

VANUATU NATIONAL COCONUT STRATEGY 2016 - 2025



Kokonas hemi tri blong laef

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LIST OF ACRONYMS AND ABBREVIATIONS

AUSAID	Australian Aid	NSDP	National Sustainable Develop Program
CC	Climate Change	NTDC	National Trade Development Committee
COM	Council of Ministers	NZAID	New Zealand Aid
CNO	Crude Coconut Oil	OPSP	Overarching Productive Sector Policy
DARD	Department of Agriculture and Rural Development	PAA	Priority Action Agenda
DSPPAC	Department of Strategic Policy, Planning and Aid Coordination	PARDI	Pacific Agribusiness Research for Development Initiative
DoC	Department of Customs and Inland Revenue	PCPA	Provincial Coconut Producers Association
DoE	Department of Environmental Protection and Conservation	PICTA	Pacific Island Country Trade Agreement
DoET	Department of External Trade	PLAS	Planning Long Acting Short
DFEM	Department of Finance and Economic Management	PMO	Prime Minister's Office
DoI	Department of Industry	PSC	Public Service Commission
DoLab	Department of Labour	RSE	Regional Seasonal Employees
DoT	Department of Tourism	SLO	State Law Office
EEC	European Economic Commission	SPS	Sanitary and Phytosanitary
FDI	Foreign Direct Investment	TBT	Technical Barriers to Trade
FTDC-AU	Food Technology Development Centre - Analytical Unit	TDU	Trade Development Unit
GAP	Good Agriculture Practices	UNCTAD	United Nations Conference on Trade and Development
HIES	Household Income and Expenditure Survey	VAC	Vanuatu Agriculture College
IRHO	French funded Oil Crops Research Institute	VADB	Vanuatu Agriculture Development Bank
MALFFB	Ministry of Agriculture, Livestock, Fisheries, Forestry and Bio-security	VARTC	Vanuatu Agriculture Research and Technical Centre
MBC	Ministerial Budget Committee	VCMB	Vanuatu Commodities Marketing Board
MCoC	Malvatumauri Council of Chiefs	VCO	Virgin Coconut Oil
M&E	Monitoring and Evaluation	VIPA	Vanuatu Investment Promotion Authority
MSG	Melanesian Spearhead Group	VNCS	Vanuatu National Commodity Secretariat
NDL	National Diagnostic Laboratory	VNSO	Vanuatu National Statistics Office
		VNTC	Vanuatu National Training Council
		VTT	Vanuatu Tall coconut hybrid

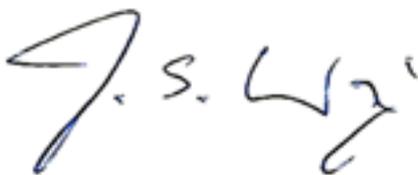
FOREWORD

The Vanuatu Coconut Sector Strategy is part of a series of strategic documents produced by the Department of Agriculture and Rural Development to assist in implementing the Vanuatu Agriculture Sector Policy.

The document should be used as a guide for any new development initiatives in the Coconut Sector. While focus on the Coconut Industry has traditionally been around coconut oil, this Coconut Strategy is saying that there are other new opportunities as well for the country to explore and exploit in order to maximise returns to farmers from their coconut crop. The Strategy also identifies gaps that exists and discusses possible causes of action to address to gaps.

Much effort went into collecting information to finalise the Coconut Strategy. Consultation meetings with farmers and Private Sector individuals in the coconut industry were conducted in Malekula and Santo. Feedback from these consultations helped in identifying priorities for the sector. I would like to acknowledge the input of everyone who contributed freely at these consultation meetings.

I would also like to thank the Vanuatu Agriculture Research and Technical Centre and Tiata Sileye for commenting on the draft and for supplying pictures for the document. SPC through the PAPP project is acknowledged for editing, graphic design and printing. Finally I would like to acknowledge Roy Pakoasongi who was hired to organise the consultations and coordinate writing up of the document.



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EXECUTIVE SUMMARY

Coconut already had its many uses amongst the people of Vanuatu as a source of nutrition, of remedies for certain skin diseases and countless other domestic purposes before its commercialization in the mid-19th century.

Copra, which is the dried flesh of the coconut containing the oil, was first bought raw from natives by early European settlers and exported to European mills after it was discovered that the locally semi-processed oil was not as economical, given transshipment issues. Huge European owned coconut estates were established in the mid-1800s due to the demand for copra and the inability of Ni-Vanuatu to sustain the supply.

There has been some significant investment in the coconut sector over the past three decades but the sector has remained largely inefficient. Support for the coconut sector came mainly from the European Economic Commission (EEC) early in the 1980s.

The efforts ceased when funds were exhausted and the Vanuatu government could not sustain the coconut improvement projects. Hence, from the mid-1980's onwards coconut replanting was either neglected or discontinued in most islands of the archipelago, resulting eventually in comparatively low production in the coconut sector.

Furthermore, the sector lacked a national planning mechanism and the role of the Department of Agriculture and Rural Development (DARD) in the sector was not effective, given the lack of clear policy direction.

With recent developments and increasing global demand for coconut based products, Vanuatu is in no position to benefit significantly given the constraints it faces in terms of inefficient production and marketing systems. This obviously has an impact on the future of coconut as one of the main products of the country.

This coconut strategy is the country's roadmap for revitalising the coconut sector. The focus is on diversifying the sector and aligning it with the current innovations in production in order to take advantage of the demands in the global markets.

The strategic framework highlights the role and responsibilities of relevant stakeholders and links them to the functions of DARD and the proposed commodity secretariat which is to be established for the purpose of improving the sector. The strategy is also fully aligned to the Agriculture Sector Policy.

The coconut secretariat will become the focal point for the development of the coconut sector assisted by technical advisory groups led by DARD and Vanuatu Agriculture Research and Technical Centre (VARTC) on the one hand and the Department of Industry (DoI) on the other.



Overview of the Vanuatu Coconut Sector

1.1. A brief history of the coconut sector

1.1.2. Coconut is endemic to the Pacific and Vanuatu, having been dispersed to the shores of the islands by sea. Archaeological excavations on the island of Aneityum in 1979 discovered coconut roots and coconut endocarp which were dated to 5000 and 5500 years before the present¹.

1.1.3. Fruits, leaves and parts of the tree have been used for many purposes across the islands of the archipelago depending on the size, availability of resources and ingenuity of the population within the island. Mature coconut kernel is a source of food for the population of smaller, raised coral islands in the group that have difficulties in obtaining more staple food and carbohydrates intake.

1.1.4. Pre-colonial use of the coconut did not entail the planting of coconuts as it did yams and other edible root crops, though it was noted that on islands where there was constant difficulty of access to good drinking water, the prevalence of coconut would have been more observable².

1.1.5. Prospectors and traders looked to coconut oil in the aftermath of the decline in the sandalwood trade as the remaining few sandalwood traders struggled to make ends meet with the very few available natural resources on the archipelago. Oil pressing methods were trialed on Santo, Tanna and Efate. The challenge of the oil industry then was not one of quality but quantity, as the transportation process required in shipping the oil to Australia, then to Europe, resulted in high losses of oil.

1.1.6. With the discovery of copra drying by a German company in Samoa in 1860 as dried coconut

Prospectors and traders looked to coconut oil in the aftermath of decline in the sandalwood trade

for processing into oil in Europe, the coconut trade was revolutionized and by 1870 Vanuatu was already exporting copra. The coconut trade began as an exchange with the islanders of coconuts for tradable goods such as tobacco or claypipes. It is reported that with a value of goods around Vt300, a collection of 7000 nuts, which is equivalent to one ton of copra, could be bought for processing into copra³. Soon the demand for the commodity overseas far outweighed the islanders' capacity to sustain the production and by 1877 the first coconut plantations had emerged on the island of Efate.

1.1.7. By 1927 smallholders on Tanna and Ambae were able to produce 2,500 tons of copra per year and from then on the copra industry in Vanuatu began to take root and would later see the rise of smallholder coconut plantations on almost every island within the group. Copra was on its way to becoming Vanuatu's number one commodity and with an increasing number of smallholder coconut plantations springing up on almost all the islands of the group, Vanuatu's economy became more consolidated but narrowly based on copra.

1 Spriggs, M. Vegetable Kingdoms: Taro irrigation and Pacific prehistory 1981

2 Rannie notes on the New Hebrides 1890.

3 Thomas, J. Cannibals & Convicts, London, 1886



1.1.8. In the wake of political unrest in the late 1970s and early 1980s, most if not all of the developers either left or were repatriated to New Caledonia and elsewhere with their skills and resources, including the financial means required for sustaining the development and improvement of the coconut plantations.

The indigenous ni-Vanuatu did not then have the capacity to manage the huge plantations.

1.1.9. In 2007 it was estimated that there were about 9.7 million coconut trees occupying an estimated land area of around 120, 000 hectares. However, only 42% of these trees are currently used for making copra and oil, leaving the other 58% for non-economic uses.

In a recent study on the cost of doing business in Vanuatu, it was found that copra milling facilities on the island of Santo are being operated on 53% utilization only, given the rather low supply of raw materials⁴.

Amongst other factors, labor intensiveness, quality issues, price and market access account for the low utilization of the current coconut stock and consequent result of loss of employment opportunities in rural areas.

4 Philips, K. and Kerkmann, L. Vanuatu Business Cost Competitiveness (2012) page 15.

1.2. International trend on copra and coconut oil

1.2.1. World trends in the demand for coconut oil present a favourable situation for Vanuatu given the geographical location of other copra producing countries in Asia and the Pacific. Since the world's largest copra crushing countries are closer to Vanuatu, costs related to freight remained relatively stable over past years, making it more favourable for Vanuatu to export copra and crude coconut oil (CNO). Vanuatu exports the bulk of its copra to the Philippines, Indonesia and India. These countries together form about 81% of the world's copra crushing capacity.

Table 1: Contribution to World Vegetable Oil production by type

Vegetable Source	Percentage Contribution
Soy Bean Oil	31%
Palm Oil	29%
Rapeseed Oil	14%
Sunflower Seed Oil	8%
Peanut Oil	5%
Cotton Seed Oil	4%
Palm Kernel Oil	4%
Coconut Oil	3%
Olive Oil	2%

Source: UNCTAD⁵

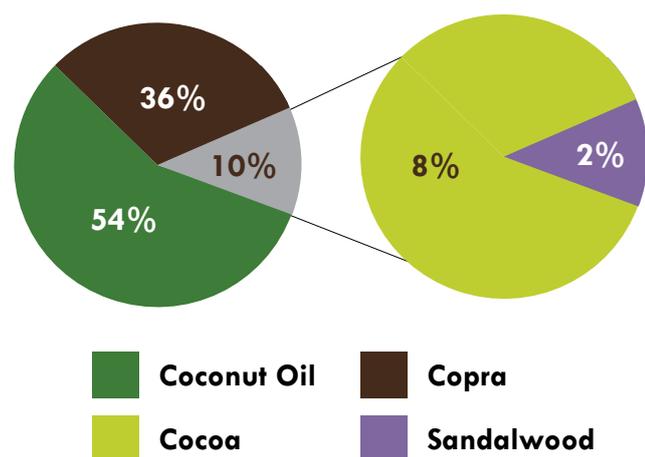
The world market for edible oil and oleo chemicals alone is sufficient to sustain Vanuatu's coconut industry. International prices for edible oil are characterized by two main factors: these are substitutability between coconut oil and other vegetable oils, and fluctuation in prices caused by weather conditions affecting productivity in the coconut sector. Vanuatu exports a considerable volume of its copra to the Philippines despite the fact that the domestic capacity for crushing and milling copra is sufficient. Philippine mills are willing to pay more to suppliers of copra in Vanuatu because their own domestic sources have been diversified in the face of increased demand for coconut water and non-oil coconut products.

⁵ UNCTAD, 2014, A Discussion Paper for Vanuatu

1.3. Economic significance of the coconut sector

Figure 1: Percentage share of agricultural exports in 2011

Share of agricultural exports in 2011



Source: UNCTAD⁶

1.3.2 The coconut sector is the second largest contributor to foreign exchange earnings and also contributes 45% to GDP which is more than half of that provided by tourism which is Vanuatu's biggest industry. Economic spin offs from the coconut sector in 2011 are accountable for 45% of total exports of goods and marginalizing the cocoa sector by a neat 41%. A recent study on the composition of agricultural production in Vanuatu showed that 36% comes from copra and 54% came from coconut oil.

The coconut sector therefore contributes more than three quarters of total agricultural output and dwarves other products such as cocoa and sandalwood. These indications demonstrate the sector's predominant positions as the country's main source of income for the 80% of the country's population.

1.4 Distribution of Coconuts by Province

Table 2: Cocnut Production by Province for year 2007

Province	Table Hectares of land in the province	% of Hectares planted with coconuts	% of Total are planted with coconuts	Total Value of Production (Vatu)	No. of Coconut Trees Planted
Torba	6,172	5	20	8,038,000	565,021
Sanma	15,501	13	8	93,202,000	2,088,786
Penama	11,666	10	26	17,236,000	2,243,516
Malampa	28,367	24	28	68,943,300	2,606,375
Shefa	44,0202	37	52	7,791,000	1,507,050
Tafea	13,650	11	26	-	725,920
Vanuatu	119,384	100	X	195,210,000	9,736,676

Source: Agriculture Census (2007)

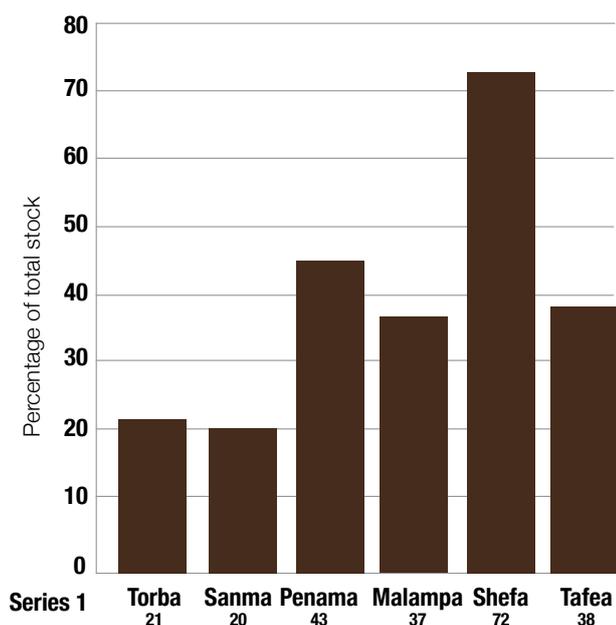
⁶ UNCTAD 2014 A Discussion Paper for Vanuatu

⁷ VNSO 2007 Vanuatu Agriculture Census

1.4.1 Torba province is the most remote group of islands to the north and as shown in table 2, with about 20% of good agriculture land used for planting coconuts. As compared to Shefa, Torba produces more copra although shipping, and until recently telecommunication, are huge challenges.

1.4.2 Malampa province has a relatively high number of senile palms (figure 2) and yet it was able to produce nearly as much copra as Sanma. Replanting would have doubled the current rate of production, however only 20% of land on Malekula in Malampa province is identified as being good agriculture land.

Figure 2: Distribution of senile palms as a percentage of total stock in all provinces



Source: Agriculture Census (2007)

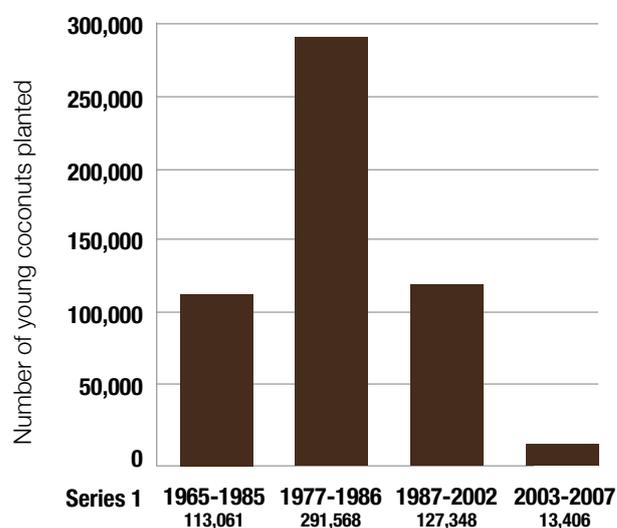
1.4.3 The province of Shefa has allocated a large portion of its land to coconut development. But due to it having the highest number of senile coconut palms at 72% (Figure 2), coupled with the increasing demand for fresh green coconut water and coconut milk in the Port Vila market, it has the lowest production of copra.

The number of palms stated in the census report does not reflect the total number of hectares reported.

1.4.4 Sanma has the lowest percentage of senile palms, which may be attributed to easy access to coconut planting material from VARTC.

1.5 Decline in coconut replanting and harvesting

Figure 3: Annual average rate of young coconut planting over the last 4 decades



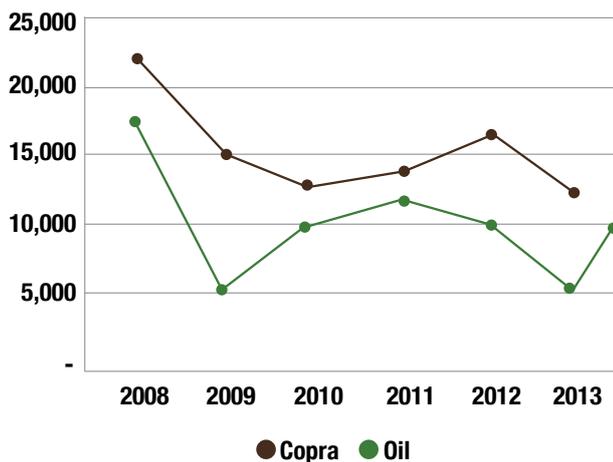
Source: Agriculture Census (2007)

1.5.1 National stock is comprised of very old and non-producing stands, the majority being well over 70 to 80 years of age. In addition the 2007 agriculture census recorded a very low rate of replanting or planting of new stocks

1.5.2 The highest numbers of young coconuts were planted between years 1977-1986 with an average of 291,568 young trees per year. This increase is attributed to the coconut development program funded by the European Union during this period.

1.5.3 Not only is the decline in production associated with lack of planting of young coconuts but statistics also shows that nuts are underutilized. It is estimated that about 58% of coconuts are never harvested, unused and left to germinate in the plantations. The report stated that only 42% of coconuts were used for copra production. Fluctuations in international prices as demanded by the world market on copra is the major contributing factor to the low rate of utility of coconuts. More and more farmers have also resorted to investing in alternative cash crops such as sandalwood and kava.

**Figure 4: Export of Copra and Coconut Oil
2008-2013**



Source: Vanuatu National Statistics Office (2013)

1.5.4 Urban population growth rate in Port Vila is 4.05% per annum making it one of the highest in the Pacific⁸. Vanuatu's rural population makes up around 70% of the total, meaning that a decline in rural economic activity could have a direct adverse impact on employment.

The MDG report for 2010 reported an increase in employment opportunity from 8% in the period 1995-1999, 7% in 2000-2004 and 2.7% in 2005-2008 respectively⁹. While the increase in 2005 could be a reflection of outstanding performance in the tourism and the service sector, the mid 1990s high performance is attributable to the contribution of the coconut sector and in particular the copra industry.



⁸ Pacific Institute of Public Policy. (2011), *Urban Hymns: Managing Urban Growth*.

⁹ Vanuatu MDG report for 2010

Situational Analysis of the Coconut Sector

2.1. National perspective

2.1.1. The 2007 agriculture census recorded around 9,736,676 coconut trees planted on about 119,384 ha of land representing about 24% of good agricultural land. According to Simeoni and Lebot (2009), total good agriculture land area amounts to only 492,177 hectares which is about 40% of the total land area of Vanuatu.

2.1.2. Under the laws of Vanuatu, the responsible authorities for managing the coconut sector are the Department of Agriculture and Rural Development (DARD) and the Vanuatu Commodities Marketing Board (VCMB). However, since the collection of the agriculture data in 2007, a scheme to improve this important sector has not yet been in circulation either from DARD or VCMB. Burnette and Kenneth (2005) highlighted that besides the more obvious constraints inhibiting the development of agriculture (including the coconut sector example, inadequate infrastructure, extreme climatic conditions and lack of large scale commercial enterprise), there are even more pressing issues that require immediate attention such as:

- A wide range of taxes, policies and regulations impacting on the sector but creating a high level of uncertainty as to who has the sole authority for the development of the sector
- Traditional land tenure impeding commercial investment
- Uncertainty in government policies and excessive bureaucratic procedures
- Small domestic markets and distant external markets
- High labour cost and generally low productivity
- Lack of a comprehensive replanting program.

2.2 Supply and demand for coconut products

2.2.1 Expansion of the coconut sector is constrained by a number of factors.

One of these factors is the lack of an appropriate policy and regulatory roadmap for addressing constraints faced by key players in the coconut value chain. On the supply side farmers and coconut producers need to be aware of the potential secondary and tertiary products which could be produced from coconut.

2.2.2 Copra production requires around 6,000 nuts to produce a ton of dried copra, which on average will sell at approximately USD 450 a ton or alternately, the equivalent of USD 300 per ton of wet copra. At the cut copra farm gate this value is equivalent to USD 180 or even around USD 120 per ton which is the same as USD 0.2 for a single nut. Studies show that on average a single tree will produce around 60 mature nuts per annum and with an average of 120 trees per hectare, a farmer could expect to earn around USD 144 on a hectare of coconut plantation per annum, which is insignificant for generating any incentive for investment in the coconut sector.

2.2.3 Copra production is labour intensive. With low copra prices on offer, farmers only produce copra when they are desperately in need of quick cash. Fallen nuts remain unharvested should other income earning opportunities be readily available.

2.2.4 Poor copra quality contributes to high cost of oil extraction. This explains why it is that though international demand for copra may be high, the price for purchasing it has always been relatively low. The difference in price between copra based oil or crude coconut oil and virgin coconut oil is around USD 2,500 based on Philippines export figures in favour of virgin oil.

2.2.5 With better access to information support services such as mobile communications, internet and SMS, there is greater potential for new developments and diversification in the sector.

Table 3: Copra /Coconut SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> - Good genetic materials locally available - Favourable climate - Developing market network - Low maintenance plantation management - Fits in well with existing farming systems 	<ul style="list-style-type: none"> - Limited value-added production, reliance on raw commodities exports to foreign markets for processing - Inadequate infrastructure for manufacture and transport - Lack of finance availability for smallholders - Lack of incentives to replant for future supply - Lack of incentives to diversify into other coconut products
Opportunities	Threats
<ul style="list-style-type: none"> - Target higher value buyers with more value added and convenient products - Improve linkages to tourism sector to tap local market for artisanal coconut products - Improve quality and food safety to meet growing world quality standards - Rich value added product possibilities - Add value across entire product line to motivate replanting - Harvest senile palms for flooring and other timber uses - Coconut oil offers health benefits - Organic certification - Private sector investment - Local market of coconut oil not influenced by world coconut oil price - Significantly improve farmers income 	<ul style="list-style-type: none"> - Aging trees, declining supply - Poor tree management promoting pests and disease - Change in government policy - Rising quality standards of markets and competing countries - Land issues - Impacts of climate change and natural disasters



Diversifying the Coconut Sector

This coconut sector strategy is aimed at providing increased opportunities for earning a livelihood rather than over-reliance on copra as the only coconut based product. The advance of technology has made it possible to value add to the sector. Harnessing this knowledge is seen as an effective way to revitalize the coconut sector. A study by the Pacific Agribusiness Research for Development Initiative (PARDI) identified at least 20 different products that can be considered for development in the coconut sector.

3.1. Agri-Tourism

3.1.1. In addition to these the study also identified possible marketing avenues that can be sought either locally or abroad. In light of challenges associated with shipping, transportation and distance from major market centres, recent development in the tourism sector offers Vanuatu an unprecedented opportunity for linking value added coconut products to the tourism industry.

Table 4: Copra/Coconut Value Chain

Primary	Added value 1	By-products	Added value 2
Coconut	Virgin Coconut Oil, Coconut Flower, Syrup and Sugar Sweets, Candies, Soap Cosmetic Products, Dry Shell, Shredded, Coconuts, Coconut Milk and Powder, Coconut Water	Coconut shell	Household utensils, decorative products Activated carbon
		Coconut husks (coir)	Carpets, door mats Coir dust (mulch, compost) Geotextiles
	Coconut wood	Lumber products	Wall panels, furniture, doors and windows
	Coconut leaves	Plaiting materials	Basketry products Brooms
Copra	Refined coconut oil Cooking oils, Oleo-chemicals	Copra meal	Bio-fuels

Source: UNCTAD National Green Export Report

3.1.2. Furthermore, decorating bungalow interiors with coconut wall panels, windows and doors and having coconut furniture is an exceptionally exotic approach to tourism development and one in which the coconut is fully utilized.

In considering potential costs relating to export of coconut value added products and other costs associated with marketing and promotion, as well as competition with other coconut growing countries in the region and international competitors, this concept provides Vanuatu with an option whereby export,

freight and logistics costs are absorbed by increased tourism to Vanuatu.

3.1.3. Other value added products with high potential for the tourism sector include virgin coconut oil, coconut water, soap, cosmetics and skincare products.

Situational Analysis of the Coconut Sector - Cont'd

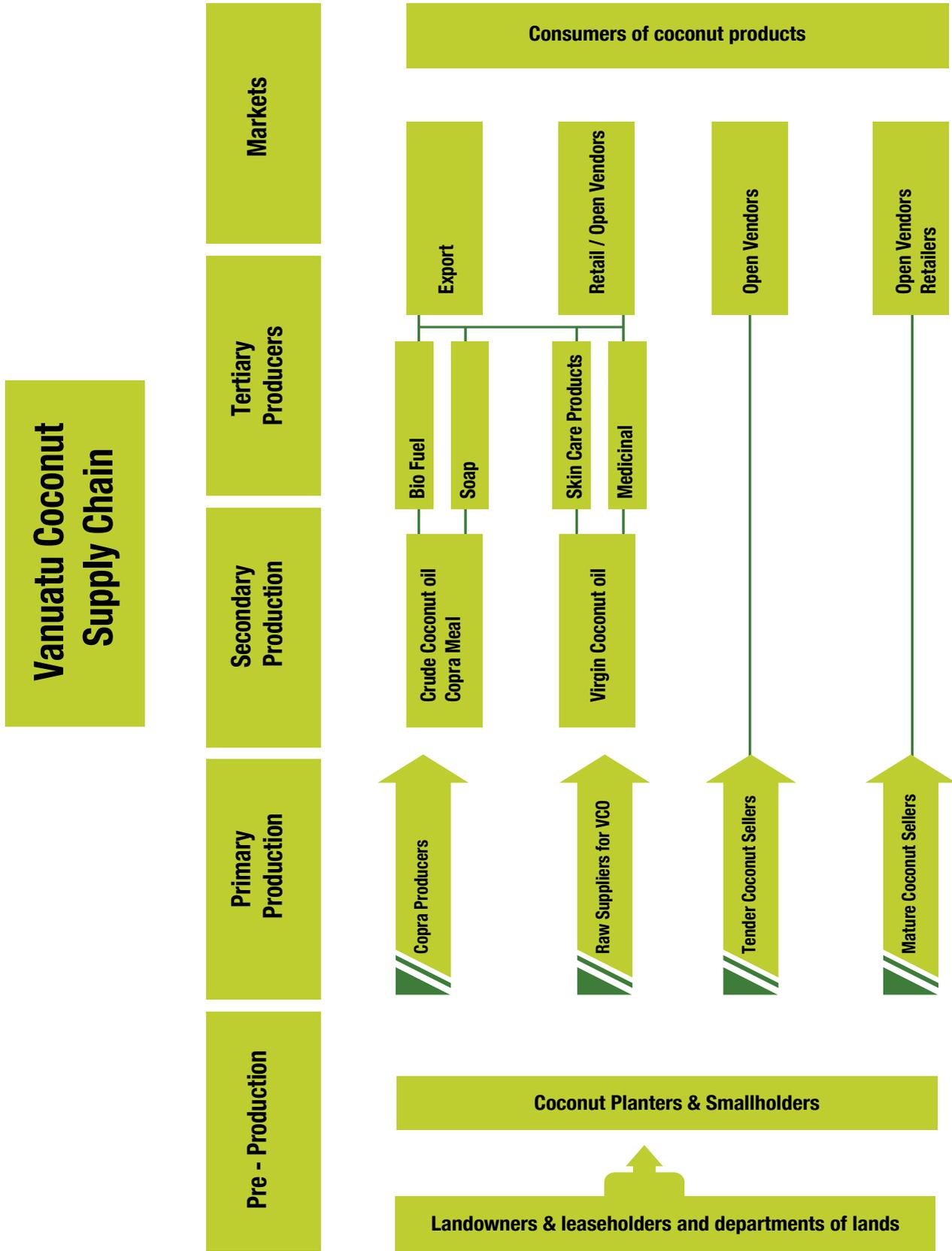
3.2. Copra Meal for Livestock

3.2.1. Vanuatu is confronted with the challenge of sustaining a declining beef industry in the face of high demand in international markets and corresponding rise in world prices for premium quality beef. Value adding through processes such as refined copra oil and virgin coconut oil produces by-products which are good for animal feed. Current attempts at increasing tariffs on imported chicken products needs

to be supported by broadening Vanuatu's internal livestock feed processing mechanism. Sustainability of suppliers of raw materials for supplementing the production of livestock feed with coconut ingredients needs to be considered. The only effective approach for achieving this end is to increase copra and coconut meal production



Figure 5: Coconut supply chain map for Vanuatu



Source: After PARDI (2010)

Coconut Strategic Vision and Objectives

Underpinning this coconut sector strategy is the country's Priority Action Agenda (PAA) of a just, educated, healthy and wealthy Vanuatu; and the Planning Long Acting Short (PLAS) policy which states that the agriculture sector will be the engine for economic growth. The strategic vision is also closely interwoven with goals of the Overarching Productive Sector Policy (OPSP) and the Agriculture Sector Policy which highlight the need for integrated and sustainable management of agricultural resources to improve wellbeing and livelihoods of all people in Vanuatu.

4.1 VISION

Coconut is the top income earner in Vanuatu's agriculture sector by 2026

4.2 OBJECTIVES

This Strategy is a comprehensive response to addressing the critical factors that impact on the development of the Vanuatu coconut sector. The focus is to reduce the gap in the performance of stakeholders, implementing partners, private sector, donors and Government institutions based on market opportunities discussed earlier. The Strategy is proposing a holistic approach that will lead to a successful implementation across the entire coconut value chain. For changes to happen as the result of these interventions a sustained level of commitment will be required from all stakeholders.

1. Establish appropriate administrative and regulatory frameworks to manage the coconut sector.
2. Increase farmer access to improved planting materials.

3. Enhance coconut farming through appropriate information and support.
4. Increase production and quality through good agricultural practices.
5. Introduce incentives for private sector engagement in agro-processing and value adding at all levels of the value chain.
6. Enhance trade and marketing of coconut products in the domestic and export market.

A central feature of Strategy implementation is the Vanuatu National Commodity Secretariat (VNCS) which will serve as a key coordinating and oversight body for all agriculture commodities including coconut.

VISION

Coconut is the top income earner in Vanuatu's agriculture sector by 2026

Vanuatu National Coconut Strategy Framework

SPECIFIC OBJECTIVE 1:						
Establish appropriate administrative and regulatory frameworks to manage the coconut sector						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
1.1 Establishment of the Vanuatu National Commodity Secretariat (VNCS) through a Ministerial Order	Establish an agriculture act. Insert in the act the establishment of the Vanuatu National Commodity Secretariat for coordinating the development of all sectors for prescribed commodities including the coconut sector (VNCS).	The development of a coconut sector that is well managed in line with the development of other prescribed commodities.	Establishment of a structurally and technically competent secretariat for managing the coconut sector	1st quarter year 1	DARD, VARTC, DoI, DoET Private Sector	SLO, Donors
1.2 Establishment of Vanuatu Commodity Council (VCC)	Ensure all prescribed commodities are represented in the council	Establish commodity membership affiliations through respective sector affiliations.	Vanuatu coconut farmers and producers association as established members of the Council	4th quarter year 2	DARD, VNCS VCCI, Private sector	Donors
1.3. Strengthen and promote establishment of Provincial Coconut Producers Association (PCPA)	Develop criteria for determining a coconut farmer and the process required for establishing a coconut farmers association	Establish for every province a provincial coconut farmers association	Provincial coconut farmers established in all provinces by year 2	4th quarter year 2	DARD, VNCS	Donors
1.4. Establish a GAP code for the Vanuatu agriculture sector (including the coconut sector) through a ministerial order	Review the Food Act to include Good Agriculture Practice for ensuring the safety of both processed and fresh food products	Get VCO products certified as organic, and through fair trade certification	Access organic niche market for VCO products and byproducts	1st quarter year 4	DARD, VARTC, VNCS, VAC, DoLS, Private sector	Donor, development partners
1.5 Facilitate through legislation a national scale testing requirement for the weighing of all processed and manufactured certified coconut products	Develop a scale monitoring legislation for ensuring consistency in weighing instruments across the coconut sector	Reduced incidence of unfair trade through inconsistency in weight readings.	Weight labels on packaging reflect consistency	2nd quarter year 5	DoI, DARD, VIPA MALLFB, FTDC-AU Private Sector	Donor, development partners

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 2. Increase farmer access to improved planting materials						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
2.1 Establish procedure for organic certification and registration of coconut farmers and products	Conduct awareness on approved certification procedures and registration of coconut farmers	To have in place an approved procedure for granting certification and registration of farmers	National coconut authority certifying and registering membership to the VCFA	2nd quarter year 2	DARD , VNCS, VBS, Private Sector	Donors
2.2 Improvement of nursery management through appropriate policies and legislations	Develop nursery manual and standard procedures for the improvement of nursery management	Coconut nurseries are properly and effectively managed according to approved nursery manual and standard procedures	Coconut nurseries in Vanuatu well managed and improved	2nd quarter year 2	DARD, VARTC, Private sector	Donors
2.3 Technical support for venturing coconut farmers wishing to engage in emerging coconut products.	Promote variety of nuts most suited for producing the emerging coconut product Facilitate and enhance capacity for local producers to participate in emerging markets	Coconut farmers effectively engaged in emerging coconut products such as coconut water, coir, activated coconut charcoal and desiccated coconut.	Increase in number of coconut holdings specifically denoted for tender coconut water, VCO. coir, etc.	2nd quarter year 2	DARD, VARTC, VNCS, Private Sector	Donors
2.4. Minimum target for raising 1 million seed nuts over the period 2016-2026	Set target of 100,000 nuts to be replanted on annual basis.	Plant 1 million young coconuts between 2016 and 2026.	100,000 new coconut trees planted in year 2	4th quarter year 2	DARD, VARTC, VNCS Private Sector	Donors
2.5 Profile and create database for all coconut nurseries and coconut farmers around Vanuatu	Identify coconut holding owners and managers. Develop database on coconut development	Coconut database for enhancing growth of the sector	Coconut database establish in January of year 4	3rd – 4th quarter year 4	DARD, VARTC, VNCS, Private sector	Donors

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 2. Increase farmer access to improved planting materials cont'd						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
2.6. Government, private sector, development partners and relevant authorities collaborate in ensuring the growth and development of the nursery sub-sector	Organize workshops and consultations for purpose of addressing specific issues affecting the nursery sub-sector	Issues relating to the coconut nursery sub-sector are adequately addressed.	Increased enthusiasm to fund coconut related projects by donors and development partners in year 3	1st quarter year 4	DARD, VARTC, VNCS, Private Sector	Donors , VNSO
2.7. Develop seedling varieties for specific niche markets	Identify coconut varieties suited to the various niche markets in the tourism industry	Have sufficient coconut varieties for the tender coconut market	Increased number of coconut farmers engaging in the tender coconut water market.	3rd – 4th quarter year 3	DARD, VARTC, VNCS, Private Sector	Donors, VNSO, DoT
2.8. Undertake research for purposes of varietal improvement and pest and diseases control and inform seedling centers	Train coconut research development officers for each province	Increase knowledge on varietal improvement and ability to control coconut pests and deceases	Varietal improvement institutionalized in all coconut development centers and coconut farmers ability to control pests and deceases improved	1st – 2nd quarter year 3	DARD, VARTC, VNCS, Bio-sec, Private Sector	Donors, PSC, VNTC
2.9. Training and technical support to coconut farmer associations	Register and enlist coconut farmer associations and identify training needs for each coconut farmer group	Coconut farmers are empowered through their association and training provided to them	Coconut farmer group regular meetings reflected in the NCA annual report	1st – 2nd quarter year 3	DARD, VARTC, VAC, Private Sector	

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 3: Enhance coconut farmers' effectiveness, productivity and capacity through appropriate information and support						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
3.1 Conduct community awareness on the adverse impact of low production on the coconut sector and the increasing potential for the sector	Country wide awareness program planned for 2016	Awareness of negative impact of low production in coconut sector.	National coconut authority certifying and registering membership to the VCFA	4th quarter year 3	DARD, VNCS, Private Sector	Donors
3.2 Conduct nationwide survey on all senile plantations to identify potential areas for replanting	Nationwide survey on all senile stands including identification of potential areas for replanting planned for year 4	Comprehensive data collected and compiled on senile vested plantations and potential replanting areas	Comprehensive report on status of senile coconut stocks	1st quarter year 4	DARD, VNCS, Private sector	Donors
3.3 Enhance farmer capacity for accessing and repayment of credit through training	Develop and accredit basic financial management manuals for the purpose of training coconut farmers. Utilize current system of purchasing copra used by VCMB to source funds from the Vanuatu Agriculture Development Bank.	Coconut farmers acquire capacity to successfully secure credit and are able to repay their loans	Increased number of coconut farmers able to secure credit	1st quarter year 4	DARD, VNCS, VAC, Private sector	Donors
3.4. Increase current number of productive Vanuatu Tall (VTT) coconuts stands by 1 million trees per year.	Encourage foreign direct investments (FDIs) in coconut development Establish opportunities for joint business endeavors	Increase potential for additional coconut production by another 50%	Increased output of coconut oil and export of other products with comparative advantage by 50%	4th quarter year 6	VARTC, DARD, VNCS, Private Sector	Donors

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 3: Enhance coconut farmers' effectiveness, productivity and capacity through appropriate information and support cont'd						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
3.5 Incorporate climate change and environmental issues into coconut development	Conduct environmental impact assessment on pilot areas to determine extend of degradation on soil fertility	Ensure sustainability of coconut replanting	Annual reports on status of environmental degradation on coconut plantations	3rd- 4th quarter year 6	DARD, VARTC, VNCS, climate change, DoE, Private Sector	Donors
3.6 Facilitate mediation of conflict between potential landowners and investors in current and future plantations	Establish a tripartite system within the current customary land management act of Vanuatu for handling land disputes	Investment in the coconut sector to continue without disturbance while lands under dispute await land tribunal decisions	50% improvement in coconut development investment climate	3rd- 4th quarter year 8	DARD, VNCS, MCoC, SLO, MALLFB, Private Sector	Donors
3.7 Facilitate and assist emerging coconut farmers to access land for establishing coconut plantations.	Enact appropriate legislations in consultation with Ministry of lands for the protection of potential land for future coconut development	Identified and legislated specific zones for the development of coconuts estates.	Coconut zoning and related legislation enacted by parliament	4th quarter year 8	MoL, DoL, DARD, Private sector	Donors
3.8 Provide technical support and machineries for planting, replanting and plantation maintenance purposes	Secure donor funds for coconut community development projects	Ability to meet vt1 million target per annum	Improvement in nursery management and plantation rehabilitation activities	4th quarter year 3	Donors, development partners, Private sector	DESSPAC, PMO
3.9 Facilitate harvesting of senile stands for timber	Compile data on available timber stock and assess commercial and market value of timber	Use as collateral for accessing credit for purpose of redeveloping coconut plantations	Increase in number of coconut based home furniture and artifacts for the tourism industry	4th quarter year 4	DoF, DARD, VNCS, Private Sector	Donors
3.10 Facilitate coconut sector development through improving land tenure system	Encourage land owners to be flexible in their land dealings in order to facilitate future developments in the coconut sector	Ensure redevelopment of old plantations	Growth in coconut sector and production	4th quarter year 5	MoL, DoL, DARD, Private sector	Donor, MCoC

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 4. Increase production and quality through good agricultural practices						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
4.1 Facilitate training on plantation management skills for smallholders and plantation managers	Identify capacity of plantation owners through product profiling on all coconut products Develop and accredit all training manuals Regular inspections by DARD coconut field officers	Improved management skills amongst smallholders and plantation managers	Improved performance in coconut plantation	4th quarter year 3	DARD, VARTC, VNCS, VAC, VNTC, Private sector	Donor, development partners
4.2 Facilitate training on pest and disease control management skills for smallholders and plantation managers	Develop training manual on pests and disease control for coconuts Provide training to coconut farmers Regular joint inspection on coconut trees by DARD and Plant Protection officers	Pest and disease conscious coconut farmers with ability to recognize, identify and manage pests and diseases	Increased farmer effort in controlling pests and diseases	4th quarter year 3	DARD, VARTC, VNCS, relevant line agencies, private sector	Donor, development partners
4.3 Provide training on pasture and undergrowth control management for smallholders and plantation managers	Develop training manual on weed control and pasture management for coconut farmers Provide training Regular inspection by DARD coconut field officers	Coconut plantation undergrowth and pasture remains under control	Weed free coconut plantations	1st quarter year 4	DARD, VARTC, VNCS, VAC, DoLS, Private sector	Donor, development partners
4.5 Establish coconut varieties for tender coconut water	Research and identify variety most suited for developing a tender coconut water industry	Tender coconut water industry established and sustained	Increase in number of coconut farmers producing coconut water for the domestic market	4th quarter year 9	DARD, VARTC, VNCS, Private Sector	Donor, development partners
4.6 Establish coconut varieties for coir and coconut shell production	Research and identify variety most suited for developing a coir and coconut shell industry in Vanuatu	Coir and coconut industry firmly established and sustained	Increase in number of coconut holdings for sustaining the coir and coconut shell industry	4th quarter year 9	DARD, VARTC, VNCS, Private Sector	Donor, development partners
4.7 Facilitate technical support and acquiring of machineries and facilities for coconut plantation improvement and management.	Seek donor and development partner support for acquiring machines for coconut farmer groups and communities	Coconut farmers adequately equipped with proper machinery and tools for clearing and maintaining plantations	Inventory and record of registered coconut holdings with proper equipment and facilities	1st quarter year 3	DARD, VARTC, VNCS, MALLFB, PMO, Private Sector	Donor, development partners

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 4. Increase production and quality through good agricultural practices cont'd						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
4.8 Facilitate technical and financial support for training on coconut plantation management	Seek donor and development partner support on training for coconut plantation management	Technical and financial support for assisting coconut farmers available	Increase in number of registered coconut farmers who have received technical and financial support from donors and development partners	2nd - 4th quarter year 3	DARD, VARTC, VNCS, MALLFB, PMO, Private Sector	Donor, development partners
4.9 Facilitate certification of organically grown coconut for processing of organic products for domestic and export niche markets	Develop community awareness programs for promoting organic products in the coconut sector	High level of awareness on the importance of securing certification from recognized authorities in the growing and processing of coconut products	Increase in number of registered coconut farmers and producers with organically approved and certified license to operate in the coconut sector	4th quarter year 4	DARD, VARTC, VNCS, Private Sector	Donor, development partners
4.10 Introduce information and communication technology (ICT) in the coconut sector	Introduce and promote ICT in the coconut sector for purposes of disseminating information and communicating ideas and knowledge on coconut production and marketing	Significant number of registered coconut farmers and producers utilizing the use of ICTs to advance their businesses.	Relatively rapid flow and dissemination of information and ideas around the coconut sector.	4th quarter year 2	DARD, VARTC, VNCS, PMO, Private Sector	Donor, development partners
4.11 Facilitate technical support and acquiring of machineries and facilities for coconut plantation improvement and management.	Seek donor and development partner support for acquiring machines for coconut farmer groups and communities	Coconut farmers adequately equipped with proper machinery and tools for clearing and maintaining plantations	Inventory and record of registered coconut holdings with proper equipment and facilities	1st quarter year 3	DARD, VARTC, VNCS, MALLFB, PMO, Private Sector	Donor, development partners

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 5. Introduce incentives for private sector engagement in agro-processing and value adding at all levels of the value chain;						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
5.1 Initiate tax incentives for encouraging increased domestic use of all coconut products having a comparative advantage as a way of engaging more farmers in the coconut sector (CNO, cooking oil, soap, coconut water, and other coconut related value added products)	Collaborate with department of customs and inland revenue for creation of tax incentives	Appropriate tax incentives for encouraging increased use of CNO as bio-fuel is effected, increased production of locally produced soap, cooking and body oil and lotions and strengthening of the market for coconut water	Reduction in cost of fuel and electricity.	2nd quarter year 4	DoI, DARD, DoFEM, MALLFB, PMO, Private sector	Donor, development partners
5.2 Facilitate establishment of an efficient quality control and assessment unit for ensuring quality in all coconut value adding	Collaborate with the Food Technology Development Centre and Analytical Unit (FTDC AU) for the establishment of quality control mechanism	Quality control and assessment facility established	Increased high quality coconut products for domestic and export markets	2nd quarter year 4	DoI, DARD, DoFEM, MALLFB, PMO, FTDC-AU, Private Sector	Donor, development partners
5.3 Facilitate the establishment of a coconut industry research and development center for enhancing processing and value adding on coconut at all levels of the value chain	Collaborate with the Food Technology Development Centre and Analytical Unit (FTDC-AU & National Diagnostic Laboratory) for the establishment of a coconut industry research and development centre	Coconut industry research and development centre established	Increased varieties of high value coconut products for domestic and export markets	4th quarter year 3	DoI, DARD, DoFEM, MALLFB, PMO, FTDC-AU, Private Sector	Donor, development partners
5.4 Facilitate basic training to potential cottage industry operators and owners	Seek and secure technical and financial support to facilitate training and capacity building of cottage industries	Tender coconut water industry established and sustained	Improvement in quality and quantity of cottage industry value adding.	2nd quarter year 3	DoI, DARD, DoFEM, MALLFB, PMO, FTDC-AU, VNTC, VAC, Private Sector	Donor, development partners
5.5 Encourage participation of Foreign Direct Investments (FDIs) in facilitating and enhancing the manufacturing and processing of coconut products	Identify and promote joint venture (international) investment opportunities and prospects within Vanuatu's coconut sector	Increased foreign direct investment in coconut sector	Significant growth in job opportunities in the coconut sector	2nd quarter year 4	DoI, DARD, VIPA, VCCI, MALLFB, PMO, FTDC-AU, Private Sector	Donor, development partners

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 5. Introduce incentives for private sector engagement in agro-processing and value adding at all levels of the value chain cont'd						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
5.6 Allocate training opportunities for technical knowledge on value adding practices overseas for coconut products, especially in India and Philippines.	Identify coconut sector entrepreneurs and arrange exchange programs and short term trainings and attachments in Philippines and India.	Imported technical and entrepreneur ideas and knowledge impacting on the coconut industry	Sustained production in the whole value chain	1st quarter year 4	DoI, DARD, VIPA MALLFB, PMO, FTDC-AU, Private Sector	Donor, development partners
5.7 Facilitate technical, technological and mechanical inputs to value adding in the coconut sector at the micro level.	Identify technical, technological and mechanical needs necessary for enhancing value adding at the micro level	Advanced technological, technical and mechanical knowledge integrated into micro level industries.	Percentage increase in maturing of micro to medium level industries	1st quarter year 6	DoI, DARD, VIPA MALLFB, PMO, FTDC-AU, Private Sector	Donor, development partners
5.8 Facilitate through VNCS establishment of national grading system for different grades of coconut products	Identify different category of value adding in the coconut sector	Grading system for different categories of coconut products established.	Coconut industrial developers easily identifiable with the category and grade of products they produce.	2nd quarter year 5	DoI, DARD, VIPA MALLFB, FTDC-AU Private Sector	Donor, development partners
5.9 Facilitate through VNCS options for a national certification system for approving organic coconut products.	Establish legislation for organic certification of coconut production and value adding to coconut products	All coconut products organically certified and destined for niche high value export and domestic markets	Increasing number coconut products labeled certified organic and marketed as high value product	2nd quarter year 5	DoI, DARD, VIPA MALLFB, FTDC-AU Private Sector	Donor, development partners
5.10 Improve quality of copra through improved processing, drying facilities	Ensure increased number of quality copra processing and drying facilities including packing and transportation.	Improved copra quality	Increased volume of quality copra byproducts	3rd Quarter year 5	DoI, DARD, VIPA MALLFB, FTDC-AU Private Sector	Donor, development partners

Vanuatu National Coconut Strategy Framework - Cont'd

SPECIFIC OBJECTIVE 6. Enhance trade and marketing of coconut products in the domestic and export markets						
Priority intervention	Planned activity	Expected results	Performance indicator	Timeframe	Lead implementation agency	Implementing partners
6.1 Establish national quality standards for all coconut products	Facilitate through VNCS establishment of national standards for the quality of all coconut products produced.	Establish a quality control and assessment unit for ensuring quality assurance in agro-processing through an act of parliament	Standards approved and endorsed by a National standards Committee	3rd quarter year 4	VNCS, DARD, DoI, FTDC-AU, TDU, DoET, Private Sector	Donor, development partners
6.2 Establish Coconut Sector Development Revolving Fund	Facilitate through VNCS the best financing options and incentives to support the coconut sector as way of ensuring consistency in supply and sustainability in production	Establish a coconut development fund through the support of development partners and registered coconut farmers and producers	Coconut industry benefiting from the fund	1st quarter year 4	VNCS, DARD, DoI, FTDC, TDU, DoET, Private Sector	Donor, development partners
6.3 Strengthened local capacity for exporting of coconut products in regional and international markets	Review current Vanuatu bio-security system on effective SPS/TBT monitoring	SPS/TBT monitoring effect to allow for increased export of all marketable coconut products	More and coconut products produced	2nd quarter year 4	VNCS, DARD, DoI, FTDC, TDU, DoET, Bio- Sec, Province, DoLab, Private Sector	Donor, development partners
6.4 Facilitate importation of machinery and other tools and implements for improving growth and increasing coconut production	Allocate priority for the granting of duties exemption to importers of machinery and equipment for enhancing the growth in the coconut sector	Ease of importing coconut development related machines at relatively low costs	Increase in number of registered coconut holdings with access to machines and automated coconut development implements	2nd quarter year 4	VNCS, DARD, DoI, FTDC, TDU, DoET, Bio-Sec, Private Sector	Donor, development partners
6.5 Introduce tax incentives for reducing exportation of copra as a way for increasing CNO, VCO and coconut meal.	Implement industry development act	Gradual reduction in copra exports	Increase production of VCO and CNO	2nd quarter year 4	VNCS, DARD, DoI, FTDC, TDU, DoET, Bio- Sec, DoFEM Private Sector	Donor, development partners
6.6 Facilitate importation of materials and machineries for manufacturing and operating CNO and VCO mills, refineries, dehuskers, deshelling etc.	Allocate priority for the granting of duties exemption to importers of materials for improving manufacture and operation of CNO and VCO mills and refineries.	Ease of importing materials for improving manufacturing and operation of CNO and VCO mills and refineries at relatively lower costs	Increased production of CNO and VCO for export and domestic markets.	2nd quarter year 4	VNCS, DARD, DoI, FTDC, TDU, DoET, Bio- Sec, DoFEM, Private Sector	Donor, development partners

Coconut Sector Recommended Immediate Priority Actions for 2016 -2018

Immediate	Short Term Prioritized Action	2016				2017				2018				Responsible agencies Lead agency Funding entity
		1	2	3	4	1	2	3	4	1	2	3	4	
1	Request COM to declare 2017 as National Year Blong Coconut as a response to TC Pam coconut assessment report													DARD, MALFFB,
2	PMO to declare 2017 as National Year Blong Coconut, 2nd week of June as National Coconut Week and 10th of June 2017 as Vanuatu National Dei Blong Kokonas													DARD, MALFFB, PMO
3	Planned activities leading up to Vanuatu National Coconut Day													DARD, MALFFB, MTTCVB
4	Establish National Commodity Secretariat through Ministerial Order													DARD, MALFFB

The following activities have been put forward for the implementation of the above 4 Recommended Priority Actions

Implementation and Monitoring of the Coconut Strategy

6.1. Strategy Implementation Process

The success of this coconut strategy relies heavily on its effective implementation and regular monitoring and periodic evaluation. For these two things to happen, a number of factors first will need to be addressed. They are:

- a) Establishment of the Vanuatu National Commodity Secretariat, financial resourcing of the secretariat and recruitment of secretariat officers.
- b) Review and restructuring of the VARTC in line with the objectives and activities outlined in this strategy.
- c) Capacity building exercises for DARD staff to ensure that follow up on implementation is effectively and efficiently undertaken. Special training on non-conventional issues/demands in agriculture development must be organized.
- d) Restructuring in the Department of Agriculture and Rural Development is necessary to allow for implementation of this coconut strategy, including any other strategies aimed at expanding the agriculture sector. This will require Government to increase its annual budgetary allocation to DARD.

e) Regular monitoring of the implementation and effectiveness of the coconut strategy will be undertaken via forums such as the National Commodity Council and the National Trade Development Committee (NTDC). Additionally, a dedicated effort to revise and strengthen strategy indicators must be made with great urgency.

f) Farmer and producers' associations in the provinces must be strengthened through legislative intervention and by providing ongoing public awareness about the contents of this strategy. During the course of developing this strategy, consultations with communities have established some level of networking. Further follow up consultations will be needed to maintain momentum and dialogue over the long term

g) Dialogue and awareness among coconut sector stakeholders at all levels of society should be maintained on a regular basis to capture, both formally and informally, feedback on the strategy implementation progress

h) A mid-term review of this coconut strategy should be completed in 2020. This review will facilitate production of reports which will then be useful for engaging potential donors in the event of any additional developments relating to the implementation of the strategy.

i) The final evaluation of the outcome of this coconut strategy will be undertaken at the end of 2024. A review should therefore be planned for 2025- 2026.



6.2. Monitoring & Evaluation

Currently there are severe data limitations for monitoring agriculture sector outcomes, including the coconut sector, and a first priority will therefore be to establish a minimum set of core indicators that need to be measured. It will then be important to ensure the relevant data is collected in any future agriculture surveys, HIES, demographic health surveys, nutritional surveys, and population census.

Whereas this strategy will require a more qualitative assessment based on the general perceptions of sector experts and stakeholders, the development of a Monitoring and Evaluation Matrix for this strategy is essential, and must urgently be linked to policies and monitoring programs led by DSPPAC in close cooperation with the Vanuatu National Statistics Office (VNSO).

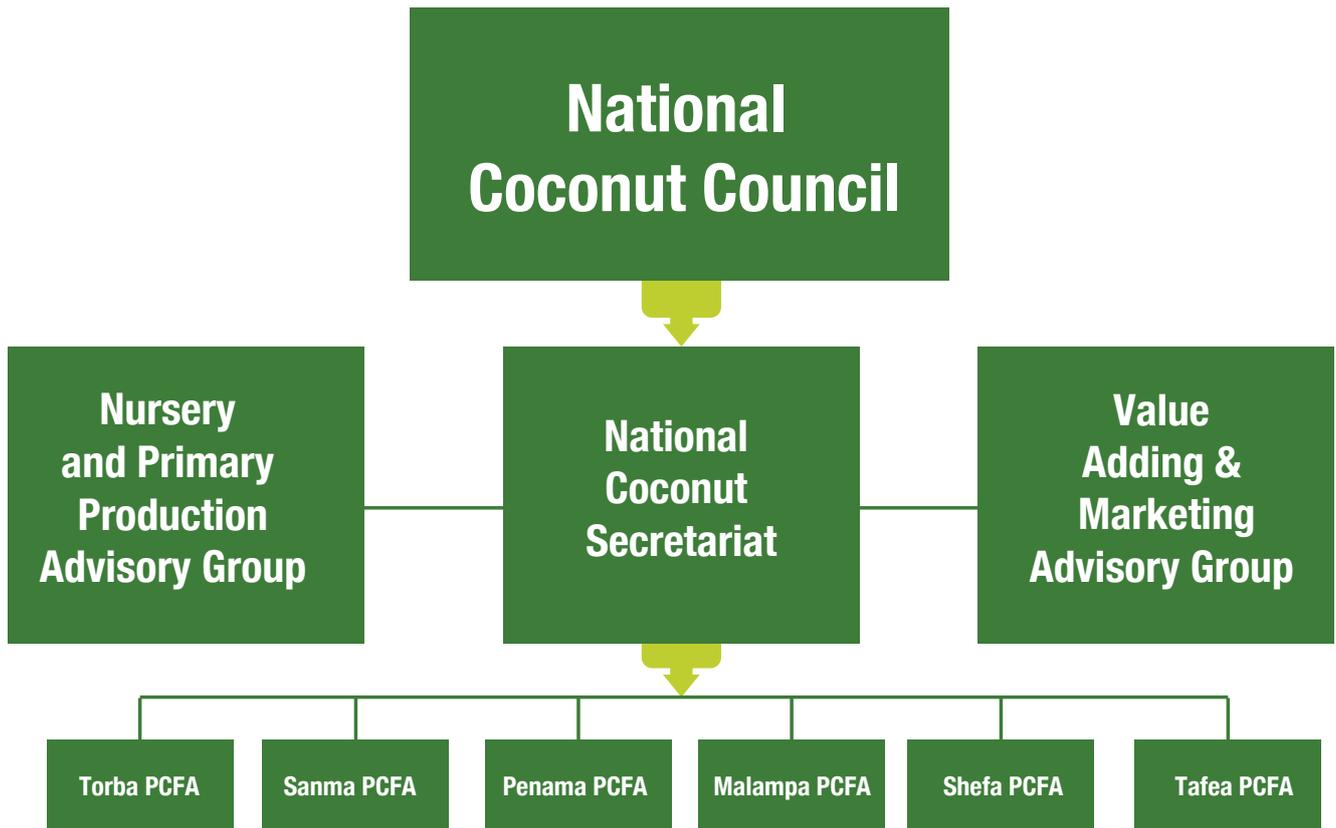
The reason such an M&E framework has not been fully elaborated here is that the highest-level Government policy, the Priorities and Action Agenda (PAA) is currently being reviewed and will be replaced by the development of the new National Sustainable Development Plan (2016-2030) which will include new M&E requirements for all sectoral policies. Once the NSDP has been released in 2016, the M&E framework for this coconut strategy will be finalized.



APPENDICES

Appendix 1: Structure of the Vanuatu National Coconut Secretariat

Organizational Framework



Appendix 2: Functions of the Secretariat

- a) Responsible for the planning, development and monitoring of the coconut sector in line with the planned activities outlined in this strategy;
- b) Liaise with the stakeholders in the nursery and primary production advisory group to ensure that the needs and aspirations of coconut farmers in rural areas are attended to;
- c) Prepare and coordinate annual coconut development plans in line with the approved planned activities and available funding for implementation;
- d) Prepare annual budgets for submission to the MBC during government budgetary preparation every year;
- e) Develop fee schedules and seek ministerial approval for purposes of collection of fees for services rendered to members and non-members as a way to collect funds for the ongoing development of the organization;
- f) In collaboration with the VNSO and other relevant line agencies and NGOs, collect and disseminate important data and information relating to coconut development on an annual basis;
- g) Prepare programs, annual plans, annual reports, development projects and other related materials for presentation and approval by the Vanuatu Coconut Council (VCC);
- h) Organize, fund and arrange respective meetings of the advisory groups and VCC on an annual basis;
- i) Liaise with NGOs and donors for technical and financial assistance for coconut development in Vanuatu regarding funding and training;
- j) Create developmental networking amongst coconut nursery farmers, plantation owners and developers and coconut processors, value adders and coconut product exporters with the view to facilitating increased production and marketing in the coconut sector;
- k) Liaise with regional and international coconut organizations for technical and financial assistance in regard to coconut development;
- l) Facilitate representatives to attend regional and international meetings on coconut development;
- m) Prepare and provide timely reports to respective authorities as and when may be requested from time to time.

Appendix 3: Functions of the Value Adding and Marketing Advisory Group

- a) Provide technical and advisory support to the secretariat regarding the types of coconut products having comparative advantage in the market;
- b) Provide technical and advisory support services to the secretariat on the range of machines and tools for producing the various coconut products to respond to demand in local and export markets;
- c) Provide advice to the secretariat for purposes of negotiating for technical and technological assistance with potential development partners;
- d) Provide market advice to farmers through the secretariat on market opportunities for various coconut products;
- e) Provide advice on what kinds of investment opportunities exist within the coconut sector to enhance the promotional activities of VIPA;
- f) Provide technical assistance to the secretariat in regard to collection of market information and data;
- g) Meet at least two times annually for planning and reporting purposes.

Appendix 4: Functions of the Nursery and Primary Production Advisory Group

- a) Provide technical and advisory support to the secretariat regarding coconut nursery developmental planning;
- b) Provide technical and advisory support services to coconut nursery business entities and coconut farmers and producers who are members of the VCC on the request of the secretariat;
- c) Provide support and technical assistance to the secretariat with regard to collection of information and data about coconut production;
- d) Meet at least two times annually for planning and reporting purposes;
- e) Provide quarterly reports to the secretariat on the status of the planned coconut nursery programs focusing on the 2 million coconut planting annual target specified in the coconut strategy
- f) Advise relevant officers in the DARD and VARTC through the secretariat on measures to take in protecting coconuts from pest and diseases;
- g) Undertake research and report on findings to the secretariat for purposes of improving the usefulness of the secretariat to members of the VCC.

Appendix 5: Functions of the Provincial Coconut Producers Association

- a) Liaise on behalf of the VCFA with member farmers around Vanuatu on matters relating to the development of the sector;
- b) Take responsibility for ensuring that interests of members of the PCPA are being adhered to in a timely manner;
- c) Encourage other coconut farmers and value adders to become members of the PCPA;
- d) Manage funds belonging to provincial level coconut farmers associations;
- e) Collect and compile data and information relating to coconut development in the provinces on a regular basis;
- f) Facilitate annual general meetings of provincial coconut farmers and value adders;
- g) Liaise closely with the coconut secretariat regarding developments in the sector;
- h) Facilitate the collection of membership fees from PCPA members and liaise with the secretariat for safe keeping;
- i) Perform an annual stock take of coconut replanting and liaise with the secretariat for record keeping;
- j) Undertake any other responsibility as may be directed by the secretariat from time to time.

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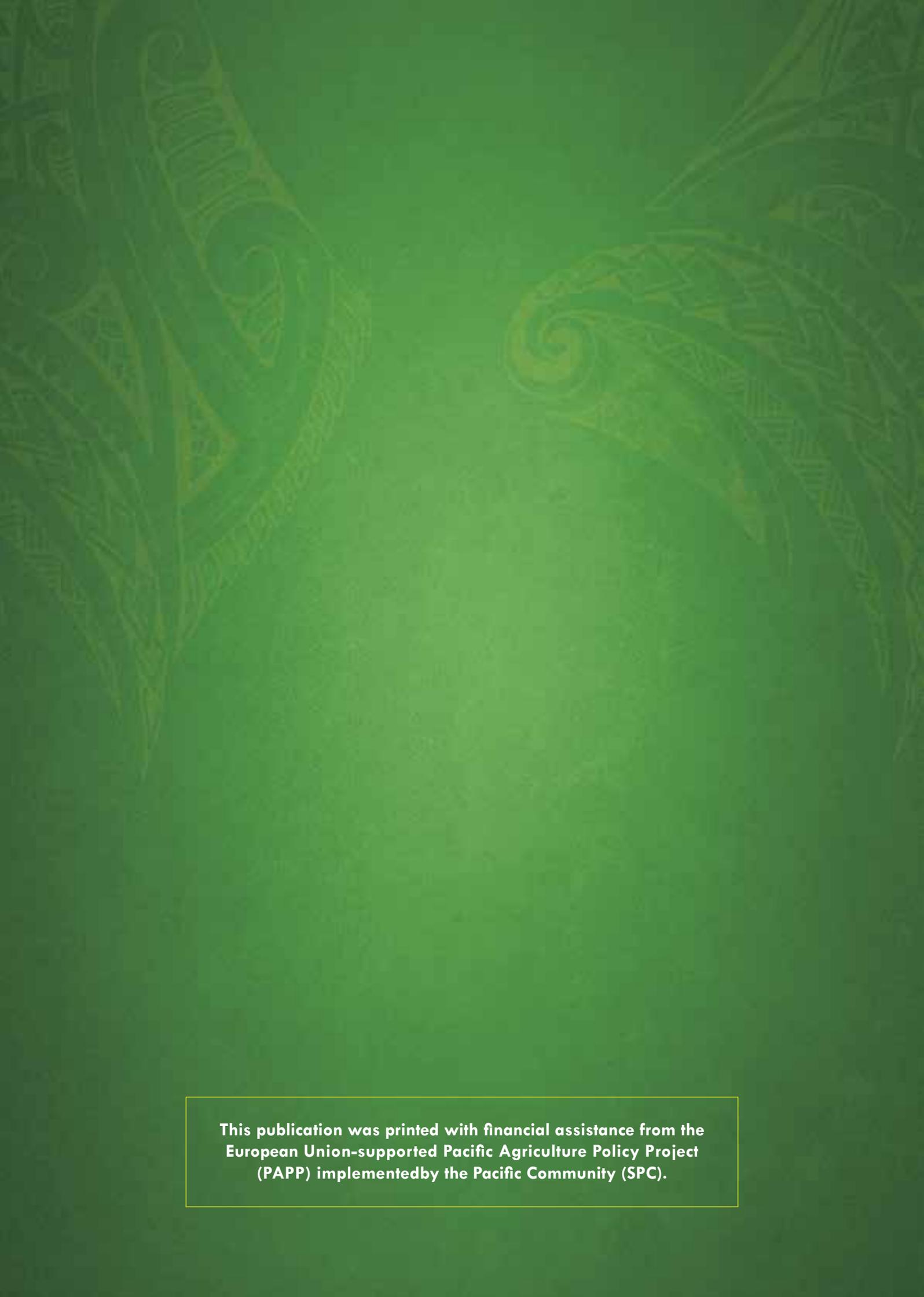
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The background is a solid green color with faint, intricate traditional Pacific patterns in a lighter shade of green. These patterns include spirals, geometric shapes, and stylized motifs, typical of Pacific Island art. The patterns are most visible in the upper corners and fade towards the center.

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