which focused on developing recommendations for national production standards and how these should be developed, implemented and enforced. A major stakeholder workshop to define testing needs was held in August 2012, which provided some degree of direction. The Commodities Export Marketing Authority (CEMA) was identified as the appropriate site for developing testing capacity. An assessment of potential training providers to develop testing methodologies and skills has been undertaken, and development of a ‘twinning’ relationship between CEMA and the Cocoa Coconut Institute Ltd (CCIL) in Papua New Guinea established. Agreement was reached with CCIL in May 2013 to host training of CEMA staff on quality testing and to share testing methodologies. A Solomon Islands-based laboratory trainer who has prior experience with CCIL was engaged in June 2013 to conduct training, systems development, and equipment procurement, with work scheduled through to the end of 2013. The trainer and CEMA laboratory manager travelled to CCIL in June to observe testing methodologies, review laboratory management systems, and consult on appropriate equipment needs. A draft list of equipment has been submitted for procurement under Phase 2.

A cocoa IWG has been established as a subcommittee of and reporting to the National Cocoa Steering Committee (which is Solomon Islands Government Cabinet endorsed). Key objectives for PHAMA engagement via the IWG are to:

- Provide clearly defined direction on priority actions for improving market returns for Solomon Islands cocoa (currently A\$20–30 million annual trade value); and
- Establish agreement on priority actions and resourcing for improving the quality of Solomon Islands cocoa exports.

A broad list of priority actions have been developed by the IWG as follows:

Quality

- Establishment of laboratory capacity for quality testing.
- Strengthening of quality assurance systems.
- Assistance with industry awareness on quality standards.

- Support for traceability systems that add market value.
- Support for certification systems that add market value.
- Assistance with defining and securing sustainable funding (Solomon Islands Government and industry recovery) for maintaining adequate quality assurance systems.

Markets

- Support for marketing trips to improve knowledge of market requirements and develop potential new buyer relationships.
- Assistance with economic assessment of target markets for Solomon Islands cocoa.
- Support for processing/sending of trade samples (chocolate making) to assist with marketing.

PHAMA recognises that significant supply-side issues, low productivity, and lack of finance accessibility are also limiting factors, but are outside its scope. By strengthening the functionality of the Steering Committee, there may be opportunity for improving direction and coordination of work on the various value chain / production issues with partners such as the Rural Development Programme, Pacific Agribusiness Research and Development Initiative (PARDI), Australian Centre for International Agricultural Research (ACIAR) and the Solomon Islands Government (via Ministry of Agriculture and Livestock).

Taking into account the above priority areas, a comprehensive and costed plan for the first two years of Phase 2 has been developed by the Cocoa IWG and MAWG to include the following:

- (i) Ongoing support for operation of the IWG.
- (ii) Development of cocoa quality testing standards (following on from previous work completed under Stage 1).
- (iii) Support for development of processing quality guidelines and improved industry awareness.
- (iv) Support for strengthening of quality assurance systems.
- (v) Support for development of traceability and certification systems that add market value.
- (vi) Support for improved industry focus on access to higher value markets.
- (vii) Support for value-adding activities to assist with marketing.

The plan takes into account potential opportunities for collaboration with other development partners such as PARDI.

2013–14 work program: Taking into account PHAMA's current budget constraints, the IWG and Solomon Islands MAWG have prioritised the following activities for 2013–14:

- (i) Ongoing support for operation of the IWG. The NMAC and QBS (Western) will continue to provide secretariat support, including coordination, provision of technical support to quarterly meetings, provision of meeting facilities, and reporting.
- (ii) Ongoing support for development of cocoa quality testing standards. This activity is a continuation of the work completed under Stage 1, and is focussed on assisting CEMA to establish a functional cocoa testing facility that meets industry testing needs. During 2013–14, PHAMA will complete laboratory design and refurbishment, procure required equipment, establish necessary laboratory procedures and systems, train staff, and benchmark the new laboratory with the CCIL laboratory in Papua New Guinea. Laboratory set-up and training is being supported by local STA contracted in June 2013, with oversight/support from LTA.

Implementation of the laboratory activity is dependent on CEMA being able to fund the required refurbishment of the laboratory areas. PHAMA LTA is working actively with CEMA to explore Solomon

Islands Government funding options. The Solomon Islands MAWG has agreed a time limit for clarity on CEMA funding availability. If funding has not been secured by end of November 2013, then the budget will be reallocated to the next priority activities identified in the cocoa IWG specific plan.

SOLS10: Development of ‘sustainable forestry’ certification and verification for exports of value-added forest products (Stage 3)

Objective: To strengthen Solomon Islands’ ability to meet and maintain legality assurance requirements for identified markets.

Progress-to-date: An STA was mobilised in October 2012 to conduct an initial Stage 1 assessment of demand for certification of sustainability and legal compliance-of-origin arrangements for timber exports. These consultations were coordinated with the EU-funded Facilitating Agricultural Commodity Trade (FACT) project workshop on Forest Stewardship Council certification. An additional STA was mobilised in November to conduct follow-up analysis and define options for developing certification capacity. The Stage 1 report (TR 42) has been finalised, with recommended Stage 2 activities endorsed by the Solomon Islands MAWG in February 2013.

An STA was mobilised to commence implementation of Stage 2 activities in April 2013. Since then, a stakeholder validation workshop has been held and consultation on the specifics of legality assurance guidelines (LAGs) completed. An IWG has been established to act as focal point for consideration of the LAGs and broader industry issues. The IWG endorsed a final version of the proposed LAGs, which have now been submitted to Australia’s DAFF for its consideration. PHAMA has actively facilitated bilateral dialogue between DAFF and the Solomon Islands Ministry of Forests. DAFF is currently considering if the LAGs meet its requirements, and has indicated that it is likely to use the Solomon Islands LAG documents as a template to guide their engagement with other countries seeking to meet Australian requirements.

Stage 2 activities have now been completed, and have considerably strengthened Solomon Islands’ market access position with regard to timber legality assurance. Stage 2 activities are documented in TR 53.

A comprehensive and costed plan for continuing this work during the first two years of Phase 2 has been developed by the IWG and MAWG, including the following:

- (iii) Ongoing support for the operation of the IWG.
- (i) Assisting with finalisation of the LAGs as DAFF-recognised Country Specific Guidelines through bilateral processes with Australia, and with their rollout with industry.
- (ii) Support for strengthening verification systems for timber legality assurance.
- (iii) Support for development of timber traceability systems.
- (iv) Support for development of timber quality/grading systems.
- (v) Support for certification systems that add market value.
- (vi) Support to help industry access higher value markets for timber products.

2013–14 work program: Taking into account PHAMA’s current budget constraints, the Timber IWG and Solomon Islands MAWG have prioritised the following activities for 2013–14:

- (i) Ongoing support for operation of the IWG. The NMAC and QBS (Western) will continue to provide secretariat support, including coordination, provision of technical support to quarterly meetings, provision of meeting facilities, and reporting.

- (ii) Ongoing support to finalise the LAGs. This is a continuation of the work completed under Stages 1 and 2, and will focus on gaining approval by Australia DAFF of the draft guidelines. Implementation will be supported by the STA engaged for Stages 1 and 2.
- (iii) Support for strengthening verification systems for timber legality assurance. This will involve providing technical support to the Ministry of Forestry and the IWG for the identification, review and implementation of proposed verification mechanisms and the necessary resourcing to sustain implementation. Implementation will be again be supported by the STA engaged for Stages 1 and 2.

SOLS11: Improved fish inspection capacity to support processed fish exports (Stage 3)

Objective: To provide an improved base of personnel with appropriate skills as fish inspectors within the CA, in order to ensure adequate systems and sustainable funding are in place for consistent operation of the CA, underpinning ongoing market access.

Progress-to-date: SIS Ltd, a New Zealand company specialising in certification and training support services for the fishing industry, was contracted in September 2012 to undertake a Stage 1 assessment of training needs related to managing and verifying food safety inspection programs. The assessment identified significant market access issues in regard to the level of compliance of CA activities requiring remediation, and produced a range of recommendations for Stage 2 capacity development inputs to address these issues. Joint resourcing from FFA and SPC to support this work was negotiated. An IWG has been formed to progress related policy and budget issues. The Stage 1 assessment is documented in TR 38.

A series of PHAMA-funded Stage 2 inputs by SIS Ltd to support capacity development commenced in January 2013 and was completed in June. FFA Stage 2 inputs began in March. Under Stage 2, considerable strengthening of Solomon Islands' market access position has been achieved through resolution of critical technical issues/gaps. This work has included introduction of a new national control system, and technical capacity development of staff. The IWG has taken positive steps towards resolving the resourcing issues for the CA, including an agreement with industry for gradual introduction of a user pays system, focussing initially on direct costs of the national residue/contaminant testing program. PHAMA has facilitated budget discussions and assisted in securing Health Sector Support Program funding from AusAID's bilateral program to fill a short-term funding gap in CA budgets for the remainder of 2013, while long-term sustainable funding arrangements between Solomon Islands Government and industry are established. Stage 2 activities have now been completed and are documented in TR 54.

A comprehensive and costed plan for work in the fisheries sector during the first two years of Phase 2 has been developed by the Fisheries IWG and MAWG, including the following:

- (i) Ongoing support for the operation of the IWG.
- (ii) Additional capacity building for the CA (following on from previous work completed under Stage 2).
- (iii) Specialised training for CA staff.
- (iv) Finalisation of sustainable funding arrangements for CA operations.
- (v) Support for development of training capacity to meet industry needs.
- (vi) Support for an independent audit of CA compliance.
- (vii) Support for development of the National Plant Health Laboratory testing capacity.

- (viii) HACCP training.
- (ix) Support for development and implementation of systems relating to illegal, unregulated and unreported fishing.

PHAMA is currently exploring opportunities with NZAP, FFA and SPC for joint funding of various activities included in the above priorities list.

2013–14 work program: Taking into account PHAMA's current budget constraints, the IWG and MAWG have prioritised the following activities for 2013–14:

- (i) Ongoing support for operation of the IWG. The NMAC and QBS (Western) will continue to provide secretariat support, including coordination, provision of technical support to quarterly meetings, provision of meeting facilities, and reporting.
- (ii) Ongoing support for capacity building of the CA. This work builds on Stage 2, and will focus on providing on-the-job training and technical support to complete strengthening of CA capacity to maintain verification systems, as required by the EU and other overseas markets. The activity will again be carried out by SIS Ltd, with oversight/support from LTA. There is a possibility that FFA may agree to fund this activity (currently under discussion). If this eventuates, the MAWG has requested that PHAMA funding be switched to providing support for HACCP training and certification for selected fish exporters.

3.3.2 New Activities

SOLS15: Coconut and copra meal export standards development

Objective: To improve quality assurance systems to support improved market access for value-added coconut products.

Background: Coconut products are a major export for Solomon Islands. Prior work by PHAMA under SOLS05 in 2011 saw accreditation of three copra and palm oil processors to export to Australia. A Coconut Sectoral Strategy is in place (International Trade Centre / African Caribbean Pacific Group of States funded 2009), which identifies value-adding as a priority. Currently, the coconut industry is dominated by unprocessed copra exports with approximately A\$20–30 million annual trade value. There are only very limited quality assurance systems in place. A Coconut Secretariat has been established, with a Government mandate to implement the sector strategy, but it has met only infrequently, and has not been particularly effective in progressing implementation of the sector strategy. PHAMA is now supporting the Secretariat (as the IWG vehicle) to improve its functionality, revise its ToR, broaden its private sector membership, and provide coordination and support for regular meetings. A key objective of the PHAMA engagement has been to seek validation of a clear set of priority actions to support value-added exports.

A comprehensive and costed work plan for the first two years of Phase 2 has been developed by the Copra IWG and MAWG, including the following:

- (i) Ongoing support for operation of the IWG.
- (ii) Support for development of quality testing capacity for copra meal.
- (iii) Support for the development of audit and verification systems for copra processing mills already accredited to export to Australia in 2011 (under SOLS05). The development of local audit and verification capacity, recognised by DAFF, is designed to reduce the (currently 2-yearly) visits by DAFF to maintain market access, and hence lower compliance costs to industry.

Development of this capacity will also support existing market access of palm kernel meal to New Zealand following recent changes in NZMPI requirements for palm kernel meal stockfeed imports.

- (iv) Support for strengthening quality assurance systems that add market value (e.g. HACCP).
- (v) Support for development of traceability and certification systems that add market value.

2013–14 work program: Taking into account PHAMA's current budget constraints, the IWG and MAWG have prioritised the following activities for 2013–14:

- (i) Ongoing support for operation of the IWG. The NMAC and QBS (Western) will continue to provide secretariat support, including coordination, provision of technical support to quarterly meetings, provision of meeting facilities, and reporting.
- (ii) Product quality testing capacity. This is being implemented as an integral part of Activity SOLS06, which involves assisting CEMA to establish a functional cocoa and copra testing facility that meets industry testing needs. During 2013–14, PHAMA will assist CEMA in their completion of an appropriate laboratory design and quoting for associated refurbishment works, fund procurement of required equipment, establish necessary laboratory procedures and systems, train staff, and benchmark the new laboratory with relevant laboratories in the region. Laboratory set-up and training is being supported by local STA contracted in June 2013, with oversight/support from LTA.
- (iii) Development of audit and verification systems for copra processing mills. This will involve providing support for bilateral discussions with DAFF on reducing the frequency of in-country inspection visits; training CEMA and Ministry of Agriculture and Livestock staff in audit and verification procedures and Australian import standards; and development of a documented system for monitoring and reporting on the compliance of export mills. This work will be undertaken by STA, in conjunction with inputs provided under Activity REGIONAL06.

3.4 Tonga

3.4.1 Carry-over Activities

TONGA04: Improvements to the watermelon export pathway to New Zealand and development of a systems approach to replace methyl bromide fumigation for fruit fly management

Objective: To address key constraints in the watermelon export pathway to New Zealand (identified under Activity TONGA03), and to develop an improved import protocol based on a systems approach.

Progress-to-date: An STA was initially mobilised in September 2011 to develop an implementation plan to address the key recommendations resulting from Activity TONGA03. The implementation plan was subsequently endorsed by the MAWG and workshopped with key stakeholders, paving the way for further support to address critical issues. Subsequent to the development of the implementation plan by PHAMA, NZMPI completed an audit of the pathway in October 2011, which confirmed the range of issues already identified by PHAMA. The fact that PHAMA was in the process of helping Tonga address these issues almost certainly avoided a far more damaging response from NZMPI, including possible closure of the pathway.

The Watermelon Exports to New Zealand Working Group was formed in March 2012 to oversee implementation of improvements to the pathway. An STA was subsequently re-mobilised to provide initial assistance with implementation of the plan. Initial shipments for the 2012 season were sent in late May. An STA was mobilised in July and again in September 2012 to develop pathway manuals and documents required for export pathway record keeping, to develop a fumigation manual, and to provide training in operational procedures for government staff and industry representatives. STAs also traced product from in-field harvest through post-harvest handling, newly implemented quarantine procedures and the fumigation process. STAs went on to Auckland to inspect the outturn of watermelons. Quality of the melons at that stage was still variable, with one consignment showing considerable post-harvest decay. Samples of post-harvest rots were collected for analysis. Subsequent export consignments have been of good quality, with few rejected melons. A final audit and verification visit was conducted in early December 2012 to determine compliance with the revised pathway protocols. The full scope of work undertaken is reported in TR 41.

In relation to the development of a systems approach as an alternative to mandatory fumigation, an STA was mobilised in March 2012 to conduct an initial scoping study of available resources and requirements for Tonga to conduct non-host status trials of watermelons. Development of fruit sampling regimes and host status trial designs for consideration by NZMPI was commenced in Tonga's Ministry of Agriculture and Food, Forests and Fisheries (MAFFF) with STA/LTA guidance. MAFFF has been requested to undertake sampling of export grade watermelons to document lack of fruit fly infestation. Discussions had commenced between MAFFF and NZMPI regarding historical non-host status data for watermelon and the acceptability of this data to NZMPI.

2013–14 work program: Work on strengthening of the existing pathway has now been completed and any future support will be through the new TONGA14 activity; assistance for further work on development of an alternative systems approach is on hold, pending progress on the concept and data collection by MAFFF and any specific requests for support.

TONGA10: HACCP accreditation for selected export facilities

Objective: To assist appropriate export facilities to develop HACCP plans and to become HACCP certified.

Progress-to-date: Support was initially provided in November 2012 for a local HACCP / food safety certification specialist (Dion Palu / Quality Solutions Ltd) to complete his certification training, and to then conduct a 'test' audit of Tinopai Farm's green coconut export operation, under the supervision of Verification New Zealand.

Quality Solutions Ltd was contracted in June 2013 to identify and prepare an additional 4–6 enterprises towards achieving HACCP certification. Stages 1–2 of a 6-stage preparation process were completed in June.

2013–14 work program: Stages 3–6 of the 6-stage preparation process are expected to be completed during the second half of 2013. Following confirmation in September of their commitment to achieving HACCP certification, the support will be focussed on three enterprises. Arrangements are in place for Verification New Zealand to conduct the final certification audit once the preparatory work has been completed.

TONGA11: Improved access conditions for watermelons into Samoa

Objective: To improve the current export protocol for Tongan watermelons into Samoa, through removal of the requirement for fumigation.

Progress-to-date: Samoan quarantine officers were supported by PHAMA to review the Tongan watermelon production and export pathway in late November 2012, as part of the market access assessment. Samoa subsequently notified removal of the requirement for fumigation following formal risk assessment, but then rescinded and has noted concerns over the possible biosecurity risk posed to production of commodities other than watermelon in Samoa. The status of the access is understood to be under consideration within relevant parts of the Government of Samoa.

2013–14 work program: LTA will continue to assist Tonga MAFFF to liaise with Samoa authorities to monitor progress on the access and prepare any additional technical documentation that may be required to establish access. If subsequently required, LTA will then provide advisory support to help establish operational policy, including pathway verification procedures.

TONGA12: Development of commercial packaging for fresh and frozen rootcrop exports to New Zealand

Objective: To design and fund a trial production run of packaging that is compliant with New Zealand retail requirements, for exports of fresh and frozen root crops to New Zealand.

Progress-to-date: A Working Group (government plus industry stakeholders) was formed mid-2012 to oversee the activity. A close working relationship has been established with PT&I (Auckland) to advise on New Zealand requirements and oversee the design and production of packaging in New Zealand. Development of packaging designs and associated graphics was subsequently contracted to Brando Creative, a New Zealand graphics/packaging design company, with design concepts for plastic bag and cardboard packaging for six product lines completed between June 2012 and May 2013. Orders for the manufacture of start-up stocks of packaging (to be managed by Tonga's Ministry of Commerce, Industry and Labour on a full cost-recovery basis) were placed during the first half of 2013. These new packaging lines were officially launched by the Minister of Commerce, Tourism and Labour in late June 2013.

2013–14 work program: Minor re-design of one of the cardboard carton lines is required to accommodate adjustments to final carton size that resulted from revised shipping/containerisation requirements. Freight to Tonga of preliminary packaging runs of the new cartons has also been included in the budget.

3.4.2 New Activities

TONGA14: Establishment of an Export Pathway Manager position within MAFFF

Objective: To minimise the risks of export pathway suspensions/closures by establishing a permanent position in MAFFF that will be responsible for ensuring compliance with approved biosecurity protocols and treatments, with additional roles relating to maintaining quality standards and enhancing overall performance of key pathways.

Background: Tonga already has approved export protocols and functioning biosecurity treatment facilities for a range of fruit fly host commodities, including watermelon, breadfruit, chillies, eggplant and papaya. The commercial opportunities afforded by these commodities are significant. Despite

early challenges, watermelon volumes have (with support provided under PHAMA Activity TONGA04) steadily increased since September 2010.

The watermelon export pathway and fumigation treatment facility were audited by NZMPI in October 2011. Following this audit, the export pathway was suspended due to the identification of several significant non-compliances. A similar situation occurred during the NZMPI audit of the HTFA pathway and facility in April 2011, highlighting the extreme vulnerability of growers and exporters to such closures.

Internal reviews of the watermelon export pathway by PHAMA in August 2011 and November 2012 concluded that major challenges remain to the reliable operation of these pathways. Lack of a structural position within MAFFF at an appropriately senior level to oversee export compliance has been identified as a key constraint. This position needs to span the operational responsibilities of the three divisions of MAFFF that have export functions (Quarantine, Extension and Research), ensuring improved integration of export-related services. As well as supporting continued growth of watermelon exports, this position will also underpin the establishment and operation of other emerging pathways (such as existing HTFA pathways to Australia and New Zealand, and the courgette pathway to New Zealand once established).

It is proposed that this new position will be established with initial support from PHAMA for the first two years, subject to Government confirmation of funding for subsequent years and contribution to support costs, including office space and operating costs.² The position will be appointed at Deputy Director level to ensure appropriate coordination control over the relevant functions of the three operating divisions involved. ToRs are currently being agreed between MAFFF, the Tonga MAWG and the PMO prior to submission to the Public Service Commission (PSC) for approval as a permanent post.

2013–14 work program:

- (i) ToRs finalised and agreed by PSC.
- (ii) PSC agreement to establishment of a permanent position.
- (iii) Agreement reached on relative funding responsibilities of PHAMA and MAFFF (PHAMA to cover salary for two years, plus initial capital costs for a vehicle and basic office equipment; MAFFF to cover all other operating costs; see footnote regarding operating costs for 2013–14).
- (iv) Open appointment of a suitable candidate (by end of October), with Tonga MAWG approval.
- (v) Procurement by PHAMA of a used 4WD vehicle, and new laptop and smartphone.
- (vi) Development of agreed work plan priorities and performance assessment plan, with Tonga MAWG approval.
- (vii) Probationary assessment at three and six month points.
- (viii) Confirmation in role.

TONGA15: Upgrading of MAFFF's Nuku'alofa Export Facility

Objective: To alleviate current capacity constraints of the Nuku'alofa export facility, relating to the ability of Quarantine Officers to inspect and approve watermelon and other produce export consignments prior to fumigation and export in compliance with approved NZMPI protocols.

Background: Recent revisions to NZMPI export inspection requirements for fine mats and tapa have resulted in MAFFF utilising a significant portion of the Nuku'alofa export processing facility for

² Vehicle operations and maintenance and other cash operating costs will be covered by PHAMA in 2013–14 due to MAFFF's budget already being set for the current year; to be covered in full by MAFFF in second and subsequent years.

inspection of these items during normal working hours. This has prevented export watermelon shipments from being positioned in the main inspection area at these times, which has severely restricted throughput capacity for inspections and subsequent fumigation. As there is only one certified fumigation chamber in Tonga (immediately adjacent to the export processing facility), this presents a major constraint to the volume of export watermelons that can be processed to meet shipping deadlines.

PHAMA funded an assessment of existing export infrastructure in early 2013, which highlighted key constraints and made recommendations for improvement (Activity TONGA08, TR 45). Improvements to the Nuku'alofa export facility to increase its capacity and enable it to operate more efficiently were identified as the top development priority. This recommendation was subsequently endorsed by the MAWG, taking into account requirements for existing export pathways (especially watermelons), as well as the requirements of new pathways likely to be opened within the next year or so (such as courgettes to New Zealand).

The main improvements required are to free-up the existing floor space so that it can be used as originally intended, and to install additional equipment in the outdoor washing and packing area to improve operational efficiency. Detailed recommendations are contained in TR 45 (section 5.2), and form the basis of the activity. Preliminary cost estimates have already been prepared for budgeting purposes.

The MAWG has requested PHAMA assistance to fund the construction of the infrastructure and procurement of equipment as recommended. Co-funding (from other donors, private sector and Government of Tonga) is also being sought.

2013–14 work program:

- (i) Establish an MoU with MAFFF for the proposed development.
- (ii) Appoint an Activity Oversight Sub-committee (including MAFFF and Tonga MAWG representatives).
- (iii) Scope/recommend and engage a design engineer/architect; prepare detailed plans and costings.
- (iv) Approve plans/specifications, issue invitations for Expressions of Interest (EoIs).
- (v) Pre-qualify eligible contractors/suppliers and issue Request for Proposal (RFP).
- (vi) Evaluate proposals and award contract.
- (vii) Construction/procurement.
- (viii) Handover to MAFFF.

The activity will be substantially managed by the Tonga NMAC, with oversight from the PMO and the Activity Subcommittee.

TONGA16: Upgrading of Fua'amotu Airport HTFA Export Facility

Objective: To upgrade the HTFA facility at Fua'amotu Airport, providing the basis for Tonga Export Quality Management Ltd (TEQM) (as the Public Enterprise owner/operator) to process 100 MT over a 12 month period. This would represent a significant first step towards achieving commercial sustainability.

Background: Tonga already has access to New Zealand via the HTFA export pathway for seven commodities. These are breadfruit, chillies, eggplant, papaya, mangoes, avocados and tomatoes. Consistent and significant demand exists for the first four of these, highlighted during the 2012 and

2013 cyclones and floods in Fiji, when supply from this source was significantly reduced. Air freight capacity from Tonga to New Zealand has also recently improved, with the main freight airline servicing the route now using aircraft that can take containerised freight.

An HTFA Chamber was gifted to Tonga by USAID in 1997. The New Zealand Government subsequently funded construction of the facility, fully equipped to allow the processing of commercial air consignments. Tonga MAFFF was then tasked with processing consignments. For a variety of reasons, from 1995 to 2010 throughput has been insignificant and industry has lacked confidence to develop exports of HTFA-treated product. This is in marked contrast to the experience of Fiji's Nature's Way Cooperative (NWC), which received an identical first chamber at the same time.

In 2009, the New Zealand Government was again requested to support commercial development of the HTFA facility. A preliminary study was undertaken that recommended that the facility be corporatised as a transitional arrangement to full privatisation, following which additional support from New Zealand would be provided to improve operational capacity. TEQM was subsequently established as a Public Enterprise in July 2011, with a Board appointed by Cabinet on the recommendation of the Hon. Minister of Public Enterprises. Part of this cabinet decision approved the immediate handover of all HTFA facility assets from the MAFFF to TEQM, including a 30 year tenancy of the facility building. Unfortunately, handover from MAFFF to TEQM was not completed until March 2013, by which time New Zealand's offer of follow-on funding had expired, having already been extended twice due to delays in the handover of assets.

TEQM currently has a highly capable Process Engineer/Manager in place until February 2014, secured via assistance from New Zealand Volunteer Service Abroad. ToR are currently being drafted for a replacement, who ideally will be commercially skilled, and, as guided by the Board, lead the enterprise to commercial success.

Development milestones for TEQM have been defined as:

- Technical viability: minimum 100 MT throughput, within 12 months of NZMPI facility certification;
- Commercial viability: 200–300 tonnes MT throughput per annum, with breakeven being achieved in the second year;
- Commercial success/sustainability: 400–500 MT throughput per annum, achieved in the third year, following which an assessment of full privatisation options will take place.

PHAMA funded an assessment of existing export infrastructure in Tonga in early 2013, which highlighted key constraints and made recommendations for improvement (Activity TONGA08, TR 45). Improvements to the HTFA Facility to increase its capacity and enable it to operate more efficiently were identified as the number two priority, following upgrades to the Nuku'alofa export processing facility (see activity TONGA15). This recommendation was subsequently endorsed by the MAWG, taking into account requirements for existing HTFA pathways as well as new pathways likely to be opened within the next year or so (such as courgettes to New Zealand).

The facility has all major items of equipment required for handling fresh fruit and vegetables for export by airfreight, but is in need of a fairly extensive overhaul before it can become reliably operational. The physical facility, its operations and the capacity of the commercial operator and MAFFF need to be successfully audited by NZMPI before exports on this pathway can commence. Detailed recommendations on the physical improvements needed at the facility are contained in TR 45 (section 5.3), and form the basis of the activity. In addition to repairs and associated equipment, support is also required towards gaining approval of the facility by MPI. This is expected to include logistical support

for trial run(s) and the audit itself. Preliminary cost estimates have already been prepared for budgeting purposes.

The MAWG has requested PHAMA assistance to undertake the work recommended. It also requested that, if possible, this work should be carried out concurrently with establishment of the Tongatapu Eastern District general-purpose processing facility (see Activity TONGA17). The aim is to have the HTFA facility operational by late 2013 in order to maximise the amount of breadfruit that can be treated and exported during the 2013–14 season (November–March). Implementation of the required repairs and refurbishment is expected to continue during early 2014. Co-funding (from other donors, private sector and Government of Tonga) is also being sought.

2013–14 work program:

- (i) Liaise with TEQM and MAFFF on preparations for audit of facility by NZMPI.
- (ii) Establish an MoU with TEQM for the proposed development.
- (iii) Appoint an Activity Oversight Sub-committee (including TEQM, MAFFF and MAWG representatives).
- (iv) Scope/recommend and engage a design engineer/architect; prepare detailed plans and costings.
- (v) Approve plans/specifications, issue invitations for Eols for significant components.
- (vi) Pre-qualify eligible contractors/suppliers and issue RFP for significant components.
- (vii) Evaluate proposals and award contract / select suppliers.
- (viii) Construction and procurement of equipment and associated repairs and renovations.
- (ix) Handover to TEQM.

The activity will be substantially managed by the TEQM Manager and Tonga NMAC, with oversight from the PMO and the Activity Subcommittee.

TONGA17: Establishment of an Export Processing Facility in the Eastern District of Tongatapu

Objective: To establish a purpose-built export facility in Eastern Tongatapu, addressing the capacity constraints of the Nuku'alofa facility and providing for pre-treatment processing as required by NZMPI and MAFFF Quarantine and Quality Management Division (QQMD), feeding into the Fua'amotu Airport facility.

Background: PHAMA funded an assessment of existing export infrastructure in Tonga early 2013, which highlighted key constraints and made recommendations for improvement (Activity TONGA08, TR 45). The study noted that the current level of root crop exports (3,400 MT of root-crops in 2011) would fully utilise the Nuku'alofa facility, even after the upgrading that is programmed to take place under Activity TONGA15. If root crop exports are to expand, additional facilities will therefore be required. Exporters have expressed a preference for decentralised facilities close to the main root crop production areas where produce can be processed and packed in shipping containers. It was recommended that two new processing facilities should be constructed in rural areas, one in the Eastern District of Tongatapu, and one in the Western District. Recognising the complementarity of the proposed facility in the East to the Fua'amotu Airport export facility (see Activity TONGA15), the Tonga MAWG subsequently resolved to proceed with these developments concurrently.

The planned facility in the Eastern District would be a general purpose processing and packing operation able to handle the full range of root crops (chilled and frozen) and cucurbits, with the

capacity to process one twenty-foot container load of produce per day. Detailed recommendations are contained in TR 45 (section 5.4), and form the basis of the activity. Preliminary cost estimates have already been prepared for budgeting purposes.

There are also two significant issues that remain to be resolved prior to the development proceeding:

- Ownership and operation of the proposed facility is critical. The preferred option is for exporters to own and operate the facility, similar to NWC in Fiji. NWC has a full-time professional management team, operates on a user-pays basis, and is financially self-sustaining. However, it is important to note that NWC received substantial amounts of donor support during its early years, and has only recently become fully self-supporting. Development of the proposed facility (beyond detailed design) should not proceed until such time as an appropriate ownership model has been developed and agreed.
- PHAMA will not be in a position to fund the entire development. Co-funding (from other donors and/or the private sector and/or the Government of Tonga) will therefore be required. Development (beyond detailed design) should not proceed until such time as a clear financing plan is in place.

The MAWG has requested PHAMA support for development of the proposed facility. Initially, this would be limited to assisting with development of an appropriate ownership model and financing plan, plus detailed design works.

2013–14 work program:

- (i) Appoint an Activity Oversight Sub-committee (including Tonga MAWG, MAFFF, Ministry of Commerce Industry and Labour, and at least one industry representative – possibly Grower’s Federation).
- (ii) Develop an ownership and operational model.
- (iii) Develop a financing plan.
- (iv) Scope/recommend and engage a design engineer/architect; prepare detailed plans and costings.
- (v) Approve plans/specifications, issue invitations for Eols.
- (vi) Pre-qualify eligible contractors/suppliers and issue RFP.
- (vii) Evaluate proposals and award contract.
- (viii) Construction and procurement of equipment.
- (ix) Handover to Owner/operator as determined by step (ii).

If PHAMA co-funding is required for construction and procurement (step (viii)), such funding would not be available until the 2014–15 year.

The activity will be substantially managed by the Tonga NMAC, with oversight from the PMO and the Activity Subcommittee.

TONGA18: Ongoing and new market access submissions to New Zealand, Australia, Fiji and Samoa

Objective: To progress ongoing and new market access requests to New Zealand, Australia, Fiji and Samoa.

Background: There is a range of ongoing and potential work associated with Tonga gaining new access arrangements, to various markets. Continued support for these various efforts has been combined under this activity.

Tonga's first new market access submission funded under PHAMA was for courgettes to New Zealand, submitted to NZMPI in August 2012 (Activity TONGA05, TR 33). Despite indications from NZMPI to Tonga MAFFF QQMD and Tonga MAWG that this would be approved by the end of June 2013, this has not eventuated. Latest advice to Tonga MAFFF was that the submission would be a high priority under NZMPI's 2013–14 work plan. To date, NZMPI has not advised any requirement for additional technical information.

PHAMA also funded a feasibility study in early 2013 assessing the export potential of seven additional commodities (Activity TONGA09, TR 44). This study prioritised beans, okra, and chillies as having sound potential. With due regard to the current (non-HTFA) access for some varieties of chillies from Fiji into New Zealand, together with advice received from DAFF Australia regarding their assessment of same, the Tonga MAWG has resolved to proceed with new market access requests for beans to New Zealand and non-HTFA chillies into Australia and New Zealand. It was considered that further development of okra production in Tonga was needed before pursuing market access.

Access for taro from Tonga into Australia was improved during 2012 when approval was gained for material with foliage ("tops") still attached. Trials of the protocol may be needed to ensure the revised pre-export and on-arrival procedures can be implemented appropriately by industry and quarantine staff. Gaining access for small corm taro into Australia remains of interest and is dependent on DAFF Australia assessing and accepting technical information on several diseases of concern.

Finally, MAFFF QQMD has had preliminary discussions with BAF, NZMPI and Samoa MAFFF on developing a 'controlled environment' export protocol for tomatoes, capsicums and chillies (for example, through the use of protected screen houses and post-harvest procedures to physically exclude fruit fly pests as part of a systems approach) as an alternative to HTFA treatment. Tomatoes and chillies are recognised as having little to no potential for developing exports under the existing HTFA treatment protocol. Both NZMPI and BAF have stressed the need for field and other technical data to allow consideration of the concept to begin. As a first step in the process, a concept paper is being planned by MAFFF QQMD for review by NZMPI, Fiji BAF and the Tonga MAWG.

The Tonga MAWG has requested ongoing assistance from PHAMA to progress the market access work outlined above.

2013–14 work program:

- (i) Support to arrange and implement small trial runs of fresh taro exports to Australia.
- (ii) Provision of technical information as required by DAFF relating to their assessment of market access for small corm taro.
- (iii) Provision of technical responses as required by NZMPI relating to their assessment of the market access submission for courgettes.
- (iv) Development of a new market access submission for beans into New Zealand.
- (v) Development of new market access submissions for chillies (non-HTFA) into Australia and New Zealand.
- (vi) Assistance with export trials of the protocol to ensure the revised pre-export and on-arrival procedures can be implemented appropriately by industry and quarantine staff.
- (vii) Development of a Concept Paper outlining the scientific basis, technical design and proposed implementation model and arrangements for controlled environment access for tomatoes and capsicums into Fiji, New Zealand and Samoa, with chillies prospective under this protocol into Australia and New Zealand.

The above activities would be substantially managed by PHAMA LTA in close coordination with Tonga MAFFF QQMD. Depending on workload, some STA input may also be required.

3.5 Vanuatu

3.5.1 Carry-over Activities

VAN03: Upgrading of diagnostic services to support the export of value-added products

Objective: To provide improved diagnostic services for value-added export products by developing in-country testing capacity (where cost effective), coupled with outsource arrangements to meet more complex testing requirements.

Progress-to-date: AsureQuality NZ was mobilised in February 2012 to undertake Stage 1 of the activity, which involved developing a costed model for improved diagnostics service delivery, encompassing facilities, equipment, staffing, training (operational and management), and verification and accreditation requirements. Findings are documented in TR 32, and point to the desirability of establishing a new laboratory facility to consolidate services that are currently spread across a number of different sites, all of which face significant operational issues. A stakeholder workshop was subsequently held in Vila in July 2012 to present the report findings and to develop an agreed 'blueprint' for moving forwards. A Technical Working Group has been formed to take the lead in progressing discussions. This has led to the development of a Council of Ministers (CoM) paper, based on formal consultations on potential PPP arrangements. The CoM paper is yet to be considered by Vanuatu Government to determine their support for the proposed single facility and its functions, management and operation. As a result, final decisions on the preferred development options for the new facility have not yet been reached. PHAMA is facilitating discussions with a range of donors on possible joint funding arrangements, given that the set-up cost is likely to be significantly beyond the Program's ability to fund on its own.

2013–14 work program: LTA and NMAC will continue to support the established technical working group to progress consultative and Government decision-making processes to confirm final development options. Where appropriate, LTA, NMAC and the Vanuatu MAWG will facilitate discussions with appropriate development partners potentially able to fund establishment of the facility. Specific activities that could be conducted by PHAMA to inform these consultative processes and to begin building technical capacity include:

- (i) NMAC and LTA support for stakeholder consultations and processes to determine functions and business model for laboratory.
- (ii) Support for STA development of detailed procurement plan for equipment.
- (iii) Support for STA consideration of specific construction design options.
- (iv) Support for STA conducting training needs analysis on laboratory staff.
- (v) Support for STA delivery of training program to up-skill selected laboratory staff (on methodologies, Quality Management System).
- (vi) Support for procurement or STA development of laboratory Quality Management System architecture.

It has been clearly recognised by the Vanuatu MAWG that implementation of this activity is dependent on the outcome of decision-making processes that are outside the control of PHAMA and that, as a result, approval of any funding support in this financial year should be time limited. The ability of PHAMA to support final equipment procurement and other aspects of establishing new laboratory operations are contingent on a new facility actually being constructed, the funding source for which is yet to be determined. Similarly, PHAMA support is dependent on clarity from the CoM process to define government commitment, final agreement of the functions of laboratory, and the degree of private sector involvement in its operation. As a result, it has been agreed that if this clarity has not been gained from the CoM process by the end of November 2013, the activity will be deferred into the next budget year and funds reallocated to other Vanuatu activities.

VAN04: Development of HACCP Plans for key export industries

Objective: To assist appropriate export facilities to develop HACCP plans and to become HACCP certified.

Progress-to-date: AsureQuality NZ was contracted in December 2012 to undertake initial HACCP training and to support preliminary preparation of HACCP Plans for six selected businesses. Further support to help these businesses finalise their HACCP plans was provided by AsureQuality in March 2013. AsureQuality re-visited in June to conduct final accreditation audits for participating businesses. Non-compliances were identified for all businesses audited, which need to be resolved prior to the accreditation process being finalised. At time of reporting, these have been addressed in one of the businesses, with the remainder either partially closed out or with all non-conformances remaining. AsureQuality continues to communicate with the businesses on their rectification processes and it is expected that these will be addressed by the end of November. The final activity report (in draft) has provided recommendations on options for establishing local capacity to meet ongoing HACCP training/audit requirements, for consideration under Phase 2.

2013–14 work program: NMAC and LTA will continue to liaise with the participating businesses and AsureQuality to monitor final progress to close off remaining non-conformances and sign off on HACCP accreditation.

In terms of further development based on the outcomes report recommendations, it is not considered feasible to develop HACCP audit capacity at this stage. It has been agreed that participating businesses will pay for any audit services required to support ongoing accreditation. In order to support future development of food safety systems and HACCP plans in Vanuatu, it has been recommended that PHAMA support development of train-the-trainers capacity. Potential support in this regard could include:

- (i) Support for STA delivery of train-the-trainer training for selected food safety and HACCP plan development trainers.
- (ii) Support procurement or STA development of recognised training material resources.
- (iii) Support train-the-trainer mentoring by STA.

Implementation of these follow up activities is not currently approved for the 2013/14 year. However, should additional funds become available – such as through reallocation from VAN03 deferral (as discussed above) – then this activity would be mobilised.

A request has been made by the Vanuatu MAWG for consideration of support for additional HACCP plan development and audit for further facilities and business. However, it has been agreed that this

not be supported in 2013/14 unless adequate private sector demand is demonstrated and sufficient funding becomes available.

VAN09: Development of a kava quality manual

Objective: To assist kava industry representatives to develop a kava export production field guide, with emphasis on aspects of production, processing and handling that are necessary to obtain good quality export product.

Progress-to-date: An STA was engaged in July 2012 to undertake field investigations and develop a preliminary draft of the manual, which was completed in September. This draft was subsequently workshopped with government and industry stakeholders, following which editing and reformatting changes were undertaken prior to translation and printing. Printing of an A4 version of the manual and an initial print run of awareness posters was completed in June 2013. The Vanuatu MAWG has requested support for the development of additional awareness materials to be derived from the manual and follow-on extension activities.

A Kava IWG has been established in September 2013, to provide a focal point for technical discussions and ongoing assessment of industry needs. This group will be used to broaden and deepen PHAMA engagement with industry, develop an industry-specific work plan, and validate and prioritise activities for consideration by the Vanuatu MAWG.

2013–14 work program: The following additional activities have been agreed:

- (i) Ongoing support for operation of the kava IWG. LTA and NMAC will provide technical and secretariat support for regular meeting of this group, provision of meeting facilities, and reporting. PHAMA will provide limited funding support for travel of IWG members to attend meetings.
- (ii) LTA will develop revised content for further appropriate awareness materials on quality guidelines for production and processing (develop simple Bislama A6-sized field manual).
- (iii) NMAC to test draft materials with stakeholders.
- (iv) Support for professional formatting, design, translation and printing of field manual (and additional posters).
- (v) Support appropriate activities with stakeholders to assist with distribution and rollout of awareness materials.

VAN10: Bee health survey

Objective: To conduct a survey of bee hives in Vanuatu to determine the health status of the industry with respect to export production, with particular emphasis on exotic pests and diseases.

Progress-to-date: AsureQuality NZ was contracted to undertake the field survey and associated training in November 2012. Specimen analysis was completed in January 2013. No new diseases/pests of trade significance were identified. This has significantly strengthened Vanuatu's position to progress market access negotiations with potential importing countries. The activity is documented in TR 34. An Export Development Grant was subsequently provided to a honey exporter to undertake a range of quality tests for export samples, designed to strengthen the positioning of Vanuatu exports with importers and help industry decide on target markets.

Recommendations in TR 34 for follow-up activities on establishment of hive surveillance and testing activities have been agreed as follow-on VAN10 activities to continue support for development of honey exports.

2013–14 work program: The following additional activities have been agreed:

- (i) LTA will assist Biosecurity Vanuatu (BV) in definition of specific target market access requirements (New Caledonia, Australia, New Zealand).
- (ii) Support STA delivery of additional training to BV and industry stakeholders to implement an appropriate bee health surveillance program to meet market access needs.
- (iii) Support BV and stakeholders to establish a cost-effective residue sampling and testing program relevant to market access needs.
- (iv) Exploration of options to implement control measures to limit the spread of Asian honey bee and a suppression program within infested areas, as a BV and industry initiative.

VAN11: Review of veterinary capacity and systems supporting market access for beef

Objective: To assess the current status and capacity of the veterinary services, animal health surveillance, and meat inspection systems supporting access to export markets for Vanuatu beef.

Progress-to-date: Initial technical discussions were held in September 2012 with BV. It was agreed that implementation should be delayed, pending the appointment of two new veterinary staff by Vanuatu Government. These appointments have now been finalised in August 2013. The potential is being explored for collaboration with World Animal Health Organisation (OIE) as part of their global Proficiency Veterinary Scheme (PVS) program to improve compliance of member countries' veterinary services with international OIE standards. Vanuatu is in the process of making a formal application for a PVS assessment. A Livestock IWG has been established in September 2013 to provide a focal point for discussions of beef industry issues, along with the assessment of market access needs and their resourcing.

Key objectives of PHAMA engagement with the IWG are to broaden and deepen PHAMA engagement with the beef industry and to seek validation of a clear set of priority actions to:

- Strengthen technical capacity to ensure compliance with overseas market access requirements.
- Establish sustainable resourcing mechanisms to support market access related operations.
- Assist in gaining new market access for identified markets.

A comprehensive and costed industry specific work plan for the first two years of Phase 2 has been developed in association with the Livestock IWG and MAWG, including the following:

- (i) Ongoing support for operation of the IWG.
- (ii) Support for strengthening ability to maintain market access.
- (iii) Support for access to selected new potential markets (Korea, Hong Kong and China).
- (iv) Establish adequate sustainable funding for market access related operations.
- (v) Support for further development of meat inspection training capacity.

2013–14 work program: With reference to budget availability, the IWG and MAWG have prioritised the following activities for 2013–14:

- (i) Ongoing support for operation of the IWG. The LTA and NMAC will provide technical and secretariat support for regular meeting of this group, provision of meeting facilities, and

reporting. PHAMA will provide limited funding support for travel of IWG members to attend meetings.

- (ii) Implement VAN11 Stage 1: Conduct technical review of certification, surveillance and related quarantine systems. Validate findings with beef IWG. This work will be conducted by LTA. The findings will inform potential implementation of a Stage 2 via LTA and STA inputs to revise legislation, certification and operational systems and provide technical training as required.

There is potential opportunity for collaboration in this work with the EU-funded Primary Sector Growth Support Programme and SPC LRD.

VAN13: New market access for beef products to the Republic of South Korea

Objective: To review prior work undertaken to gain access for Vanuatu beef and beef products to South Korea, with a view to renewing market access requests for beef bones and tendons.

Progress-to-date: Initial discussions with stakeholders were completed and prior submissions reviewed in 2012. Requirements for the new market access submission have been clarified with Korean quarantine authorities, confirming that preparation of a complete new market access submission will be necessary. Likely limitations on Vanuatu's ability to comply with access requirements have been identified. Most critical is the need for a national beef residue-sampling program. Technical development work has been completed by LTA, examining possible cost-effective testing options in consultation with industry. A preliminary submission was made to Korea in July 2013 to clarify their willingness to accept a limited scope residue-sampling program. Areas of necessary improvement in Vanuatu's regulatory system for veterinary drugs have been identified and notified to BV for their consideration. In development of the beef-industry-specific plan for Phase 2, the Livestock IWG and MAWG have validated and prioritised continuation of this support for bilateral processes for market access bids to identified new markets, and assistance to BV and Industry to establish cost effective residue testing programs that meet market needs.

2013–14 work program: LTA will continue to provide technical assistance as required to:

- (i) Assist BV in market access negotiations with Korea. It is considered that, due to similar market requirements, this work will help inform existing market access submission processes BV have undertaken for Hong Kong and China, which are stalled on similar issues relating to residue sampling requirements.
- (ii) Informed by market access feedback from Korea and with input from IWG, develop a specific costed residue sampling and testing program for implementation by BV and stakeholders (including consideration of potential cost recovery mechanisms).
- (iii) Assist BV in implementation of veterinary drug and pesticide legislative controls for imports, licensing, sale and usage.

The degree of further work to be undertaken under this activity is contingent on feedback from Korea on the preliminary submission made in July 2013 regarding a limited sampling program. A response from Korea is still pending. Should Korea prove unwilling to accept the proposal and require a broader scope of sampling, it may not be economically viable to pursue market access further. This decision will need to be made in consultation with the IWG and MAWG once all information is available.

3.5.2 New Activities

VAN15: Development of recognised quality standards and improved quality assurance systems for kava exports

Objective: Develop a Vanuatu national export standard for kava products, and associated quality assurance tools, to strengthen Vanuatu’s market access position and inform development of a regional kava standard.

Background: Exports of kava and kava products have in recent years become increasingly subject to market access issues relating to concerns over potential hepatotoxicity. This is despite significant research being available to support the case for market access of kava as a beverage. There are, however, no agreed trade or food quality standards for kava. In the absence of such recognised standards, progressing market access issues is problematic. There is also a related quality issue involving the export of varieties of kava or parts of the kava plant not traditionally used for drinking purposes. Concerns over potential toxicity has adversely affected trade to markets such as the EU and Australia, with other markets such as China showing interest in imposing market controls based on toxicity concerns. In September 2012, the Vanuatu NMAC and Vanuatu Director General of Trade were supported by PHAMA to attend the regional Codex meeting in Papua New Guinea, where the need for a regional food safety standard for kava was discussed. Agreement on such a standard would have a positive impact on progressing the current market access issues.

To inform the development of a regional Codex standard and to strengthen Vanuatu’s market access position for kava, there is a need to develop a specific set of standards for kava and kava products for export. This may require conducting associated testing on kava varieties to inform development of appropriate standards, and the development of quality assurance systems (including tools or tests) to assist in implementation of those standards.

To progress development of the regional standard, Vanuatu will require assistance to collate data, prepare technical submissions, and support negotiation of the regional standards development.

2013–14 work program: Potential specific activities include:

- (i) In consultation with kava IWG, BV and stakeholders LTA to develop a national kava standard for export (kava chips/powder for beverage use).
- (ii) Support for kava variety testing and profiling as necessary to inform standard development.
- (iii) Support development of appropriate quality assurance tools or mechanisms (such as quality tests and testing protocols) to assist in implementation of improved quality assurance for kava exports.
- (iv) Support for collation of testing data on varieties, toxicity and other relevant data in preparation of technical submissions for recognition of a kava regional standard by Codex.
- (v) Support for preparation of Vanuatu delegation position and provision of technical/negotiation support at Codex meeting on kava standards.

VAN16: Market feasibility study for export of vegetables to selected markets

Objective: To conduct a feasibility study for export of selected vegetables to New Caledonia and Papua New Guinea.

Background: Vanuatu has a significant domestic agricultural industry. However, despite a longstanding policy priority to develop agricultural exports, export volumes and values (outside of

kava, cocoa and coconut products) remain very low. Also, despite established market access for a number of fruits and vegetables to developed markets such as New Zealand, exports of these remain very limited, mainly due to lack of price competitiveness and inability to meet supply and quality needs of the market. It is considered by the Vanuatu MAWG that there may be more potential to match Vanuatu's products, particularly for colder growing vegetables from the southern island of Tanna, to closer regional markets of New Caledonia and Papua New Guinea. However, it is difficult for exporters to access and assess information on market pricing and potential supply opportunities, and the feasibility of exporting to these markets. The Vanuatu MAWG has requested that PHAMA conduct a feasibility study for the export of selected vegetables or fruits (nominally capsicum, broccoli, cauliflower, beans, onions, root crops, potatoes, tomatoes, and carrots) to New Caledonia and Papua New Guinea.

2013–14 work program: The following additional activities have been agreed:

- (i) Support STA inputs to conduct a feasibility study to assess potential for developing exports of selected vegetables or fruits (nominally root crops, capsicum, broccoli, cauliflower, beans, onions, potatoes, tomatoes, and carrots) to New Caledonia and Papua New Guinea, including considering supply potential, potential markets and market volumes, likely infrastructure needs, freight/logistics, export/import channels, and overall financial viability.

3.6 Regional

3.6.1 Carry-over Activities

REGIONAL03: Initiation of a regional strategy for managing quarantine and market access issues

Objective: To develop a Regional 'Heads of Quarantine' Group to facilitate regional market access by providing technical advice on new and existing regional market access protocols.

Progress-to-date: An inaugural meeting of the Heads of Quarantine from PHAMA countries was convened in Nadi in November 2011. ToR were finalised and a preliminary work plan established in December 2011, and a Coordinator for the group was appointed in May 2012.

A second meeting of the group was held in Nadi on 17–18 October 2012, which included industry representatives as well as Quarantine Heads. The meeting discussed a wide range of regional market access issues. The meeting resulted in positive outcomes on several bilateral trade issues and generated strong interest at a bilateral level in examining new trade opportunities.

A third meeting was held in Nadi on 15–16 May 2013, with NMACs and MAWG Chairs from all PHAMA countries also attending to learn, observe and interact with government and private industry representatives. The meeting resulted in agreement on actions for progressing harmonisation of several issues of regional concern, including the implementation of a Sea Container Hygiene Scheme and the need for streamlining of import conditions for commonly traded products such as handicrafts and kava.

More recent meetings have been attended by Australia's DAFF and NZMPI. There is strong and growing enthusiasm from participants regarding the value of the meetings, with tangible benefits resulting.

2013–14 work program: Two Heads of Quarantine meetings involving the five primary PHAMA countries are planned for 2013–14: the first in November, and the second in May/June following on from (or immediately prior to) the sixth PCC meeting. Both meetings will be held in Nadi, and will involve the Heads of Quarantine from the five countries, MAWG Chairs, 2–3 industry representatives, the NMACs and other core PHAMA staff.

Building on the success of Heads of Quarantine meetings held to date, similar forums are now being planned by SPC LRD for countries other than the core five, and are included under the Component 4 work plan. These meetings will be smaller in format, and structured/located according to logical groupings of countries and trade patterns.

REGIONAL04: Support for bilateral market access negotiations with key trading partners

Objective: To support bilateral market access discussions between PHAMA countries and nominated trading partners, including funding for travel, technical support and training.

Progress-to-date: The program supported bilateral discussions between Australia and Fiji in November 2011. A major gain from the discussions was a reduction in Australia’s fresh-fruit sampling regime for papaya exports, and agreement on allowing loose consignments of papaya in aircraft, resulting in significant cost-savings for Fijian exporters.

Bilateral and regional discussions were subsequently conducted in the margins of the Pacific Plant Protection Organisation (PPPO) meeting in Nadi in June 2012, involving various combinations of Fiji, Tonga, Samoa, Vanuatu and Papua New Guinea. These discussions were continued on the margins of the Heads of Quarantine meeting held in Nadi in mid-October 2012. An STA was mobilised in September (prior to the October meetings) to help Fiji, Samoa and Tonga prepare for the discussions. A range of concrete trade outcomes were agreed, including new market access for Tongan watermelon and squash to Fiji, which was finalised in December 2012, and improved access conditions for Tongan watermelon into Samoa, still being finalised with PHAMA support.

Mechanisms for information sharing were established with the Melanesian Spearhead Group Secretariat in May/June 2013, and agreement reached on collaboration to establish a bilateral quarantine agreement (BQA) between Solomon Islands and Vanuatu.

An STA was again mobilised in June 2013 to facilitate a bilateral workshop between Solomon Islands and Vanuatu, held in Honiara in June 2013, including providing information and training on negotiation skills and preparation. The major outcome of the meeting was a draft BQA and an agreed action plan for its completion. Building on the outcomes of the Vanuatu / Solomon Islands workshop, STA then carried out a scoping visit to Vanuatu to help define objectives and an approach for future bilateral discussions with New Caledonia.

In general, the support provided to date has been invaluable in terms of strengthening existing intra-regional trade as well as facilitating development of new market access. An additional benefit has been development of improved collaboration between PHAMA country quarantine and trade agencies.

2013–14 work program: Further bilateral discussions are scheduled for 2013–14 between Vanuatu-New Caledonia; Solomon Islands-Papua New Guinea; and Fiji-Australia. The focus of the meetings will continue to be centred on resolution of operational trade issues, discussions on opening new markets, and further building cooperation between the respective Quarantine authorities. In general, meetings will involve 1–2 days of technical discussions, and 1–2 days of field trips. PHAMA will

provide assistance with the preparation of agendas and briefing papers, coaching on how to conduct negotiations, and logistical support. The majority of PHAMA support will be provided through the LTAs, with support from STA as required.

REGIONAL05: Review of quarantine issues surrounding trade in handicraft products

Objective: To increase sales of local handicrafts to tourists by reducing buyer uncertainty concerning potential quarantine issues.

Progress-to-date: Components of this activity are the development of guidelines for manufacturers; provision of improved information for tourists on the quarantine status of various products; and development of improved guidelines and extension materials for importing country quarantine officers. Preliminary consultations with the Australian Quarantine Inspection Service (AQIS) were completed in September 2011. Based on these discussions, coupled with additional information on the impending involvement of other projects in facilitating handicrafts trade in some countries (e.g. the AusAID-funded Market Development Facility (MDF) project in Fiji, and the NZAP-funded Handicrafts and Cultural Tourism Support Programme in Tonga), the scope of the activity was refined to take a more targeted country-by-country approach, commencing in Tonga. Discussions to develop a coordinated approach have since been held with AQIS, NZMPI and other key stakeholders, including SPC, NZAP and MDF. Interception data on handicrafts has been obtained from DAFF and NZMPI for analysis of key quarantine items. A professional photographer was engaged in December 2012 to develop an image library of Tonga handicrafts with a quarantine perspective. An STA was mobilised to supervise the photography work and engage with the Tonga Handicrafts and Cultural Tourism Support Programme to define a collaborative approach with NZAP and SPC.

Meetings and ongoing dialogue with the major south-west Pacific cruise line operator (Carnival Australia) have been underway since January 2013. Outcomes of this dialogue have included agreement by Carnival to install quarantine awareness display cabinets on selected cruise vessels and a willingness to incorporate quarantine awareness messages into on-board video and electronic signage. Display cabinets have now been installed on three Carnival cruise liners that frequent the Pacific Island tourism route. At the request of Carnival, a list of Quarantine Frequently Asked Questions (FAQs) and answers has been compiled to help cruise vessel staff respond to passenger queries.

2013–14 work program: Handicraft images and determination of the quarantine status, for Australia and New Zealand, of items used in the manufacture of handicrafts has been completed for Tonga. Feedback to handicraft manufacturers where items are likely to be of quarantine concern to Australia and New Zealand will occur in the last quarter of 2013.

Collection of high quality images of handicraft items unique to Vanuatu will commence in the last quarter of 2013, together with identification of materials used in the manufacture of these items and their quarantine status for Australia and New Zealand. Feedback to Vanuatu handicraft manufacturers where items are likely to be of quarantine concern to Australia and New Zealand will occur once the initial quarantine analysis has been completed.

Once images have been collected and analysis completed for Vanuatu items, the same process will be conducted for Solomon Islands, Fiji and Samoa. Once completed, and based on a request from Australia and New Zealand quarantine authorities, a collection of handicraft images and the quarantine status of these items will then be prepared as a regional catalogue, rather than on a

country-by-country basis. It should be noted that it is not intended to capture all handicraft items, but rather to capture and describe items that are manufactured and traded widely within the region, along with items that are unique to a particular country. Where images and/or quarantine information already exists, this will be used.

The catalogue for Fiji, Tonga, Samoa, Solomon Islands and Vanuatu will be completed within the 2013–14 period. Once completed, it will be provided to quarantine authorities within the region for consideration, with the objective of reaching agreement on a standardised approach to quarantine intervention. It is anticipated that a standardised approach of this nature would lead to reduced intervention by quarantine authorities, and increased consumer confidence to purchase handicrafts items. The catalogue will also be promoted to handicraft manufacturers in the various countries covered.

The activity will continue to be coordinated by STA, with NMAC involvement in identifying key handicraft products and raw materials used in their manufacture. A professional photographer will be engaged to capture suitable quality images for the regional catalogue. Budget is provided for printing the catalogue once completed, for distribution to quarantine authorities and major tourism operators. Feedback of information to handicraft manufacturers will be carried out through the NMACs, using local information/distribution networks.

REGIONAL06: Implementation of the Australian Fumigation and Accreditation Scheme (AFAS) for PHAMA countries

Objective: To support implementation of AFAS in PHAMA countries.

Progress-to-date:

- AFAS staff visited Fiji in February 2012 to review Fiji fumigation facilities and further discuss the scope of implementing AFAS in PHAMA countries.
- Fumigation training for government and private sector staff and operators from Fiji and Tonga was conducted in Fiji in May 2012. A follow-on visit was made to Tonga to review facilities and provide additional on-the-job training.
- Higher level 'train-the-trainers' training was conducted for six previously trained Fiji-based fumigation service providers in July 2012. This group of Master Trainers then trained, under supervision, an additional 12 fumigation service providers from Fiji. An additional two courses have subsequently run by the Master Trainers for Fiji fumigators, entirely organised and financed by the Government of Fiji.
- STA conducted a pre-training scoping visit to Samoa, Vanuatu and Solomon Islands in September 2012, to determine in-country equipment and training needs.
- Audit training was provided for the Fiji Master Trainers group in November 2012.
- Basic fumigation training was conducted in November 2012 by the Master Trainers group for 25 fumigation providers from Vanuatu, Solomon Islands and Samoa.
- STA developed a draft fumigation operational procedure and training package in the use of personal protective equipment (PPE) for Solomon Islands in early 2013.
- A pilot auditor course aimed at skilling Solomon Islands Agriculture Quarantine Service (SIAQS) staff to audit and review accredited fumigation providers was delivered in March 2013.
- Fumigation training was conducted by the Fiji Master Trainers for Solomon Islands quarantine staff and private fumigation operators in May 2013. Stakeholder consultation on the newly developed operational procedures and standards was also completed at this time.

- Specialist fumigation equipment and PPE has been provided to all counties during the first half of 2013.

Initial training activities have been delivered or supervised by AFAS staff, with PHAMA support. For more recent training activities, PHAMA STA has been utilised, providing a more direct mechanism for roll-out of the regional model that involves using the core group of qualified Fiji Master Trainers, certifiers and auditors for fumigation certification and audit services in other PICTs, reducing reliance on direct DAFF/AFAS involvement.

Mutual recognition of AFAS by Australia and New Zealand has been agreed.

2013–14 work program: Additional fumigation training for the 2013–14 year is planned as follows:

- Auditor training for SIAQS staff to apply and maintain the newly developed and soon to be adopted industry fumigation standard was conducted in September 2013 (under the 2013–14 work plan). The audit and verification training process also conducted audits on copra meal facilities currently exporting to Australia, under STA supervision, as part of the training process. It is hoped that this training and internal audit of copra meal facilities may reduce the need for Australian quarantine authorities to visit on an annual basis, thus reducing cost to industry.
- Basic fumigation skills training will be provided for Samoa and Vanuatu treatment providers. This will be conducted in Samoa and then Vanuatu, using the Fijian Master Trainers, with STA support.
- Following on from this, audit and verification training for Quarantine personnel from Samoa and Vanuatu will be provided by STA in each country.
- A Training-of-Trainers course for suitably qualified and competent Quarantine personnel from Samoa and Vanuatu will be conducted in Fiji using the Fijian Master Trainers, with STA support.

3.6.2 New Activities

No new regional activities are planned for the 2013–14 year.

3.7 Linkage with Other Programs

PHAMA is constantly on the lookout for opportunities to work with other organisations and programs (both donor and government funded). In particular, where there are other projects and programs working on physical aspects of supply chain development related to export products, and there are technical market access issues, PHAMA is well positioned to help address these issues. This remains a key message in PHAMA's communications with other projects. This has resulted in a significant degree of practical, on-the-ground collaboration. Proposed and carry-over activities under the 2013–14 ASP will see a continuation of these cooperative efforts. Examples include:

- Development and implementation of national quality standards for cocoa to meet international market requirements (SOLS06). This activity is being implemented in close coordination with other cocoa value chain development work being supported by the ACIAR-funded PARDI Project, and builds directly on the work of the recently completed (June 2012) AusAID-funded Cocoa Livelihoods Improvement Project. A twinning relationship has recently been established between CEMA and CCIL in Papua New Guinea to support capacity development in Solomon Islands. Coordination and information sharing has also been undertaken with the Rural Development Program on the design of proposed activities to support cocoa export development in Solomon Islands.

- Support for improving the taro export pathways from Fiji and Samoa to New Zealand and Australia (several activities), which is being carried out in close coordination with various ACIAR-funded activities.
- Development of improved fish inspection and testing capacity in Solomon Islands (SOLS11 and SOLS12), which is being closely coordinated with a number of FFA and SPC initiatives.
- Assessment of infrastructure requirements for processing and packaging of horticultural commodities for export (TONGA08) and assessment of the export potential of selected products to New Zealand (TONGA09). Both of these studies were conducted with direct and formal engagement of a major New Zealand fruit and vegetable import company (Fresh Direct Ltd) to help build commercial linkages, as well as with the PT&I Office in Auckland.
- Improvement in diagnostic capacity in Vanuatu (VAN03), which is being coordinated with related activities under the EU-funded Primary Sector Growth Support Programme, and a NZAP-funded subregional program for Improved Pest and Disease Diagnostic Capacity being implemented by NZMPI.
- Development of sustainable forestry certification in Solomon Islands (SOLS10), which is being implemented in coordination with related work planned by the EU-funded FACT program and PARDI. A close working relationship has been established with Australia's DAFF to ensure that the LAGs being developed are in line with Australia's requirements.
- Review of quarantine issues surrounding trade in handicraft products (REGIONAL05), which is working towards a close working relationship with the NZAP-funded Handicrafts and Cultural Tourism Support Programme in Tonga. It is also being implemented with direct involvement of the major cruise ship operator Carnival Cruises.
- Development of improved systems for managing biosecurity risks associated with horticultural seed imports (FIJI21), which is responding directly to issues identified by various projects (including the AusAID-funded MDF), as well as private businesses that are being adversely affected by constrained access to seed.
- Assistance to selected businesses in Fiji to attain HACCP certification (FIJI16), which is being coordinated with similar efforts supported by various other projects, including the AusAID-funded MDF and two EU-funded projects (IACT and the Sugar Cane Diversification Project).
- Assistance to AusAID post in Honiara to review proposed capacity building assistance to be provided by DAFF, and advisor roles to support the SIAQS under the AusAID-Solomon Islands bilateral program.
- Coordination and information sharing with the Enhanced Integrated Framework project in Solomon Islands on identification and resourcing of potential export development activities in the primary sector.
- Information sharing on export opportunities and facilitation of business-to-business market relationships has been regularly undertaken with the Australian and New Zealand offices of PT&I.

3.8 Export Development Grants

The PHAMA program includes small export development grants for exporters or other entities seeking to develop new or improved markets. These grants are primarily designed to address specific commercial constraints associated with developing an export market, including but not limited to market research, product development, participation in trade fairs, and organisation of trial shipments. Maximum eligibility is A\$5,000 per company per annum, with the recipient required to contribute a minimum 25% of the total cost.

A total of 13 grants were approved under Phase 1 of the program. Provision is made for up to 15 additional grants over the 2013–14 year (an average of three per country). Grants will continue to be approved by the relevant MAWG and the PMO in line with established procedures, on a case-by-case basis.

The Independent Review recommended that the scale of the grants scheme be expanded under Phase 2, and that the maximum grant size be increased to A\$15,000. These recommendations have been put on hold until greater budget is available across the program.

4 Regional Support Services (LRD-Implemented)

To coincide with the implementation of the LRD Strategic Plan 2013–2017, the LRD structure and regional service delivery model will change. Under the revised LRD structure, the Biosecurity and Trade Services unit (BATS) will be merged into the newly developed Trade and Agribusiness Program Group. It is anticipated that the existing LRD stream of PHAMA will be managed by the Trade and Agribusiness Deputy Director, with day-to-day management of the program falling to the PHAMA-funded market access/biosecurity position, when recruited.

Modest funding has been provided within the MC-managed PHAMA stream to provide STA to assist LRD with institutional capacity building to better deliver the regional PHAMA stream. In addition, LRD is negotiating a possible PPP with Kalang Consultancy Services Pty Ltd (currently delivering technical components of the MC-managed PHAMA stream), to assist to deliver technical services and training related to quarantine, biosecurity and market access, as required.

Finalisation of the LRD Strategic Plan with direct linkage to the LRD PHAMA stream and entry into a PPP with Kalang will provide a solid base for development of efficient and accountable delivery of the regional PHAMA stream. However, the regional budget is limited and it is likely that there will be a need for rationalisation of LRD service delivery to meet donor expectations under Phase 2 of the Program.

4.1 Market Access – A New Approach for SPC/LRD

Funding of A\$2.3 million over 4 years has been provided for LRD to deliver the regional PHAMA Phase 2 stream. The original LRD funding request for Phase 2 of the PHAMA program was A\$5 million over 4 years. The funding was to be primarily focussed on delivery of the nine outputs of the PPPO work plan and refinement of LRD service delivery to PICT member countries.

The A\$2.3 million funding envelope provided will have a primary focus on output 8 of the PPPO work plan (market access for PICTs) and output 9 (implementation of International Plant Protection Convention (IPPC) principles and standards). The remainder of the PPPO work plan remains unfunded at this stage. LRD will continue to seek funding for the additional work plan outputs.

It must be noted that the mandate of LRD is much broader than just providing regional market access services (output 8) and facilitating adoption of IPPC principles (output 9). There are considerable expectations for LRD services from SPC member countries in the areas of quarantine, biosecurity, monitoring and surveillance, and incursion management.

4.2 LRD Regional PHAMA Market Access Activities

To better manage member country expectations and prioritise service delivery based upon resource availability, the following activities will be conducted under the 2013–14 PHAMA Regional Plan:

- Clearly communicate to all stakeholders the scope and level of resourcing of the LRD PHAMA phase 2 program funding, which is for:
 - Output 8 of the PPPO Work Plan – Regional Market Access; and
 - Output 9 of the PPPO Work Plan – IPPC Principles and Standards (management and delivery of key regional meetings associated with PPPO Secretariat role);

- Develop an ongoing communication strategy with all PICTs to capture, record and prioritise market access requests, issues and concerns;
- Continued refinement of and pursuit of additional funding for implementation of the PPPO Work Plan;
- Recruitment of the PHAMA-funded market access / biosecurity position;
- Clearly define roles, responsibilities and work programs for all LRD team members funded by the PHAMA Regional Program;
- Continue provision of LRD regional services (helpdesk, pest and disease database, training, etc.) where considered to be within the existing roles and responsibilities of LRD, if resources are available to deliver and pending finalisation of the future work plan;
- Conduct two regional market access workshops by the end of December 2013 for PICTs not covered under the MC-managed stream in order to gather a regional picture of current and possible future market access priority activities for smaller PICTs:
 - The first regional market access workshop will be conducted in Pohnpei in early November. PICT countries invited to attend will be Federated States of Micronesia, Republic of Marshall Islands, Palau, Guam, Commonwealth of the Northern Mariana Islands, and Nauru. Invited participants will be 1–2 relevant government representatives and 1–2 key industry representatives;
 - The second regional market access workshop will be conducted in Fiji in early December. PICT countries invited to attend will be Cook Island, Kiribati, Niue and Tuvalu. Invited participants will be 1–2 relevant government representatives and 1–2 key industry representatives.
- Following on from these workshops, a detailed regional market access work plan will be developed by 31 January 2014. The work plan will seek to prioritise market access activities based on agreed key criteria and available funding. Delivery of prioritised regional market access activities is to commence in February 2014, subject to endorsement of the work plan by AusAID and sufficient funding.

4.3 Current LRD Regional Market Access Issues

The activities listed below have been requested by PICTs during Phase 1 of PHAMA and work is ongoing.

- Support for Marshall Island copra mill for AQIS audit for exports to Australia is ongoing.
- Niue has requested assistance with plantain (banana) exports to New Zealand.
- LRD to collaborate with BAF to facilitate export of agricultural products between Tuvalu and Rotuma (Fiji).
- SPC BATS to assist Tuvalu for private consignment of breadfruit chips to New Zealand. Action plan from the PPPO in 2012.

4.4 LRD Ongoing Market Access and Trade Facilitation Support

Historically, SPC BATS has been assisting member countries on an ongoing basis on the activities listed below. Funding for such activities has been tied to various projects.

- Continued assistance for World Animal Health Information System (WAHIS) database training through OIE.

- Continued operational refinement of the Pacific Pest List Database. In-country training courses for Samoa, Tonga, Solomon Islands, Papua New Guinea and Fiji are planned.
- Continued operational refinement of the Trade Statistics Database.
- Trade Statistics Technician to collaborate with other regional organisations, such as the Oceania Customs Organisation.
- Biosecurity training on sea cargo for northern pacific countries has been requested. Training delivery will be dependent on resource availability.
- LRD to be involved in the review of the Micronesia Biosecurity Plan.
- LRD will continue to co-fund the annual biosecurity training in the Northern Pacific (Guam) with the United States Department of Agriculture's APHIS.
- LRD will continue to support and be involved in Emergency Response Plan development and trial runs within the PICTs.
- LRD will initiate the development/implementation of a regional fruit fly strategy, subject to available funding.
 - Consultant will be engaged to conduct a survey on the current status of fruit fly management and fruit fly impact on food security and trade within PICTs, and provide recommendations for future investment, if justified. A report will be submitted to LRD as a guide to the development of the fruit fly strategy.
 - If a regional fruit fly strategy is recommended, further activities will be recommended in a second phase of this activity.
- LRD will continue to provide technical assistance on pest surveillance in the PICTs.
- LRD will continue to provide technical assistance on delimiting surveys when a new pest/disease is identified.
- LRD will continue to assist PICTs in events such as the Pacific Festival of Arts and the South Pacific Games, in areas of biosecurity and in surveillance work.
- Continued technical assistance and equipment supplies for fruit fly surveillance work in the PICTs (e.g. Pitcairn Island and Solomon islands).
- Ongoing support to PICTs on the Biosecurity Information Facility. This is an area the LRD Coordinator would like to review, as it seems the Biosecurity Information Facility is not working for some PICTs.
- Ongoing technical assistance to be provided through the ACIAR 'Cleaner Export Pathways' project in Fiji and Samoa.

4.5 International Engagement on Market Access Related Issues

The PPPO was established in 1994 and SPC was nominated as PPPO Secretariat. One of the Secretariat functions is to facilitate regional meetings on IPPC matters and to represent members to international fora on global phytosanitary issues. Funding for the PPPO activities has always been tied to projects associated with the SPC BATS work plan.

- LRD to facilitate and host the PPPO Executive Committee meeting in Fiji annually.
- PPPO Secretary (LRD Deputy Director) and PPPO Chair to attend the 2014 Regional Plant Protection Organisation meeting in Guatemala, South America.
- LRD to host and PPPO Secretary to facilitate the International Standards for Phytosanitary Measures consultative workshop for PICTs in Suva in 2014.

- PPPO Secretary (LRD Deputy Director) and PPPO Chair to attend Commission on Phytosanitary Measures – nine meetings in Rome 2014.
- LRD to attend the 17th Oceania Customs Organisation meeting in Tonga in 2013.
- LRD to attend Melanesian Spearhead Group customs and quarantine sub-committee to discuss issues on trade within Melanesian Spearhead Group countries in 2013.

5 Program Management and Coordination

5.1 Governance

The fifth PCC meeting, held in Suva in August 2013, resolved that PCC meetings for Phase 2 will be held annually rather than six-monthly. It was also decided that:

- PCC meetings should wherever possible be held following (or prior to) other regional meetings sponsored by PHAMA (such as the regional Heads of Quarantine meetings), in order to minimise cost and travel time for participants;
- The major focus of the PCC meetings will be to discuss substantive issues, rather than primarily approve the ASP and review progress of individual activities, as was the case during Phase 1;
- ASP approval will be delegated to the designated AusAID Program Manager rather than the PCC itself;
- Future PCC meetings should continue to involve the NMACs as well as the MAWG Chairs.

The sixth meeting of the PCC is tentatively scheduled to be held in Nadi in May/June 2014.

The PMO will continue to provide secretariat support for the PCC meetings, including organisation of meetings, provision of key documents and additional briefing notes (as requested), and recording of minutes.

5.2 Office Operations and Staffing

PMO and Country Office operations

The PMO in Suva and the various Country Offices are fully established, with all major management systems operating relatively smoothly. Operational resource requirements for the next 12 months for all offices are by now reasonably predictable and have been fully costed. Discussions are underway to develop a more integrated Suva PHAMA office (PMO and LRD unit). There will be some minor cost implications associated with integration.

Program staffing

There are significant changes to PMO staffing for Phase 2, following the resignation of the Team Leader³, the Principal Market Access Specialist (PMAS)⁴, and one of the QBSs⁵ over recent months. The previous occupant of the PMAS LTA position will continue with the same designation, but in an STA role. The previous PMAS LTA position will be replaced by a third QBS (to be known generically as Technical Advisors (TAs)).

Current PMO staffing is as follows:

- Team Leader: Under recruitment⁶
- Technical Advisors: Dale Hamilton⁷, Bronwyn Wiseman⁸ and Gavin Edwards⁹
- NMAC Fiji: Losalini Leweniqila

³ Richard Holloway, resigned effective from the end of September.

⁴ Rob Duthie, resigned end of June.

⁵ Anna Duthie, resigned end of June.

⁶ Rob Duthie is Acting Team Leader until Team Leader position is filled.

⁷ In place in Honiara project office since Phase 1.

⁸ Commenced in Suva PMO August 2013.

⁹ Expected to commence in Suva PMO in November 2013.

- NMAC Tonga: S. Tsutomu (Tom) Nakao
- NMAC Samoa: Asuao Kirifi Pouono
- NMAC Solomon Islands: Andrew Sale
- NMAC Vanuatu: Tekon Timothy Tumukon
- Finance & Procurement Officer: Raveen Chand
- Administration Officer: Vasiti Nakoula.

Each of the TAs will have delegated management responsibility for individual countries, as follows:

- Dale Hamilton – Solomon Islands and Vanuatu
- Bronwyn Wiseman – Tonga and Samoa
- Gavin Edwards – Fiji and regional.

The TAs will also have cross-cutting responsibilities (still under discussion) in various sectoral and technical areas where they have particular strengths, and will function as a resource for the other TAs and country programs in these areas.

The TAs will have responsibility for oversight of the program in their allocated countries, including but not limited to guiding and supervising the NMACs, supporting the MAWG process, development of work plans, activity implementation, and monitoring and evaluation (M&E).

In relation to LRD regional PHAMA program, the PHAMA-funded Market Access Specialist position has recently been promoted to Coordinator position.¹⁰ This is a core-funded SPC position. The now-vacant Market Access Specialist position is to be advertised shortly.

Staff development

Mentoring and training of local staff, particularly the NMACs, is regarded as a core ongoing role for the LTAs. Supplementing this, PMO/NMAC workshops are scheduled twice per year whenever possible. These events provide an important opportunity for NMACs to interact as a group, with formal sessions scheduled, such as financial and administrative procedures, coordination and communications, M&E, strategic planning, risk management, enterprise development, activities of other relevant projects and programs, cross-cutting issues, IT support, etc. It is difficult to overstate the value of these workshops, given that for most of the year the NMACs operate in professionally isolated, one-person offices.

The workshop scheduled for June/July 2013 was postponed due to the uncertainties surrounding the start-up of Phase 2. However, the NMACs (and MAWG Chairs) participated in the third Heads of Quarantine meeting held in Nadi on 15–16 May 2013, which provided them with the opportunity to observe and interact with government and private industry representatives from all PHAMA countries, and get a sense of current regional issues and plans to address these. Considerable sharing of experiences and general ‘team building’ also took place between the scheduled workshop sessions. The next formal NMAC workshop is scheduled for November 2013, in conjunction with the next Heads of Quarantine meeting.

Other staff development activities that may take place over the 2013–14 year, subject to need and opportunity, include:

- Attendance by NMACs at relevant market access-related events, such as regional PPPO meetings and trade policy meetings, as an integral part of their professional development.
- NMAC cross-training visits to other PHAMA countries to review program operations in that country.

¹⁰ Josua Wainiqolo.

- Additional computer literacy training for the NMACs, conducted by local (in-country) service providers.
- Additional project/financial management training for the Finance and Procurement Officer and the Administration Officer.

Performance Appraisal

A second round of formal performance appraisals for all LTAs, STAs and NMACs will be completed in October, in line with AusAID's requirements under the Adviser Remuneration Framework. Formal performance management of all program staff is the responsibility of the Team Leader.

Contract deliverables

Contract deliverables and due dates for the 2013–14 ASP period include those listed in Table 5-1.

Table 5-1 Milestones 2013–14

| Milestone | Due date |
|--|-----------------|
| 2013–14 Annual Strategic Plan | 30 Sept 2013 |
| Finalised Theory of Change and Monitoring, Evaluation, Reporting and Improvement Framework | 31 Jan 2014 |
| Six-Month Progress Report | 10 Dec 2013 |
| 2014–15 Annual Strategic Plan | 1 June 2014 |

LTA travel

Currently scheduled LTA travel for the 2013–14 year is as follows:

- Travel by one of the TAs to each of their specified countries in July/August, October/November, February/March, and May/June, to coincide with the major MAWG planning meetings.
- Travel by the Team Leader to each country at least twice during the year, for higher-level stakeholder engagement on more strategic issues and to maintain awareness and engagement across the program.
- Travel by the TAs¹¹ and/or Team Leader to Canberra and Wellington to discuss ongoing PHAMA activities and implications for DAFF and NZMPI. Four formal engagements are planned per year, with at least two of these scheduled to take place in Australia and New Zealand.¹²
- Travel by the Honiara-based TA between Solomon Islands, Vanuatu, and Suva for general program support and coordination, as required.
- Travel by LTAs to various countries to implement targeted activities, as a replacement for STAs.
- Travel by the NMACs to Suva in November/December 2013 and June 2014 for the bi-annual NMAC workshops.
- At least one additional overseas trip (within the Pacific) for each NMAC, for participation in relevant market-access development activities such as PPPO meetings, trade policy meetings or trade fairs, or cross-training visits to other core PHAMA countries.

¹¹ Involvement of the STA PMAS in these discussions is currently under consideration.

¹² Whenever possible, meetings will also be held in Fiji when DAFF/NZMPI staff are in-country, and/or conducted by teleconference.

STA inputs

Indicative STA inputs for the 2013–14 year, based on the market access activities outlined in Chapter 4, are summarised in Appendix C. Phasing of inputs as detailed in the resource schedule is indicative until such time as STA availability and resources are confirmed.

Most of the market access activities have been costed as discrete standalone inputs. Availability and scheduling of STAs to undertake the activities is still being finalised. It is possible that cost savings will be achieved (especially in relation to travel) by using single inputs from the same person to address different aspects of various activities.

5.3 Communications and Coordination

In line with the Program's Communications and Media Strategy, emphasis will be maintained on the following key areas over the 2013–14 year.

Between the NMACs, the MAWGs and the PMO

Effective communication and coordination between the NMACs, the MAWGs and the PMO is critical to Program operations. The NMACs are pivotal to ensuring that regular and effective communication takes place. The LTAs will continue to actively monitor the effectiveness of these communication flows, providing additional support as required. Particular efforts will be made by the three TA positions to maintain regular contact by email and phone with the NMACs and the MAWG Chairs between the major scheduled MAWG meetings.

MAWG members are increasingly reaching out to their broader constituencies to ascertain issues and views that need to be brought to the table, although this 'outreach' function still requires strengthening. The need for some adjustment of MAWG membership to improve representation and 'outreach' is also being considered for some countries.

Increased emphasis has been placed over the past six months on the establishment and/or strengthening of dedicated IWGs (or equivalent) as a mechanism for identifying sector development needs, to guide the implementation of some of the larger and more complex activities, and to provide improved connection of target sectors with the MAWGs. Specific examples of this approach have been noted earlier. Where it has been trialled, the approach is producing excellent results, and will be expanded under Phase 2.

The importance of the NMACs maintaining regular dialogue with their NPPOs and CAs is also being strongly emphasised by the PMO, given the central role of the NPPOs in the negotiation and management of market access protocols.

With AusAID/DFAT (in-country)

Following the major quarterly MAWG meetings, whenever possible AusAID (and where there is interest, DFAT) country staff are briefed on the nature and progress of PHAMA activities. These briefings will continue on a regular basis whenever LTAs are in-country and at a day-to-day level by the NMACs. All Posts are being routinely provided with key PHAMA documents, including annual plans, progress reports and newsletters. The TAs are increasingly working closely with AusAID Posts (e.g. Honiara) on coordination of various activities being supported by AusAID that are related to PHAMA activities, in pursuit of joint funding opportunities. The Team is also endeavouring to keep NZAP staff informed of activities that may be of particular interest to New Zealand.

With SPC

Communication and coordination between the two program streams is ongoing, with reasonably regular formal coordination meetings to review current and planned activities. Routine scheduling of meetings is adversely affected by demanding travel schedules, but it is anticipated that this situation will improve with improved collaboration. LRD and PHAMA PMO staff are also liaising regularly on an *ad hoc* basis on activities where there is a shared interest.

With DAFF and NZMPI

PMO staff endeavour to meet formally with representatives of DAFF and NZMPI several times each year. Some of these consultations are held in Canberra and Wellington, some in Fiji when DAFF or MPI staff are in-country, and some via teleconference. These meetings are designed to: (i) provide general background briefings on PHAMA as required; (ii) gain a better understanding of the relevant institutional work programs related to market access requests from PICTs, together with procedures and current issues that are likely to have an impact on PHAMA; (iii) discuss market access priorities identified by the MAWGs and how these might be accommodated within relevant institutional work programs; (iv) seek comment on Program timelines and schedules for development and reporting of MAWG work plans; and (v) identify areas and mechanisms for ongoing cooperation and collaboration. The next round of consultations is scheduled for November and December.

Every opportunity is also taken to meet with DAFF and NZMPI staff when they are visiting the Pacific on routine visits (often conducted in relation to activities where PHAMA has a direct interest), and regular phone and email contact is maintained across a wide range of issues. PHAMA LTA has taken an active role in assisting DAFF and the local AusAID post in the design of the DAFF-implemented Biosecurity Development Program for Solomon Islands (initiated July 2013). It is expected that the PHAMA office in Solomon Islands will collaborate closely with DAFF staff involved in this program during Phase 2.

There has been substantial ongoing liaison with NZAP over the past year concerning their planned development initiatives in the Pacific and how these might link with PHAMA. PHAMA has been particularly active in lobbying NZAP (and NZMPI) on the merits of funding an additional NZAP-funded Pacific Coordinator within MPI. NZAP has just finalised an MoU with NZMPI to this end. The new position will be working to a specific work plan agreed with NZAP in terms of priority activities. NZAP has indicated to NZMPI that it would like to see the new position underpin a closer working relationship with PHAMA.

The Program has also been providing input to the early design stages of NZAP's proposed new agribusiness initiative in the Pacific, specifically in relation to how this might link with PHAMA.

With other projects and donors

PMO staff continue to actively liaise through various channels with a range of donor projects and Programs (such as IACT (EU-funded); PARDI (ACIAR-funded); Food Security and Sustainable Livelihoods Program (International Fund for Agricultural Development (IFAD) / Food and Agriculture Organization of the United Nations-funded); Agricultural and Rural Development Program (European Development Fund 10); MDF (AusAID-funded); DevFish II program implemented by FFA (EU-funded); the Mekem Strong Solomon Islands Fisheries program (NZAP-funded); and various IFAD-funded initiatives in the Pacific. These programs have the potential to provide support for the development of export supply chains, thus complementing the use of PHAMA resources to address

technical/regulatory market access issues. Cross-program linkages are already well developed for a number of activities.

Information on other programs is being routinely passed on to the NMACs and through the NMACs to the MAWGs. The MAWGs can then work to forge operational linkages at national level (with PHAMA facilitation if required) in order to develop a more integrated approach to addressing technical and non-technical market access issues, and broader supply chain issues and cross-cutting issues such as gender equality and social inclusion.

Other programs are being offered the opportunity to use the NMACs and MAWGs as key in-country contact points. Most have limited in-country presence and welcome the opportunity.

PMO staff will continue to participate in structured higher-level coordination arrangements with relevant projects such as PARDI and IACT.

Promotion and media

In general, the PHAMA 'brand' is well established, both regionally and nationally, supported by the promotional activities of Phase 1. Considering the complex conceptual basis of the Program, there is a reasonably strong awareness of what the Program is all about and what it is achieving. The Program continues to attract a healthy level of media coverage focussed around particular activities it is supporting. This coverage is usually spontaneous.

However, it is acknowledged that there is more to be done. As the Program gets more 'runs on the board', focus will turn to successful outcomes and individual stories from within the program, intended for more widespread distribution. Due to budget limitations, innovative solutions to increase the media and promotions resources are being actively sought. A modest budget increase has also been allocated to this area, as compared to Phase 1.

Promotion and media activities in 2013–14 year will focus on:

- Updating the original PHAMA pamphlets and brochures to include increased content on what PHAMA is doing and what it has achieved;
- Generating 'success story' materials focussing on the results of particular activities, for on-reporting by media, AusAID and others;
- Continued preparation of regional and national newsletters;
- Ongoing improvement of the PHAMA website;
- Closer cooperation with Australian Government communications managers to continue to promote the PHAMA program in a positive manner; and
- Establishment of a formal MoU with the Information, Communication and Extension Division of LRD for improved integration of both PHAMA management stream promotional activities.

5.4 Risk Management

Following established procedure, PHAMA's risk environment will continue to be closely managed by the Program Director and Team Leader throughout Phase 2. An updated Risk Management Matrix, incorporating a reassessment of previously identified risks as well as identification of new risks, will be included in the July and December Six-Monthly Progress Reports. These re-assessments will incorporate input from the Program Director, PMO staff (including the NMACs), and the MAWGs.

5.5 Monitoring, Evaluation, Reporting and Improvement

The key M&E assessment tools deployed by PHAMA for Phase 1 are as specified in the Monitoring and Evaluation Framework (MEF) developed under subcontract to AusAID during the Phase 1 tender process in late 2010. The key assessment tools adopted to date and progress achieved in rolling these out are summarised below.

A major revision of the Program’s Theory of Change and MEF for Phase 2 is scheduled over the next few months, responding to recommendations of the Phase 1 Independent Review and AusAID’s request for more quantitative impact data and better alignment with AusAID’s reporting requirements against Comprehensive Aid Policy Framework Headline Results and Country Performance Assessment Frameworks.

5.5.1 Impact Level Assessment

Quantitative impact assessment

This involves monitoring the export performance for a sample of products in relation to which PHAMA is providing support to resolve particular market access issues. Indicators are tailored according to the nature of the product and the assistance being provided, based on common themes of export volumes, export values, export losses and prices achieved. Data is collated from secondary sources on an annual basis. One new commodity is brought into the monitoring matrix each year for each country. Monitoring of an initial five commodities commenced in 2011–12.¹³ Continuation of this monitoring activity to include other commodities is now on hold, pending revision of the MEF as noted above.

Impact case studies

Supplementing the quantitative impact assessments, qualitative impact case studies have been carried out to assess change in the circumstances of selected exporters and producers as a result of PHAMA activities. Case studies have focussed on selected producers and exporters for each country. Design of the activity is based on re-interviewing target producers and exporters every 2–3 years to assess changed circumstances.

Case studies completed so far include:

- Tonga, watermelon grower: November 2011 baseline, June 2013 follow-up
- Tonga, watermelon exporter: November 2011 baseline, June 2013 follow-up
- Fiji, pineapple grower: July 2012 baseline, June 2013 follow-up
- Fiji, taro grower: July 2012 baseline, June 2013 follow-up
- Fiji, taro exporter: July 2012 baseline, June 2013 follow-up
- Samoa, taro grower: November 2012 baseline
- Samoa, taro exporter: November 2012 baseline
- Samoa, breadfruit processor / potential exporter: November 2012 baseline
- Samoa, dried *misiluki* banana exporter: June 2013 baseline
- Vanuatu, noni juice exporter: June 2013 baseline
- Vanuatu, kava exporter: June 2013 baseline
- Solomon Islands, sawn timber exporter: June 2013 baseline

¹³ Fiji (taro); Samoa (copra meal); Solomon Islands (copra meal); Tonga (watermelons); and Vanuatu (beef).

- Solomon Islands, coconut exporter (fresh and mature): June 2013 baseline
- Solomon Islands, tuna processors: June 2013 baseline.

Continuation of this monitoring activity is now on hold, pending revision of the MEF as noted above.

5.5.2 Outcome Level Assessment

MAWG capacity health status assessments

The capacity or 'health' of each of the MAWGs is assessed using a structured questionnaire designed to assess prioritisation capacity; submission coordination capacity; sanitary and phytosanitary (SPS) coordination capacity; R&D coordination capacity; and communication capacity. This survey was previously completed annually for each of the MAWGs by the PMAS in consultation with the relevant NMAC. A decision on who will conduct the next round of assessments will be made once the role of the PMAS has been finalised.

An initial assessment was completed in November 2011, and the first follow-up assessment in November 2012. The next assessment is scheduled for early 2014.

MAWG case studies

Supplementing the annual MAWG capacity health status assessments carried out by the PMO, more detailed case studies are undertaken by the Monitoring and Evaluation Specialist using a semi-structured interview process, providing a more nuanced and independent assessment of MAWG capacity. These case studies are also designed to separately capture the views of public versus private sector members.

Baseline case studies have been completed as follows:

- Fiji, November 2012
- Tonga, November 2012
- Samoa, July 2012
- Solomon Islands, July 2012
- Vanuatu, August 2012.

Mid-term re-assessments were conducted during May–June 2013. The next round of assessments is scheduled for late 2014.

SPC self-assessment

Using a structured questionnaire, LRD (BATS prior to restructure) undertakes a self-assessment on an annual basis of its performance in relation to managing specified regional market access support services.

Two assessments have been completed to date, in November 2011 and November 2012. The next assessment is scheduled for early 2014, subject to revision of the MEF as noted above.

5.5.3 Output Level Assessment

PMO Quality performance assessments

PMO performance in delivering the Program is assessed using a structured questionnaire designed to assess the relevance, quality, and timeliness of services provided; communication effectiveness; and progress achieved towards development of a transition strategy. This survey is completed annually by the MAWG Chairs and the NMACs regarding country-level operations, and by the PMAS and Team Leader from an overall perspective.

Two assessments have been completed to date, in November 2011 and November 2012. The next assessment is scheduled for late 2013, pending revision of PHAMA's MEF as noted above.

5.5.4 M&E Implementation Resources and Responsibilities

Implementation of M&E activities scheduled for 2013–14 will be supported by inputs from M&E STA/s, as follows:

- October/December 2013 (45 day input): finalisation of the Phase 2 Theory of Change and MEF.
- February 2014 (30 day input): implementation of revised M&E activities (to be defined).
- April/May 2014 (30 day input): implementation of revised M&E activities (to be defined).

It is anticipated that the NMACs will play a more prominent role in M&E activities moving forward, as part of the broader devolution of the program and in response to the logistical difficulty and cost of implementing an M&E Program across five countries using STA resources alone.

5.6 Cross-cutting Issues

5.6.1 Gender

Review of PHAMA's approach to addressing gender

The Independent Review of Phase 1 specifically considered the approach, results, shortcomings and challenges for the PHAMA program in addressing gender equality. It was recommended that M&E processes be improved with respect to measurement and reporting of gender impacts; this will be progressed as part of developing and implementing a revised MEF.

PHAMA was selected to participate in AusAID's *Review of Gender Equality and Rural Development – A Stocktake of AusAID's Approach and Progress* during 2011 and 2012. Feedback provided during the review indicated a generally high level of satisfaction with the Program's understanding of gender equality and how these issues are being addressed at an operational level. The findings of the review and subsequent management response will be drawn on as part of strengthening how the program addresses gender equality during Phase 2, in particular to investigate opportunities to access and utilise relevant baseline data and analysis on gender equality issues from other sources.

One of the newly-appointed LTA positions¹⁴ has specialist knowledge of AusAID's gender policies and requirements. She has been designated as PHAMA's gender focal point, and will be responsible for overseeing the program's approach on gender issues. Other than within the scope of this LTA

¹⁴ Bronwyn Wiseman, who was previously contracted by AusAID to assist with the rural development gender stocktake.

position, dedicated resources are not currently available within the program to address gender equality, but opportunities for additional guidance and inputs will be actively sought.

Activity selection

As noted in previous ASP and reporting documents, PHAMA deliberately adopts a highly market-driven approach in determining the particular market access issues that are addressed by the Program. This approach is guided largely by exporters and producer groups represented on the MAWG, responding to real market conditions and perceived commercial opportunities. Potential activities are selected by the MAWG applying criteria designed to assess, in the first instance: (i) potential economic impact; and (ii) cost and difficulty of addressing the particular market access issue and probability of achieving a successful outcome. However, the design also explicitly acknowledges that consideration should be given to potential distributional impacts for more marginalised households and women. While these are not intended to govern the selection process, a particular activity that is able to demonstrate benefit for poorer households and/or women would be selected over one that is not, all other factors being equal. In addition to specific activities, six of the 13 Export Development Grants approved to date have been targeted to enterprises that are managed by women.

In line with the above, the MAWGs, the NMACs, and the PMO continue to actively seek activities that have the potential to provide particular benefits for poorer households and women. Many of these are directly linked to smallholder production systems where women tend to play a significant (and in some cases dominant) role, either in production aspects, or as paid labour in preparing product for export.

Opportunities for strengthening the upfront analysis of potential benefits or unintended consequences on gender equality issues will be sought during Phase 2.

Composition of MAWG, IWG and program staff

Of the total 45 members involved in the five MAWGs, 13 are women, including one female Chair. This is an increase of six in the number of female members over the past 18 months.

Wherever suitable female candidates for MAWGs and IWGs (as they are established) can be identified, they continue to be actively encouraged to become involved.

5.6.2 Capacity Building

The broader PHAMA Program (MC intensive and LRD regional streams) has adopted a two-pronged approach to capacity building: (i) developing the capacity of national organisations (public and private) to manage market access issues – but at the same time recognising that many of the smaller PICTs are likely to remain dependent on facilitation by external service providers in the longer term; and (ii) providing budget support to LRD so that it can continue to develop capacity to provide a clearly defined set of generic, higher-level market access-support services in line with its regional mandate.

MAWG capacity as a coordinating body to oversee market access issues

In relation to the MC-executed components, the major focus has been on developing the capacity of the MAWGs to *manage* market access opportunities and issues. It is this overarching management capacity, based on input from both government and private sector interests, which has particularly

constrained the development of new market access agreements, as well as the management of issues associated with maintaining access once gained.

As described previously, considerable progress has been achieved over the last two years in building the capacity of the MAWGs to fill this role. This is strongly supported by the M&E assessments completed to date on MAWG capacity. These efforts will continue under Phase 2, but with increased emphasis on developing the longer-term sustainability of the MAWGs. Key elements of this will include the development of independent legal status (where required), improved (and formalised) representation processes/mechanisms, and arrangements for self-funding post-PHAMA. An additional element of sustainability will be developing the capacity of NMACs and MAWGs to manage market access activities, in parallel with progressive decentralisation of budget and activity management functions to country level. 2013–14 development priorities for the MAWGs are further outlined in section 2.2.2.

Technical R&D capacity

Identifying appropriate trade opportunities, developing market access submissions with supporting data packages, and developing appropriate risk management measures often requires reasonably sophisticated R&D efforts. Even in far better resourced countries such as Australia and New Zealand, these activities are often ‘outsourced’ to third party providers, and it makes even more sense for a similar approach to be followed for far smaller PICTs.

Where PHAMA is involved in work of this nature, and there is a logical local R&D partner with an appropriate mandate and capacity, the Program seeks to actively support this organisation in order to build local capacity as part of the process. However, the reality is that in most cases there is no local capacity to conduct this work, and developing such capacity is simply not a viable option. Alternatives include purchase of services from a commercial service provider, and/or provision of services by a regional organisation such as SPC (see discussion below).

Capacity to comply with the conditions of established market access protocols

Implementation of the day-to-day measures required to comply with the terms and conditions of established market access protocols (e.g. implementation of product quality standards, inspection, fumigation, etc.) must however, by definition, be implemented locally. Roles and responsibilities in this area are generally spread across both government and private sector stakeholders, but with a leading role played by the Departments of Quarantine (i.e. the NPPOs) or CAs. Wherever PHAMA is involved in an activity that is related to improving the implementation of access requirements, working with appropriate local stakeholders to develop *their* capacity to do the job, more effectively and efficiently, is always a central part of the activity design.

Despite the Program’s focus on developing the capacity of the MAWGs to better manage market access issues, and of government and industry stakeholders to competently implement the measures required to maintain trade, there remains an unsatisfied need for additional capacity building to improve core NPPO and CA skills in areas such as pest surveillance, incursion management, preparation of risk assessments, etc. Addressing these more general skill gaps is not currently part of the PHAMA intensive stream mandate, nor is the need being fully met by other potential support agencies such as SPC.

Capacity of SPC to support market access work

The potential role of SPC LRD as a regionally mandated organisation cuts across all of the above areas. It is potentially a service provider to smaller PICTS seeking to develop access to new markets for new products; it has a mandate to help PICT NPPOs develop capacity so that they can competently implement the day-to-day measures required to comply with the terms and conditions of market access protocols; and it has a mandate to help build biosecurity capacity. PHAMA funding has been provided to LRD under Phase 1 to help it deliver services in these areas, but following a relatively 'hands-off' approach. Performance has, however, been hindered by lack of strategic focus and internal staffing issues. The Phase 1 Independent Review has indicated that there needs to be a more determined and 'hands on' effort made under Phase 2 to help LRD develop operational capacity in requisite areas. Precisely how this can best be achieved given the Phase 2 budget constraints is still being considered.

5.6.3 Environment

Pursuit of improved environmental outcomes is implicit in what PHAMA is trying to achieve. Improved operational capacity of government quarantine services, and improved awareness by industry of quality standards and pest and disease issues, and ability to meet these standards, should result in longer-term benefits related to protection of both exporting *and* importing countries from incursion threats due to breakdown of quarantine systems.

Regardless of the above, the MAWGs and NMACs are actively encouraged to be mindful of possible adverse environmental impacts associated with increased output of products with which PHAMA is working. It should be noted that PHAMA is *not* in general dealing with market access issues related to commodity or industrial crops. Most products and production systems with which the Program is involved are smallholder-based and dispersed, and are therefore typically low-input or even organic in nature. Where they are more commodity-based in nature, the activities being supported are generally oriented to improving environmental outcomes, such as with the development of certification of sustainability and legal compliance-of-origin arrangements for timber exports from Solomon Islands.

Where potential adverse environmental impacts associated with increased production are identified, PHAMA ensures that relevant government agencies (which are represented on the MAWGs) are made aware of these concerns. The Program is also actively working to forge linkages with supply chain projects that may be able to assist with production issues, including the mitigation of possible environmental impacts, as and when they arise.

PHAMA was selected to participate in AusAID's environmental and climate change 'stock-take' of rural development programs in late November 2011, which provided the opportunity to explain how environmental issues are perceived and treated by the Program. Formal feedback is still pending. The Phase 1 Independent Review was also tasked with reviewing PHAMA's treatment of environmental issues, and was generally satisfied with the approaches being followed.

6 Projected Expenditure

6.1 Intensive (MC-managed)

A Resource and Cost Schedule for the 2013–14 year, based on the preceding description of activities, is provided in Appendix C.

Total cost for the 2013–14 year is projected to be A\$4 million. Note that for Phase 2 a significantly increased proportion of LTA time is expected to be directly utilised to address MAWG-identified market access activities, in line with decreased use of STA due to budget constraints.

The cost estimates for specified market access development activities are indicative only, particularly for activities that involve significant non-TA costs (e.g. equipment, materials and training) and/or implementation by a third party where that party is yet to be identified.

6.2 Regional (LRD-managed)

A Resource and Cost Schedule for the 2013–14 year, based on the preceding description of activities, is provided in Appendix D. Total cost for the 2013–14 year is projected to be A\$493,000.

7 Limitations

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Any estimates of potential costs which have been provided are presented as estimates only as at the date of the Report. Any cost estimates that have been provided may therefore vary from actual costs at the time of expenditure.

Appendix A

Appendix A Program Description

Development Context

The performance of Pacific island countries and territories (PICTs) in developing exports of primary products, especially higher-value products, has been generally poor, given: (i) these are agriculture-based economies, with relatively limited development opportunities; (ii) the comparative advantage often cited for the region in the production of agricultural and horticultural products; (iii) the close proximity of some reasonably affluent markets; and (iv) the commonly acknowledged role of trade as a mechanism for underpinning regional growth and stability.

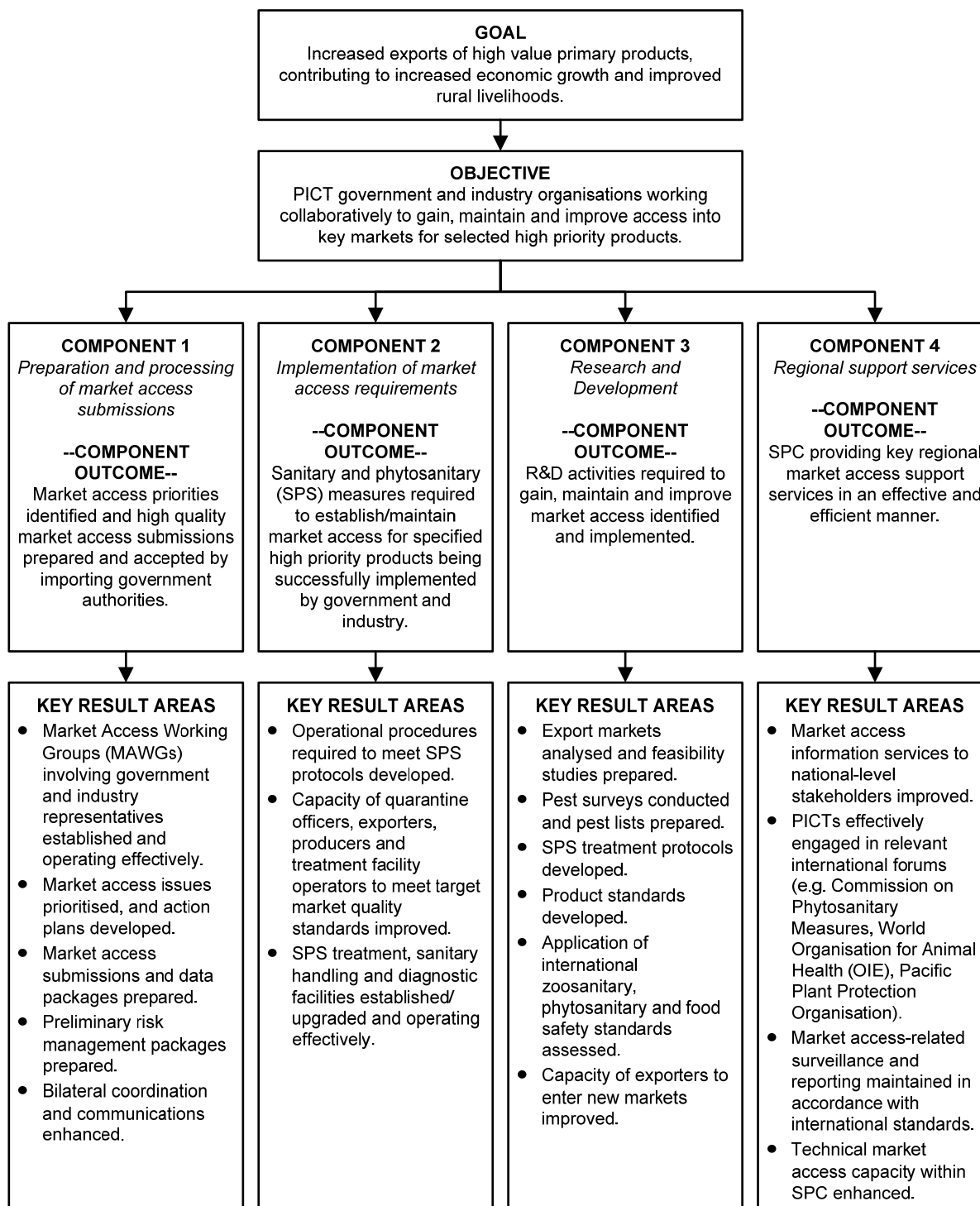
The difficulty faced by PICTs in managing the regulatory processes associated with gaining and maintaining markets has been identified as a major reason for this poor performance. Key constraints include: (i) poor identification of market access priorities, leading to the highly limited resources available within both exporting and importing country regulatory agencies being squandered on submissions that are unlikely to succeed or to result in significant trade benefits; (ii) limited capacity of export country regulatory agencies to prepare and progress high-quality market access submissions; (iii) limited capacity to implement measures required to comply with market access agreements and hence maintain trade; (iv) limited capacity to conduct the research and development (R&D) required to establish, improve or maintain market access; (v) lack of industry consultation and involvement in market access work; and (vi) limited capacity of the Secretariat of the Pacific Community (SPC) to support market access activities at a regional level.

Strategic Framework

The Pacific Horticultural and Agricultural Market Access Program (PHAMA) is designed to address these constraints by providing practical and targeted assistance to resolve priority market access issues of a technical and regulatory nature. While the major emphasis is on quarantine requirements, the Program can also provide assistance across other regulatory areas related to exporting, such as compliance with international food safety standards. The Program's strategic framework is summarised in Figure A-1. This strategic framework is currently being re-worked into a contemporary 'Theory of Change' format, to be finalised in coming months.

Appendix A

Figure A-1 Strategic Framework



Governance and Management Arrangements

Central to PHAMA is the idea of developing a strong partnership between government and the private sector to help manage market access. To achieve this, MAWGs have been established in target countries. These groups include representatives from relevant government agencies (e.g.

Appendix A

Departments of Quarantine, Trade and Agriculture), as well as the private sector (exporters and producer groups). The MAWGs are responsible for prioritising the market access issues and opportunities where PHAMA provides assistance, and for overseeing the activities supported by the Program to address these issues. Full-time National Market Access Coordinators (NMACs) have been employed by the Program in each country, and are responsible for providing secretariat support to the MAWGs and for maintaining an operational linkage between the Program Management Office (PMO), located in Suva, and the MAWGs. Institutionalisation of the MAWG process is regarded as being central to achieving sustainable outcomes, and is to be a major focus area for Phase 2.

Components 1–3 of PHAMA are being implemented by a Managing Contractor (MC). Parallel with this, AusAID is direct-funding the Land Resources Division (LRD) Team of SPC (SPC LRD) to implement Component 4, which aims to strengthen specified regional market access support services provided by SPC to member countries. The MC, through the PMO, endeavours to coordinate closely with SPC LRD in the implementation of these activities, but has no direct management responsibility in relation to implementation of Component 4. Consistent with the Regional Institutional Framework and the mandated role of SPC, it was intended at design that the MC-managed activities would be progressively integrated into SPC's core program from the start of Phase 2 (with continuing donor support), with a corresponding phase-out of the MC, subject to demonstration of appropriate capacity by SPC during the course of Phase 1. Ongoing issues related to the level of core funding SPC has available to support this work as an integral part of its long term core work program remain a major constraint.

Day-to-day management of PHAMA is provided through the PMO, co-located with SPC in Suva. Core PMO Long-Term Advisors (LTAs) include the Team Leader and three Quarantine and Biosecurity Specialists (QBSs). This core team is supplemented by specialist Short-Term Advisors (STAs) that are mobilised to address specific issues on an as-required basis.

A regional Program Coordinating Committee (PCC), which includes representation from AusAID, Biosecurity Australia, New Zealand Aid Programme (NZAP), and New Zealand's Ministry of Primary Industries (NZMPI), as well as the five target PICTs, provides high-level governance oversight for the Program.

Duration and Geographic Focus

Phase 1 of the Program ran from January 2011 until mid-2013 (28 months). Phase 2, approved in August 2013, is scheduled to run from mid-2013 to mid-2017. Components 1–3 are being implemented in Fiji, Samoa, Solomon Islands, Tonga and Vanuatu. Component 4 is being implemented across all SPC member countries, in line with SPC's regional mandate.

Appendix B

Appendix B Activity Index (MC stream)

Carry-over activities from 2011–12 are highlighted in green.

New activities for 201–14 are highlighted in yellow.

Note: Completed activities under Phase 1 have been removed from the table

| Ref | Activity Title | Status |
|----------|---|---------|
| FIJI08 | Progression of new market access requests for papaya and breadfruit to the United States | Active |
| FIJI11 | Management of <i>Bactrocera kirki</i> on Rotuma Island | Active |
| FIJI13 | Review and improvement of existing High Temperature Forced Air (HTFA) export pathways to New Zealand | Active |
| FIJI14 | Product development of shelf-stable vanilla paste, vanilla sugar and cinnamon sugar for human consumption | Active |
| FIJI16 | Development of Hazard Analysis and Critical Control Point (HACCP) Plans for key export facilities | Active |
| FIJI17 | Development of operational procedures to meet quarantine requirements for ginger exports to Australia | Active |
| FIJI18 | Development of a kava quality manual | Active |
| FIJI21 | Improved system for managing biosecurity risks associated with horticultural seed imports | Active |
| FIJI22 | New market access for frozen processed vegetables into Papua New Guinea | Active |
| FIJI23 | Development of a biosecurity plan for the papaya industry | Active |
| SAMOA12 | Improved market access for cordyline foliage into New Zealand | Active |
| SAMOA14 | New market access for pineapples into New Zealand | Active |
| SAMOA15 | New market access for commercial consignments of heat-treated breadfruit to Australia and New Zealand | Active |
| SAMOA16 | Establishment of a quarantine diagnostics laboratory | Active |
| SAMOA17 | Establishment of a methyl bromide fumigation chamber | Active |
| SAMOA19 | Developing the capacity of Scientific Research Organisation of Samoa (SROS) to undertake food safety and quality testing for export commodities | Active |
| SAMOA 20 | Frozen root crops export pathway development | Planned |
| SAMOA 21 | Food safety commercial cooked breadfruit exports | Planned |
| SAMOA 22 | New market access selected products to New Zealand | Planned |
| SAMOA 23 | Taro exports to Australia – Taro Leaf Blight management | Planned |
| SOLS06 | Development of national quality standards for the production and testing of cocoa to meet international market requirements | Active |
| SOLS10 | Development of 'sustainable forestry' certification for exports of value-added forest products | Active |
| SOLS11 | Improved fish inspection capacity to support processed fish exports | Active |
| SOLS12 | Improved testing capacity to support processed fish exports | Active |
| SOLS15 | Coconut and copra meal export standards development | Planned |
| TONGA10 | HACCP accreditation for selected export facilities | Active |
| TONGA11 | Improved access conditions for watermelons into Samoa | Active |
| TONGA12 | Development of commercial packaging for fresh and frozen rootcrop exports to New Zealand | Active |

Appendix B

| Ref | Activity Title | Status |
|------------|--|---------------|
| TONGA14 | Establishment of an Export Pathway Manager position within the Ministry of Agriculture and Food, Forests and Fisheries (MAFFF) | Planned |
| TONGA15 | Upgrading of MAFFF's Nuku'alofa export facility | Planned |
| TONGA16 | Upgrading of Fua'amotou Airport HTFA facility | Planned |
| TONGA17 | Establishment of an Export Processing Facility in the Eastern District of Tongatapu | Planned |
| TONGA18 | Ongoing and new market access submissions to New Zealand, Australia, Fiji and Samoa | Planned |
| VAN03 | Upgrading of diagnostic services to support the export of value-added products | Active |
| VAN04 | Development of HACCP Plans for key export industries | Active |
| VAN09 | Development of a kava quality manual | Active |
| VAN10 | Bee health survey | Active |
| VAN11 | Review of veterinary capacity and systems supporting market access for beef | Active |
| VAN13 | New market access for beef products to the Republic of South Korea | Active |
| VAN15 | Development of kava quality standard | Planned |
| VAN16 | Market feasibility study – vegetable exports | Planned |
| REGIONAL03 | Initiation of a regional strategy for managing quarantine and market access issues – Heads of Quarantine | Active |
| REGIONAL04 | Support for bilateral market access negotiations with key trading partners | Active |
| REGIONAL05 | Review of quarantine issues surrounding trade in handicraft products | Active |
| REGIONAL06 | Implementation of the Australian Fumigation and Accreditation Scheme for PHAMA countries | Active |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | | |
|------------|--|--|-----------|------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| | | | | 2013 | | | | | | 2014 | | | | | | 2013 | | | | | | 2014 | | | | | | | |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total |
| 3.2 | Short-Term Personnel | Short-Term Personnel support costs related to the implementation of specific Activities included under Section 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Principal Market Access Specialist | Days | 446 | 0 | 0 | 0 | 0 | 10 | 0 | 10 | 0 | 10 | 0 | 10 | 40 | 0 | 0 | 0 | 0 | 0 | 4,456 | 0 | 4,456 | 0 | 4,456 | 0 | 4,456 | 17,825 | |
| | Plant Pathologist | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Quarantine Cert'n & Accreditation Specialist | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Entomologist | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | International Negotiation Support Specialist | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Economic and Market Analyst | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Agricultural Economist | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Theory of Change revision & update | Days | 446 | 0 | 0 | 0 | 15 | 30 | 0 | 0 | 0 | 0 | 0 | 0 | 45 | 0 | 0 | 0 | 6,684 | 13,369 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20,053 | |
| | M&E | Days | 446 | 0 | 0 | 0 | 15 | 15 | 15 | 0 | 30 | 0 | 15 | 15 | 105 | 0 | 0 | 0 | 6,684 | 6,684 | 6,684 | 0 | 13,369 | 0 | 6,684 | 6,684 | 0 | 46,791 | |
| | Media and Promotion | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Institutional Development Adviser (MAWGs) | Days | 446 | 0 | 0 | 0 | 18 | 0 | 15 | 0 | 10 | 0 | 0 | 10 | 53 | 0 | 0 | 0 | 8,021 | 0 | 6,684 | 0 | 4,456 | 0 | 0 | 4,456 | 0 | 23,618 | |
| | Unspecified STA | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Subtotal reimbursable adviser support costs | | | | | | | | | | | | | | | 0 | 0 | 0 | 21,390 | 20,053 | 17,825 | 0 | 22,282 | 0 | 11,141 | 11,141 | 4,456 | 108,288 | |
| 4 | OFFICE ADMIN, EQUIPMENT AND OPERATIONAL COSTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Program Management Office (Fiji) | Month | 3,850 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 3,850 | 46,200 | |
| | PMO/BATS office integration | Lump sum | 20,758 | | | | | | | | | | | | 1 | | | | | | | | | | | | | 20,758 | |
| | Samoa Country Office | Month | 1,455 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 1,455 | 17,460 | |
| | Solomon Islands Country Office | Month | 3,150 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 3,150 | 37,800 | |
| | Tonga Country Office | Month | 855 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 855 | 10,260 | |
| | Vanuatu Country Office | Month | 860 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 860 | 10,320 | |
| | Subtotal Admin, Equipment and Operational Costs | | | | | | | | | | | | | | | 10,170 | 10,170 | 10,170 | 10,170 | 10,170 | 10,170 | 10,170 | 30,928 | 10,170 | 10,170 | 10,170 | 10,170 | 10,170 | 142,798 |
| 5 | ACTIVITY COSTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Activity implementation costs | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Activity FIJ108: New market access for papaya and breadfruit to the United States | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Activity FIJ110: New market access for chilli to Australia | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Activity FIJ111: Management of fruitfly on Rotuma | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|----------|-----------|------------|-----|------|-----|-----|------|------|-----|------|-----|-----|------|------------------|------|-----|------|-----|-----|------|-----|-----|-----|-----|-----|------|-------|---|-------|-------|-------|-------|-------|---|-------|-------|---|---|--------|-------|
| | | | | 2013 | | | | | | 2014 | | | | | | 2013 | | | | | | 2014 | | | | | | | | | | | | | | | | | | | | |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | | | | | | | | | | | | | |
| | LTA inputs | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | | | | |
| Activity FIJ113: HTFA pathway improvement | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Extension, training & materials | Lump sum | 12,500 | | | | | 0.5 | 0.25 | | | 0.25 | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 6,250 | 3,125 | 0 | 3,125 | 0 | 0 | 0 | 0 | 0 | 12,500 | |
| Activity FIJ114: New product development, Fiji Spices | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Subcontract: Jimaima Lako, USP | Lump sum | 5,500 | | | | | | | 1 | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 5,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,500 | |
| Activity FIJ116: HACCP accreditation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Subcontract: HACCP Australia; Stage 3 | Lump sum | 8,900 | | | | 1 | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 8,900 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8,900 | |
| | Subcontract: HACCP Australia; Stage 4 | Lump sum | 6,000 | | | | | | | 1 | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 6,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,000 | |
| | Subcontract: HACCP Australia; Stage 5 final audit | Lump sum | 2,500 | | | | | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 2,500 | |
| Activity FIJ117: Ginger operational requirements | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | STA inputs: Stephen Day | Days | 849 | | | | 10 | 10 | | | | | | | | | | | | | | | | | | | 20 | 0 | 0 | 0 | 8,490 | 8,490 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16,980 | |
| | STA support costs: | Lump sum | 446 | | | | 10 | 10 | | | | | | | | | | | | | | | | | | | 20 | 0 | 0 | 0 | 4,460 | 4,460 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8,920 | |
| | Support costs for DAFF audit | Lump sum | 5,000 | | | | 1 | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| | Extension and training materials | Lump sum | 5,000 | | | | 1 | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| | Trial and initial exports | Lump sum | 5,000 | | | | 1 | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| | Exports review and follow up | Lump sum | 5,000 | | | | 1 | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| Activity FIJ118: Kava quality manual | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Field costs for sample collection | Lump sum | 5,000 | | | | | 0.5 | 0.5 | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 2,500 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| | Kavalactone testing (USP) | Lump sum | 5,000 | | | | | | | 1 | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | |
| | Preparation of publications | Lump sum | 3,000 | | | | | | | | | | | 1 | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,000 | 0 | 0 | 0 | 3,000 | |
| | Extension, training & workshops | Lump sum | 1,500 | | | | | | | | | | | | | | | | | | | | | | | | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,000 | 0 | 0 | 0 | 3,000 |
| Activity FIJ21: Seed import system | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Activity FIJ22: Frozen vegies Papua New Guinea | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Activity FIJ23: Biosecurity plan for papaya | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | |
|--|--|----------|-----------|------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|-------|------------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|-------|
| | | | | 2013 | | | | | | 2014 | | | | | | | 2013 | | | | | | 2014 | | | | | | Total |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | |
| Activity SAMOA12: Cordyline foliage to New Zealand | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Activity SAMOA14: Pineapples to NZ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Activity SAMOA15: New market access for breadfruit to Australia and New Zealand | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Facility establishment & audit | Lump sum | 5,000 | | | | | | 1 | | | | | | | | | | | 1 | | | | | | | | | |
| | Trial shipments, training & awareness | Lump sum | 5,000 | | | | | | 1 | | | | | | | | | | | 1 | | | | | | | | | |
| Activity SAMOA16: Quarantine diagnostics lab | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Design & construction | Lump sum | 75,000 | | | | | | 1 | | | | | | | | | | | 1 | | | | | | | | | |
| Activity SAMOA17: Fumigation chamber | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Design, construction, equipment & training | Lump sum | 75,000 | | | | | | | | | | | 1 | | | | | | 1 | | | | | | | | | |
| Activity SAMOA18: Export processing facility certification | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Activity SAMOA19: SROS diagnostic testing capacity | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Equipment & materials | Lump sum | 5,343 | 1 | | | | | | | | | | | | | | | | 1 | | | | | | | | | |
| | Subcontract: Cawthron Institute | Lump sum | 19,282 | | | | | | | | | | | | | | | | | 1 | | | | | | | | | |
| Activity SAMOA20: Export pathway frozen rootcrops | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Equipment & materials | Lump sum | 22,000 | | | | | | | | | | | | | | | | | 1 | | | | | | | | | |
| Activity SAMOA21: Food safety cooked breadfruit | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Equipment, materials & training | Lump sum | 10,000 | | | | | | | | | | | | | | | | | 0.5 | | | | | | | | | |
| Activity SAMOA22: New market access for selected products to New Zealand | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Activity SAMOA23: Taro to Australia Taro Leaf Blight management | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Activity SOLS06: Cocoa testing capacity | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Subcontract: Wendy Konam | Days | 200 | | | 19 | 6 | 15 | 15 | 15 | 10 | 10 | | | | | | | | 90 | | | | | | | | | |
| | Laboratory equipment | Lump sum | 95,000 | | | | | | | | | | | | | | | | | 1 | | | | | | | | | |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | | | |
|--|------------------------------------|----------|-----------|------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|------------------|------|-----|------|-----|-----|--------|--------|-------|--------|-----|-----|------|--------|--------|
| | | | | 2013 | | | | | | 2014 | | | | | | 2013 | | | | | | 2014 | | | | | | | | |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | |
| Activity TONGA15: Nuku'alofa export facility upgrade | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Design (engineering/architectural) | Lump sum | 16,323 | | | | | | 1 | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 16,323 | 0 | 0 | 0 | 0 | 0 | 0 | 16,323 |
| | Civil works / construction | Lump sum | 65,293 | | | | | | 0.5 | | 0.5 | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 32,647 | 0 | 32,647 | 0 | 0 | 0 | 0 | 65,293 |
| | Equipment & materials | Lump sum | 14,666 | | | | | | | 0.5 | 0.5 | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,333 | 7,333 | 0 | 0 | 0 | 0 | 14,666 |
| Activity TONGA16: HTFA facility upgrade | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Repairs and renovations | Lump sum | 18,621 | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Facility establishment & audit | Lump sum | 35,000 | | | | | 1 | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 35,000 | 0 | 0 | 0 | 0 | 0 | 0 | 35,000 | |
| | Operational costs | Lump sum | 20,979 | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activity TONGA17: Eastern District export facility | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Design (engineering/architectural) | Lump sum | 66,537 | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Construction | Lump sum | 266,149 | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Equipment & materials | Lump sum | 183,501 | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activity TONGA18: Market access submissions (various) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activity VAN03: Diagnostic services | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Design (engineering/architectural) | Lump sum | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Construction | Lump sum | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Equipment & materials | Lump sum | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Training & training materials | Lump sum | 60,000 | | | | | 0.5 | | | 0.5 | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 30,000 | 0 | 0 | 30,000 | 0 | 0 | 0 | 60,000 | |
| | Other: Laboratory upgrade package | Lump sum | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activity VAN04: HACCP accreditation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Extension, training & materials | Lump sum | 35,000 | | | | | 0 | | | 0 | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Activity VAN09: Kava quality manual | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Extension, training & materials | Lump sum | 26,000 | | | | | 0.5 | | | 0.5 | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 13,000 | 0 | 0 | 13,000 | 0 | 0 | 0 | 26,000 | |
| Activity VAN11: Vet systems for beef exports | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | Days | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------------------------|----------|-----------|------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|------------------|------|-----|------|-----|-----|------|-----|-----|-----|-----|-----|------|-------|--------|-----|--------|-----|-----|--------|--------|-------|--------|--------|--------|--------|--------|--------|
| | | | | 2013 | | | | | | 2014 | | | | | | 2013 | | | | | | 2014 | | | | | | | | | | | | | | | | | | | | | |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | | | | | | | | | | | | | | |
| Activity VAN10: Bee health survey Phase 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Extension, training & materials | Lump sum | 30,000 | | | | | | | | | | | 1 | | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 | 0 | 0 | 0 | 0 | 0 | 0 | 30,000 |
| Activity VAN11: Review vet capacity for export | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Support for IWG | Lump sum | 600 | | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | | | | | | | | | | | | | 10 | 0 | 0 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 6,000 | | |
| Activity VAN13: Beef products to Korea | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | LTA inputs | | | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| Activity VAN15: Develop kava export standard | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Testing and R&D | Lump sum | 40,000 | | | | | | | | | | | 0.5 | | | | | | | | | | | | 0.5 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20,000 | 0 | 0 | 20,000 | 0 | 40,000 | | | |
| | IWG secretariat support | Lump sum | 600 | | | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | | | | | | | | | | | | | 10 | 0 | 0 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 6,000 | | |
| Activity VAN16: Export feasibility study vegetables | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Subcontract | Lump sum | 40,000 | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| Activity REGIONAL03: Heads of Quarantine group | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Airfares | Trips | 850 | | | | | | | | | | | 26 | | | | | | | | | | | | 26 | 52 | 0 | 0 | 0 | 0 | 22,100 | 0 | 0 | 0 | 0 | 0 | 0 | 22,100 | 0 | 44,200 | | |
| | Ground transport | Trips | 80 | | | | | | | | | | | 26 | | | | | | | | | | | | 26 | 52 | 0 | 0 | 0 | 0 | 2,080 | 0 | 0 | 0 | 0 | 0 | 0 | 2,080 | 0 | 4,160 | | |
| | Accommodation & per diems | Nights | 203 | | | | | | | | | | | 145 | | | | | | | | | | | | 145 | 290 | 0 | 0 | 0 | 0 | 29,435 | 0 | 0 | 0 | 0 | 0 | 0 | 29,435 | 0 | 58,870 | | |
| | Meeting & coordination costs | Lump sum | 5,500 | | | | | | | | | | | 1 | | | | | | | | | | | | 1 | 2 | 0 | 0 | 0 | 0 | 5,500 | 0 | 0 | 0 | 0 | 0 | 0 | 5,500 | 0 | 11,000 | | |
| Activity REGIONAL04: Bilateral discussions | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Vanuatu – New Cal meeting | Lump sum | 11,700 | | | | | | | | | | | 1 | | | | | | | | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11,700 | 0 | 0 | 0 | 11,700 | |
| | Solomons-PNG meeting | Lump sum | 19,200 | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| | Fiji-Australia meeting | Lump sum | 19,200 | | | | | | | | | | | | | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Activity REGIONAL05: Handicraft trade | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | STA input: Stephen Day | Days | 849 | | | | | | | | | | | 0 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| | STA support costs | Days | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| | Preparation of publications | Lump sum | 20,000 | | | | | | | | | | | 0 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| Activity REGIONAL06: Export treatment and certification | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | STA input: Stephen Day | Days | 849 | | | 14 | | | | | | | | 7 | | | | | | | | | | | | 7 | 35 | 0 | 0 | 11,886 | 0 | 0 | 0 | 0 | 5,943 | 0 | 5,943 | 0 | 5,943 | 29,715 | | | |
| | STA support costs | Days | 450 | | | 14 | | | | | | | | 7 | | | | | | | | | | | | 7 | 35 | 0 | 0 | 6,300 | 0 | 0 | 0 | 0 | 3,150 | 0 | 3,150 | 0 | 3,150 | 15,750 | | | |
| | Auditor training for SIAQS staff | Lump sum | 2,500 | | | 1 | | | | | | | | | | | | | | | | | | | | | 1 | 0 | 0 | 2,500 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,500 | | | |
| | Basic fumo training course for Samoa | Lump sum | 7,500 | | | | | | | | | | | | | | | | | | | | | | | | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,500 | 7,500 | | |

Appendix C

| Ref | Resources | Units | Unit cost | Quantities | | | | | | | | | | | | Total Cost (A\$) | | | | | | | | | | | | | |
|------------|--|----------|-----------|------------|-----|------|-----|-----|-----|------|-----|-----|-----|-----|------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|--------|
| | | | | 2013 | | | | | | 2014 | | | | | | 2013 | | | | | | 2014 | | | | | | | |
| | | | | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June | Total |
| | Basic fumo training course for Vanuatu | Lump sum | 7,500 | | | | | | | | | | 1 | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,500 | 0 | 0 | 7,500 |
| | Audit and verification training for Samoa | Lump sum | 7,500 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | Audit and verification training for Vanuatu | Lump sum | 7,500 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,500 | 0 | 0 | 0 | |
| | Audit and verification training for Fiji | Lump sum | 7,500 | | | | | | | | | | 1 | | 1 | 0 | 0 | 0 | 0 | 0 | 7,500 | 0 | 7,500 | 0 | 0 | 0 | 0 | 0 | 7,500 |
| | Training of Trainers course in Fiji | Lump sum | 17,000 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Export development grants | Grants | 5,000 | | | | | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 15 | 0 | 0 | 0 | 0 | 10,000 | 10,000 | 5,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 75,000 | |
| 5.2 | MAWG Meeting Costs (including mini-MAWGs) | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Fiji | Month | 667 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 8,000 |
| | Samoa | Month | 667 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 8,000 |
| | Solomon Islands | Month | 667 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 8,000 |
| | Vanuatu | Month | 667 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 8,000 |
| | Tonga | Month | 667 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 667 | 8,000 |
| 5.3 | PCC Meeting Costs | Lump sum | 5,000 | | | | | | | | | | | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5,000 | 0 | 5,000 | |
| 5.4 | Other meeting costs | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5.4.1 | PMO support visits to NMACs and MAWGs | Trips | 2,550 | 1 | 2 | 1 | 3 | 2 | 3 | 0 | 3 | 2 | 2 | 3 | 1 | 23 | 2,550 | 5,100 | 2,550 | 7,650 | 5,100 | 7,650 | 0 | 7,650 | 5,100 | 5,100 | 7,650 | 2,550 | 58,650 |
| 5.4.2 | Coordination visits to DAFF & NZMPI | Trips | 2,340 | | | | | | | 2 | | | 2 | | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 4,680 | 0 | 0 | 4,680 | 0 | 0 | 9,360 | |
| 5.4.3 | NMAC cross-training | Trips | 2,550 | | | | | 1 | | 1 | | 1 | 1 | 1 | 5 | 0 | 0 | 0 | 0 | 2,550 | 0 | 2,550 | 0 | 2,550 | 2,550 | 2,550 | 0 | 12,750 | |
| 5.4.4 | Annual coordination workshops | Lump sum | 23,135 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| 5.4.5 | NMAC support costs to activities | Lump sum | 1,000 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 12 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 | |
| | Subtotal Activity Costs | | | | | | | | | | | | | | | 12,893 | 13,900 | 42,136 | 195,482 | 328,165 | 179,571 | 55,865 | 186,649 | 116,652 | 58,725 | 113,617 | 38,445 | 1,342,101 | |
| 6 | TOTAL MANAGEMENT FEE | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | MS 1: 2013-14 ASP | 10% | 257,169 | | | | 1 | | | | | | | | 1 | 0 | 0 | 0 | 257,169 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 257,169 | |
| | MS 2: Revised MERI Framework | 10% | 257,169 | | | | | | | | | | 1 | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 257,169 | 0 | 0 | 0 | 0 | 257,169 | |
| | MS 3: 6 month Progress Report (Jul–Dec 2013) | 10% | 257,169 | | | | | | | 1 | | | | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 257,169 | 0 | 0 | 0 | 0 | 0 | 257,169 | |
| | MS 4: 2014–15 ASP | 10% | 257,169 | | | | | | | | | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Subtotal Total Management Fee Costs | | | | | | | | | | | | | | | 0 | 0 | 0 | 257,169 | 0 | 0 | 257,169 | 257,169 | 0 | 0 | 0 | 0 | 771,508 | |
| | TOTAL COST FOR 2013/14 | | | | | | | | | | | | | | | 125,733 | 126,740 | 154,976 | 650,016 | 502,104 | 369,972 | 471,157 | 642,225 | 254,017 | 229,706 | 283,408 | 189,946 | 4,000,000 | |

Appendix D

Appendix D Resource Schedule and Cost Estimate (LRD stream)

Units=A\$, at mid-June 2012 exchange rates

| Ref | Resources | Units | Unit cost | Quantities | | | | |
|----------|--|----------|--------------|------------|-------|-------|-------|---------------------|
| | | | | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Total |
| 1 | PHAMA-FUNDED STAFF | | | | | | | |
| | Market Access Specialist | | \$17,609.25 | 1 | 1 | 1 | 1 | \$70,437.00 |
| | Senior Entomologist | | \$16,508.43 | 1 | 1 | 1 | 1 | \$66,033.70 |
| | Animal Health WAHIS Officer | | \$13,572.70 | 1 | 1 | 1 | 1 | \$54,290.80 |
| | Biosecurity Technician | | \$4,078.08 | 1 | 1 | 1 | 1 | \$16,312.30 |
| | Information Helpdesk Technician | | \$5,423.25 | 1 | 1 | 1 | 1 | \$21,693.00 |
| | Trade & Statistics Technician | | \$4,078.08 | 1 | 1 | 1 | 1 | \$16,312.30 |
| | Pest List Database Technician | | \$4,078.08 | 1 | 1 | 1 | 1 | \$16,312.30 |
| | Project Assistant | | \$4,911.78 | 1 | 1 | 1 | 1 | \$19,647.10 |
| | Subtotal PHAMA staff costs | | | | | | | \$281,038.50 |
| 2 | ADMINISTRATION AND OPERATIONAL COSTS | | | | | | | |
| | Office rental | | | | | | | \$0.00 |
| | Phone & internet | | | | | | | \$6,000.00 |
| | Supplies and consumables | | | | | | | \$3,000.00 |
| | Equipment operations and maintenance | | | | | | | \$3,000.00 |
| | Vehicle operations and maintenance | | | | | | | \$3,000.00 |
| | Other transport costs | | | | | | | \$0.00 |
| | Utilities | | | | | | | \$3,000.00 |
| | Vehicle | | | | | | | \$0.00 |
| | Photocopier | | | | | | | \$0.00 |
| | Subtotal Administration, Equipment and Operational Costs | | | | | | | \$18,000.00 |
| 3 | ACTIVITY COSTS | | | | | | | |
| 3.1 | Long-Term Personnel travel costs | | | | | | | |
| | LRD support visits to PICTs | Lump sum | \$1,000.00 | | 0 | 0 | 0 | \$0.00 |
| | LRD coordination visits to PICTs | Lump sum | \$2,000.00 | | 0 | 0 | | \$0.00 |
| | LRD coordination visits to NZMPI & DAFF | Lump sum | \$3,000.00 | | 0 | | 0 | \$0.00 |
| | Bi-annual coordination workshops | Lump sum | \$35,000.00 | | | | 0 | \$0.00 |
| | Subtotal travel | | | | | | | \$0.00 |
| 3.2 | PPPO meeting costs | Lump sum | \$160,000.00 | | | | | |
| 3.3 | PPPO Executive Committee meeting | Lump sum | \$21,000.00 | | | 1 | | \$21,000.00 |
| 3.4 | International Standards for Phytosanitary Measures meeting costs | Lump sum | \$79,000.00 | | | 1 | | \$79,000.00 |
| | Subtotal regional meetings | | | | | | | \$100,000.00 |

Appendix D

| Ref | Resources | Units | Unit cost | Quantities | | | | |
|-----|--|----------|-------------|------------|-------|-------|-------|---------------------|
| | | | | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Total |
| 3.5 | Activity costs – LRD capacity build | | | | | | | |
| | BATS staff training – program management | Lump sum | \$2,500.00 | | 0 | 0 | | \$0.00 |
| | BATS staff training – SPS principles | Lump sum | \$2,500.00 | | 0 | 0 | | \$0.00 |
| | BATS staff training – Pest Risk Assessment | Lump sum | \$2,500.00 | | 0 | 0 | | \$0.00 |
| | Develop PPPO Plan and prioritise outputs | | \$3,000.00 | | | | 0 | \$0.00 |
| | Subtotal training | | | | | | | \$0.00 |
| 3.6 | Regional market access – based on PPPO Workplan | | | | | | | |
| | Regional workshops to capture and prioritise PICT market access requests | Lump sum | \$46,750.00 | | 2 | | | \$93,500.00 |
| | Develop market access submissions | Lump sum | \$20,000.00 | | | | | |
| | Identify and manage R&D | Lump sum | \$20,000.00 | | | | | |
| | Assist countries to negotiate and implement market access | Lump sum | \$20,000.00 | | | | | |
| | Subtotal market access activity costs | | | | | | | \$93,500.00 |
| | TOTAL COSTS | | | | | | | \$492,538.50 |
| | Other Activities not budgeted | | | | | | | |
| 3.7 | International IPPC engagement | | | | | | | |
| | Commission of Phytosanitary Measures Bureau 9 Rome meeting | | | | 0 | | | |
| | Asia and Pacific Plant Protection Commission meeting | | | | 0 | | | |
| 3.8 | PCC Meeting (coordinator & Director) | | | | 0 | | | |
| | PHAMA Heads of Quarantine meeting | | | | 0 | | | |



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