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ALL ACP AGRICULTURAL COMMODITIES PROGRAMME

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LIST OF ACRONYMS AND ABBREVIATIONS

AAACP	All ACP Agricultural Commodities Programme
ACA	Association Cotonnière Africaine
ACE	Agricultural Commodity Exchanges
ACP	African, Caribbean, Pacific
ACTIF	African Cotton & Textile Industries Federation
AProCA	Association des Producteurs de Coton Africains
BIS	Baseline Information Screening
CFC	the Common Fund for Commodities
COMESA	Common Market for Eastern and Southern Africa
COS-Coton	Comité d'Orientation et de Suivi pour le partenariat EU-Afrique sur le coton
CRM	Commodity Risk Management
CU	Coordination Unit
ESA	East and Southern Africa
EC	the European Commission
EU	the European Union
FAO	the Food and Agriculture Organisation
F&V	Fruits and Vegetables
GAP	Good Agricultural Practices
GWP	Global Work Plan
IAM	Inter-Agency Mechanism
IO	International Organisation



IPM	Integrated Pest Management
ITC	the International Trade Centre
KOW	Kick-Off Workshop
MIS	Market Information System
MTR	Mid Term Review
NCCS	National Commodity Chain Stakeholders
PSC	Programme Steering Committee
RWP	Regional Work Plan
R&T	Roots and Tubers
SADC	Southern African Development Community
SC	Steering Committee
SCP	Sustainability Claim Portal
SDN	Agriculture and Rural Development Sustainable Development Network
TOS	Trade Opportunity Scan
UEMOA	Union Economique et Monétaire Ouest Africaine
UNCTAD	the United Nations Conference on Trade and Development
WB	the World Bank
WRS	Warehouse Receipt System



PART 1

GENERAL PROGRAMME OUTLINE



1. Origins of the programme

The « All ACP Agricultural Commodities Programme » (AAACP) was launched in September 2007. It has its roots in the *EU Action Plan on Agricultural Commodities, Dependence and Poverty (COM (2004) 89)* and the *EU-Africa Partnership for Cotton Sector Development (COM (2004) 87)*.

The *Partnership* is the outcome of the Paris Forum of July 2004. It is the EU's response to the severe crisis besetting African cotton producers partly as a result of adverse international conditions that have been affecting the sector for over a decade, and to the concerns voiced in this regard under the "Cotton Initiative".

The *Action Plan on Agricultural Commodities, Dependence and Poverty* has been proposed in early 2004 by the EU to help commodity-dependent ACP countries address the challenges stemming from the declining trend in commodity prices.

The European Union has provided a budget of 45 million euros for the programme which will end in December 2011. Of this amount, one third is earmarked in support of the cotton component.

2. Objectives

The overall objective of the programme is to reduce poverty in ACP countries

- by increasing the revenue of traditional and non-traditional commodity producers, and
- by increasing the resilience of countries and producers with regards to the volatility of commodity prices



More specifically, the programme expects to achieve four results to the benefit of chain stakeholders:

- Commodity Chain Stakeholders in ACP countries/regions have the capacity to develop, adapt and implement effective and sustainable commodity strategies and action plans (Result 1 – R1)
- Access to as well as use of markets, production factors and support services are improved (Result 2 – R2)
- Stakeholders are introduced to the use of market-based risk management instruments and recourse to such instruments is increased (Result 3 – R3)
- Effective use is made of the expertise, complementarities and synergies of the five partner international organisations, namely: CFC, FAO, ITC, UNCTAD and the World Bank (Result 4 – R4)

Consequently,

- Commodity value chain stakeholders of beneficiary countries will be more productive and more competitive
 - They will be better organised and structured, and will operate within a strengthened institutional framework
 - Vertical integration will be enhanced, in particular between producers and processors/exporters
 - Stakeholders will be equipped to explore new market opportunities and to position themselves on new markets
 - Diversification of operations can be envisaged and implemented
 - The use of market-based risk management tools will increase
 - Implementing agencies will coordinate their interventions for greater coherence and impact, and capitalise on synergies and value-addition resulting from joint and/or complementary interventions.



3. Approach

The premise of the AAACP is that the participatory development of sectoral strategies is a prerequisite to ensure the long-term viability and sustainability of commodity chains in ACP countries. Once such strategies are formulated, they must be translated into concrete activities aimed at their implementation. They must be aligned onto the national or regional policies of beneficiary countries/regions, or come in support of strategies that already exist or are being developed at these two levels.

The programme has enlisted the expertise of the five international organisations to help ACP countries/regions develop and implement such strategies because they have proven track records in the commodity field. The programme will thus harness their competencies and complementarities to build synergies that benefit ACP stakeholders.

The selection of priority beneficiary sectors and of activities has been undertaken through structured consultations with ACP stakeholders, including a series of « Kick-off workshops » (KOWs) and a mid-term review (MTR) workshop. The programme will thus support interventions across a range of countries, products and sectors.

This ambitious scope calls for a streamlined and rigorous focus, as underlined by the MTR undertaken earlier in 2009. The MTR workshop was used to enable stakeholders to confirm a restricted number of priority sectors for each ACP region. Thus, the Pacific region has chosen to give priority to the fruits and vegetables sector, while the Caribbean elected to have the programme support food crop production. Central Africa has designated coffee and roots and tubers (cassava and plantain) instead. Western Africa identified cereals and roots and tubers as priority sectors, in addition to cotton. Finally, the eastern and southern Africa regions proposed that programme interventions in the combined regions focus on cassava, coffee as well as horticultural products. The cotton sector of all three African regions will also benefit from support.



Programme Steering Committee

The programme is overseen by a Steering Committee tasked with ensuring its smooth implementation and with providing strategic guidance and impulse. The Programme Steering Committee (PSC) can introduce amendments which it deems necessary for the satisfactory implementation of the programme. It also approves the programme work plans.

The PSC is made up of seven executive members : three representatives of the ACP Secretariat, three representatives of the European Commission, and one representative of the *Comité d'orientation et de suivi coton* (COS-Coton). The PSC also includes a number of observers, notably from partner international organisations and representatives of ACP regions.

In meeting its mandate, the PSC benefits from the support of a Coordination Unit (CU). The CU acts as its secretariat and that of the COS. The CU facilitates and coordinates programme activities, ensuring that they are in coherence and in line with set objectives.

3.1. A programme anchored in stakeholder participation

The two seminal documents which underpin the AAACP were the outcomes of intensive consultations, including between the EC and the ACP group of states. In line with current development thinking, stakeholder involvement and participation is a corner stone and characteristic feature of the AAACP itself. Stakeholder participation permeates all stages of the programme cycle.

As already outlined, programme priorities and activities are identified with the participation of beneficiaries, notably through "KOWs", within the framework set by programme TORs. ACP stakeholders from different parts of value chains retained for support following "Trade Opportunity Scans"¹ took part in five

¹ The TOS is a major input in the selection process. It involves assessing some 40 broad agricultural product sectors per region according to their potential for growth. This methodology is based on a combination of indicators relative to i) current production, ii) export performance, iii) import dependency and iv) world market



regional KOWs; many more joined in the deepening of consultations at bilateral levels with the implementing agencies. Stakeholders were similarly involved in the identification of Tranche II activities through a Mid-Term Review Workshop.

Implementation of activities also relies heavily on stakeholder participation, notably in the area of strategy development which includes the setting up of national or regional commodity stakeholder teams. These teams are tasked with bringing inputs to the strategy formulation process, and are called upon to identify the sector's problems as well as possible solutions and appropriate follow-up. Stakeholders are similarly involved in other activities being implemented or planned under the AAACP, albeit in different ways (e.g. Training of trainers) and often through existing structures such as farmers organisations.

To further ensure stakeholder involvement in and ownership of the AAACP, regional Focal Points are being appointed within ACP regions. This deepening of relations between the programme and regional stakeholders follows on a major recommendation of the AAACP mid-term review. The regional Focal Points will participate in following up programme implementation in their respective regions, and contribute to information exchange and dissemination of experiences and lessons learnt. They are thus seen as the interface between the programme and the ACP regions. Similar mechanisms are being examined by the COS in the context of the "decentralisation" recommended by the MTR of the Cotton Partnership.

3.2. Complementarity among IOs

The programme has introduced an innovative approach which consists in bringing together five major international organisations already active in the commodity field and in developing countries. They have specific areas of expertise and knowledge-base which complement each other to the benefit of the ACP stakeholders.

trends. A restricted number of "promising sectors" are then examined during the KOWs. Results of these analyses can be downloaded from the programme website: www.euacpcommodities.eu



Collaborative actions and exchange of information are thus developed under the programme umbrella, notably during the Inter Agency Mechanism meetings convened by the CU, resulting in joint or complementary activities in the field. This approach allows the expertise and know-how of each organisation to be pooled into a unique blend. The programme is thus also an opportunity for IOs to show their disposition and ability to collaborate with each other and to coordinate their inputs and develop synergies in the spirit of the *Paris Declaration on Aid Effectiveness*. The foregoing calls for flexibility and openness to the methodologies used by partner organisations. In effect, the programme is a real test as to the feasibility of translating the *Paris Declaration* in concrete development cooperation action.

In the field, activities are typically implemented under the leadership of one of the IOS, with others playing a supportive role. The lead IO enlists the collaboration of one or more international partners (as well as a number of local partners) depending on the nature of the interventions approved by the PSC. IOs have been ascribed specific areas of responsibility under the programme, in line with their comparative advantage. An indicative division of labour can be summarised as follows:

- FAO : agricultural practices and productivity enhancement, institutional strengthening, farmer organization management, business models and risk management;
- ITC: participatory formulation of sectoral strategies and action plans, market development;
- UNCTAD: Market information Systems, Commodity Exchanges, Warehouse Receipt Systems and Supply Chain Finance, Sustainability Claims Portal;
- World Bank: Agricultural diversification, quality and productivity enhancement, market-based risk management;
- CFC : quality issues, classification and certification.



3.3. Eligibility to programme support

While all ACP countries are eligible to programme support, priority beneficiaries are defined as countries that are “highly dependent on a small number of agricultural products (...) and whose dependence affects a large number of poor people”. Moreover, sectors already covered by other dedicated EU-funded programmes (e.g. sugar, banana, forestry) are not eligible to Programme support.

4. The cotton sector

The cotton sector is specifically addressed by the programme which has ring-fenced an amount of 15 millions euros – a third of the total funds- to contribute to the implementation of the *EU-Africa Partnership for Cotton*. The cotton component is overseen by the « *Comité d’orientation et de suivi coton (COS-Coton)* ». The Cos was set up in 2004 as part of the launch of the *Partnership*. Its mandate is to oversee and coordinate activities undertaken in the context of the *Partnership*. Currently chaired by H.E. the Ambassador of Burkina Faso, the COS has 11 members representing five different groups of stakeholders: ACP cotton-producing states, the EC (DG Development et EuropeAid) as well as a representative of EU Member States, African regional organisations (represented by UEMOA/WAEMU), the joint ACP-EU institutions (CDE and CTA), the ACP cotton private sector (with AProCA representing producers, ACA standing for ginner, and ACTIF for local processors).



PART 2

DESCRIPTION OF MAIN INTERVENTIONS BY REGION AND SECTOR



INTRODUCTION

This Global Work Plan is divided in five regions: Pacific; Caribbean; Central Africa; West Africa; and East & Southern Africa. It includes all activities (completed, ongoing and forthcoming) which have been approved for implementation over the period September 2007 to end of 2011. However, the narrative part of this GWP refers mainly to activities in sectors identified as priority sectors by ACP stakeholders. Consequently, it is NOT an exhaustive account of ALL interventions funded or co-funded under the AAACP².

On the other hand, the list attached in Part 4 is a comprehensive and exhaustive list of such interventions³. It has been drawn up following regional consultations with all stakeholders concerned, where priority needs were discussed and sectors of development focus, identified. These main sectors of development focus, characterized by key commodities or groups of commodities (like "Food Crops", "Tree Crops", etc.) were narrowed down during the Mid Term Review workshop. This took place in Brussels in May 2009, in a context of focusing programme support on fewer sectors and commodities, in view of maximizing the coherence and impact of the programme.

The selection process favoured activities that are expected to contribute significantly to poverty alleviation, in line with programme objectives. Moreover, as the AAACP will also be assessed for its demonstration value, activities which can be replicated in other countries of a given region, if not across the ACP, have attracted special consideration. Last, but not least, activities which involve joint or complementary action by implementing agencies, have been preferred to "stand-alone" proposals.

² Stand-alone activities, or central level activities related to cross regional activities such as UNCTAD's InfoComm e-Portal (*1.ACP.CO2*) and the Sustainability Claims Portal (*1.ACP.CO1*) are not included in this narrative.

³ A separate document contains all activity fiches sorted by IO and by region, presenting information such as background, objectives, implementation approach, institutional strengthening, linkage partners, monitoring milestones, and contractual arrangements. All activities have been referenced with a unique Identification Code, included in column "ID No" of the activity list presented in part 4 of this document.



Within the respective regions and sectors, interventions themselves have been defined following the same logic of complementarity and coherence, in particular in regards to result areas defined by the programme. As such, a strong relationship exist between the strategies and action plans defined under the programme, which constitute result 1 (or R1), and interventions which are being implemented as a response to these strategies, in relation to improvement of access to markets, production factors or services (under result area 2 – R2) or the support to the development of market-based commodity price and weather risk management instruments (under result area 3 – R3).

R2 and R3 actually cover a range of activities. Thus R2 actions include capacity-building and institutional strengthening, the functioning of markets and agriculture-related services, market development, vertical integration or diversification (of products and of markets). Besides raising awareness about market-based risk management tools, R3 also aims at transferring capacity to implement such tools to the ACP regions.

In addition to funding of commodity-related technical assistance, the Work Plan includes financial support to “Focal Points” which are being established for the AAACP in all of the five Programme regions, and in the three African regions in the case of the *Cotton Partnership*. This follows the recommendation of the MTR of both the AAACP and the *Cotton Partnership* which called for closer involvement of the ACP regions and for mechanisms to enhance information flows.

With regard to the AAACP, the tasks devolved to the regional Focal Points include:

- Facilitating the provision of strategic guidance on policies, strategies and action plans at regional level, ensuring that AAACP interventions are in support of national/regional strategies/policies, and in coherence with other recent or ongoing development activities;
- Raising awareness about the AAACP and strengthening linkages with national institutions and beneficiaries in their region;
- Contributing to enhanced information flows, broad exchange of programme-related information, experiences and know-how, and to the dissemination of programme results.



With regard to the Cotton Partnership, the tasks include:

- Operationalising the decentralisation of the COS-Coton
- Overseeing and coordinating the implementation of a cotton sector strategy, as well as other interventions funded under the Partnership, including through the AAACP.
- Raising awareness about the EU-Africa Partnership on Cotton and strengthening linkages with national institutions and beneficiaries in the region;
- Contributing to enhanced information flows, broad exchange of cotton-related information, experiences and know-how, and to the dissemination of Partnership achievements;
- Improving dialogue at the regional and inter regional levels (organisation of workshops, networking, functioning of dialogue bodies)
- Identifying and appraising technical assistance needs of cotton value chains in the region

Modest sums have been approved by the PSC to co-fund regional organisations that have accepted to assume the responsibility of focal point and to undertake the above tasks. Such partnerships ⁴will start on 01/01/2010, for a period of two years.

⁴ One for each region, except in West Africa, where specific arrangements have been made in support to the COS decentralized unit, separately from the other sectors. Such interventions are referenced as follows (see part 4 of this document): 2.PAC.A02, 2.CAR.F03, 2.CEN.B04, 2.WST.A04, 2.WST.B05 and 2.ESA.B04



A. PACIFIC REGION

In this region, the main focus is on food security, with a majority of actions targeting the Fruits & Vegetables sector. These activities are being complemented with a series of cross-sectoral interventions aiming at reinforcing the capacities of the stakeholders in charge of that sector.

Programme Objectives in the Region

Support to the Pacific region, as outlined below, covers all three result areas of the AAACP. Programme intervention in the Pacific region will enhance the resilience of the F&V value chain to the vagaries that often affect small island states. This objective will be achieved by activities that equip chain actors with the capacity to formulate and adapt strategies for their sector (R1). Producer organisations will be strengthened and market operations will improve (R2), notably by addressing market imperfections such as asymmetrical information. Another objective which will be attained through programmed activities is the introduction of market-based risk management instruments in the region (R3).

By providing opportunities for IOs to work together (on strategy formulation and risk management, or in complementarity to each other), the Pacific region is a fertile ground for inter-IO collaboration and coordination. In other words, the programme also meets expected result 4 through its implementation in the Pacific.

A.1. Fruits & Vegetables

Given the region's goal of developing and reinforcing the fruits & vegetables sector, IOs are collaborating in the field to support value chain actors of the region (Fiji, Samoa, Vanuatu & Solomon Islands) in defining strategies to that end. Approved activities include value chain diagnosis, strategy development in terms of market & product development for both domestic, regional &



international markets (ITC *1.PAC.B01*, UNCTAD *1.PAC.C01* and FAO *1.PAC.A01/04/05/06*). These activities will be instrumental in helping the Pacific region achieve Result 1 (strategy development) which serves as basis for further support in Result areas 2 and 3.

Following strategy definition, IOs complement each other in implementing activities that address specific gaps identified. While ITC contributes to capacity-building of the sector targeting international market orientation, product and market development and trade support services (*1.PAC.B02*, *2.PAC.B02*), UNCTAD is setting up a pilot sub-regional market information system (*1.PAC.C02*) which can ultimately be extended to more countries in the region (*2.PAC.C01*) and adapt the Sustainability Claims Portal to the region (*1.PAC.C04*). Still as part of R2 activities, UNCTAD is working on Commodity Supply Chain Finance (*1.PAC.C03*) reviewing the legal and regulatory framework under which chain actors operate (*2.PAC.C02*). The FAO supports capacity building of producer organizations in Fiji, Samoa and Vanuatu (*1.PAC.A11/12*), focusing on improving their links with buyers. WB-SDN has carried out a design study to enhance fresh produce value chain and crop diversification in Papua New Guinea (*1.PAC.D02*).

A.2. Cross-Sectoral Activities

Building on needs established during strategy development for the F&V sector, FAO is undertaking a series of studies at national level on cross-sectoral issues which will therefore also benefit other crops. These relate to policy and institutional questions (*1.PAC.A03*). Training sessions will follow to improve the institutional and functional framework, which include understanding of standards and certification schemes (*1.PAC.A09*), support to organizational capacities (*1.PAC.A08*), etc.

FAO is also working in the area of finance and risk management (*1.PAC.A10*), complementing both UNCTAD and WB-CRM's contribution to Result 3. The three organisations are joining forces to identify requirements for supply chain finance and risk management instruments (*1.PAC.E01*), and to pilot finance mechanisms.



B. CARIBBEAN REGION

Similarly to the Pacific region, Caribbean region requested that the programme focus should be on food crops. Additionally, IOs were approached to develop opportunities arising from the potential of high quality coffees in the region.

Programme Objectives in the Region

Support to strategy development for food crops (F&V and roots & tubers) in Jamaica, and for nutmegs in Grenada serve as a demonstration to the region as to how such approaches can empower value chain actors to analyse the challenges besetting their sector and collectively devise solutions to priority problems identified. As such, these interventions are consistent with expected result one of the AAACP.

Building on the R1 interventions, IOs then complement each other in addressing specific issues and sectors. For example, CFC focuses on the production and commercialisation aspects of the roots and tubers value chain, while FAO addresses organizational and marketing capacities of farmer organizations and UNCTAD contributes to enhance market information and addresses standards and certification. The end result of these complementary interventions should move the region closer towards achieving R2.

R3 activities designed for the region seek to complement other programme support, notably for the coffee and F&V sectors, while also having cross-sectoral components.

A succinct description of the main sectors concerned follows here after.



B.1. Food Crops

The main objective of the support provided by the AAACP is to improve the access to markets for producers of food crops (fruits & vegetables and roots & tubers) in the Caribbean region. A series of interventions have been defined accordingly, aiming at developing market opportunities in the region, notably through linkages with the tourism sector. In this framework, the ITC is carrying out two major activities: preparation for sector strategy design and implementation for F&V in Jamaica and nutmeg and mace in Grenada (*1.CAR.B01*), and implementation thereof, in terms of capacity building, market and product development, and reinforcement of institutional framework (*2.CAR.B01*).

The FAO will build on ITC work through the implementation of business models for the commercialization of roots & tubers in Jamaica, Guyana, and St Vincent & Grenadines (*1.CAR.A05* & *1.CAR.A06*), and capacity building on standards and market certification schemes (*1.CAR.A07*).

UNCTAD is complementing the support in the area of information on prices and market intelligence with the creation of a sub-regional system (*1.CAR.C02*) and the strengthening of the Caribbean Sub-Regional Marketing Information Service (*2.CAR.C01*)

The improvement of marketing and production technologies for roots & tubers in Jamaica, Haiti and Trinidad & Tobago (*2.CAR.F01*), and the development of green-house production of vegetables and herbs (*2.CAR.F02*) are two activities that will benefit from sizeable budgets under the AAACP. Both activities are being implemented by the CFC and have a strong leverage effect given co-funding coming from external sources; these should also benefit from other interventions implemented by the ITC, FAO and UNCTAD down the value chain.



B.2. Other Crops

In Haiti, Dominican Republic and Jamaica, opportunities remain largely unexploited in the area of fine coffees. The WB-SDN is developing coffee-based production systems in Haiti (*1.CAR.D02*), and has established an information system for gourmet coffee in Dominican Republic (*1.CAR.D04*), whilst WB-CRMG is complementing the support in the area of price risk management in Jamaica, Haiti, Guyana and Grenada (*1.CAR.E02/03*).

B.3. Cross-Sectoral Activities

These activities aim at complementing the support provided to the main sectors outlined above in the area of commodity supply chain finance, Market Information Systems and commodity exchanges (UNCTAD *1.CAR.C03/04/05*); WB-CRMG development of market-based agriculture risk management, market-based responses to food price volatility (*1.CAR.E01*); regional workshop and training on tools and methodologies for value chain development (FAO).



C. CENTRAL AFRICA REGION

Central Africa decided to direct the support of the programme to two food crops which are particularly important in the region: plantain and cassava. Actions are also proposed to improve the output and quality of coffees (both Robusta and Arabica) produced in Cameroon, as well as in support of the cotton sector in the region.

Programme Objectives in the Region

Support to the Central Africa region spreads across the programme's result areas for three main sectors: cassava and plantain; coffee; and cotton.

Interventions in the cotton sector start with strategy development (ITC, and FAO), followed by R2 activities in support of strategy implementation (ITC). The ITC-led value chain diagnosis and strategy formulation for the coffee sector in Cameroon are used as building blocs for R2 interventions by other IOS as described below.

In the case of cassava & plantain, the starting point is an existing strategy. The attention therefore is on its implementation, with WB-SDN and FAO supporting processing and marketing respectively, thereby contributing to R2.

Programmed R3 activities, which will introduce risk management tools to the region through training activities, relate to the cotton and coffee sectors.

C.1. Plantain and Cassava

The importance of plantain and cassava in terms of staple foods in the entire Central Africa region has logically led the focus of the programme to be placed on these two major commodities. Properly managed, these crops improve the incomes of the producers, and contribute to the food security of the region. It also enhances intra-regional trade which is a contributing factor to regional integration. In Cameroon, which is the main producer of agriculture commodities



in the region, Roots & Tubers account for about 70% of the cultivated land, and 46% of staple food produced. More than 90% of smallholders, mainly women, are already trading part of their production.

A set of complementary interventions are being proposed by the WB, ITC and FAO, to cover a range of aspects related to these strategic value chains. In collaboration with other IOs, ITC will assist in strengthening the NCCS capacity to coordinate the implementation of outcomes of sector development strategies. They will also test and develop diversification options in product and market development, notably by identifying and evaluating regional and international market opportunities. (1.CEN.B03, 2.CEN.B01). FAO will support the development and implementation of inclusive business models for upstream actors, and the enhancement of cassava production (1.CEN.A04/A05, 2.CEN.A01). WB-SDN will come in support of the sector through technical assistance for the improvement of plantain and cassava marketing in Cameroon and Congo Republic (1.CEN.D01/04), and the promotion of cassava processing in Cameroon (2.CEN.D03).

C.2. Coffee

Coffee production in Central Africa has suffered a lot from continuous decline of world prices, discouraging many growers who turned to other commodities. In Cameroon, which is the main coffee producing country in the region, production is one third of that of the late eighties. The demand for coffee is now improving. The Government of Cameroon and the private sector have decided to revitalise the sector, in accordance with a strategy developed under the AAACP that is designed to address three main objectives:

- i. Revive productivity and production, and improve quality across the sector, and provide support to develop higher value speciality coffees (such as washed premium Arabica and Robusta) more consistently and in higher volumes;
- ii. Modernize and professionalise internal marketing chains; and
- iii. Expand export prospects with improved and more competitive products



Specific interventions are being proposed jointly by ITC and WB-SDN (2.CEN.B02/2.CEN.D01) to support public and private sector efforts in the above endeavours, notably with the installation of pilot community-based Central Processing Units; training activities in support of productivity and quality enhancement; improved marketing; and capacity building of support organizations. UNCTAD is complementing these efforts by proposing a Market Information System (1.CEN.C02), while also exploring Commodity Supply Chain Finance (1.CEN.C03) and the feasibility of an Agricultural Commodity Exchange (1.CEN.C04).

C.3. Cotton

Cotton has been confirmed as a strategic activity in Central Africa during the Mid Term Review workshop organized in May 2009. As in the case of West Africa, actions proposed to support this sector fall within the framework of the EU-Africa Partnership on Cotton which was agreed upon during the Paris forum in 2004, and the Action Plan resulting thereof.

Interventions in support of the cotton sector in Central Africa are being undertaken under the auspices of the ITC and are centered around the definition and implementation of strategies (1.CEN.B02). This undertaking provides an opportunity for all stakeholders to establish a dialogue and share their views on the issues, needs and possible responses.

The main objective of the actions proposed under the AAACP is to reinforce the capacities of these stakeholders to promote and trade their cotton. In this context, the following activities are being proposed (1.CEN.B04, 2.CEN.B03):

- Reinforce producer organisations and processors at national and regional level;
- Increase transparency of transactions; and
- Strengthen the link between producers and buyers, notably through South-South cooperation (e.g. with Asian countries)



C.4. Other Crops

Three other interventions are being implemented, to support Arabic Gum in Chad (*1.CEN.D05*), Oil Palm in Cameroon (*1.CEN.D02*) and Cereals in the region as a whole (*1.CEN.A02*).

C.5. Cross-Sectoral Activities

UNCTAD and WB-CRMG are primarily involved in supporting the agricultural sector as a whole, through Information Systems on Prices and Market Intelligence (*1.CEN.C01, 2.CEN.C01*), Sustainability Claims Portal (*1.CEN.C05*), Supply Chain Risk Assessment (*1.CEN.E01*) and Training & Education on Agricultural Risk Management (*1.CEN.E02*), respectively. FAO will organize training for farmer organizations to strengthen agribusiness capacities of producer organisations (*1.CEN.A03*).



D. WEST AFRICA REGION

Activities in West Africa focus on a range of food crops, reflecting the diversity of West African natural environment from arid zones to rain forests. Cotton represents also a key sector of development focus, often associated with cereals (sorghum, maize and rice).

Programme Objectives in the Region

In West Africa, agricultural producers and especially cotton growers are facing one of the most severe crisis of the last decades, with declining sales prices, combined with a dramatic increase in costs of inputs. And in a context of price volatility, food security is more than ever a key priority in the region.

The programme is trying to address these issues, by providing specific support to the sectors and producers who are severely affected by this deteriorating economic environment. The various IOs are joining their efforts to reinforce diversification options and strategic profiles (in terms of product and market development), and to increase the capacities of the stakeholders concerned.

The Cotton sector, in association with cereals and horticulture, is receiving an important share of this support, through a wide range of actions (strategy development under Result 1, implementation thereof under Result 2, and R3 commodity risk management). These are described in the sections here under. A series of cross-sectoral activities are also proposed to strengthen aspects in relation to Commodity Exchanges, MIS, and capacity development. All these actions are being implemented with the active participation of regional actors like UEMOA, APROCA, ACA, ROPPA, and with stakeholders at national level.



D.1. Cotton

The actions proposed in support to this sector take their roots directly in the EU-Africa Partnership on Cotton which was signed during the Paris forum in 2004.

In this context, the programme is supporting the sector to formulate an operational strategy and update the Action Plan for cotton aimed at reducing the vulnerability of cotton growers, reinforcing the institutional environment (professional organizations, ginners, cooperatives, etc.). Support is also earmarked for restructuring the sector in some countries, through the examination of diversification options (like cereals and oil seeds) in areas where cotton productivity is marginal.

A first series of activities aimed at supporting UEMOA in updating its cotton strategy, with support provided by UNCTAD (*1.WST.C01*), ITC (*1.WST.B02*, *1.WST.B04*) and FAO (*1.WST.A01*).

Specific actions will be undertaken to implement key aspects of this strategy, such as development of business models, support to GAP and IPM, and capacity building and policy support on IPPM and integration in value chain (FAO); prevention of seed cotton contamination (WB-SDN/CFC); supply chain risk assessment, market research and policy dialogue (WB-CRMG); increase capacity in cotton trading, marketing and promotion for key cotton stakeholders and their national and regional representatives (ITC).

D.2. Cereals

Cereals have been selected as a key priority sector for programme interventions in West Africa. The willingness of the West African Governments to develop cereal crops in the region can be related to the rapid decline of the cotton sector resulting from the major crisis that the West African value chains are facing. Cereals are seen as a substitute to cotton with a clear interest in terms of food security, whilst cotton market faces instability worldwide.



Following a formulation phase (*1.WST.A02*) consisting in the organization by the FAO of regional workshop for policy formulation and institutional development for West and Central African cereal markets, specific actions will be launched jointly by the FAO and ITC (*2.WST.A03/2.WST.B03*), to reinforce capacities of producer organizations, enhance value addition and post-harvest techniques; review existing market strategies and develop and test business models for upstream actors (*1.WST.A04/05*); and develop regional and international trade integration options. UNCTAD is complementing with the organization of a regional workshop on Commodity Exchange and support to Supply Chain Finance (*1.WST.C02*).

D.3. Roots Crops

Roots & Tubers represent another priority identified for West Africa. Although interventions are limited to Liberia, a country which suffered severely from civil war, lessons learnt from this specific support could be extended to other countries of the region, through regional institutions like UEMOA. Following a diagnosis of the sector (*1.WST.B01*) and development of a strategic action plan, ITC's interventions will focus on cassava and aim at strengthening the capacities of producers. Strategic diversification options will also be tested & developed, while best practices and lessons learnt and the experience accumulated will be disseminated throughout the region (*2.WST.B01*).

D.4. Other Crops

The WB-SDN is involved in a series of interventions in support to the horticulture sector, notably in Ghana (*0.WST.D06, 1.WDT.D02*), Burkina Faso and Niger (*1.WST.D08*), and Mali and Senegal (*0.WST.D08*). It also promotes private irrigation for high value crops in Sahelian countries (*1.WST.D07*). FAO is complementing these activities with its support to farmer groups for production



and marketing of sustainable horticulture produce in Burkina Faso, Mali and Senegal (*1.WST.A07*).

Arabic Gum, Cashew Nuts are sectors which also benefit from the programme at a national level. ITC is supporting the design of a sub-regional Arabic Gum sector development strategy (*1.WST.B01*) initially for Mali and Burkina Faso. Although Arabic Gum production is linked to the livelihoods of many thousands of poor people and land stabilisation in areas of advancing desertification the case for Mali and Burkina Faso has now been confirmed with stakeholders in these two countries. The main focus is on planning and coordinating development activities around clear market objectives to improve the sustainability of anti-desertification measures and poverty reduction projects.

In addition, UNCTAD has explored options for the development of a financing mechanism for the Arabic Gum sector in Mali (*1.WST.C03*). The results of the feasibility study will be presented to key stakeholders with the ultimate objective of supporting the process leading to the identification of the most suitable option for the sector.

WB-SDN, besides its assistance for the preparation and implementation of an action plan for cashew development in Mali (*1.WST.D04*), has been requested to support the mango sector at regional level, notably through fruit fly control campaigns (*0.WST.D04*, *2.WST.D03*) and technological improvements for mango processing (*1.WST.D05*).

D.5. Cross-Sectoral Activities

Cross-sectoral support in West Africa include the strengthening of producer organizations by FAO, the adaptation of UNCTAD's Sustainability Claims Portal to the region, and interventions of the World Bank in the areas of weather risk management (Burkina Faso, Mali, Senegal) and price risk management (Burkina Faso, Côte d'Ivoire, Togo).



E. EAST & SOUTHERN AFRICA REGION

Countries from East & Southern Africa Region have opted for programme support to the Food Crops, Horticulture and Cereals sectors. They also requested support to finalise the regional cotton to textile strategy initiated by COMESA in 2006.

Programme Objectives in the Region

Similarly to the West Africa Region, the agriculture sector has encountered serious problems due to declining competitiveness, insufficient infrastructure networks, higher costs for agriculture products particularly to the more remote and inaccessible areas, conflict and political stability, governance and worsening terms of trade.

To respond to some of these challenges, the programme is focusing its support to commodities which account significantly in the economies of the countries concerned, i.e. Food Crops & Horticulture Produces (Cassava represents 75% of total root and tuber production and is an important food security staple); Tree Crops (mainly quality coffees); Cereals (Maize is becoming the most common dietary staple); Fruits & Vegetables; and Cotton.

The sections hereunder provide a succinct description of such support, though R1 interventions in the area of strategy formulation in the various sectors mentioned above; implementation of key aspects of such strategies, in relation to quality, production & processing improvement; diversification options (for products and markets); marketing; producer-buyer linkages (notably for the textile industry), etc.

Similarly to other regions, a wide panel of cross-sectoral activities are being proposed in order to complement the support provided to the main sectors concerned, as for example support to public-private partnerships; supply chain finance; commodity exchanges and the Sustainability Claims Portal; commodity risk management; etc.



In doing so, the programme partners are seeking the collaboration with farmer associations (like EAFF) and economic/political institutions. COMESA is expected to play a major role to assist in coordination of all programme activities in the region.

E.1. Food Crops & Horticulture

Support provided by the programme to the Food Crops and Horticulture sector is being initiated with a diagnostic study by ITC (Cassava in Zambia, Fruits & Vegetables & processed foods in ESA region, *1.ESA.B01*). This study will lead to the definition of follow-up interventions by the same agency and complemented by FAO, notably in support of the cassava sector in Zambia (*2.ESA.B01*) with cassava value chain mapping and cost analysis (*1.ESA.A01*), followed by enhancement of its commercialization in Zambia and Malawi (*2.ESA.A03*). FAO also intervenes upstream, for improving cassava production in the region (*1.ESA.A11*), and the horticulture sector in Uganda (*1.ESA.A15*).

Other important activities are being envisaged by WB-SDN, aimed at developing regional trade in fresh produce in the region (*2.ESA.D02*), and supporting the horticulture industry in Rwanda and Burundi (*2.ESA.D01*).

E.2. Cotton

Cotton represents an important commodity for the countries of the East & Southern Africa region. The Common Market for Eastern and Southern Africa (COMESA) has initiated in 2006 a regional development strategy in partnership with professionals organized under the auspices of the African Cotton & Textile Industries Federation (ACTIF) and with support from the ITC (*1.ESA.B02*).

It was consistent with the AAACP mandate to support this regional initiative. During a regional workshop which took place end 2008, SADC and Tanzania joined the work undertaken by COMESA, hence allowing the



consultation to be extended to the entire ESA region. The strategy defined aims at improving the functioning, the competitiveness and effectiveness of the sector, by redefining the role played by the state, reinforcing the private sector and producer organizations, and by disseminating innovation. This strategy covers the whole value chain, from production to the textile industry. Its final objective is, as per COMESA's recommendations, to "generate a sector which is integrated and competitive, from cotton production to the clothing industry".

This strategy was validated in June 2009 by Heads of State, and will be followed by the implementation of support actions in key areas. In this context, several IOs are proposing activities which address some of the key elements of this strategy. Thus, FAO will contribute to reinforcing market linkages between organic cotton producers and the fashion industry (*1.ESA.A12*) with the objective to increase the market share of organic cotton in the region. CFC will support productivity improvement in Kenya and Mozambique (*2.ESA.F01*). ITC will complement these interventions with market orientation, product and value addition improvements and by helping to build stronger linkages to industrial markets inside and outside the region (*1.ESA.B04, 2.ESA.B03*).

Under a project implemented by the CFC in partnership with other institutions, instrument testing (HVI) is being introduced and operationalised in ESA region (*0.ESA.F01*) but also in West Africa (*0.WST.F01*), with the establishment of fully equipped Regional Training Centres in Tanzania and Mali.

E.3. Tree Crops

An important funding (with co-funding arrangements) is proposed by the CFC to undertake a promising programme (*2.ESA.F02*) which aims at building the capacities in Coffee Certification in the 11 member countries of the East African Fine Coffees Association (EAFCA). The project objective is to upgrade the skills of farmers enabling them to meet certification standards.

Additionally, ITC is also intervening in the region, with the design and implementation of a strategy on spices in Ethiopia (*1.ESA.B01, 1.ESA.B03*).



E.4. Cereals & Oil crops

Several activities benefitting from important funding and co-funding are being planned and implemented in the cereal sector in the region. CFC is intervening in Tanzania⁵ with co-funding from Dutch Cooperation, for a Grain Farmers' Access to Warehouse Inventory Credit (0.ESA.F02). The «Agence française de développement» (AFD), Bill Gates Foundation and Canadian ACIDI have been called upon to participate in the funding of a future phase.

Other actions include a FAO-led capacity building on trade policy in ESA Grains Markets (1.ESA.A02), and a WB-SDN marketing pilot project on Oil Seeds and Pulses in Ethiopia (1.ESA.D05).

E.5. Cross-Sectoral Activities

A number of such activities are being proposed in support of the agricultural sector in the region. UNCTAD is intervening in the area of Supply Chain Finance and Commodity Exchanges (1.ESA.C02), Sustainability Claims Portal (1.ESA.C04); FAO for the development and implementation of inclusive business models for upstream actors (1.ESA.A05/06), and the dissemination of GAP and concepts (1.ESA.A14). The WB-CRMG intervenes in the region, in support of various commodities (coffee, cocoa, cereals, cotton) in the area of supply chain risk assessment (1.ESA.E01); weather risk management (1.ESA.E02); commodity policy and price risk management (1.ESA.E04); training (1.ESA.E06), and capacity transfer to the region (1.ESA.E07). WB-SDN support targeted the finalization of a guide on the application of VC approaches in Africa's agribusiness (1.ESA.D09).

⁵ The CFC had initially foreseen a large scale intervention in Ethiopia, and a dissemination component in Malawi. Due to the change in national development priorities resulting from a food crisis of 2008, the possibility of rebalancing the project components in favor of a larger intervention in Malawi is now being considered. The CFC intends to consider increasing its involvement in Ethiopia grains sector development through a parallel project



PART 3

INTER-AGENCY COORDINATION



1. Introduction

Result 4: “Complementarities and synergies of ACP, EU and concerned International Organisations in the area of agricultural commodities are capitalised upon, and lessons on adequate responses to challenges are shared” (source: AAACP Terms of Reference)

Basing itself on the *Paris Declaration*, the AAACP has developed an innovative approach to the commodity issue. This involves bringing together five International Organisations (IOs) and capitalising on their specific expertise and complementarities in support of agricultural development in ACP countries. Synergies resulting from the complementarity of these specialised organisations constitute a major value-added of the programme. The realisation of such value addition calls for close collaboration among partner IOs, an objective facilitated by the Programme Coordination Unit.

Inter-agency collaboration and coordination under the AAACP is being fostered in different ways such as:

- (i) facilitating discussions among IOs on proposed interventions to arrive at Work Plan activities that can be submitted to the PSC for approval;
- (ii) dedicated meetings of the Inter-Agency Mechanism (IAM) and of the Programme Steering Committee (PSC) to ensure co-ordination in the conception, planning and implementation of activities; and
- (iii) exchange of programme-related information through emails and programme bulletins.



2. Coordination throughout the Programme Cycle

Programme partners (EU, ACP Secretariat, IOs, CU and ACP stakeholders) have been and will be collaborating during the various stages of the programme cycle, from consultation to implementation.

IOS and the CU have been playing complementary roles in the baseline information screening process; the ITC and FAO took the lead in preparing the Trade Opportunity Scans (TOS) that served as basis for the initial sector prioritisation, while the CU supervised the baseline studies entrusted to regional experts and which included information about ongoing activities being implemented by other development partners.

The consultative phase under tranche 1 brought together all programme partners in “kick-off workshops” to identify priority needs of ACP regions that could be addressed by the Programme. Joint development of regional matrices on the basis of KOW conclusions and further consultations, and subsequent coordination of work plans elaboration have deepened collaboration among programme partners. The objective was to arrive at a coherent set of interventions for each ACP region.

Benefitting from the conclusions and recommendations of the MTR, the search for coherence and complementarity of programme interventions was enhanced in the elaboration tranche II proposals. Priority has thus been given to activities that

- (i) address a focused set of sectors identified by stakeholders;
- (ii) consolidate tranche I interventions, notably in the area of strategy development; and
- (iii) complement other activities being undertaken in the same sector by a partner organisation.

The resulting set of joint or complementary activities create objective conditions for IO collaboration in implementation.



Similarly, involvement of stakeholders in implementation is ensured through the participatory approach used by programme partners. In sectors where the programme contributes to strategy formulation, national or regional commodity stakeholder teams are systematically set up or consolidated. Following on a recommendation of the MTR, the programme is also formalizing relations with regions through the appointment of a Focal Point by each of the ACP regions themselves.

The Focal Points are expected to play a crucial role in information sharing, ensuring a two-way flow of information between the programme and the regions. They will also contribute to the dissemination of programme results and sharing of lessons learnt alongside IOs and the CU.

3. Lesson learning and information exchange

All partners will have a role to play in optimising the flow of information and in maximising the dissemination of programme results. As explained above, the CU and the Focal Points will be specially instrumental in ensuring that result 4 is attained with regards to information exchange and results dissemination. To that end, the CU has elaborated and will implement an appropriate communication strategy and organise regional networking, notably through the Focal Points and NCCS teams where they exist. Similarly, the CU will provide updates on programme progress and disseminate lessons learnt by way of website features, newsletters, and presentations during appropriate fora of discussions.

Several IOS are also planning dissemination activities as part of their interventions.

Given its limited budget, the AAACP cannot address all commodity issues in all ACP commodity-dependant countries. This makes it all the more important that the results of activities undertaken, success stories and lessons learnt are shared across the ACP. It is through such dissemination and information exchange that the programme will benefit a maximum of ACP stakeholders.



PART 4

CONSOLIDATED LIST OF INTERVENTIONS



1. Summary by Region and Sector

Sector of Development Focus	Priority Sector	Strategy Dev.	Cost Estimates (in €)			
			TR1 ⁽¹⁾	TR2	Total	
A. Pacific Region			1,331,000	1,450,000	2,781,000	
A1	Fruits & Vegetables	Yes	Yes	928,500	1,200,000	2,128,500
A2	Other Crops	-	-	110,000	0	110,000
A3	Cross-sectoral Activities	N/A	N/A	292,500	250,000	542,500
B. Caribbean Region			2,028,000	1,931,792	3,959,792	
B1	Food Crops	Yes	Yes	868,000	1,731,792	2,599,792
B2	Tree Crops	-	-	384,000	0	384,000
B3	Cross-sectoral Activities	N/A	N/A	776,000	200,000	976,000
C. Central Africa			1,740,000	2,010,000	3,750,000	
C1	Plantain & Cassava	Yes	-	501,000	710,000	1,211,000
C2	Coffee	Yes	Yes	321,000	830,000	1,151,000
C3	Cotton	-	Yes	335,000	290,000	625,000
C4	Other Crops	-	-	231,000	0	231,000
C5	Cross-sectoral Activities	N/A	N/A	352,000	180,000	532,000
D. West Africa			6,362,828	5,850,000	12,212,828	
D1	Cotton	Yes	Yes	3,514,328	4,670,000	8,184,328
D2	Cereals	Yes	-	278,000	500,000	778,000
D3	Root Crops	Yes	Yes	230,000	220,000	450,000
D4	Other Crops	-	-	1,280,500	110,000	1,390,500
D5	Cross-sectoral Activities	N/A	N/A	1,060,000	350,000	1,410,000
E. East & Southern Africa			5,911,014	4,117,000	10,028,014	
E1	Food Crops & Horticulture	Yes	Yes	764,000	1,140,000	1,904,000
E2	Cotton	Yes	Yes	1,956,328	1,655,000	3,611,328
E3	Tree Crops	Yes	-	220,000	1,072,000	1,292,000
E4	Cereals & Oil Crops	-	-	950,686	0	950,686
E5	Cross-sectoral Activities	N/A	N/A	2,020,000	250,000	2,270,000
F. All Regions			240,000	685,000	925,000	
F1	Cotton			0	435,000	435,000
F2	Cross-sectoral Activities	N/A	N/A	240,000	250,000	490,000
GRAND TOTAL			17,612,842	16,043,792	33,656,634	

⁽¹⁾ Including Initial Phase (QSAs and CFC CAs)



2. Activity List

ID No	Lead IO	Result Title	Country	CE (in €)
A. PACIFIC REGION				2,781,000
A.1 - Fruits & Vegetables				2,128,500
1.PAC.A01	FAO	1 Value Chain Studies	Fiji, Samoa	20,000
1.PAC.A04	FAO	1 Domestic market studies	Multi-country	15,000
1.PAC.A05	FAO	1 Participation in ITC stakeholder workshops	Fiji, Samoa	27,000
1.PAC.A06	FAO	1 Strategy validation and analysis	Fiji, Samoa	15,000
1.PAC.B01	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of Implementation	Multi-country	295,000
1.PAC.C01	UNCTAD	1 Development of value chain strategies elements	Fiji	30,000
1.PAC.C02	UNCTAD	2.2 Creation of a pilot sub-regional market information system with national systems	Fiji	100,000
1.PAC.C03	UNCTAD	2.2 Commodity Supply Chain Finance (review of legal and regulatory framework)	Fiji	50,000
2.PAC.C01	UNCTAD	2.2 Regionalisation of the Pacific (Fiji) Market Information System - Infoshare	Multi-country	270,000
2.PAC.C02	UNCTAD	2.2 Improving agricultural VC finance by developing an enabling legal/regulatory framework	Pacific	130,000
1.PAC.A11	FAO	2.4 Finalisation of action plans that improve farmer-buyer linkages for F&V sector	Multi-country	24,500
1.PAC.A12	FAO	2.4 Implem. Activities that improve farmer-buyer linkages	Multi-country	105,000
1.PAC.B02	ITC	2.4 Markets, product development and capacity building of trade support services	Multi-country	211,000
2.PAC.A01	FAO	2.4, Implementation of key components of F&V Strategy	Samoa, Vanuatu	400,000
2.PAC.B02	ITC	2.4 Fruit and Vegetables and Roots and Tubers - Strategy Implementation	Samoa & Pacific	400,000
1.PAC.D02	WB-SDN	2.5 Design study to enhance fresh produce value chain and crop diversification	PNG	36,000
A.2 - Other Crops				110,000
1.PAC.D01	WB-SDN	1 Operationalization of coffee strategy in PNG	PNG	110,000
A.3 - Cross-Sectoral Activities				542,500
1.PAC.A02	FAO	1 Support to FAO RPPS Value Chain training	Region	18,000
1.PAC.A03	FAO	1 Targeted policy and institutional studies	Region	15,000
1.PAC.A07	FAO	1 Capacity building on commodity strategies	Region	45,000
1.PAC.A08	FAO	2.1 Regional expert meeting to review gaps in organisational capacities	Region	50,500
1.PAC.A09	FAO	2.1 Support to improved regional level systems on standards and certification systems	Region	25,000
1.PAC.C04	UNCTAD	2.2 Sustainability Claims Portal Regional Workshop	Region	30,000
1.PAC.A10	FAO	3.1 Identification of requirements for supply chain finance & risk management in the region	Region	45,000
1.PAC.E01	WB-CRMG	3.1 Complement UNCTAD proposal on SCF with supply chain risk assessment workshop	Samoa	64,000
2.PAC.A02	FAO	2.1 Support to the Secretariat of the Pacific Community (SPC-LRD) as Focal Point	Region	250,000



ID No	Lead IO	Result Title	Country	CE (in €)
B. CARIBBEAN REGION				3,959,792
B.1 - Food Crops				2,599,792
1.CAR.A01	FAO	1 Support to ITC strategy formulation (Nutmeg, R&T and F&V)	Multi-country	15,000
1.CAR.A02	FAO	1 Policies & strategies determining enabling environment for VC dev.	Guyana	15,000
1.CAR.B01	ITC	1 VC diagnosis, Strategy dev., Planning (Nutmeg & Mace, F&V, R&T)	Grenada, Jamaica	270,000
1.CAR.A07	FAO	2.2 Standards and market certification schemes	Multi-country	4,000
1.CAR.C02	UNCTAD	2.2 Information on prices and market intelligence: creation of sub-regional systems	Guyana	70,000
2.CAR.C01	UNCTAD	2.2 Strengthening of the Caribbean Sub-Regional Marketing Information Service	Guyana, T&T	150,000
1.CAR.A05	FAO	2.4 Identify buyers, agro-enterprises, or small businesses and develop business models	Multi-country	31,000
1.CAR.A06	FAO	2.4 Implementation of activities identified under the inclusive business models	Multi-country	215,000
2.CAR.F01	CFC	2.3 Improved Marketing and Production Technologies	Multi-country	753,342
2.CAR.F02	CFC	2.3 Increased Production of Vegetables and Herbs	Multi-country	453,450
1.CAR.B02	ITC	2.4 Implementation of selected strategy activities (Nutmeg & Mace, F&V, R&T)	Grenada, Jamaica	190,000
2.CAR.A01	FAO	2.4 Support to Caribbean farmers and farmer organisations in R&T VC	Region	75,000
2.CAR.B01	ITC	2.4 Jamaica / Food Crops	Jamaica	300,000
1.CAR.D01	WB-SDN	2.5 Pilot production/marketing operation to strengthen VC partnerships to support	Jamaica	33,000
1.CAR.A09	FAO	3.1 Supply chain risk & finance assessment	Grenada, Jamaica	25,000
B.2 - Tree Crops				384,000
1.CAR.D03	WB-SDN	2.3 Support to the improvement of cocoa production systems in Northern Haiti	Haiti	26,000
1.CAR.D02	WB-SDN	2.5 Support to coffee based production systems in the South-east	Haiti	33,000
1.CAR.D04	WB-SDN	2.5 Information on coffee gourmet and related certification requirements	Dominican Rep.	15,000
1.CAR.E02	WB-CRMG	3.2 Pre-feasibility study for developing weather risk management strategy for agriculture	Jamaica	260,000
1.CAR.E03	WB-CRMG	3.3 Price risk management for the coffee sector as part of WB's promotion of coffee	Haiti	50,000
B.3 - Cross-sectoral Activities				976,000
1.CAR.C01	UNCTAD	1 Development of value chain strategies elements	Grenada, Jamaica	30,000
1.CAR.A03	FAO	2.1 Regional workshop to strengthen agribusiness capacities of producer organisations	Region	205,000
1.CAR.C03	UNCTAD	2.2 Commodity Supply Chain Finance	Region	65,000
1.CAR.C04	UNCTAD	2.2 Commodity Exchanges: review & promotion of Agr.Com.Exch. (ACE)	Region	70,000
1.CAR.C05	UNCTAD	2.2 Sustainability Claims Portal Regional Workshop	Region	30,000
1.CAR.D06	WB-SDN	2.5 Portal to enhance backward linkages of agriculture with rural tourism	Region	11,000
1.CAR.A08	FAO	3.1 Dev. & test of questionnaire on risk & risk management mechanisms	Region	25,000
1.CAR.E04	WB-CRMG	3.1 Pre-feasibility study for developing market based agriculture risk management systems	Jamaica, Belize	125,000
1.CAR.E01	WB-CRMG	3.4 Policy support on price subsidy and market based responses to food price volatility	Haiti	40,000
1.CAR.E05	WB-CRMG	3.4 Capacity Transfer to the region	Region	175,000
2.CAR.F03	CFC	2.1 Support to CARDI as Focal Point for the Programme in the Caribbean	Region	200,000



ID No	Lead IO	Result Title	Country	CE (in €)
C. CENTRAL AFRICA REGION				3,750,000
C.1 - Cassava, Plantain				1,211,000
1.CEN.A01	FAO	1 Support to the ITC strategy formulation	Cameroon	30,000
1.CEN.D01	WB-SDN	2.2 Improvement of food crops marketing with emphasis on distribution network	Cameroon	73,000
1.CEN.D04	WB-SDN	2.2 Study on commercial agriculture and domestic private sector investment	Congo Brazza	73,000
1.CEN.A05	FAO	2.3 Implementation of activities identified under above + ongoing mentoring	Multi-country	120,000
2.CEN.D03	WB-SDN	2.3 Promotion of Cassava Processing in Cameroon	Cameroon	210,000
2.CEN.A01	FAO	2.4 Enhancement of commercialization of cassava for Cameroon	Cameroon	300,000
1.CEN.A04	FAO	2.4 Support the development of inclusive business models for upstream actors	Multi-country	15,000
1.CEN.B02	ITC	2.4 Implementation of selected strategy activities (non Cotton)	Cameroon	190,000
2.CEN.B01	ITC	2.4 Manioc and Plantain Sector Development-Implementation	Cameroon, region	200,000
C.2 - Coffee				1,151,000
1.CEN.B01a	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (non Cotton)	Cameroon	140,000
1.CEN.D03	WB-SDN	1 Sector strategy for specialty coffee and cocoa	Cameroon	36,000
1.CEN.C02	UNCTAD	2.2 Carry-over of training services to complete QSA for a MIS	Cameroon	45,000
1.CEN.C03	UNCTAD	2.2 Commodity Supply Chain Finance	Cameroon	30,000
1.CEN.C04	UNCTAD	2.2 Agricultural Commodity Exchanges	Cameroon	70,000
2.CEN.B02	ITC	2.4 Cameroon and CEMAC sub-region / Coffee	Cameroon, region	400,000
2.CEN.D01	WB-SDN	2.5 Support to Speciality Coffee production and marketing in Cameroon	Cameroon	430,000
C.3 - Cotton				625,000
1.CEN.B01b	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (Cotton)	Region	130,000
1.CEN.B03	ITC	2.4 Implementation of selected sector development activities	Region	150,000
2.CEN.B03	ITC	2.4 Implementation of regional cotton sector strategy	Central Africa	290,000
1.CEN.A07	FAO	3.1 Supply chain risk and finance assessment	Region	55,000
C.4 - Other Crops				231,000
1.CEN.D05	WB-SDN	2.3 Improvement of harvesting and quality management for arabic gum (training)	Chad	36,000
1.CEN.D02	WB-SDN	2.5 Feasibility of small holder oil palm expansion for industrial processing	Cameroon	55,000
1.CEN.A02	FAO	1 Regional w/shop for policy formulation & instit. dev. for Cereal markets	Region	140,000
C.5 - Cross-Sectoral Activities				532,000
1.CEN.C01	UNCTAD	1 Support to strategies and cross-cutting activities	Cameroon, region	42,000
1.CEN.A03	FAO	2.1 Regional workshop to strengthen agribusiness capacities of producer organisations	Region	75,000
1.CEN.C05	UNCTAD	2.2 Sustainability Claims Portal Regional Workshop	Cameroon	30,000
2.CEN.C01	UNCTAD	2.2 Information Systems on Prices and Market Intelligence	Cross-sectoral	30,000
1.CEN.A06	FAO	2.3 Support the use of integrated nutrient management system (IPNIS)	Multi-country	30,000
1.CEN.E01	WB-CRMG	3.1 Supply Chain Risk Assessment	Region	100,000
1.CEN.E02	WB-CRMG	3.4 Training & Education on Agricultural Risk Management	Region	75,000
2.CEN.B04	ITC	2.1 Support to ECCAS/CEEAC as Focal Point in Central Africa	Region	150,000



ID No	Lead IO	Result Title	Country	CE (in €)
D. WEST AFRICA REGION				12,212,828
D.1 - Cotton				7,921,328
1.WST.A01	FAO	1 Support to ITC strategy & policy appraisal	Sub-region	72,000
1.WST.B02	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (Cotton)	UEMOA Region	200,000
1.WST.C01	UNCTAD	1 Support to strategies and cross-cutting activities	Ivory Coast, Mali	42,000
1.WST.D03	WB-SDN	1 Cotton strategy for UEMOA	Region	36,000
0.WST.F1	CFC	2.2 Commercial Standardization of Instrument Testing of Cotton	Mali, Region	1,208,328
0.WST.A01	FAO	2.3 Pilot project for West African Cotton diversification and intensification	Burkina Faso	293,000
1.WST.A06	FAO	2.3 Support to GAP & IPM	Multi-country	430,000
2.WST.A01	FAO	2.3 Capacity building and policy support on IPPM and integration in VC for cotton	Multi-country	800,000
2.WST.D01	WB-SDN	2.3 Prevention of Seed Cotton Contamination	Multi-country	540,000
2.WST.F02	CFC	2.3 Prevention of Seed Cotton Contamination in W.Africa	Multi-country	2,500,000
1.WST.B04	ITC	2.4 Strategy implementation in cotton sector	UEMOA Region	440,000
2.WST.B04	ITC	2.4 Implementation of regional cotton strategy: Increase capacity in cotton	W.Afr., Central Afr.	830,000
1.WST.A08	FAO	3.1 Supply chain Risk & Finance Assessment	Multi-country	55,000
1.WST.E01	WB-CRMG	3.1 Supply Chain Risk Assessment	Burkina	150,000
1.WST.E05	WB-CRMG	3.1 Cotton Market Research and Policy Dialogue	Multi-country	200,000
1.WST.E06	WB-CRMG	3.4 Initial Training and Education on Agricultural Risk Management	Region	125,000
D.2 - Cereals				1,043,000
1.WST.A02	FAO	1 Regional workshop for policy formulation & inst. dev. for cereal markets	Region	108,000
1.WST.A04	FAO	2.4 Identify buyers, agro-enterprises, or small businesses and develop business	Multi-country	15,000
1.WST.A05	FAO	2.4 Implementation of business model for upstream actors	Multi-country	250,000
2.WST.A03	FAO	2.1 Improve farm income and food security for rice and maize producers organiz	Multi-country	380,000
1.WST.C02	UNCTAD	2.2 Improved functioning of cereals markets in ECOWAS Region	Sub-regional	170,000
2.WST.B03	ITC	2.4 Sector Development of Cereals in West Africa including Rice and Maize	West Africa	120,000
D.3 - Roots & Tubers				450,000
1.WST.B01a	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (R&T)	Liberia	120,000
1.WST.B03a	ITC	2.4 Strategy implementation in non cotton sector (R&T)	Liberia	110,000
2.WST.B01	ITC	2.4 Roots & tubers: Cassava sector Development	Liberia	220,000
D.4a - Other Crops (Sub-group: Fruits & Vegetables)				717,500
0.WST.D04	WB-SDN	2.3 Fight against fruit flies	Multi-country	235,000
1.WST.D01	WB-SDN	2.3 Continuation of fruit fly control campaign	Multi-country	219,000
1.WST.D09	WB-SDN	2.3 Preparation of a budget for the regional Fruit fly initiative	Region	29,000
2.WST.D03	WB-SDN	2.3 Continuation of the West African Fruit Fly initiative	West Africa	110,000
1.WST.D05	WB-SDN	2.5 Technological improvements in mango processing	Burkina	58,000
1.WST.D07	WB-SDN	2.5 Capitalization of lessons learned in private irrigation for high value crops in S	Region	66,500
D.4b - Other Crops (Sub-group: Horticulture)				317,000
1.WST.D02	WB-SDN	1 Ghana Horticulture Strategic Profile, Phase 2	Ghana	95,000
1.WST.D08	WB-SDN	1 Targeted actions to support sub-regional trade in horticulture	Burkina, Niger	4,000
0.WST.D06	WB-SDN	1.4 Ghana Horticulture Cluster Strategic Profile Study	Ghana	21,000
1.WST.A07	FAO	2.3 Support to farmer groups for production and marketing of sustainable hortic	Multi-country	145,000
0.WST.D08	WB-SDN	2.4 Dev. of performance monitoring indicators along the corridor for perishable	Senegal, Mali	52,000
D.4c - Other Crops (Sub-group: Arabic Gum)				308,000
1.WST.B01b	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (Arabic Gum)	Mali, Burkina Faso	120,000
0.WST.D03	WB-SDN	2.3 Preparation of a training methodology to improve harvesting techniques of /	Niger	18,000
1.WST.C03	UNCTAD	2.2 Commodity supply chain finance: prefeasibility study and follow up	Ivory coast, Mali	40,000
1.WST.B03b	ITC	2.4 Strategy implementation in non cotton sector (Arabic Gum)	Mali, Burkina Faso	130,000
D.4e - Other Crops (Sub-group: Cashew Nuts)				46,000
0.WST.D01	WB-SDN	1.4 Preparation by NCCS of an Action Plan for Cashew Development in Mali	Mali	17,000
1.WST.D04	WB-SDN	2.3 Support to the implementation of a cashew action plan in Mali	Mali	29,000
D.5 - Cross-Sectoral Activities				1,410,000
1.WST.A03	FAO	2.1 Regional workshop to strengthen agribusiness capacities of producer organis	Region	175,000
1.WST.C04	UNCTAD	2.2 Commodity Exchanges Ghana	Ghana	30,000
1.WST.C05	UNCTAD	2.2 Sustainability Claims Portal Regional Workshop	Region	30,000
1.WST.E02	WB-CRMG	3.2 Weather Risk Management	Multi-country	300,000
1.WST.E04	WB-CRMG	3.3 Commodity Policy & Price Risk Management	Multi-country	125,000
1.WST.E07	WB-CRMG	3.4 Capacity Transfer to the Region	Region	400,000
2.WST.A04	FAO	2.1 Support to ROPPA as Focal Point for the Programme in West Africa	Region	200,000
2.WST.B05	ITC	2.1 Support to COS Decentralised Unit in West Africa	Region	150,000



ID No	Lead IO	Result Title	Country	CE (in €)
E. EAST & SOUTHERN AFRICA REGION				10,028,014
E.1 - Food Crops & Horticulture				1,904,000
1.ESA.A01	FAO	1 Support to the ITC process of strategy formulation	Mozambique, Zambia	85,000
1.ESA.B01b	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (non Cotton)	Zambia	110,000
1.ESA.B01c	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (non Cotton)	ESA region	110,000
1.ESA.D04	WB-SDN	1 Horticultural marketing strategy for Rwanda	Rwanda	73,000
2.ESA.A03	FAO	2.1,2.4 Enhancement of the commercialisation of the cassava sector	Zambia, Malawi	500,000
1.ESA.D03	WB-SDN	2.1 Regional Modules Seminars on High Value Agriculture using GDLN	Region	146,000
2.ESA.D02	WB-SDN	2.2 Regional Trade in Fresh Produce in Eastern / Southern Africa	ESA region	240,000
1.ESA.A15	FAO	2.3 GAP and IPM for Uganda Horticulture Sector	Region	17,000
1.ESA.D07	WB-SDN	2.3 Fruit Fly Control in Mozambique	Mozambique	73,000
1.ESA.B03b	ITC	2.4 Non-cotton:Implementation of selected strategy activities	Zambia	70,000
1.ESA.B03c	ITC	2.4 Non-cotton:Implementation of selected strategy activities	ESA region	80,000
2.ESA.B01	ITC	2.4 Roots & tubers: Cassava sector Development	Zambia	160,000
2.ESA.D01	WB-SDN	2.5 Support to horticulture industry in Rwanda and Burundi	Rwanda, Burundi	240,000
E.2 - Cotton				3,611,328
1.ESA.B02	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (Cotton)	Region	150,000
1.ESA.D08	WB-SDN	1 Support to RECs and cotton chain stakeholders for implementing a regional c	Region	58,000
1.ESA.E05	WB-CRMG	2.1 Cotton Mkt Research & Policy Dialogue	Multi-country	200,000
0.ESA.F1	CFC	2.2 Commercial Standardization of Instrument Testing of Cotton	Tanzania, Region	1,208,328
1.ESA.A12	FAO	2.3 Mkt Linkage between organic cotton producers and fashion industry	Multi-country	95,000
1.ESA.A13	FAO	2.3 Seed systems Review for cotton and cassava production systems	Region	25,000
2.ESA.F01	CFC	2.3 Improving Cotton Production Efficiency	Kenya, Mozambique	715,000
1.ESA.B04	ITC	2.4 Cotton:Implementation of selected strategy activities	Region	220,000
2.ESA.B03	ITC	2.4 Implementation of the regional cotton strategy	Region	940,000
E.3 - Tree Crops				1,292,000
1.ESA.B01a	ITC	1 VC diagnosis, Strategy dev., Planning & Organisation of impl. (non Cotton)	Ethiopia	110,000
1.ESA.C03	UNCTAD	2.2 Commodity Exchange in Tanzania for Cashew Nuts	Tanzania	40,000
2.ESA.F02	CFC	2.3 Building Capacity in Coffee Certification in EAFCA Countries	Multi-country	1,072,000
1.ESA.B03a	ITC	2.4 Non-cotton:Implementation of selected strategy activities	Ethiopia	70,000
E.4 - Cereals & Oil Crops				950,686
1.ESA.A02	FAO	1 Policy Advocacy in ESA Grains Markets	Region	125,000
0.ESA.F2	CFC	2.2 Grain Farmers' Access to Warehouse Inventory Credit in Ethiopia and Tanzan	Multi-country	714,186
1.ESA.A07	FAO	2.2 Analytical support to UNCTAD in Commodity Exchanges	Region	5,000
1.ESA.A09	FAO	2.2 Analytical support to UNCTAD on WRS	Region	5,000
1.ESA.D05	WB-SDN	2.5 Oil Seeds and Pulses Marketing Pilot in Ethiopia	Ethiopia	66,500
1.ESA.A17	FAO	3.1 Risk Mgt for the import and export of cereals	Region	35,000
E.5 - Cross-sectoral Activities				2,270,000
1.ESA.C01	UNCTAD	1 Support to strategies & other cross cutting activities	Region	42,000
1.ESA.A03	FAO	1.4 Assessment of alternative models of public-private partnerships in support c	Region	20,000
1.ESA.A04	FAO	2.1 Regional workshop to strengthen agribusiness capacities of producer organis	Region	228,000
1.ESA.D09	WB-SDN	2.1 Finalization of a guide on the application of VC approaches in Africa's agribu	Region	29,000
1.ESA.A08	FAO	2.2 Alternative Models of Smallholder Organisations	Region	12,000
1.ESA.C02a	UNCTAD	2.2 Regional COMESA - Support to supply chain finance	Region	130,000
1.ESA.C02b	UNCTAD	2.2 Regional COMESA - Support to Commodity Exchanges	Region	100,000
1.ESA.C04	UNCTAD	2.2 Sustainability Claims Portal Regional Workshop	Region	30,000
1.ESA.A14	FAO	2.3 Dissemination of GAP and concepts	Region	35,000
1.ESA.A05	FAO	2.4 Support the development of inclusive business models for upstream actors	Multi-country	10,000
1.ESA.A06	FAO	2.4 Implementation of activities identified under the inclusive business models	Multi-country	130,000
0.ESA.D02	WB-SDN	2.4 Organization of a seminar on Agricultural VC analysis for the MOA of Mozaml	Mozambique	9,000
1.ESA.A16	FAO	3.1 Supply chain risk & finance assessment	Multi-country	20,000
1.ESA.E01	WB-CRMG	3.1 Supply chain risk assessment	Multi-country	200,000
1.ESA.A19	FAO	3.2 Regional Consultations on VC risk mgt and finance	Region	75,000
1.ESA.E02	WB-CRMG	3.2 Weather Risk Management	Multi-country	275,000
1.ESA.E04	WB-CRMG	3.3 Commodity Policy & Price Risk Mgt	Malawi, Mozambique	150,000
1.ESA.E06	WB-CRMG	3.4 Initial Training & Education on Ag RM	Region	125,000
1.ESA.E07	WB-CRMG	3.4 Capacity Transfer to the Region	Region	400,000
2.ESA.B04	ITC	2.1 Support to COMESA/IRCC as Focal Point in East & Southern Africa	Region	250,000



ID No	Lead IO	Result Title	Country	CE (in €)
F. CROSS-REGIONAL				925,000
F.1 - Cotton				435,000
2.ACP.D03	WB-SDN	2.1 Analysis of cotton farming systems and implications for sector poli	All regions	435,000
F.2 - Cross-Sectoral Activities				490,000
1.ACP.C01	UNCTAD	2.2 Sustainability Claims Portal	All regions	135,000
1.ACP.C02	UNCTAD	2.2 INFOCOMM e-portal on market information in the commodity area	All regions	105,000
2.ACP.C01	UNCTAD	2.2 UNCTAD's INFOCOMM Portal Upgrading (phase 2)	All regions	100,000
2.ACP.C02	UNCTAD	2.2 Sustainability Claims Portal consolidation	All regions	150,000