

Business Development

NEWSLETTER

AUGUST 2012

CLOUDY BAY SUSTAINABLE FORESTRY LIMITED

Business Development in the Cloudy Bay FMA

Special points of interest:

- *Monthly newsletters*
- *5 Business Projects awarded by the CBPDC*
- *Businesses must strive to be self reliant*

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This is a newsletter on the activities of the Business Development Department for the month of August 2012. We anticipate to release a newsletter each month so that Cloudy Bay FMA communities are informed of what is happening within the concession area in terms of small business development. This also provides insights to the status of various businesses that have been funded by the Cloudy Bay Project Development Committee (CBPDC). Prior to funding, project proposals for these ventures have been evaluated and approved by the CBPDC as a means of assisting local entrepreneurs start up small businesses in the concession area.

The CBPDC is made up of

the 6 chairpersons of the 6 language groups found within the FMA, two LLG presidents of the Amazon Bay and Cloudy Bay LLGs, a female representative from a prominent Women's Group, the MD of NFS and the Central Provincial Administrator. CBSFL officials also attend the meetings, but have no voting rights. The six language groups include Nemea, Monomo, Mada'a, Aidaku, Magi and Daga languages.

5 projects have so far been awarded by the CBPDC. These include 2 fishing projects, 2 poultry projects and 1 vegetable farming project..

CBSFL strives to assist these local entrepreneurs set-up



and run their own businesses in the hope to make them grow and develop into self sustaining businesses which will serve the communities they are located in the years to come.

PROJECT STATUSES

PROJECT	FUNDING	OWNER	LOCATION	STATUS	COMMENTS
Monomo Fishing Project	K20, 000.00	James Goli	Ale Village	!	Project not yet started. Mobilising local boys.
Magi Fishing Project	K20, 000.00	Lea Veuveu	Labu Village	!	Waiting on loan from NDB for dinghy
Adauba Poultry Supplies	K7, 997.99	Marlon Nibu	Si'ini Village	✓	Lost 17 chickens to snake attack. Has 83 in stock
Poultry Project	K5, 192.80	Albert Banaga	Segiri Village	✓	5 died and 22 had broken legs. 48 in stock.
UA Lam Fresh Garden Produce	K14, 938.52	Able Lam	Bonoabo Village	✓	Crops are ready for harvest
TOTAL	K67, 129.31				

Monomo Fishing Project

The Monomo Fishing Project is owned by James Goli and is located at his Ale Village. James is the recognized language chairman of the Monomo Language Group. He applied for and got an approved funding of K20, 000.00 for this project.

On the 14th of



View from Ale towards Obobaga Point

July 2011, K18, 000 was released for him to start the project. K15, 000 was used to purchase various equipment needed for his fishing project, and this was made payable directly to the suppliers. K3, 000 was released as cash assistance for him to meet any overhead costs in labour, logistics, fuel, etc. He again received K2, 000 in cash on the 27th of July 2012 to complete the funding for his fishing project.

James is looking at taking a community based approach whereby he involves local youths to assist him with odd jobs associated with the

project, besides fishing. He has plans to buy fish also from local fishermen, making it easier for them to find a market for their surplus catches. He will then resell to identified markets elsewhere, besides CBSFL's mess. Currently, he has not started his project yet but has all the required equipment to do so. He is in the process of mobilizing local boys to provide labour and assist him with getting the project off the ground. James will be given a price list used by CBSFL to purchase seafood as this will assist him in putting prices on his catches and to apply mark-up for any local purchase

Magi Fishing Project

"CASH ASSISTANCES ARE TO HELP WITH MOBILISATION, LOGISTICS, LABOUR AND ANY OTHER OVERHEAD COSTS"

The Magi Fishing Project is headed by Lea Veuveu, the language chairman of the Magi Language Group. Similar to the Monomo fishing project,

this project also received an approved funding of K20, 000 from the CBPDC. K15, 000 was paid

directly to the suppliers on the 4th of July 2011 for various equipment and gear required by the project. He then received a cash assistance of K2, 000 on the 12th of June 2012. A further K3, 000 was paid out on the 29th of June 2012 to complete the required funding for the project. These cash assistances are to help with mobilization, logistics, labour and any other overhead costs the project owners might face during the set-up phases of their projects.

Lea has received all the equipment

for his project and has sent them to his Labu Village along the coast. He applied for a loan with the National Development Bank and is waiting for funds from this to purchase a dinghy for his project before it can commence.

Adauba Poultry Supplies

The Adauba Poultry Supplies project is based at Si'ini Village and is headed by Marlon Nibu, Chairman of the Mai'i Gobe Land Group. Marlon was assisted with a funding of K7, 997.99 from the CBPDC. He is the sole person in this business and gets assistance from 2 of his family members to run the project.

Marlon has completed putting up walls as well as a door for his roost.

He requires some wood shavings or sawdust from logs to put on the floors of his chicken house.

No chickens were sold during the month of August. From a stock of 100 chickens, he lost 17 three week old chickens to a snake attack at his chicken house. He currently has in stock 50 eight week old birds and 33 six week old birds, a total of 83 chickens altogether. No new chooks



Marlon and his daughter displaying their chickens which are ready for the market

were brought in to the farm during the month.

Adauba Poultry Cont.....

Local consumption of chicken around his area is very poor. Access to markets is also a major problem for the project. Keeping chickens after their slaughter dates is an extra expense in that you have to continuously feed them to maintain their plumpness.

As previously stated, there is a greater need to identify markets for these farmers and to possibly set up a transport system and allow a business environment which is conducive to all entrepreneurs within the concession area.

Marlon recently opened a Kundu Bank Account by BSP officials who were on site on the 8th of August.



6 week old chickens. 17 of them were killed by a snake attack at 3 weeks old.

Albert Banaga - Poultry Project

Albert Banaga originally comes from Doma Village and was previously employed as a cook with the CBSFL mess. He left work after he was awarded a poultry project by the CBPDC. Albert was assisted with a funding of K5, 192.80. He set his project up at Segiri Village where he is assisted by the Wahu family in running the project.

In August, from a stock of 102 chickens, 5 chickens have died and 22 had their legs broken when it got caught on the wire beds that were made for them to be kept off the

ground. These have been given away to local people in and around Segiri Village. They have been moved to the other room where they are kept on the ground. 14 were sold so far at the time of my visit. Due to this project's location along the main highway, it is lucky enough in selling some of their chickens to surrounding communities as well as to CBSFL staff.

Sawdust was provided for the floor of the chicken house on the 31/08/12.



Notice advertising sale of chickens at Segiri Village

U.A. Lam Fresh Garden Produce



Able Lam in front of his cabbage patch

U.A. Lam Fresh Garden Produce is a vegetable farming project headed by Able Lam and is based at Bonoabo Village. Able applied for and was

given a funding of K14, 938.52. From this, he has purchased seedlings, chemicals and equipment.

Able is an agriculturalist himself and has the technical expertise to run this project. He has already sold some of his harvests to CBSFL's mess and also to the local villagers at Bonoabo.

He currently has about 700 seedlings of Saladia in his germination trays which are ready for transplanting in

the beds. His replanted crops from June are beginning to mature and one bed of his Saladia cabbages are ready for harvesting. His round cabbages are also nearing harvest time. The capsicum are not performing well and this may be due to a lot of water held in the soil and is causing the fruits to fall off prematurely.

Overall this project is doing well.

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Cloudy Bay Sustainable Forestry Ltd is a wood fibre development and processing company. Our purpose is to provide our customers with a sustainable supply of high quality products and be a leader in the responsible management of the environment under our control. This entails sustainable forestry management and ensuring the health and safety of our employees and we will assist in advancing the socio-economic welfare and development of the people within the areas in which we operate

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Focus

Cloudy Bay Sustainable Forestry Ltd strives to advance the socio-economic welfare and development of the people within our concession area. One way of doing this is to

assist these small entrepreneurs become established and are self-reliant. The

marketing of produce from small businesses within the concession area now is a problem. We believe identifying markets outside, especially in town, and bringing these people to these markets, will greatly assist them in this area. We would really like to see a local buyer/reseller of all these farm produce come into business to help the producers.

Transportation is a major problem for these people traveling within and outside the FMA to conduct their businesses. Again, this provides an opportunity for someone to start a business with transport both on land and sea, not only to help business people but to help communities as well.

Businesses should take a participatory approach so that they can involve a lot of people and not just individuals. Individuals starting and managing businesses is not a bad thing, but the one person will benefit whilst the rest of community miss out.



A round cabbage developing in Able Lam's vegetable farm.