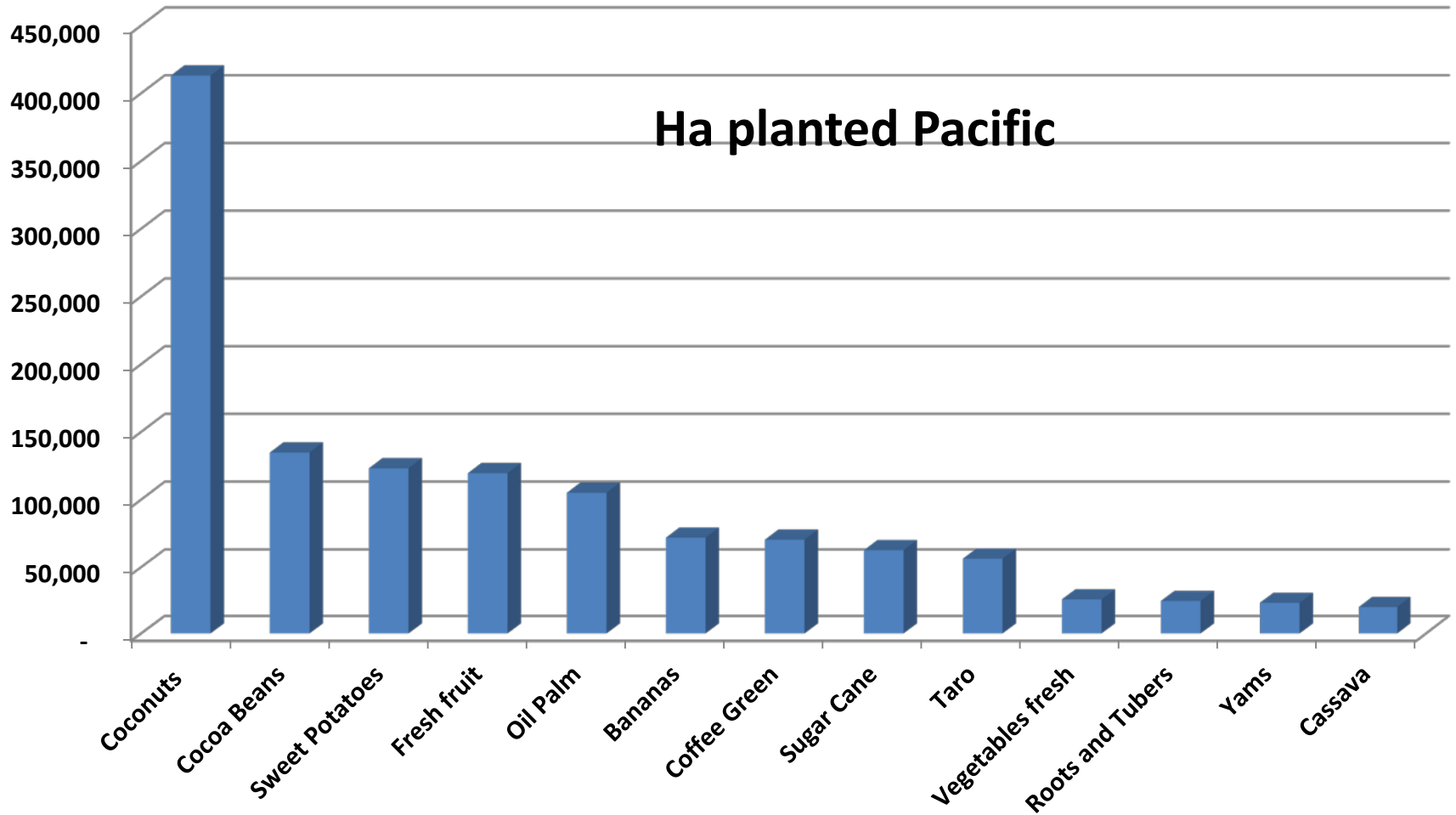


# PACIFIC REGIONAL COCONUT DEVELOPMENT



- FAO data there are 2.4 billion nuts pa.
- Our estimate 4 billion coconuts pa.
- The largest surplus of unused coconuts in the world

# Most important crop by far



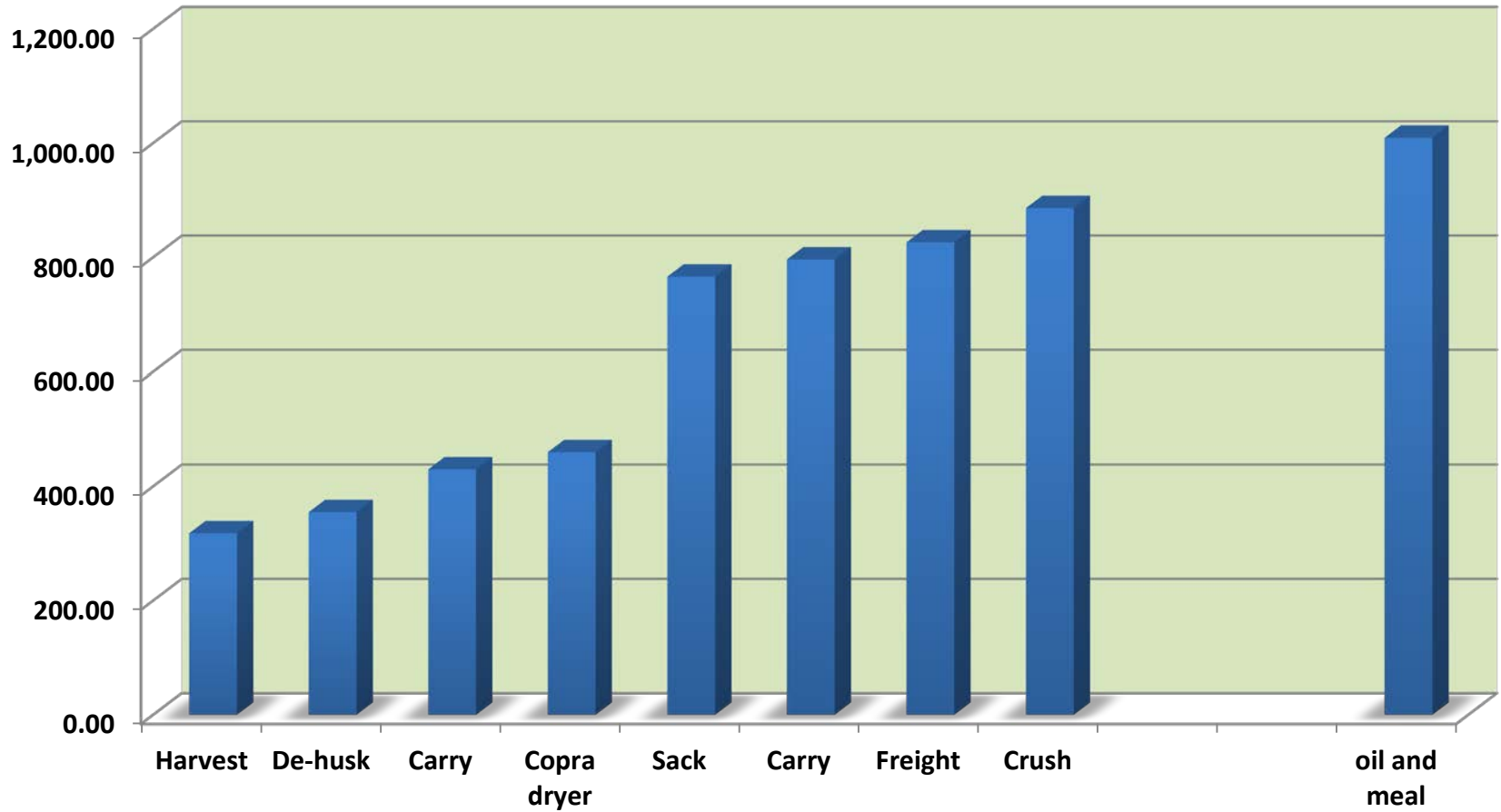
# Women and Youth

- All over the world women have a crucial role in looking after the coconuts.
- There can be no future for the youth in the Pacific without developing coconuts.

# COPRA

- Over 240,000 tons of copra is produced in the Pacific using roughly 1.5 billion coconuts.
- With a value of 108 million.
- It is a low value activity of little interest to youth.

# Copra value chain



# declining

- **\$1,000** per ton coconut oil
- = **\$450** per ton FOB for copra
- = **2 cents** per coconut
- = **POVERTY**

# Industry in crisis

- Over a billion dollars Philippines oil investment.
- Importing copra at a higher price than local Pacific oil mills can pay.
- Pacific oil mills unviable and now idle



# SOLUTION

- Great potential has been neglected.
- In ACP we must make the most of what nature has given us.
- Otherwise we remain producers of cheap raw materials.
- Our women and youths have no bright future to look to.

# Objectives

- High value diversification of coconut sector
- Pilots to demonstrate what is possible
- Private sector led
- Community based
- Development of the Pacific, by the Pacific, for the Pacific.

# High value products

- Tender coconut water
- Coconut milk –  
cream, skimmed milk, protein, low fat  
desiccated
- Virgin coconut oil
- Charcoal and activated carbon
- Coir geotextiles and rubberised coir

# The future



# WE SHOULD LIMIT

- Lectures on increasing yields for unproductive coconuts.
- Training sessions on plant care.
- Information on great opportunities.
- Cottage style processing.
- To be told to save money.

**WE NEED**

**MONEY**

**Because we don't have access to sufficient funds for commercial development.**

**To finance**

# Pilots

- Proposed to use 3% of nuts from copra (50 million) to result in 50% additional export value of \$ 56 million.
- Within 5 years the demonstration effect is expected to more than double high value production.

# Selected pilots

- FIJI
- PNG
- Samoa
- Solomon Islands
- Vanuatu
- Fund for SME development
- Replanting
- Joint marketing, one brand?



# ACP

- We think that maybe the same is true for Africa and the Caribbean.
- All we get is repetition of the same workshops and training sessions.
- There is little substantial development on the ground
- South-south cooperation should be encouraged from specialized experienced technical companies such as Grace Kennedy one of four leading companies in coconut added value products;

# DEVELOPMENT

- Development assistance is not worth anything unless it leads to wealth creation on the ground for the poor.
- Too much is used to build institutions in the vain hope it will trickle down.
- It does not.