

ABOUT SCALE-T&I

To advance the Solomon Islands' economic competitiveness and inclusiveness, USAID/Philippines, Pacific Islands, and Mongolia launched the Solomon Islands Strengthening Competitiveness, Agriculture, Livelihoods and Environment (SI-SCALE) program to foster transparent trade and investment regimes for the Solomon Islands and to improve governance of critical resources in the respective sectors to enable sustainable development.

Under the SI-SCALE mandate to "improve the enabling environment for increased trade and investment," the US-SEGA project, implemented by Cadmus, coordinated closely with the Solomon Islands National Government, the Malaita Provincial Government, and the private sector on SCALE-T&I to identify opportunities for and implement activities aimed at strengthening the enabling environment for trade and investment.

SCALE-T&I provided technical assistance through an enterprise-driven lens, working to create an environment that allows businesses to compete vigorously, leading to growth and economic expansion in the private sector.



TESTIMONIAL



DR. PAUL BOSAWAI POPORA
Managing Director, Sape Farm

Having attended a SCALE-T&I training on Export Market Strategies, Dr. Bosawai Popora recognized that he needed to reevaluate his packaging strategy to better align with market demand. He adjusted the packaging of his containers to allow his products to be sold in smaller capacities. This strategy proved so successful that he is now looking to regional markets, including Australia, Indonesia, and New Zealand.



GET IN TOUCH

For more information on the SCALE-T&I activity, please reach out to:

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For more information on the US-SEGA project, please visit <http://tinyurl.com/US-SEGA-Project> or scan QR code.



SCAN ME



IMPROVING THE ENABLING ENVIRONMENT FOR INCREASED TRADE AND INVESTMENT

The **Strengthening Competitiveness, Agriculture, Livelihoods and Environment Trade and Investment (SCALE-T&I)** activity, implemented in the Solomon Islands by the U.S. Support for Economic Growth in Asia (US-SEGA) project from 2020-2024, aimed to reduce the cost and steps of obtaining business permits and licenses, improve trade and investment facilitation, and strengthen the competition environment.



PRIVATE SECTOR SUPPORT

SCALE-T&I focused on building the capacity of export-potential and export-ready businesses in the Solomons Islands as well as strengthening end-market linkages to regional markets and the United States.



Enhanced collaboration between USAID and the local private sector in facilitating trade and investment, by formalizing partnership between SICCI and USAID with a Memorandum of Understanding



Increased the capacity of private sector actors to export to international markets through a 10-module training series, delivering 1,411 person-hours of training (30% female)



Advanced market linkages between local businesses and target end markets through a matchmaking and learning event, connecting export-ready firms with corporate buyers from Australia and New Zealand



Supported local exporters in engaging complex key markets by developing guides to help local firms understand how to export agricultural goods to Australia, New Zealand, and the United States

GOVERNMENT SUPPORT

SCALE-T&I provided expert technical services to support the Solomon Islands Government in policy reform and implementation with the aim to improve the enabling environment for trade and business.



Advanced access to international markets by aligning six Solomon Islands biosecurity policies with international standards



Encouraged market access for Solomon Island food and agricultural products by developing the Biosecurity Market Access Strategy, which outlines how the Government can foster supportive regulatory and trade processes and procedures



Promoted fair trading practices and transparency by supporting the Ministry of Commerce, Industry, Labour, and Immigration (MCILI) in developing a National Quality Infrastructure Policy



Supported an enabling environment for cooperatives by facilitating two separate Cooperative Promotion Trainings and supporting the review of a Cooperatives Policy for MCILI



Fostered a business enabling environment by digitalizing the business licensing and permitting information process for the Malaita Department of Revenue

SNAPSHOT

To further develop market linkages and inform Solomon Islands businesses on key end-markets, SCALE-T&I conducted a study tour with six Solomon Island businesses and a SICCI representative. While visiting the U.S., the Solomon Islands agriculture and food businesses learned about the U.S. market and expanded their networks and capacities.



Following the tour, participants indicated that their understanding and familiarity with the U.S. market, distribution channels, and business networking had greatly increased. Most participating firms (83%) expressed that exposure to U.S. products had influenced them to improve their products to make them more appealing and market ready. In addition, many businesses (67%) confirmed they were adjusting their company's marketing strategy to better suit the U.S. market.