TRANSFORMING AGRICULTURE IN AFRICA
AGROECOLOGY and ORGANIC TRADE
Reducing Synthetic Pesticides and Fertilizers

Agroecology & Organic Trade

“ *At odds,*
in symbiosis or
as counterparts?

Background speaker

- Since 1985 in development of organic markets
  - Value chain approach, market push and pull
- EPOPA in East Africa 1995-2008
- Work in West Africa 2002-now
- ProEco/OFSA 2013-now
- OM4D 2017-now

EPOPA

EXPORT PROMOTION OF ORGANIC PRODUCTS FROM AFRICA

- Exports: coffee, cotton, cocoa, sesame, peanuts, hibiscus, dried herbs, essential oils, honey, fresh and dried fruits, ginger, curcuma, pepper, vanilla.
- Also tilapia, tuna, lobster and crayfish
  - no animal products (no export)
- Some processed like marmalade,

  canned pineapple, instant coffee
- No rice, maize, roots and tubers
- No local market
- Promoted emergence of organic in EA

Quote evaluation report:

An investment by Sida of 14 Mio U$ during 10 years resulted in 35 exporter-smallholder group businesses in East Africa, involving at project end 60.000 smallholders, selling 15 Mio U$ worth of organic crops of which 3 Mio U$ in premium annually to exporters, who would export it for 25 Mio U$. Three years after project end, the numbers had at least doubled.

Concentrates on smallholder farmers

- Subsistence (home consumption) plus sales of excess crop, or a real cash crop
- Small scale, diversified landscapes, better biodiversity
- All farmers/families need to sell to buy some things
- Piecemeal in the local market for daily necessities
- Sell bulk at harvest time
- **Often market problems, better access goes a long way**

Organic intervention

- Value chain approach
- Lead firm, farmer organisation, field officers
- Quality to access premium, export markets
- Grower Group certification, ICS
- Training and follow up (annual inspection)
- Group responsibility, group dynamics

- **Interesting pathway to improve farm practices, economics, livelihoods**

The organic cassava flour value chain

Environment, landscape, influences

Govt(programs) Soil,environment,climate(change) Donor(interventions)
Roads Electricity Water Telecom Education Health
Local authorities Regulations Subsidies

Primary value chain

farmers (CREMA) → on-farm drying → community milling/bagging →
→ exporter → importers → retail → consumers

(inputs, storage, transport, financing)

Input suppliers MinAgric Dev.NGOs CBs
Rural banks Universities Labs Research Networks

Support services

Observations

- ProEco/OFSA research:
  - Focus is on the export crop only. Rest no change
  - Not certification of the farm system but of fields.
  - Projects may fail due to market problems
  - No organic marketing of other (excess) crops
  - Stagnation in continuous improvement
  - In low input, inactive organic systems: land degradation
- Another observation
  - Conversion period: start organic on newly cleared fields
  - Is not successful in making permanent farming systems

To have more positive impact

- EU revised Grower Group certification criteria to include
  - Whole farm conversion, on active organic, continous improvement, on farmer organisation besides exporter
  - Local marketing of other organic products
    - Alignment with PGS for market access
- Need for skilled field officers, leaders
  - Capacity built, coached by the knowledge hubs?
- Work on that in
- Agroecology + markets for better farmer livelihoods

OM4D
ORGANIC MARKETS FOR DEVELOPMENT

Thanks!

ANY QUESTIONS?

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