

**SICCI**  
**ANNUAL**  
**REPORT**  
**2018**

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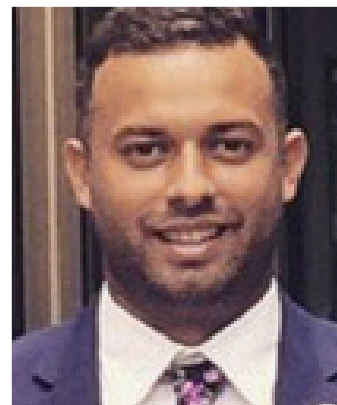
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*Platinum**Gold*

# Message from the Chairman



Welcome members, I invite you to read through this report that reflects on programs delivered, the achievements made and challenges that the Chamber navigated in 2018. So much has transpired in the twelve months.

I am sure after reading this snapshot 2018 Annual Report you will agree that progress has been made in terms of policy engagement of the Chamber, and in terms of delivering services that add value to your businesses.

Within the policy space, your Board and Secretariat built on the momentum established in previous years particularly through the platforms we have a voice in. The groundwork that previous Boards and staff laid, was cemented to be a much more effective platform through the signing of the MoU with Government in 2017. The MOU was a commitment to work together more deliberately than before, where there would be frank discussions on barriers facing businesses in particular, and the private sector in the country in general. I am proud that as a result of the Chamber's advocacy efforts and lobbying, that SICCI and its partners of the ministries of Finance, of Commerce, and of Development and Planning, are starting to understand that business and Government goals ultimately are one and the same and that we need to work together to realize full economic development.

All the activities that we have delivered for you, our members, we endeavored to make affordable, to make relevant as well as to make them meaningful, contributing to our vision of a vibrant private sector. We appreciate you taking part in the different networking events, consultations with Government such as on the tax reform agenda, the insurance roundtable, and the information sessions. We trust that you found them useful in being informed of developments that could impact on your business. Being able to bring you face-to-face with the Prime Minister as a community and

to engage on national discussions impacting on trade such as the LDC graduation and iEPA talks are a testament of our collective influence.

We value your membership subscriptions and for our sponsors, the maintaining of platinum-level and gold-level support. It keeps the Chamber alive so that we can deliver events and activities and advocate on your behalf. To this end too, I acknowledge the incredibly supportive vision behind the Australian Government funding for the Secretariat. The Chamber really was only able to ramp up its advocacy efforts with the full staffing capacity we have now, all the while maintaining value-adding services for you.

To position the Chamber as a sustainable and sound organization, we have developed a new Strategic Plan for the period 2019-2023 as our current one ends this year, as well as worked hard on modernizing our Constitution. The Secretariat saw some changes with Mr Dennis Meone departing towards the end of the year, but we trust that the activities and support continued to the level that you had come to expect.

I invite you to read through these key highlights of 2018, and welcome your feedback on how we can help make 2019 even more meaningful to you as a member of the Solomon Islands Chamber of Commerce and Industry.

Your 2018 Board Chair

Jay Bartlett



**The Chamber is an organisation that works on behalf of members and the broader private sector to realise economic growth in the country.**

## **Solomon Islands' peak representative private sector organisation**

The Solomon Islands Chamber of Commerce and Industry is a key voice for business interests in the country. Its membership currently stands at more than 200 members who are businesses and affiliated members such as missions, educational institutions. The Chamber is an organisation that works on behalf of members and the broader private sector to realise economic growth in the country.

It does this by being a member-driven organisation that champions policies for jobs and growth, and delivers services for member companies to will add value to their business.

Advocating on core business concerns, SICCI ensures that it brings fully-informed perspectives based on the collective wisdom of its membership. In meeting needs of its diverse membership, the Chamber strives to

be relevant in its offerings, and mindful too of the diversity in size, sector, and location of the members.

Its consistent focus is to advocate positions that are in the best interests of business and private sector in the country as a whole. An important part of this two-faceted equation is the Chamber's relationship with Government. The Solomon Islands Government is integral to business concerns being addressed, providing an enabling environment for private sector to grow.

The Chamber is an inclusive partner for growth in this regard. All interfaces with the Government machinery are canvassed thoroughly and form part of the advocacy strategy for the Chamber. This is an appealing factor for members of the Chamber.



# Key Highlights for 2018

## Successes for the Chamber in the year included:

- New SICCI Constitution
- New Strategic Plan 2019-2023

## Key signature events hosted

- Prime Minister's Breakfast (2 June 2018)
- Post-Budget Dialogue (26 April 2018)
- Australia-Solomon Islands Business Forum in Brisbane
- Maintained engagement on Private Sector Advisory Group – 5 meetings in 2018
- Worked closely with RSIPF through the RSIPF-SICCI Working Group meetings – 2 meetings in 2018

## Delivered for the SICCI membership

- Business trainings in provinces – Malaita, Western Province and Makira Province
- Linked businesses and market access
- Training for businesses in the small-to medium-sized sector spanning agribusiness, retail, professional services

## Strengthened Secretariat

- Managed the transition between CEOs
- Filled the office staffing profile – now with full complement of officers for the Finance Department, the Export Industry Development Department, the Media Department, the Membership & Services Department, the Advocacy Department.

## New opportunities and partnerships

- Lands Board
- Road Transport Board (RTB)
- Education Board  
(refer to list on page 37)

## Board Members



CHAIR

**Jay Bartlett**  
Director  
Hatanga Ltd



VICE CHAIR

**David Rupokets**  
Managing Director  
Capitol Construction



TREASURER

**Joseph Huta**  
Accountant  
South Pacific Oil



**Belinda Botha**  
Owner Operator  
Dive Munda



**Lyn Fa'arodo**  
Manager Electronic Channels  
Bank South Pacific



**Craig Gibsone**  
General Manager  
GPPOL



**Sir Bruce Saunders**  
Managing Director  
AG & J Blums



**Sohaib Mahmood**  
Country Head  
ANZ Solomon Islands



**Toata Molea**  
Managing Director  
Didao Enterprises



**Frank Wickham**  
General Manager  
NFD

## Secretariat Staff



**Atenasi Ata**  
Chief Executive Officer



**Charles Persson**  
Advisor to CEO



**John Paul Alasia**  
Export Industry  
Development Officer



**Naomi Mara**  
Membership & Services Officer



**John Kanai Ta'amora**  
Advocacy Officer



**Shaun Konaga**  
Administrative Manager  
& Finance Assistant



**John Wopereis**  
YECSI Coordinator



**Philip Lilomo**  
Media  
& Communications Officer



**Ruth Maetala**  
Coordinator,  
IFC-SICCI Gender Program





**Prime Minister Hon Rick Houenipwela delivering his keynote address at the PM's Breakfast.**

## Activities Report

### Advocacy Department

In the reporting period, the department coordinated meetings, and ensured that Government-SICCI relations were progressive and delivered outcomes.

#### LDC/iEPA Panel Discussion

Key partners in the LDC/iEPA discussions were Ministry of Foreign Affairs and External Trade (Trade Department), Ministry of Development, Planning and Aid Coordination (MDPAC) and SICCI member companies SolTuna and GPPOL.

The intention was to update SICCI members about the LDC Graduation Status of Solomon Islands and iEPA arrangements with EU. Members were also given the opportunity to ask questions of the Government and to share information about the impacts on their

businesses, to come to a better understanding of the impact on the economy when graduating from LDC to Developing Country status.

#### Insurance Roundtable

Key partners in this were the three insurance companies – Tower, QBE and Capital insurance and 1 broker Pacific Islands Brokers. The purpose of this roundtable was to collect information on issues faced by the insurance industry. A position paper was developed and this was brought to the Government's attention at the 3rd Advisory Group meeting in 2018 in May. So far, results on this matter from the meeting are pending as it will also inform wider legislative actions.





Signing of the MoU between RSIPF and SICCI.

## Private Sector Advisory Group

This group met five times in 2018. The group discussed a range of issues affecting both the Government and the private sector. The most notable included Tax reform agenda including focusing on new bill Tax Administration Bill, and on PAYE; iEPA LDC Panel Discussion; PNG-Trade Delegation for 2019; a Solomon Islands Investment Forum for 2019; Insurance law reform; issues faced by SOEs; Corruption; and the Coconut Rhinoceros Beetle as an issue for the Solomon Islands Agriculture sector; the shared desire for attracting genuine FDIs; Government and private sector communication on gazettes with impact on businesses. More significantly, towards the end of the year, a consensus was reached to track progress by the group more systematically.

## Prime Minister's Breakfast

The Prime Minister's breakfast has been a SICCI annual event since 2017. In 2018, then Prime Minister Honorable Rick Houenipwela met with members of the Private Sector who are SICCI members. The purpose of the Prime Minister's Breakfast is for the Head of Government to directly share with the business community the Government's plans for the year. Moreover, it also gives the chance for members of the business community to ask questions directly and hear from the Prime Minister and officials present during the forum. Issues discussed were LDC graduation status, medical services and the plans around Constituency Development Funds (CDF). Last year, the Prime Minister's Breakfast was very successful. We are committed to ensuring that this event continues in 2019.

## RSIPF/SICCI Executive Meetings

This is a formal platform where the Royal Solomon Islands Police (RSIPF) and the private sector can discuss issues of common interest. So far there have been three meetings. At the initial meeting in 2018, it was agreed that the platform will allow sharing of information across businesses and RSIPF priorities, and further, that discussions will cover the Burns Creek Social enterprise project which is a partnership between RSIPF and SICCI through YECSI, and traffic management of Honiara roads. Originally centred on management of the traffic of the SDA/Fisheries market, a traffic committee working group was formed between SICCI and police to overlook this project and report back to the executive group. A spinoff of this project is the agreement that traffic management should be housed with a reinvigorated Road Traffic Board which is allowed for in the Traffic Act.

## SIEC Information Session

A session was held towards the end of the year in 2018 as well with the Solomon Islands Electoral Commission (SIEC) with the members of SICCI. The purpose of this information session was to share with businesses what the Electoral commission expected of business houses, implications or considerations in both administering the elections by the Office of the Electoral Commission, as well as for businesses. It was an opportunity for SICCI members to directly ask questions of the SIEC team that was led by the Chief Electoral Officer Mr. Mose Saitala.



Participants of the two-day Auki roundtable.

## Membership & Services Department

### Membership Retention and Acquisition

The SICCI membership grew significantly from one hundred and ninety (190) members in 2017 to two hundred and forty-six (246) members in 2018. This growth is also reflected in the number of provincial members which rose from less than ten (10) to thirty (30) members. The main drivers of membership retention and acquisition are the trainings, events, and other services which SICCI provides for its members.

Door to door visits to businesses undertaken by SICCI staff also contributed to the growth as it increased SICCI's visibility to local or indigenous businesses.

### Trainings

In the reporting period, we hosted and

provided trainings for our members to build their capacity and increase their knowledge on doing business. The focus was especially on the Small and Medium Enterprises (SME) as SMEs make up sixty percent (60%) of the SICCI membership.

These trainings included, a Directorship training, a one-day procurement workshop, five (5) capacity building trainings in the provinces, and a one Small Medium Enterprise workshop in Honiara. Feedback received after the trainings stated that members remain interested in more trainings in the future, especially ones that support growth of their operations.

### Provincial Trainings

As part of SICCI's provincial outreach, two trainings were held in Gizo, two in Auki, and one in Kirakira. These trainings were





**The two-day business training for SMEs in Honiara in 2018.**

based on basic business needs and skills such as customer service and marketing. SICCI engaged Breadfruit Consulting to deliver the trainings.

## SME Event

A two-day business training for Small and Medium Enterprises (SME) was also held in Honiara in 2018. This event was based on the theme 'Building a Better Business' which participants found useful. Breadfruit Consulting also delivered the training and the Solomon Islands Small Business Enterprise Centre (SISBEC) was invited to share information on their services for the participants.

## Procurement Workshop

The Construction Procurement Workshop informed members of the correct procedures when tendering for government contracts. This workshop attracted more than fifty (50) people and was delivered by presenters from the Procurement Working Group, which is a cross-SIG and partners technical group and the Ministry of Infrastructure and Development.

## Directorship Program

The Directorship Program remains a key training that SICCI facilitates for its members. This is a partnership between SICCI and the Institute of Directors New Zealand (IONZD). The program is the Chamber's contribution

to improving Board-level governance in the country for the potential it holds in impacting on SOEs, on companies, and the many legislated Boards in the country. It attracted such huge interest that it was held twice in 2018. In 2018 fifty (50) individuals from private companies, SOEs Solomon Water, Solomon Post, and Solomon Ports, Central Bank, the Investment Corporation, the National Provident Fund and NFD took part in the program. We look forward to delivering this program again in 2019.

## Events

SICCI facilitated over forty (40) events in 2018. These events range from Networking Events (also known as BA5s) to Information Sessions on matters relevant to members.

Refer to the list of all Membership & Services events with the Solomon Islands Government.

## Careers Market

The Careers Market themed 'Nurturing Careers and Entrepreneurship' is aimed at encouraging young Solomon Islanders to venture into entrepreneurship. This event was a collaboration between SICCI, Woodford International School (WIS), and Solomon Islands Small Business Enterprise Centre (SISBEC). SICCI members including other partners and various government ministries participated at the Careers Market providing career path information to over two thousand



**Participants of the first Directorship Programme  
hosted in July 2018.**

plus high school students.

## Surveys

SICCI was involved in two surveys in 2018. These were the Business Confidence Survey and the Remuneration Survey.

### 2018 Business Confidence Survey

The Business Confidence Survey is an annual survey that the Secretariat carries out in November. The survey is aimed at understanding the level of confidence businesses have projecting into the new year.

Overall, the business situation is expected to improve. The main results from the survey include:

- Majority of businesses maintain that the general business situation will improve
- The amount of new investment in terms of building/infrastructure and machinery/equipment are expected to be greater
- It is proving harder to recruit skilled labour
- Despite expected increase in average costs, most businesses feel that their average sell-

ing prices, profitability, sales in Solomon Islands and exports sales will also increase.

### 2018 Remuneration Survey

The Remuneration survey is conducted in partnership with the Forum Fisheries Agency (FFA) every two years. The survey results provide insight into pay levels and practises in the Solomon Islands. An information session was held for members on the results. The following are the key outcomes from the survey:

- The overall average salary increase forecast is 5.1%, an increase from 3.6% reported in 2016
- Among participants, performance remains the strongest driver for determining salary increase
- Finance and accounting continue to be skills in high demand for managerial or specialist levels
- Overall turnover increased to 12.2% from 8.7% reported in 2016





Young kids visiting the SICCI stall during the 2018 Careers Market.



Students visiting business stalls exhibited at the Careers Market.





**SICCI & PTI NZ hosted the Path to Market capability workshop for Agribusiness, Tourism and Handicraft SMEs in Honiara, 18th October 2018.**

## Export Industry Development Department

The annual PT&I event was hosted again in 2018 in Auckland, New Zealand. SICCI in partnership with PTI NZ sent four (4) Solomon Islands small businesses to participate in the annual PTI Pasifika Festival. This festival brings together 40 small businesses across the 15 Pacific Islands countries to explore the NZ market as well as build network.

The one-day Market Access Workshop was facilitated by SICCI and delivered by PTI NZ experts in Honiara, 18th October, 2018. The workshop covers things that make companies successful and provides a snapshot of the New Zealand market.

## Industry Working Groups (IWGs)

The five (cocoa, coconut, sawn timber, handicraft and horticulture) industry working groups are managed by SICCI through the Export Industry Development Officer. In partnership with RDP and PHAMA we continue to sustain the group and developed

their strategic plans as well as advocate on issues each of them face. The long term vision is to support these IWGs to become sustainable in the future. Thus SICCI is in that space not only to provide secretariat support and advocate on issues affecting these sectors, but to cement partnerships with Government and its development partners that will help realise this goal.



**Solomon Islands Timber Processor & Exporters Association (SITPEA) met earlier this year.**





**GPPOL General Manager Craig Gibsone (right) with former SICCI CEO, Dennis Meone (left) and KPSI Managing Director Bob Pollard (centre) during a field trip to GPPOL.**

## PHAMA New Phase

The next stage of PHAMA PLUS means there will be a new plan and support. From initial discussion the new PHAMA PLUS program will reduce its support to 2 or 3 sectors only. Meaning there is high possibility to lose up to 3 IWGs going into the future.

PHAMA PLUS will have an exit strategy in place to accommodate the other sectors going forward.

Meaning the program will continue to support the sectors in administrative and governance matters and slowly handing over the management to the IWGs.

## Coconut Rhino Beetle

This pest poses a serious threat to the livelihood of our people. SICCI, as peak private sector in 2017 took the initiative to push for Government and donor funding to support the fight against the beetle. In 2018 the New Zealand Government provided funding of NZD\$1M to help the Biosecurity Solomon Islands with its campaign awareness and clean-up activities in Honiara.

One important development is continuing to connect ministries and departments towards achieving development of agribusiness sector in the country.



**Coconut Industry Working Group (IWG) members who attended the COCOTECH Conference in Thailand in 2018.**



Before its launching, YECSI hosted a series of focus groups.

## Continued and emerging partnerships

### Young Entrepreneurs Council Solomon Islands (YECSI)

2018 saw the birth of the Young Entrepreneurs Council of Solomon Islands (YECSI), a member driven organisation that represents and supports young entrepreneurs and is governed by a Board of young entrepreneurs. YECSI was created through a successful Public Private Partnership (PPP) between the Solomon Islands Government (SIG) and the Solomon Islands Chamber of Commerce and Industry (SICCI). This partnership is solidified by Government Policy as YECSI is a part of the National Youth Policy 2017-2030 focusing on economic empowerment.

The commitment from Government and SICCI to create a platform for young entrepreneurs to have a voice empowers young people and paves the way for positive change led by the country's future private sector leaders.

### Focus Groups

To kick off 2018 YECSI held a series of focus groups with potential members to get an understanding of the struggles faced by young entrepreneurs from various sectors. The feedback from the focus sessions set the scene for the YECSI secretariat in 2018 and enabled the secretariat to progress the organisation which in early 2018 was yet to be launched with no governance structure in place. Issues raised included lack of incentives for entrepreneurs, high tax rates, unfair business license categories and lack of recognition for entrepreneurs as contributors to growth.





**SICCI & YECSI thank the Honourable Prime Minister for its commitment towards YECSI.**

## Annual General Meeting (AGM)

In early October following months of strategic planning and membership acquisition activities YECSI held its very first AGM. This was a huge success with high attendance from the first YECSI members and also stakeholders including Government representatives. The main outcome of the AGM was the successful voting in of the first YECSI board Chaired by Millicent Barty and Vice Chaired by Chrisnrita Aumanu Leong, regular board members include Andrew Bouro, Solomon Chant and Gloria Hong. The board was made complete with the strategic co-opting of James Kana and Treasurer Joseph Huta taking place at a later date.

The second main purpose of the AGM was to gain approval from members for the newly developed YECSI Constitution, this was approved with all members voting in support for the constitution.

## Launch

Following the successful AGM, the YECSI secretariat set its sight on formally launching the organisation for late October. The launch held at Mendana Hotel was a clear success with huge support from the Prime Minister and Regional Director of the International Labour Organisation (ILO) both of whom

spoke on the night. YECSI members and supporters were in high attendance making it a memorable night with high expectations set for the organisation in 2018 onwards.

## Board Meetings

With Board members voted in YECSI held its very first board meeting. The outcomes from this meeting included the co-opting of the Board treasurer Mr Joseph Huta, approval for YECSI's common seal and also the confirmation of a board planning day to develop the organisations key documents.

To end the year the Board held its second meeting which saw the creation of the YECSI finance subcommittee tasked with identifying sources of income for the organisation and also the co-opting of the final board member Mr James Kana.

## Advisory Committee Meeting

The Advisory Committee is a body developed to advise and support the establishment of YECSI. The committee comprises of various government officials and Ministries from the Director to PS level. In 2018 the committee met twice providing support and direction for YECSI as it progresses the initiatives stated throughout this report.



**The first YECSI Board members with Coordinator John Wopereis after been elected at the AGM on Wednesday 3rd October 2018.**

## Key Documents

With the organisation launched and a governance structure in place it was time for the YECSI Board and secretariat to get the YECSI house in order, this required the development of key strategic documents. The YECSI Board and secretariat prioritized the development of the YECSI 2019 Business Plan, YECSI 2019 – 2021 Strategy and 2019 Budget. All of which have been developed and Board approved by the start of 2019, this sets the scene for an exciting year ahead in 2019. The YECSI Constitution is an overarching key document, it was successfully approved during the first AGM.

## Finance Sub Committee

The YECSI finance subcommittee was created in 2018 with the objective of identifying sources of income for the organisation. The main outcomes to date from the subcommittee include:

- Membership fees (new members will pay a fee based on their number of employees)

- Supporters fees (businesses/organisations can financially support YECSI)
- Training fees (a per day fee for relevant trainings)

## Events

With a membership already present and eager to get going YECSI piloted some of its initiatives proposed in the 2019 Business Plan to get a feel of what would work and what needed improvement.

The Youthbiz Showcase was piloted in 2018 in partnership with Youth at Work (Y@W). The showcase provided provincial entrepreneurs the opportunity to travel to Honiara to sell products and network with each other using an innovative approach that utilized 2 days field trips prior to 2 days selling. The event was a success with participants selling the majority of their stock.

YECSI also piloted Ignite Networking, the organisations signature networking event. This event focused specifically on pitching





**Burnscreek community consultation with community representatives on the social enterprise project.**

allowing several members to give 3-minute pitches on their business to their peers. The event had high attendance of members with coverage from various media outlets, many of whom were surprised and amazed at the quality of the businesses pitching showing the huge potential in the Solomon Islands young entrepreneurs.

YECSI also had the opportunity to support initiatives focused on the youth space mainly with the UNDP program. These were namely Youth Peacebuilding Innovation Forums held provincially in Auki and Gizo both for the first time. YECSI played a role not only as facilitator/speaker but also as part of the judging panel to decide the winning innovation team. This engagement with the UNDP paved the way for further partnerships in 2019 which includes the creation of Solomon Islands first Co-working space, Iumi Waka.

## RSIPF Social Enterprise

Under the MOU signed between the Royal Solomon Islands Police Force (RSIPF) and SICCI, YECSI took lead in the development of a social enterprise project in the Burnscreek community. The project aims to establish a social enterprise within the community where young people can gain much needed work experience and gain access to training opportunities. In 2018 YECSI not only

developed the proposal but also began the consultation phase which included a community outreach, 2 focus groups and a design workshop. From the consultation phase the concept of an herb shop was developed which envisions to be the leading herb supplier in the Solomon Islands. This project is still ongoing and is proposed to be implemented in 2019 in collaboration with the RSIPF.

## Recruitment

Although no formal recruitment took place in 2018 other than the recruitment of the YECSI Coordinator plans were set in place for 2019. This includes an Organisational Development Officer from the Volunteer Service Abroad (VSA) program and also a Membership and Communications Officer to be recruited locally. These positions will be vital for YECSI in 2019 and onwards.

## What next for YECSI?

2019 for YECSI has been described by the Board and secretariat as the Iumi duim year or in simpler terms the year of implementation. With the 2019 Business Plan approved and secretariat prepared with additional recruits it's going to be an exciting year for the Young Entrepreneurs Council of Solomon Islands.



Launch of the Waka Mere first year report on Wednesday 10th October 2018.  
INSERT: Copies of the report.



## Businesses and women's workplace experiences

Solomon Islands has a gender empowerment and women's development (GEWD) policy and a strategy developed on policy outcome 5 on Women in Economic Empowerment (WEE).

In 2016, the Chamber began implementing activities to support businesses on gender equality measures.

The activities are part of the Waka Mere Commitment to Action initiative which is being funded by the Governments of Australia

and of New Zealand, and implemented by IFC. Activities under the Waka Mere complements the work SICCI is currently doing with its membership on value-adding services. The Waka Mere initiative facilitates a more aware space for women to advance professionally. Through trialing new approaches for participating businesses, Waka Mere has created awareness amongst companies that having women as an integral consideration of the company increases productivity and profit.





**Women's leadership workshop.**

Since its launch in July 2017, the program has focused its work on the three pillars. The first component of women in leadership is where companies were encouraged to conduct a gender assessment and set targets for increased numbers of women in management. The second component of ensuring safer workplaces for women saw the development of HR policies that encouraged respectful workplaces. The third component encouraged companies to set progressively-increasing targets and create opportunities for women into non-traditional jobs.

Participating companies are BSP, Bulk Shop, Hatanga, POB, SINPF, Solomon Water, Heritage Park Hotel, Solomon Airlines, Solomon Islands Ports Authority, Solomon Power, GPPOL, NFD, Solbrew, SI Tobacco and Soltuna.

## Achievements to date

- Eight of the Waka Mere Companies developed women leaders and set measurable targets for increasing the share of women at various levels of leadership. The program has seen thirty-eight women completing the Cert IV leadership Management course facilitated by WINGS PNG. Nine out of twelve women who completed the leadership course received a promotion or broader responsibilities demonstrating organizational awareness of the value of women in leadership role and the recognition of women leaders in Solomon Islands business.
- SICCI gender focal point currently coordinates the Solomon Islands Professional Women's Network (SIPNet). This network has grown to 115 members, one of the largest professional womens networks in the country. The network falls under Component 1 of Waka Mere project.
- In terms of modelling practice of women developed into non-traditional jobs, 9 women have completed their driver theory training and all have obtained their provisional license. 2 of the women already obtained their full driving licenses and driving while the rest are yet to take the full driving test. Part of their preparations for this component involved theory and Practice training for Lightweight vehicles.
- Utilising service provider Breadfruit Consultancy, 2-days HR Trainings were delivered. Some of the deliveries involved Solomon Power staff on 'Respectful Workplaces' for their Senior Management team, and 'Respectful Workplaces Training for Line Managers'



**On February 15, 2019, twenty women from nine companies participating in the Waka Mere Commitment to Action initiative, completed a Certificate IV course in business leadership and management.**

- Utilising Wings there were two deliveries of one-week intensive trainings on Leadership and Management.
- Hosted Domestic Violence Forum between DV contact teams and DV service providers: 20 staff from 10 companies attended, and National Referral Hospital, Police, Public Solicitors Office, SAFENET, Seif Pleis, and Social Welfare gave presentations on the services they provide and discussed the strengths and challenges they face.
- DV Contact team training conducted on 9 & 10 October 2018 (Sol Power) and 11 & 12 October 2018 (NFD, SINPF, Solomon Water & Sol Tuna).
- Survey on the effects of domestic and sexual violence on the workplace completed by 1,248 people from 9 companies.
- Social Media campaign including launching animation during the 2018 national campaign of 16 days of activism of gender based violence.
- Hatanga, Bulk Shop, Sol Power, Sol Tuna and Sol Water have completed the DV training and working on their DV policies.





Women from participating companies in the Waka Mere initiative were also put through driving workshops. Pictured Charles Persson, Advisor to SICCI CEO, awarding a certificate to one of the participants.



Australian High Commissioner, Mr Roderick Brazier, Sarah Twigg from IFC, SICCI Chair and CEO and other guests at the Waka Mere report launch.





**SICCI representatives with members of the local mainstream media.**

## SICCI media engagement

Media projects included the 2019 Trade Directory and Media Session for Government Media Communication network, and for Mainstream Media. The Department maintained high visibility on key business issues utilizing traditional and new media – SIBC radio, Press Releases, Facebook engagement, website regular updates, and communicating updates to members.

### Press Releases

The Media & Communications Department distributed a total of sixty (60) Press Releases in 2018 with more than 70% of the media statements released during the second half of the year.

Apart from improving SICCI's brand and visibility, our Press Releases also gave us the opportunity to give awareness of what SICCI is doing as an organization, highlight events, success stories and come out publicly on issues of national interest and issues affecting the business community. As they say, a good

Press Release, spreads wide and far, so our releases are viewed also from regional media outlets. Apart from the mainstream media, the Media & Communications Department also maintained SICCI's presence on social media platforms.

### Radio Program

The monthly radio programs with the national broadcaster SIBC continued as avenue for a wider coverage out in the provinces. In 2018 the radio spots included discussions on:

- Chamber's strategic vision for 2018 and the long-term goals
- Talk back show on the benefits of being a member and services provided by the Chamber
- Public Private Sector (PPP) MoU between SICCI and Government
- Testimony from selected members
- SICCI's influence in export industries





2018 RSIPF Open Day.

- Update from Secretariat departments

## Media Information Sessions

Through the Media & Communications Department, SICCI is progressively strengthening its relationship with the mainstream media and media, communications and public relations officers from Government ministries, NGOs and other stakeholder organizations.

This is through the hosting of two separate Information sessions. One during the first half of the year for media, communications and public relations officers and the second one for the mainstream media later on in the year.

This allows members of the media fraternity to be well informed about the work SICCI is doing in representing the private sector, learn more about the different departments within the SICCI Secretariat from presentations made by each staff.

For the mainstream media, information gained from this event will be valuable in their reporting to the public especially in getting the right message out regarding SICCI'S work and the private sector.

## Trade Directory

One of the major projects overseen by the Media & Communications Department in 2018 was the 2019 Trade Directory, which promotes insight to doing business in the Solomon Islands and contains invaluable information

that the private sector and stakeholders will find useful.

## RSIPF Open Day

The Media & Communications Department took the lead in organising SICCI'S participation at the RSIPF Open Day in September 2018.

The Chamber set up a stall at the two-day event, which allowed members of the public to learn more about SICCI most of whom were High School students in and around Honiara who were invited to the event.

Also, it was also a show of support to the RSIPF building on the relationship already established through the MoU signed that same year.

## e-Marketing Workshop

The Media & Communications Officer towards the end of November 2018 attended a regional Train the Trainers e-Marketing Workshop in Nadi, Fiji. This workshop was hosted and delivered by the Coconut Industry Development Programme (CIDP), an initiative of the Pacific Community (SPC) and European Union.

As an outcome of the workshop, the Media & Communications Department will be working closely with the Export Industry Development Department to conduct a similar workshop, but on a smaller scale to our businesses in the Coconut Industry Working Group (IWG) and

# Financial Statement

**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**



**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**

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SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY  
CHAIRPERSON'S STATEMENT  
FOR THE YEAR ENDED 31 DECEMBER 2018

The accompanying balance sheet and statement of income and expenditure for the year ended 31 December 2018 is based on records of receipts and disbursements maintained by the Chamber and is a true statement of those records.



Chairperson



# Morris & Sojnocki

CHARTERED ACCOUNTANTS

- 2 -

Morris & Sojnocki  
City Centre Building  
Mendana Avenue  
Honiara  
Solomon Islands  
postal address  
PO Box 70  
Telephone (677) 21851  
Facsimile (677) 23342

## Independent Auditor's Report

### To the Members of Solomon Islands Chamber of Commerce and Industry

We have audited the accompanying financial statements of Solomon Islands Chamber of Commerce and Industry which comprise the balance sheet as of 31<sup>st</sup> December 2018 and the income and expenditure account for the year then ended and a summary of significant accounting policies and other explanatory notes as set out on pages 3 to 8.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with significant accounting policies set out in note 1 to the financial statements and the requirements of the Trade Union Act (Cap. 76). This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with applicable Auditing Standards in Solomon Islands. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or in to whose hands it may come save where expressly agreed by our prior consent in writing.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements present fairly the financial position of the Solomon Islands Chamber of Commerce and Industry at 31<sup>st</sup> December 2018 and the results of its operations for the year then ended.

Date: 17<sup>th</sup> March 2019  
Honiara

  
MORRIS & SOJNOCKI  
Chartered Accountants

  
BY WAYNE F. MORRIS  
PARTNER

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**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**BALANCE SHEET**  
**AS AT 31 DECEMBER 2018**

	Note	2018 \$	2017 \$
<b>Current assets</b>			
Cash on hand and at bank		466,143	225,213
Receivables	3	<u>102,676</u>	<u>177,350</u>
<b>Total current assets</b>		<u>568,819</u>	<u>402,563</u>
<b>Non-current assets</b>			
Property, plant and equipment	2	<u>252,262</u>	<u>291,534</u>
<b>Total non-current assets</b>		<u>252,262</u>	<u>291,534</u>
<b>Total assets</b>		<u>821,081</u>	<u>694,097</u>
<b>Current liabilities</b>			
Other creditors and accruals		567,227	105,971
Deferred income	4	<u>163,300</u>	<u>260,940</u>
<b>Total liabilities</b>		<u>730,527</u>	<u>366,911</u>
<b>Net assets</b>		<u>90,554</u>	<u>327,186</u>
<b>Members funds</b>			
Surplus funds brought forward		327,186	479,781
Deficit for the year		<u>(236,632)</u>	<u>(152,595)</u>
<b>Surplus in members funds</b>		<u>90,554</u>	<u>327,186</u>

The above balance sheet should be read in conjunction with the accompanying notes.



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**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**INCOME AND EXPENDITURE ACCOUNT**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**

	2018	2017
	\$	\$
<b>Income</b>		
Major sponsorship	485,750	242,750
Grant funds	1,648,563	1,352,210
Subscriptions	444,903	346,343
Functions - (BEA awards)	-	339,855
Directorship programme	939,757	-
Sundry income	<u>203,762</u>	<u>225,367</u>
	3,722,735	2,506,525
<b>Expenditure</b>		
Accounting fees	68,640	65,600
Advertisement	91,693	59,289
Audit fees	27,700	28,500
Bank charges	4,487	5,411
BEA awards expenses	-	652,016
Business survey and development costs	24,850	27,720
Consultancy fees	19,513	-
Depreciation and amortisation	109,749	105,791
Directorship programme expenses	1,021,874	-
Dues and subscriptions	4,638	29,484
Insurance	18,378	13,020
IT support	36,093	30,630
Loss on disposal of fixed assets	3,250	6,141
Meeting expenses	522,244	253,610
Office supplies	76,827	100,018
Office utilities	60,649	49,011
Recruitment costs	43,160	17,197
Rental	280,680	211,480
Salaries	1,232,304	757,152
Staff benefits and allowances	9,960	5,535
Staff development trainings	20,030	3,163
Sundry expenses	35,625	22,953
Telephone and internet	73,339	64,859
Travel and entertainment	140,684	128,540
Website administration	<u>33,000</u>	<u>22,000</u>
Total expenses	<u>3,959,367</u>	<u>2,659,120</u>
<b>Deficit for the year</b>	<u>(236,632)</u>	<u>(152,595)</u>

The above income and expenditure account should be read in conjunction with the accompanying notes.

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**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**

	2018	2017
	\$	\$
<b>Cash flows from operating activities</b>		
Receipt from members, sponsors and donors	3,722,735	2,500,056
Payments to suppliers and employees	<u>(3,408,078)</u>	<u>(2,289,297)</u>
Net cash provided by / (used in) operating activities	<u>314,657</u>	<u>210,759</u>
<b>Cash flows from investing activities</b>		
Payments for property, plant and equipment	(73,727)	(238,520)
Proceeds from sale of property, plant and equipment	<u>-</u>	<u>76,922</u>
Net cash provided by / (used in) investing activities	<u>(73,727)</u>	<u>(161,598)</u>
Net increase / (decrease) in cash and cash equivalents	240,930	49,161
<b>Cash and cash equivalents at the beginning of the financial year</b>	<u>225,213</u>	<u>176,052</u>
<b>Cash and cash equivalents at the end of the financial year</b>	<u><u>466,143</u></u>	<u><u>225,213</u></u>
<b>Reconciliation of surplus/(deficit) to net cash used in operating activities</b>		
Surplus / (deficit) for the year	(236,632)	(152,595)
Adjusted for:		
Depreciation of non-current assets	109,749	105,791
(Gain) / loss on disposal of property, plant and equipment	3,250	6,141
Movements in working capital:		
(Increase) / decrease in other receivables	74,674	(2,659)
Increase / (decrease) in payables	461,256	(6,859)
Increase / (decrease) in deferred income	<u>(97,640)</u>	<u>260,940</u>
Net cash generated by / (used in) operating activities	<u><u>314,657</u></u>	<u><u>210,759</u></u>

The statement of cash flows should be read in conjunction with the above accompanying notes.



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**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**NOTES TO AND FORMING PART OF THE ACCOUNTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The financial statements have been prepared in accordance with the historical cost convention on a cash received / paid basis with the exception of accrued interest income and accrued expenses. Unless otherwise stated, the accounting policies are consistent with those used in the previous year.

**Taxation**

The Chamber is exempt from corporate tax because it is a registered trade union.

**Depreciation**

Depreciation is calculated on a straight line basis so as to write off the cost of fixed assets over their estimated useful lives as follows:

Office equipment and software	3 years
Furniture and fittings	5 -10 years
Motor vehicles	5 years
Website	4 years

Additions are depreciated from the date of acquisition.

**Deferred Income**

Deferred income relates to balances of funds held for specific purposes and funds received in advance for activities that would be incurred in the subsequent year.

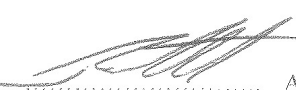
	2018	2017
	\$	\$
<b>2. PROPERTY, PLANT AND EQUIPMENT</b>		
Furniture, equipment and motor vehicle - at cost	505,853	451,242
Less: Accumulated depreciation	334,828	269,552
	<u>171,025</u>	<u>181,690</u>
Website	142,500	142,500
Less: Accumulated amortisation	68,281	32,656
	<u>74,219</u>	<u>109,844</u>
Work in Progress	7,018	-
	<u>7,018</u>	<u>-</u>
Total written down value	<u>252,262</u>	<u>291,534</u>
<b>3. RECEIVABLES</b>		
Prepayments	57,251	32,623
Office rental bond	26,000	26,000
Other receivables	19,425	118,727
	<u>102,676</u>	<u>177,350</u>
<b>4. DEFERRED INCOME</b>		
Restricted funds	-	200,000
Income received in advance	163,300	60,940
	<u>163,300</u>	<u>260,940</u>


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**TRADE UNION ACT - ANNUAL RETURN**  
**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**BALANCE SHEET**  
**AS AT 31 DECEMBER 2018**

Liabilities	\$	Assets	\$
1 Total amount of general fund	90,554	Petty cash	439
2 Amount of any separate funds maintained	-	Cash in ANZ Bank	465,704
3 Other liabilities		Other assets	
Other creditors and accruals	567,227	Fixed asset written down value	252,262
Deferred income	163,300	Receivables	102,676
	<u>730,527</u>		<u>354,938</u>
	<u>821,081</u>		<u>821,081</u>

We the undersigned certify that the information contained in the Annual Return of the Chamber is true and correct and is in accordance with the law.

Signature of Chairperson:  Address: Kukum.  
P.O. Box 1619  
Honiara

Signature of Secretary:  Address: of- SICCI, Hyundai Mall

We the undersigned having had access to all the books and accounts of the Chamber, and having examined the foregoing Annual Return and verified the same with the accounts and vouchers relating thereto, now sign the same as found to be correct, duly vouched, and in accordance with the law.

Dated: 13<sup>th</sup> March 2019 Auditor: 



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**TRADE UNION ACT - ANNUAL RETURN**  
**SOLOMON ISLANDS CHAMBER OF COMMERCE AND INDUSTRY**  
**INCOME AND EXPENDITURE ACCOUNT**  
**FOR THE YEAR ENDED 31 DECEMBER 2018**

Income	\$	Expenditure	\$
Members subscriptions		Benefits of members	
Subscriptions	444,903	Salaries	1,232,304
Grants	1,648,563	Depreciation expense	109,749
Sundry income	203,762	Audit fees	27,700
Major sponsorship	485,750	Telephone	73,339
Directorship programme	939,757	Other expenses	1,491,151
		Loss on disposal of assets	3,250
		Directorship programme	1,021,874
Income	<u>3,722,735</u>	Expenses	<u>3,959,367</u>
Balance brought forward		Balance of General Funds	
from 2017	<u>327,186</u>	at 31 December 2018	<u>90,554</u>
	<u>4,049,921</u>		<u>4,049,921</u>

We the undersigned hereby certify that the information contained in the Annual Return of the Chamber is true and correct and is in accordance with the law.

Signature of Chairperson:



Address:

Kukum Yard.  
P.O. Box 1619  
Honiara

Signature of Secretary:



Address:

cf- SICCI, Hyundai Mall

# Tables

## Events & Activities 2018

Month	Day	Networking Event	Number of Attendees
January			
February	9	BA5 Woodford	55
	27	Media Information Session	33
		Waka Mere Survey Launch	
		International Women's Day	
March	7-9	Gizo Roundtable	25
	15	Procurement Workshop	55
	28	Annual General Meeting	110
April	21-23	Auki Roundtable	55
	26	Post National Budget Analysis	60
	27	BA5 Sullivans	85
	30- May 2	Kirakira Roundtable	60
May	9	Careers Market	2000 plus students 20 plus business houses
	18	BA5 SITCO	85
	28	SICCI-RSIPF Memorandum of Understanding	50
	30	Tax Consultation	
June	1	BA5 Strongim Bisnis	75
	15	BA5 SI Rugby Union Federation	60
	21	BB LDC Graduation & iEPA Signing	62
	27	Prime Minister's Breakfast	80
July	4	Independence Cocktails	87
	13	BA5 SI Broadcasting Cooperation	54
	27	BA5 GPPOL	81
August	1-3	Gizo Roundtable	14
	7-8	SME Workshop	21
	14-16	Auki Roundtable	12
	16	Franklyn Covey Seminar	
	22	BA5 UNDP	128
	31	BA5 FFA	77
September		Pacific Islands Forum	External
	12-13	ASIBF	External
October	3	YECSI AGM	
	9-12	Domestic Violence Workshop	21
	12	YECSI Launch	61
	18	PT&I Workshop	30
	26	Media Session	20
	31	SIEC Information Session	51
November	1	Taiwan Business Delegation	41
	9	E-Tax BA5	123
	13-16	Directorship Program	
	21	Sponsors Dinner	25
	23	Breadfruit Consultancy BA5	85
December	6	2023 Pacific Games	43
	14	Trade Directory Launch/CEO Farewell	110



## Forums at which SICCI is represented

Name of Committee	SICCI Representative	No. of meeting times per year
National Financial Inclusion Taskforce (NFIT)	SICCI CEO or Delegate	4
Insurance Working Group (CBSI)	SICCI CEO or Delegate	2
National Trade Development Council (NTDC)	SICCI CEO or Delegate	1
National Trade Facilitation Committee (NTFC)	SICCI CEO or Delegate	2
Land Urban Management Sector (LUMS)	SICCI CEO or Delegate	Monthly
Land Board	SICCI CEO	6
Tax Review Consultative Committee (TRCC)	SICCI CEO	2
National Transport Committee	SICCI Nominee	3
Road Transport Board	SICCI Nominee	3
Trade Dispute Panel	SICCI Nominee	-
National Anti-Corruption Strategic Committee	SICCI CEO or Delegate	1
Labour Advisory Board	SICCI CEO	1
Traffic Management Committee	SICCI Nominee	Adhoc
CBSI Board	SICCI Nominee	4
SINPF Board	SICCI Nominee	10
Elimination of Violence Against Women Taskforce	SICCI Nominee	-
SITESA – Board	SICCI Nominee	-
SIG Private Sector Advisory Group	SICCI Chair SICCI CEO Advocacy Officer	4
RSIPF-SICCI Executive Group	SICCI Chair SICCI CEO	4
TSI Board (for information)	Advocacy Officer	4
Education Board	SICCI CEO	2
SINU Council – Business and Technology representative	SICCI CEO or Delegate	2
<b>Programmatic</b>		
Strongim Business Advisory Committee	SICCI CEO or Delegate	-
SI Procurement Working Group	Advocacy Officer	4
National Cybersecurity and Information Security bill development committee	SICCI CEO or Delegate	-



The first RSIPF/SICCI Executive Group meeting.



GPPOL hosted a BA5 on the Rhinoceros beetle.



**2018 Annual General Meeting (AGM) and election of new Board Members.**



**Welcoming the new CEO, Ms Atenasi Ata.**

## **CONTACT INFORMATION**

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