



# **Tuvalu National Trade Development Strategy (2022 – 2026)**



**Tuvalu Department of Trade  
Ministry of Fisheries & Trade  
Government of Tuvalu**  
*December, 2021*

## MINISTER'S FOREWORD:



Figure 1: Minister of Fisheries & Trade:  
Hon. Minute Taupo

The National Trade Development Strategy is an attempt to put into action the various Government expectations together with the Private sector on what could potentially become a source of Trade for Tuvalu be it trade in goods or Trade in services.

Tuvalu is acutely aware of the imbalance of trade that it had experienced since becoming a Nation in 1978. This has been one of the challenges that Tuvalu is still facing, the identification of a potential commodity or good for trade. Studies have been conducted to identify the many constraints that Tuvalu faces regarding Trade, and they have well documented the challenges faced. A successful Trade regime will boost the nation's economy, improves living standards, create jobs and new

technology, and new innovations.

The Department has introduced a Trade Policy Framework 2016, a Diagnostics Trade Integration Study 2016, A Trade Policy Statement 2016, A Scaling UP Tuvalu Trade 2019, an UNCTAD Tuvalu Rapid e-Trade Readiness Assessment Report 2019. There has been a lot of literature on Trade in which studies has been done. Together with these studies Tuvalu has also been involved in Regional Trade negotiations. Tuvalu is a signatory to such Regional Agreements as SPARTECA, PICTA, (TIS & TMNP), PACER PLUS, and EU-EPA's.

Tuvalu however has not benefitted from these Regional Trade Agreements apart from Trade in Services which involves engaging in Australian and New Zealand Labour mobility schemes, such as SWP and RSE and its earlier scheme of seafarers employed by German boats.

This Department of Trade has been working on, to make trade a viable proposition for Tuvalu. Diagnostics trade-studies have been conducted to identify the challenges faced by Tuvalu and possible solutions to overcome them.

With a vision of, "making trade an engine of economic growth", there is no doubt that this will lift Tuvalu from its status of being an LDC country to a much better position. Trade has been proven to be a success story with countries that exports more than they import. Trade creates jobs, and it brings with it a lot of positive benefits for developing countries that faces hardship

due to their limited capacities to earn foreign exchange to boost their economies. Tuvalu is a very good example of such where imports far outweigh exports.

It is my sincere hope that after so many literature/studies on Trade in Tuvalu, that the National Trade Development Strategy will set the foundation for potential trade in goods and services for the country and to take advantage of the current trade environment, which is very much conducive to Trade, despite the constraints.

Labour Mobility is a real potential leverage to offset the enormous trade imbalance as is experienced. Through the Regional schemes of Australian SWP and New Zealand RSE and our Seafarers schemes, there is the potential for the Country to expand and benefit from these initiatives.

Working together with our development partners to prepare a conducive environment for Trade where the private sector can take advantage of is a priority consideration for the Country to pursue.

I wish to thank all of those who were involved in this work. I know it is not easy as there are so many constraints to work against and the limitations that we face, but be that as it may, I thank the private sector, civil society, non-governmental organizations, and Government departments that were involved in this important work.

I must also thank our development partners, the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), the Enhanced Integrated Framework (EIF)/ World Trade Organization (WTO), the Pacific Islands Forum Secretariat (PIFS), the Pacer Plus Implementation Unit (PPIU), and the South Pacific Tourism Organization (SPTO) for making this possible.

Fakafetai Lasi, Tuvalu mote Atua

A handwritten signature in blue ink, appearing to read 'A. Taupo', is positioned above the printed name of the Deputy Prime Minister.

**Hon. Minute Taupo**  
**Deputy Prime Minister &**  
**Minister of Fisheries & Trade**

## EXECUTIVE DIRECTOR ENHANCED INTEGRATED FRAMEWORK (EIF) FOREWORD:



**Figure 2: Executive Director (EIF):  
Mr Ratnakar Adhikari**

Tuvalu has displayed extraordinary strength and leadership in the lead-up to this National Trade Development Strategy. Faced with the unprecedented challenges of climate change and a global pandemic, the Government of Tuvalu has worked tirelessly toward establishing this framework to guide the development of trade for the economic growth of the country.

The Enhanced Integrated Framework (EIF) has a long-standing relationship with Tuvalu. The programme, together with the United Nations Development Programme (UNDP), first collaborated with the Ministry of Fisheries and Trade in 2010 to elaborate a clear vision and plan for Tuvalu's trade through our flagship Diagnostic Trade Integrated Study.

This exercise enabled domestic and international stakeholders to map the country's comparative advantages and promoted improvements in trade policy. Since then, this initial collaboration has grown from roughly USD 150,000 to a cumulative commitment of approximately USD 3.2 million, enabling Tuvalu to develop its Trade Policy Framework while successfully integrating trade into its national development priorities.

Tuvalu clearly recognizes that trade is a key driver of its success as an island nation. The inclusion of trade as a priority in national development plans has positioned Tuvalu to mobilize further resources to strengthen its private sector and increase the benefits of trade, both regionally and globally. At the centre of these efforts is the Government of Tuvalu, leading the way with support from international development partners to overcome challenges and seize opportunities. This is exemplified by the Ministry of Fisheries and Trade's commitment to matching funds by leveraging resources from the government as well as international partners to continue developing the capacity of its staff and Tuvalu's private sector.

The Ministry of Fisheries and Trade fully understands the multifaceted nature of trade and the many threats it faces in that space, namely in the form of climate change and the economic shocks brought on by the COVID-19 pandemic. The environmental challenges of Tuvalu were already evident before COVID-19, but the pandemic has compounded the country's challenging economic context and highlights the growing need for resilience. Tuvalu's National Trade Development Strategy is timely in establishing a clear trade roadmap to guide the country in building this resilience.

The current challenges also highlight the importance of partnership and cooperation in delivering results. It is through partnership between domestic and international stakeholders, such as the Australian Department of Foreign Affairs and Trade or the Pacific Islands Forum Secretariat, leveraging the sort of long-term capacity-building achieved through the EIF's early investments and cooperation with UNDP, that the Government of Tuvalu has been able to keep domestic

trade running in these challenging pandemic conditions. We commend Tuvalu's spirit of partnership that has allowed the country to achieve impressive results. As such, this strategy is central to further bringing stakeholders together and supporting the work ahead.

It has been a true pleasure to work in concert with the Ministry of Fisheries and Trade all these years – and even more humbling to see the important milestones that have been achieved. We, at the EIF, remain committed to supporting the Government of Tuvalu leverage trade as an engine for growth and realize its national vision for peace, prosperity and resilience to economic challenges.



**Mr Ratnakar Adhikari**  
**Executive Director**  
**Executive Secretariat for the Enhanced Integrated Framework**

## EXECUTIVE SECRETARY (ESCAP) FOREWORD:



Figure 3: Executive Secretary of ESCAP: Armida Salsiah Alisjahbana

The International trade remains one of the key enablers for accelerating sustainable development in the Asia-Pacific region. The regional and global trade arrangements have created a set of unique opportunities for inclusive economic growth and transformation. Over the decades, by opening to trade, countries have lifted billions of people out of extreme poverty in the region and beyond.

Since the outbreak of the COVID-19 pandemic, policymakers have been working tirelessly to ensure a smooth flow of goods and services into their country's borders, including securing access to life-saving vaccines and drugs.

Therefore, sustainable and climate-smart trade can continue to play an important role in this post-pandemic recovery process and advance the 2030 Agenda for Sustainable Development.

As one of the small islands developing States and the least developed country in the Asia and the Pacific, the national trade development strategy of Tuvalu is poised to shape options in helping to lift more people out of poverty and promote sustainable development, leaving no one behind.

This National Trade Development Strategy provides a critical tool for the Government of Tuvalu to develop a sustainable commercial fishery to optimize revenue from its waters and explore Tuvalu's eco-tourism potential. Furthermore, the Strategy is expected to bring tangible gains from trade in services, labour mobility schemes and e-commerce.

The Strategy also offers a number of practical recommendations on the workforce, the infrastructure and the regulatory framework to promote engagement with business and investment over the next five years.

I am confident that this Strategy unlocks the potential to reap numerous benefits for the sustainable development of the people of Tuvalu as it aims to overcome the setbacks imposed by the COVID-19 pandemic and ongoing climate emergencies.

I am delighted to observe the unfolding of this forward-looking collaboration between ESCAP and the Department of Trade, Ministry of Fisheries and Trade, Government of Tuvalu, in partnership with the Enhanced Integrated Framework (EIF)/ World Trade Organization (WTO), and other regional and subregional development partners and stakeholders.

The successful preparation of this Strategy is a testament to our continued engagement with Tuvalu to deliver on national priorities in advancing the Sustainable Development Goals. It provides an example for other Pacific SIDS and ESCAP members to promote trade-led national development strategies.

I look forward to Tuvalu's continuing leadership in delivering a climate-smart trade in the post-pandemic era.



**Armida Salsiah Alisjahbana**

Under-Secretary-General of the United Nations and Executive Secretary of ESCAP

## WORLD BANK GROUP RESIDENT REPRESENTATIVE (PACIFIC ISLANDS) FOREWORD:



**Figure 4: World Bank Group Resident Representative (Pacific Islands)**

The Tuvalu National Trade Development Strategy (TNTDS) 2022-2026 has been prepared amid the ongoing COVID crisis to provide prioritized actions to guide the development of trade for Tuvalu over the next five years. The strategy draws from Tuvalu’s 2015 “Trade Policy Framework”, the UNDP 2016 Trade Policy Statement and consultations with key stakeholders.

The Government of Tuvalu prioritized the development of the TNTDS with the following focus: (1) mainstream trade into national strategies; (2) build a conducive environment for domestic and international trade; (3) build policy coherence; (4) set up structures needed to coordinate delivery of trade-related technical assistance; (5) build trade capacity by focusing on priority sectors;

(6) strengthen support for trade promotion and marketing activities on the island; (7) build capacity, engagement, and coordination of stakeholders in trade-related programs; and (8) strengthen capacity to access Aid for Trade (Aft) programs.

The TNTDS further aims to complement existing strategies by bringing coherence to trade policy design and development recognizing that Pacer Plus would provide the central mechanism for Tuvalu’s integration into international markets and support the private sector to access global and regional market opportunities.

The World Bank Group commends the Government of Tuvalu in developing this Trade Policy Framework which sets the agenda and provides a platform for Tuvalu to benefit from trade reforms.

**Lasse Melgaard**  
**World Bank Group Resident Representative**  
**Pacific Islands**



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## **ACRONYMS**

**ABS** – Asia Broadcasting Satellite  
**ADB** – Asia Development Bank  
**AfT** - Aid for Trade  
**AG’s Office** - Attorney General’s Office  
**APTC** – Australia Pacific Training Centre  
**ASYCUDA** – Automated System for Customs Data  
**CFC** – Community Fishing Centres  
**COVID-19 Task Force** - Tuvalu National COVID-19 Task Force  
**CSO** – Community Service Obligation  
**DBT** - Development Bank of Tuvalu  
**DFA** - Department of Foreign Affairs  
**DFAT** - Department of Foreign Affairs and Trade of Australia  
**DOA** – Department of Agriculture  
**DOB** – Department of Business  
**DOE** - Department of Environment  
**DOL** – Department of Labour  
**DOT** – Department of Trade  
**DWM** - Department of Waste Management  
**EIF** – Enhanced Integrated Framework  
**EPA** – Economic Partnership Agreement  
**ESCAP** - Economic and Social Commission for Asia and the Pacific  
**EU** – European Union  
**FAO** - Food and Agriculture Organization  
**FDI** – Foreign Direct Investment  
**FFA** – Forum Fisheries Agency  
**FTA** – Free Trade Area  
**JICA** - Japan International Cooperation Agency  
**GDP** – Gross Domestic Product  
**GOT** – Government of Tuvalu  
**DHRM** - Department Human Resource Management  
**ICT** – Information Communication Technology  
**ILO** - International Labour Organization  
**IOM** - International Organization for Migration  
**IUU** – Illegal, Unreported, Unregulated  
**LDC** – Least Developed Countries  
**M&E** - Monitoring and Evaluation  
**MEYS** – Ministry of Education, Youth and Sports  
**MFAT (NZ)** - New Zealand Ministry of Foreign Affairs and Trade  
**MFT** - Ministry of Fisheries & Trade  
**MJCFA** - Ministry of Justice, Communications and Foreign Affairs  
**MLGA** – Ministry of Local Government and Agriculture

**MOF** – Ministry of Finance  
**MTR** - Mid-Term Review  
**NAFICOT** – National Fishing Corporation of Tuvalu  
**NCD** – Non-Communicable Diseases  
**NSSD** - National Strategy for Sustainable Development  
**NTO** – National Tourism Office  
**NTSC** – National Trade Steering Committee  
**PACER** – Pacific Agreement on Closer Economic Relations  
**PACP** - Pacific ACP (Africa, Caribbean, Pacific)  
**PERMU** – Public Enterprise Review and Monitoring Unit  
**PICTA** – Pacific Islands Countries Trade Agreement  
**PNA** – Parties to the Nauru Agreement  
**PPIU** - Pacer Plus Implementation Unit  
**PSDI** - Pacific Private Sector Development Initiative  
**PTI** – Pacific Trade & Invest  
**PWD** – Public Works Department  
**ROC (Taiwan)** – Republic of China (Taiwan)  
**RSE** – Recognized Seasonal Employment  
**SIS** – Small Islands States  
**SOE** – State-Owned Entities  
**SOP** - Standard Operating Procedures  
**SPARTECA** – South Pacific Regional Trade and Economic Cooperation Agreement  
**SPC** – South Pacific Community  
**SPS** – Sanitary and Phyto-Sanitary  
**SWIRE** - Swire Group  
**SWP** – Seasonal Workers’ Scheme  
**TA** – Trade Agreements  
**TASTII** – Tuvalu Atoll Science and Technology Institute  
**TC** – Tropical Cyclone  
**TCCI** - Tuvalu Chamber of Commerce & Industries  
**TFD** – Tuvalu Fisheries Department  
**TMTI** – Tuvalu Maritime Training Institute  
**TNPSO** - Tuvalu National Private Sector Organization  
**TNTDS** – Tuvalu National Trade Development Strategy  
**TOR** – Terms of Reference  
**TOSU** - Tuvau Overseas Seamen Union  
**TTC** - Tuvalu Telecommunication Corporation  
**UNCTAD** – United Nations Convention on Trade and Development  
**UNEP** - United Nations Environment Programme  
**UNFCCC** – United Nations Framework on the Convention on Climate Change  
**VDS** – Vessel Day Scheme  
**WCPFC** – Western Central Pacific Fisheries Commission  
**WHO** - World Health Organization  
**WTO** - World Trade Organization

## Acknowledgements

The author would like to recognize the contributions of the stakeholders who were present during the consultation period. Although difficult due to other commitments, the contributions from those who were present, provided a picture of the situation in Tuvalu vis a vis Trade.

There was no one consulted that did not agree that Tuvalu must look for some sort of trade. The advantages of trade are well known and hence the strong desire to identify a potential commodity that Tuvalu can trade with. Examples of value-added goods such as “mei-falai<sup>1</sup>, futi-falai<sup>2</sup>, ika masima<sup>3</sup>”, just to mention a few items were put forward for consideration as potential commodities for export.

I would also like to make mention of those who contributed to the Inception workshop that was held on Wednesday 20 October and Thursday 21 October 2021, that laid the foundation of the work to be done. The contributions from all Speakers have been summarized in the Inception report.

May I also make special mention of the Trade Department and the assistance that they have provided for the work, the Director of Trade Falaoa Sione, Aotoa T Malaitia, Amosa Malofou, and last but not the least Darryl Ikbai who has done the running around setting up meetings and consultations not only in Tuvalu but further abroad also.

I would like to mention Mr. Sudip for the overall guidance to the project and the many views and options he had come up with to ensure that the project goes smoothly ahead. Moreover also the technical assistance provided by Mr William John Gain and his team at the World Bank which was much appreciated.

Tusi Finikaso and Petesa Finikaso for their invaluable input and the research that they did for the Consultancy report. The work that they put in complemented the format and the presentation of the National Trade Strategy.

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<sup>1</sup> **Mei Falai** – Breadfruit chips

<sup>2</sup> **Futi Falai** – Banana chips

<sup>3</sup> **Ika Masima** – Sun-dried salted fish

## Executive Summary

Just as the world appear to be turning the corner on the COVID-19 pandemic the Russia-Ukraine conflict the global economy is about to enter a new uncharted territory marked by increased geopolitical, economic downturn threatening to dramatically alter the global economy's recovery prospects. The wanning yet still reverberating pandemic has imposed an unprecedented challenge to public health on a global scale unleashing simultaneous global demand and supply shocks, spanning across all nodes and centers of economic activity worldwide. With the global economy interconnected more than ever, the rate of cross-economic contagion is likely to take an unparalleled economic toll on all countries including those Tuvalu through remittances and export receipts. The global crisis therefore require a innovative and pragmatic policy and administrative discourse in realizing Tuvalu's development visions espoused through a new trade and export development strategy.

The Tuvalu National Trade Development Strategy (TNTDS) 2022 – 2026 is prepared amidst the ongoing crisis is designed to provide a set of strategies and prioritized actions that can guide the development of trade in Tuvalu over a period of five years.

The TNTDS has the following objectives

- (i) mainstreaming trade into national strategies
- (ii) build a conducive environment for domestic and international trade
- (iii) build policy coherence set up structures needed to coordinate the delivery of trade-related technical assistance
- (iv) Build capacity to trade focusing on priority sectors
- (v) Strengthen support for trade promotion and marketing activities in the island,
- (vi) Build capacity, engagement and coordination of stakeholders in trade-related programs
- (vii) strengthen capacity to access Aid for Trade programs. The TNTDS further aims to complement the existing strategies by bringing coherence to ensure that it does not replicate any work that is being implemented or is in the pipeline.

The TNTDS discusses the existing structural, trade policy, institutional, business enabling environment gaps and provide pragmatic programs and actions to address constraints, giving due consideration to the resources available. The TNTDS hence departs from a general Trade Strategy as it extends to potential export sectors through a SWOT analysis of selected potential priority sectors: agriculture, fisheries, tourism and labour mobility drawing upon recent policy documents and statements and an extensive consultative process. It also explores domestic cottage and handicraft industry as likely internal regional potential trade sectors.

**The Broad Agenda of Trade:** The vision for trade and export growth would be achieved by a range of policy decisions and actions, especially through mainstreaming trade into the country's overall development process; Traditionally, the definition of Trade Policy used to be limited

mainly to trade in goods, and border issues such as customs rules and procedures, tariffs, rules of origin amongst other things. However, Trade Policy has evolved and now covers behind the border issues such as trade in services, investment, plant and animal health standards, the food safety, technical barriers to trade, intellectual property rights, Government Procurement, competition, digital trade and trade and the environment amongst other things.

**The Role of Trade Policy:** Central to implementing effective trade and export policy is incentive structure defined by tariff and other taxes that impinges on prices relative to world prices. Almost all tariffs are ad valorem with tariffs ranging from 4% to 33%. An evaluation would be necessary to ensure the tariff structure allocates resources efficiently so that it does not entail an anti-export bias and activity generated by liberalizations compensate any revenue sacrificed. In this context, Tuvalu Pacer plus negotiations should ensure any tariff reduction commitments are compensated by market access commitments through an asymmetrical arrangement, so that exports of the priority sectors are given due prominence.

**Regional Trade as the Core Trade Development Framework:** Regional trade has emerged in relative importance due to both ongoing restructuring of global supply chains due to cyclical and structural features culminated with on-going Ukraine-Russia war, regional trade agreements supported by the work of regional organizations such as Pacer Plus becomes central framework guiding Tuvalu's trade and export strategy

**Conducive Business Enabling Environment:** In opening its market for foreign services suppliers or to promote investment, it is important for Tuvalu to have in place appropriate, transparent domestic laws or regulations to provide a guide in conducting business and an insight into the country's business environment as well as to protect the public welfare. There is a wide range of legislation in place relating in whole or in part to services. Moving forward to adopt and implement policies relating to trade in services, as well as investment, both foreign and domestic, the Government of Tuvalu will undertake an appropriate review of the trade in services-related legislation to ensure that it is sufficiently up-to-date and fit-for-purpose and either make amendments to existing legislation or enact new legislation

**Internal Coordination Process:** The formulation and implementation of a successful trade policy, especially through mainstreaming, hinges on the active, constructive involvement of all key stakeholders throughout the entire process. This highlights the importance of having an effective trade policy framework (TPF) which may be seen as consisting of: a trade policy as referred to above, plus supporting ('flanking') policies in related areas (e.g. investment, financial services, infrastructure, health, education, the environment); and a strong, effective consultation process with key stakeholders, starting with well-coordinating consultations among government agencies and then extending to institutionalized consultations with the private sector and civil society as well as the donor community.

**Role of Export development and Diversification:**

The Government formulated its first Trade Policy Framework in 2016. The framework recognizes the importance of exports .

The policy singles out the below priority sectors to develop exports and domestic markets which offers the greatest and most realistic potential

- **Agriculture:** develop a platform to certify local products to adhere to international standards and SPS measures. This also looks at the implementation of the Coconut Rehabilitation Plan, a platform for value-adding facility and capacity-building. Building closer working relation with Agriculture-related stakeholders.
- **Fisheries:** carry out a feasibility study on other marine products such as plankton, pearl farming, crab farming, and fishponds. Assist Fisheries and its partners in value adding facility and capacity. Assist Kaupule<sup>4</sup> in providing business plans for Community Fishing Centers. Moreover, fostering better working relationship with the Tuvalu Fisheries Department, NAFICOT and CFC Managers.
- **Tourism:** support the National Tourism Office in its niche-market development, align tourism services to e-commerce capabilities, capacity building for NTO offices, work with PTI to attract investors to develop the tourism industry in Tuvalu.
- **Labour Mobility** – Assist the Department of Labor in its reforms and expansion of TMTI to incorporate other training needs such as care-giving and other skills required in the Australian and NZ labor market. This activity aligns with training needs under the Tourism sector which focuses on hospitality. Assist the Seafaring sector in identifying other labor markets for Tuvaluan seafarers, and other labor markets under the NZ RSE and the Australian SWP. Other activities include assisting the DOL in developing strategies to for its seafaring sector, marketing Tuvaluan labor and broadening the Pacific Trade Invest mandate.
- **E-Commerce** – implementing recommendations of the UNCTAD’s Rapid eTrade Readiness Assessment, developing Tuvalu’s National E-Commerce Strategy and implementing recommendations from the Gap Analysis of E-Commerce Legislative Framework.
- **Trade Promotion and Marketing** – continuous support for the implementation of annual Trade Fairs and the monthly TAU-MAKETI in addition to building the Tuvalu Brand and supporting the Food Bank Mechanism of the Food Security Strategy.
- **Market Access** – ensuring Tuvalu-made products meet the standards to access target markets, improve domestic trade facilities and capabilities, identifying Tuvaluan diaspora for export, and utilize trade agreements to gain market access.
- **Trade Agreements** – build capacity and awareness programs on existing trade agreements that Tuvalu is a party to so that target participants like NTSC members and potential exporters understand the benefits of existing trade agreements. In addition, TNTDS also addresses the importance of continuously monitoring Trade Agreements in addition to ensuring that negotiation on trade agreements align with current Government policies.

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<sup>4</sup> Kaupule - Local Councils

- **Trade Infrastructure** - Coordinate Aft to support the development of Trade Infrastructure as well as to support the Department of Customs in the implementation of the ASYCUDA.
- **Business Environment** – Assist potential exporters to access finance as well as improving the competition environment in Tuvalu.
- **Workforce** – Build institutional and staff capacity of current DOT staff and NTSC members in accordance with the Capacity Building Plan and the EIF Exit Strategy.
- **Cross Cutting Issues (Health, Environment, Climate Change, COVID-19, Gender)** Ensuring that the TNTDS addresses issues presented under Health, Environment, Climate Change and COVID-19, and ensuring that the needs of women are mainstreamed into the TNTDS.
- **Monitoring and Evaluation:** developing of and M&E Framework for the Strategy to guide the Mid-Term Review and Terminal Evaluation of the TNTDS. A Mid-Term Review is recommended for mid-2024 to assess the progress and to identify further directions for the remaining period of the TNTDS. A final review of the TNTDS 2022-2026 would take place just before the completion of the planned period and identify strategies and actions going forward.



Figure 2: Bottled Oil at Tau Maketi. Photo Credit: Tau Maketi Facebook Page









## Introduction

Like many other small islands, Tuvalu is a very small economy, with a small population and Landmass scattered in around small island, is with a narrow resource base, limited economic opportunities and weak institutional capacity. It lacks adequate and cheap financial capital, lacks economies of scale, faces severe internal connectivity and is far away from major commercial markets. The island is also vulnerable to external (global) shocks and natural disasters. Climate change is one major challenge affecting its development prospects and all-encompassing solutions need to be found urgently to ensure that development is not undermined. This is the broader setting in which a Trade and Export Development Policy is being formulated

The Government of Tuvalu recognizes that, under the right conditions, trade can be important tool for promoting national sustainable development objectives and the positive effects of trade outweigh the negative. Towards that end, the Government of Tuvalu requires a effective trade policy, that is, a coherent set of approaches aimed at influencing the quantity and quality of its exports (both traditional and non-traditional) and imports of goods and services in manner that boost competitiveness, explore means of value additions and develop newmarket. A well-coordinated trade strategy that entail the public sector, private sector, and civil society to work together towards common goals has potential to be asignificant force for reducing poverty by growth of economic activities such as creating jobs, reduce prices on a variety of goods and provides a country with a key to more jobs, boost income, increase foreign exchange earnings and foster socio-economic growth.

The Government formulated its first Trade Policy Framework in 2016. The framework recognizes the importance of exports . The policy singles out 4 priority sectors to, (i) agriculture, (ii) fisheries, (iii) tourism, and (iv) labour mobility which offers the greatest and most realistic potential develop exports and domestic markets while the policy regime would be neutral to provide opportunities to generate some semblance of light manufacturing and trade in services. The strategy entails a coherent effort between policy, institutions and governance that brings together the private sectors and civil societies while the government providing public good to implement the Strategy.

Te Kete 2021–2030 vision consistent with the proposed strategy that encompass (i) providing a conducive business environment to encourage private sector growth and local exports and to reduce reliance on imported food, (ii) development of a sustainable commercial fishery optimizing revenue from our own waters (iii) providing a conducive environment that foster private sector development including readily access to finance, and (iv) developing of Tuvalu’s eco-tourism potential accompanied by great strategic marketing.

A Trade Strategy Matrix is provided herein which will be the action plan to operationalize the primarily the four focal areas as identified together with the cottage industry and services areas identified by the privatesector.

The still reverberating pandemic and Ukraine-Russia war related disruptions further reinforces relative importance of regional trade agreements. In this context, Pacer Plus becoming central framework guiding Tuvalu's trade and export strategy. In any negotiated arrangements the labour migration arrangement especially the seasonal workers programs offered by New Zealand and Australia will constitute Tuvalu's priority the set-back of the Covid-19 related closures. However, Pacer plus and the Pacific Island Countries Trade Agreement (PICTA) – Trade in Goods with due consideration will be given to how best the Protocol might be used to support the Strategy would be exploited with special and differential treatment.

An environmental issue of particular importance for Tuvalu is climate change and the threat of rising sea levels to the country's very existence. The Government of Tuvalu will support the negotiation of climate change-related treaties that mitigate the effects of climate change while still promoting trade as well as arrangements that facilitate Tuvalu's easy access to appropriate, reliable, affordable, modern and environmentally-sound technologies to ensure both climate change mitigation and those that impact especially the marine conservation i.e., coral bleaching and mitigating the impact on commercial activities such as costal fishing.

## Composition of Tuvalu's Economy: The Case for Trade and Exports

**Tuvalu has been characterized as a classic MIRAB (migration-remittances-aid-bureaucracy) economy.**

Sustained through income received from remittances from abroad, resource rents (especially revenue from fisheries fees and licensing), overseas development assistance, marketing and licensing of Tuvalu's internet domain name (.tv) and philatelic sales, with government activities predominating.<sup>25</sup> Hence, Tuvalu's economy can best be described as subsistence with limited trading and economic activities.

**Remittances have been an important, albeit declining, foreign exchange earner for Tuvalu.**

Remittances are primarily sourced from Tuvalu seafarers working on foreign vessels and, in recent years, Tuvaluans working in seasonal employment schemes in New Zealand and, most recently, Australia. There was a dramatic drop of remittances due to Covid-19 aggregate demand collapse in both Australia and New Zealand and due to the shrinking number of seafarer positions available as a result of, inter alia, the GFC. As the number of seafarers overseas is directly linked to the level of overseas remittances to Tuvalu, there was a commensurate decline in remittances over that period by about 9% of GDP in 2021.

**Aid is a significant aspect of the Tuvaluan economy.**

Grant aid in 2013 totaled \$9.8 million and was projected to rise to \$21.4 million in 2014 before dropping back to \$9.7 million in 2015.<sup>29</sup> In 2010, grants constituted about 16.4% of GDP and were estimated to be 24.6% in 2013.<sup>30</sup>

**The public sector plays a leading role in Tuvalu's economy.**

Public sector employment accounts for about 66% of all employment in the formal labour market while public sector expenditure accounted for almost 70% of Tuvalu's GDP in 2012.<sup>31</sup>

**At the same time, the subsistence and informal sectors comprise a significant, albeit decreasing portion of the economy.**

In 2010, some 67.8% of Tuvalu's overall population were non-income earners. On Funafuti, 56.6% of the population were non-income earners, while in the Outer Islands, 81%.<sup>32</sup> Overall, in 2010, some 20% of those who work do so mainly for household consumption. On Funafuti, 14.1% worked mainly for household consumption, a decrease from 26.4% in 2004/05. In the Outer islands, those working mainly for household consumption declined from 43% in 2004/05 to 29.1% in 2010.<sup>33</sup>

<sup>25</sup> IMF (2014) 27. The Australian dollar is the official currency of Tuvalu. Unless otherwise stated in this Report, reference to the dollar or \$ should be read as a reference to the Australian dollar.

<sup>27</sup> IMF (2014) 17, Table 1; MFED records

<sup>28</sup> MFED records

<sup>29</sup> IMF (2014) 19, Table 3. Aid flows were defined as grants, concessional loans and debt relief and include transfers from the TTF and CIF.

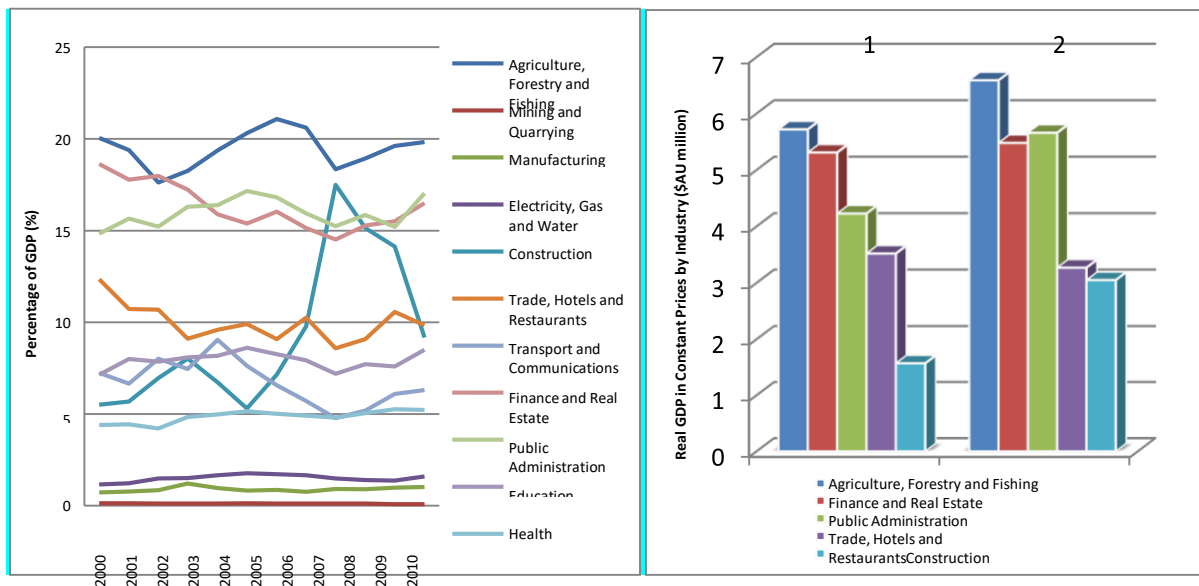
<sup>30</sup> IMF (2014) 17, Table

**The Agriculture, Forestry and Fisheries sector represent the backbone of the Tuvaluan economy.**

As it forms the biggest contributions to GDP over the period 2000–2012. This is closely followed by the Finance, Real Estate and Business Services sector; Public Administration; Trade, Hotels and Restaurants; and the various other sectors (Figure 2.2(a) below).

Figure 2.2(b) below depicts the performance of each of the top five sectors in 2000 (set 1) and 2012 (set 2). Significant increases are evident in all of those sectors.

Figure 2.2 Gross Domestic Product Composition



(Notes: GDP by industrial origin at current prices; construction sector including electricity, gas and water from 2009; the finance sector including real estate and business services Source: ADB, "Key Indicators for Asia and the Pacific 2014 - Tuvalu")

Growth in the public administration sector has been primarily driven by consumption expenditure, that is, expenditure on salaries and wages rather than increased expenditure in capital investments

Statistics on Tuvalu's trade in services are sparse or not readily available. However, Table 3.4 below indicates that, in broad terms at least, services, especially the public sector and the retail trade, have consistently contributed the most to Tuvalu's overall economic outputs.

Table 3.4: Tuvalu - Structure of Output (% of GDP at current prices)

	Agriculture	Industry	Services
2010	27.3	5.7	67.0
2011	26.1	9.3	64.6
2012	25.9	5.8	68.3
2013	24.5	8.2	67.3
2014	23.0	8.6	68.4
2015	21.4	12.7	65.9
2016	11.1	14.0	74.9
2017	10.7	14.7	74.6
2018	10.3	13.4	76.3
2019	8.4	18.5	73.2

Source: ADB Key Indicators 2020 -

### TRADE IN GOODS

Apart from the exports of fishes from Fisheries' Joint Ventures, Tuvalu does not have any proper product that is exported on a substantial basis, A few agricultural products are taken to families overseas such as breadfruit chips, banana chips, kaleve-kula and marine products such as salted fish. Tuvalu relies on imports to fulfil its basic necessities food, building materials, fuel, medical supplies among others. Export commodities for trade is minimal therefore experience a persistence trade deficit.

### TRADE IN SERVICES

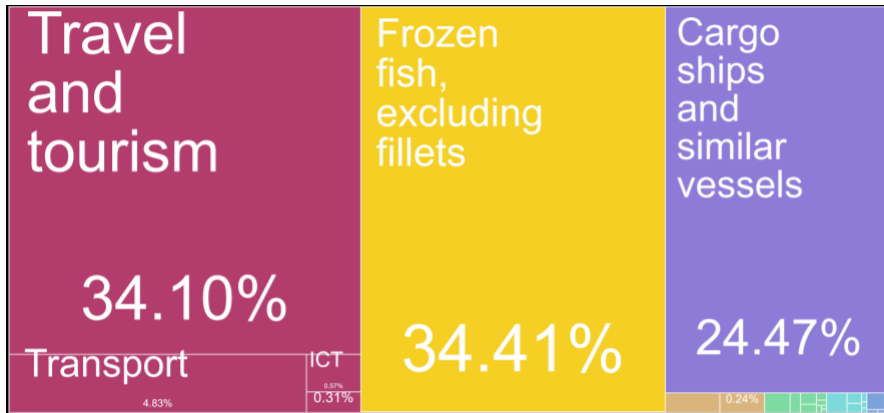
While statistics on Tuvalu's trade in services are sparse or not readily available, in broad terms at least, services, especially the public sector and retail trade, have consistently contributed the most to Tuvalu's overall economic outputs, some 70% of GDP in 2012. On the external sector remittances dominate service exports. A new WTO database in services (mirror statistics) reveals a small values of discreet services export data scattered across both pacific countries as well as geographically dispersed Europe and Latin American countries both tourism and commercial services. Further scrutiny is required to make any assertions about the data. In broad terms, Tuvalu's international trade in services has been consistently Negative and has expanded in recent years.

Data anomalies further impair assessment of current and potential trade. As expected, the travel dominated by remittances and frozen fish dominates the recent export profile. The Product Space depicting the connectedness between products, based on the similarities of know-how required to produce them, shows purely on global basis limited prospects within the garment and the frozen fish sectors. However, it does not necessarily mean latent comparative advantage within niche areas can be evolved with the appropriate non-distortive market incentives and support. These are within both the goods sector such as apparel, breadfruit chips, banana chips, kaleve-kula and marine products, and handicrafts and the services sector to support the goods sector especially the IT sector. The necessity to develop a comprehensive export development strategy with



diagnostics focusing on both the traditional exports and niche varieties therefore becomes a as an extension to the Trade Strategy .

*Tuvalu: Trade in Goods and Services*



Looking further to the Tuvalu exports in 2019 using Harvard Allas product space and feasible paths to export diversification based on what it currently exports principally points to Fish including frozen fish and mean and women garments, but significant data anomalies make it spurious interpretation of export prospects that has emerged in several sectors in manufacturing likely to be re-exports. However, it is not outside the realm of possibilities to expand on niche varieties including the apparel sector and the handicrafts with right kill and capacity building based on regional and domestic needs and tastes.

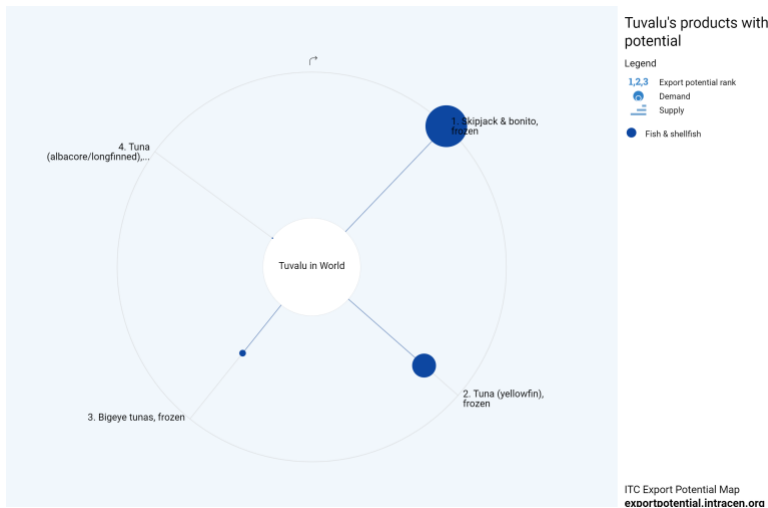




Figure 3: Smoked Fish & Pawpaw Jam PC: Department of Trade Facebook page

## The Case for Trade and Sectors in Tuvalu: Trade in Goods

Tuvalu’s economy can best be described as subsistence living with fishing and farming as its major economic activities.

It is difficult to visualise Tuvalu trading in its natural resources due to the challenges noted above. With Agricultural products the minimal land area, unavailability of a constant source of water, with the infertility of the land makes it an unlikely source of export product. It would have to look into innovative ways to enable agricultural trade. With fisheries,

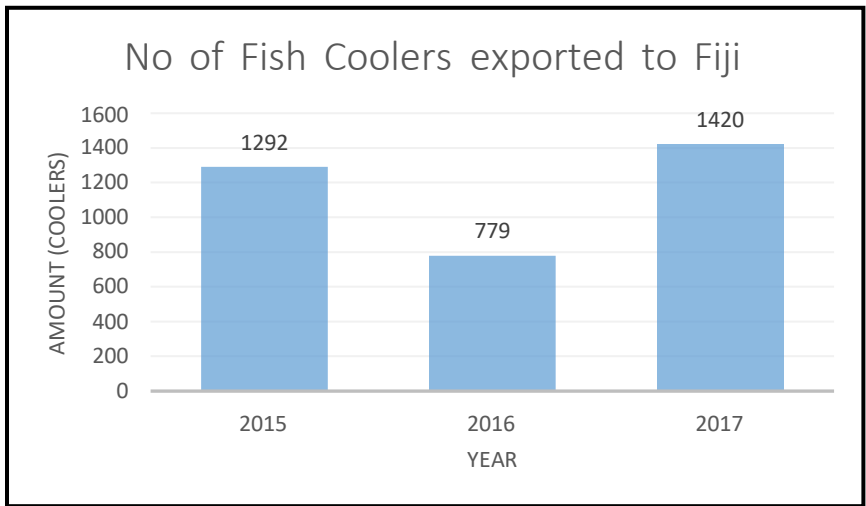
although the potential is there, problems such as capacity, absence of fisheries infrastructure<sup>5</sup> water shortage problems, shortage of land makes it difficult to have fisheries product to be processed ashore.

Tuvalu relies on imports to fulfil its basic necessities food, building materials, fuel, medical supplies among others. Export commodities for trade is minimal therefore experience a persistence trade deficit.

Apart from the exports of fishes from Fisheries’ Joint Ventures, Tuvalu does not have any proper product that is exported on a substantial basis, A few agricultural products are taken to families overseas such as breadfruit chips, banana chips, kaleve-kula and marine products such as salted fish. These products however are family based, so not in big quantities and the quality may also vary from families to families. Statistics on these products taken overseas are not well documented so the number of agricultural products as mentioned above are not available. Indeed, one of their aims as mentioned in the Ministry’s Corporate Plan 2021 – 2023 is to “improve collecting of Agricultural quality data and ensure analysis is up to date”

Interestingly the Tuvalu Fisheries Department from 2015 – 2017 collected the number of fish coolers that are exported by Tuvaluans to their families normally in Fiji and the table below shows the number of coolers that were exported. The average weight in coolers is around 10kg.

<sup>5</sup> Such as shore facilities for bunkering etc, processing of fish



**Figure 4:** The above table shows the number of coolers that were sent from Tuvaluans to their families mainly in Fiji by air freight. Source: Tuvalu VDS Report 2021



## Trade in Services

Currently Tuvalu has been participating in the New Zealand Seasonal Workers Scheme (SWP) and the Australian Recognized (RSE). These schemes were doing well until the Covid-19 restrictions imposed.

Trade in services however is a definite potential for Tuvalu in terms of its seafarers and the New Zealand scheme of seasonal fruit pickers and Australian worker's scheme. The New Zealand scheme was progressing well as it was expanding into other sectors when the impacts of until covid-19 . Global economic and financial crisis contagion tends to impact temporary worker schemes but tends to bounce back. Both the Australian and New Zealand schemes and Pacer plus can be explored for further expansion of surplus unskilled labour .

Service trade can generate job opportunities domestically retail trade, which constitute a significant part of Tuvalu's overall economic outputs. Moreover, infrastructure and utilities are the financial sector, can be viewed as potential job generating activities that improves the environment for future potential tourism promotion of domestic laws or regulations in areas such as electronic banking capabilities are important for tourism.

Featuring services and connectivity as its constituent elements, e-commerce presents an unprecedented opportunity to narrow connectivity distances and trade costs among pacific island nations and the rest of the world. If infrastructure and regulatory environment is conducive, e-commerce presents opportunities for Tuvalu to explore new ways of producing and trading, including using customer data to drive productive activities.



## **E-Commerce**

The e-commerce ecosystem in Tuvalu is described in the Tuvalu Rapid e-Trade Readiness Assessment as nascent coupled with significant development in ICT and donors' willingness to invest in ICT infrastructure presents a potential platform for the private to invest in.

Encouraged by COVID-19 and regional commitment to support the growth of e-commerce, the Department of Trade has pushed forward the e-commerce agenda through capacity building of the private sector and stakeholder, a gap analysis of e-commerce legislative framework in Tuvalu.

Prior to this, a Rapid e-Trade Readiness Assessment was carried out in Tuvalu around 2018/2019 and an action plan was developed in relation to 7 priority areas

- (1) E-Commerce Readiness Assessment and Strategy Formulation;
- (2) ICT Infrastructure and Services;
- (3) Trade Logistics and Trade Facilitation
- (4) Payment Solutions;
- (5) Legal and Regulatory Framework
- (6) E-Commerce Skills Development
- (7) Access to Financing.

There are many challenges faced in implementing e-commerce in Tuvalu, particularly the current ICT capabilities, the capacity of the private sector, and the knowledge and confidence of users to do business online.

To further implement e-commerce in Tuvalu, the Department of Trade supported by EIF and the NTSC, should focus its efforts on implementing the actions identified under the Tuvalu Rapid e-Trade Readiness Assessment, assist focal points in implementing the recommendation provided under the Gap Analysis of E-Commerce Legislative Framework, (include other recommendation from activities under E-Commerce).

## Trade Agreements

The ongoing global crisis and geo-political tensions are reconfiguring global trade. There are signs some segments of value chains that led to hyper-globalization is beginning to regionalize. Regional trade is getting more prominence in policy discourses. There is an opportunity Tuvalu to reinforce its geo-economic space to move closer to pacific region nations and exploit its geographic proximity more developed members while reinforcing its trade with other Island nations. The Pacer Plus Agreement pro-actively negotiated can provide Tuvalu a lifeline to materialize its trade potential. Reciprocity under pacer plus should be viewed as an opportunity to improve its efficiency and strive towards improved market access in both goods and seasonal employment schemes.

Key to ensuring benefits of Tuvalu trade-related development assistance provided as part of Forum Island Country status. It has thus far been agreed that FICs would be provided assistance to implement their obligations under PACER Plus. However, Tuvalu should also seek new and additional capacity-building assistance to better enable them to engage in international trade. Australia and New Zealand have indicated that they would be prepared to provide broader AftT through bilateral discussions that Tuvalu can make full use of.

In terms of market and product diversification EU under EU economic partnership arrangements (EPA) which provides s. Of the Pacific Islands, Papua New Guinea, and Fiji accounts for the bulk of trade to the EU. Samoa acceding in 2017 and lately Solomon Islands in June 2020.

Under PICTA in Art. 3, there is an intention here to establish a free trade area within members with the understanding that LDC's and SISs maybe integrated in accordance with different structures and by different time frames than other parties. Tuvalu being an LDC, and Small Island States took advantage of the time frame. Under PICTA tariffs of developing FIC's will be reduced to zero by 2015 and 2017 for SIS and LDC's. The aim is to have all trade barriers and tariffs eliminated and to create a free trade area (FTA).

## **Aid for Trade (Aft)**

Aid for trade focuses on supporting developing countries esp. the LDCs in developing their trade capacity enhancing their infrastructure and improving their ability to benefit from trade opening opportunities.

Given the constraints and challenges faced by Tuvalu, aid for trade is an ideal set up for Government to take advantage of the assistance rendered by developed Countries to developing countries and especially LDCs to set them up for trade. There are a lot of ideas from Stakeholders and some of these ideas could be realized by taking up assistances through the aid for trade concept.

## **Trade Promotion**

A few trade promotion activities are currently being organized by the Department of Trade and its partners. The Annual Talofa Trade Fair which started in 2012 has become a staple annual event for the country where businesses from across the Capital utilizes the trade fair to promote new products, learn from other businesses, and use innovative ideas to market and promote their products. Youth and Women groups from the outer islands travel to Funafuti to sell local food, handicrafts, and fishing products. In late 2020, the Ministry of Finance introduced the monthly TAU-MAKETI to complement the annual Trade Fair, to ensure a continuous platform to enable businesses to promote and sell their products. Encouraged by COVID-19 border restriction, the monthly TAU-MAKETI also targeted businesses impacted by border restrictions to ensure that they have some form of income-generating activity.

The Department of Trade also organized capacity building programs to assist businesses to use online facilities to market products, have seen a boost to small businesses' promotion on social media with the use of attractive e-flyers, e-posters, and e-banners.

Trade Promotion activities organized by the Department of Trade and its partners such as the TNPSO, Ministry of Finance, Ministry of Health and others have provided a much-needed boost to the business scene in Tuvalu.

## **Market Access Support**

Tuvalu through the Department of Trade has been engaged in several trade negotiations. Despite the Department's efforts, the ability to trade internationally has been significantly low due to a few reasons. The Tuvalu-Fiji Bilateral Trade Agreement signed in 1998 allowed duty-free access for a range of Tuvalu marine and handicraft exports into Fiji, as a result, an increase in the number of marine and handicrafts were exported to Fiji, however, it was not for commercial purposes, but families sending food and gifts to relatives in Fiji. Despite its non-commercial nature, the bilateral non-reciprocal agreement with Fiji provided a stepping-stone for Tuvalu to encourage the exportation of goods to Fiji, as well as a learning platform in complying with Fiji's SPS measures.

## **Branding Tuvalu**

Tuvalu's neighbors in the Pacific such as Fiji and Vanuatu have managed to attract thousands of visitors to their shores enticed by their pristine beaches, unique culture, and tropical experience. It is also interesting to note that Small Island States such as the Cook Islands, Palau and Niue have proportionally large Tourism Industries which Tuvalu can learn from.

The marketing prowess of regional companies such as Fiji Water results in Fiji Water being televised in popular TV shows, and awards ceremonies. This is such a powerful marketing tool which has enabled Fiji Water to be a leading brand of bottled water. In addition, Fiji has launched the Fijian Made Campaign, thus, increasing support for Fijian made products by both locals and foreigners. These marketing and branding efforts have resulted in a positive impact on Fijian made products and the Fiji's tourism industry.

The Tourism Sector in Tuvalu uses the slogan of "Timeless Tuvalu" to depict that time truly stops in Tuvalu, however, it does not encapsulate what the country has to offer. The low-lying nature of Tuvalu exacerbated by water shortage, poor soil quality, unfavorable weather coupled with the country's isolation and poor infrastructure makes it hard for Tuvalu to compete with its neighbors to market its tourism industry. However, there is an opportunity for Tuvalu to focus on the development of a niche market and build from the available resources that truly make Tuvalu unique.

Beyond the current trade promotion programs there is a need for a dedicated Export Promotion Strategy or program that entail an institutional mechanism defining vision, mission and goals, coordinate the efforts of various institutions and ensure a) sector strategy coherence to promote investment that boosts exports to existing and new markets, human resource skills (with training ITC, and others). Standards if any that must be met, to mount the campaign develop implementation schedules, establish milestones Identify marketing and distribution channels.

- Pricing your product
- Production capacity
- How will you finance your exports?

The strategy would have this would be time-bound road-map diagnostics of products (niche), target markets (priority through PACER +).

The Creative Industries Strategy focuses on sector coordination to create a branding and marketing strategy for the specific services selected for export.



## **Trade Infrastructure**

The availability of infrastructure plays a vital role in market connective and trade promotion while the lack of infrastructure disrupts markets and push back trade. Infrastructure provides the needed support to facilitate trade. Recently built and commissioned infrastructure has been made available in Tuvalu. Under Maritime Transport, the launching of the MV Nivaga III in 2016, the LC Moeiteava in 2021 and the Manau II in 2021 has provided a major boost to transportation.

Furthermore, Air Transportation Sector, several donor-funded projects have been underway, including the Funafuti International Airport terminal completed in 2018, the resealing of the runway, and the upgrade of the airport's terminal and navigation aids. The game-changer in the industry is the reinstatement of domestic air services which is currently underway.

In addition, in the Land Transportation sector, roads have also been resealed, although there is a need for continuous maintenance.

With the Energy sector, the Tuvalu government has committed to the shift to 100% renewable energy by 2030. Currently, the renewable energy penetration is 40%.

Moreover, the telecommunication sector has upgraded its bandwidth with recently signed agreements with ABS and Kacific Broadband Satellite. Despite several infrastructure developments in-country and plans to upgrade such infrastructure as detailed in the Tuvalu Infrastructure Strategy and Investment Plan (2016-2025).

Infrastructure in Tuvalu is relatively poor. On its soft infrastructure, there is a need to improve the border and transport efficiency. Currently, the Department of Customs is implementing the UNCTAD-funded ASYCUDA project where the Department will transition from its current system to the ASYCUDA World System and will go live in January of 2021. Furthermore, the Ministry of Finance is currently undergoing a review of its business and regulatory framework supported by the Asian Development Bank (PSDI).

Despite Trade being limited by its infrastructure, progress has been made by Government, and the DOT must play an active role when developing the Tuvalu Priority Infrastructure Plan to ensure that Government (with Development partner support) prioritizes infrastructure that supports and facilitate trade.



**Department of Trade Workforce  
(Current Capacity)**

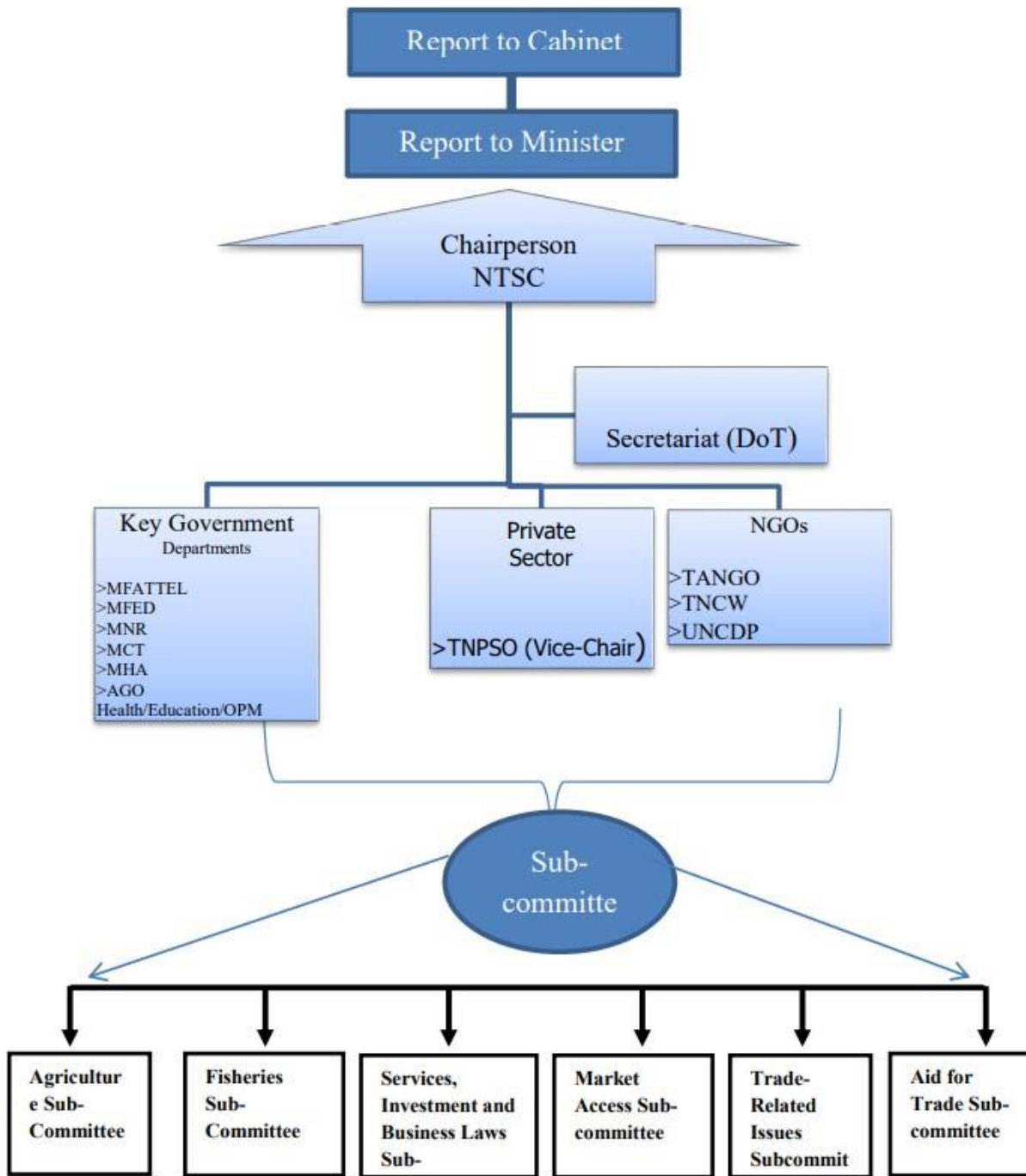


Figure 5: Organizational Structure. Source: Department of Trade.

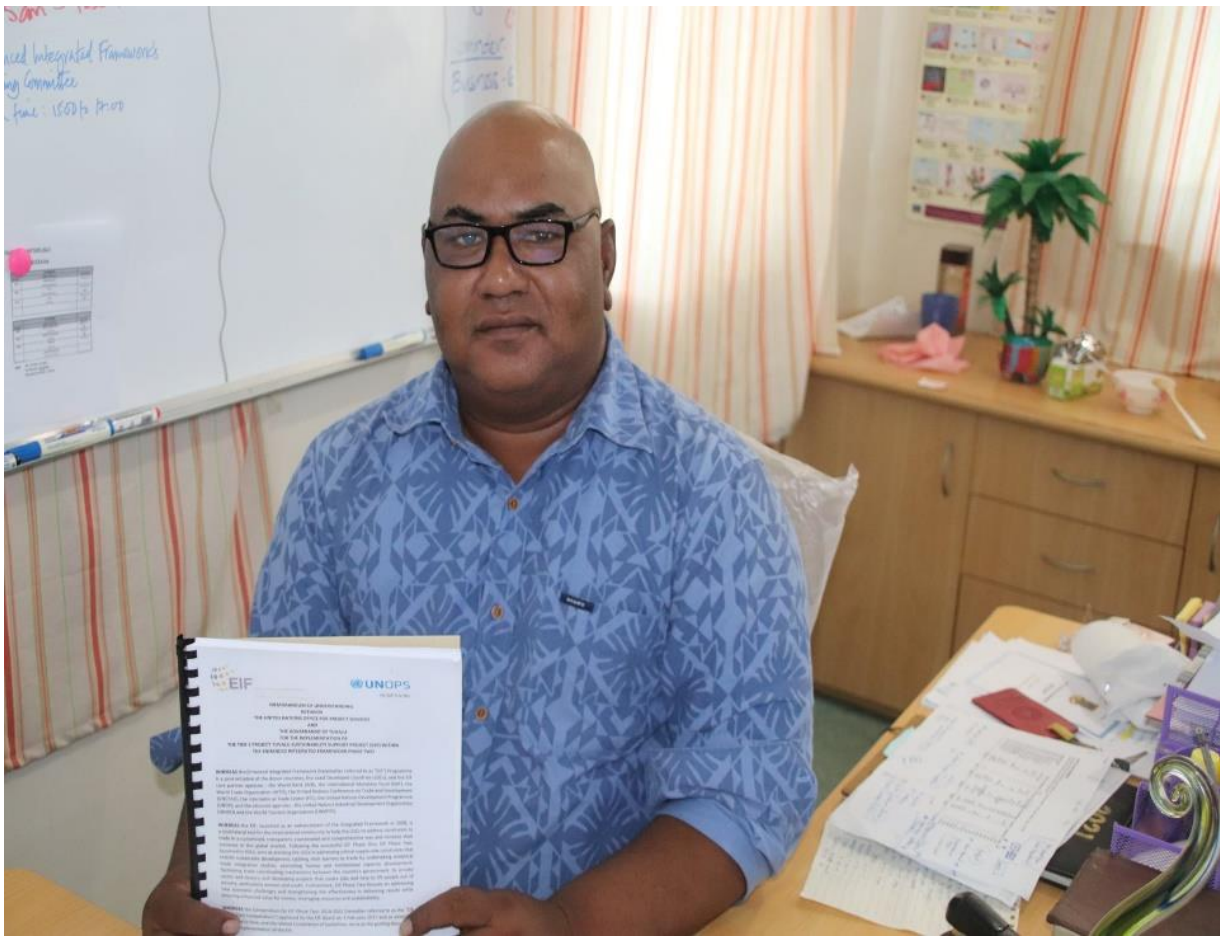
The Department of Trade under the Ministry of Fisheries and Trade has two full-time staff and two EIF project staff who are on contract. The Department is involved in several activities including the implementation of EIF activities, the implementation of the Trade Policy Framework and the Diagnostics Trade Integrated Study Action Matrix, the effective operation and coordination of the NTSC and engagement in Trade Agreements Association. The Department is understaffed, and the previous study such as the Trade Policy Framework has recommended the urgent need for additional staff including a Director of Trade to provide the needed capacity to the Department.

Other Trade priority areas such as the Department of Tourism has three full-time staff, and the Department of Labor has four staff. The Tuvalu Fisheries Department has 47 staff, and the Department of Agriculture has 36 full-time staff. Although the TFD and DOA have more staff compared to DOL and the Tourism Department, their mandate is a lot larger.

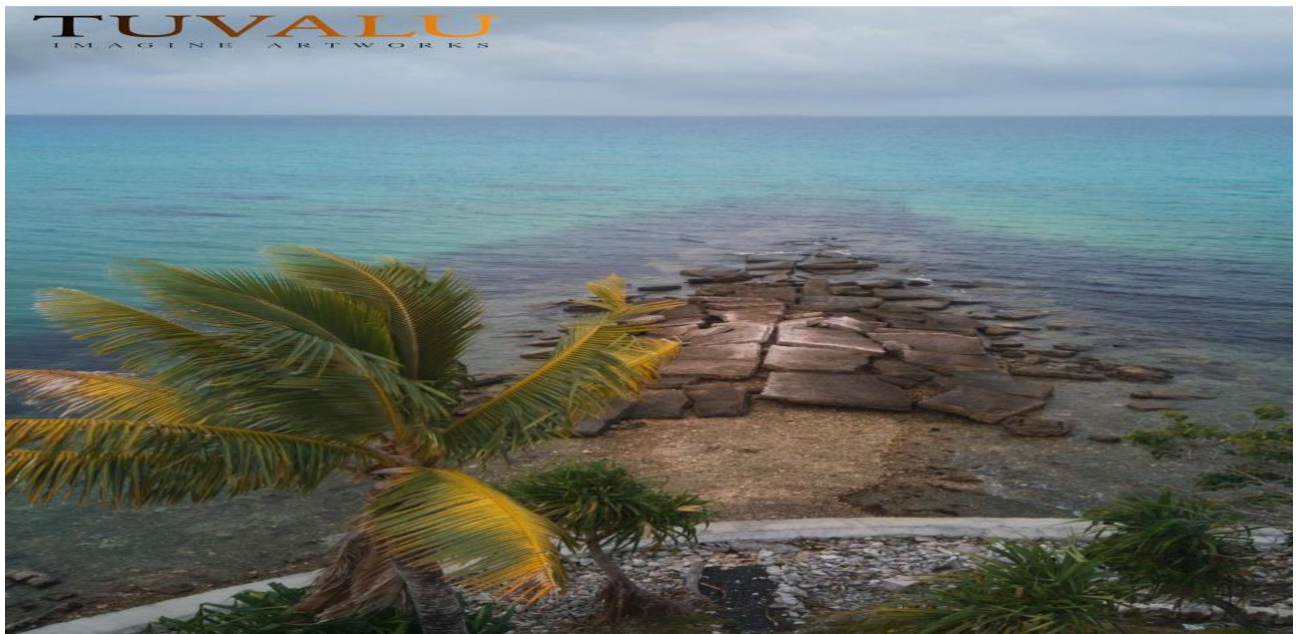
Training and capacity building becomes central to implementing trade (and export strategy). The training entails both the Department of Trade (DOT) EIF staff, including developing understanding of how to prepare and negotiate regional trade, familiarity on basic trade policy, legal aspects as well as training trade officials in overseas missions on how to implement the branding campaign, understand market needs and formulate export promotion events etc.,

The current TFD and DOA scope of work, is focused only on work related to their respective Departments and there is absence of focus on important trade development work such as Agri-Business and Commercial Fisheries. Recently, the newly launched Food Security Strategy which is jointly implemented by the Ministry of Finance and the Ministry of Local Government focuses on the domestic trade of Agriculture and Fisheries products. This is an opportunity for the Department of Trade staff to support the Food Security Strategy by identifying synergies and complementing activities.

Tuvalu is highly dependent on development assistance to address high priority needs in various social sectors, including to address the MDGs. AfT is also a priority of many donor partners. An objective, therefore, must be to ensure that AfT resources included in training or key trade departments and related agencies. Tuvalu should aim both the multilateral channels WTO including ITC, and bilateral channels including Pacer Plus for effective technical assistance and capacity building.



**Figure 6: Head of Trade: Mr. Falaoa Sione. Photo Credit: Tuvalu Department of Trade Facebook Page**



## **Business Environment (Competition & Investment)**

For a small country like Tuvalu, the public service dominates the private sector, where State-Owned Entities (SOEs) control and monopolize services such as water, telecommunications, postal, energy and transportation. Due to the lack of capital and capacity within the private sector, Government is providing the necessary funding and support to ensure that these essential services are delivered to the public.

Furthermore, Government provides additional funding known as Community Service Obligation (CSOs) to assist these SOEs in delivering these services to the outer islands. Due to the increase in the wage bill and Government spending, multilateral donors such as ADB have pushed the GOT for reforms to increase competition and privatize Government services to increase efficiency and effectiveness.

One of the three pillars of the GOT's Multi-Year Policy Reform Matrix 2020-2023 is to improve Public Service Delivery and Efficiency through the privatization and outsourcing of government services such as (i) cleaning services, (ii) Stevedoring services for outer islands (iii) Management and Operation of LCT shipping services, and (iv) Construction work contracts under PWD. The increase of efficiency of such services is a positive outcome for trading activities in the country. The Department of Trade can support the private sector to realize Government reforms through capacity building support, provide access to finance through Aid for Trade initiatives, assist in review the regulatory framework surrounding competition.

The *Te Kete* (Tuvalu National Strategy for Sustainable Development 2021-2030) calls on the private sector to increase its contribution to Tuvalu's GDP. *Te Kete* also highlights the "provision of a conducive environment that foster private sector development including ready access to finance". The Tuvalu Private Sector Development Plan 2018-2022 further supports the "review [of the] cost structure, laws and practices of doing business in Tuvalu".

To achieve increased economic growth and private sector contribution, the Government needs to provide better regulatory framework in addition to creating strategies to facilitate and encourage investments. This will in-turn enable Tuvalu to target and attract the right type of Foreign Direct Investment and Domestic Investment, and benefit through; technology transfer, Foreign and Domestic Capital, Creation of Employment, Value Added Production, Enhancing Food Security, Economic Diversification, Improved standard of living.

A more conducive environment for investment in Tuvalu is encouraged, to attract FDIs and domestic investment. Tuvalu has no known natural resources and is entirely depended on imported food and fuel. Subsistence farming and fishing are the primary economic activities. Some of the key aspects entail model Regulatory and Policy Framework to deal with Competition and Consumer Protection prepared at the regional level particularly for Small Island States (SIS) to see how it might be adapted for Tuvalu regulatory framework. Moreover, to ensure public

finances are utilized efficiently and service delivery is improved Tuvalu should consider possible privatisation of at least some telecommunications activities perhaps on PPP basis.

Tuvalu has a very basic investment related legislation in place but does not have any investment policy nor investment regulation or strategy. There is hardly any investment promotion activity undertaken by the Department of Business. The current legislation which is the FDI Act (1996) (Revised Ed. 2008) provides a basic regulatory framework that does not incorporate the current investment needs in Tuvalu.

There is a need and an opportunity to set up the necessary legal frameworks to guide, support and enhance both domestic and international investments to Tuvalu. This can be prioritized under the Tuvalu National Trade Development Strategy. A new export strategy should include a FDI promotion campaign particularly into fisheries and related activities as priority as there is a compelling business case. Furthermore, Government of Tuvalu will undertake an appropriate review of the trade in services-related legislation to ensure that it is sufficiently upto- date and fit-for-purpose and either make amendments to existing legislation or enact new legislation.

## **Health & Environment**

The environment whether it's the terrestrial or the marine ecosystem is very important to Trade as it supplies the commodities that enable the trade in products. Tuvalu faces issue of land degradation, salt-water inundation, water contamination due to waste, and sea-level rise. This is attributed to climate change and the concentration of its population in Funafuti. The Tuvalu Trade Policy Framework states that the major challenge for the country is deriving benefits from Trade while ensuring environmental sustainability. A classic example is the Single-use Plastic Ban Policy which largely impacted the private sector and presented a challenge on finding alternative options to package tradeable products such as salted and smoked fish, red toddy, coconut virgin oil, and so forth.

Furthermore, the Tuvalu Trade Policy Framework also recognizes the issue of waste, due to large volume of imported items into the country and landfills are filling up. To discourage importation of non-biodegradable waste materials, the country has imposed waste levy thus affecting the price of importing of goods to Tuvalu.

Moving forward, the DOT must assist the private sector to innovate and make available the supply of packaging products that are biodegradable, support the Department of Environment and the Department of Lands through capacity or financial support to stop unregulated development and degradation of the environment DOT must also support the TFD in its initiatives to increase the number of marine and terrestrial conservation areas and provide support to the Department of Climate Change through its adaptation and mitigation efforts.

On the Health Sector, the major linkage between Trade and Public Health is the high instances of Non-Communicable Diseases due to the high consumption of imported goods. Around 73% of deaths in Tuvalu were NCD-related as captured by the 2014 NCD Roadmap Report. The Trade Policy Framework recognizes the issues that stem from trade liberalization which poses a challenge because of the increased availability of imported and processed foods and a decreased demand for healthy, local food. In support of the elimination of NCDs in Tuvalu, the Government has imposed a Sin Good Tax to increase import tax on items that are classified as sin goods, particularly alcohol, tobacco, chocolate, and other goods that are high in sugar and unsaturated fats.

The Department of Trade is recommended to implement the action strategies detailed in the Tuvalu Policy Framework in terms of incorporating public health and environment priorities into the country's position when negotiating trade agreements.





Figure 7: Shopping Basket Weaving Competition PC; TAU-MAKETI Facebook Page

### **COVID-19 Constraints**

COVID-19 has presented an unprecedented disruption to the global trade economy. Although COVID-19 has not reached Tuvalu, the border (both air and sea) restrictions imposed by the Government has severely impacted both importation and exportation of goods, in addition to trade in services including the Tourism and Labor market of Tuvalu. The price of basic imported food has gone up, due to the increase in freight and associated charges, and this has prompted Government to look to the domestic market to fill this gap. This is supported by the Te Kete (National Strategy for Sustainable Development 2021-2030) Key Strategic Action 2.6.4 to reduce reliance on imported food products. In addition, Tuvalu's labour mobility and migration have also been affected as the border restrictions has prevented laborers from travelling to New Zealand and Australia under the Recognized Seasonal Employment (RSE) scheme, Australian Seasonal Work Program (SWP) and Pacific Labour Scheme.

Although the number of tourism arrivals into Tuvalu has remained very low (prior to Covid-19), the Hotel/Hospitality sector provided the needed accommodation capacity due to the high number of international consultants, expatriates and other foreigners that travelled to Tuvalu for business purposes. An economic-impact survey conducted by the Ministry of Finance shows that accommodation providers were among the worst-affected businesses due to the COVID-19 border closure.

With the focus of the country on its domestic market, there is an opportunity for Tuvalu to strengthen its domestic trade, strengthen traditional land cultivation knowledge, and provide economic opportunities for unemployed people particularly youths in the country.

The Government needs to provide subsidies to the agriculture sector and encourage home gardening or garden to table concept to supply the domestic market.

On labor mobility and tourism, concerned departments can utilize the downtime to provide capacity building needs, in addition to facilitating financial training to avoid business closure.

The Department is advised to COVID-proof its policies as well as to provide support for the focal points of the four priorities to implement its post COVID-19 priorities.



Figure 8: Tuvalu handicrafts. Photo Credit: Pacific Connections – Ministry of Trade and Foreign Affairs Auckland Facebook Page

## Climate-Smart Trade

The UNESCAP Asia-Pacific Trade and Investment Report 2021 recommends that urgent action is needed to tackle the climate crisis. **Climate-smart considerations need to permeate activities and decisions by all actors and are starting to do so, including in the areas of trade and investment.** Climate policies implemented outside of the region will also affect Asian and Pacific economies. A proactive approach by countries to prepare their economies for this new market environment, supported by regional and multilateral cooperation, is recommended.

Tangible policy recommendations discussed throughout the report that countries may consider include the following:

- **Liberalize trade in climate-smart and other environmental goods and services.** This can be done unilaterally or as part of regional or multilateral initiatives.
- **Phase out fossil fuel subsidies** – Importantly, to be successful, the phasing out process needs to ensure that the most vulnerable segments of society relying on such subsidies are supported in other ways.
- **Adopt climate-smart non-tariff measures and encourage eco-labelling.** Such measures can include, among others, requirements pertaining to energy performance, emissions from cars, and certification of legal and sustainable sources of timber. Additionally, governments may want to encourage the adoption of relevant voluntary sustainability standards, such as eco-labelling of emission-intensive goods and food products.
- **Encourage climate-smart investment and private sector initiatives.** Governments can play an important catalyst role and lead by example by directing investment under their control to reorient their funds towards investing in low carbon businesses. They can also encourage other investors as well as companies to increase their sustainability reporting, adopt internal carbon pricing, and set emission reduction goals, aligned with what is needed to limit global warming to 1.5 degrees.
- **Accelerate digital trade facilitation.** Streamlining trade procedures, trade costs, makes trade more inclusive, and significantly lowers CO<sub>2</sub> emissions associated with a given trade transaction. Governments may accelerate their trade digitalization efforts, including by acceding to the Framework Agreement on Facilitation of Cross-Border paperless trade in Asia and the Pacific.
- **Transition to climate-smart transport.** Digitalization of transport processes also holds great promise to reduce emissions by optimizing utilization of existing logistics infrastructure. Regional cooperation is important to ensure that new policies and regulations are put in place to support the transition to more climate-friendly international transport systems.
- **Incorporate climate considerations in regional trade agreements.** Governments in the region should explore how regional trade agreements can be used to incorporate

precise, replicable, and enforceable environment and climate-related provisions that help mitigate impacts of trade on climate change and boost positive impacts. These agreements could integrate provisions related to most of the recommendations mentioned above, including binding commitments on fossil fuel subsidies and trade facilitation measures for environmental goods.

- **Prepare for carbon pricing and carbon border adjustment taxes.** Unilateral or regional carbon pricing mechanisms can help economies in the region prepare for potential border carbon adjustment taxes. Carbon pricing instruments can also be a powerful component of post-Covid-19 recovery packages which could simultaneously address greenhouse emissions and raise much needed revenue. The proceeds from carbon-pricing schemes should be channeled towards green growth and the circular economy as well as to help those most affected by the schemes.

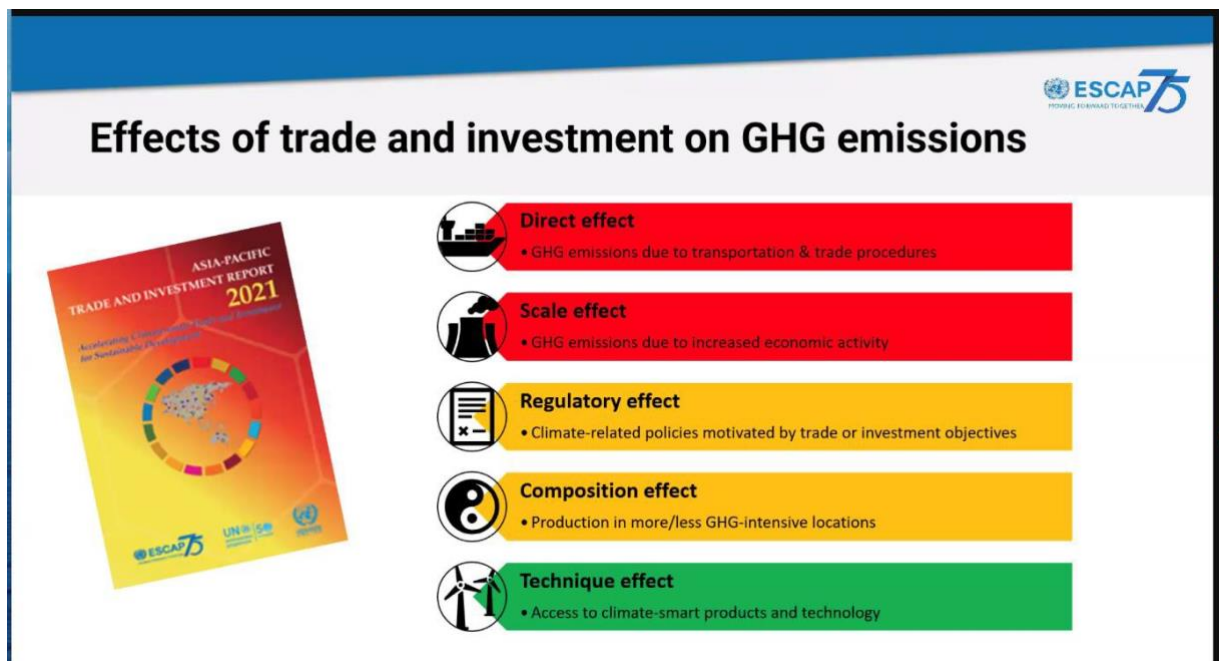


Figure 9: Presentation Slide. Photo credit: Tuvalu Department of Trade Facebook Page.

## A Vision for Trade in Tuvalu



Figure 10: Toddy label PC: Tuvalu  
Department of Trade Facebook Page

Derived from discussions with stakeholders there is indeed a call for Government to make Trade a priority and to commit itself to laying a solid foundation necessary for the growth of trade in the identified areas. Calls were made for added value goods such as: *mei falai*, *futi falai*, *ika masima*, *kaleve kula*, virgin oil, to be considered by Government and to make strategic plans for the making and fulfilling of the national market first and then as an export commodity.

The Department of Trade has a vision of, “Making trade engine of economic growth” With a mission of, “Building productive capacities of Tuvalu and promote domestic and international trade”. Armed with the vision and mission the Department of Trade has embarked on several studies to implement the Government’s long-term plan.

Tuvalu is highly dependent on imported goods the bulk of which comprises food, fuel and building materials, medicine, and medical equipment and other consumer items. Tuvalu is a non-trading country except as an exporter of services in the form of labour mobility with Labour schemes hosted by New Zealand and Australia and this also includes seafarers.

Studies done on trade are, all with the aim of trying to establish some sort of trade for Tuvalu. Trade has been proven on numerous occasions to be the catalyst that is required to drive economies positively.

Te Kakeega III (2016 – 2020) at page 18 mentioned that Tuvalu is highly dependent on imports, and there are no major consumer products that are manufactured in Tuvalu. Tuvalu can invest in the diversification of its Fisheries sector. Tuvalu had its first Trade Policy Framework in 2016 which recognized the importance of developing some type of export trade to reduce the chronic trade imbalance. The Tuvalu National Trade Policy Framework went on to identify four priority sectors to develop exports and/or domestic markets, agriculture, fisheries, tourism, and labour mobility, where Tourism and labour probably offer the greatest realistic potential.

The Trade Policy Statement aims to put the above development priorities in line with government priorities by mainstreaming trade into National Development Strategies. Trade Diagnostic Studies done in 2010 and an updated version in 2016 are all attempts to operationalize the aims in the Trade Policy Framework and the Trade Policy Statement.

A National Trade Development Strategy should focus on areas of priorities and establish short-, medium-, and long-term action plans/strategies on how to implement them.

## **Challenges to Tuvalu's Trade Development**

### **Challenges:**

- Institutional and staff capacity to implement Trade activities, participate in trade negotiations, and implement recommendation from the Trade Policy Framework and the Diagnostic Trade Integration Study.
- The lack of support from Government to increase staffing needs as proposed.
- Government priorities as reflected in Te Kete has a focus on domestic trade only and not international trade
- Vulnerability to Climate Change and natural disasters.
- Poor soil quality and limited supply of freshwater demotivates farmers in the country
- Lack of natural resources which limits the country's trading abilities
- High cost of accessing major international markets
- Lack of infrastructure that facilitates trade for e.g., transport, energy, telecommunication, ICT, regulatory framework
- Supply side constraints
- Impact of COVID-19 border restrictions limiting the Tourism and Labor Mobility sectors
- Economy dominated by the private sector
- Absence of regulatory framework to enhance competition of the private sector

### **Objectives of the TNTDS 2021**

- Mainstream trade into national development strategies
- Build capacity to trade focusing on priority sectors: Agriculture, Fisheries, Tourism and Labor Mobility
- Set-up structures needed to coordinate the delivery of trade-related technical assistance
- Build a conducive environment for domestic and international trade.
- Build capacity, engagement, and coordination of stakeholders in Trade-related programs, and building trade official capacity for negotiations and implementation of trade agreements.
- Strengthen support for Trade Promotion and Marketing activities in the island.
- Address cross-cutting issues that prevents trade liberalization
- Build policy coherence
- Strengthen capacity to access Aid for Trade program

### **Strategic Outcomes of the TNTDS 2021**

- Trade issues are addressed in the national and sectoral strategies, and trade becomes a central issue.
- Structures are in place to coordinate, support and promote trade activities in Tuvalu.
- Increased output in the domestic trade of goods.
- Favorable terms and conditions for labor mobility.
- Enhanced capacity of trade stakeholders to provide backstopping support for trade-related programs.
- Increased support for trade promotion and marketing
- Cross-Cutting trade issues (e.g., gender, climate change) are mitigated
- The TNTDS does not duplicate but complement existing trade-related activities that are being implemented.
- More Aid for Trade programs implemented in the country.

### **Recent Trade Performance and Conditions**

It is very difficult to know exactly where the nation is as far as trade is concerned. Firstly, being a non-exporting country there are no official data to assess the status of trade. There are family to family transactions in terms of sending processed food such as breadfruit chips, banana chips, marine processed products, and other small items, but the quantity of what is sent is not well documented and it is not known how much has been sent except in terms of coolers as what the Tuvalu Fisheries Department had done in the table No. 1. Tuvalu should establish a national trade database to collect data on import and export of goods and services.

### **Priority Export Potentials**

Apart from the priority sectors as identified by government, (Agriculture, Fisheries, Tourism and Labour mobility) valued added items such as breadfruit chips, banana chips, kaleve-kula, virgin oil, processed fish such as salt fish, smoked fish are potential items for trade. However, these potential trade items are also very much needed in the local market such that there is quite a big demand for them in the domestic market. These items are almost all sold once they are on the domestic market.

Handicrafts is also a potential area where trade is possible. In Tuvalu handicrafts are the most expensive items in the domestic market, and hence there is a market for such items domestically.

Services are the single biggest component of Pacific Island Country's' economies and the principal source of jobs, Tuvalu is no exception. The Seafarers employment on overseas German vessels has been very successful. It was only due to the Global Financial Crisis of 2008 – 2009 that saw the decline in employment of our seafarers. This was further exacerbated by the effects of covid 19, with closed borders and very minimal movement.

To a certain extent Tourism by way of hotels also suffered due to the closing of borders, with no movement at all and people getting caught up with the restrictions. Along with this closure of borders were also workers on the RSE and SWP schemes stuck in their workplaces. The net effect of this impacted on the remittances received in the country, as less monies are received by families from overseas.

Tuvalu may consider investing more on its fisheries sector, by diversifying the production of fisheries related products in negotiating joint ventures arrangements such as recreational fishing and scuba diving.





**Figure 11: Value Added Product (Banana Chips). Photo credit: Tau Maketi Facebook Page**

## Analysis of Strengths, Weaknesses, Opportunities and Threats (SWOT) of Priority Export Potential Goods and Services

### a. Agriculture

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>Local knowledge on growing native products such as swamp taro, breadfruit, bananas</li> </ul>	<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>Transition from Subsistence to commercial farming</li> <li>Value Added Agriculture Products (Breadfruit/banana chips, red toddy syrup)</li> <li>New Technology (Hydroponic, drip-irrigation, advance crop management)</li> <li>Growing demand for agricultural products</li> <li>Salt-tolerant and climate resistant crops</li> </ul>
<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>Limited land</li> <li>Poor soil/infertility</li> <li>Insufficient rainfall</li> <li>Limited variety of crops that can grow in Tuvalu</li> <li>Lack of motivation to commercialize agriculture farming</li> <li>Fragmented Agriculture lands</li> <li>Weak role of agriculture extension officers and cooperatives.</li> <li>Youth urban migration</li> <li>Lack of knowledge about insects, pests, diseases.</li> <li>Lack of a market facility</li> <li>Isolated and fragmented islands</li> <li>High transportation costs</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>Introduction of new pests/invasive species</li> <li>Growing population – inability to cater for growing population</li> <li>Sea-water inundation</li> <li>Shortage of Labor to tend the land</li> </ul>

**b. Fisheries**

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>• Almost a million square mile of EEZ</li> <li>• Abundant supply of oceanic and pelagic fisheries resources such as tuna</li> <li>• Existing Fisheries' management mechanisms in place for the regional waters, e.g., VDS</li> <li>• Technical assistance from regional and sub-regional bodies e.g., FFA, PNA, WCPFC, SPC</li> </ul>	<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>• Value Added Fish Processing, potential export commodity</li> <li>• Vessel Day Scheme (lucrative schemes)</li> <li>• Potential Investment in other marine resources (e.g., pearl farming, crab farming, sea-weed farming)</li> <li>• Increased size of Marine Protected Areas/ Locally Managed Marine Areas</li> </ul>
<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>• Difficulty in IUU monitoring</li> <li>• Inadequate facilities for post-harvest fish processing</li> <li>• Frequent water shortages needed for fish processing</li> <li>• Overpopulation</li> <li>• Limited knowledge on post-harvest fish processing</li> <li>• Fish Poisoning e.g., Ciguatera</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>• Depletion of marine resources</li> <li>• Climate change – ocean acidification</li> <li>• Over-harvesting</li> <li>• Increase in prices of fish</li> </ul>



Figure 12: Kaleve Kula PC: Tuvalu Department of Trade Facebook Page

### c. Tourism

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>• Status of Least Visited Country in the World</li> <li>• Natural scenery, uniqueness</li> <li>• The Funafuti lagoon and the surrounding islands can support marine recreational activities</li> <li>• Tuvalu is safe and has a low crime rate</li> </ul>	<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>• Eco-Tourism, Climate-Change Tourism</li> <li>• Funafuti Conservation Area (Diving facility)</li> <li>• Niche-Tourism e.g., Build a marina for yachts, provide services to cater for yachts</li> </ul>
<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>• Isolation from major market</li> <li>• High cost of airfares</li> <li>• Lack of Infrastructure e.g., low accommodation capacity, non-existing online payment (e-commerce), high internet costs</li> <li>• Land tenure system</li> <li>• Dirty environment</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>• Environmental degradation (Pollution)</li> <li>• Growing population</li> <li>• Limited land</li> <li>• Slow development and upgrading of airport facility and runway</li> </ul>

### d. Labour Mobility

<p><b>Strength</b></p> <ul style="list-style-type: none"> <li>• Available population to take advantage of labor mobility schemes.</li> <li>• Access to RSE and SWP</li> <li>• PICTA – Movement of Natural Persons</li> <li>• Skilled seafarers</li> </ul>	<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>• Capacity development for Tuvaluans participating in the RSE and SWP</li> <li>• Expand scope of training for TMTI (to include other sectors, e.g., scuba diving, hospitality)</li> <li>• Improve accessibility to other sectors e.g., Aged Care</li> <li>• In-Country training organized by APTC, TASTII (Upskilling of workers)</li> <li>• Opportunity to move around various sectors</li> </ul>
<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>• Lack of opportunities</li> <li>• High transport cost</li> <li>• Isolation from major labor markets</li> <li>• Lack of in-country training facilities</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>• Brain drain.</li> <li>• Impact labor market of sending countries</li> </ul>

## **Implementation Mechanisms for TNTDS 2021**

Recommendation is for the DOT to work in collaboration with the National Trade Steering Committee and stakeholders in ensuring that there is a buy-in from all stakeholders to achieve goals outlined in the strategy.

It is also important to note that the DOT should not duplicate another department's mandated work and should ensure that all their work complements other departments.

Annual monitoring and evaluation of the strategy is crucial to the success of the strategy.

## **Recommendations and Way forward**

The Strategy as noted in the Matrix recommends the various activities for the Department of Trade to work towards for the next 5 years.

The Matrix takes a holistic approach, incorporating all possible sectors that the Department of Trade may need to consider, and it is recommended that the Department of Trade work in collaboration with other Government departments, NGOs and the Private Sector to ensure that we move in the right direction.

It is the aim of the action plan that we would eventually be able to reverse the trend in Trade that Tuvalu had been experiencing since becoming a Nation.



**Figure 13: RSE Worker. Photo Credit: Tuvalu Department of Trade Facebook page**

# TNDTS 2021 ACTION MATRIX

Strategic Activities	2022	2023	2024	2025	2026	Implementing and Development Partners
<b>TRADE MAINSTREAMING</b>						
Mainstream Trade into national development strategies and sectoral strategies.	<ul style="list-style-type: none"> <li>* develop a trade mainstreaming roadmap and action matrix.</li> <li>* Sectoral Trade Mainstreaming: to coincide with formulation of National Tourism Development Strategy in 2022.</li> </ul>	<ul style="list-style-type: none"> <li>*Sectoral trade mainstreaming to TFD &amp; MLGA Corporate Plan as current corporate plans expires in 2023.</li> </ul>	<ul style="list-style-type: none"> <li>*incorporate lessons learned and update mainstreaming road-map.</li> <li>* Refine mainstreaming process for Te Kete mid-term review in 2025.</li> </ul>	<ul style="list-style-type: none"> <li>*Sectoral trade mainstreaming to coincide with renewal of Department of Labor Corporate Plan.</li> <li>* Trade Mainstreaming into Mid-Term review of National Strategy (NSSD - Te Kete).</li> </ul>	<ul style="list-style-type: none"> <li>* Evaluate progress of trade mainstreaming under the M &amp; E framework.</li> <li>* Capture lessons learned.</li> </ul>	<ul style="list-style-type: none"> <li>* Tuvalu Fisheries Department</li> <li>* Department of Agriculture</li> <li>* National Tourism Office</li> <li>* Department of Labor</li> <li>* Enhanced Integrated Framework (EIF)</li> </ul>
<b>AGRICULTURE</b>						
* Set-up platform to regulate and test Standards, Certification and Improvement of Sanitary and Phyto-Sanitary (SPS) measures.	<ul style="list-style-type: none"> <li>*Feasibility study and training needs assessment.</li> <li>* Design capacity building programs to assist potential exporters.</li> </ul>	<ul style="list-style-type: none"> <li>* Mobilize a governing body to regulate and set standards/ Certification, SPS measures</li> <li>* Bio-security legislation</li> <li>* Capacity building for DoA and MoH Staff</li> </ul>	<ul style="list-style-type: none"> <li>* Infrastructure development of facility to carry out testing &amp; certification</li> <li>* Continuous capacity building</li> </ul>	<ul style="list-style-type: none"> <li>* Review of current processes and procedures</li> <li>* Continuous capacity building</li> </ul>	<ul style="list-style-type: none"> <li>* Upgrade of facilities.</li> <li>* continuous capacity building</li> </ul>	<ul style="list-style-type: none"> <li>* Department of Agriculture</li> <li>* Public Health</li> <li>* Office of the Attorney General</li> <li>* NTSC Agriculture Sub-Committee</li> <li>*SPC, PPIU, EIF, FAO</li> </ul>
* Implementation of the Coconut Rehabilitation Plan.	<ul style="list-style-type: none"> <li>*provide support to EU on proposal when required.</li> </ul>	<ul style="list-style-type: none"> <li>* implement Coconut Rehabilitation Plan</li> <li>* recruitment of Coconut Project Staff.</li> <li>* Consultation with communities and outer islands</li> </ul>	<ul style="list-style-type: none"> <li>*provide support and oversight for the implementation of the Coconut Rehabilitation Plan</li> </ul>	<ul style="list-style-type: none"> <li>*provide support and oversight for Mid-Term Review of the Coconut Rehabilitation Plan</li> <li>* Incorporate changes/review to the implementation plan for 2025, 2026, 2027</li> </ul>	<ul style="list-style-type: none"> <li>*provide support and oversight for the implementation of the Coconut Rehabilitation Plan</li> </ul>	<ul style="list-style-type: none"> <li>* Department of Trade</li> <li>* Department of Agriculture</li> <li>* TNPSO</li> <li>* Kaupule (Island Councils)</li> <li>* Civil Societies</li> <li>* NTSC Agriculture Sub-Committee</li> <li>*EU, SPC, FAO</li> </ul>
* Value-Adding Facility and Capacity (Agriculture products)	<ul style="list-style-type: none"> <li>*capacity building on value added product: <ul style="list-style-type: none"> <li>- smoke-fish/ salted fish</li> <li>- Virgin Coconut Oil</li> <li>- Breadfruit/ Banana chips</li> <li>- red toddy</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>*Continuous capacity building program.</li> <li>* Feasibility study on the Long-Term Strategy of the National Food Security Strategy particularly the specialized food production per island.</li> </ul>	<ul style="list-style-type: none"> <li>* Source AfT or development partners to provide technical and financial support for implementation of the specialization program.</li> <li>* Continuous capacity building program</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing support for Island Specialization, through capacity building programs by sourcing technical and financial support from development partners.</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing support for Island Specialization, through capacity building programs by sourcing technical and financial support from development partners.</li> </ul>	<ul style="list-style-type: none"> <li>* Department of Agriculture</li> <li>* TNPSO</li> <li>* Kaupule (Island Councils)</li> <li>* Ministry of Local Government &amp; Agriculture</li> <li>* Ministry of Finance</li> <li>* NTSC Agriculture Sub-Committee</li> </ul>
<ul style="list-style-type: none"> <li>* Foster closer working relationship with stakeholders of the Food Security Strategy.</li> <li>* Support the implementation of the Food Security Strategy.</li> <li>*Operationalize the NTSC Agriculture Sub-Committee</li> </ul>	<ul style="list-style-type: none"> <li>*strengthen Agriculture sub-committee under NTSC</li> <li>* implement activities assigned to the Department of Trade in the National Food Security Strategy Implementation Plan.</li> <li>* Attend committee meetings that DOT is a part of</li> </ul>	<ul style="list-style-type: none"> <li>* Seek AfT for the Food Security Strategy.</li> </ul>	<ul style="list-style-type: none"> <li>*provide inputs to the Long-Term Food Security Implementation</li> <li>* ongoing support for Food Security Strategy.</li> </ul>	<ul style="list-style-type: none"> <li>* Identify gaps in Food Security Strategy and source technical and financial support from development partners to mitigate gaps.</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing support for Food Security Strategy.</li> </ul>	<ul style="list-style-type: none"> <li>* Ministry of Fisheries and Trade (MFT)</li> <li>* NTSC Sub-Committee</li> <li>* Ministry of Local Government &amp; Agriculture</li> <li>* Coordinator - Food Security Strategy</li> <li>* Food Security Strategy Steering Committee</li> <li>* Republic of China (Taiwan), Government of Australia, SPC, FAO</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	
<b>FISHERIES</b>						
* Value-Adding Facility and Capacity (Fish-products)	<ul style="list-style-type: none"> <li>* Continue value-adding capacity building</li> <li>* Work closely with NAFICOT, CFCs, Fishers' Association.</li> <li>* Training needs assessment for export potential fish products.</li> </ul>	<ul style="list-style-type: none"> <li>* Address training needs identified.</li> <li>* Seek technical support from TFD, NAFICOT and development partners.</li> </ul>	<ul style="list-style-type: none"> <li>* Provide value-adding training</li> <li>* Capture records of training, level of interest, demand for continuous training</li> </ul>	<ul style="list-style-type: none"> <li>* Seek AfT and other development partners for Value adding Facility.</li> </ul>	<ul style="list-style-type: none"> <li>* Develop Value Adding facility.</li> </ul>	<ul style="list-style-type: none"> <li>* Tuvalu Fisheries Department</li> <li>* NAFICOT</li> <li>* FOFA</li> <li>* CFCs</li> <li>* Kaupule</li> <li>* Fishers' Association</li> <li>* Ministry of Local Government &amp; Agriculture</li> <li>* Ministry of Finance</li> <li>* World Bank, OFCF, KOFA, NZMFAT</li> </ul>
* Research/Feasibility Study on other Marine Products (Plankton, Pearl Farming, Crab Farming, Fish Ponds)	<ul style="list-style-type: none"> <li>* Conduct feasibility study on other export potential marine products.</li> </ul>	<ul style="list-style-type: none"> <li>* seek technical support from CROP or other technical institutes</li> <li>* carry out research/feasibility</li> <li>* table results to TFD, NTSC, Cabinet</li> </ul>	<ul style="list-style-type: none"> <li>* Draft Action Plan based on recommendation from TFD, NTSC and Cabinet</li> </ul>	<ul style="list-style-type: none"> <li>* Seek AfT and other development partners to implement recommendations</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing progress on implementation of recommendations.</li> </ul>	<ul style="list-style-type: none"> <li>* TFD</li> <li>* NTSC Fisheries' Sub-Committee</li> <li>* Kaupule</li> <li>* Fishers' Association</li> <li>* FOFA</li> <li>* NAFICOT</li> <li>* SPC, FFA</li> </ul>
* Business Plan for Community Fishing Centers	<ul style="list-style-type: none"> <li>* Initial assessment of CFCs.</li> <li>* Garner support of TFD and Island Kaupule for the development of business plans.</li> <li>* Seek development partner support for development of business plans.</li> </ul>	<ul style="list-style-type: none"> <li>* seek technical support and implementation from multilateral agencies such as IFC/FFA to provide technical support for the development of appropriate business model and business plan for CFCs.</li> </ul>	<ul style="list-style-type: none"> <li>* Provide support to all Kaupule(s) for implementation of business plans.</li> </ul>	<ul style="list-style-type: none"> <li>* Assist CFCs in operationalizing business plan.</li> </ul>	<ul style="list-style-type: none"> <li>* Provide ongoing support for all kaupule(s).</li> </ul>	<ul style="list-style-type: none"> <li>* Tuvalu Fisheries Department</li> <li>* NTSC Fisheries Sub-Committee</li> <li>* NAFICOT</li> <li>* Development Bank of Tuvalu</li> <li>* TNPSO</li> <li>* Kaupule(s)</li> <li>* CFC(s)</li> <li>* IFC</li> </ul>
* Foster closer working relationship with Tuvalu Fisheries Department, NAFICOT, CFC Managers	<ul style="list-style-type: none"> <li>* Operationalise NTSC Fisheries Sub-Committee</li> <li>* encourage the regular sharing of data and information</li> </ul>	<ul style="list-style-type: none"> <li>* Staff of Tuvalu Fisheries, NAFICOT and CFCs are able to access Trade-led trainings.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuously improve working relationship.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuously improve working relationship.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuously improve working relationship.</li> </ul>	<ul style="list-style-type: none"> <li>* Tuvalu Fisheries Department</li> <li>* NAFICOT</li> <li>* CFCs</li> <li>* Fishers' Association</li> </ul>



Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>TOURISM</b>						
Niche-market development	*Niche market focus: ecotourism, align with Te Kete * Work with NTO on niche market development	*Niche market focus: ecotourism, align with Te Kete * Work with NTO on niche market development	* Develop Funafuti Conservation Areas for scuba-diving, eco-tours, etc *Source investment for niche-market development	* Encourage investment in environment friendly water sports activities (kayaking)	* Continue niche market activities	*National Tourism Office * Funafuti Kaupule * Department of Business * TNPSO * THAT *SPTO
Support NTO through e-commerce capabilities	* Campaign Commercial facilities to move to e-commerce (online banking, etc)	* Develop e-tourism campaign * Online tourism services (bookings, online payments)	* Ongoing progress.	* Ongoing progress	* Ongoing progress.	* NTO * NBT * DBT * THAT * SPTO, PIF
Human Resource Development	* Conduct training needs assessment for NTO. * Align with TMTI reforms/review	* Provide capacity building training opportunities for NTO staff, hospitality sector to improve service delivery	* Work in collaboration with TMTI and TASTII to develop capacity building programs in Tuvalu.	* Continuous capacity building.	* Continuous capacity building.	* NTO * THAT * HRM * NTSC Services, Investment & Business Laws Sub-Com *SPTO
Draw on regional experiences where appropriate.	* Seek exchange programs with major Tourism industries in the region, Fiji, Palau, Niue * NTO, Hospitality Sector, Other service providers participate in these exchange programs. * Seek development partner support for exchange programs.	* Seek exchange programs with major Tourism industries in the region, Fiji, Palau, Niue * NTO, Hospitality Sector, Other service providers participate in these exchange programs. * Seek development partner support for exchange programs.	* Seek exchange programs with major Tourism industries in the region, Fiji, Palau, Niue * NTO, Hospitality Sector, Other service providers participate in these exchange programs. * Seek development partner support for exchange programs.	* Seek exchange programs with major Tourism industries in the region, Fiji, Palau, Niue * NTO, Hospitality Sector, Other service providers participate in these exchange programs. * Seek development partner support for exchange programs.	* Seek exchange programs with major Tourism industries in the region, Fiji, Palau, Niue * NTO, Hospitality Sector, Other service providers participate in these exchange programs. * Seek development partner support for exchange programs.	*NTO *THAT * NTSC Services, Investment & Business Laws Sub-Com
Investment and Business Climate	* Source PTI assistance in seeking climate-smart investors for the Tourism sector. * Work with DOB to establish climate-smart investment information packages (Taxation, Capital Injection, etc) * MOF to provide investment incentives.	*Ongoing progress	*Ongoing progress	*Ongoing progress	*Ongoing progress	*NTO *MOF *NTSC Services, Investment and Business Laws Sub-Committee *PTI, SPTO

Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>LABOUR MOBILITY SCHEME</b>						
Human Resource Development	<ul style="list-style-type: none"> <li>* Bilateral negotiations with Aus &amp; NZ to provide special quota for seasonal workers' program with longer contract.</li> <li>* Continuous dialogue with Aus &amp; NZ to ensure better working conditions for Tuvaluan seasonal workers.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous negotiations for better terms with Aus &amp; NZ</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous negotiations for better terms with Aus &amp; NZ</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous negotiations for better terms with Aus &amp; NZ</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous negotiations for better terms with Aus &amp; NZ</li> </ul>	<ul style="list-style-type: none"> <li>* DOL</li> <li>* DFA</li> <li>* OAG</li> <li>*Australia DFAT, NZ MFAT</li> </ul>
* TMTI Reform and Expansion	<ul style="list-style-type: none"> <li>*Carry out cross-sectoral consultation on training needs in-country.</li> <li>* Seek technical support from CROP to carry out feasibility of training needs provided by TMTI looking at current capacity in country., especially with new hands on courses such as care-givers and other skills that are required in the Australian labour market and new Zealand.</li> </ul>	<ul style="list-style-type: none"> <li>* Results of Feasibility Study are tabled to policy-makers to approve way-forward.</li> <li>* Seek donor funding.</li> <li>* Work closely with TMTI, MEYS &amp; DOL.</li> </ul>	<ul style="list-style-type: none"> <li>*Implementation of TMTI Reforms and Expansion as per recommendations by Cabinet.</li> <li>Mid - Term Review</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing support for reforms and expansion</li> <li>Implementation of new Recommendations from, Medium Term review</li> </ul>	<ul style="list-style-type: none"> <li>* Ongoing support for reforms and expansion</li> <li>Looking to renew Strategy for the following years.</li> </ul>	<ul style="list-style-type: none"> <li>*DOL</li> <li>*TMTI</li> <li>*TOSU</li> <li>*NTO</li> <li>*DOE</li> <li>*TASTII</li> <li>*APTC</li> </ul>
Expanded labor market opportunities	<ul style="list-style-type: none"> <li>* Seek support from Aust &amp; NZin identifying new labor opportunities.</li> <li>* Identify job opportunities in Tuvalu flagged fishing vessels.</li> <li>* Seek support from other development partners such as ROC (Taiwan) on employment opportunities for Tuvaluans.</li> <li>* Favorable terms and conditions for expanded labor market opportunities.</li> <li>* Align with Tuvalu's foreign policy. Mainstream into TOR of Heads of Tuvalu's overseas missions.</li> <li>Look within the Pacific Labour market</li> </ul>	<ul style="list-style-type: none"> <li>Continuous identification of new labor markets for Tuvaluans to tap into.</li> <li>Identify potential area and work towards realizing that potential</li> </ul>	<ul style="list-style-type: none"> <li>Continuous identification of new labor markets for Tuvaluans to tap into.</li> <li>Mid -term review</li> </ul>	<ul style="list-style-type: none"> <li>Continuous identification of new labor markets for Tuvaluans to tap into.</li> <li>Implementation of recommendations from Mid Term review</li> </ul>	<ul style="list-style-type: none"> <li>Continuous identification of new labor markets for Tuvaluans to tap into.</li> <li>Re=designing of a new national Strategic development Plan</li> </ul>	<ul style="list-style-type: none"> <li>* DOL</li> <li>* DFA</li> <li>* OAG</li> <li>*Australia DFAT, NZ MFAT, ROC(Taiwan)</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>LABOUR MOBILITY SCHEME</b>						
Labor marketing study and action plan.	<ul style="list-style-type: none"> <li>* Seek donor support for expert to carry out a Labor Marketing Study and Action Plan.</li> <li>* Identify realistic labor opportunities for Tuvalu to exploit</li> <li>* Appropriate roadmap and strategies for doing so</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress narrow down opportunities to realistic targets.</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress. Mid -term review of activities</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>* DOL</li> <li>* TOSU</li> </ul>
Privatize Labour Sending Unit (LSU)	<ul style="list-style-type: none"> <li>Work closely with Department of Labour to privatize the Lsu</li> <li>.Set up a task Force to look into the issue of relocating the Labour Sending Unit to be privatized</li> </ul>	<ul style="list-style-type: none"> <li>Seek Donor funding to strengthen the LSU</li> <li>To do at least 2 trips per year to evaluate the progress of the workers</li> </ul>	<ul style="list-style-type: none"> <li>Mid -term review with consultations with relevant stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>Implementation of new ideas on LSU</li> </ul>	<ul style="list-style-type: none"> <li>continuous progress and monitoring and drafting of new Strategy</li> </ul>	<ul style="list-style-type: none"> <li>DOT</li> <li>DOL</li> <li>Australia, New Zealand</li> </ul>
PTI to broaden mandate to include labor mobility.	<ul style="list-style-type: none"> <li>* Work with regional partners to broaden PTI's mandate to include labor mobility.</li> <li>* PTI to promote seasonal workers to the Aus &amp; NZ markets.</li> <li>* Look for new labor opportunities for Tuvaluans.</li> </ul>	<ul style="list-style-type: none"> <li>* Tabled in regional meetings such PIFS Leaders Meeting, Trade Minister's Meeting, Finance Ministers' Meeting</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>* DOL</li> <li>* DFA</li> <li>*PIFS, PTI</li> </ul>
Strategy and Action Plan for Seafaring Sector	<ul style="list-style-type: none"> <li>* Seek donor support to recruit an international shipping expert to prepare a comprehensive strategy and action plan for the seafaringsector.</li> <li>* Determining of appropriate markets (old and new)</li> <li>* New training requirements for seafaring sector.</li> <li>* Gender considerations.</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress.</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous progress</li> </ul>	<ul style="list-style-type: none"> <li>*Continuous Progress</li> </ul>	<ul style="list-style-type: none"> <li>*DOL</li> <li>*TOSU</li> <li>*Gender</li> <li>*TMTI</li> <li>* Marine &amp; Ports</li> <li>* Agents (Swire, APNL)</li> <li>*ILO</li> </ul>
Setup a Support system that provides counselling and pastoral care support for migrating workers.	<ul style="list-style-type: none"> <li>* In partnership with DOL, identify gaps within the RSE/SWP schemes.</li> <li>* Develop guidelines as part of pre-departure package.</li> <li>* Organize induction workshops</li> <li>* Carry out a psycho-socialneeds assessment.</li> </ul>	<ul style="list-style-type: none"> <li>* Establish liaison officers in NZ &amp; Aus to provide support/pastoral care for migrant workers.</li> </ul>				<ul style="list-style-type: none"> <li>*DOL</li> <li>*TOSU</li> <li>*DFA</li> <li>*HRM</li> <li>*SWP, RSE</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	Implementing and Development Partners
<b>E-COMMERCE</b>						
Way Forward/Recommendations from Tuvalu Rapid e-Trade Readiness Assessment	<ul style="list-style-type: none"> <li>*Share recommendations with all stakeholders.</li> <li>* Identify what can be done locally, and what needs donor support</li> <li>* Work closely with Department of ICT to avoid duplicating work</li> </ul>	<ul style="list-style-type: none"> <li>* Develop an M&amp;E Framework to monitor progress of e-commerce in Tuvalu</li> <li>* Align AfT proposals to recommendations</li> </ul>	<ul style="list-style-type: none"> <li>* Implementation of e-commerce activities.</li> </ul>	<ul style="list-style-type: none"> <li>* Implementation of e-commerce activities.</li> </ul>	<ul style="list-style-type: none"> <li>*Implementation of e-commerce activities.</li> <li>*Capture lessons learned and best practices to improve current processes.</li> </ul>	<ul style="list-style-type: none"> <li>ICT</li> <li>TTC</li> <li>TNPSO</li> <li>TCCI</li> <li>PIFS</li> </ul>
Develop Tuvalu's National E-Commerce Strategy.	<ul style="list-style-type: none"> <li>*recruitment of international consultant.</li> <li>*consultation with stakeholders.</li> <li>*develop Strategy</li> </ul>	<ul style="list-style-type: none"> <li>* implement Tuvalu's National E-Commerce Strategy</li> </ul>	<ul style="list-style-type: none"> <li>* Implement Tuvalu's National e-commerce strategy</li> </ul>	<ul style="list-style-type: none"> <li>* Mid-Term Review of Tuvalu's National E-Commerce Strategy</li> </ul>	<ul style="list-style-type: none"> <li>* Incorporate changes and review Strategy's implementation plan.</li> </ul>	<ul style="list-style-type: none"> <li>* Tuvalu Telecommunication Corporation</li> <li>* ICT Department</li> <li>* TNPSO</li> <li>*PIFS</li> </ul>
Assessment on Cross Border Paperless Trade	-	-	-	<ul style="list-style-type: none"> <li>*Recruitment of expert to carry out assessment</li> <li>* DOT to coordinate the participation of relevant stakeholders in consultations.</li> </ul>	<ul style="list-style-type: none"> <li>* Recommendation identified, and mainstream into DOT &amp; stakeholders' workplan</li> </ul>	<ul style="list-style-type: none"> <li>* Department of Customs</li> <li>*UNCTAD</li> </ul>
Capacity Building & Awareness Programs	<ul style="list-style-type: none"> <li>* Facilitate awareness programs on e-commerce.</li> </ul>	<ul style="list-style-type: none"> <li>* Facilitate programs to assist private sector to explore opportunities to utilize e-commerce technology.</li> </ul>	<ul style="list-style-type: none"> <li>* Organize awareness/educational programs targeting consumers to understand benefits of e-commerce, digital banking and online payment solution</li> </ul>	<ul style="list-style-type: none"> <li>* Share successful stories of e-commerce practice in Tuvalu.</li> <li>* Continuous training &amp; awareness raising on e-commerce.</li> </ul>	<ul style="list-style-type: none"> <li>* Continuous training &amp; awareness raising on e-commerce.</li> </ul>	<ul style="list-style-type: none"> <li>* ICT Department</li> <li>* Tuvalu Telecom Corporation</li> <li>*PTI, PIFS</li> </ul>
Gap Analysis of E-Commerce Legislative Framework	<ul style="list-style-type: none"> <li>*Implement Cabinet decision on option paper submitted.</li> <li>*Dialogue with Stakeholders on how to move forward with recommendation provided in the Gap Analysis.</li> </ul>	<ul style="list-style-type: none"> <li>* Incorporate training needs to training programs implemented for e-commerce.</li> </ul>	-	-	-	<ul style="list-style-type: none"> <li>ICT</li> <li>TTC</li> <li>Office of the Attorney General</li> <li>PIFS</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>TRADE PROMOTION AND MARKETING</b>						
Annual Talofa Trade Fair & Monthly TAU-MAKETI	<ul style="list-style-type: none"> <li>*Build partnership between stakeholders to assist in executing Annual Trade Fairs.</li> <li>*Garner Government and donor support.</li> <li>*Outer Island mini-Trade Fairs</li> <li>*Support MOF-led monthly TAU-MAKETI</li> <li>* Encourage smallholder farmers and artisanal fishermen to participate. Annual handicrafts competition</li> </ul>	<ul style="list-style-type: none"> <li>* Annual Trade Fair</li> <li>* Monthly TAU-MAKETI</li> <li>Annual Cultural Fair</li> </ul>	<ul style="list-style-type: none"> <li>* Annual Trade Fair</li> <li>* Monthly TAU-MAKETI</li> <li>Annual Cultural fair, Mid term Review</li> </ul>	<ul style="list-style-type: none"> <li>* Annual Trade Fair</li> <li>* Monthly TAU-MAKETI</li> <li>Annual Cultural Fair</li> <li>Implementation of new recommendations from mid term review</li> </ul>	<ul style="list-style-type: none"> <li>* Annual Trade Fair</li> <li>* Monthly TAU-MAKETI</li> <li>Annual Cultural chair</li> <li>preparations for new strategy</li> </ul>	<ul style="list-style-type: none"> <li>*Talofa Trade Fair Committee</li> <li>*TAUMAKETI Organizing Team</li> <li>*PTI, EIF, Australian High Commission</li> </ul>
Build Tuvalu Brand	<ul style="list-style-type: none"> <li>*Learn from success of Fijian Made products &amp; marketing</li> <li>*Set-up an exchange program with Fiji</li> <li>*Source technical expert to assist.</li> <li>*Set standards to qualify for Tuvaluan Brand</li> </ul>	<ul style="list-style-type: none"> <li>*Develop Tuvalu Branding mechanism</li> <li>*Build awareness of "Tuvalu Brands"</li> <li>*Work with private sector</li> </ul>	<ul style="list-style-type: none"> <li>*Identify Tuvaluan-made products that can qualify for Tuvaluan branding</li> <li>*Build capacity to meet standards</li> </ul>	Progress on Tuvalu Branding and Marketing	Progress on Tuvalu Branding and Marketing	DOA TFD NTO TNCW TNPSO TCCI DOH Fijian Ministry of Commerce, Trade, Tourism & Transport
Support Trade between islands (Food-Bank Mechanism, Food Security Strategy)	<ul style="list-style-type: none"> <li>*Provide technical support to MLGA &amp; MOF on executing the Food Bank Mechanism under the Food Security Strategy.</li> <li>*Provide training needs for Agriculture Extension Officers on post-harvest food processing.</li> <li>*Provide marketing support.</li> </ul>	Progress on Food Bank Mechanism	Progress on Food Bank Mechanism and the Long-Term Food Security Strategy	Progress on Food Bank Mechanism and the Long-Term Food Security Strategy	Progress on Food Bank Mechanism and the Long-Term Food Security Strategy	MLGA TFD MOF * Kaupule * Communities *ROC (Taiwan), Australia DFAT

Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>MARKET ACCESS</b>						
Capacity Building and Awareness Raising for Tuvalu local producers on meeting international standards, certification and SPS measures.	<ul style="list-style-type: none"> <li>*Continuous capacity building on standards to improve local producers' capacity meet international standards.</li> <li>*Raise awareness on international standards.</li> <li>* Provide support to enable local producers to produce standardized products</li> <li>* Enable testing facilities</li> </ul>	Continuous progress on capacity building and awareness raising	Continuous progress on capacity building and awareness raising	Continuous progress on capacity building and awareness raising	Continuous progress on capacity building and awareness raising	<ul style="list-style-type: none"> <li>*DOA</li> <li>* TNPSO</li> <li>* TFD</li> </ul>
Improve domestic trade facilities and capabilities	<ul style="list-style-type: none"> <li>*Build capacity of local producers to trade domestically before exporting</li> <li>*Work with stakeholders such as DoA and TFD</li> <li>* Ensure supporting platforms to enable ease of Trade (domestically)</li> <li>*Trade infrastructure such as transport, storage, are available</li> </ul>	Continuous progress	Continuous progress	Continuous progress	Continuous progress	<ul style="list-style-type: none"> <li>*DOA</li> <li>* TNPSO</li> <li>* TFD</li> </ul>
Export to Tuvaluan diaspora	<ul style="list-style-type: none"> <li>*Identify value-added products for export to diaspora</li> <li>*Enable marketing to Tuvaluan Diaspora by providing packaging, labeling and certification capabilities</li> </ul>	Set-up a platform to garner feedback from Tuvaluan diaspora.	<ul style="list-style-type: none"> <li>* Facilitate Research and Development facilities to improve value added products.</li> <li>* Design a training program for local producers.</li> </ul>	* Continuous training for local producers	* Continuous training for local producers	<ul style="list-style-type: none"> <li>*DOA</li> <li>*TFD</li> <li>* Public Health</li> <li>* Kaupule</li> </ul>
Utilize Trade Agreements to gain access to markets (PICTA, EPA, PACER Plus)	*Bilateral discussion under the umbrella of Trade Agreement (e.g. G2G, Tuvalu with NZ)	* Awareness raising of existing trade agreements to ensure private sector take advantage of opportunity	-	-	* Review all trade agreements (multilateral & bilateral) to ensure a return for Tuvalu	<ul style="list-style-type: none"> <li>*DFA</li> <li>*DOL</li> <li>*OAG</li> <li>*PPIU, PTI, PIFS</li> </ul>
Garner support of PTI in identifying markets for Tuvalu exports.	-	-	<ul style="list-style-type: none"> <li>*Identify markets that Tuvalu can access</li> <li>* Match Tuvalu produce to markets in PTI locations across the globe</li> </ul>	* Use recommendations & lessons learned from PTI to design further training program.	* Provide continuous support for local producers to meet international trading standards.	<ul style="list-style-type: none"> <li>*DOA</li> <li>*TFD</li> <li>* TNPSO</li> <li>* Public Health</li> <li>*PTI, PIFS</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>TRADE AGREEMENTS</b>						
Build capacity of NTSC members	<ul style="list-style-type: none"> <li>* Provide training and awareness raising programs for NTSC members on all trade agreements, and others that DOT is currently negotiating</li> <li>* Ensure NTSC members are able to differentiate various TA and recognize the benefits of pursuing such agreements cut down members of NTSC to a smaller size</li> </ul>	<p>continuous progress of training and awareness raising to monitor progress of Strategy</p> <p>Quarterly meetings to ensure follow up</p>	<p>continuous progress of training and awareness raising</p> <p>Midterm Review</p>	<p>continuous progress of training and awareness raising</p> <p>Implementation of new recommendations from midterm review</p>	<p>continuous progress of training and awareness raising</p> <p>preparation for new development strategy</p>	* NTSC Members
Raise awareness of benefits of TA to priority sectors	<ul style="list-style-type: none"> <li>* Ensure stakeholders under the Trade priority sectors are aware of the benefits from various trade agreements</li> <li>* Stakeholders are able to anticipate the changes once Tuvalu ratifies an agreement</li> </ul>	<p>continuous progress of training and awareness raising</p>	<p>continuous progress of training and awareness raising</p>	<p>continuous progress of training and awareness raising</p>	<p>continuous progress of training and awareness raising</p>	<p>NTSC Member</p> <p>Trade Agreement Stakeholders such (DOL, Customs, etc.)</p>
Garner support and approval of Cabinet to ratify PACER Plus	<ul style="list-style-type: none"> <li>* Rally the support of respective Stakeholders on trade agreements.</li> <li>* Submit paper for Cabinet's support</li> <li>* Ensure that a proper evaluation of what Tuvalu gains/losses as a result of ratification</li> </ul>	<p>Continuous progress work on benefits under PACER PLUS,</p> <p>Work with PACER PLUS Implementation Unit in Samoa</p>	<p>Continuous progress</p> <p>Mid Term Review</p>	<p>Continuous progress</p> <p>Preparation for new Trade Strategy</p>	<p>Continuous progress</p> <p>Preparation of new Trade Strategy</p>	
Continuously monitor all Trade Agreements that Tuvalu is a party to.	<ul style="list-style-type: none"> <li>* Develop a M&amp;E framework to monitor all trade agreements</li> <li>* Actively participate in trade negotiations</li> </ul>	<p>Continuous M&amp;E on all Trade Agreements</p>	<p>Continuous M&amp;E on all Trade Agreements</p> <p>Implementation of new recommendations from Mid Term Review</p>	<p>Continuous M&amp;E on all Trade Agreements</p>	<p>Continuous M&amp;E on all Trade Agreements</p> <p>Preparation for New trade Development Strategy</p>	* National Trade Steering Committee
Negotiations on Trade Agreements should be in-line with Government policies.	<ul style="list-style-type: none"> <li>* Ensure DOT is well-versed with Government policies to align negotiations in Trade Agreements</li> <li>* Provide continuous information paper to Cabinet</li> </ul>	<p>NTSC members provide continuous update on policy change related to Trade Agreements</p>	<p>NTSC members provide continuous update on policy change related to Trade Agreements</p>	<p>NTSC members provide continuous update on policy change related to Trade Agreements</p>	<p>NTSC members provide continuous update on policy change related to Trade Agreements</p>	<p>* NTSC Members</p> <p>* Cabinet</p>

Strategic Activities	2022	2023	2024	2025	2026	
<b>TRADE INFRASTRUCTURE</b>						
Coordinate Aid for Trade programs to support Trade Infrastructure	* Linked to activities on facility for certification, SPS support.	* Provide continuous support on activities in 2022.	* Acquire feedback from local producers on AfT priorities for improving infrastructure. * Acquire feedback from MTET and PWD on how DOT can support trade infrastructure.	* Actively participate in the review of the Tuvalu Priority Infrastructure Investment Plan to ensure trade considerations are taken into account.	* Align AfT to the new Tuvalu Priority Infrastructure Investment Plan.	Min. of PWIELMD MTET MOF Tuvalu Telecommunication Corporation ICT Department * PRIF, ADB, DFAT, EIB, EU, JICA, NZMFAT, US State Department, World Bank Group
Support the Implementation of the ASYCUDA.	* Link Trade Portal to ASYCUDA * Awareness raising on Trade Portal	Provide continuous support to the Department of Customs on ASYCUDA implementation	-	-	-	Department of Customs PPIU, UNCTAD
Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>BUSINESS ENVIRONMENT</b>						
Increase capacity of private sector to access finance.	* DOT to focus on local producers/ potential exporters. * Carry out a training needs assessment. * Match training needs to current capacity in Tuvalu.	* Design training plan. * Seek technical support from development partners. * Facilitate training in Tuvalu.	* Review DBT's lending policies. * Provide recommendations that will make it easy for private sector to access finance.	* Continuous capacity building for businesses.	* Continuous capacity building for businesses.	* DBT * TNPSO * PTI
Reviewing Competition Laws in Tuvalu	-	-	* Gap analysis of competition laws in Tuvalu. * Seek technical support to review current competition laws in Tuvalu. * Provide recommendations.	* Assist the Ministry of Finance in addressing recommendations.	* Continuous assistance rendered to Ministry of Finance in improving competition status in Tuvalu.	Ministry of Finance * PSDI - ADB
Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>WORKFORCE</b>						
Build institutional and staff capacity in accordance with the Capacity Building Plan which is part of the EIF Exit strategy	* Restructuring of the Department of Trade * Staff capacity development by participating in trade trainings organized by multilateral/ international and bilateral agencies abroad	<ul style="list-style-type: none"> <li>● Organize trade trainings at National level (EIF Tier 1/ Tier 2 and other projects)</li> <li>● Staff capacity development by participating in trade trainings organized by multilateral/ international and bilateral agencies abroad</li> </ul>	<p>Continuous progress Mid Term Review how effective has its work force been.</p> <p>* Staff capacity development by participating in trade trainings organized by multilateral/ international and bilateral agencies abroad</p>	<p>Continuous progress Implementation of new recommendations under the mid-term review</p> <p>* Staff capacity development by participating in trade trainings organized by multilateral/ international and bilateral agencies abroad</p>	* Staff capacity development by participating in trade trainings organized by multilateral/ international and bilateral agencies abroad	NTSC Members



Strategic Activities	2022	2023	2024	2025	2026	
<b>HEALTH</b>						
Review, and implement, as appropriate, recommendations in the NCD Roadmap report as well as recommendations of other NCD related activities.	Review trade related activities in NCD Roadmap and formulate implementation plan	Seek development partner support for implementation of trade related activities in NCD Roadmap	Implementation of trade related activities in NCD roadmap	Implementation of trade related activities in NCD roadmap	Implementation of trade related activities in NCD roadmap	Public Health WHO
Review, and implement, as appropriate, the Food Safety Act, to enable Tuvalu to address issues relating to standards for fats, sugars and sodium in foods in line with the Codex Alimentarius.	Review trade related activities in Food Safety Act and formulate implementation plan	Seek development partner support for implementation of trade related activities in Food Safety Act	Implementation of trade related activities in Food Safety Act	Implementation of trade related activities in Food Safety Act	Implementation of trade related activities in Food Safety Act	Public Health WHO
Strategic Activities	2022	2023	2024	2025	2026	
<b>ENVIRONMENT</b>						
Pay attention to environmental consequences of various trading options before Tuvalu and that, wherever possible, the option should be selected that, while promoting trade is still protective of the environment.	Work with Department of Environment on developing SOPs for Environment Impact Assessment(s) for Trade related activities	Implementation of SOPs for Environment Impact Assessment(s) for Trade related activities	Implementation of SOPs for Environment Impact Assessment(s) for Trade related activities	Implementation of SOPs for Environment Impact Assessment(s) for Trade related activities	Implementation of SOPs for Environment Impact Assessment(s) for Trade related activities	*Department of Environment * SPREP, UNEP, WTO
Strategic Activities	2022	2023	2024	2025	2026	
<b>COVID-19 CONSTRAINTS</b>						
Conduct evaluation studies on the impacts of Covid-19 and related border closures and restrictions on all trade activities	<ul style="list-style-type: none"> <li>● Develop TOR for evaluation study</li> <li>● Conduct study and focus on recommended outcomes and way forward</li> </ul>	Implement recommended outcomes from study	Implement recommended outcomes from study	Implement recommended outcomes from study	Implement recommended outcomes from study	<ul style="list-style-type: none"> <li>* Ministry of Health</li> <li>* COVID-19 Task Force</li> <li>* UNCTAD, WTO, WHO</li> </ul>

Strategic Activities	2022	2023	2024	2025	2026	
<b>CLIMATE-SMART TRADE</b>						
Carrying out recommendations under the UNESCAP Asia Pacific Trade and Investment Report 2021	Prioritization of recommendations from UNESCAP Asia Pacific Trade and Investment Report 2021	Implementation of priorities from recommendations under the UNESCAP Asia Pacific Trade and Investment Report 2021	Implementation of priorities from recommendations under the UNESCAP Asia Pacific Trade and Investment Report 2022	Implementation of priorities from recommendations under the UNESCAP Asia Pacific Trade and Investment Report 2023	Implementation of priorities from recommendations under the UNESCAP Asia Pacific Trade and Investment Report 2024	Department of Climate Change
Adopting negotiating positions on trade issues that support the country's climate change agenda	Work with Department of Climate Change staff on key climate change issues that have trade related implications	Work with Department of Climate Change staff on key climate change issues that have trade related implications	Work with Department of Climate Change staff on key climate change issues that have trade related implications	Work with Department of Climate Change staff on key climate change issues that have trade related implications	Work with Department of Climate Change staff on key climate change issues that have trade related implications	Department of Climate Change Department of Foreign Affairs Ministry of Finance Ministry of Fisheries and Trade
Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>GENDER</b>						
Needs of women be mainstreamed into the implementation of the Trade Policy framework	Training Needs assessment for women in implementation of Trade Policy Framework	Training Needs assessment for women in implementation of Trade Policy Framework	Implementation of trade capacity building training for women	Implementation of trade capacity building training for women	Implementation of trade capacity building training for women	Gender Affairs Department Tuvalu National Council of Women Department of Youth Tuvalu National Youth Council
Support the Women's Economic Empowerment initiative in the 2014 National Gender Equality and Women's Empowerment Policy in creating opportunities for women to establish business	Training Needs assessment for women in implementation of Trade Policy Framework	Training Needs assessment for women in implementation of Trade Policy Framework	Implementation of trade capacity building training for women	Implementation of trade capacity building training for women	Implementation of trade capacity building training for women	Gender Affairs Department Tuvalu National Council of Women Department of Youth Tuvalu National Youth Council
Strategic Activities	2022	2023	2024	2025	2026	Implementing Partners
<b>MONITORING &amp; EVALUATION</b>						
Formulate an M&E Framework for the TNTDS	<ul style="list-style-type: none"> <li>Identify monitoring tools that can easily track progress of the TNTDS.</li> <li>Identify targets, outputs, indicators for each activity.</li> </ul>	* Train DOT senior staff to carry out M&E using the agreed M&E Tool.	* Implement M&E Tool to carry out the Mid Term Review of the TNTDS.	* Recommendations provided in the MTR is incorporated into the Implementation Plan of the TNTDS.	* Design M&E for the Terminal Evaluation of the TNTDS to assist in the designing of the new TNTDS.	* NTSC Member. * Ministry of Finance (Monitoring and Coordination Unit) * EIF, UNESCAP



# Appendices

## Appendix A: Documents Reviewed

Strategy	Detail	Lead
Te Kete	A ten-year National Strategy for Sustainable Development	Ministry of Finance
Trade Policy Statement	Tuvalu's Trade Policy, 2016	Ministry of Fisheries and Trade
Tuvalu Diagnostic Trade Integration Study, 2016	Strategy and means to achieve the trade-related objectives.	Ministry of Fisheries and Trade
Trade Policy Framework	Sets out a framework for the implementation of Tuvalu's Trade Policy	Ministry of Fisheries and Trade
Scaling Up Tuvalu Trade: EIF Exiting Strategy and Capacity Development Plan	Plan to ensure smooth transition and continuity in the delivery of services and benefits that the EIF Project provides to its keystakeholders.	EIF Project, Department of Trade
Pacific Aid for Trade Strategy, (2020 – 2025)	A five-year regional strategy to coordinate and facilitate Aid for Trade in the Pacific.	Pacific Islands Forum Secretariat (PIFS)
Department of Trade, Corporate Plan (2020 – 2022)	A two-year corporate plan which guides the work of the Department of Trade.	Department of Trade, Ministry of Fisheries & Trade
Tuvalu Agriculture Strategic Marketing Plan (2016-2025)	A document to review the marketing of local food and other local produce to increase the resilience of Tuvalu towards climate change.	Department of Agriculture, Ministry of Local Government and Agriculture
Ministry of Local Government and Agriculture Corporate Plan	Corporate plan for the whole ministry for the years 2021-2023.	Ministry of Local Government and Agriculture.
Tuvalu Rapid eTrade Readiness Assessment	E-Commerce Strategy	UNCTAD
Te Kakeega III (2016 to 2020)	Five year plan on the National Strategy for Sustainable Development	Ministry of Finance
Work Schedule and M&E Manual	Internal Department of Trade document designed to capture and retain corporate knowledge about its core operations and tasks.	Department of Trade, Ministry of Fisheries and Trade

Ministry of Public Works, Infrastructure, Environment, Labour, Meteorology & Disaster Corporate Plan	3-year plan for the Ministry.	Ministry of Public Works, Infrastructure, Environment, Labour, Meteorology and Disaster
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## Appendix B: List of People Consulted in Tuvalu During the Visit

Name	Department/Ministry	Email
1. Meafou Leneuoti	Department of Labor/ MPWIELMD	<a href="mailto:meafou.brian@gmail.com">meafou.brian@gmail.com</a>
2. Tusaga Iosefa	Tuvalu Overseas Seaman Union (TOSU)	<a href="mailto:Rosita.tusaga2@gmail.com">Rosita.tusaga2@gmail.com</a>
3. Sama Sapakuka	Department of Agriculture   Ministry of Local Government and Agriculture	<a href="mailto:sama.sapakuka@gmail.com">sama.sapakuka@gmail.com</a>
4. Pinau Tao	Department of Agriculture   Ministry of Local Government and Agriculture	<a href="mailto:ptaoaliki@gmail.com">ptaoaliki@gmail.com</a>
5. Samasoni Finikaso	Department of Fisheries   Ministry of Fisheries and Trade	<a href="mailto:Samfinikaso70@gmail.com">Samfinikaso70@gmail.com</a>
6. Ioapo Tapu	Fishermen on Funafuti Association (FOFA)	<a href="mailto:ioapotapu@gmail.com">ioapotapu@gmail.com</a>
7. Alisa T Peneueta	Tuvalu Association of Non-Government Association	<a href="mailto:alisataukave@gmail.com">alisataukave@gmail.com</a>
8. Teoni F Paape	Leader – Nui Community	<a href="mailto:teoninui@gmail.com">teoninui@gmail.com</a>
9. Fakatoafe Teikauea	Leader – Niutao Community	<a href="mailto:Tteikauea15@gmail.com">Tteikauea15@gmail.com</a>
10. Piliota Viliamu	Leader – Nanumea Community	<a href="mailto:Hinota80@gmail.com">Hinota80@gmail.com</a>
11. Petesa Finikaso	Department of Business   Ministry of Finance	<a href="mailto:pfinikaso@gov.tv">pfinikaso@gov.tv</a>
12. Kalisi Sogivalu	Tuvalu Chamber of Commerce and Industries	<a href="mailto:sogivalukalisi@gmail.com">sogivalukalisi@gmail.com</a>
13. Tilou Kofe	Tuvalu National Private Sector Organization	<a href="mailto:taliatilou@gmail.com">taliatilou@gmail.com</a>
14. Kata Pulusi	Tuvalu Chamber of Commerce and Industries	<a href="mailto:pulusikt@yahoo.com">pulusikt@yahoo.com</a>
15. Pulafagu Toafa	Tuvalu National Council of Women	<a href="mailto:pula_toafa@yahoo.com.au">pula_toafa@yahoo.com.au</a>
16. Maho Homasi	Gender Affairs Department	<a href="mailto:inosialycan@gmail.com">inosialycan@gmail.com</a>
17. Sania Teisini	Inland Revenue Department	<a href="mailto:sania.teisini@gmail.com">saniam.teisini@gmail.com</a>

## APPENDIX C: Summary of Consultation.

### Dept of Trade / Tuvalu Overseas Trade Union (TOSU)

- From this sector the Seamen’s Union there is indeed potential that they mentioned for our seafarers, because of covid 19, due to the closure of borders, it became extremely difficult for our boys to obtain overseas employment. Before covid 19, the shipping Industry was affected by the decline in trade in 2015 where less and less vessels were trading, and the impact was immediate.
- There is a hope as mentioned by the TOSU Secretary General, Shipping companies ready to employ our seafarers.
- There are issues which must be investigated, first Seamen’s Agencies to deal with Shipping Companies overseas, the role of government to look for more shipping companies.
- With the Labour Dept’s temporary employment schemes hosted by NZ and Australia were very directly affected by Covid –19 and the closing down of borders. This is a potential area where our people may be able to secure temporary employment
- Indeed, both sectors the seafarers and labour schemes from Australia and NZ were progressing well until covid 19 which affected movement of people thus impacting on those in these schemes. There is certainly hope of the industry bouncing back since some borders are lifted and this will give access to areas where our people are employed.
- Recommendations from the Labour Sector and TOSU is for Government to look for more opportunities for our people to be able to secure temporary employments in this seasonal industry and also further expanding into fisheries and other sector which old age care givers was mentioned and the hospitality industry.
- Further negotiations and visits to these employing Agencies must be done, and also contracts to be reviewed as in the case our seafarers they work on other contracts and not using Tuvalu based contracts.
- There is certainly potential in these sectors for possible trade via labour mobility concept.

### AGRICULTURE

- The Department does not see Agriculture as a sector that can produce products where we can export. With the conditions of Tuvalu, limited lands, very poor soil it is difficult to have an industry where we can have a commodity from the agriculture.
- However, there was mention of value-added products as “mei-falai”. These perhaps could be looked on a bigger scale as this is not available in the local market itself so there is indeed a potential market for such a value-added product to cater for the local market and perhaps further to countries like NZ and Australia where our diaspora are.
- Currently the Kaleve kula is being tested and the tests are still ongoing.

There was mention of virgin oil, which of course was tested by the TCTA Tuvalu Coconut Traders Association.



## FISHERIES

- Another potential sector which now is not being utilized apart from the licensing of Overseas vessels to come in and fish and pay some sort of license. This has been a very lucrative undertaking with countries paying premium sums for the right to fish within these waters especially under the PNA arrangements withing these country's EEZ.
- Within the Dept's plans are the dispatching of Fisheries Officers to all islands to help with the communities in the outer island's techniques like fish preservation such as smoking fish and other preservation techniques.
- The training on fishing techniques is an ongoing program that they do every year, and these Extension fisheries officers will be able to continue these fishing training activities.
- There is also an attempt at possibly looking into fish sausages. The Dept is looking into the possibility of pursuing this venture.
- Fisheries Dept is also distributing 2 chest freezers to all Island communities from FAO.
- That the Dept is also working with the Kaupule of Vaitupu on drafting a development Plan for the milk fish that is in Vaitupu. The dept is further supplying the Kaupule with more cages to store the fishes in and to feed them to bigger sizes which in turn they could sell to Funafuti.
- Tuvalu has 5 flagged vessels that fish withing Tuvalu waters and others. Technically their catches when sold overseas are Tuvalu products so they are our exports goods. There are 6 flagged vessels with a total catch of about 60, 000 tons per annum.

## Appendix D: Inception Workshop

### Tuvalu National Trade Development Strategy Inception Workshop Report

#### Introduction

To formalize the formulation of the Trade Development Strategy, an Inception Workshop was held in Funafuti and virtually for two days from the 20<sup>th</sup> – 21<sup>st</sup> October 2021. Preparations were conducted by the Department of Trade including the staff from the Enhanced Integrated Framework (EIF). Representative from relevant stakeholder groups including Government and the private sector were invited to attend (a list of attendees is presented in Annex 1). The two-day workshop was facilitated by the Department of Trade and the National Consultant for the Trade Development Strategy, and it included various presentations and keynote address by both in-country and virtual speakers which set the stage for the development of the Strategy.

#### Background:

Tuvalu is the fourth smallest country in the world with a population of around 11,000 and a land area of 25.9km<sup>2</sup>. Tuvalu is a member of ESCAP and one of the three least-developed countries (LDC's) in the Pacific.

In the context of the Enhanced Integrated Framework (EIF), a multilateral partnership to support least developed countries (LDCs); the Government of Tuvalu is developing a Tuvalu national Trade Development Strategy and plans to organize national workshops to receive feedback from various stakeholders and partners. The program works towards a wider goal of promoting economic growth and sustainable development and helping to lift more people out of poverty. It assists LDCs with the following objectives:

1. Mainstream trade into national development strategies.
2. Set up structures needed to coordinate the delivery of trade-related technical assistance; and
3. Build capacity to trade, which also includes addressing critical supply-side constraints.

One of the main capacity constraints within the Tuvalu Department of Trade and the Ministry is the lack of technical expertise to support the activities outlined in the trade agenda. In the absence of technical assistance, the remaining staff members in the Department and the project cannot fulfill all the scheduled tasks in the workplan and the activities associated with the implementation of the Trade Policy and the DTIS update.

In this context, ESCAP, in support of the EIF team under the Tuvalu Department of Trade, will provide funding assistance for the organization of the national (inception and validation) workshops and a national consultant to develop a National Trade Development Strategy.

With the inception workshop in place and given the background and unique characteristic that Tuvalu is in, it is now the given task to proceed and conduct consultations with stakeholders to formulate a National Trade Development Strategy that should reflect aspirations of Tuvaluans and most importantly a strategy that is owned by Tuvaluans.

#### Objectives of the workshop:

- Provide the overview of the Pacific Trade, Tuvalu National Strategy of Sustainable Development, Tuvalu Trade and Tourism.
- Introduce the Tuvalu National Trade Development Strategy.





Figure 14: Department of Trade staff in consultation meeting. Photo Credit: Department of Trade

## Day 1: Official Opening

### Speaker: Nikolasi Apinelu – Permanent Secretary to the Ministry of Fisheries and Trade.



Figure 15: Permanent Secretary to the Ministry of Fisheries and Trade: Nikolasi Apinelu. Photo Credit: Daryll Ikbal

The Permanent Secretary welcomed all participants to the Inception workshop for the formulation of the trade development strategy for Tuvalu. He emphasized that better coordination of all trade and trade related matters is crucial.

He outlined the Tuvalu Trade Policy Framework which was developed in 2015 to (a) mainstream trade into the National Development Strategy (TK III); (b) Enhance private sector development; and (c) engage all stakeholders in trade development.

He added that Tuvalu is prioritizing trade and it is evident in the partnership with UNESCAP through the EIF Tier 2 program, which is focuses on the formulation of the

Tuvalu National Development Strategy. He expressed his gratitude to the development partners which includes PIFS, SPTO, the Pacer Plus Implementation Unit, World Bank, UNESCAP, UNDP and EIF for aiding Tuvalu’s efforts in the Trade sector.

He iterated that the National Trade Development Strategy will complement *Te Kete* which is Tuvalu’s National Sustainable Development Plan (2021 – 2030). Four priority areas were identified from past consultations, and they include Agriculture, Fisheries, Tourism, and Labor Mobility. The strategy will consider the rise of e-commerce and constraints due to the Covid-19 pandemic and other relevant trade-related factors.

“Tuvalu’s environment is its economy, and its economy is its environment.” The trade strategy will consider, all potential environmental impacts to ensure that the environment is protected. Also, gender considerations will be incorporated into the trade strategy.

He concluded by highlighting that the formulation of the trade strategy will undergo a thorough process ensuring that all internal and external constraints hindering Tuvalu from participating in the global trading stage on a balanced ground will be factored in.

### Speaker: Ratnaker Adhikari – Executive Director at EIF/ WTO (Virtual)



Figure 11: Screenshot of Ratnaker Adhikari. Photo credit: Daryll Ikbal

One of the objectives of the EIF institutional capacity building support is the mainstreaming of trade priorities for National Development. This is implemented by the formulation of qualitative strategies and their subsequent integration into national development plans. Also, the strengthening of government institutions and coordination mechanisms in LDCs.

*Structures for the coordination of delivery of trade act as an important pillar for fostering sustainable economic growth. They ensure that it avoids duplication and while taking ownership of the project development and implementation*



### **DTIS action matrices.**

In addition, strengthening the local expertise, to deal with complex trade issues in an ever-changing trading environment is critical. Capacity development aims to improve productive capacity, foster stronger linkages in sector actors and provide the required skills for the trade reforms in communications and negotiations. Mr Adhikari stated that he was pleased that Tuvalu is undergoing the development of the Trade development strategy which is precisely aimed and focus on three objectives in the EIF strategic plan:

1. Mainstreaming trade into National Development strategies
2. Setting up structures needed to coordinate trade related capacities
3. Increase the capacity to trade by addressing critical supply side constraints.

An inclusive approach is envisaged and has been started in way of this inception workshop to gather feedback from local partners and stakeholders.

He mentioned that he is confident that this approach from inception to implementation will be successful as Tuvalu is proactively looking at ways to further build their trading capacity by developing the Trade Development Strategy.



## **Presentation 1: A note on trade policymaking.**

**Presenter: Ranjan Basu: Deputy Head and Senior Economic Affairs at UNESCAP.**

Mr Basu's presentation focused on four main aspects:

### **Recognizing Covid-19, Climate Change and Crisis of Confidence**

In the presentation, UN estimates that (1) The volume of global trade in goods decreased in 2020; (2) Global trade in goods and services is forecasted to increase in 2021 and 2022; and (3) With access to vaccines, trade recovery can be a reality.

The UN IPCC report confirms that climate change is man-made, widespread, rapid, and intensifying. Recommended actions by UNESCAP include (1) All countries must make trade "climate-smart"; (2) Be flexible in trade for climate-smart and other environmental goods and services; (3) phase out fossil fuel subsidies; (4) adopt climate-smart, non-tariff measures; and (5) encourage climate-smart investments and private sector initiatives.

The pushback against multilateralism and rising protectionism is due to: (1) uneven distribution of the benefits and costs from global trade integration both within and across countries; (2) unskilled workers in the manufacturing sector have borne the brunt of the adjustment burden; (3) the multilateral trading system has posed significant challenges for the rules-based multilateral trading system operating under WTO resulting in policymakers turning to bilateral and plurilateral trade agreements.

### **Integrating Pacific in the world trade**

The global share of merchandise trade (exports) of Pacific SIDS is declining.

### **Connecting Tuvalu**

Due to Pacific SIDs having unique vulnerabilities such as small size, limited negotiating capacity and remoteness from markets, efforts are needed to support their further integration regionally and in world markets.

Under the SAMOA pathway, support is available to Pacific SIDS in the form of: (1) engagement in trade and economic agreements; (2) trade-related assistance mechanisms and other programs; (3) No-tariff barriers to their market access opportunities; (4) implementation of the Trade Facilitation Agreement; (5) Development and strengthening of partnerships to enhance SIDS participation in international trade in goods and services.

Under the Addis Ababa Action Agenda (2015) international trade is described as an engine for development as it: (1) contributes to the promotion of sustainable development; (2) expedites ratification on trade facilitation agreements; (3) Increases market-oriented trade finance; (4) supports SIDS engagement in trade and economic agreements; (5) commits to strengthen disciplines on subsidies in the fisheries sector; (6) Continues to implement the provisions of special and different treatment for LDCs; (7) implementation of duty-free and quota-free market access on a lasting basis on all products originating from all LDCs; (8) taking measures to protect public health; (9) integration into regional and global value-chains; (10) Strengthening of domestic enabling environments and implantation of sound domestic polices and reforms conducive to trade activities; (11) focus on Aid for Trade on developing countries through the Enhanced Integrated Framework for trade related technical assistance to LDCs; (12) development of investment agreements with appropriate safeguards; and (13) increasing capacity of local communities to invest in sustainable livelihood opportunities.

Under the Sustainable Development Goals (SDGs) trade key issues include: (1) Promotion of a universal, rules-based, open, non-discriminatory and equitable multilateral trading system under WTO; (2) Significantly increase the exports of developing countries, with a view to doubling the LDCs share of global exports by 2020; and (3) Realize timely implementation of duty-free and quota-free market access on a lasting basis for all LDCs, consistent with WTO decision, including by ensuring that preferential rules of origin, applicable to imports from LDCs are transparent and simple, and contribute to facilitating market access.

### UNESCAP's regional trade platform

Key activities include: (1) Framework agreement on Cross-Border Paperless trade; (2) UN Global survey on Digital and Sustainable Trade Facilitation; (3) UN network of experts for paperless trade and transport in Asia and the Pacific; (4) e-learning series on business process analysis for trade facilitation; (5) initiative on model provisions for trade in times of crisis and pandemics in regional and other trade agreements; (6) trade intelligence and negotiation advisor (TINA); (7) Asia-Pacific trade analytics portal; (8) ESCAP digital and sustainable regional integration index; (9) Asia-Pacific trade agreement (APTA); and (10) ARTNeT.



Figure 12: Fruit vendors at Tau Maketi. Photo credit: Tau Maketi

### Presentation 2: PIFS role in regional policy development.

**Presenter: Zarak Khan – Director, Programmes & Initiatives at Pacific Island Forum Secretariat.**

The presentation covered five key areas:

#### **The 2050 strategy for the Blue Pacific Continent**

Steps in delivering the 2050 strategy include: (1) Identification of drivers of change that will have the most significant impacts on the future of the region and our people; (2) Collectively select the drivers that require joint political action and are best addressed at the regional level; (3) Identify which drivers require concerted collective action (such as regional harmonization or economic integration); (4) Develop themes and levels of ambition for each theme, based around the drivers and goods; (5) Build strategies to guide how we would achieve each ambition; and (6) Draft and finalize the 2050 Strategy.

#### **Pacific Aid-for-Trade Strategy (2020 – 2025)**

Identifies regional trade policy priorities and ensures they are properly resourced. There are four guiding principles which include: (1) Strategic regional impact; (2) Prioritization; (3) Levering existing mechanisms; and (4) Ownership.

There are four components which include: (1) Services; (2) Comprehensive connectivity; (3) E-commerce; and (4) Deepening Forum markets.



### **Pacific Aid-for-Trade Strategy (PAfTS) Regional Initiatives**

Thematic priorities are on: (1) The Pacific E-Commerce strategy and roadmap; (2) The Pacific Quality Infrastructure initiative (2021 – 2023); (3) Trade Facilitation Strategy; (4) Connectivity; and (5) Services.

#### **Strengthening Trade Partnerships**

A €37 million financing agreement under the 11<sup>th</sup> EDF for the Pacific Regional Integration Support (PRISE) was signed in January 2020. PRISE has six main outputs and implemented via four separate agreements with lead partners being PIFS, ADB, SPC and UNCTAD.

The Strengthening Pacific Intra-Regional and International Trade (SPIRIT) initiative is implemented by PIFS with a budget of €5.75 million.

There are existing partnerships with (1) DFAT; (2) UNCTAD; (3) World Bank; (4) EU; (5) SPC; (6) Commonwealth Secretariat; (7) WTO; (8) ITC; (9) Standards Australia; and (10) National Measurement Institute of Australia.

There are potential future partnerships with: (1) UNIDO; (2) PTB; (3) CROSQ; and (4) UNCDF

#### **Regional Trade development and integration and the implementation of Forum trade ministers meeting decisions.**

There is regional trade integration through the trade agreements of (1) SPARTECA; (2) Pacific Islands Countries trade agreement; (3) MSG trade agreement; (4) Interim Economic Partnership Agreement; (5) PACER PLUS and (6) PICTA which is the largest of the trade agreements for the region in terms of parties. There is also regional planned development and advisory support on: (1) a broad and inclusive regional platform for Labour mobility; (2) development of a regional private sector strategy; (3) development of a regional KAVA development strategy; and (4) prospects for the development of a regional trade observatory and industrialization framework.

#### **Presentation 3: SPTO's role in assisting Tuvalu in making trade an engine of growth.**

**Presenter: Christina Leala Gale – Sustainable tourism and research manager at SPTO.**

SPTO's role in supporting trade through tourism include: (1) facilitation of regional collaboration and coordination; (2) working with members and partners to tailor policy and technical assistance; (3) securing of regional funding and programme partnerships that respond to members' needs; (4) improving of data and information and transition to impact monitoring; (5) capacity building; (6) conducting of external research on trends; and (6) emerging opportunities.

SPTO's contribution to Tuvalu Tourism include: (1) development of the Tuvalu Sustainable Tourism Policy and Tourism legislation; (2) Support for product diversification – Pacific Ecotourism recovery initiative focusing on establishing geoparks; (3) Support SMEs with recovery planning – SPTO SME recovery toolkit; (4) Capacity building in marketing, research & statistics, and sustainable tourism planning and development; (5) innovative sustainability projects such as community plastics repurposing through the Pacific Tourism Waste Action initiative; and (6) Small island states and territories support through joint CROP SIS initiatives.

There were recommendations on how SPTO, DOT and EIF can work together such as: (1) communicating national priorities and technical assistance needs; (2) seek guidance from SPTO on lessons learnt and integration of regional implementation plans at national level; (3) coordinate approaches between government, civil society, private sector and partners to achieve national goals; (4) provide feedback to SPTO on market research information needs; (5) gather national tourism data and information to share with SPTO; and (6) develop and maintain human resources and commit resources in the national budget to support tourism.



#### **Presentation 4: Trade projects in the Pacific Islands.**

**Presenter: Bill Gain – Global lead, Trade Facilitation at World Bank Group.**

The presentation focused on 3 key areas:

##### **Engage Pacific Island Countries in GVCs.**

Supporting trade is critical in developing countries as: (1) trade is the engine of the global economy; (2) trade causes growth; (3) trade can be inclusive; and (4) trade supports competitiveness.

To increase the potential for countries to engage in global value chains by simplifying and streamlining of regulation and border processes and enhancing of risk management and automation will: (1) reduce trade costs for small islands; (2) improve the viability of agribusiness trade and support exporters to become more competitive; and (3) increase border efficiency to reduce time and increase throughput at ports.

To adapt to the impacts of Covid-19, streamlining of trade procedures and facilitating trade at borders are key to crisis management as it: (1) limits human interaction on trade processes; (2) increases internal and external border agency collaboration; (3) enhances business continuity in border clearance processes to increase efficiency and limit the physical presence and interaction of logistics workers and officials at facilities and border crossing points; (4) traders have access to updated trade related regulatory requirements during the COVID crisis and beyond; (5) maintains cross border trade and keeps borders open while reducing movement and interaction of people; and (6) leveraging of WBG investments and instruments.

##### **Activity Focus**

One of the outcomes of the Forum Trade Ministers Meeting earlier this year was to task PIFS in partnership with WBG to develop a regional trade facilitation strategy as a multi-year plan of regional projects that will support PIFS members in the implementation of their trade facilitation reforms ranging from regional programs and fora for sharing information and experience to the development of model/ harmonized laws, regulations, operating procedures, and technical guides.

The regional Trade Facilitation strategy intends to reduce time and cost that would otherwise be incurred by individual PIFS members implementing trade facilitation measures on their own and promote closer integration of PIFS community through harmonized, agreed approaches to implementation of trade facilitation measures.

Enhancing digitization at the National level can be done by: (1) focusing on implementation of e-Phyto (electronic phytosanitary certificates), GeNS implementation and connectivity between GeNS and ASYCUDA; (2) focusing on implementing MSW to digitize clearance processes in their ports; and (3) focusing on preparation for connectivity to National Single window by digitizing blueprint and connectivity between systems.

##### **Solving real world challenges**

Creation of private sector opportunities will: (1) improve the viability of agribusiness trade and support exporters to become more competitive; (2) connect to agribusiness supply chains; and (3) lay the regulatory foundation for investment.

The Trade Facilitation work lays the regulatory foundation for investment by: (1) working on legislative reform for Customs and Quarantine agencies; (2) Coordinating risk management between Customs, Quarantine and other government departments; (3) Coordinating with international groups such as the IPPC to support the implementation of e-Phyto systems; and (4) bringing together multiple government, private and international organizations in complex reform programmes such as harmonizing processes and

data in preparation for the implantation of a National Single Window.



Figure 13: Department of Trade staff at Inception workshop. Photo credit: Daryl Ikkal





### **Presentation 5: Enhanced Integration Framework (EIF).**

**Presenter: Darryl Ikkal. Position – EIF Project Officer**

**Aotoa Tema. Position – EIF Finance Officer**

The presentation outlined EIF's which include working in close cooperation with donors, six core partner agencies, observer agencies and other development partners who are supporting LDCs to: (1) mainstream trade into national development strategies; (2) set up structures that are need to coordinate the delivery of trade-related technical assistance; and (3) build capacity to trade, which also includes addressing critical supply-side constraints.

The EIF process aims to strengthen donors' support to Tuvalu's trade agenda.

Under the Diagnostic Trade Integration Strategy (DTIS), there are 2 funding facilities available being Tier 1 and Tier 2 funding which support initiatives within the country

**At National level:** EIF has (1) National Steering Committee; (2) Focal point; (3) National implementation unit; and (4) Donor facilitator who works with the focal point.

The Tuvalu Trade Development strategy will develop:

(1) Intelligent growth; (2) Promote trade; (3) Infrastructure development; (4) Market access support; (5) International trade cooperation.

The Tuvalu Trade Development strategy will also focus on trade: (1) Because we live in a modern-globalized world where no one, no community and no country is self-sufficient; (2) Goods, Services and Internet Protocols (IPs); (3) more as we develop; and (4) within Tuvalu (domestically) and beyond our boundaries (foreign).

Rationale given for Aid for Trade/Development assistance included: (1) Trade and Economic Growth; (2) Less developed countries lack competitive supply capacities; (3) No benefits from opening up as LDCs share in global trade is less than 1%; (4) Fair and free trade; and (5) Trade works under the right conditions that need to be created such as supply capacities, right policies and instruments in place, right institutional arrangements and cooperation and partnership between public and private sectors.

Recommended way forward included: (1) To identify/ develop implementations mechanisms; (2) Renew development policy commitments; (3) further mainstreaming of trade in national as well as sector development strategies; (4) develop monitoring and evaluation tools to monitor progress; and (5) communication strategies.

The presentation concluded that the EIF/ DTIS process is not simply about the Department of Trade preparing a trade sector development strategy with the support from a team of experts, BUT it is about creating buy-in from all key stakeholders so that everyone can participate in the trade development strategy.

The process will take time, but it is the key to success.

### **Presentation 7: Outline of consultancy methodology and key dates of consultation.**

**Presenter: Taukelina Finikaso. Local Consultant – Department of Trade.**

The local consultant outlined the methodology that he would be using for the Development of the Trade Development strategy.

Step 1: Inception workshop

Step 2: Desktop review of all relevant trade literature, legislation, policies, and plans

Step 3: Stakeholder consultation with all National Trade Steering Committee (NTSC) members and other

relevant stakeholders in country.

Step 4: Drafting of first draft of the National Trade Development strategy

Step 5: Validation workshop to provide feedback on the Draft National Trade Development Strategy.

Step 6: Final drafting of the National Trade Development strategy.

He mentioned that he was looking towards discussing with all stakeholders on their views on how to best draft the national trade development strategy.

## DAY 2:



Figure 14: Department of Trade local consultant: Taukelina Finikaso. Photo credit: Daryl Ikkal

### Presentation 7: Bilateral and Trade Promotion.

**Presenter(s): Amosa Malofou. Position – Department of Trade & Aotoa Temamila. Position – Department of Trade.**

The two presenters outlined the role of trade and trade policies, as government commitments were well reflected in the DTIS 2016 and TPF 2015.

They also emphasized that the challenges to implementation of government commitments included: (1) stakeholder coordination needs to be strengthened; (2) Limited technical and financial resources available; (3) Limited donor coordination; and (4) M & E systems and Communication needs to be strengthened.

They emphasized that the Department of Trade priorities include: (1) trade contributing towards achieving 'Te Kete' goals; (2) Implementation of the Department of Trade work-plan and strategy; (3) Implementation of TPF and DTIS and its periodic review and development of monitoring and evaluation plan; (4) Engagement of stakeholders; and (5) Resource Mobilization, including AFT to accomplish Department of Trade priorities.

The Department of Trade (Tuvalu) has also taken part in:

- Economic Partnership Agreement (EPA) negotiations
- PICTA

- Pacific Agreement on Closer Economic Relations (PACER Plus) The PACER Plus key objectives include: (1) Increase export capacity in Pacific Island countries; (2) Pursue trade and economic integration in the Asia-Pacific region; (3) Make it easier for Pacific countries to attract investment; and (4) Create a landmark trade and development agreement. Development assistance from New Zealand and Australia have made significant economic cooperation commitments to help Pacific Island countries implement PACER Plus and realize its benefits. Development assistances include:
  - AUD\$7.7 million PACER Plus readiness packages targeted support to assist domestic ratification processes and preparation for entry into force.
  - AUD\$25.5 million PACER Plus development and cooperation work program on implementation.
  - 20% “aid for trade” target for first five years.

Labour mobility arrangements include:

- Standalone arrangement alongside PACER PLUS
- Supports efforts to allow greater labour mobility across the region
- Facilitates Pacific workers to access temporary employment in New Zealand and Australia in industries that face labour shortages.
- This will have economic benefit for New Zealand and Australian businesses and for Pacific Island countries.

Recommendations for way forward include: (1) Continuation to work with PIFS on trade agreements. Tuvalu has ratified PICTA and to identify areas of significant interest to Tuvalu; (2) Work closely with PACER PLUS implementation Unit on Tuvalu’s road to ratification and ascertain tangible benefits that Tuvalu will benefit from immediately, and in the long term under PACER PLUS; and (3) Envision that the trade strategy will identify gaps, particularly in M & E, communication, stakeholder coordination, donor coordination and Aft mobilization and other challenges.



Figure 15: Department of Trade staff at Inception workshop. Photo credit: Daryl Ikkal

### **Presentation 8: Overview of trade agreements in Asia Pacific.**

**Presenter: Dr. Witada Anukoonwattaka. Economic Affairs Officer based at ESCAP.**

The presenter outlined that number of trade agreements in the Pacific are relatively limited as compared to the Asia-Pacific overall.

Pacific: 43 agreements – 31 enforced, 3 signed and 9 under negotiation

Asia Pacific: 311 agreements – 195 enforced, 17 signed and 99 under negotiation

Intra-Pacific PTAs are 7 out of 43 agreements

Dr. Witada mentioned that most agreements in the Pacific bypass the Pacific Islands developing economies (PIDEs)- mainly due to: (1) economic integration between Australia & New Zealand and Asia Pacific economies are outside the Pacific subregion; and (2) The Pacific needs to encompass deep trade agreements and upgrade agreements.

PIDEs have a small trade share of PTA partners especially in exports.

PACER PLUS is a landmark trade and development agreement enforced in 2020 after being ratified by 8 of the 11 members with Nauru, Tuvalu and Vanuatu having not ratified the PACER PLUS agreement.

The PACER PLUS is a living agreement that is open to members and agreement is modifiable. The PACER PLUS scope is deeper than MSG, PICTA and SPARTECA.

Implications of the Covid-19 pandemic on Pacific Trade agreements include: (1) No new agreements initiated; and (2) Subsidization is the positive outlook on agreements such as PACER Plus, EPA etc.

Recommendations for the post-pandemic recovery is to work with PACER PLUS, Australia, New Zealand, and UK.

### **Presentation 9: Overview of PACER PLUS trade agreements in the Pacific and benefits for Tuvalu.**

**Presenter: Roy Lagolago. Head of PACER PLUS Implementation Unit (Samoa).**

The presenter outlined that PACER PLUS is a legal agreement with sustainable development at its core. He further explained that while PACER PLUS is a trade and investment agreement, it is also one that is tailored to the Pacific and uses global best practices on sustainable development in small island states and economic growth.

He further explained that PACER PLUS provided the following opportunities for Tuvalu:

- Take a clear step towards participation in the global market by inviting investment and establishing a stronger business environment for future viable exports.
- Reduce trade deficits including diminished reliance on imported energy resources like petroleum through investment in the renewable energy sector
- Be consulted on changes to the trade and investment environment taking place in the region; and
- Share resources with PACER PLUS partner countries including benefitting from the support of the PACER PLUS implementation unit – in relation to transparency and investment obligations.

He explained that PACER PLUS is strongly aligned with the Sustainable Development Goals (SDGs) and it offers Tuvalu significant opportunity to upgrade the country's business environment through assistance provided by the PACER PLUS Implementation Unit.

PACER PLUS envisions transparency by: (1) providing members with the right to advance consultation on other members' new laws and regulations relating to trade and investment and changes to them before adoption; and (2) working through the PACER PLUS implementation unit to provide support to all members to meet their transparency obligations under the agreement.

Trade in goods under the PACER PLUS agreement will: (1) require the removal of duties on imports to Tuvalu which lowers the cost of essential goods such as food, and educational and healthcare supplies; (2) removes costs for goods crossing member state borders for the purpose of repair; (3) flexibility to pause tariff reductions for industry development reasons and impose safeguards; (4) support to address phased restructuring of revenue streams during the 5 – 20 year transition to tariff elimination.

Investment under the PACER PLUS agreement will: (1) include provisions for Tuvalu to make domestic

legislation which directs investment to those sectors where its most needed; and (2) strengthen regional integration in the Pacific by offering national treatment to regional partners.

The Business environment under the PACER PLUS agreement will increase in credibility as an investment destination to international markets and a strong signal that the country is open to investment.

Renewable energy under the PACER PLUS agreement will reduce reliance on fuel imports and reduce energy costs for the public, commercial and household sectors.

Skills' development and administration capacity under the PACER PLUS agreement will replicate history of using trade and investment treaties to upskill their public service workforce, increasing capabilities in foreign investment governance, domestic legislation, treaty negotiations and monitoring and evaluation.

**Presentation 10: Tuvalu – Nauru Trade.**

**Presenter: Mr Masau Detunamo. Deputy Secretary for Ministry of Foreign Affairs (Nauru).**

He outlined that there was a good opportunity for both countries to open trade relations with Nauru as it: (1) would be an opportunity to facilitate trade; (2) ensure safety at forefront of operations; (3) ensure high degree of certainty and affordability; and (4) reinforce regional cooperation.

Tuvalu and Nauru port authorities were in discussion over service line between the two countries and issues under discussion included: (1) general procedures; (2) standard operating procedures port arrival; (3) liner operations – contactless stevedoring; and (4) suspected cases and medical waste.

The Tuvalu and Nauru Trade divisions were also in discussion to negotiate a Memorandum of Agreement which will include: (1) Purpose; (2) Scope of Collaboration; (3) Review; (4) Review; (5) Dispute mechanism; (6) Status of MOA; and (7) Commencement, Duration, and amendment.

Nauru has a container vessel that would operate between Nauru, Funafuti, Suva, and Honiara for implementation of trade agreements.



Figure 20: Nauru Container Ship - Micronesian Pride. Photo credit: Masau Deutanamo

## Presentation 12: Food Security Strategy

**Presenter: Petesa Finikaso. Director for Department of Business (Tuvalu).**

**VISION:** To improve food security and promote healthy living through production and consumption of healthy local agricultural produce and food variety

**MISSION:** To promote healthy local agricultural food varieties to be more accessible and affordable to Tuvaluans.

**RATIONALE:** (1) Improve food security; (2) Promote healthy living; (3) Sufficient quantity and variety of local produce available for public consumption; (4) Transparency in communicating values (fair trade) through the food supply chain; (5) Delivery and distribution efficiency; and (6) Improve the terms of trade.

### SHORT-TERM STRATEGY (up to 2 years):

Priority 1: Semi-Commercialized agricultural production

Priority 2: Capacity building and promotion

Priority 3: Stakeholder's responsibilities



Figure 21: Breadfruit chips at Tau Maketi. Photo credit: Tau Maketi

### LONG-TERM STRATEGY (2 years to 10 years)

- Permanent marketplace,
- Specialization of local foods per island (mass production)
- Inter-island trade
- Food processing
- Value adding and diversification
- Long term financing (DBT)

### LINKAGE OF THE FOOD SECURITY STRATEGY to the TRADE DEVELOPMENT STRATEGY

- Increase domestic trade
- Increase the capacity of local communities to pursue sustainable livelihood opportunities
- Platform to trade
  - Capacity building
- Improve standard of produce, post-harvest practices (harvesting, handling, packaging)
- Diversify production
- Proper coordination

### WAY FORWARD

- Mainstreaming of trade priorities into food security strategy
- Sustainable trade
- Capacity building (production, post-harvesting)



## Day 1 Participant List

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20				

## Day 2 Registration List:

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### Inception Workshop Agenda

Venue: Room 2 at the Tomasi Puapua Convention Centre.

DAY 1: Wednesday 20 <sup>th</sup> October 2021			
TIMES	SESSION	PRESENTER	MODE
14:00	Opening Prayer	Sokotia Kulene	Prayer
	Opening	Permanent Secretary,	Speech
	Opening	EIF/ WTO Executive	Speech
14:30	REFRESHMENTS – Afternoon Tea		
14:40 to 17:00	Regional Partner	UNESCAP	Presentation
	Regional Partner	PIFS	Presentation
	Regional	SPTO	Presentation
	Regional	World Bank Group	Presentation
	Department of	Department of Trade	Presentation
	Department of	Local Consultant	Presentation
17:00	Dinner		
DAY 2: Thursday 21 <sup>st</sup> October 2021			
14:00	Regional	Dr. Witada	Presentation
	Regional	Mr. Roy Logologo	Presentation
	Regional	Mr. Masau	Presentation
	Local Partner	Department of	Presentation
17:00	Closing remarks		
	Dinner		



## Appendix E: Validation Workshop

### Tuvalu National Trade Development Strategy Validation Workshop

Venue: Funafuti Lagoon Hotel Conference Room

Date: 16<sup>th</sup> December 2021

#### OPENING:

The validation workshop was opened with a word of prayer by one of the participants before the Ministry of Fisheries and Trade Assistant Secretary: Mr. Tala Simeti made his opening remarks emphasizing that that it was very important that both the public sector and private sector collaborate to work together to develop trade in Tuvalu and that the trade development strategy would provide the key for the success of development of trade in Tuvalu.

Mr. Iosefatu Maiava from the UNESCAP office also echoed the Ministry of Trade and Fisheries sentiments by adding that UNESCAP has been assisting Tuvalu in the development of the Tuvalu Trade Development Strategy and that there is a need to include local, regional, and international expertise in trade in goods and trade agreements. He also emphasized that trade partnerships are also critical.

Executive Director Mr Ratnakar Adhikari from the Enhanced Integration Framework also showed his support to the development of the Trade Strategy in Tuvalu. He emphasized that trade strategies guide the trading environment. He further supported that the public sector and private sector need to work in coordination to increase trade capacity in Tuvalu.

The Development Trade Strategy will provide a roadmap implementing policies and aspirations for Tuvalu.



Figure 22: Participants at Validation workshop. Photo credit: Taukelina Finikaso

The consultant went over his presentation and went through a matrix in which he had developed that outlined strategies for the Department of Trade to follow in the next 5 years and which focused on the following sectors: (1) Agriculture; (2) Fisheries; (3) Tourism; (4) Labour Mobility; (5) E-Commerce; (6) Trade Promotion and Marketing; (7) Market Access; (8) Trade Agreements; (9) Trade Infrastructure; (10) Business Environment; (11) Workforce; (12) Health, (13) Environment; (14) Covid-19 constraints; (15) Climate-smart trade; and (16) Gender.

There was some feedback from the audience which included:

1. Ane Teilauea (Civil Society): Trade has not been visible in the past, but with the creation of TAU MAKETI, trade has started to become more visible with more vendors coming from the outer islands to sell their products in Funafuti during the TAU MAKETI.
2. Alekuea Ioane (Ministry of Education): We need to protect our agriculture sector by providing security as our agriculture sector cannot compete with overseas suppliers and products. For example: increase tariffs on all agricultural imports that can be grown here in Tuvalu.

The consultant answered that from his presentation trade infrastructure is very important and that mechanisms should be put in place increase capacity of domestic trade. For example, some islands have their own specialty: Vaitupu has milkfish, Nanumea has ponuponu, Nui has taro whilst Niutao has breadfruit. We need to increase local capacities in production to ensure that trade is sustainable and beneficial to both producer and consumer.



**Figure 23: Assistant Secretary for Ministry of Fisheries and Trade: Mr Tala Simeti (Left) and Local Consultant: Mr Taukelina Finikaso (Right).**  
Photo Credit: Tuvalu Department of Trade Facebook page.

## BREAKOUT SESSIONS.



Figure 24: Group breakout sessions. Photo Credit. Tuvalu Department of Trade Facebook page.

Participants were divided into three groups where they brainstormed their ideas into different sections.

### **Group 1: TRADE IN GOODS, SERVICES AND TRADE AGREEMENTS.**

#### **Fisheries Sector**

- Ponuponu

#### **Domestic Trade**

- Improve trade domestically within country (Tuvalu)
- Practice more trading techniques (local communities)

#### **Trade Goods and Services**

- Increase/ Provide more working schemes and opportunities
- Provide more proper trainings from certified institutions

### **Group 2: TRADE INFRASTRUCTURE, E-COMMERCE, and THE PRIVATE SECTOR**

#### **Trade Infrastructure:**

- FOFA – need fish bone grinding machinery for pig feed
- Build infrastructure on each island for local products that can be exported or sold externally, for example, handicrafts, other food products.
- NUI WOMENS HANDICRAFT CENTRE – Beed Handicraft selling place
- FISHERIES – Fish products
- FISHERIES – Need of technical assistance for preparing salted fish
- E-COMMERCE – Internet infrastructure (submarine cable)
- BANKS – Automated Teller Machines (ATMs)
- PRIVATE SECTOR – Funding to support private sector
- PRIVATE SECTOR – Create more policy measures that are conducive to private sector (local industries v. imports)



- TNPSO Business Incubator
- Effective networking of Public and Private sectors. (For example: FOFA and NAFICOT)

### **Group 3: TRADE INFRASTRUCTURE and E-COMMERCE.**

#### **TRADE INFRASTRUCTURE:**

- Establish a marketplace on each island (local produce products market to Funafuti and other external markets)
- Provide machinery and equipment to support private sector
- Provide technical assistance to further enhance value added products (ika masima)

#### **E-COMMERCE**

- Provide essential internet infrastructure (submarine cable)
- Credit card processing
- Provide ATM (effective transfer payments)

#### **PRIVATE SECTOR**

- Funding to support private sector
- Create new policy measures that are conducive to the local market

#### **TNPSO BUSINESS INCUBATOR**

- Effective networking of public sector and private sector to complement each other (NAFICOT and FOFA)

### **CLOSING:**

Daryl Ikkal shared those negotiations for the Nauru shipping line to include Tuvalu in its route. Negotiations with Nauru to ensure that it doesn't affect the current contract with the current shipping provider.

He also shared that Tonga had also expressed their interest in exporting agro-products such as watermelons. One barrier is that there are no direct connections by air or by sea between Tonga and Tuvalu.

Mr. Denton Rarawa from the Pacific Island Forum Secretariat stated that the regional trade development agenda has been at the core of the Pacific leaders since the early 1970s. PIFs has always provided support to members including Tuvalu in their efforts to sustainably develop their economic growth. He stated that Fisheries and Agriculture require special attention. He mentioned that Tuvalu is party to several treaties and agreement which include SPARTECA, PICTA and PACER PLUS.

Miss Lai Tugaga from the Pacer Plus Implementation Unit mentioned that they are on standby to support Tuvalu's efforts especially after ratifying the Pacer Plus agreement in the following areas:

1. Pacer Plus can assist in capacity building, reducing trade costs and improve document compliance as there are limited opportunities for trade exports in Tuvalu.
2. Building institutional capacity for Labour Mobility in Tuvalu at the Department of Labour and upskilling of labour in select educational facilities
3. Assist Tuvalu in the implementation of their action matrix.

William Gaine from the World Bank group emphasized that the prioritization of priorities in the roadmap is important as it would give partners and potential donors focus areas to assist in.

The consultant thanked participants and partner organizations for providing feedback on the draft strategy



and that all feedback had been incorporated into the current draft strategy.

The validation workshop was officially closed by Mr. Tala Simeti: Assistant Secretary for the Ministry of Trade and Fisheries.

#### ANNEX 1: PARTICIPANT LIST

	<b>NAME</b>	<b>ORGANISATION</b>
1	Telieta Finauga	Department of Labour
2	Ioapo Tapu	FOFA
3	Sofala Taanelivi	Nui Community
4	Alitaake Alefaio	Department of Environment
5	Sumeo Silu	Vaitupu Community
6	Hilia Vavae	Civil Society
7	Ane Teilauea	Civil Society
8	Falesala Folia	Department of Customs
9	Aotoa Tema	EIF – Tuvalu
10	Daryl Ikbal	EIF - Tuvalu
11	Ioreta Laua	Department of Trade
12	Falaoa Sione	Department of Trade
13	Tilou Kofe	TNPSO
14	Tala Simeti	Ministry of Fisheries and Trade
15	Alekuea Ioane	Ministry of Education



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