



# 2014 ANNUAL REPORT



# PIPSO

Pacific Islands Private Sector Organisation





## *VISION*

A region of opportunities for all people to grow and prosper.

## *MISSION*

To be a pivotal partner in harnessing resources to bring about real growth and prosperity for the region.

## *STRATEGIC GOALS*

- Build Strong and Responsive National Private Sector Organisations (NPSOs)
- Promote and facilitate greater cooperation and information sharing with the private sector
- Improve private sector dialogue and partnerships with government and partners
- Facilitate and build private sector business, trade and competitiveness
- To strengthen private sector involvement in national and regional policy development and support implementation
- To advocate for interest of the private sector at regional and international forums
- To maintain a sustainable, effective and relevant PIPSO

# ACRONYMS



<b>ACP</b>	African Caribbean and Pacific Group of Countries	<b>PCF</b>	Pacific Cooperation Foundation
<b>ADB</b>	Asian Development Bank	<b>PDF</b>	Pacific Disability Forum
<b>AGM</b>	Annual General Meeting	<b>PICs</b>	Pacific Island Countries
<b>ANZ</b>	Australia and New Zealand Banking Group Limited	<b>PICTA</b>	Pacific Island Countries Trade Agreement
<b>AusAID</b>	Australian Government's Overseas Aid Programme	<b>PIDF</b>	Pacific Islands Development Forum
<b>Biz Clim</b>	ACP Business Climate Facility	<b>PIFS</b>	Pacific Islands Forum Secretariat
<b>BMNZ</b>	Business Mentors New Zealand	<b>PIPSO</b>	Pacific Islands Private Sector Organisation
<b>BDF</b>	Business Development Fund	<b>PT&amp;I</b>	Pacific Islands Trade & Invest
<b>CBF</b>	Capacity Building Fund	<b>PITAP</b>	Pacific Integration Technical Assistance Project
<b>CEO</b>	Chief Executive Officer	<b>PITIA</b>	Pacific Islands Tuna Industry Association
<b>DFAT</b>	Australian Government's Department of Foreign Affairs and Trade	<b>PLP</b>	AusAID Pacific Leadership Program
<b>EU</b>	European Union	<b>PNG</b>	Papua New Guinea
<b>EDF</b>	European Union Development Fund	<b>PPD</b>	Public Private Dialogue
<b>FEMM</b>	Forum Economic Ministers Meeting	<b>PPP</b>	Public Private Partnership
<b>FICs</b>	Forum Island Countries	<b>PSD</b>	Private Sector Dialogue
<b>FSM</b>	Federated States of Micronesia	<b>PTDF</b>	Pacific Trade and Development Facility
<b>FTMM</b>	Forum Trade Ministers Meeting	<b>RMI</b>	Republic of the Marshall Islands
<b>ILO</b>	International Labour Organisation	<b>ROO</b>	Rules of Origin
<b>ITC</b>	International Trade Centre	<b>SICCI</b>	Solomon Islands Chamber of Commerce and Industry
<b>MSG</b>	Melanesian Spearhead Group	<b>SME</b>	Small Medium Enterprise
<b>MSME</b>	Micro Small Medium Enterprise	<b>SPC</b>	Secretariat of the Pacific Community
<b>MYOB</b>	Mind Your Own Business	<b>SPC-IACT</b>	Increasing Agricultural Commodity Trade Project
<b>NGO</b>	Non Governmental Organisation	<b>SPTO</b>	South Pacific Tourism Organisation
<b>NPSO</b>	National Private Sector Organisation	<b>TVET</b>	Technical Vocational Education and Training
<b>NZAID</b>	New Zealand Government's Overseas Aid Programme	<b>TNPSO</b>	Tuvalu National Private Sector Organisation
<b>NSA</b>	Non State Actor	<b>UNDP</b>	United Nations Development Programme
<b>OCO</b>	Oceania Customs Organisation	<b>USP</b>	University of the South Pacific
<b>OCTA</b>	Office of the Chief Trade Adviser	<b>WIB</b>	Women in Business
<b>PACER Plus</b>	Pacific Agreement on Closer Economic Relations ( Aus/NZ)	<b>WTO</b>	World Trade Organisation
<b>PACREIP</b>	Pacific Regional Economic Integration Programme		

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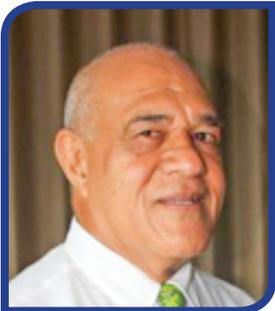


# 2014 BOARD MEMBERS



## Chair – Klaus Stunzner, Samoa

Klaus Stunzner is the Managing Director of Samoa Spare Parts & Accessories and is an Executive Member of the Samoa Chamber of Commerce & Industry. He has served on a number of statutory Boards and Committees in Samoa, which includes the Central Bank of Samoa, Samoa Institute of Accountants, Samoa Post and Samoa Trust Estates Corporation. He is a Chartered Accountant by profession. In 2006-2007 he was the President of the Samoa Chamber and also at the time was a PIPSO Board Member.



## Vice Chair – Howard Politini, Fiji

Howard J. Politini is the President of the Fiji Commerce & Employers Federation and the General Manager Human Resources at Bank South Pacific. Alongside his career path in teaching and management in civil aviation security and organisation culture change, Howard has had a parallel career in the Royal Fiji Military Territorial and Regular Forces. His private sector experience has been in human resources and rural banking. Howard has also served on numerous state owned enterprises boards and currently on community and private sector boards and trusts. Howard is also a certified Leadership trainer, coach, mentor and speaker on the John Maxwell Team.



## Kenneth Uyehura, Palau

Kenneth Uyehura is the Past President of the Palau Chamber of Commerce and also the President and owner of Micronesian Appraisal Associates, Palau. He is a general certified real estate appraiser and consultant. Kenneth is currently serving as the Chief of Staff for the Governor of Angaur State in the Republic of Palau and has served as the General Manager/CEO for Palau Public Utilities Corporation which involved management of five power plants and power distribution facilities serving over 21,000 residents. Between 1979 - 1989, Kenneth also served in various financial institutions in Hawai'i and Guam.



## Thomas Bayer, Vanuatu

Thomas Bayer is the Chair of the Bayer Group of Companies which consists of 50 companies operating in 8 countries (including Fidelity Pacific Life Insurance Company in Canada). He has been with the group for over 40 years. Mr. Bayer is also the 1st Vice President and Treasurer of the Vanuatu National Private Sector Organisation and a former Director of the Reserve Bank of Vanuatu. He was the Chair of the Vanuatu Financial Services Commission from 1993-2005, and is a Fellow of the Institute of Financial Consultants (Canada), the Financial Services Institute (Australia), the Taxation Institute (Australia) and a member of the International Bar Association, the Society of Trust Estate Practitioners, and the Offshore Institute.



## Catherine Papani, Niue

Catherine Papani is the current Vice President of the Niue Chamber of Commerce, a member since returning in 2005 and also serves as an Executive Member of the National Training Development Council in Niue. She is formally the Deputy Company Accountant for the Niue Development Bank (NDB), managing and supervising the Finance & Administration divisions of the bank. Prior to working at NDB, Papani was the Managing Director for the Coral Sands Management (Samoa) Limited from 2004-2005, and was also the Commercial & Financial Manager for Island Hopper Vacations from 2001-2004.

## 2014 BOARD MEMBERS *con't*



### Lorna Aloma Johansson, Tonga

Lorna Aloma Johansson is a past President of the Tonga Chamber of Commerce and Industry, and has served as Vice President and Treasurer for an accumulative number of 11 years for the Tongan Chamber. She is also the Chair for the Tonga Communications Corporation and the Executive Treasurer for the Tonga Red Cross Society. Aloma is currently a Proprietor/Practitioner for the Public Accountants & Business Consultant. Representing the chamber at national and regional forums, Aloma was one of two founding members of the Youth in Business in Tonga which is now entering into its 6th year and advocates for initiatives such as Business Licensing reform, Tax reform, Land Commission and the Tonga Energy Roadmap. She is also notably the first female Executive Director appointed to the Tonga Rugby Union Authority for the Rugby World Cup in 2011. She was also the first Private Sector recipient of the New Zealand Prime Minister Fellowship in 2014 and Co-opted member of the University of the South Pacific Council.



### Pulafuga Toafu, Tuvalu

Pulafuga Toafa is currently the Coordinator for the Tuvalu National Council of Women. Serving in the position for almost 10 years, Pula has worked in the Department of Women, Ministry of Home Affairs and Rural Development in Tuvalu, and was one of the Pacific Region's representative at the Commission on the Status of Women (CSW) in New York in 2009. She coordinated consultation on CEDAW and is a member of the UN Women CSO advisory group to the Pacific. She has also been involved in Community Communications Projects in Tuvalu, Cultural Development Programmes and the Development of the Tuvalu Family Health Association. Pula has also worked as a publisher and editor in the communications program, after graduating with a double major in Sociology/History/Politics and Journalism from the University of the South Pacific.



### Paula Taumoepeau, Tonga

*(Immediate Past Chair - Ex-officio)*

Paula Taumoepeau is a past President of the Tonga Chamber of Commerce and Industry and is a member of its Council. Paula is currently the Country Manager for Nautilus Minerals Tonga and Tonga Offshore Mining Limited. Prior to that Paula was General Manager of Leiola Group Ltd and was at the National Reserve Bank of Tonga for over 13 years. Paula is a director of two public enterprises, the Tonga Development Bank and Friendly Islands Shipping Agency.



### Mereia Volavola, Fiji

*(CEO - Ex-officio)*

Mereia Volavola is the Chief Executive Officer of PIPSO. In 2010, with her vast knowledge and experience in the area of Finance and Banking, Mereia joined PIPSO. Prior, she held the position of CEO of the Capital Markets Development Authority in Fiji. She has also worked for the Reserve Bank of Fiji, HFC Finance Ltd and Housing Authority.



# SECRETARIAT STAFF



Mereia Volavola  
*Chief Executive Officer*



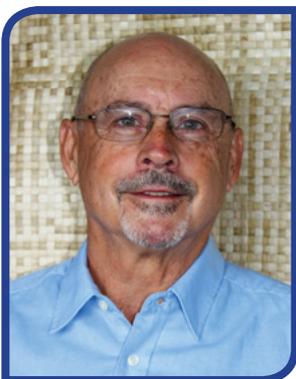
Winifred Gauna  
*Programme Officer*



Erica Lee  
*Communications/ Research  
Officer*



Alisi Tuqa  
*Programme Officer*



Leslie Massey  
*SME Financial Specialist*



Anna Giebels  
*Volunteer*



Isaac Whippy  
*Admin/Finance Officer*

# CHAIR'S REPORT



PIPSO continues to serve its members ably despite the funding challenges experienced during the year with some development partners. This challenge was the impetus for the Secretariat to look for new partners which was very success and valuable for PIPSO. Total funding for 2014 increased significantly by 161% to \$3.4m in 2014 from \$1.3m in 2013. Of the \$3.5m, more than \$781,000 was on-balance sheet funding and \$2.7m was for specific programmes like the pilot clusters in four countries and the second Trade Pasifika show. This is the highest level of funding ever recorded by the Secretariat since its establishment in 2007.

During the year, the ACP Business Climate Facility (BizClim) supported PIPSO's business cluster initiative which is the first in the Pacific Region. Business cluster provides a natural focus for business growth and economic development though the close collaboration of businesses, government and the academia. This is to improve businesses production, supply and quality of products and exports. I am very pleased to say, that despite the very limited time frame that was provided to develop the four pilot clusters in Samoa, Tonga, Papua New Guinea and Vanuatu, the results were a success. This has highlighted the need to continue the work to support building the competitiveness of businesses in the Pacific to enhance trade and Pacific Island economies.

Another exciting event took place in April. The second Trade Pasifika show was held in Suva, Fiji and where the number of exhibitors increased extensively by 55% to 86 from 47 in 2012. The venue of the trade event was also moved from Nadi to Suva to a bigger venue to cater for the increase. PIPSO is pleased with the various development partners' support and private sector sponsorships to this second Trade Pasifika. The Trade Event was also attended by the UN Under Secretary General and High Representative for the Least Developed Countries and Landlocked Developing Countries and Small Island Developing Countries (UNOHRLLS), Mr Gyan Chandra Acharya who addressed the exhibitors and buyers and reinforced the importance of support for businesses in the Pacific and their exports.

Following on from the Trade Pasifika in April, a number of exporters were supported by the Secretariat to take part in the trade exhibition at the margins of the Small Islands Developing States Conference in Apia, Samoa in August 2014. This was another successful trade exhibition event of Pacific producers and which was supported by various development partners in the region and the Government of Samoa.

To end the year, the PIPSO Secretariat planned and organised a very successful 2nd Pacific Women in Business Conference which attracted a very large number of participants from across the Pacific. The impact of the conference continues to be experienced across the region and the movement to support and increase women's participation in business gains momentum in many Pacific Islands. The business networks gained from the conference have seen the increase in business connection and trade for women in business.

Overall, I'm pleased that the Secretariat was able to fulfill most of its plans outlined in its three year Strategic Plan from 2013 to 2015 in 2014 despite the challenging funding environment. New development partners and collaborative working relationships with regional organisations and agencies provided added benefits and services to PIPSO members during the year. The Secretariat was able to reduce its expenses and improve on the overall efficiency and effectiveness of coordination, facilitation and implementation of its programmes.

I would like to thank and commend all the development partners and agencies that have worked in partnership with PIPSO especially the Pacific Leadership Program, European Union, UNDP Pacific Centre, Melanesian Spearhead Group, SPC, BizClim and the Office of UNOHRLLS in New York. Also I would like to thank all the Board members and the staff of the Secretariat for all the hard work during the year.

I also extend my sincere thanks to our Vice Chair Mr Howard Politini for his support and for his commitment and time to attend to PIPSO engagements here in Fiji and in the region. My sincere appreciation is also extended to our Board members for your support and valuable contributions to our Board discussions.

A significant part of the success of PIPSO depends on the success and strength of our NPSO's at the national level. I commend our NPSO's and your teams for the work you are doing within your respective countries to advocate for and build a stronger and resilient private sector.

Fa'afetai and God Bless

Mr Klaus Stunzner



# CEO'S REPORT



Given the prevailing environment in 2014, PIPSO Secretariat performed well and was able to complete most of the tasks required in the Strategic Plan for 2013 - 2015 in the year. 2014 was a very busy year for the Secretariat with a number of major events and coinciding with some international events for the Pacific Region.

Given that one of PIPSO's key strategic objectives is the capacity building of NPSOs, two assessments were undertaken on two NPSOs while the progress of various initiatives with other small NPSOs were monitored during the year. I am pleased to note that a number of capacity building activities undertaken in previous years have resulted in NPSOs strengthening their capacity and receiving funding support from development partners to support their activities for their members. Furthermore for some small NPSOs, they also received government support as part of their support to the private sector. During the year more than 50 percent of the NPSOs are producing annual reports of its activities which are tremendous improvement from previous years where only a handful of NPSOs were producing such reports.

PIPISO's visibility and information sharing with its members improved significantly with increased press releases, news articles of its programmes and projects, radio and TV interviews, increased presentations at national, regional and international forums and 50% increase visitor traffic to its website in 2014. Total visitors recorded were close to 11,000 compared to more than 5,000 in 2013. A total of 9 Pacific businesses were profiled in PIPISO's Newsletter and 15 press releases issued by PIPISO. We also received extensive media coverage from regional and international media resulting in a total of 88 news articles featuring PIPISO.

Private Sector dialogues were held along the margins of five regional forums during the year. This highlights the important contribution of the private sector in the development of the Pacific islands economies and the need for inclusive consultations, collaboration and partnerships. PIPISO representatives attended the Forum Economic Ministers and Officials meetings and presented the private sector concerns at these meetings. Following a private sector workshop, PIPISO and private sector representatives presented issues confronting the private sector with recommended solutions to the Forum Leaders in Palau. At the SIDS Conference in Apia, Samoa, a private sector dialogue was organised by the UNOHRLLS in partnership with the Samoa Chamber of Commerce which focused on Climate Change concerns, disaster risk mitigation and environmental clean technologies.

PIPISO secured three new partnerships which included Technical Centre for Agricultural and Rural Cooperation (CTA), Korea Chamber of Commerce and the UN Office for South-South Cooperation.

In the first half of the year, the first Pacific Cluster Pilot project which was funded by BizClim got underway. Papua New Guinea, Samoa, Tonga and Vanuatu developed some very interesting pilot clusters which conveyed the need for cluster approach to assist businesses in developing their capacity and increasing their production and exports. The second quarter was a buzz of activities for exporters as they converged for the 2nd Trade Pasifika show in Suva, Fiji in April.

The third quarter was marked by the various regional forums meetings in the region. PIPISO with its members were able to partake in the private sector dialogue that was organised at the margins of Forum Leaders and Forum Economic Ministers meetings. The fourth quarter ended with the 2nd Pacific Women in Business Conference which was held in Nadi, Fiji in November. This event surpassed the first event that was held in 2012. Participants to the conference increased by more than 82% and of which more than 60% were self funded. This indicated the growing recognition of this event across the region and the increasing need for women in business in the Pacific to network, discuss challenges and solutions. Above all, most of the participants were pleased about the business and trade connections made at the event.

During the year PIPISO continued to represent the Pacific private sector interest in twelve (12) international engagements and nineteen (19) forums at regional level.

With regards the operations of the Secretariat, funding increased by 161% to \$3.4m in 2014 from \$1.3m in 2013. The Secretariat continued to operate in a prudent manner to ensure that funding, benefits the members most. Personnel expenditures to funding ratio further declined to 9% in 2014 from 25% in 2013. This ratio indicates that more than 90% of the funding are spent for the benefit of members. On the other hand total expenditures dropped by 136% from the level in 2013 further improving the efficiency of the Secretariat.

Overall 2014 has been a big year for PIPISO and we sincerely thank all our development partners for their continued support. The success of PIPISO for 2014 is attributed to the hardworking staff, support and cooperation of our development partners and the support of the Board members. I would like to sincerely acknowledge the support of key donors who without them, PIPISO would not be able to carry out the work for the private sector. I would like to thank PLP, UNDP, MSG, EU, PIFS, UNOHRLLS and all the national private sector organisations in the 14 Forum island countries.

Mrs Mereia Volavola



## BUILDING STRONG AND RESPONSIVE NATIONAL PRIVATE SECTOR ORGANISATIONS

- Two NPSO Assessments
- Improvement in organisation structure and set-up
- Increase services to members
- Increase consultation with government
- 9 NPSOs producing Annual Reports in 2014



PIPSO Council Members at the 8th Annual General Meeting in Suva, Fiji

## NPSO Capacity Building and Mentoring

### NPSO Assessments

PIPSO conducted two NPSO assessments in 2014, for the Tonga Chamber of Commerce and Industry and the Niue Chamber of Commerce and Industry as per the 'Best practices guidelines for building resilient National Private Sector Organisations.' These guidelines were launched in June 2013 and assessments for PIPSO members began in 2014.

As an institutional strengthening exercise, the impacts of having conducted and draw findings from an NPSO assessment has far reaching impacts. This ultimately can strengthen the Chamber so that it can enhance its membership support, promote business development and trade, advocate for private sector issues with Government and through laws and policies, and encourage attracting investment into countries and the Pacific.

### Tonga Assessment

The NPSO assessment for Tonga Chamber was conducted in November 2014.

Overall, the Tonga NPSO can be said to be progressing well in terms of servicing its members, and managing general administrative and technical functions given the resources it has. There is room for improvement and institutional strengthening and the Board recognises this and is working to address this in: governance, membership and services and sustainability.

In terms of governance, the Tonga Chamber can be said to be on track. The Tonga Chamber was formed as a collective in the 1970s but only registered as an incorporated society in 1996 under the Tonga Incorporated Societies Act (1984). As an organisation it is bound and guided by its Constitution and By Laws, as well as a Strategic Plan outlining its priority areas. The latter is its core document in addressing annual work-plans and determining its annual budget.

On the policy landscape, there is room for improvement. The Board, during the consultation recognised that additional work needed to be undertaken and was seeking support to address this. The Chamber has a series of policy documents that form part of its governance system, such as the Office Procedures 2010 (updated in 2012), and a draft Finance Policy and Procedures. There has been moves to finalise the latter document and to develop other organisational policies but in-house capacities have been constrained and the Chamber acknowledges it needs to source external assistance (from within Tonga or PIPSO) to strengthen this area. The annual report is tabled at the AGM and made available to members but this is not posted or circulated widely or uploaded onto the Chamber website.

With regards to governance oversight, the Board has ultimately been responsible for this. The Chamber was without a Chief Executive Officer (CEO) for some years but in November 2014, through funding from the Pacific Leadership Program, a CEO recruitment was underway.

Membership over the last three years have fluctuated between mid seventies to just over 100 and various reasons can attribute to this movement. In 2014, the Tonga had over 100 members, with about 30 joining in 2014 as new/first time members. The Chamber has the potential to grow the membership even more but a lot is dependent on businesses seeing the value and benefits that will accrue from this association.

### Niue Assessment

During the trip to Niue for the ROO Workshop in November 2014, an assessment for the Niue NPSO, the Niue Chamber of Commerce, was conducted.

The Chamber is structured with its Constitution and Activity Design Document, which clearly sets out its strategies for a three year time period. Policies are in place for the operation of the Chamber and the Board. The Board Members are recognised Niue businesspeople who are active in their roles and advocacy for the Chamber members and private sector issues.

As part of the bilateral agreement, the Chamber receives New Zealand Government funding for its operation, programmes and also Business Development Fund it administers. The Chamber also has acquired a property as its investment and income generator.

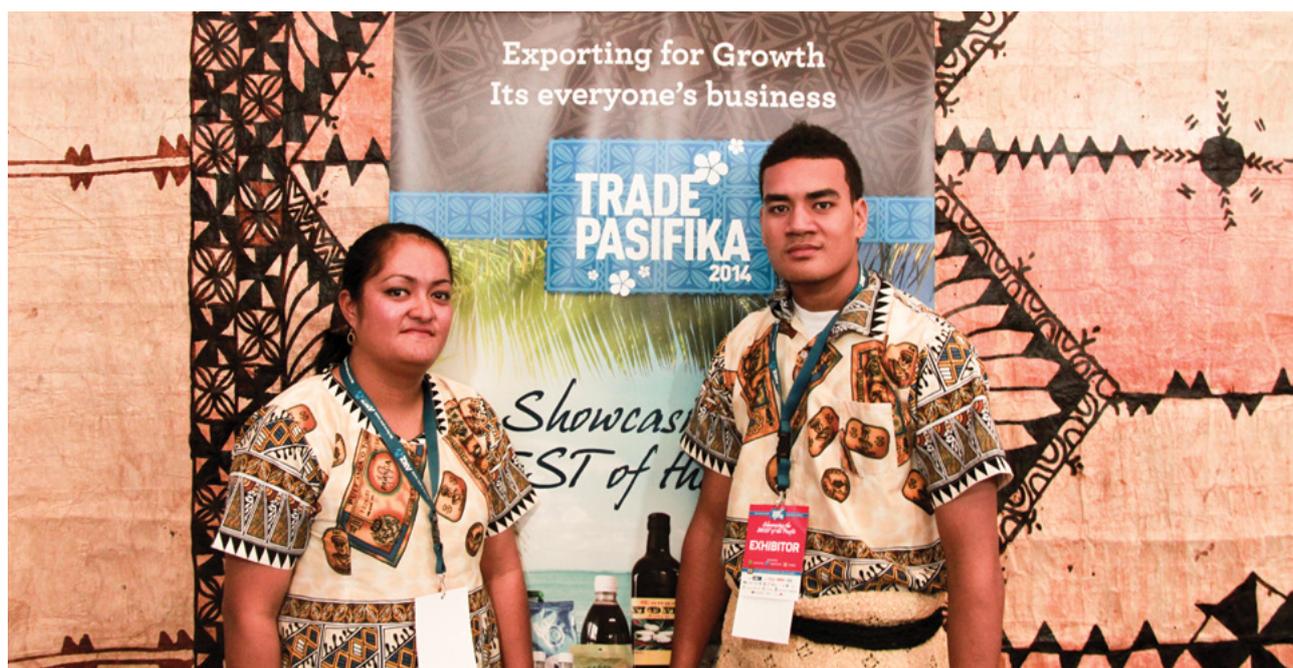
Membership of the Chamber is inclusive of all sizes and sector of the private sector in the country and services provided range from business advice, technical workshops, organizing trade

The Chamber programme has primarily focused on in-country business advocacy and training for members. Assessing membership and linking this to the general sustainability aspects of the NPSO is important and with the CEO on board there is a lot more room and ability to explore this linkage further to strengthen the Tonga Chamber.

fairs, youth entrepreneurship programs and Youth Employment Scheme. The Chamber has increased awareness with its website and facebook page and conducts annual business surveys, which has been accepted by the Government for inclusion in the national statistics. Despite its small staff numbers (3 FTime & 2 P/Time), the Chamber is active in its activities and advocacy roles for the businesses and maintains priority with its relationships to its main donor, the New Zealand High Commission.

The Chamber also has a strong and positive relationship with the Niue Government, with regular meetings and to the extent of the Chamber nominating representatives from the Executive Committee to sit on Government appointed Boards and Committees. Regional relations are also maintained appropriately by the Chamber.

Overall, the Niue Chamber was assessed to be strong and showed a marked improvement from the last assessment in 2012.



Tongan Youth participants at the 2nd Trade Pasifika event in Suva, Fiji



## SNAP Shot of NPSO Developments

PIPSO has also been monitoring the governance and reporting mechanisms of its members under the NPSO assessments. Some of the assessments and highlights for 2014:

- 12 NPSOs have developed strategic plans, 6 NPSOs have audited financial statements, 9 NPSOs are producing annual reports
- A number of NPSOs have improved very strongly in 2014 which included Kiribati, Papua New Guinea, Solomon Islands, Niue, and Tuvalu as they have developed strategies and are reporting annually their progress.
- Fiji Commerce and Employers Federation formed the *Women Entrepreneurs Business Council* which produced its first strategic plan and has been very active throughout Fiji.
- The Government of Kiribati passed a private sector bill on 2nd May 2014 which boosts the support of government to the private sector.

### Business Survey

In November, PIPSO conducted a business environment survey in Tonga. The aim of the survey was to capture a comprehensive picture of the current business activities in Tonga and what the enabling business environment is, and how this impacts business development. The methodology was two-fold – face to face interviews with businesses in Tonga, and survey participation online via email. The survey also aimed to gauge a comprehensive picture of doing business in Tonga and to see where there are gaps and/or areas for potential growth and or support.

For PIPSO, the survey exercise was to also help in its NPSO strategy – where to assist NPSOs in areas that are highlighted as challenges in the business survey findings – and develop and tailor PIPSO programmes and support accordingly to ensure that it meets those needs of the business community and that of the Tonga Chamber.

The results of the survey is also to provide better information on the situation of the business sector in Tonga with substantive information available to contribute to Government's creation of business oriented legislation and policies (eg trade, labour), as well as information to local businesses and potential investors (trade opportunities).



MOU signed between PIPSO and the Korean Chamber of Commerce and Industry, officiated by Vice Chair Howard Politini

## PROMOTE AND FACILITATE GREATER COOPERATION AND INFORMATION SHARING WITH THE PRIVATE SECTOR

- 88 news articles featuring PIPSO covered in the media
- 9 Profiles of Pacific Businesses featured in PIPSO's Newsletter
- 15 Press Releases
- Increased business facilitation
- SIDS Business Connections
- 50% increase in website visitors in 2014 from 5392 in 2013



## Communications and Visibility

PIPSO worked on improving its visibility and information sharing platforms through its website, social media and newsletter. PIPSO's newly revamped website went live in January 2014, and continued to be updated on a regular basis. The website proved to be an online information centre for members and the general public. In 2014, the total visitors to PIPSO's website was 10,742 compared to 5,392 in 2013, representing more than 50% increase. In 2012, the number of visitors was 6,948 visitors.

In terms of social media networking, PIPSO maintains four (4) Facebook pages, a Twitter and LinkedIn account. Social Media has increasingly become a means for PIPSO to communicate and share information widely with its members and interested stakeholders.

In 2014, 9 businesses were profiled in the newsletter and the website. In terms of general media coverage for the year, PIPSO featured widely in the local and

regional news spaces, featuring in 88 articles in print, radio and television. Key media highlights stemmed from key events that PIPSO organised, such as the Trade Pasifika, the Regional Cluster Project, and the 2nd Pacific Women in Business Conference. These have been the result of PIPSO producing timely media releases and alerting the media on all events PIPSO hosts and/or facilitates. The list of all PIPSO media coverage is listed on page 37.

PIPSO also released a short video on the mentoring programming undertaken by PIPSO for the Kiribati Chamber of Commerce and Industry. During the year PIPSO continually endeavours to strengthen its information and communication and outreach and acknowledged that adopting a multifaceted approach is essential - covering radio and television, print media, PIPSO website and social media. Further, regular emails to PIPSO's network complemented the media releases and articles.

## Business Connections

PIPSO members continue to use PIPSO for trade referrals. Most requests were looking for buyers for their products. A summary of trade referrals are listed in the table below. PIPSO also receives requests from the private sector regarding commodity prices and contacts for certain products or services that they may require.

Table 1 - Business Connections in 2014

Country	Requests from	Requested for
Cook Islands	Private Business	Contacts of handicraft doll maker in Savusavu, Fiji
Federated States of Micronesia	Private Business	Contacts for Breakfast cracker suppliers in Fiji
Fiji	Private Business	Trade Tariffs for New Caledonia and clothing import values
Fiji	Lau Women's Group	Looking for suppliers of oil filters and coconut oil buyers
Fiji	Korean Embassy	Contacts for and arrange business meeting with Fiji Businesses involved in renewable energy
Samoa	Private Business	Contacts for garment factories in Fiji
Tuvalu	Tuvalu NPSO	Source business cards from Fiji
Regional	Pacific trade and Invest	Source pacific cosmetics for Australian buyer
Regional	Pacific Women	Contacts for Women entrepreneurs in the North Pacific



For Ffowcs-Williams, Cluster Development Consultant being interviewed by a Fiji TV reporter.



## IMPROVE PRIVATE SECTOR DIALOGUE AND PARTNERSHIPS WITH GOVERNMENT

- Five regional dialogues at Leaders and Ministerial levels
- Three new partnerships for PIPSO
- One ACP Private Sector dialogue
- One Private Sector dialogue at the SIDS Conference

## Private–Public Dialogue

Private sector dialogue is an important process in building an enabling environment for private sector business entities. PIPSO encourages initiatives and supports PPD for its members. In future, PIPSO hopes to institutionalise this process as it is an important mechanism for bringing about reforms. A number of PPDs were held during the year at regional level.

### Private Sector Partnerships Forum - Fostering Private Sector Partnerships for the Sustainable Development of SIDS

In the lead up to the Third International Conference on Small Island Developing States (SIDS), the Government of Samoa, in partnership with the United Nations Office of the High Representative for Least Developed Countries, Landlocked Developing Countries and Small Island Developing States (UN-OHRLLS) and the Samoa Chamber of Commerce and Industry, convened the Private Sector Partnerships Forum from 30 – 31 August 2014 in Apia Samoa.

The Forum was a pre-conference event which brought together some 400 participants from the private sector, governments, civil society, inter-governmental organisations and the United Nations. Some 20 concrete partnerships, initiatives and recommendations were announced and a SIDS Global Business Network was established.

The Forum focused on seven thematic areas: Oceans and Marine Resources, Connectivity (through ICTs and Transport), Sustainable Agriculture, Sustainable Tourism, Disaster Risk Reduction, Renewable Energy and Financing & Support Measures for SIDS Private Sector. While these areas are not new nor are they emerging issues for SIDS, they do however remain high on the development discourse for SIDS. The Forum took a holistic approach in recognising the cross-cutting nature of these thematic areas including issues concerning: women in business, informal sector integration, capacity development, ease of doing business and access to inclusive finance.

The Forum culminated in a High Level Dialogue Co-Chaired by H.E. Tuilaepa Lufesoliai Sailele Malielegaoi, Prime Minister of the Independent State of Samoa and Mr. Denis O'Brien, Chair of the Digicel Group.

During the Conference, PIPSO signed a partnership agreement with CTA and also signed a Memorandum of Understanding with the UN Office for South-South Cooperation.

### ACP Private Sector Strategy

As part of the ACP's long term engagement under the Cotonou Agreement, the ACP Secretariat sought consultations with the Pacific on the development of the ACP Private Sector

Development Strategy in view of the €600m support fund to be provided by the EU to the ACP for private sector funding. Following their recommendation, a high level Symposium was held in Brussels as the final step of the stakeholder consultation process with all participants having the opportunity to make concrete recommendations on the operationalisation of the Private Sector Development Strategy in ACP countries. PIPSO with private sector representatives from Pacific, met in Brussels to discuss and prioritize the interests of the Pacific.

### Private Sector Dialogue – FEMM and Forum Leaders Meeting

The Private Sector Dialogue was held on 8th – 9th July 2014 at the margins of the Forum Economic Ministers Meeting in Honiara, Solomon Islands. The Dialogue featured key presentations relating to the key issues highlighted by the private sector in the FEMM Paper. The Dialogue was chaired by Solomon Islands Chamber President, Mr Tony Koraua.

The NPSOs provided updates on the three key issues in relation to their respective countries' practice. The Ministers were asked to include the private sector in consultations and the government's think tank; improve processing time of government payments to the private sector; and for the improvement of the dialogue process.

Forum Leaders were briefed on the FEMM dialogue process at their meeting in Palau. The Leaders noted the strengthened private sector dialogue arrangement involving the Economic Ministers and expressed their support for the theme of the 2015 Forum Economic Ministers Meeting "The development of, and increased engagement with the private sector in the region."

### Pacific Islands Development Forum

PIPISO continues to participate as a partner and sits on the governing council. PIDF is a unique platform focused on regional development challenges through mutually beneficial innovative partnerships. It provides a high level platform for PIPISO to advocate for the interests of the private sector at the regional and international level. PIDF's consultation process includes governments, business and civil society leaders to secure concrete commitments and mobilise action in support of the Green Economy.

## International Partnerships

### MOU with UN Office for South-South Cooperation (UNSOSSC)

During the SIDS Conference in August 2014, PIPSO signed a Memorandum of Understanding with the UN UNOSSC. The MOU was signed by PIPSO's Chair Klaus Stunzner and the UNOSSC Director Teresa Liu. The objective of the cooperation between UNOSSC and PIPSO is to promote a virtual and physical PPP platform for private sector in the Pacific region through South-South and triangular cooperation to strengthen the capacity of its member countries by providing improved access to technologies, assets and finance partners in a secure environment, and enable them to dialogue with their governments.

Special areas of cooperation will include:

- Identifying potential businesses for business partnerships between the Pacific businesses and international companies, particularly in the identified sectors;
- improving access to technology, finance and investment opportunities;
- working with other key stakeholders at national, regional and international levels to support businesses in mutual responsibility;
- sharing of information that is necessary to assist in development of businesses; and
- exploring innovative approaches to strengthen collaboration.



MOU with UN Office for South-South Cooperation. Officiated at the SIDS Conference in Apia, Samoa

### Building economic and trade resilience for entrepreneurs and strengthening agribusiness development in the Pacific – CTA Agreement

In August 2014, PIPSO signed an agreement with the Technical Centre for Agricultural and Rural Cooperation (CTA) to strengthen the agri-food systems in the Pacific by supporting agribusiness development and transformative partnerships. The partnership will start in 2015 with a five year programme that will address strategic areas supporting the Pacific agri-food sector, including policies, value-chain development, ICTs and knowledge management. One of the flagship activities will be an annual joint agribusiness forum, which will bring together key actors in agri-food chains in order to promote exchange of best practices on innovative, inclusive and sustainable models, address existing gaps in data acquisition and analysis and provide capacity building to key private and public organisations.

### MOU with the Korea Chamber of Commerce and Industry

PIPISO signed an MOU with the Korea Chamber on 3rd July 2014 to strengthen the business network between Pacific businesses and Korea and to build efficient mechanism to coordinate and match the business needs between the Pacific Island Countries and Korea. The MOU was officiated by PIPISO Vice Chair Howard Politini and Mr. Dong-geun Lee, Executive Vice Chair of the Korea Chamber of Commerce and Industry.

## Regional Partnerships

### Pacific Leadership Programme

Since 2008, Pacific Leadership Programme has been PIPSO's largest development partner. PLP has been providing some core costs and funding for some key programmes like the Trade Pasifika. The relationship shared by PIPSO and PLP is one aimed at strengthening governance and leadership in the region for the private sector.

### Pacific Islands Forum Secretariat

PIPISO participated in several PIFS forums to represent and advocate for private sector issues. These included:

- PITAP
- 11th EDF Consultations
- Pacific Plan Review
- Aid for Trade Meetings
- Forum Leaders Meeting
- Forum Economic Ministers Meeting
- Non State Actors Meeting
- CROP Gender Working Group
- Strengthening Pacific Economic Integration Through Trade
- PACER PLUS NSA Meeting

### Secretariat of the Pacific Community

Through an MOU signed in 2013, PIPISO has maintained a collaborative and complementary relationship with SPC. In 2014, these included attending each organisations meetings and events such as:

- Cluster Development in the Pacific Project
- Cultural Industries Workshop
- Pacific Women in Business Conference
- Trade Pasifika
- Marketing and Quality Assurance Training
- Caribbean Week of Agriculture in the Caribbean

### Pacific Women Shaping Pacific Development

Pacific Women is a ten (10) year programme of the Australian Government focused on enabling women and men across 14 countries in the Pacific to improve the political, social and economic opportunities for women. It reflects the Government of Australia's commitment to work for improved equality and empowerment of women.

The programme funded PIPISO's bi-ennial Pacific Women Conference held from 26th - 28th November on Denarau in Fiji. The programme funded the participation of three participants from each of the PIPISO's 14 Pacific Island member countries. The Conference was attended by close to 200 women from around the region from the business

and community sector as well as representatives from the Ministries of Women. The conference was officially opened by Australia's Ambassador for Women and Girls, Natasha Despoja Stott, AM

### South Pacific Tourism Organisation

SPTO utilised PIPISO's Financial Management Tool Kits to train their selected tourism operators under the Pacific Regional Tourism Capacity Building Programme funded through the European Union. The Financial Training featured a mixture of level 1 - 3 of PIPISO's Financial Training tool kits. SPTO also supports PIPISO through information sharing and support for the tourism industry. PIPISO also included SPTO in its regional cluster initiative review workshop.

### Pacific Cooperation Foundation

PIPISO and PCF developed a Marketing and Quality Toolkit in October 2012 and trainers from 8 countries, representing the NPSOs, were trained on the toolkit so they can conduct training in their respective countries. The toolkit continues to be used by PIPISO and the trained NPSOs to train the private sector.

During the year, PCF and PIPISO collaborated in a seminar to evaluate the Toolkit and the experiences noted by the Trainers over the past two years. As part of the evaluation, two surveys were conducted:

- one for businesses to determine the effects of the training on their operations and;
- the NPSOs on how the TOT has assisted in the capacity building of the NPSO.

The majority of respondents agreed or strongly agreed that the training enabled them to understand and implement a range of changes. This indicates an overall positive response regarding the immediate impact of training.

PIPISO was also invited to attend and participate in the Pacific Wave 2014 conference, organised by the PCF and held in Auckland, New Zealand in June 2014. The event brought together the private sector, business councils and government representatives from New Zealand and the Pacific to have discussions on what's needed to accelerate Pacific export growth.



## **FACILITATE AND BUILD PRIVATE SECTOR BUSINESS, TRADE AND COMPETITIVENESS**

- **Trade Pasifika 2014**
- **55% increase in number of Trade Pasifika Exhibitors**
- **297 SMEs received PIPSO training**
- **Development of four Pilot Clusters**
- **Successful Pacific Women in Business Conference**
- **Support for business in regional and international trade exhibitions**

# Trade Capacity Building

## Market Connections

### Trade Pasifika

Fiji hosted the second regional trade show, Trade Pasifika 2014 on 2nd – 4th April 2014. Trade Pasifika 2014 was a 3-day event targeting the best of Pacific businesses and enterprises in the agriculture, aquaculture and tourism sectors. The event brought together diverse businesses to showcase their goods and services, to enhance trade within the region and beyond, by providing a platform for Pacific businesses to come together and foster business relationships. For buyers, it was the opportunity to meet suppliers and producers of highly valued Pacific products, destined for niche markets.

Trade Pasifika 2014 saw a 55% in exhibitors participating with a total of 86 exhibitors as compared to 47 exhibitors in 2012. Similar to the Trade Pasifika 2012 event, the Trade Pasifika 2014 featured the best of the Pacific markets; distinctively portraying each country’s export potential, investment opportunities in Agriculture and Aquaculture and its key features as a tourism destination. Trade Pasifika 2014 also distinctively featured Pacific Women and Youth Entrepreneurs.

The Trade Pasifika 2014 was coordinated and guided by a Steering Committee and Secretariat and boasted a total of 28 sponsors, suppliers and development partners, as listed in the table below:

Table 2 - List of Trade Pasifika Sponsors

Corporate Sponsors		Media partners	Regional /International Orgs
ANZ Bank (Gold Sponsor)	Tork	Fiji One	Pacific Youth Council
DHL	Narseys	Fiji Times	Secretariat of the Pacific
Coca Cola Amatil	Star Printery	Communications	Community
Fiji Coffee	Fiji Airways	Fiji Limited	Melanesian Spearhead Group
Fiji Water	Ministry of Trade	Sky Pacific	Pacific Islands Private Sector
Holiday Inn	and Industry		Organisation
Williams & Goslings	Investment Fiji		Pacific Leadership Programme
Learn.Fast Centre	Fiji Sports Council		UNDP
Tanoa Plaza Hotel			International Labour
			Organisation

### Outcomes of Trade Pasifika

From all accounts, the Trade Pasifika 2014 was a great success with exciting net gains for businesses, albeit not without its challenges. The successes stemmed from many sources, viz: the businesses that participated and exhibited their products; the members of the public that visited the tradeshow and feedback received; the buyers that attended to scout the Pacific wide products on offer; and last but not least, the diverse sponsors and partners, and volunteers that stepped forward to be part of this event and thus supporting a regional platform like the Trade Pasifika, aimed at encouraging business development, trade and investment in the region.

The event also provided an opportunity to grow and develop trade leads, and to meet and network with Pacific Island businesses and to create long lasting relationships. The next Trade Pasifika will be held in Papua New Guinea in 2016.

### UN Small Islands Developing States Trade Fair

Within the margins of the Third International Conference on Small Island Developing States held from 1 to 4 September 2014 in Faleata Sports Complex in Apia, a small exhibition was organized by the UN with the assistance of PIPSO. PIPSO supported a number of participants at this Trade Fair.

### Pacific Women in Business Display

During the 3-day Pacific Women in Business Conference held at the Sheraton Resort in Fiji, a mini trade fair was held to promote the products of participants. There were 15 stalls all providing unique products from 5 Pacific Island Countries.



Financial Management Training of the Trainers Course. Five trainers completed the course in Suva, Fiji

## Market Access

PIPSO collaborated with its regional partners and donor agencies to provide training for the private sector in financial management.

## Financial Management Training.

The financial toolkit was used to provide a flexible range of training to meet the individual needs of entrepreneurial women's groups, youth groups and small to medium enterprises. Delivery during the year focused on Level 1 training, which covers basic record keeping using and cash based bookkeeping system, cash flow management & cash forecasting. However, on a number of occasions this programme was combined with one or more Modules from Levels 2 and 3. The other topics covered included profit reporting, balance sheet, product costing and pricing. While generally the complexity of the topics increases at higher levels, the toolkit is sufficiently flexible to allow the combination of compatible modules from different levels to meet the particular interests of entrepreneurial and SME focus groups.

During the year a total of 202 participants from business and community groups received financial management training. This number has significantly increased from 2013. There were trainings requests from other Pacific Islands but PIPSO was unable to meet these due to limited funding.

## Training of Trainer (ToT) Workshop

In October the first ToT workshop on Financial toolkit was conducted in Suva, Fiji. Five of the six participants who started the programme successfully completed it, passing their final test by delivering a Module each at the Level 1 workshop from 20 to 21 October.

The response from participants in the Level 1 workshop was so positive that we conducted a Level 2 workshop the following month and have a Level 3 workshop planned for 2015 to complete the training programme.



Level 1 Financial Management Training held in Suva, Fiji

Table 3 below lists all the financial trainings conducted in 2014

Date	Location	Topic	Organisation	No of Participants
13 February	Nadi, Fiji	Level 3, Module 1 only	Nadi Women in Business (Westpac funded)	24
18 - 20 March	Suva, Fiji	Mixed Levels 1 to 3	Lau Women's Group	18
28 - 30 March	Labasa, Fiji	Mixed Levels 1 to 3	Labasa Women's Craft Group	27
14 - 16 May	Savusavu, Fiji	Level 1 + Module 3.1	Savusavu Youth Group	22
1, 2 and 4 August	Taveuni, Fiji	Mixed Levels 1 to 3	Taveuni Youth Group	22
6 - 8 August	Taveuni, Fiji	Level 1 + Module 3.1	Taveuni Women's Group	18
9 - 10 October	Nadi, Fiji	Mixed Levels 1 to 3	South Pacific Tourism Organisation	22
13 - 22 October	Suva, Fiji	Train the Trainers	Various	5
20 - 21 October	Suva, Fiji	Level 1	SME businesses	27
17 - 18 November	Suva, Fiji	Level 2	SME businesses	17

### Marketing and Quality Assurance

These trainings were held only in Fiji in 2014 due to funding constraints. The requests for these training came from community groups involved in various activities. PIPSO also included the Finance modules in the programme.

Table 4 Community Group Training

Date	Location	Organisation	No of Participants
18 - 20 March	Labasa, Fiji	Labasa Women's Craft Group	18
14 - 16 May	Savusavu, Fiji	Savusavu Youth Group	27
1, 2 and 4 August	Taveuni, Fiji	Taveuni Youth Group	22
6 - 8 August	Taveuni, Fiji	Taveuni Women's Group	18



Participants of the Marketing and Quality Assurance Training in Savusavu, Fiji

### Trade Training

PIPISO collaborated with the Oceania Customs Organisation (OCO) Secretariat to conduct regional training on trade issues and the Rules of Origin (ROO). This partnership was formed in 2013 and the trainers are to familiarise themselves with key stakeholders of the different methodologies used in determining ROO, the administrative Customs procedures and other requirements that will enable exporters to seek preferential tariff treatment for their products. Due to budget constraints, only one training was conducted in 2014 in Niue attended by 10 participants. Participants also noted the need for private sector participation in trade negotiations/discussions and that their national trade officials needed to be more knowledgeable on trade details and provide assistance to the private sector on how trade agreements will benefit business.

Table 5

Date	Location	Organisation	No of Participants
3 - 5 November	Alofi, Niue	Oceania Customs Organisation and Pacific Islands Private Sector Organisations	10

## Private Sector - Capacity Building

### Regional Cluster Initiative In The Pacific

In collaboration with the European Union ACP Business Climate Facility (BizClim), PIPSO implemented the Regional Cluster Initiative in the Pacific project, targeting four Pacific island countries – Papua New Guinea, Samoa, Tonga and Vanuatu.

The key objective was to support business growth through the development of pilot clustering initiatives in each of the four countries. The project was building on the recommendations from the Business Value Chain Study, conducted by PIPSO, on improving business value chains in the Pacific region. That study highlighted the importance of enhanced business development through improved cluster business policies; legislations and policy strategies to develop industry clusters; better information sharing and networking; and improved capacities at the national level.

A cluster is a geographical concentration of businesses, suppliers and associated institutions which are interconnected. By their nature of being closely located, clusters are considered to increase the productivity with which companies can compete, and encourage innovation, and the stimulation of new business.

The cluster project essentially centered on developing one pilot cluster in each of the four countries. Aligned to this is the development of a Cluster Development Management System, to be used by PIPSO and the National Private Sector Organisations (NPSOs). The Cluster Development Management System outlines a step-by-step approach to clusters and will include some key

lessons learned from the four pilot initiatives.

BizClim committed €932,000 (approx FJD\$2.4m) to this project, which commenced in March and officially concluded in August 2014. The pilot cluster initiatives in the countries were as follows:

PNG: Information and Communication Technologies (ICTs) Cluster Initiative

- Samoa: Coconut Cluster Initiative
- Tonga: Team Tonga Branding Initiative Cluster (covering agro-foods, cultural goods, sports and events)
- Vanuatu: Cruise Tourism Cluster Initiative (and later the Food Cluster)

### National events to support cluster development

In March through to June, three sets of workshops (Cluster Muster workshops, Strategy workshops, and the Project workshops) were held in each country bringing together stakeholders and interest groups involved in the selected pilots. The workshops provided the platform to bring stakeholders together to prioritise issues to be addressed in the clusters, and map out strategies for subgroups or subclusters (formed at the workshops) to progress at the local level. Some key projects have stemmed from the clusters and these are being developed further to secure funding and other support. More national/local activities pertaining to the clusters are detailed in the table 6.

The workshops in the countries were facilitated by the country teams led by the team leader, with support from the project coordination team which comprised the Cluster Expert Ifor Ffowcs-Williams, and Alisi Tuqa of PIPSO.



Participants at the Cluster Development Review Workshop in Nadi, Fiji

Table 6 National Cluster Activities

Cluster results:	
PNG	<ul style="list-style-type: none"> <li>• ICT cluster formed with an interim Chairperson selected and a cluster action team comprising volunteers.</li> <li>• 3 national workshops held bring over 200 participants together.</li> <li>• Workshop on Incubators held to see how the ICT Cluster could develop its own incubator project.</li> <li>• Cluster Action Team scoping visit to Brisbane Incubators.</li> <li>• Cluster logo and website developed.</li> <li>• The PNG Google Group was launched on the fringes of the cluster workshop.</li> <li>• PNG ICT specialists based in California (Silicon Valley), Singapore and Japan featured as keynote presenters at the cluster workshops.</li> <li>• List of projects for the ICT cluster developed and being discussed with interest groups for resource mobilising and additional support.</li> </ul>
Samoa	<ul style="list-style-type: none"> <li>• Coconut cluster formed with an interim Chairperson selected and a cluster action team comprising volunteers.</li> <li>• The NPSO, Samoa Chamber of Commerce &amp; Industry is the interim cluster Secretariat.</li> <li>• 3 national workshops held in Apia, and 1 with coconut farmers on the island of Sava'ii.</li> <li>• Industry presenters from NZ, Fiji and Tonga at the workshops.</li> <li>• List of projects for the coconut cluster developed and being discussed with interest groups for resource mobilising and additional support.</li> </ul>
Tonga	<ul style="list-style-type: none"> <li>• Team Tonga cluster formed with an interim Chairperson selected and a cluster action team comprising volunteers. There are also team leaders leading the sub-groups.</li> <li>• 3 workshops held, which included a workshop with the Tonga Rugby Union.</li> <li>• List of projects developed by each sub-group with key focus being on the key sporting and celebratory events in 2015.</li> </ul>
Vanuatu	<ul style="list-style-type: none"> <li>• 3 workshops held (but no cluster action team or Chair was selected).</li> </ul> <p>Note: In October, PIPSO received funding from the Australian Government via the Pacific Leadership Programme to work with the Vanuatu Chamber of Commerce and Industry to work on redeveloping a cluster for Vanuatu. A Food Cluster was chosen and a workshop was held in Port Vila bringing together 20 key businesses and stakeholders of the food industry in Vanuatu. A list of action items to progress the cluster was developed and now the interim group is seeking resources and support with PIPSO's assistance.</p>

### Project Coordination

The project was coordinated by PIPSO through its 'coordination team' who facilitated and delivered the project outputs with the country teams. Prior to the in-country workshops, a collective meeting to launch the project was held in Nadi, Fiji on 3 & 4 March. It was also the opportunity to bring the four country teams together to coordinate implementation aspects with PIPSO.

On the 11 & 12 August, PIPSO convened a cluster review workshop in Nadi, Fiji, again bringing the country teams together to share their cluster development story, and particularly the challenges faced, as well as sharing on their future plans with a forward agenda.

Some of the national private sector organisations who were not part of the cluster attended the workshop so they could hear of the lessons learnt and about cluster development and potentially if and how clustering could be a policy agenda for their economies. The countries represented were Cook Islands, Kiribati, Niue, Solomon Islands, and Tuvalu. Also in attendance were the South Pacific Tourism Organisation and the Secretariat of the Pacific Community.

The partners in the countries for the cluster project were: the PNG Chamber of Commerce & Industry; PNG Business Council; Samoa Chamber of Commerce and Industry; Tonga Chamber of

Commerce and Industry; and the Vanuatu Chamber of Commerce & Industry.

The key challenge to the project was the duration itself. It was a project that ultimately was expected to be completed in a space of 5 months where ideally a support over a multiyear period of about 2-3 years would have been ideal and to see the clusters develop and build momentum. Another challenge, in part due to the very short duration, was the poor and lack of financial support to the NPSOs who were facilitating a great part of the private sectors participation in the cluster exercises. Had the NPSOs received funding to support the cluster development work and post-project, the momentum and development of the clusters and their activities and results, would have been significant.

### Forward agenda

PIPISO and the in-country coordination teams continue to provide support to the cluster country teams and those members exploring cluster development for their economies.

PIPISO is also working on cluster resource mobilisation to support further clustering work as well as working with partners to get on board cluster coordinators to support the businesses in the countries, and mobilise a variety of resources and contacts.

## The Vanuatu Food Cluster

With assistance from the Australian Government, via the Pacific Leadership Programme, PIPSO was able to assist with a workshop on developing the Vanuatu Food Cluster. There was some reflection on the pilot cluster on cruise tourism and noted that there were key lessons for the food cluster to take into account as it progresses with its work. The food cluster noted that as the food cluster develops, there are potential cluster spin offs, and one being the cruise tourism.

The food cluster was formed to address 3 areas – some form of import substitution especially with regards to vegetables and ensuring consistent and quality supply; training and skills development – in farming systems, and culinary aspects; and enhancing local businesses involved in food, with potential to targeting exports. This means a multi-

stakeholder approach to achieving the food cluster objectives – working with businesses, government, regional/international agencies for technical assistance and funding support, community groups and associations, and educational/training groups.

The Vanuatu Ministry of Agriculture, represented at the workshop, echoed and supported the sentiments of the cluster group members and how this supported Governments food security aspirations and job creation.

The cluster identified some potential collaboration areas such as shared marketing programmes and potential marketing manager, technical assistance and training programmes for farmers, and product development labeling and packaging (bulk purchasing etc).

## Support for Women Entrepreneurs



*Participants of the 2nd Pacific Women in Business Conference held in Nadi, Fiji*

PIPISO held its second biennial Pacific Women in Business (PWIB) Conference on 26th-28th November at Sheraton Fiji Resort, Nadi, Fiji. Building on from the momentum of the 2012 Conference, the 2014 conference continued with the approach to include women entrepreneurs, government officials and community representatives.

The theme of the 2014 conference, 'Building Women Entrepreneurs-Building Nations' highlighted that women's economic empowerment is increasingly seen as one of the driving forces behind economic growth. Women's economic participation as entrepreneurs, employees and leaders is recognised as a measure of a country's dynamism and viability.

Different aspects of this theme were highlighted over the three successive days of the conference by 40 inspirational speakers with a total of 187 participants attending the conference.

The conference also included field visits and mini trade fair to increase networking. The combination of inspirational speakers, workshops and collegian interactions, both formal and informal, guaranteed a free exchange of ideas and experiences between the participants. These in turn have resulted in a variety of positive outcomes which will strengthen the Pacific Women Entrepreneurs.

This conference was a platform to hear from Pacific Women in Business; advocating for better business environment in view of their struggles and difficulties, the need to encourage and support businesses that assists the community and alleviate poverty, the need to speak out about women and children that are below the radar i.e. those that are not captured and assisted in any way, the need for donor agencies to tailor make their programmes that really addresses the priority issues that will assist business women, the need to network more and increase trade amongst themselves and the need for government, private sector and the community to work closely together.

The atmosphere at the conference was filled with confidence and euphoria. Participants inspired by stories of resilience in the faces of adversity. Facilitated by Bernadette Rounds Ganilau who enchanted the women with her charisma, and the presence of influential participants like Janet Sape, Esther Tali Suti, Robert Oliver, Nanette Tutua, Debra Sadranu, Emeline Afeaki Mafele'o definitely boosted discussions and participation at the conference.

The conference was funded by the Australian Governments Pacific Women Shaping Pacific Development Program with private sector sponsorship from various companies including Westpac Banking Corporation, Green House Studios, Mai Life Magazine, Pure Fiji and DJ Works Fiji. The conference was officially opened by the Australian Ambassador for Women and Girls Natasha Stott Despoja, AM.

### Outcomes of the PWIB

- Greater understanding and skills development for women entrepreneurs in the core aspects of business growth issues.
- Increased networking and connections amongst participants



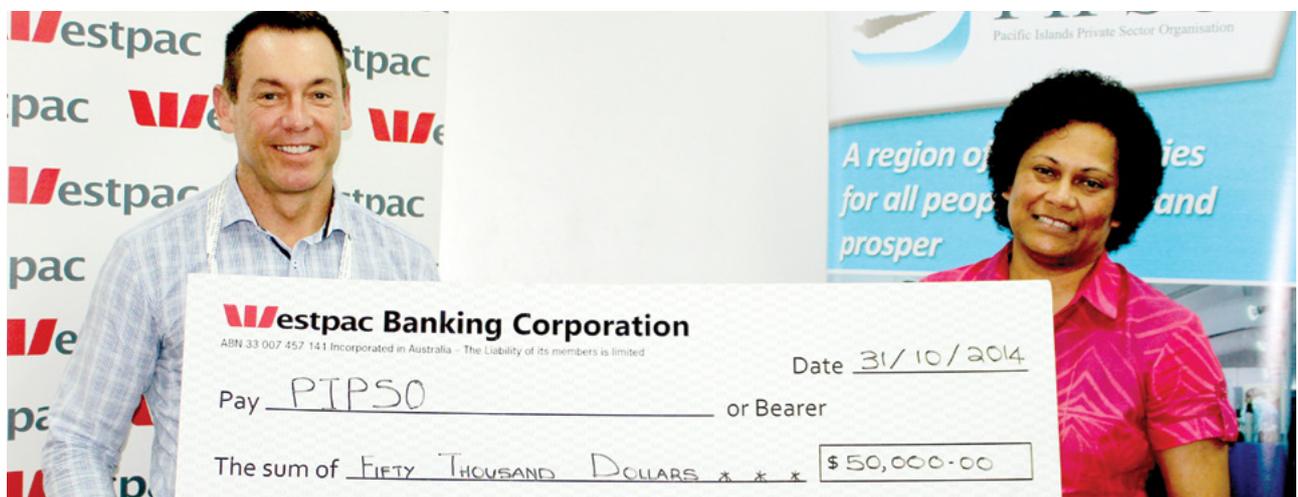
Chief Guest Australian Ambassador for Women and Girls Ms Natasha Stott Despoja, AM.

- Seeking and identifying trade opportunities
- Strong advocacy connections formed.
- Increased awareness on assistance provided by development partners and organisations.
- Awareness and understanding by the government representatives on women entrepreneurs issues.
- Connecting of women entrepreneurs with community leaders and government representatives
- Connecting women entrepreneurs to development partners/institutions

### Recommendations

The following recommendations stemmed from the conference.

- Telecom Companies to have more towers to enable Connectivity for businesses
- Governments must support women's Organisation and Ministry of Women
- Donors to channel funds towards women entrepreneurs programmes
- Australia Government assistance for women entrepreneurs
- Governments and organisation must establish trade and markets for women



Westpac handing over the \$50,000 cheque as the major sponsor of the Pacific Women in Business



## **STRENGTHEN PRIVATE SECTOR INVOLVEMENT IN NATIONAL AND REGIONAL POLICY DEVELOPMENT AND SUPPORT IMPLEMENTATION**

- Forum Economic Ministers Meeting
- Pacific Islands Forum Leaders
- Pacific Islands Development Forum
- NSA Pacer Plus Engagement
- Trade Policy Consultation

# Private Sector involvement at national and regional forums

## Forum Economic Ministers Meeting (FEMM)

PIPSO participated at the 18th Forum Economic Ministers meeting (FEMM) held on 10th July 2014 in Honiara, Solomon Islands.

In 2013 FEMM Ministers agreed on the following for the Private Sector Dialogue,

- engagement take place at the Leaders and at the Economic Ministers Meetings; and
- discussions with the Forum Economic Ministers be comprehensive, and set the agenda for Private Sector Dialogue with Leaders.

Thus, the first Private Sector Dialogue in the margins of the FEMM 2014 occurred in July 2014. Prior to the Dialogue, the Secretariat submitted a FEMM paper from the Private Sector highlighting three (3) key issues for the private sector in the Pacific.

The issues were formulated through comments and contribution PIPSO sought from the NPSOs. All PIPSO member countries were represented except for RMI, Tuvalu, PNG and Niue. Representatives from Australia (Australia Pacific Islands Business Council) and NZ (Pacific Cooperation Foundation) were also part of the Dialogue.

The one and a half day dialogue comprised of presentations relating to the three key issues highlighted in the FEMM Paper. NPSOs provided updates on the three key issues in relation to their respective countries' practice. The outcomes of the dialogue was presented to the Officials Meeting and the Ministers Meeting. Overall, the Ministers endorsed the recommendations from the PSD outcomes.

## Pacific Islands Forum Leaders Meeting

The 45th Pacific Islands Forum and was held from 29 July - 1st August 2014, in Palau. The private sector was given an opportunity to dialogue with the Leaders on issues of importance to the private sector in the region. This was the fifth time that the private sector has presented to the Leaders since 2010. Prior to the dialogue, PIPSO solicited comments and issues from its 14 NPSOs.

## Pacific Islands Development Forum

PIPSO continues to engage with the PIDF as a member of the governing council. PIDF is a unique platform bringing together leaders from

the public and private sectors and civil society to address regional development challenges, through mutually beneficial innovative partnerships. PIDF uses the expertise of the private sector, normative leadership of the public sector, and successful delivery mechanisms of civil society. It provides a framework for bringing together governmental, business and civil society leaders to secure concrete commitments and mobilize action in support of the Green Economy.

## Regional Non-State Actors (NSA) Engagement

PIPSO welcomed the re-engagement of PIFS with NSAs - with an Executives meeting taking place on 3th December in Suva, Fiji.

This was the inaugural Executive PIFS-NSAs meeting aimed at promoting high level dialogue, coordination, collaboration into 2015, and expected to be the first of a series of meetings relating to greater engagement to build a reliable, and effective platform for PIFS and NSAs to engage within a strategic framework. This is in recognition that NSAs make significant development contributions, which include regional policy dialogue for effective change and results in our communities.

On 12th December, PIFS hosted the fourth NSA Dialogue on the PACER Plus, in Nadi, Fiji. PIPSO has been part of this meeting process since the inaugural event in Honiara, Solomon Islands in 2010.

This 4th NSA Dialogue on PACER Plus was to inform the NSAs of the progress of PACER Plus negotiations and implementation issues, noting that the negotiations were nearing conclusion. It was to also provide an opportunity for NSAs to make observations particularly on its role as national governments roll out the implementation of PACER Plus. Further, the Dialogue was to encourage open discussion of critical issues pertaining to PACER Plus.

Unfortunately, the majority of the NSAs were not able to attend the dialogue so the meeting was in effect not truly representative of the NSAs and their interests being tabled for discussions with regards to the PACER Plus developments.

## Trade Policy Development

PIPSO supported work undertaken in two national trade policy development exercises in consultations with regards to the development of the Tuvalu Trade Policy and Implementation Plan; and the national consultations pertaining to labour mobility for Tonga.

### Tuvalu Trade Policy Consultations

PIPSO assisted a UNDP funded consultancy in the formulation of the Tuvalu's Trade Policy Framework by provision of information and consultation with the Team. PIPSO met with Mr Jim Gosselin and also provided him with a brief synopsis of the survey it undertook in 2013 for the business environment in Tuvalu. The Trade Policy Framework for Tuvalu is expected to provide a strategic vision and direction on how to assist the private sector to enhance its productive capacity and develop competitiveness in the production of niche goods and services that can be traded domestically, regionally and globally and enable Tuvalu to benefit from the global supply chain.

### Joint Tonga Trade Policy Framework/PICTA - Labour Mobility Consultation - Tonga, November 2014

This involved attendance/participation at the Tonga workshop on Professional Licensing and Occupational Standards convened by the Secretariat of the Pacific Community's Secretariat of the Pacific Board for Educational Assessment (SPBEA) Programme. The workshop covered the PRQS (Pacific Register of Qualifications and Standards); National Accrediting Agencies; National and Regional Professional Associations and License to practice; Employers and Labour mobility schemes; and exploring how the PRQS supports labour mobility and employment.

There were 23 participants from Tonga civil society, government and from private sector were two representatives (including PIPSO). PIPSO's participation was to learn more about the developments taking place in this area and to be able to keep members informed especially as this was the first consultation by SPC's SPBEA that PIPSO was attending.

PIPSO attended the workshop as an Observer and was able to share with the Tonga Chamber the details of the workshop and alerting them to contact the relevant national authorities for future consultations and discussions as it was imperative that the NPSO was involved given in such deliberations that affect the private sector in Tonga. All these linkages are important to business/private sector especially in terms of labour supply in the market (nationally/regionally) and influence Trade Policy frameworks.

A key outcome to note from the workshop is to get the private sector, through the Chambers/NPSOs to stay tuned and informed of labour mobility developments taking places in the region. This is because the private sector is a key source for employment opportunities for both retaining skills in the PICs, and influencing demand for workers and skills/occupations from beyond.



Labour mobility consultation held in Tonga



## TO ADVOCATE FOR THE INTERESTS OF THE PRIVATE SECTOR AT REGIONAL AND INTERNATIONAL FORUMS

- 12 International Engagements to advocate for the Pacific private sector
- 19 Regional Participation on private sector issues in the region

## PIPSO attendance at National, Regional and International Meetings, Conferences and Workshops

As the representative of the private sector in the Pacific region, the Secretariat attended a number of national, regional and international conferences to make presentation on PIPSO's work and the views of the private sector. At these conferences, it also provided an opportunity for the Secretariat to meet with development partners and discuss areas of support for PIPSO and private sector development for its member countries.

### National

Table 7

Date	Location	Title of Event	Organisation
19 Mar	Tuvalu	Tuvalu Trade Policy Consultation	Pacific Islands Forum Secretariat
15 July	Fiji	MOU signing ceremony	PIPSO and the Korea Chamber of Commerce and Industry
17 July	Fiji	Korean Blue Green Symposium	Korean Embassy - Fiji

### Regional

Table 8

Date	Location	Title of Event	Organisation
6 Feb	Fiji	UNDP Strategic Plan (2014 - 2017)	United Nations Development Programme - Pacific Centre
27 Feb	Fiji	Regional Programming Consultations on the 11th Economic Development Fund (EDF)	Pacific Islands Forum Secretariat
26 Mar	Vanuatu	Workshop on the Draft MSG Trade Agreement and other Trade & Economic Integration Activities	Melanesian Spearhead Group
16 May	Fiji	Providing Market Support Assistance	Secretariat of the Pacific Community
22 - 23 May	Fiji	CROP Working Group Meeting	Pacific Islands Forum Secretariat and the Secretariat of the Pacific Community
30 May	Fiji	Pre-Platform Workshop: Post 2015 framework for Disaster Risk Reduction	United Nations Office for Disaster Risk Reduction
2 - 4 June	Fiji	Pacific Platform for Disaster Risk Management Conference	United Nations Office for Disaster Risk Reduction
10 - 12 June	Fiji	Strengthening and Dissemination of Value Chain- related information, skills and approaches in the Pacific Islands	Secretariat of the Pacific Community and Technical Centre for Agricultural and Rural Cooperation ACP-EU (CTA)
18 -20 Jun	Fiji		Pacific Islands Development Forum
22 - 23 Jun	Fiji	CROP Gender Working Group Meeting	Secretariat of the Pacific Community and Pacific Islands Private Sector Organisation
23 Jun	NZ	Review of the Training of the Trainers Programme	Pacific Cooperation Foundation
24 Jun	NZ	Pacific Wave Conference	Pacific Cooperation Foundation
25 - 27 Jun	Vanuatu	2nd EU-Pacific Business Forum	European Union and the African Caribbean Pacific Secretariat
4 - 7 Aug	Fiji	National Development Workshop for the Cultural Industries in Fiji	Secretariat of the Pacific Community
8 Aug	Fiji	2014-2017 Project Document	United Nations Development Programme
9 - 10 Sep	Fiji	Pacific Regional Tourism Capacity Building Programme	South Pacific Tourism Organisation
29 Oct	NZ	Private Sector Donors Group and Pacific Financial Inclusion Group Meeting	NZ Ministry of Foreign Affairs and Trade
19 - 20 Nov	Tonga	Joint Tonga Trade Policy Framework/PICTA - Labour Mobility Consultation	Pacific Islands Forum Secretariat and Secretariat of the Pacific Community



Table 8 continued

Date	Location	Title of Event	Organisation
12 Dec	Fiji	4th NSA dialogue on PACER Plus	Pacific Islands Forum Secretariat
15 - 17 May	Ethiopia	Building Resilience for Food and Nutrition Security	International Food Policy Research Institute (IFPRI)
10 - 11 July	Caribbean	Eastern Caribbean SIDS Meeting in Brussels and CTA Policy Briefing	Technical Centre for Agricultural and Rural Cooperation ACP-EU (CTA)
14 - 18 July	Kenya	Revolutionising Finance for Agri-value chains	Technical Centre for Agricultural and Rural Cooperation ACP-EU (CTA)
30 - 31 Aug	Samoa	Private Sector Partnerships Forum - SIDS Conference	United Nations Office of the High Representative for Least Developed Countries
1 - 4 Sep	Samoa	Third International Conference on Small Island Developing States	United Nations Office of the High Representative for Least Developed Countries
6 - 12 Oct	Suriname	Caribbean Week of Agriculture	Secretariat of the Pacific Community and Technical Centre for Agricultural and Rural Cooperation ACP-EU (CTA)
25 Sep - 29 Oct	USA (Hawai'i)	Advanced Security Cooperation Course	Pacific Centre for Security Studies
10 - 11 Nov	Belgium	High Level Symposium on Private Sector Development Support in ACP Countries	African Caribbean Pacific Secretariat
11 Nov	Belgium	Pacific region consultation on the ACP Private Sector Development Strategy	African Caribbean Pacific Secretariat



2nd EU Pacific Business Forum held in Vanuatu



# PIPSO

Pacific Islands Private Sector Organisation

## TO MAINTAIN A SUSTAINABLE EFFECTIVE AND RELEVANT PIPSO

- 161% increase in total funding to \$3.4m in 2014 from \$1.3m in 2013
- Total expenditures dropped by 136% in 2014
- Personnel expenditures to total funding reduced to 8% in 2014 from 25% in 2013

# Operations

## Finance

The PIPSO Secretariat has had another successful year in terms of programs and work activities for 2014. While total funding received on balance sheet of \$781,401.00 was lower than \$995,893.95 for 2013, the overall funding from other programmes increased the total amount to \$3.5m compared to \$1.3m in 2013. Overall the total funding increased by 161% for 2014. This indicates the level of work put in by the Secretariat to secure the necessary funding to build capacity at country level.

The Secretariat continue to operate in a prudent manner and where total expenditures decreased by 136%. Personnel expenditures to total funding reduced to 8% in 2014 compared to 22% in 2013. This is far below the Board's requirements of 25% which highlights the Secretariat's effort to contain such costs at very low levels. At the same time, it shows that the level of funding for the members benefits continues to increase. Administration expenses as a percentage of total expenses also reduced from 8% in 2013 to 3% 2014, reflecting the Secretariat cost savings measures.

With the prudent management of finance by the Secretariat, there was no client management letter by the External Auditors PriceWaterhouseCoopers for the Secretariat financial accounts as the Secretariat fully complied with all accounting standards and internal controls. This was also the same with the financial accounts of the Trade Pasifika 2014.

## PIPSO Membership & Subscriptions

Except for one small NPSO, all PIPSO members fully paid their subscription fees. Westpac Banking Corporation Fiji became an Associate member during the year.

## Staffing

There was some staff turnover during the year. Programme Officer Maake Komailevuka resigned and was replaced by Alisi Tuqa. The Secretariat was fortunate to receive the voluntary services of Anna Giebels. Altogether PIPSO has a total of five staff and 2 volunteers.

## Annual General Meeting

The 8th Annual General Meeting (AGM) was held on 1st April 2014 at the Vodafone Arena in Suva, Fiji.

The meeting was attended by representatives of National Private Sector Organisations (NPSOs) from Cook Islands, Federated States of Micronesia (FSM), Fiji, Kiribati, Nauru, Niue, Palau, Papua New

Guinea (PNG), Samoa, Solomon Islands, Tonga, Tuvalu and Vanuatu.

The meeting was also attended by representatives from associates, affiliates and partner organisations - Fiji Exporters Council, EU's Centre for the Development of Enterprise (CDE), International Labour Organisation (ILO), Learnfast.NZ, Pacific Islands Forum Secretariat (PIFS), Pacific Leadership Programme (PLP), and Web Media.

Table 9

Regular Members:	
1	Cook Islands Chamber of Commerce (CICC)
2	Federated States of Micronesia Association of Chambers of Commerce (FSMACC)
3	Fiji Commerce & Employers Federation (FCEF)
4	Kiribati Chamber of Commerce
5	Marshall Islands Chamber of Commerce
6	Nauru Chamber of Commerce
7	Niue Chamber of Commerce
8	Palau Chamber of Commerce (PCOC)
9	Papua New Guinea Chamber of Commerce & Industry (PNGCCI)
10	Samoa Chamber of Commerce Inc (SCCI)
11	Solomon Islands Chamber of Commerce & Industry (SICCI)
12	Tonga Chamber of Commerce & Industry (TCCI)
13	Tuvalu National Private Sector Organisation (TNPSO)
14	Vanuatu Chamber of Commerce & Industry (VCCI)

Table 10

Regular Members:	
1	Australia Pacific Islands Business Council
2	Business Mentors NZ
3	Fiji Export Council
4	Pacific Cooperation Foundation
5	Pacific Islands Tuna Industry Association
6	Oceanic Communications Ltd
7	Webmedia
8	Westpac Banking Corporation (Fiji)

# TABLES AND STATISTICS

## Media Coverage for PIPSO in 2014

Table 11

	Date	News Agency	Title of the News Articles.
1	28/01/14	Cairns Post	Advance Cairns CEO Mark Mathews
2	08/02/14	Fiji Sun	\$0.5m Budget for Trade Pasifika
3	25/02/14	Fiji TV	Regional tourism strategy to boost Pacific destinations
4	05/03/14	Fiji Times	Growth Crucial
5	05/03/14	Fiji Sun	Regional Cluster experts meet
6	05/03/14	Fiji TV	Pacific businesses encouraged to cooperate more for economic gain
7	06/03/13	Fiji Times	Beggs believes in Family
8	06/03/14	Fiji Times	Funds to enhance business
9	10/03/14	Radio New Zealand	Business Leaders encouraged to cooperate more for economic gain
10	15/03/14	Fiji TV	MSG free trade agreement to favour Fiji's export market
11	20/03/14	Fiji TV	Trade Pasifika Expo to benefit Pacific Island businesses
12	21/03/14	Fiji TV	Trade Pasifika exhibition to be bigger than ever
13	24/03/13	Vanuatu Daily Post	First Workshop on Clusters - cruise ship industry
14	25/03/14	Fiji TV	UN delegate to speak at 2014 Trade Pasifika show
15	27/03/14	Fiji Times	Group ready to reap rewards from its first harvest
16	27/03/14	Fiji TV	Youth venture into farming
17	27/03/14	Samoan Observer	Chamber held more than 150 meetings in 2013
18	28/03/14	Fiji TV	Trade Pasifika show to engage with private sector
19	01/04/14	Fiji Times	Promote Young People in Business
20	01/04/14	Fiji Times	Youth Focus
21	01/04/14	Fiji TV	Trade Pasifika 2014 platform for Pacific Island businesses
22	02/04/14	Fiji Times	Trade Show for entrepreneurs
23	02/04/14	Fiji Times	Best of Pacific Markets
24	02/04/14	PACNEWS-PINA	Fiji calls for stronger intra-regional trade among PICS
25	03/04/14	Islands Business	Finance still a hurdle in informal business sector, PICS Women reps say
26	03/04/14	Fiji Times	SME Support
27	04/04/14	Fiji Times	Role of Women vital
28	04/04/14	Fiji Times	Right mind set
29	04/04/14	Pacific News Centre	SPC: European Union supports Pacific enterprises at Regional Trade Show
30	04/04/14	Fiji TV	European Union supports Pacific enterprises at Regional Trade Show
30	04/04/14	Fiji TV	Pasifika Trade Show opens opportunities to small businesses
32	05/04/14	Fiji Times	Pivotal Sector
33	07/04/14	Fiji Times	Group Opens Doors
34	10/04/14	Fiji Times	Stall Attracts crowd
35	10/04/14	Post Courier - PNG	Workshop to tie ICT potential
36	11/04/14	Fiji Times	Focus on SIDS
37	15/04/14	Samoan Observer	Cluster Initiative way forward
38	16/04/14	PACNEWS - PINA	Call for more support for farmers in the region: PIPSO
39	01/05/14	Lae Chamber of Commerce	2016 'Trade Pasifika' to be held in PNG
40	05/05/14	Post Courier - PNG	GOOGLE is in Town
41	10/05/14	Fiji Times	Workshop of Women
42	16/05/14	PACNEWS - PINA	Fijian Made Raises Competition: PIPSO CEO
43	16/05/14	PACNEWS - PINA	Fijian Made raises Fiji's Competitiveness: PIPSO CEO
44	25/06/14	Fiji Sun	Women Entrepreneurs Conference Begins



## Media Coverage for PIPSO in 2014 con't

Table 11 continued

	Date	News Agency	Title of the News Articles.
45	26/06/14	PACNEWS - PINA	Interview with Vanuatu Ambassador to European Union
46	27/06/14	PACNEWS - PINA	Closure of CDE office in the Pacific to have a huge impact on private sector development, Business Forum told
47	26/06/14	Radio Australia	PNG software engineers aim for local Silicon Valley
48	01/07/14	Growers News	Conference pledges to promote Pacific collaboration
49	11/07/14	Australia Network News	Pacific governments called to take action on delayed payments and tax refunds to companies
50	16/07/14	Fiji TV	Korea and Fiji sign up to further trade interests
51	17/07/14	Fiji Times	\$94 Million for Trade
52	17/07/14	Fiji Times	MOU Boosts networking
53	17/07/14	Fiji Sun	Koreans note our business potential
54	18/07/14	FBC (Radio Fiji)	Fiji and Korea expand Relations
55	25/07/14	Oxford Business Group	Papua New Guinea hopes for connectivity boost
56	27/07/14	ABC Australia	Wiring up the Wantoks
57	08/08/14	SPY Ghana	ICT Sector in Papua New Guinea is fast expanding
58	13/08/14	Radio Australia	Business Cluster project creates new dynamism in Pacific private sector
59	15/08/14	Fiji TV	Develop right policies to grow economies: PIPSO
60	15/08/14	PACNEWS - PINA	Private sector encouraged to lead cluster developments in the Pacific
61	21/08/14	Fiji Times	Bank revamps awards
62	25/08/14	The Jet Newspaper	FDB Launches first ever SME Awards
63	25/08/14	Radio Australia	Vanuatu to get more from booming cruise tourism
64	01/09/14	Islands Business	Pacific resilience – Strategy for Climate Change and Disaster Risk Management
65	02/09/14	Tonga Daily News	Rugby to sell Tonga
66	01/11/14	Fiji Times	\$50k for Pacific Conference
67	19/11/14	The Jet Newspaper	Ambassador Stott Despoja to visit Fiji
68	05/11/14	Fiji Sun	Regional Conference for Women in Business
69	25/11/14	Mai Life Magazine	Women Entrepreneurs converge for Nadi conference
70	26/11/14	Fiji Sun	PNG's Stella Magazine forges ahead
71	26/11/14	Fiji Times	200 attend Pacific Women in Business Conference
72	26/11/14	Fiji Times	Businesswomen Address Concerns
73	26/11/14	Fiji Sun	Pacific Women Share Business Experience
74	26/11/14	Fiji Sun	Women's Entrepreneur Conference Begins
75	26/11/14	PACNEWS - PINA	PNG's new women's bank targets 800,000 customers by 2016
76	26/11/14	PACNEWS-PINA	Pacific Women drive the rural economy
77	27/11/14	PACNEWS - PINA	Samoa Prime Minister hailed for providing enabling environment for women
78	27/11/14	PACNEWS - PINA	PNG's first woman aviation company owner shares her story
79	27/11/14	PACNEWS - PINA	Samoa and Vanuatu set up unique financing scheme for women business owners
80	27/11/14	PACNEWS - PINA	Pacific Women entrepreneurs motivate and inspire each other
81	27/11/14	PNG Loop	Pacific Women entrepreneurs motivate each other
82	28/11/14	FBC - Radio Fiji	Pacific women in business encouraged
83	28/11/14	Mai Life Magazine	Pass on traditional knowledge women urged
84	29/11/14	Fiji Times	Three-day women conference a success
85	29/11/14	Fiji Sun	Conference ends on High
86	02/11/14	Fiji Times	Economic Challenges
87	14/12/14	The Jet Newspapers	South Pacific Central Bank Governors Meeting
88	16/12/14	Fiji Sun	Productive meeting in Suva

## Exhibitors at Trade Pasifika 2014

Table 12

No	Enterprises	Countries
1	Adi Chocolate	Fiji
2	ANZ Bank	Fiji
3	Betty's Lodge and Trout Farm	PNG
4	Buna Treks and Tours	PNG
5	Biosecurity Authority of Fiji (BAF)	Fiji
6	Bula Island Foods Ltd	Fiji
7	CAS Scales	Fiji
8	CCK Ltd	Samoa
9	Cocker Enterprises Ltd	Tonga
10	Copra Millers Fiji Ltd	Fiji
11	Courts Ltd	Fiji
12	CPS	Fiji
13	Crab Company	Fiji
14	Deluxe Footwear Fashions Ltd	Fiji
15	DHL Express	Fiji
16	Dive and Fishing Adventure Hotel	Kiribati
17	Essence of Fiji	Fiji
18	Indonesian Embassy	Fiji
19	Integrated Welding Services	Fiji
20	Investment Fiji	Fiji
21	ITS Engineering Services Ltd	Tonga
22	ITS Printing Services	Tonga
23	Fiesta Ice Cream	Tonga
24	Fiji Airways	Fiji
25	Fiji Arts Council	Fiji
26	Fiji Export Council	Fiji
27	Fiji Islands Revenue & Customs Authority (FIRCA)	Fiji
28	Fiji Water	Fiji
29	FMF Foods Limited	Fiji
30	FRIEND Fiji	Fiji
31	Gift Hutt	Fiji
32	Golden Manufacturers Ltd	Fiji
33	Hikila Furniture	Tonga
34	Kenani Estate	Tonga
35	Kiribati Chamber of Commerce and Industry (KCCI)	Kiribati
36	Kokopo Tours and Lodge	PNG
37	Koti Tailoring	Tonga
38	Lapita Marketing Enterprises	Fiji
39	Learn.fast	New Zealand
40	Liman Timor Leste	Timor Leste
41	Mai Life Magazine	Fiji
42	Mat Kereboki	Kiribati
43	Maubere Coffee	Timor Leste
44	Medica Pasifika South Pacific Ltd	Fiji
45	Mingende Lodge and Tours	PNG

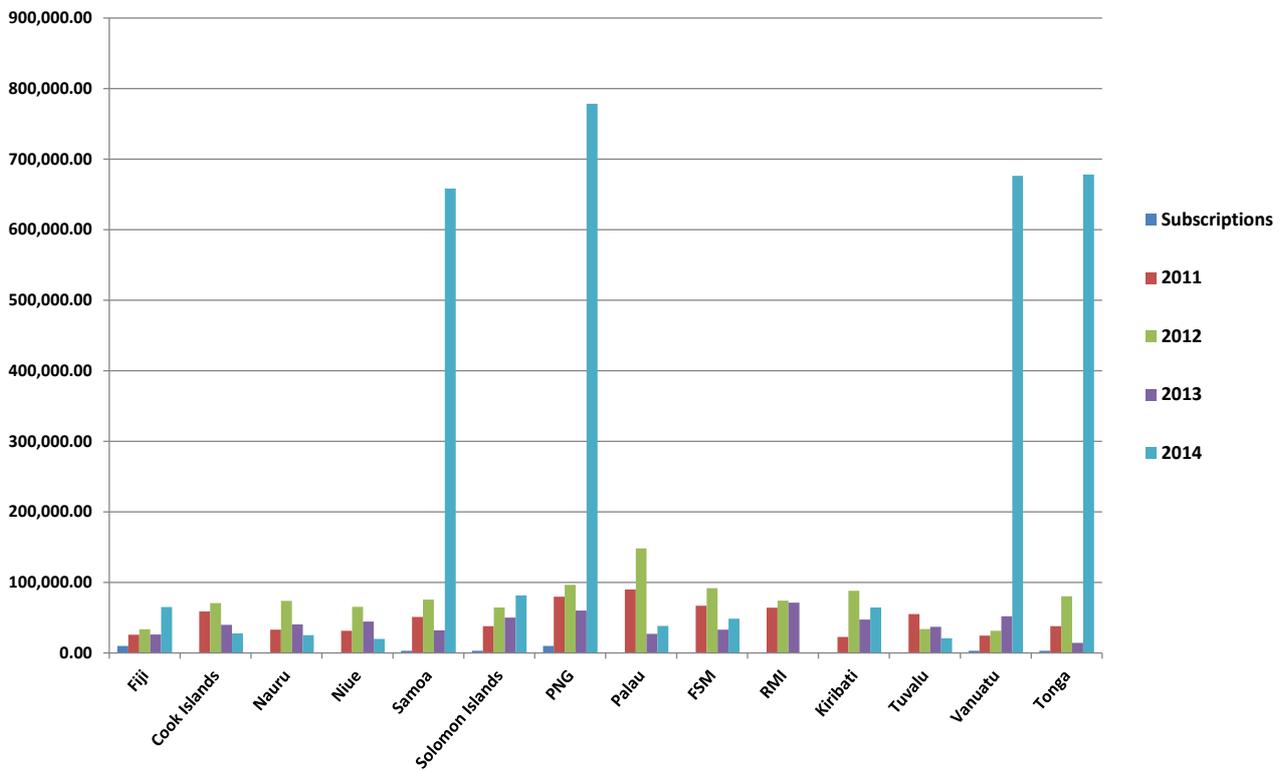


## Exhibitors at Trade Pasifika 2014 con't

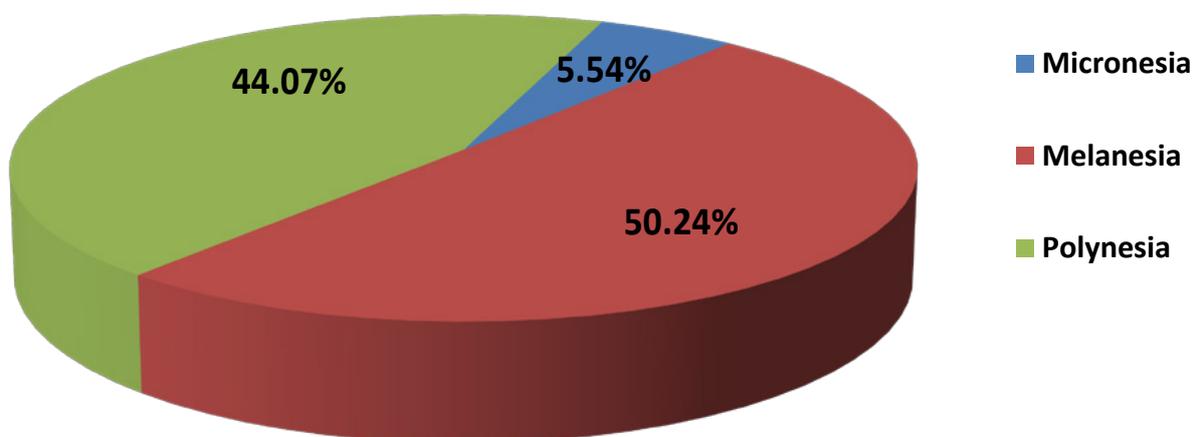
Table 11 continued

No	Enterprises	Countries
46	Ministry of Commerce , Tourism and Labour (Tonga)	Tonga
47	Ministry of Industry and Trade (Fiji)	Fiji
48	Nature's Gift	Fiji
49	Nishi Trading	Tonga
50	OMNI Tonga	Tonga
51	Oregon Pacific Ltd	Tonga
52	Organic Earth	Fiji
53	Pacific Agencies Fiji Ltd	Fiji
54	Pacific Feeds Ltd	Fiji
55	Pacific Green	Fiji
56	Pacific Islands Private Sector Organisation (PIPSO)	Pacific
57	Pacific Forum Line	Pacific
58	Pacific Seaweed	Fiji
59	Palmex Oceania Fiji Ltd	Fiji
60	PNG Coffee Industry Corporation	PNG
61	Punjas	Fiji
62	Taiwan Embassy	Taiwan
63	The Summit	Vanuatu
64	Tonga Tobacco	Tonga
65	Tongatapu Handicraft Association	Tonga
66	Tropical Crisps Ltd	Tonga
67	Tui International	Tonga
68	SCA Hygiene Australasia Ltd	Fiji
69	Sepik Tours	PNG
70	Skips Joinery	Tonga
71	SKY Pacific	Fiji
72	Solomon Islands Chamber of Commerce and Industry	Solomon Islands
73	Solomon Islands Women in Business Association	Solomon Islands
74	Swire Shipping	Fiji
75	Tanna Coffee	Vanuatu
76	Tarawa Boutique Hotel	Kiribati
77	Telecom Fiji Ltd	Fiji
78	Tonga National Arts and Handicraft Association	Tonga
79	Wellness Lodge	PNG
80	Westside Motorbike Rentals (Fiji) Ltd	Fiji
81	Williams and Goslings Ltd	Fiji
82	Women Entrepreneurs Gallery	Mixed
83	Women In Business Development (Samoa)	Samoa
84	Yaqona Exporters	Fiji
85	Yogiyo Coffee Ltd	PNG
86	Youth in Business Gallery	Mixed

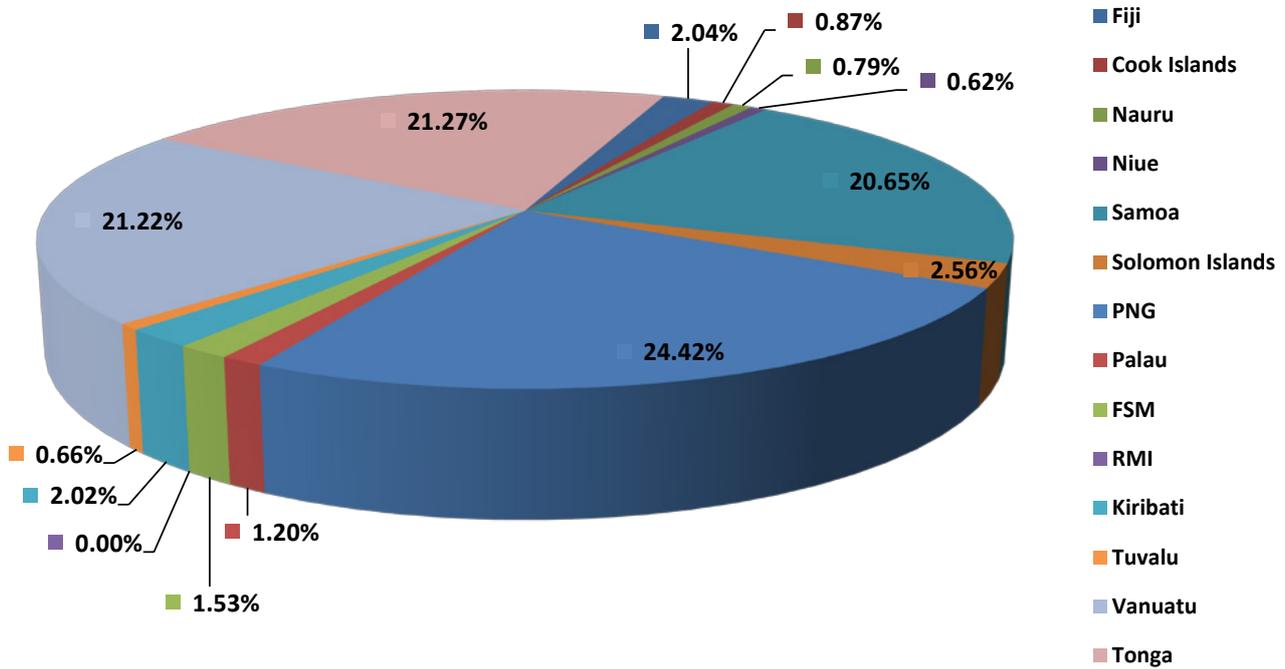
## Subscription per country vs Total Assistance per country 2010 - 2014



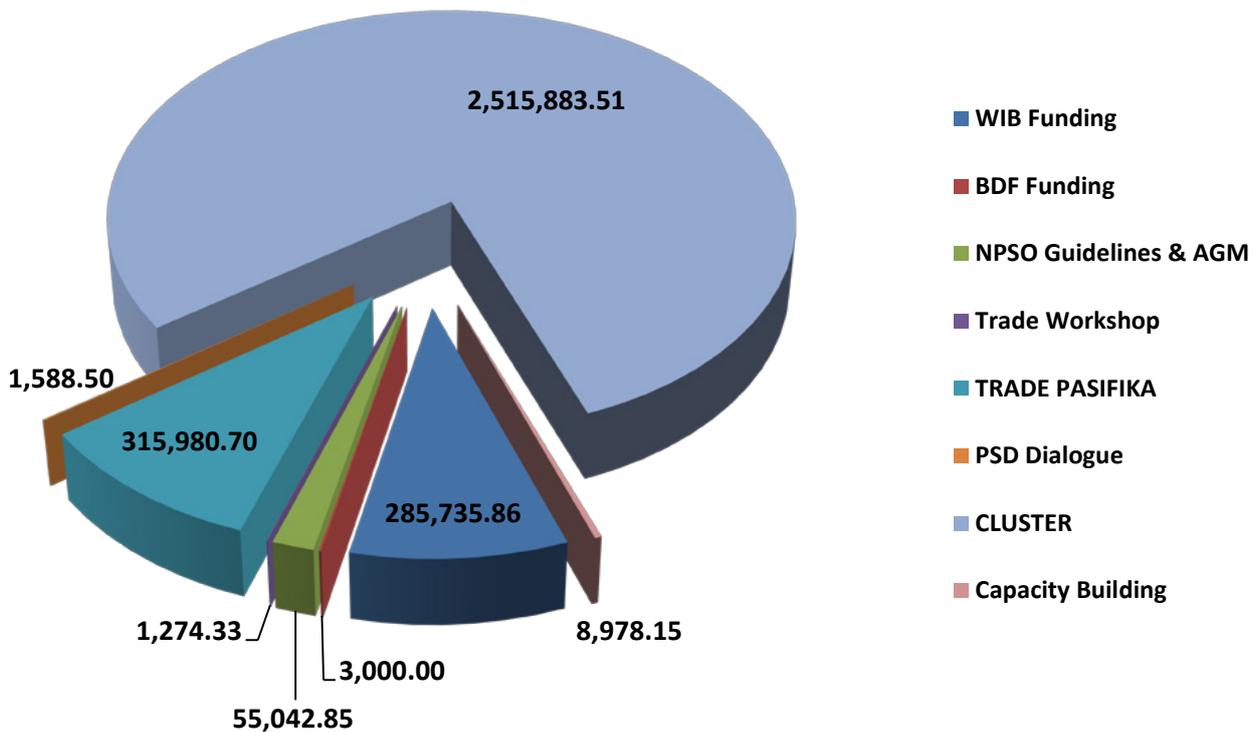
## Financial Benefits by Sub-Regions



## Assistance to Member Countries -2014



## Types of Assistance to PIPSO Members - 2014





# Audited Financial Statements

# INDEX



## Page No.

45 - 46	Directors' report
47	Statement by Directors
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50	Statement of income and expenses
51	Balance Sheet
52	Cash Flow Statement
53 - 57	Notes to the financial statements
58 - 59	Detailed income statement

## DIRECTORS' REPORT

In accordance with a resolution of the Board of Directors, the directors herewith submit the balance sheet of the organisation as at 31 December 2014, and the related statements of income and expenses and cash flows for the year ended on that date and report as follows:

### 1 DIRECTORS

The following were directors of the organisation at any time during the financial year and up to the date of this report:

Klaus Stunzner - Chair  
Howard Politini - Vice Chair (Appointed Jan 2013)  
Paula Taumoepeau (Ex-officio) (Appointed 2011)  
Mereia Volavola (Ex-Officio)  
Kenneth Ayehura (appointed May 2012)  
Thomas Bayer (appointed April 2014)  
Catherine Papani (appointed April 2014)  
Lorna Aloma Johansson (appointed April 2014)  
Pula Toafu (appointed April 2014)

### 2 PRINCIPAL ACTIVITY

The principal activity of the organisation is to be the premiere regional organisation to represent the interests of private enterprise regionally and internationally.

During the year ended 31 December 2014 there has been no material change in the nature of the organisation's activities or in the classes of activities in which the organisation has an interest.

### 3 OPERATING RESULTS

The deficit in income over expenditure for the year ended 31 December 2014 was \$99,985 (2013: deficit of \$152,466).

### 4 RESERVES

The directors approved the transfer of donor grant reserves to operating results during the year.

### 5 BAD AND DOUBTFUL DEBTS

The directors took reasonable steps before the financial statements were made out, to ascertain that all known bad debts be written off and adequate provision was made for doubtful debts.

### 6 CURRENT ASSETS

The directors took reasonable steps before the financial statements were made out to ascertain that the current assets of the organisation were shown in the accounting records at a value equal to or below the value that would be expected to be realised in the ordinary course of the business. At the date of this report, the directors are not aware of any circumstances, which would render the values attributable to the current assets in the organisation's financial statements misleading.

## DIRECTORS' REPORT - continued

### 7 BASIS OF ACCOUNTING

The directors believe the basis of the preparation of financial statements is appropriate and the organisation will be able to continue in operation for at least twelve months from the date of this report. Accordingly the directors believe the classification and carrying amounts of assets and liabilities as stated in these financial statements to be appropriate.

The directors believe that at the date of this statement there are reasonable grounds to believe the organisation will be able to pay its debts as and when they fall due.

### 8 EVENTS SUBSEQUENT TO BALANCE DATE

No charge on the assets of the organisation has arisen since the end of the financial year to the date of this report to secure the liabilities of any other person.

No contingent liability has arisen since the end of the financial year to the date of this report.

No contingent or other liability has become enforceable or is likely to become enforceable within a period of twelve months after the end of the financial year which, in the opinion of the directors, will or may affect the ability of the organisation meet their obligations as and when they fall due.

### 9 OTHER CIRCUMSTANCES

At the date of this report, the directors are not aware of any circumstances not otherwise dealt with in this report or financial statements, which would render any amounts stated in the financial statements misleading.

### 10 UNUSUAL TRANSACTIONS

The results of the company's operations during the financial year have not in the opinion of the directors been substantially affected by any item, transaction or event of a material and unusual nature other than those disclosed in the financial statements.

Signed in accordance with a resolution of the directors this 1st day of May 2015.

  
.....  
DIRECTOR

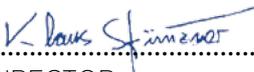
  
.....  
DIRECTOR

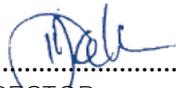
## STATEMENT BY DIRECTORS

In the opinion of the directors:

- (a) the accompanying statement of income and expenses is drawn up so as to give a true and fair view of the results of the organisation for the year ended 31 December 2014,
- (b) the accompanying balance sheet is drawn up so as to give a true and fair view of the state of the organisation's affairs as at 31 December 2014,
- (c) the accompanying cash flow statement is drawn up so as to give a true and fair view of the cash flows of the organisation for the year ended 31 December 2014.

Signed in accordance with a resolution of the directors this 1st day of May 2015.

  
.....  
DIRECTOR

  
.....  
DIRECTOR



## Independent Auditor's Report

To the Board of Directors of the Pacific Islands Private Sector Organisation

### Report on the Financial Statements

We have audited the accompanying financial statements of Pacific Islands Private Sector Organization (the 'Organisation'). The financial statements comprise the balance sheet of the organization as at December 2014 and the statements of income and expenses and cash flows for the year then ended and a summary of signification accounting policies and other explanatory notes.

#### *Directors' and Management's Responsibility for the Financial Statements.*

Directors and Management are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards for Small and Medium- sized Entities (IFRS For SMEs) and with the requirements of the Fiji Companies Act, 1983, and for such internal control as the directors and management determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standard on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements and free from materials misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by directors and management, as well as evaluating the overall preparation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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#### Opinion

In our opinion the financial statements give a true and fair view of the financial position of the Organisation as at 31 December 2014, and of its financial performance and its cash flows for the year then ended in accordance with the IFRS for SMEs.

#### Report on other Legal and Regulatory Requirements

*In our opinion:*

- a) Proper books of account have been kept by the Organisation, so far as it appears from our examination of those books, and
- b) The accompanying financial statements are in agreement with the books of account and to the best of our information and according to the explanations given to us give the information required by the Fiji Companies Act, 1983 in the manner so required.

We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit.

#### Restriction on Distribution or Use

This report is made solely to the Board of Directors of the Organisation, as a body, in accordance with Section 165(1) of the Fiji Companies Act 1983. Our audit work has been undertaken so that we might state to the Organisation directors those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Organisation and its Board of Directors as a body, for our audit work, for this report, or for the opinions we have formed.

1 May 2015  
Suva, Fiji

*PriceWaterHouseCoopers*  
**PriceWaterHouseCoopers**  
**Chartered Accountants**



	Notes	2014	2013
		\$	\$
Grant revenue	12	570,618	861,729
In-kind contributions - without cash in-flow	13	64,157	71,988
Other income	14	146,626	62,177
		781,401	995,894
Salaries and wages	10	(285,519)	(308,887)
Business development grants		(3,025)	(221,552)
Programmes:			
- NPSO capacity building		(3,899)	(86,501)
- Mentoring program		-	(27,645)
- Cluster		(26,282)	-
- Pacific Women In Business Conference 2014		(335,200)	-
- Sub-regional / regional workshops		(32,563)	(169,245)
- Public/Private sector dialogue		(1,340)	(8,760)
- AGM and business seminar		(53,786)	(149,300)
- Private sector mentoring visits		(1,000)	(32,876)
- Finance & Marketing Training		(24,416)	(1,136)
- Meetings/workshop attendance		(3,454)	16,882
Other expenses		(110,902)	(125,576)
<b>(Deficit)/ surplus for the year</b>	11	(99,985)	(152,466)
Accumulated surplus at the beginning of the year		339,941	492,407
<b>Accumulated surplus at the end of the year</b>		\$ 239,956	\$ 339,941

The above statement of income and expenses is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 53 to 57.

	Notes	2014	2013
		\$	\$
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash on hand and in bank	3	81,245	375,840
Refundable deposits	4	4,095	4,095
Receivables	5	152,725	2,173
		238,065	382,108
<b>Non-Current Assets</b>			
Property, plant and equipment	6	20,481	12,907
<b>TOTAL ASSETS</b>		<b>\$258,546</b>	<b>\$395,015</b>
<b>LIABILITIES</b>			
<b>Current Liabilities</b>			
Payables and accruals	7	18,590	55,074
<b>TOTAL LIABILITIES</b>		<b>18,590</b>	<b>55,074</b>
<b>EQUITY</b>			
Accumulated surplus		239,956	339,941
<b>TOTAL EQUITY</b>		<b>239,956</b>	<b>339,941</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$258,546</b>	<b>\$395,015</b>

The above balance sheet is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 53 to 57.

These financial statements are approved in accordance with a resolution of the Board of Directors.

For and on behalf of the Board

  
.....  
DIRECTOR

  
.....  
DIRECTOR

Notes	2014	2013
	\$	\$
<b>Cash flows from operating activities</b>		
Membership fees	34,946	46,990
Grants:		
Operating	429,313	861,729
Project	(468,271)	(677,647)
Registration fees	30,436	2,443
Other Income	21,185	12,743
Payments to suppliers	(341,532)	(364,310)
Net cash used in operating activities	(293,752)	(118,052)
<b>Cash flows from investing activities</b>		
Acquisition of property, plant and equipment	(843)	(4,030)
Net cash used in investing activities	(843)	(4,030)
Net (decrease) in cash and cash equivalents	(294,595)	(122,082)
Cash and cash equivalents at the beginning of the year	375,840	497,922
<b>Cash and cash equivalents at the end of the year</b>	\$81,245	\$375,840

The above cash flow statement is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 53 to 57

## 1 GENERAL

The principal activity of the organisation is to represent the interests of private enterprise regionally and internationally.

The company is limited by guarantee and not having a share capital, incorporated and domiciled in the Republic of Fiji and its registered office is located at Lynica House, 3 Goodenough Street, Suva.

The financial statements were authorised for issue by the Board of Directors on 1st of May 2015.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements prepared by Pacific Islands Private Sector Organisation are in accordance with the 'IFRS for Small and Medium-sized Entities' issued by the International Accounting Standards Board.

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 Basis of Accounting

The financial statements of Pacific Islands Private Sector Organisation have been prepared in accordance with the 'IFRS for Small and Medium-sized Entities' (IFRS for SMEs). They have been prepared under the historical cost convention.

### 2.2 Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalent assets comprise cash on hand and at bank.

### 2.3 Receivables

Receivables are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of receivables is established when there is objective evidence that the company will not be able to collect all amounts due according to the original terms of the receivables.

### 2.4 Foreign currency

#### (a) Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The financial statements are presented in Fiji dollars, which is the company's functional currency.

#### (b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in surplus or deficit.

### 2.5 Plant and equipment

The company records all plant and equipment at cost, less subsequent depreciation. Cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the company and the cost of the item can be measured reliably.

All repairs and maintenance expenditures are charged to the statement of income and expenses during the financial year in which they are incurred.

Gains or losses on the disposal of plant and equipment are recognised in the statement of income and expenses.

## 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

### 2.5 Plant and equipment - continued

Depreciation is provided on plant and equipment on a straight line basis so as to write off the cost of assets over their expected economic life. The rates currently adopted by the company for furniture, fittings and equipment are 25% - 33% per annum.

### 2.6 Provisions

Provisions are recognised when the company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

### 2.7 Revenue recognition

Revenue for the company comprises mostly of grant income and membership fees and they are recognised when the right to receive payment is established.

### 2.8 Income tax

The organisation's income is exempt from income tax in accordance with Section 17 (24) of the Income Tax Act.

### 2.9 Comparatives

Where necessary, comparatives have been adjusted to conform to changes in the presentation for the current year.

## 3 CASH AND CASH EQUIVALENTS

For the purpose of the cash flow statement, the cash and cash equivalents comprise the following:

	2014	2013
	\$	\$
Cash at bank	81,045	375,640
Petty Cash	200	200
	\$81,245	\$375,840

## 4 REFUNDABLE DEPOSITS

	2014	2013
	\$	\$
Rental bond	2,995	2,995
Others	1,100	1,100
	\$4,095	\$4,095

## 5 RECEIVABLES

	2014	2013
	\$	\$
Subscriptions	11,420	1,002
Less: Provision for doubtful debts for the following	-	-
Net Subscriptions	11,420	1,002
Grant receivables	141,305	-
Other debtors	-	1,171
	\$152,725	\$2,173

## 6 PLANT AND EQUIPMENT

	Office Equipment	Office Furniture and fittings	Total
	(\$)	(\$)	(\$)
<b>Cost</b>	33,242	14,606	47,848
Accumulated depreciation	(18,075)	(9,292)	(27,367)
<b>Carrying Amount</b>	\$15,167	\$5,314	\$20,481
<b>Carrying Amount</b>			
At 31 December 2013	6,017	6,890	12,907
Additions	13,850	735	14,585
Depreciation charge	(4,700)	(2,311)	(7,011)
Disposals	-	-	-
<b>At 31 December 2014</b>	\$15,167	\$5,314	\$20,481

## 7 PAYABLES AND ACCRUALS

	2014	2013
	\$	\$
Membership fees received in advance	277	918
Accruals and other payables	12,676	22,997
Provision for annual leave	5,637	4,655
Amount owed to Trade Pasifika	-	26,504
	\$18,590	\$55,074

## 8 CONTINGENT LIABILITIES

There were no contingent liabilities as at 31 December 2014 (2013: Nil).

## 9 COMMITMENTS

The company leases an office space under a cancellable operating lease agreement at an annual rental of \$2,440 VEP. The lease term expired on 30th June 2014. The lease agreement is still currently renewed for another 1 year only

The company is required to give three-months notice for the termination of the lease agreement.

## 10 SALARIES AND WAGES

	2014	2013
	\$	\$
Salaries and wages	262,959	285,904
Fiji National Provident Fund	22,561	22,983
	\$285,519	\$308,887

## 11 (DEFICIT)/ SURPLUS FROM OPERATIONS

The (deficit)/ surplus for the year has been determined after charging the following as expenses:

	2014	2013
	\$	\$
Audit fees	5,300	5,916

## 12 GRANTS

	2014	2013
	\$	\$
Australian Agency for International Development		
- Pacific Leadership Program	291,627	415,581
- Pacific Women	232,899	-
Government of Japan	15,204	164,714
University of Adelaide	-	106,457
Pacific Cooperation Foundation	30,888	29,307
Secretariat of the South Pacific Community	-	7,743
United Nations Development Program		
- Sub-regional workshops	-	137,927
	\$570,618	\$861,729

## 13 IN-KIND CONTRIBUTIONS WITHOUT CASH IN-FLOW

	2014	2013
	\$	\$
Pacific Islands Forum Secretariat		
- Pacific Integration Technical Assistance Program	64,157	71,988

During the year PIPSO also partnered with a number of regional and national organisations on several projects as follows:

- i) *BizClim*  
 BizClim provided funding and supported PIPSO to implement four pilot cluster projects in Papua New Guinea, Samoa, Tonga and Vanuatu. The work involved four teams of consultants and the work was coordinated by PIPSO. All the cost of the projects was provided by BizClim.
- ii) *PCF - Pacific Cooperation Foundation*  
 PCF and PIPSO conducted the final 'training the trainers' for eight NPSO's in Auckland on the quality assurance and marketing modules. The cost of the training which included flights and allowances were provided by PCF.
- iii) *SPTO - South Pacific Tourism Organisation*  
 PIPSO assisted SPTO in providing training in financial management for its members. The training was undertaken under the Pacific Regional Tourism Capacity Building Programmes PIPSO's participation was funded by SPTO.

## 14 OTHER INCOME

The breakdown of other income is as follows:

Membership fees	46,005	46,990
Registration fees - PWIB 2014	30,436	2,443
Westpac Banking Corporation - Sponsorship PWIB 2014	50,000	-
Other income	20,185	12,744

	2014	2013
	\$	\$
Membership fees	46,005	46,990
Registration fees - PWIB 2014	30,436	2,443
Westpac Banking Corporation - Sponsorship PWIB 2014	50,000	-
Other income	20,185	12,744
	<b>\$146,626</b>	<b>\$62,177</b>

Membership fee comprises of the following:

Tonga	3,000	3,000
Marshall Islands	1,000	1,000
Kiribati	1,000	1,000
Cook Islands	1,000	1,000
Nauru	1,000	1,000
Papua New Guinea	10,000	10,000
Samoa	3,000	3,000
Tuvalu	1,000	1,000
Niue	1,000	1,000
Fiji	10,000	10,000
Solomon Islands	3,000	3,000
Palau	1,000	1,000
Federated States of Micronesia	1,000	1,000
Vanuatu	3,000	3,000
Associates & Affiliates		
- Pacific Cooperation Foundation	1,000	1,000
- Learn Fast NZ	1,01500	1,000
- Fiji Export Council	1,000	1,000
- Australia Pacific Islands Business Council	990	1,000
- Westpac Banking Corporation	1,000	-
- NZ Business Mentors	1,000	1,000
- Pacific Tuna Association	-	990
- Oceanic Communications	-	1,000

	2014	2013
	\$	\$
Tonga	3,000	3,000
Marshall Islands	1,000	1,000
Kiribati	1,000	1,000
Cook Islands	1,000	1,000
Nauru	1,000	1,000
Papua New Guinea	10,000	10,000
Samoa	3,000	3,000
Tuvalu	1,000	1,000
Niue	1,000	1,000
Fiji	10,000	10,000
Solomon Islands	3,000	3,000
Palau	1,000	1,000
Federated States of Micronesia	1,000	1,000
Vanuatu	3,000	3,000
Associates & Affiliates		
- Pacific Cooperation Foundation	1,000	1,000
- Learn Fast NZ	1,01500	1,000
- Fiji Export Council	1,000	1,000
- Australia Pacific Islands Business Council	990	1,000
- Westpac Banking Corporation	1,000	-
- NZ Business Mentors	1,000	1,000
- Pacific Tuna Association	-	990
- Oceanic Communications	-	1,000
	<b>\$46,005</b>	<b>\$46,990</b>



**PACIFIC ISLANDS PRIVATE SECTOR ORGANISATION  
DISCLAIMER ON UNAUDITED SUPPLEMENTARY INFORMATION  
FOR THE YEAR ENDED 31 DECEMBER 2014**

The additional unaudited supplementary information presented on page 59 is compiled by the board of Pacific Islands Private Sector Organisation. Accordingly, we do not express an opinion on such financial information and no warranty of accuracy or reliability is given.

We advise that either that neither the firm nor any member or employee of the firm accepts any responsibility arising in any way whatsoever to any person in respect of such information, including any errors or omissions therein, arising through negligence or otherwise however caused.

1 May 2015  
Suva, Fiji

*PriceWaterhouseCoopers*  
**PriceWaterHouseCoopers  
Chartered Accountants**

.....  
PricewaterhouseCoopers, Level 8 Civic Towers, 272 Victoria Parade, Suva, Fiji.  
G.P.O. Box 200, Suva, Fiji.  
T: (679) 3313955/3315199, F: (679) 3300981/ 3300947

PricewaterhouseCoopers is a member firm of PricewaterhouseCoopers International Limited, each member firm of which is a separate legal entity



	2014	2013
	\$	\$
<b>Income</b>		
Grant revenue	337,719	861,729
Pacific Women in Business 2014	282,899	-
In-kind contributions - without cash in-flow	64,157	71,988
Membership fees	46,005	46,990
Registration fees	30,436	2,443
Other income	20,185	12,744
	<b>\$781,401</b>	<b>\$995,894</b>
<b>Expenses</b>		
Advertising	-	(1,168)
Annual leave	(981)	(4,655)
Audit fees	(5,300)	(5,916)
Bank fees and charges	(994)	(792)
Depreciation	(7,011)	(5,975)
Business development grants	(3,025)	(221,552)
<b>Programmes</b>		
- NPSO capacity building	(3,899)	(86,501)
- Cluster	(26,282)	-
- Mentoring program	-	(27,645)
- Sub-regional / regional workshops	(32,563)	(169,245)
- Public/Private sector dialogue	(1,340)	(8,760)
- Pacific Women In Business Conference	(335,200)	-
- AGM and business seminar	(53,786)	(149,300)
- Private sector mentoring visits	(1,000)	(32,876)
- Finance & Marketing Training	(24,416)	(1,136)
- Meetings/workshop attendance	(3,454)	(16,882)
Office expenses	(96,616)	(107,070)
Salaries and wages	(285,519)	(308,887)
	<b>(\$ 881,386)</b>	<b>(\$ 1,148,360)</b>
(Deficit)/ surplus for the year	<b>(\$ 99,985)</b>	<b>(\$ 152,466)</b>



# *WebMedia Fiji*

Thousands of miles from industrialised continents, resides a uniquely 'switched-on' advertising agency.

Webmedia Fiji is an advertising and communications consulting company that specializes in graphical, video, technological, programmable and web-based products and services. With nearly 600 South Pacific clients in their portfolio, many regarded as iconic leaders in the private, public and civil sectors, Webmedia Fiji delivers elite and custom-designed solutions for specialised results.

Webmedia was formed to capitalize on uniquely technical and creative skills by combining these talents with a favorable set of regional economic, human resource and currency factors to deliver international standards of communication services bore directly out of the Pacific Islands. Our team members have been carefully selected as experts in their fields of practice and all groomed to focus on enhancing your client/customer relations for maximum goodwill and revenue stream generation.

## *Design*

Shells have been and still are, significant in Pacific Culture. The Islanders used various types of shells as currency, tools, clothing decorations and as jewellery. PIPSO's organisation logo includes a shell and the addition of it incorporated on the design of the 2014 Annual Report cover page reflects this aspect of their Vision and Mission statements, to be a partner to all Pacific Nations in their journey to prosperity.

The colours for PIPSO 2014 Annual Report are the various shades of blue along with gold. These two colours demonstrate two chief aspects of the Pacific Islands: the blue skies and sea along with golden sands. The inclusion of the starfish is reminiscent of the sea as a resource provider for Islanders in the past, present and future.

The font Gotham is new, economical and designed specially for text. Such font bring an annual to life with their range of weights and styles as part of family. Gotham, was selected due to its rising popularity in diverse forms of communication and are useful for print jobs.



# PIPSO

Pacific Islands Private Sector Organisation

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