



**INTERNATIONAL WORKSHOP ON STRENGTHENING AND  
WIDENING MARKETS AND OVERCOMING SUPPLY SIDE  
CONSTRAINTS FOR AFRICAN AGRICULTURE**

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**DOMESTIC AND REGIONAL POLICIES – PRIVATE SECTOR  
PERSPECTIVE**

**BY**

**SONGOWAYO ZYAMBO  
EXECUTIVE DIRECTOR**

**ZAMBIA NATIONAL FARMERS' UNION**

# Who Is the Zambia National Farmers' Union?

- It is a Farmers' Organization more than 100 years old
- Since 3 years ago started representing the agri-businesses as well
- Therefore, representing the agricultural industry in Zambia
- Is a country-wide organization with more than 80% of membership being small-scale farmers
- Mission is primarily promotion and safeguarding of members' interests – advocacy and lobbying
- member of SACAU & IFAP

Given the background, the Presentation will be as follows: -

- 1) Private Sector understanding of the COMESA's Strategic approach
- 2) Status of Agriculture in the African Regional Economic Groupings
- 3) Challenges to effective private/public sector dialogue
- 4) Conclusion and Recommendations.

# PRIVATE SECTOR UNDERSTANDING OF THE COMESA'S STRATEGIC APPROACH

- COMESA has clearly indicated its intentions to meet the challenges of food security by designating agriculture as the major focus for increased competitiveness through improved productivity
- COMESA's strategy for achieving this is to:-
  - Expand Markets within the Region and Global Market
  - To increase adoption of technologies such as irrigation and disease control
- **To improve the policy environment for increased public and private investment in agriculture.**

# STATUS OF AGRICULTURE IN THE AFRICAN REGIONAL ECONOMIC GROUPINGS

- It is encouraging to note significant progress already made by:
  - COMESA
  - NEPAD
  - National Governments
- towards the goal of:-
  - improved food security
  - economic growth; and
  - poverty alleviation

# INDICATIONS OF PROGRESS MADE BY COMESA NEPAD AND NATIONAL GOVERNMENTS

- Resolution to increase allocations to agriculture to 10% of National Budgets
- There is wider recognition of the importance of agriculture as a cornerstone of food security and an engine for wealth creation and economic development.
- The Comprehensive African Agricultural Development Programme (CAADP) is an excellent programme with key pillars: -
  - i) Sustainable Land Management
  - ii) Improved Rural infrastructure
  - iii) Increase food supply
  - iv) Improved agricultural research and technology adoption

# PROGRESS MADE BY COMESA, NEPAD AND NATIONAL GOVERNMENTS IS A POSITIVE START

- However, it still leaves areas that require further improvement. For relevance and acceptability of policy interventions, the following factors are critical: -
  - 1) Farmers and Agri-businesses must be included as key components of the policy formulation process as well as in the implementation of those policies.

## Key Questions

- What constitutes the 10% of the National budget?
- Is the allocation in line with the CAADP framework?
- Are there mechanisms in place to ensure and measure progress in the implementation of the CAADP by member states – Accountability?

# PROGRESS MADE BY COMESA NEPAD AND NATIONAL GOVERNMENTS IS A POSITIVE START cont'd..

- 2) Private Sector are more acutely aware of their constraints and feasibility of achieving long-term benefits from policy interventions than the planners.
- 3) Once effectively consulted, the private sector gains a sense of ownership in the outcome and works towards the effective application of policy interventions.
- 4) The farmers and agri-businesses have a clear perception of threats and opportunities to be derived from regional trade agreements.
- 5) Farmers and agri-businesses are acutely aware of constraints imposed on investment in agriculture from unfair competition.

# CHALLENGES TO EFFECTIVE PRIVATE/PUBLIC SECTOR DIALOGUE

- 1) No reliable, credible and efficient information system and communication strategy that captures all stakeholders

This is the primary and root cause of the following: -

- Arbitrary, unilateral, unpredictable and non-consultative decisions by National Governments and Regional Economic Groupings. (Political interference)
  - Reactionary as opposed to pro-active action by National Governments.
  - Excessive Bureaucracy
  - Window Dressing Consultation
  - Slow or completely no implementation of private/public jointly agreed plans or actions.
  - Over stretched private sector
  - Government and Regional Economic Groupings have a tendency of consulting bodies with no constituencies
- 2) Uncordination among the private sector resulting into sending mixed signals to authorities. No consensus building mechanisms.
  - 3) Low private sector capacity to engage Governments and their own members.
  - 4) Sustainability of Business associations/FOs is an issue

# WHICH WAY FORWARD?

- There is an urgent need to review the existing national and regional information gathering, processing and dissemination systems.
- Mechanisms to develop private sector consensus building at regional and national levels need to be enhanced. Farmers and the Agribusinesses need to be under one umbrella.
- Capacity Building programmes for FOs/Business associations must focus more on improving capacity to engage members, National Governments and Regional Groupings
- Government and RECs need capacity building on how to engage the private sector.
- The private sector associations/FOs sustainability needs to be addressed.

# AN EXCELLENT OPPORTUNITY EXISTS – THE CAADP PROCESS

## ■ Regional Compacts

- Step 1 : REC Focal Point
- Step 2 : Identification of Key players
- Step 3 : Establishment of Regional Reference Group
- Step 4 : Establishment of pillar specific reference groups
- Step 5 : Finalize Regional Compacts

# AN EXCELLENT OPPORTUNITY EXISTS – THE CAADP PROCESS cont'd

## ■ National Compacts

- Step 1 : Appointment of CAADP focal person by Minister of Agriculture
  - Step 2 : Establishment of National Working Group
  - Step 3 : Develop Terms of Reference for the country process (for consultants who are going to do the stock taking - They will analyze policies developed in the country and all existing programmes and projects.
  - Step 4 : Presentation by Consultant to Working Group.
  - Step 5 : Country Roundtable discussions of Consultant's findings.
  - Step 6 : Roundtable agrees on National Compact which is an agreement outlining the country strategies and action plan.
  - Step 7 : Development Partners, GRZ and Private Sector signs.
  - Step 8 : Minister introduces subject to Cabinet
  - Step 9 : Implementation
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- **18th – 19th April, 2007 FARMER ORGANIZATION – CAADP CONSULTATION WORKSHOP**

**THANK YOU!**