



An International Workshop on Strengthening and Widening Markets and Overcoming Supply Side Constraints for African Agriculture

Taj Pamodzi Hotel
June 3-5, 2007 Lusaka, Zambia

Workshop Description

Often neglected in the past, Africa's agricultural sector is now rightly being recognized as critical for the promotion of food security, economic growth and poverty alleviation. This is demonstrated for example by the commitment of African governments to improve the productivity of agriculture to attain an average annual production growth rate of 6% as stated in the Comprehensive African Agricultural Development Program (CAADP) and by the World Bank's emphasis on the importance of agriculture for African poverty alleviation in its 2008 World Development Report. Important efforts underway to improve Africa's agricultural productivity and share of global agricultural and food trade must be sustained so as to close the gap that exists between Africa and other regions of the world.

Agriculture plays a crucial role in the COMESA region: it accounts for more than 32% of GDP, provides a livelihood to some 80% of the region's labor force and accounts for some 65% of foreign exchange earnings. While there are several important ways to promote the agricultural sector, this seminar will focus on two key issues:

1. the need for an increased capacity to engage in local, regional and global markets *and*
2. targeted efforts to address supply-side constraints that limit the benefits provided by new market opportunities.

Workshop Participants

This international workshop will bring together key stakeholders from the COMESA region, other parts of Africa, other countries and international organizations:

1. African farm association leaders and farmers;
2. Small and medium sized entrepreneurial firms from Africa's agri-food sector;
3. Representatives of African regional economic groupings;
4. African national policy makers;
5. Multinational agribusiness and retail executives;
6. Agricultural trade experts and farm leaders from Argentina, Brazil, China, Europe, India, the Philippines, and US;
7. Government representatives from outside of Africa;
8. Representatives of multilateral trade and development agencies, donor governments and international development foundations.

Workshop Goals

1. Participants will arrive at key recommendations on trade policy options and trade negotiations (regional trade; Doha Round; Economic Partnership Agreements; future of AGOA; South-South trade);
2. Participants will define and prioritize supply constraints and improve coordination amongst themselves to meet shared goals (improved infrastructure; a sounder policy framework; mutually beneficial and economically important relations among the supply chain; and more opportunities at the farm level). Discussion will also focus on how best to implement the WTO "Aid for Trade" initiative and CAADP's Pillar II which seeks to improve infrastructure and trade related capacities for market access.
3. Build relationships for a continued dialogue on strengthening and widening market access and overcoming supply side constraints in the COMESA region and seek to hold similar workshops in other African regions.

We would like to thank The Dutch Government of Foreign Affairs, The United States Agency for International Development (USAID), ABSA Bank, and the EC Delegation for their generous support.

Annotated Agenda

JUNE 4, 2007 (MONDAY)

08h00-8h30 **Registration**

08h30-9h15 **WELCOME AND LIGHT ENTERTAINMENT**

09h15-10h15 **OFFICIAL OPENING AND KEYNOTE ADDRESS**

- *Mr. Piet Bukman, IPC Chairman*
- *Mr. Erastus Mwencha, COMESA Secretary General*

KEYNOTE SPEECH

- *Honorable B. D. S. Kapita, MP, Zambian Minister of Agriculture and Cooperatives*
- *Honorable Mutati, MP, Zambian Minister of Commerce, Trade and Industry*

PERSPECTIVES FROM OTHER COMESA COUNTRIES

- *Honorable Bintony S. B. Kutsaira, Minister of Agriculture for the Republic of Malawi*
- *Honorable Hilary Onek, Ugandan Minister of Agriculture, Animal Industries, and Fisheries*
- *Honorable Anastase Mureki, Minister of Agriculture and Animal Resources for Republic of Rwanda*

STRENGTHENING AND WIDENING MARKETS

10h30-11h45 PANEL 1- EXPERIENCES WITH AND PERSPECTIVES ON REGIONAL INTEGRATION

Moderator- Mr. Piet Bukman, IPC Chairman (confirmed)

Regional integration has long been seen as an important strategy for widening markets and creating economies of scale, also within the COMESA region. The establishment of harmonized policies and systems increases trade flows across the region and promotes regional food security.

- ✓ How well are integration efforts working in the COMESA and SADC regions? What are the major constraints?
- ✓ What are the key ingredients/drivers of an effective regional integration?
- ✓ What is the role of the RECs, the national governments and the private sector?

Speakers-

“Strengthening COMESA’s Role in Facilitating Agricultural Trade in East and South Africa”

- *Mr. Erastus Mwencha, COMESA Secretary General (confirmed)*

“Increasing Food Security and Economic Development within Regional Trading Blocs: The Example of the East African Grain Trade”

- *Mr. Steve Collins, East Africa Grain Council, ACIDI-VOCA (confirmed)*

“Building Analytical Capacity for Regional Development”

- *Dr. Paul Jourdan, CEO of Mintek (confirmed)*

11h45-13h00 PANEL 2- OPPORTUNITIES FOR AFRICAN COUNTRIES FROM THE MULTILATERAL TRADE NEGOTIATIONS

Moderator- Dr. Michel Petit, Professor, Institut Agronomique Méditerranéen, Montpellier, and Former Director of Rural Development, World Bank (confirmed)

Africa has a lot at stake in the Doha Negotiations. A substantial reduction of trade distorting domestic support and an elimination of export subsidies in developed countries is to be welcomed as is improved market access to the markets of developed and developing countries alike.

- ✓ How are African voices being heard in Geneva and other capitals where negotiations are taking place? How well are Africa’s interests met by aligning themselves with LDCs, through a single African voice such as the A.U./African Group? What is the role of regional economic communities such as COMESA in these negotiations and how does it interact with national governments and stakeholders?
- ✓ How can producers be better informed about multilateral negotiations and influence and prioritize negotiating positions?

Speakers-

“African Farm Leader/Private Sector Perspectives”

- *Mr. Philip Kiriro, President of the Eastern African Farmers Federation (confirmed)*
- *Ms. Dorothy Tembo, Director of Foreign Trade, Zambian Trade Ministry (confirmed)*

“Communicating Farmers’ Priorities; Experience from the Philippines”

- *Mr. Raul Montemayor, IPC Member, President of the Federation of Free Farmers Cooperatives (confirmed)*

14h15-15h45 PANEL 3- STATUS OF THE EU-ACP ECONOMIC PARTNERSHIP AGREEMENTS

Moderator- Ms. Charlotte Hebebrand, IPC Chief Executive (confirmed)

EU-ACP trade relations are undergoing a fundamental transition from a system of non-reciprocal trade preferences to one geared towards greater reciprocity. The motivation stems from a desire to be WTO compliant but also from the less than impressive results of unilateral trade preferences. EPA negotiations began in 2002 and are supposed to be concluded by the end of this year. The EU is negotiating with a Southern African EPA grouping (Angola, Botswana, Lesotho, Mozambique, Namibia, Swaziland, Tanzania) and an Eastern and Southern African EPA grouping (Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Malawi, Mauritius, Madagascar, Rwanda, Seychelles, Sudan, Uganda, Zambia, Zimbabwe), for which SADC and COMESA are the respective negotiating partners.

- ✓ What are the key areas of consensus and non-consensus in the EPA negotiations with these two groupings?
- ✓ How serious is the problem of overlapping membership in regional organizations and how can this be overcome?
- ✓ What are the key opportunities and risks for agricultural producers in the region in these negotiations and how well are their concerns and interests being communicated?

Speakers-

“Status of the EPAs”

- *Dr. Moses Tekere, Chief Technical Advisor on EPA for COMESA (confirmed)*

“Status of the EPAs”

- *SADC speaker (invited)*

“The EU-EPAs and African Trade and Development: What Next?”

- *Mr. Peter Thompson, Director of DG Trade, European Commission (confirmed)*

“Perspectives of African Farmers and Agribusiness Producers on the Prospects and Impacts of EPAs”

- *Mr. Ajay Vashee, IPC Member, President of the Southern African Confederation of Agricultural Unions (confirmed)*

15h45-17h00 PANEL 4- EXPERIENCE UNDER AND FUTURE OF AGOA

Moderator- Dr. Siphwe Mkhize, Minister Counselor of Agriculture, Embassy of South Africa (confirmed)

The African Growth and Opportunity Act, a set of unilateral trade preferences extended by the US towards individual African countries, was enacted in 2000 and will expire in 2012 and discussions are already underway in the US Congress on how it should be extended and amended.

- ✓ What is the track record for promoting African agricultural exports to the US under AGOA? What are the critical barriers in the region and what should be done to overcome them?
- ✓ What are Africa’s concerns about the future of AGOA and what should be done to enhance its benefits, especially to African agriculture?
- ✓ Which of these elements should be introduced in future AGOA legislation(s)? How can countries that are not benefiting from AGOA be assisted?

Speakers-

“Taking AGOA to the Next Level: What are the Strategic Opportunities for Africa”

- *Dr. Julie Howard, Executive Director, Partnership to Cut Hunger and Poverty in Africa (confirmed)*

“What Does it Take to Implement AGOA in the Field: Experience and Challenges in the South Africa Trade Hub?”

- *Ms. Amanda Hilligas, AGOA Advisor, Southern Africa Global Competitiveness Hub (confirmed)*

“Perspectives of African Farmers and Agribusiness Producers on the Prospects and Impacts of AGOA”

- *Mr. Luke Mbewe, Zambian Export Growers Association (confirmed)*

17h15-18h30 PANEL 5- SOUTH- SOUTH TRADE

Moderator- Dr. Cris Muyunda, Agricultural Advisor, COMESA (confirmed)

Trade among developing countries is expanding at a far greater rate than trade between developing and developed countries, but more can be done to encourage this trend by addressing both trade and non-tariff barriers. This panel will examine Africa’s trade with other developing countries outside the continent.



- ✓ What has been Africa's strategy and experience? What are the major changes in trade trends over the past 10-15 years?
- ✓ Whereas burgeoning investment and trade ties with China and India are mostly focused on energy and minerals, what is happening on the agricultural side? How development-friendly are these ties and investments?

Speakers-

“Africa's Voice: How Can Africa Benefit More from New Opportunities in China, India and Elsewhere”

- *Professor Oliver Saasa (confirmed)*

“Experiences of Regional Integration in Latin America”

- *Mr. Marcelo Regunaga, IPC Member, Professor, Universidad de Buenos Aires and Universidad de San Andres; former Minister of Agriculture (confirmed)*
- *Professor Francis Matambalya, University of Dar es Salaam, Tanzania (confirmed)*

18h30-19h30 PANEL 6- NEW MARKET OPPORTUNITY?

Moderator- Dr. Joachim von Braun, Director General, IFPRI (confirmed)

In their efforts to strengthen and widen markets, African countries also need to identify new markets in which they have a competitive advantage. Biofuels are a new and rapidly expanding sector; does it make sense for African countries to invest in this industry?

- ✓ What is needed to develop a thriving biofuels industry and does the COMESA region have what it takes? Who are the principal fore-runners in Africa on this technology, and where are they getting their assistance from? How can such assistance be enhanced?
- ✓ How viable are biofuels as a way of providing a new market and energy source on a local level? On a national and regional level?
- ✓ What are the potential impacts of the biofuel industry to food security, commodity trading and food aid ---as the industry grows in the West; and if expansion occurs in Africa?
- ✓ Are there export opportunities for Africa created by this industry?

Speakers-

“Feasibility of biofuels in Southern Africa”

- *Mr. Andrew Makenete, IPC Member, ABSA Bank and Southern African Biofuels Association (confirmed)*

“Possibilities for biofuels in Zambia”

- *Dr. Kalaluka Munyinda, Stockholm Environment Institute/CEEEZ (invited)*
- *Mr. Remi Burdairon, Chief Executive Officer, Louis Dreyfus, Africa (confirmed)*

JUNE 5, 2007 (TUESDAY)

OVERCOMING SUPPLY SIDE CONSTRAINTS

Improved Markets are not a panacea for increasing economic growth and alleviating poverty in Africa. It is widely recognized that supply side constraints can negate gains in market access and a number of initiatives are underway to address these. What is really meant by supply side constraints and how can they best be tackled in a coordinated fashion? How will Pillar II of CAADP be implemented to improve infrastructure and trade related capacities for market access? How will Aid for Trade be implemented in the COMESA region? How might the new Alliance for a Green Revolution address supply side constraints? What are the priorities of the private sector and how well do they communicate with policymakers? What is the scope for cooperation among these different players?

8h00-9h30 PANEL 7- PHYSICAL INFRASTRUCTURE

Moderator- Ms. Marcia Wiss, Partner at Hogan & Hartson LLP (confirmed)

Probably no other issue has greater effect on the ability of the average developing country farmer to profitably market their produce, than the availability of effective routes and transport links to markets. Increased agricultural productivity is meaningless unless producers can channel their products into the market, which requires a sound storage and transport (road, railways, waterways) infrastructure at the local, national and regional level, and maintenance of such infrastructure.

- ✓ What are the transport corridors in the COMESA region, and where do they need to be improved?
- ✓ How should projects be prioritized?
- ✓ What is the role of investors in the region and how can more investment in infrastructure be facilitated?

Speakers-

“How will CAADP implement its mandate to improve infrastructure and trade related capacities for market access (Pillar II)”

- *Professor Richard Mkandawire, NEPAD Agricultural Advisor (confirmed)*
- *Mr. Baba Dioum, General Coordinator, Conference of Ministers of Agriculture of West and Central Africa (confirmed)*

“Who sets the priorities?”

- *Mr. Mike Taylor, Partnership to Cut Hunger and Poverty in Africa (confirmed)*

“What is required for attracting greater investment and what role can investors play?”

- *Mr. Hans Joehr, IPC Member, Corporate Head of Agriculture, Nestle (confirmed)*

9h30-11h00 PANEL 8- DOMESTIC AND REGIONAL POLICIES

Moderator- Dr. Cris Muyunda, Agricultural Advisor, COMESA (confirmed)

Since agriculture is the engine for economic growth in the COMESA region, it is vital to have a policy framework which supports the agricultural sector. COMESA’s strategic approach is to put in place harmonized policies, systems, regulations and procedures so as to create a conducive, transparent and facilitative environments for trade with forward and backward linkages from the farmer to the market.

- ✓ How is such an approach being implemented by governments in the region?
- ✓ How does the private sector express its priorities? What are the potential avenues for enhancing private sector participation in policy development?
- ✓ What kinds of policies are necessary for attracting greater levels of public and private investments into agriculture?

Speakers-

“Policies required for regional commodity exchange programs”

- *Mr. Ian Goggin, Manager of the Zimbabwe Agricultural Commodity Exchange (ZIMACE) (confirmed)*

“Making the Agricultural Sector a Priority”

- *Dr. Robert Thompson, IPC Member, Agricultural Policy Chair at University of Illinois; Former Director Rural Development, World Bank (confirmed)*

- *Dr. Jones Govereh, research fellow, Food Security Research Project (confirmed)*

“Zambian private sector”

- *Mr. Songwayo Zyambo, Executive Director of Zambian National Farmers Union (confirmed)*

11h15-12h45 PANEL 9- EXAMINING THE VALUE CHAIN

Moderator- Ms. Anne Mbaabu, the Executive Director of the new East Africa Grains Conference (confirmed)

Whereas agrifood businesses undoubtedly create employment opportunities and income, the way in which profits are broken down along the supply chain beginning at the producer and supplier level and ending with the distribution and retail level, is what determines their impact on poverty alleviation.

- ✓ How can farmers, in particular smallholders, be effectively linked to the production chain?
- ✓ How can different parts of the value chain generate or be adjusted and/or removed so as to generate greater employment and income?

Speakers-

“Linking Farmers to Markets: Prospects and Challenges Learned from NASFAM”

- *Mr. Dyborn Chibonga, CEO of National Smallholder Farmers' Association of Malawi (confirmed)*

“Sustainability and Good Business”

- *Mr. Richard Morgan, Corporate Relations and Communications Director, Unilever (confirmed)*

- *Mr. Thomas Hobgood, Senior Agricultural Economist, USAID (confirmed)*

- *Ms. Anne Mbaabu, the Executive Director of the new East Africa Grains Conference (confirmed)*

14h00-15h00 PANEL 10- OVERCOMING FARM LEVEL CONSTRAINTS

Moderator- Daniel D. Karanja, Senior Fellow, The Partnership to Cut Hunger and Poverty in Africa (confirmed)

In spite of many years of research, extension and input/product marketing efforts, African farmers and agro-processors still face considerable constraints at the farm and local levels that hinder their progress to expand their productivity and trade.

- ✓ What are the major supply-side constraints facing farmers/processors in the COMESA region (cite sub-sector examples)?
- ✓ What are governments, local/external private sector, donors and civil society doing to alleviate these constraints? What more needs to be done that is not being done right now to accelerate the alleviation of these constraints? Giving case examples, outline who should do what, when and with whom.

Speakers-

“African farm leader perspective”

- *Mr. Chebet Maikut, President of the Uganda National Farmers Union (confirmed)*
- *Dr. Amit H. Roy, President of the International Center for Soil Fertility and Agricultural Development (IFDC) (confirmed)*
- *Mr. Kinyua Mbijjewe, Corporate Affairs Director for Monsanto (confirmed)*
- *Mr. Jeff Stein, Chairman, African Organic Food & Fiber Initiative (confirmed)*

15h00-17h00 **PANEL 11- CONCLUSIONS AND RECOMMENDATIONS**

Moderator- Ms. M. Ann Tutwiler, Managing Director for Trade and Development, Hewlett Foundation (confirmed)

- ✓ How can the African private sector be more involved in policy making and setting of trade negotiating objectives, both nationally and regionally?
- ✓ How can Africa’s position in regional and global agricultural trade negotiations be strengthened?
- ✓ How can Africa’s trading partners’ policies be of greater benefit to African producers?
- ✓ What is the correct framework for collaboration among the private sector, policymakers, NGOs, donors and foundations for widening and strengthening markets and for prioritizing and tackling supply constraints?

Speakers-

- *Mr. Erastus Mwencha, COMESA Secretary General (confirmed)*
- *Mr. Joshua Setipa, Counsellor, WTO (confirmed)*
- *Mr. Lutz Goedde, Senior Program Officer, Global Development, Gates Foundation (confirmed)*
- *Mr. Ajay Vashee, IPC Member, President of the Southern African Confederation on Agricultural Union (confirmed)*
- *Mr. Christopher Kohlmeyer, Federal Ministry for Economic Cooperation and Development (BMZ); Chair of Global Donor Platform (confirmed)*

About IPC: The International Food & Agricultural Trade Policy Council (IPC) pursues pragmatic trade and development policies in food and agriculture to meet the world’s growing needs. IPC accomplishes its mission by convening influential policymakers, agribusiness executives, farm leaders, and academics from developed and developing countries to clarify complex issues, build consensus, and to advocate policies to decision-makers.

About COMESA: the Common Market for Eastern and Southern Africa is Africa’s largest economic grouping comprising 20 African member States with the key objective of promoting regional integration through trade and investment. A key area targeted for investment and development in the COMESA treaty is agriculture. In this regard, COMESA has fully embraced the vision of the African Union of addressing all constraints that hold back the competitiveness of the agricultural sector through the dedicated implementation of CAADP.

COMESA was established in 1994 with the main objectives of creating a Free Trade Area among member States (achieved in the year 2000); establishing a Common External Tariff among member States by the year 2008 and facilitating the removal of structural and institutional weaknesses of member States to enable them attain collective and sustained development.

About PCHPA: The Partnership to Cut Hunger and Poverty in Africa carries out independent, research-based advocacy to increase the level and effectiveness of U.S. investments in Africa’s agriculture and rural sectors and energizes African initiatives by connecting countries, regional organizations, associations, firms and individuals. Founded in 2001 by senior U.S. policymakers, four African Presidents, and key nonprofit, university and private sector leaders, the Partnership is a member-driven, innovative and field-savvy catalyst for analysis and reform of policies and programs affecting African agricultural development.