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

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

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
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..*

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

- **18th – 19th April, 2007 FARMER ORGANIZATION – CAADP CONSULTATION WORKSHOP**
THANK YOU!