



PAGE 4: B.1) YOUR CASE STORY: TITLE AND DESCRIPTION

Q1: TITLE OF CASE STORY

Financing Projects Training and Investing in Energy Efficiency and Renewable Energy Workshops

Q2: CASE STORY ABSTRACT

The training was a collaboration between the German Development Cooperation (GIZ) and the South Pacific Tourism Organisation (SPTO) with funding support from the European Union.

SPTO also partnered with the Pacific Islands Private Sector Organisation (PIPSO) to select suitable private sector members through its National Private Sector Offices (NPSOs).

The first part of the training was facilitated by SPTO and PIPSO and covered basic modules on financing, targeting individuals, or SMEs seeking basic information about documentation and financial records that will assist them to manage their business. This part of the training also benefitted small businesses in need of guidance on business or financial systems to manage their affairs including record keeping, working capital, cash flow and business forecasting.

The second part of the training was facilitated by GIZ and focussed largely on energy efficiency and renewable energy options that hotel operators may wish to consider. Participants for this second session were hotel operators invited by GIZ and regional attendees from the first part of the workshop.

PUBLIC SECTOR CASE STORY TEMPLATE

Q3: LONG DESCRIPTION OF THE CASE STORY

The workshop was conducted:

To improve SMEs business knowledge in financing, record keeping, and developing energy saving measures that will assist them in efficiently managing their business in the tourism industry

- To develop the capacity and knowledge of private sector members and SMEs in financing and energy saving measures to assist in the successful running of their businesses.

This activity is expected to yield the following main results:

1. SMEs and private sector members in the tourism industry to have a better understanding of financial matters such as forecasting, cash flow, budgets and book keeping that will assist in the running of their business.

2. Start-ups or new businesses will be knowledgeable on the various financing options available, including financial products from regional financing institutions

3. All participants will be better informed on the importance of renewable energy and available energy efficient options that can assist their tourism businesses

- a. SPTO signed a Memorandum of Understanding (MoU) with GIZ for this initiative which was the first project of this partnership. SPTO collaborated with GIZ for the second part of the workshop which was on Energy Efficiency and Renewable Energy Savings Options.

- b. SPTO also partnered with the Pacific Islands Private Sector Organisation (PIPSO) for the delivery of the first part of the workshop which focused on Project Financing and Valuation.

- c. Participants found the training to be extremely helpful and useful as highlighted in the following quotes:

“The lectures were awesome and (provided) much food for thought. With the high cost of energy in the Pacific (we are paying close to US.50c per KWH in American Samoa), solar is now becoming very cost effective. We have begun looking at the cost-saving options discussed and I am excited to incorporate these in our hotel” – Tom Drabble, Sadie’s Hotel, American Samoa

“The Renewable Energy part of the workshop was information that I had already been implementing at our hostel but it was interesting to see the financial impact it has on a larger scale. The Financial information was wonderful. I have an accountant for Ms. Pinetree’s, but as the owner, I myself am able to finally understand what she has been trying to talk to me about” – Ellen Toribiong-Marcia, Ms Pine Trees, Palau

“The workshop was so very interesting, so very useful for us with great valuable information. I have begun sharing the information to our private sector members which they will find very, very useful” – Hiriata Millaud, Tahiti Tourisme.

Q4: Please add here web links to project/programme materials.

Respondent skipped this question

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Q5: YOUR CONTACT DETAILS

Name:	Kelera Cavuilati
Ministry/Institution/Organization:	South Pacific Tourism Organisation
Country:	Fiji
Email Address:	kcavuilati@spto.org

Q6: FUNCTION

Public sector

Q7: FUNDING PARTNER Tick the appropriate box(es)

Multilateral organization

Q8: Additional information

This project is being implemented within the framework of the Pacific Regional Tourism Capacity Building Programme (PRTCBP), which is funded by the European Union under the 10th EDF and implemented by the South Pacific Tourism Organisation (SPTO).

Q9: START DATE OF PROJECT/PROGRAMME

Respondent skipped this question

Q10: STATUS OF PROJECT/PROGRAMME

Fully implemented

Q11: DURATION OR, IF ON-GOING, EXPECTED DURATION OF PROJECT/PROGRAMME

1-3 years

Q12: COST OF PROJECT/PROGRAMME

Less than US\$50,000

Q13: Additional information

Respondent skipped this question

Q14: TYPE OF FUNDING FOR PROJECT/PROGRAMME

Grant

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Q15: PROJECT/PROGRAMME TYPE

Regional

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Q16: SINGLE COUNTRY/CUSTOMS TERRITORY

Respondent skipped this question

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Q17: REGION(If the region does not appear in the drop down menu, please enter manually.)

Pacific Islands

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Q18: MULTI-COUNTRY(Enter all countries or customs territories)

Federated States of Micronesia, Cook Islands, Marshall Islands, Nauru, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Timor Leste, Tuvalu, Fiji, American Samoa, Tonga and Vanuatu

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Q19: CASE STORY FOCUSTick the appropriate box(es)

Upgrading network infrastructure (ICT, power, telecoms)

Improving access to trade finance,

Other (please specify)

To develop the capacity and knowledge of private sector members and SMEs in financing and energy saving measures to assist in the successful running of their businesses.

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Q20: HOW SUCCESSFUL WAS THE PROJECT/PROGRAMME Tick the appropriate box(es)

Very successful

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Q21: WHAT WERE THE OUTPUTS OF THE PROJECT/PROGRAMME Tick the appropriate box(es)

Officials trained, Services sector skills

PUBLIC SECTOR CASE STORY TEMPLATE

Q22: Additional information(maximum 300 words)

1. SMEs and private sector members in the tourism industry to have a better understanding of financial matters such as forecasting, cash flow, budgets and book keeping that will assist in the running of their business.
2. Start-ups or new businesses will be knowledgeable on the various financing options available, including financial products from regional financing institutions
3. All participants will be better informed on the importance of renewable energy and available energy efficient options that can assist their tourism businesses

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Q23: WHAT WERE THE OUTCOMES OF YOUR PROJECT/PROGRAMME Tick the appropriate box(es)

Reduction in consumer prices

Q24: Additional information(maximum 300 words)

1. SMEs and private sector members in the tourism industry to have a better understanding of financial matters such as forecasting, cash flow, budgets and book keeping that will assist in the running of their business.
2. Start-ups or new businesses will be knowledgeable on the various financing options available, including financial products from regional financing institutions
3. All participants will be better informed on the importance of renewable energy and available energy efficient options that can assist their tourism businesses

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Q25: WHAT WERE THE IMPACTS OF THE PROJECT/PROGRAMME Tick the appropriate box(es)

Increase in domestic investment,

Increase in employment

Q26: Additional information(maximum 300 words)

Improved SMEs business knowledge in financing, record keeping, and developing energy saving measures that will assist them in efficiently managing their business in the tourism industry

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Q27: LESSONS LEARNT Tick the appropriate box(es)

- Importance of good project design,
- Importance of alignment with national priorities ,
- Importance of alignment between different development partners in programming ,
- Importance of engagement by private sector ,
- Importance of agreeing clear project implementation responsibilities ,
- Importance of agreeing clear project monitoring and evaluation process and procedures ,
- Importance of agreed accountability frameworks ,
- Importance of attention to long-term sustainability ,
- Importance of political will and commitment by project partner

Q28: Additional information(maximum 300 words)

- The training was a collaboration between the German Development Cooperation (GIZ) and the South Pacific Tourism Organisation (SPTO) with funding support from the European Union.
- SPTO also partnered with the Pacific Islands Private Sector Organisation (PIPSO) to select suitable private sector members through its National Private Sector Offices (NPSOs).

Q29: PROJECT OR PROGRAMME MONITORING AND EVALUATION FRAMEWORK Tick the appropriate box(es)

- M&E framework used, Ex post evaluation,
- Impact assessment