



Ministry of Industry & Trade

Criteria for Accessing funds via the National Export Strategy (NES) 2014

1.0 Preface

- 1.1 The NES aims to achieve sustainable economic growth by encouraging exports, competitiveness, value addition and diversification. The NES have prioritized 6 sectors in Fiji that will drive the strategy namely **Forestry, Fisheries, Agro-Business, Mineral Water, Audio Visual and ICT.**
- 1.2 The NES will be targeted at established Enterprises that produce export products within the 6 Prioritized Sectors.

2.0 Criteria

General

Proposals for assistance through the NES must meet the following criteria to be considered:

- ✓ Proposals will be invited from on-going projects in the 6 prioritized sectors, namely, Agro-Business, Forestry, Marine Products, Mineral Water, ICT and Audio Visual;
- ✓ Proposals should be current exporters
- ✓ Proposals must address issues of increasing exports, value adding and diversification;
- ✓ Proposals must state direct and positive impact on foreign exchange earnings in the medium-term;
- ✓ Proposals must demonstrate benefits to the livelihood of the general populace;

Specific

- ✓ Proposals must be submitted using the NES standard Application Form;
- ✓ Proposals that require construction works must set clear timelines, budget and an Implementation Plan;
- ✓ Proposals must provide 3 quotations of project works to be carried out, for instance, construction works and equipment;

- ✓ Proposals must provide company's Bank Account number, TIN Number and Company Registration Certificate;
- ✓ Proposals should provide copies of latest tax returns lodged with Fiji Revenue and Customs Authority;
- ✓ Proposals should provide valid export license and approved export premises issued by Biosecurity Authority of Fiji;
- ✓ Proposal from import substitution related projects will be excluded;
- ✓ Proposals must provide Customs Entry for export for last 2 years;
- ✓ Proposals should be operating for at least 2-3 years; and
- ✓ The Minister may accept additional criteria if the need arises.

3.0 Exclusions

- 3.1 The following will not be considered for funding:
- ✓ Proposals that will not impact exports.
 - ✓ Proposals for debt financing;
 - ✓ Proposals largely owned by foreigners (majority);
 - ✓ Proposals from Project Proponents that are deemed bankrupt;
 - ✓ Proposals for startup projects;
 - ✓ Proposals for operational expenditure; and
 - ✓ Proposals that are import substitution in nature

4.0 Type of Projects eligible for Funding

- 4.1 Type of projects eligible for funding are:
- ✓ Procurement of manufacturing machines for value adding
 - ✓ Infrastructure development
 - ✓ Procurement of equipment for diversification
- All projects should be export related

5.0 Project Submissions

- 5.1 Those projects interested in obtaining funds are required to submit proposals in the NES Application Form to the Ministry of Industry & Trade.
- 5.2 The Ministry reserves the right to reject proposals that are not submitted within the Criteria.

6.0 Advertisement

- 6.1 Advertisements of Expression of Interest will be placed in the Fiji Sun in December 2013, January and February 2014.

7.0 NES Mechanism

7.1 The procedures undertaken in the selection of projects are as follows:

1. Internal assessment by Ministry officials and relevant Government agencies (NES Committee)
2. Submission of recommendations to the Minister of Industry & Trade
3. Ministerial Approval/Disapproval
4. Signing of MOA for disbursement of funds
5. Quarterly monitoring of projects

8.0 Proposal Evaluation Template: - NES Application Form

9.0 Composition of NES Committee

1. Chairperson – Permanent Secretary for Industry & Trade
2. Members – Reps
 - ✓ Ministry of Finance
 - ✓ Ministry of Strategic Planning, National Development and Statistics
 - ✓ Department of Agriculture
 - ✓ Ministry of Information
 - ✓ Ministry of Fisheries and Forests
 - ✓ Fiji Development Bank
 - ✓ Fiji Commerce and Employers Federation
 - ✓ Fiji Exporters Council
 - ✓ Relevant statutory bodies (RBF and FRCA)
 - ✓ Biosecurity Authority of Fiji
3. Secretariat – Ministry of Industry and Trade

10.0 Monitoring Mechanism

1. The NES projects will be monitored on a quarterly basis to verify performance and ensure compliance in honoring their commitments stipulated in the Memorandum of Agreement signed with Government.
2. The Memorandum of Agreement will stipulate quantifiable Key Performance Indicators (KPI) to be successfully achieved by funded projects.
3. The Ministry (MIT) is responsible for assessing quarterly progress reports received from proponents and conducting site inspections to verify reports received. Site Inspection Reports will then be submitted to the NES Committee.
4. Subsequently, quarterly progress reports will be prepared and submitted to the Minister for Industry and Trade

