



PACER Plus

**Proposal Planning and
Development Clinic**

Suva, Fiji, September 5-6, 2024



Australian Government

Department of Foreign Affairs and Trade

Objective, Content, Method

Goal:

To start the development of eligible, bankable, high-quality demand-driven project proposals on priority issues at the national level and across multiple countries.

Objectives:

1. Appreciate the complexity of proposal formulation
2. Understand the key steps and tools to be used in project proposal formulation
3. Learn about eligibility and bankability criteria
4. Have your questions on proposal development answered
5. Start planning your TIS or E-commerce project proposal writing

Method:

- Presentation
- Practice in group
- Online polls

Content:

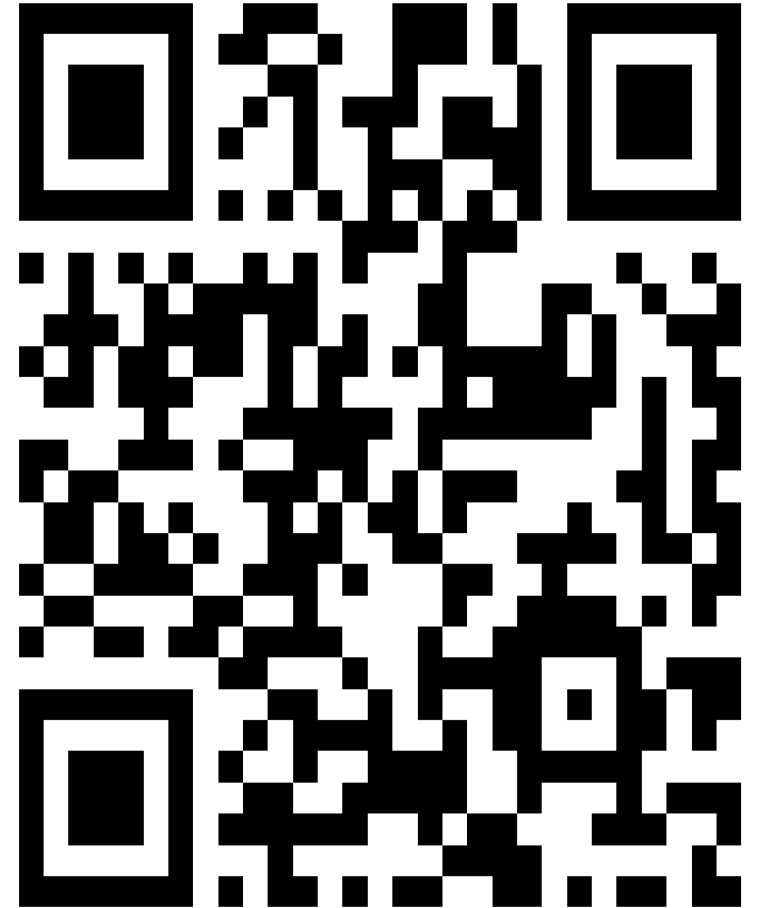
1. Pre-eligibility proposals review
2. What makes a proposal eligible
3. Practice writing proposals
4. Planning next steps in proposal development and submission

Time	Activity
9:00 – 9:15	Opening Prayer
9:15 – 10:30	Introduction to Project Proposal Development – Overview of FY24/25 on-going efforts, Olivia Phongkham
10:30 – 10:45	Morning Tea Break
10:45 – 12:00	Review of existing FY25/26 pre-eligibility proposals and project ideas (all P+ countries)
12:00 – 1:00	Lunch Break – Levuka Restaurant
1:00 – 3:00	Group Work: Drafting Eligibility Proposals (all P+ countries)
3:00 – 3:15	Afternoon Tea Break
3:15 – 4:30	Presentation of Draft Eligibility Proposals (all P+ countries)
4:30 – 4:45	Recap and Closing Prayer

Join at

slido.com

#FIJIDT2024

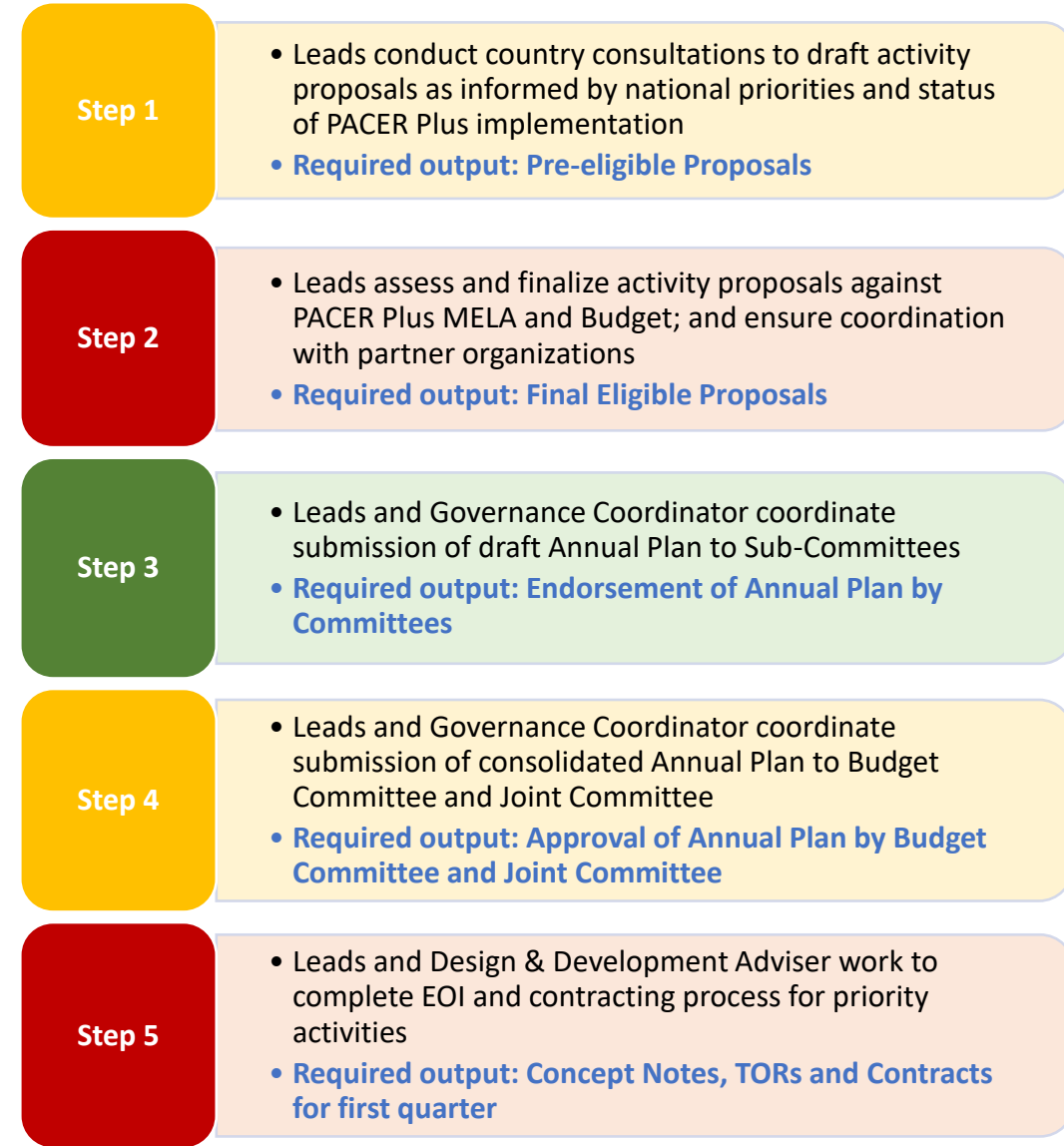
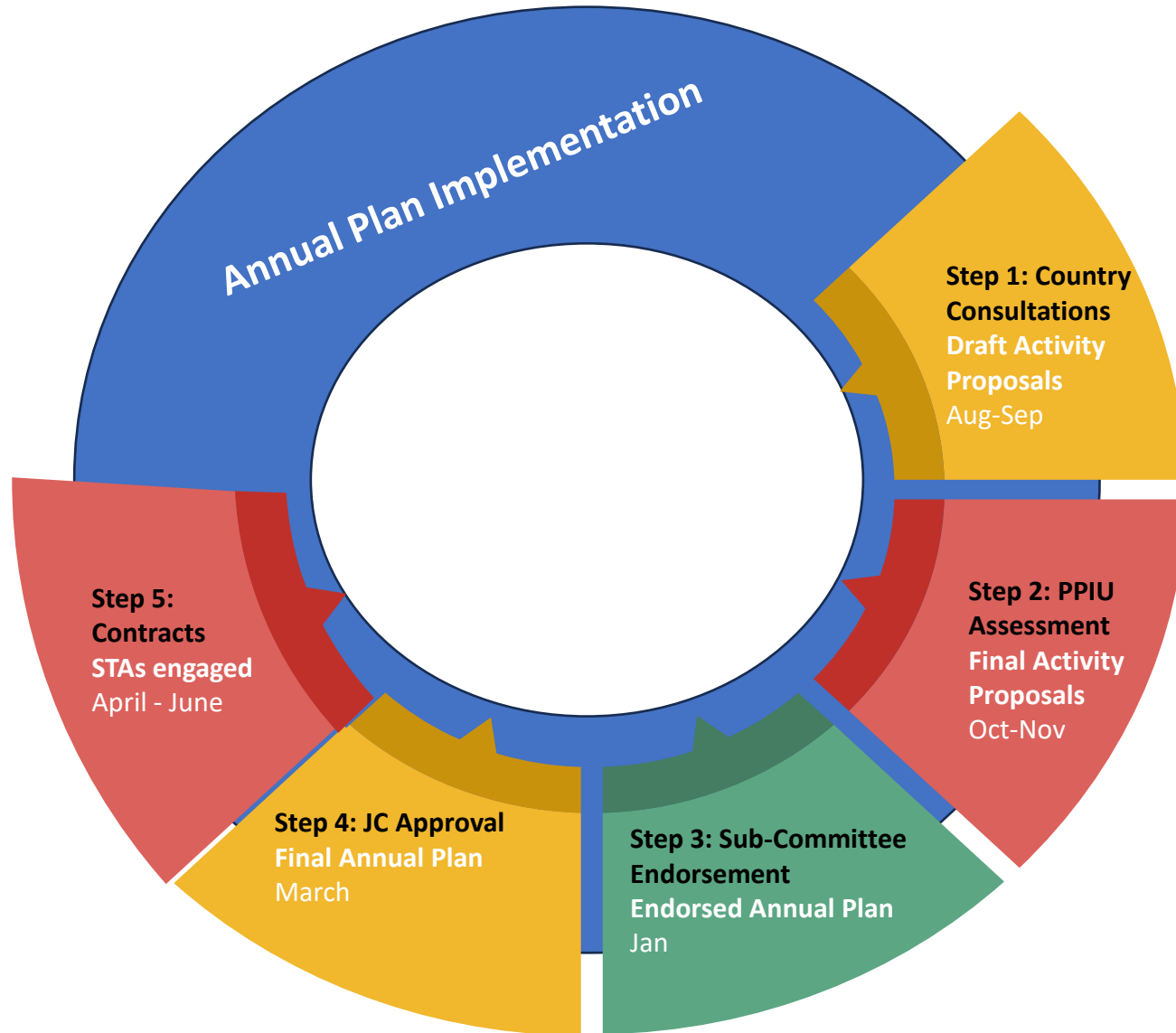




Session 1

Introduction

PPIU Annual Planning Process



The implementation of the Annual Plan activities is an ongoing process that occurs throughout the financial year as led by the Leads of each component

Tentative FY25-25 Timeline

#	Actions	Outputs	Due Date
1	Consultations with stakeholders on FY 25/26 priorities	List of pre-eligibility proposals using template	31 August 2024
3	Presentation of multi country pre-eligibility proposals (First annual clinic)	Selection of bankable multi country project ideas	6 Sep 2024
4	Development of eligible proposals (country proposals)	Batch of proposals submitted to PPIU	20 Oct 2024
5	Finalization of eligible proposals (country proposals) using comments received	Proposals improved using PPIU comments	25 Nov 2024

As of September 4, 2024

- ✓ **38 PROPOSAL RECEIVED**
- ✓ **FROM 7 COUNTRIES**
- ✓ **IN PRE-ELIGIBILITY FORMAT**

- KIRIBATI: 13
- NIUE: 1
- COOK ISLANDS: 6
- SAMOA: 5
- SOLOMON ISLANDS: 6
- VANUATU: 3
- TONGA: 4
- TUVALU: N/A
- CREATIVE INDUSTRIES: 3
- E-COMMERCE / DIGITALIZATION: 12
- TOURISM: 1
- INVESTMENT PROMOTION / POLICY: 5
- MNP: 1
- OTHERS (TPF, GOODS, FINANCE, FAIR TRADE, QUALIFICATIONS, RURAL WOMEN EMPOWERMENT, SCHEDULE OF COMMITMENTS, POSTS, TAXATION IMMIGRATION): 16

PRE-ELIGIBILITY TEMPLATE

Country:	
Project Title:	(Provide an activity name that is short and summarises the essence of the activity)
Pacer Plus Chapter:	<input type="checkbox"/> Investment <input type="checkbox"/> Trade in Services (Indicate the component that the activity falls under)
Sector(s) targeted:	(Indicate which sector this activity is targeted at)
Brief description of the project:	(Provide a brief and concise description of the project and its objectives)
Main impact sought:	(What are the main impacts identified that this project could deliver on?)
National policy, strategy or plan supported:	(Explain how the project relates or is supported by the National Strategic Plan, Trade Policy Framework or any approved Govt sectoral policy/strategy.)
Requesting agency:	(Name of the agency responsible for the project)
Project owner details (name, email):	(Details of project owner (include name, position, and contact details – i.e. email address/ phone number)
Proposed implementing agency (if different from the requesting agency)	
Does your agency/ministry have capacity to draft project proposal?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
Are you familiar with the Pacer Plus Agreement?	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure

Designing Proposals for 2025/26

Alignment – Consistent with PACER Plus obligations and national trade policy priorities

Prioritization – by order of what has the most impact

Consultative – activities reflect needs of key stakeholders including private sector

Pragmatic – within the implementation capacity of local agencies

Sustainable – able to be maintained in long-term

Key pre-eligibility criteria:

1. Consultations with stakeholders
2. Alignment with PACER Plus Obligations + National Priorities (strategies, policies, vision, etc.)
3. Within the SMNPI Mandate and Coverage
4. Not a proposal rejected in prior years (unless substantive improvements made)
5. New project vs Extension or Upscaling (in which case demonstrate Phase 1 impact)
6. Multi-country proposals
7. Alignment with PACER Plus workstreams





COOK ISLANDS



KIRIBATI



NIUE



SAMOA

The background is a solid orange color with a pattern of stylized, light orange lines that resemble the veins of leaves or branches. The lines are curved and flow across the frame, creating a sense of movement and organic form.

SOLOMON ISLANDS



TONGA

The background is a solid orange color. On the left side, there is a stylized tree with a vertical trunk and several diagonal branches extending upwards and outwards. On the right side, there are several horizontal, wavy lines that create a sense of movement or depth. The word "VANUATU" is centered in the middle of the image in a white, bold, sans-serif font.

VANUATU

Session 2

Formulating project proposals on Trade in Services

Enabling Services Trade to Support Development

- The WTO and WB (2023) identify 6 key areas for stepped up levels of technical assistance and capacity building to improve services trade performance:
 - (i) addressing data gaps in services trade;
 - (ii) increasing the participation of developing countries in international policy deliberations on services;
 - (iii) helping countries manage the process of market opening while supporting trade facilitating regulatory frameworks;
 - (iv) strengthening services-related regulatory frameworks and institutions;
 - (v) assisting developing economies in seizing the opportunities offered by digital services trade; and
 - (vi) boosting supply capacities and skills to help developing economies supply world markets with competitive services exports.

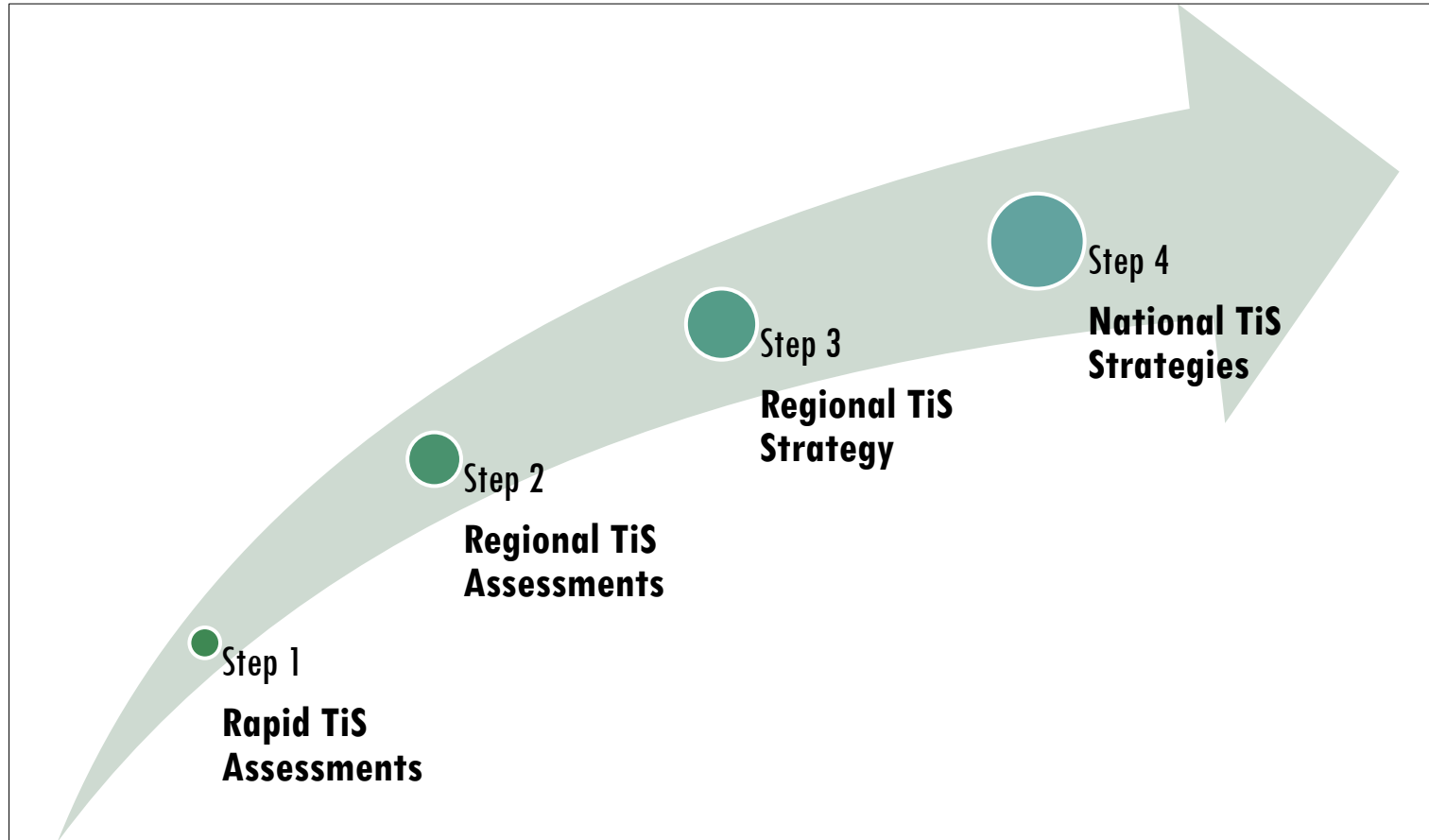
Why should proposals be developed ?

- ✓ Implement or enhance implementation of national policies
- ✓ Implement or enhance implementation of regional or international commitments
- ✓ Complement existing projects promoting international cooperation and ensuring best practices
- ✓ Participate in regional or international initiatives
- ✓ Others ?

Potential areas for support in Trade in Services

1. Develop new policies, laws and regulations
2. Implement existing policies, laws and regulations
3. Improving transparency, visibility and predictability
4. Develop new sectors/sub-sectors (investment ?)
5. Promote export of services (market intelligence, standards)
6. Improve readiness and preparedness for negotiations and implementation of agreements

PACIFIC TIS INITIATIVE: A FOUR-STEP APPROACH



The initiative, supported by Australian DFAT, proposes establishment of a **Pacific Trade in Services Initiative**, based on a four-step approach which is aligned with other regional Aid-for-Trade initiatives coordinated by the Pacific Islands Forum Secretariat (PIF).

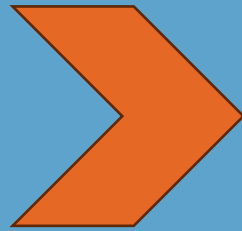
Session 3

Formulating project proposals on E-commerce and Digital Trade

Potential areas for support in Digital Trade

AREAS

1. Develop new policies, laws and regulations
2. Implement existing policies, laws and regulations
3. Develop G2B, G2C and G2G tools



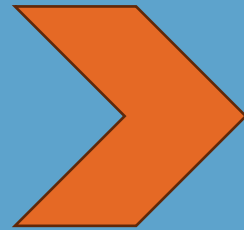
PROJECTS

1. E-transaction, consumer act, cybercrime (sandbox)
2. Paperless trade, fintech, payment gateways, IP, innovation
3. Trade portals, customs duties, ASYCUDA/Post

Potential areas for support in Digital Trade

AREAS

1. Improve readiness and preparedness for negotiations and implementation of agreements
2. Create conditions for private sector O2O transition
3. Develop capacity, curricula, entrepreneurship, PPD

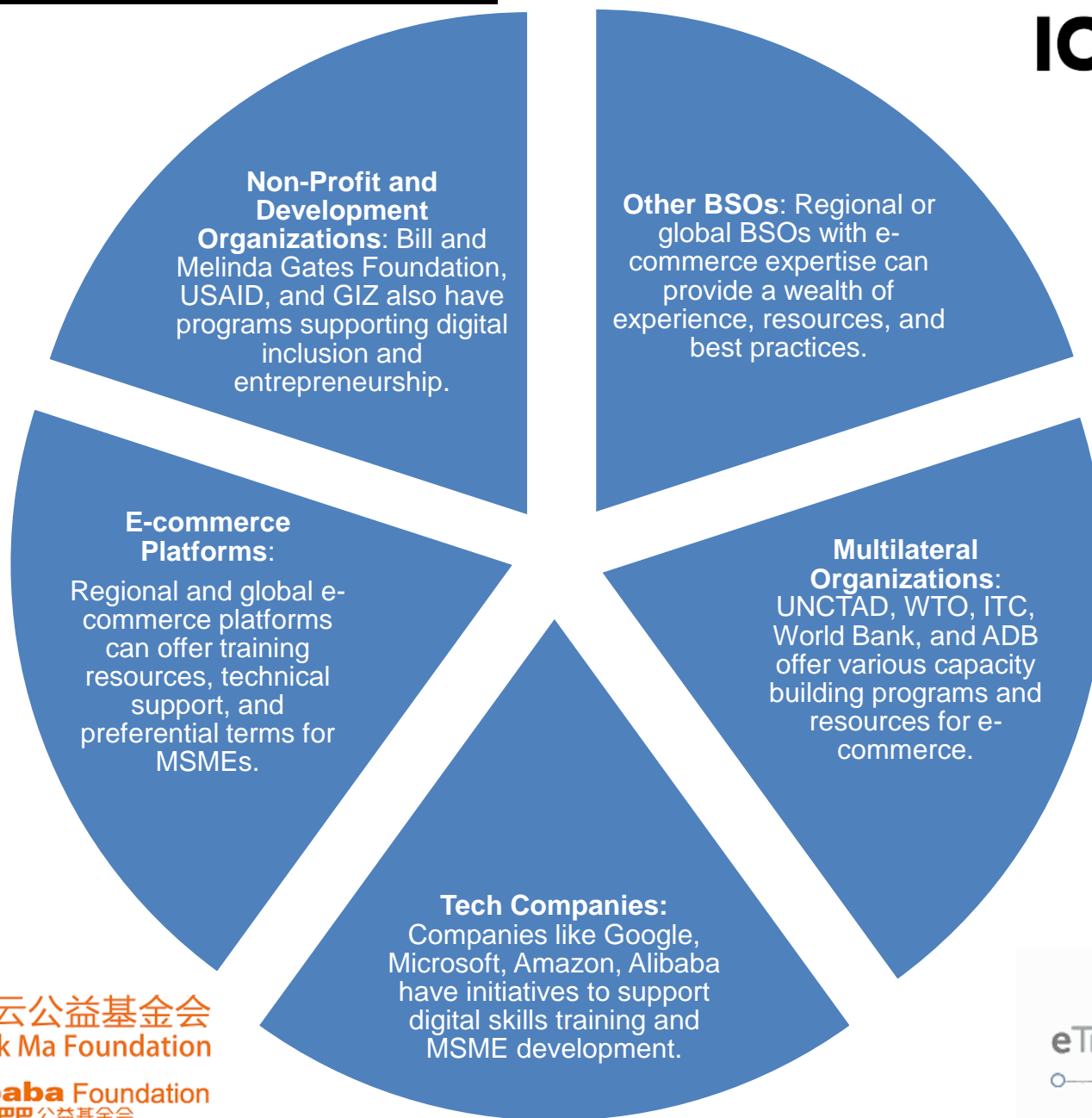


PROJECTS

1. IPEF, WTO/JSI, Melanesia FTA, bilateral FTAs
2. Onboarding of SMEs, e-commerce code of conduct, small grants
3. Content management, app development, local contents, incubators

Identify relevant partners

Think national, regional, international



Pacific E-commerce Initiative



Pacific
E-commerce
Initiative



PACIFIC ISLANDS FORUM

Focus 1: the Pacific E-commerce Portal



HOME PROGRAMS RESOURCES STATISTICS NEWS ABOUT TEAM

Dashboard Logout

Support to private sector (MSMEs)

Support to policymakers

Toolkit Library
Training Materials
Reports Library

Pacific E-commerce Portal

Your information repository on e-commerce development in the Pacific

Focus 2: PIFS E-commerce Rules

- **Online self-paced course** focusing on developing a common understanding of the different levels of rulemaking and the key areas of regulation
- Each of the 24 modules includes key legal texts reflecting adopted or proposed rules; brief reading material (one-pagers), references to the sources containing more detailed information, ppts delivered during the course, and links to recordings of the module.
- This year- development of an online **alumni community**.
- What's next? Subject to members interest and donor funding, support towards e-commerce negotiations, regionally and multilaterally

Focus 3: PPIU's funded Toolkit program con't

3. **Coaching and mentoring:** tailored coaching and mentoring (one-on-one and group) will be delivered by experts to 40 selected businesses (14 Tonga, 13 Niue, 13 Vanuatu)
 4. **Small Grant scheme:** the 40 selected businesses that successfully underwent the coaching/mentoring will have access to a USD 5,000 grant
- The project is expected to start in late 2023 and terminate in the second half of 2024
 - This is **demand driven** and normally triggered by the needs/measures/recommendations present in a countries' National E-commerce Strategy- Vanuatu is already benefitting from this, what about Fiji?

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Session 4

**Group work on proposal
development**

Project Development

Three Phases:

1. Project Planning (pre-eligibility and eligibility)
2. Project Formulation (bankability)
3. Implementation Arrangements (efficiency / VfM)

Project Management

Three Phases:

1. Project Execution
2. Project Monitoring
3. Project Closing

Project Formulation Preparations

1. Document your needs: policies, plans, regional and international obligations
2. Ensure you are eligible for funding (agencies, countries, region)
3. Gather intelligence and prepare for due diligence: donors criteria, expectations, past projects, procedure, implementation modality (DIM, PIM, NIM)
4. Assemble a team: subject matter, MELA, project formulation, resource mobilization
5. Study documents needed for different phases: eligibility, appraisal, implementation arrangements

Key Documents

These are the **CRITICAL** documents for you to consider when putting a **project** proposal together:

- PACER Plus Agreement
- DEC Work Programme
- PPIU MELA Framework
- Project Proposal Template
- Strategic Plan 2022-2025 (inc. GEDSI Strategy)
- Global, regional, sub-regional commitments
- Your National Trade Policy/Strategy/Framework



Text of the Pacer Plus Agreement

Text + Explanations

PPIU Portal



PACER Plus text and
resources

MFAT NZ Portal



PACER Plus text

MFAT Samoa Portal



Pacer Plus Resources



What are Services?

Services are activities which are part of a country's economy but are not concerned with producing or manufacturing goods. Examples include tourism (such as running hotels, providing tours), banking, providing public utilities such as water distribution, transport and distribution services, retail, education, and health care.

PACER Plus applies to most kinds of services but some of the obligations (market access and national treatment) only apply to sectors that Parties have specifically committed.

Services can be provided by a business from one PACER Plus country in another PACER Plus country in several ways as shown below.

Ways of providing services	Example
A business in country A can provide services to a customer in country B but without entering country B themselves.	A consultant in New Zealand provides services to a customer in Tonga via email.
A consumer traveling from country A and consuming services in country B.	A New Zealand consultant travels to Tonga and stays at a hotel and eats in restaurants – in this case Tonga is the country of export because the consumer has come to Tonga.
A business from country A sets up a presence inside country B.	A New Zealand company sets up a business running a hotel or restaurant in Nuku'alofa.
A business person or a worker travels to another country to work.	A person from Kiribati comes to work in a restaurant in Tonga, or a consultant from New Zealand comes to visit Tonga to see customers.



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Trade in services

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PACER Plus

Find more in this section:

[What is PACER Plus?](#)

[History of PACER Plus](#)

Components ^

[Rules of origin & tariffs](#)

[Customs](#)

[Sanitary & phytosanitary measures \(SPS\)](#)

Component 5: Trade in Services

Overview

The PACER Plus Agreement aims to make it easier for people and businesses from PACER Plus countries to provide services to customers in each other's countries. Trade in Services refers to activities which are part of a country's economy but are not concerned with producing or manufacturing goods.

Across many Pacific Islands, services form the most significant component of economic activity. Services are also a potential source of export diversity, an important element for small island states where manufacturing capacity is limited.

Chapter 7 Summary: Trade in services

Chapter Summary: 7 – Trade in services

Prepared by Chapman Tripp

Name: PACER_Plus_Chapter-Summary-7.-Trade-in-Services.pdf

Size: 1.2 MB

Type: Adobe Acrobat PDF file

[Click to download](#)

Project Proposal Template

SECTION I – PROJECT QUICK FACTS

I.1 Project title	Concise project title (this will be used in all subsequent communication)								
I.2 Brief description of the project	Short description of the project (50 words max)								
I.3 PACER Plus Component	<p><i>Indicate the component that the activity falls under:</i></p> <table border="0"> <tr> <td><input type="checkbox"/> Rules of Origin</td> <td><input type="checkbox"/> Investment</td> </tr> <tr> <td><input type="checkbox"/> Customs Procedures</td> <td><input type="checkbox"/> Trade in Services</td> </tr> <tr> <td><input type="checkbox"/> SPS</td> <td><input type="checkbox"/> Labour Mobility / MNP</td> </tr> <tr> <td><input type="checkbox"/> TBT</td> <td><input type="checkbox"/> Other (GEDSI, MELA...)</td> </tr> </table>	<input type="checkbox"/> Rules of Origin	<input type="checkbox"/> Investment	<input type="checkbox"/> Customs Procedures	<input type="checkbox"/> Trade in Services	<input type="checkbox"/> SPS	<input type="checkbox"/> Labour Mobility / MNP	<input type="checkbox"/> TBT	<input type="checkbox"/> Other (GEDSI, MELA...)
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<input type="checkbox"/> SPS	<input type="checkbox"/> Labour Mobility / MNP								
<input type="checkbox"/> TBT	<input type="checkbox"/> Other (GEDSI, MELA...)								
I.4 Sector of sub-sector	Which sector(s) or sub-sectors would primarily benefit from the project.								
I.4 Expected project duration	Number of years, months, weeks indicating expected start date and end								
I.5 Project costs (Estimation in AUD)	Total project costs: Funding sought from PPIU: (in AUD or %)								
I.6 Other sources of funding for the project (from government, DP)	<ul style="list-style-type: none"> Funding from other sources: <input type="checkbox"/> Sought <input type="checkbox"/> Obtained <input type="checkbox"/> N/A Funding gap: Government contribution (provide an estimate of a monetary value if in kind): 								
I.7 Stakeholder consultations	Describe how this project proposal was developed (initial request, stakeholders consulted, other development partners approached).								
I.8 Consultations with P+ countries	Indicate how the potential interest of other P+ members has been assessed (i.e., own research, consultations with focal points, consultation with PPIU, discussions during PPIU workshops, existing sub-regional agreements or arrangements, others.)								
I.9 Main contact point	Project owner's name, title, <u>organisation</u> and email address								

Project Proposal Template

SECTION II: STRATEGIC CONTEXT

II.1 Succinct explanation on how the project will support PACER Plus implementation and how it is linked with regional and national policies, strategies and/or sectoral policy by the government (e.g., in National Development Plan, Trade Policy Framework, multilateral commitments, etc.).

II.2 Succinct description of how the project will contribute to outcomes and results as described in the PPIU Monitoring, Evaluation and Learning Activities (MELA) framework.

SECTION III: PROJECT DESCRIPTION

III.1 Project expected impact (50 words max)	Describe impact to be obtained and specific purpose with reference to outcomes to be obtained.
III.2 Results	List the specific results the project seeks to achieve
III.3 Key activities	List the key activities that will take place in order to deliver the proposed results (use the results described in III.2)
III.4 Inputs needed	Mention the type of inputs that will be needed in order to implement the project (staffing, experts, training and workshops, travels, equipment, etc.). Amount/Costs not needed.

Project Proposal Template

SECTION IV: PROJECT ELIGIBILITY

*IV.1 Describe how the project proposal would meet the following **mandatory** eligibility criteria.*

All projects must meet all the 5 eligibility conditions below

Eligibility Criteria	Explanation
Endorsed by the Ministry responsible for international trade	
Included in the said country's national trade policy framework/strategy	
Delivers on PACER Plus obligations and/or Arrangement on Labour Mobility objectives	
Responsible local authority has the capacity to implement the project	
There is committed local support for the development of the activity including TOR design and activity management	

Project Proposal Template

SECTION V: NEXT STEPS

V.1 Assistance needed in formulating full proposal	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure If the answer is yes, please clarify what assistance is needed (writing the proposal, consulting with stakeholders, bridging budget gaps, etc)
V.2 Assistance needed in developing a multi-country proposal	<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unsure
V.3 How much time would be needed to develop a full project proposal?	(In days or weeks)
V.4 Who will be leading project proposal development (not the implementation)?	Project owner's name, title, <u>organization</u> and email address

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Session 5

Resource Mobilization Best Practices

Aid For Trade Funding Mechanisms

- Bilateral and multilateral donor finance (loans and grants)
- The national budget: developing countries also allocate AfT finance by allocating domestic financial resources to trade-related activities;
- Private sector funding (e.g. PPP)
- Trade Sector Wide Approach (SWAp)
- Newly developed financing instruments such as trust funds, climate finance, SDG Impact Investment, blended finance, small grants programmes

Note: These different channels for AfT financing do not exclude but rather complement one another. They can be accessed individually, independently, at different times and in no pre-established order

Domestic Resources

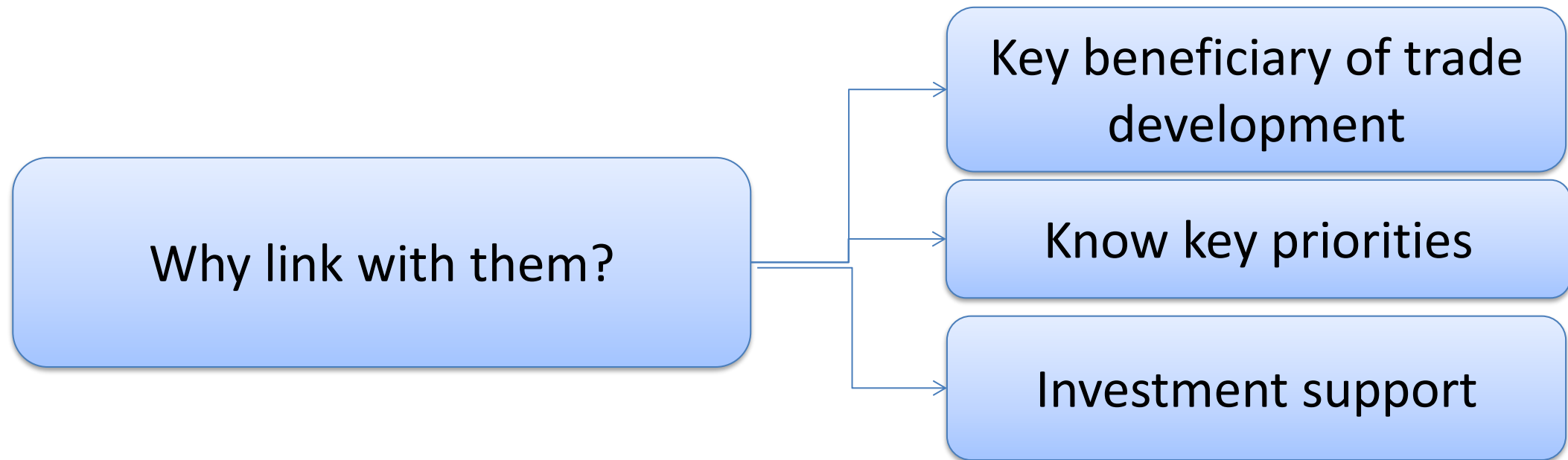
- Trust Fund, Social Enterprise, COVID-19 recovery funds

BUT

- Legal constraints on government projects
 - Laws, statutes, ordinances, directives, regulations, budgets, and policies
- Accountability to the public
 - Accountable to legislative & judicial bodies, interest groups, the press and the public
- Utilization of public resources
 - Objective is not higher ROI, but public good

Private sector

- Sector associations
- Chambers of Commerce (Domestic)
- Foreign Investors

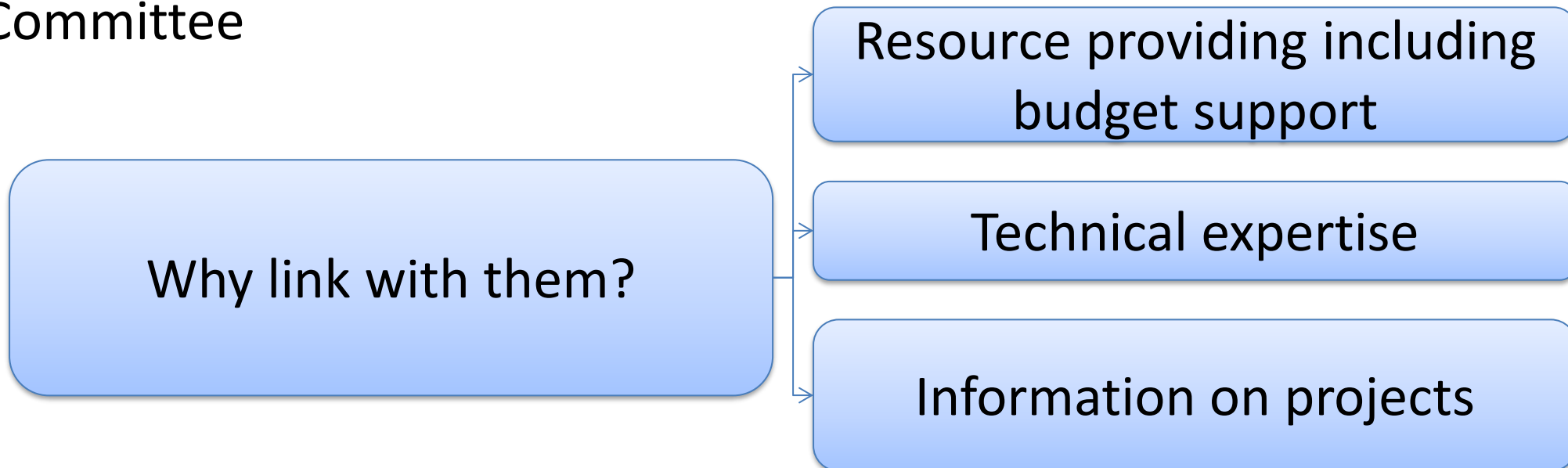


Financial and technical partners

- Donors (Bi/Multi)
- Technical agencies
- Trade Sector Working Group (TSWG) or National Trade Development Committee

What Donors Look for

1. Value for money
2. Impact and relevance
3. Transparency in accounting processes
4. Organisational capacity
5. Project viability



Vertical (Climate) Funds



- Global Environmental Facility (GEF)



- Global Adaptation Fund (AF)



- Green Climate Fund (GCF)

The funds works with partner agencies to **bolster technical and institutional capacity at the national and local level**, to create a policy environment that encourages investment in adaptation solutions, to reduce systemic barriers to progress, and to promote innovation and private sector engagement.

Blended Finance

The strategic use of development finance and philanthropic funds to mobilize private capital flows to emerging and frontier markets, resulting in positive results for both investors and communities.

An Action Agenda to harness the blended finance potential for developing countries was developed by the OECD. The Action Agenda aims to improve the practice of blended finance and help ensure that its application can support developing countries to mobilize resources to finance the SDGs.



Support domestic financial ecosystems and market development



Design blended finance solutions to reach the "last mile"



Improve impact management and measurement and promote transparency



Bring blended finance to scale through systemic and transformational approaches

SDG Impact Investment and Impact Funds



SDG Impact (SDG Impact Standards and SDG Investor Maps) is a UNDP flagship initiative, working to accelerate private sector contributions towards the achievement of the Sustainable Development Goals by 2030. The objective is to help businesses and investors embed sustainability and the SDGs into their decision-making practices and direct capital to where it can make the most difference to people and planet.



The SDG Impact Fund develops catalytic giving and financial resources to fulfill a commitment to the UN Sustainable Development Goals and a regenerative future for all; and to ensure the resilience and continuity of charitable organizations supported by partners and donors

Focus Areas for Trade DPs in APAC

Donors	Traditional Aid-for-Trade focus
ADB	Infrastructure, Private Sector Development ,Transport
World Bank (*)	Cross cutting issues: trade facilitation, investment, economic development, IPR, customs, TFA
DFAT	Infrastructure development Agriculture development, value chain development, FDI generation, regional integration, multilateral trade
EU	Natural resources management, regional integration, export enhancement, market access
SIDA, CBI, NORAD, etc.	Sector-specific (export development), T-VET, tourism development, private sector development
GIZ	Capacity development, ASEAN integration, support to private sector development, negotiations, Garment
JICA, KOICA	FDI generation, promotion, industrial development, law drafting, e-commerce, infrastructure
UN agencies (**)	Poverty-reduction, smallholders, policy advisory services, SDG related work, inclusiveness

(*) Through core funding or partner's funding

(**) Through donor contributions (no own financial resources)



PACIFIC REGION

TOTAL AID COMMITTED / SPENT*

\$3.88B COMMITTED **\$2.44B** SPENT **13222** PROJECTS

AID TYPE

ALL ODA ▼ **\$2.44B** SPENT **100%** OF TOTAL

TOP 5 RECIPIENTS

PAPUA NEW GUINEA	\$873.81M
OCEANIA, REGIONAL	\$308.37M
SOLOMON ISLANDS	\$235.26M
FIJI	\$186.32M
VANUATU	\$169.67M

TOP 3 GRANTORS TOP 3 LENDERS

AUSTRALIA	\$864.60M	ASIAN DEVELOPMENT BANK	\$168.65M
NEW ZEALAND	\$253.92M	CHINA	\$113.25M
JAPAN	\$179.29M	WORLD BANK	\$66.81M

SECTORS

AGRICULTURE, FORESTRY & FISHING
\$143.30M **5.9%**
 WITHIN SELECTED OF TOTAL AID TYPES



*DATA FOR 2020 AND 2021 HAS NOT BEEN REPORTED FOR ALL DONORS AND IS INCOMPLETE. 2019 IS THE LATEST YEAR OF COMPREHENSIVE AID DATA FROM ALL DONORS.

Best practices in Resource Mobilization

1. Realize RM **takes time and efforts**
2. Establish a **RM culture** in agencies, at **all levels**.
3. Gather **donor intelligence** from databases
4. Keep abreast of **regional, multilateral and global funds**
5. Proactively **exchange ideas** with local embassy/missions
6. **Invite** Ambassadors / Embassy officials to key events.
7. Cultivate **trusted partnerships** with donors.
(aggressive "sales" techniques are counter-productive)
8. **Be consistent in communicating** any notable progress (i.e. regular meetings, emails with material, calls).
9. Deliver quality **reports** and on time.