



USAID | WEST AFRICA
FROM THE AMERICAN PEOPLE

AGRIBUSINESS AND TRADE PROMOTION (USAID ATP)

EXPANDED AGRIBUSINESS AND TRADE PROMOTION (USAID E-ATP)

Expanding Intra-Regional Trade Through Value Chain Development



This project is funded by the US Government through the US Agency for International Development

The Importance of intra-regional trade

- **The potential of intra-regional trade in agriculture is \$20 billion/year in West Africa**
 - Only a tiny fraction is realized
- **A country export-led growth strategy must include a regional export drive and not ignore domestic markets**
- **Intra-regional trade promotes:**
 - Regional integration and peace/security
 - Agricultural growth
 - Food security and reduces poverty region-wide

Agribusiness and Trade Promotion (ATP)

- **USAID-funded regional initiatives**
 - ATP (2008-2012)
 - Expanded ATP (2009-2012)
- **Objective: Increase the volume and value of intra-regional trade in selected agricultural products**
 - Focus on key commodities/corridors
 - Address the entire span of constraints to regional trade: farm level to regional policies

Value Chains under ATP



Maize



Onion/Shallot



**Ruminant
livestock/Meat**

Value Chains under E-ATP



Rice












Millet/Sorghum

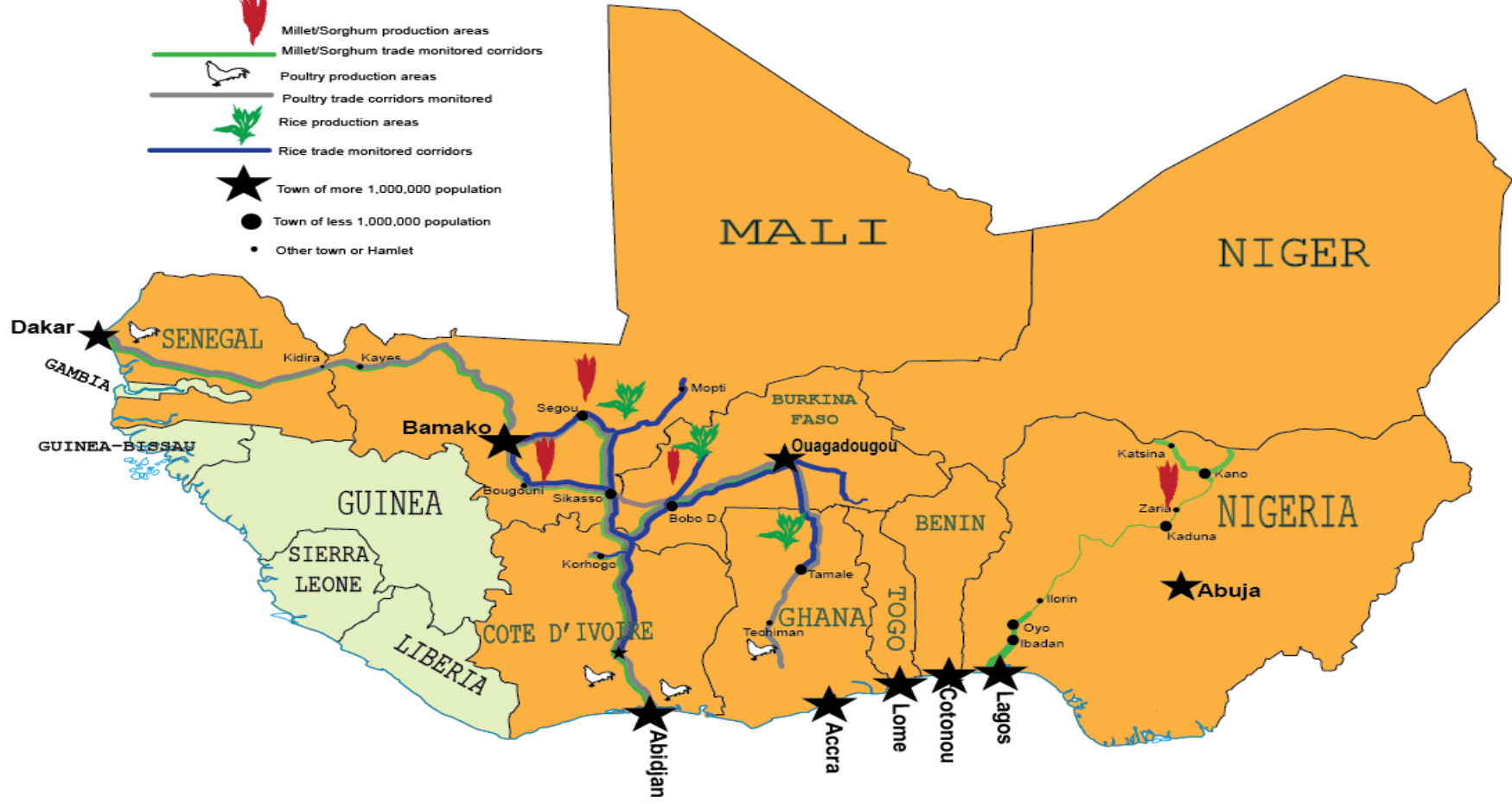


Poultry

Focus Corridors for Trade Flows (USAID E-ATP)










USAID E-ATP TRADE CORRIDORS

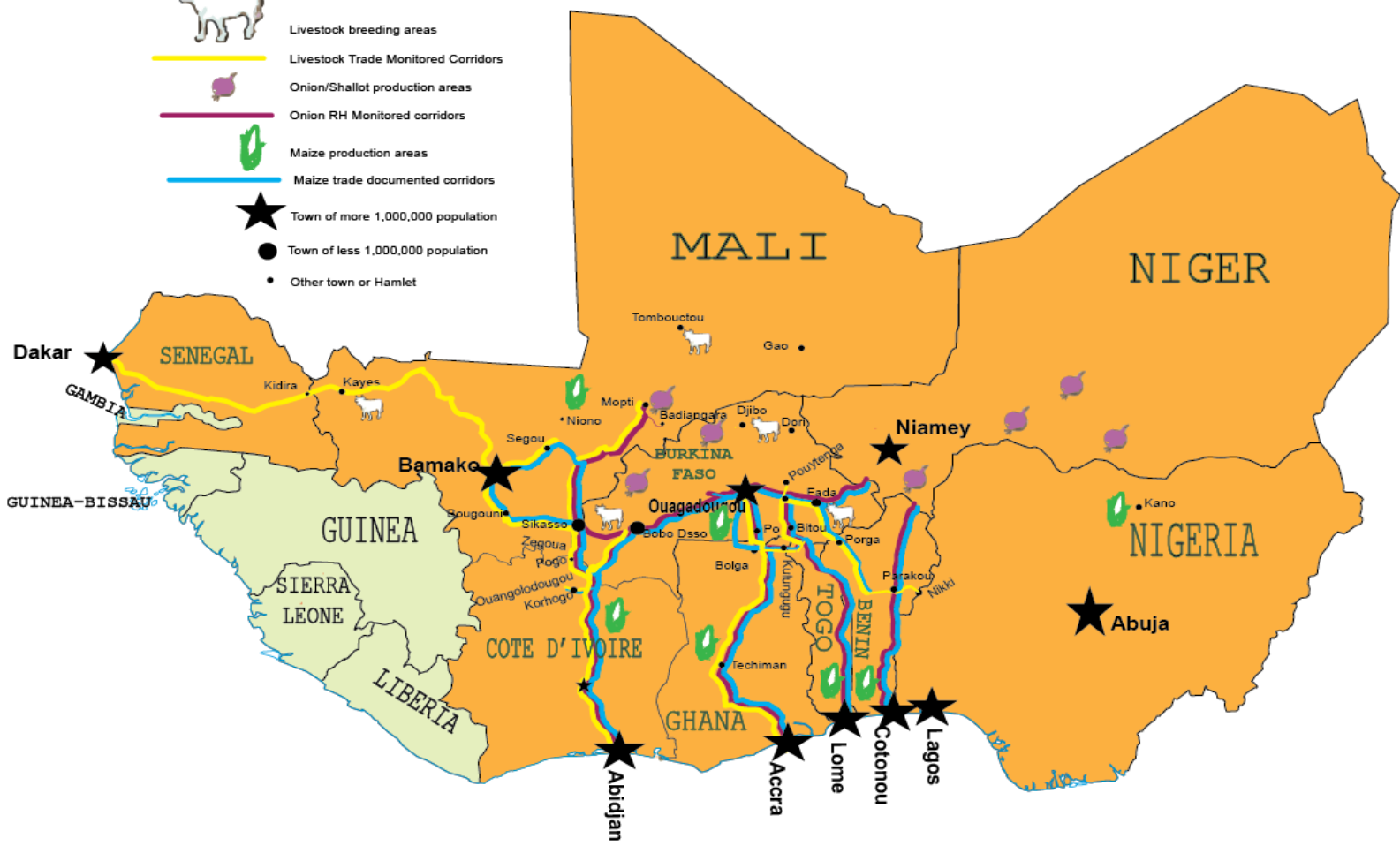
-  Millet/Sorghum production areas
-  Millet/Sorghum trade monitored corridors
-  Poultry production areas
-  Poultry trade corridors monitored
-  Rice production areas
-  Rice trade monitored corridors
-  Town of more 1,000,000 population
-  Town of less 1,000,000 population
-  Other town or Hamlet



Focus Corridors for Trade Flows (USAID ATP)

USAID ATP TRADE CORRIDORS

-  Livestock breeding areas
-  Livestock Trade Monitored Corridors
-  Onion/Shallot production areas
-  Onion RH Monitored corridors
-  Maize production areas
-  Maize trade documented corridors
-  Town of more 1,000,000 population
-  Town of less 1,000,000 population
-  Other town or Hamlet



Constraints to Regional Trade

- **Farm level**
 - Low productivity, poor quality, and seasonality
- **Transport and logistics infrastructure**
 - Poor condition, harassment and bribes, duration
- **Actors, across value chains**
 - Limited voice, lack of professionalization
 - Poor access to finance
- **Linkages among actors**
 - Lack of information, contacts, confidence
- **Policies and regulations**
 - Not always enabling or not implemented

Constraints: Farm level

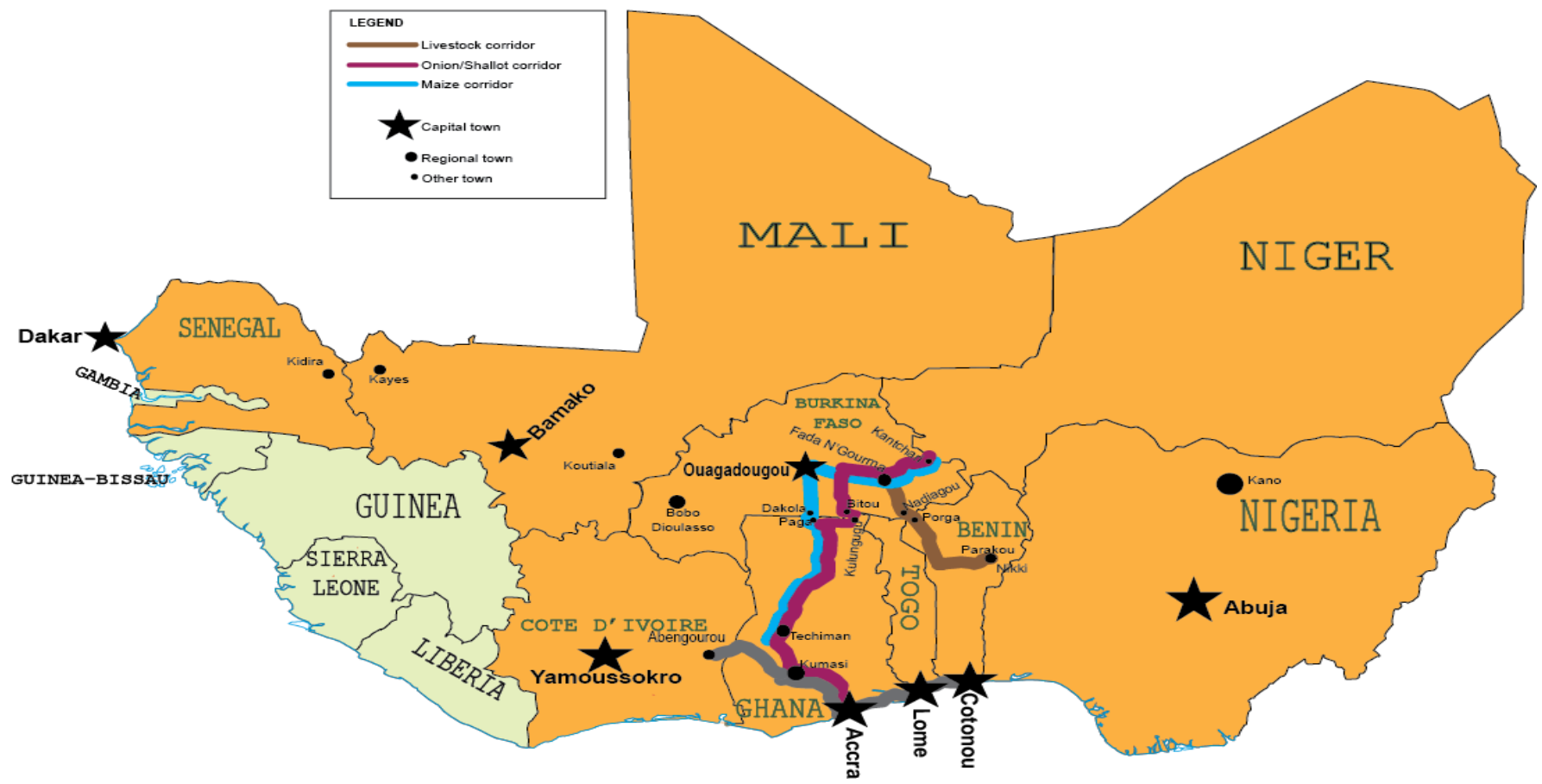
- **Issues: Quantity, quality, seasonality**
- **Approach: Focus on diffusing successful technologies from one country to another, training those who can train**
- **Examples:**
 - **Rainy season onions in Niger**
 - **Improved parboiling technologies**
 - **SRI**
 - **Cattle fattening**

Constraints: Transport and logistics

- **Issues: High losses, slow transport, illegal payments**
- **Approach: equipment/infrastructure investments, education/empowerment**
- **Examples:**
 - **Onion losses 30% - mesh bags**
 - **Market infrastructure – PPPs**
 - **Road harassment and delays – road and market shows**

Focus Road Corridors: USAID ATP

USAID ATP ROAD HARASSMENT MINITORED CORRIDORS

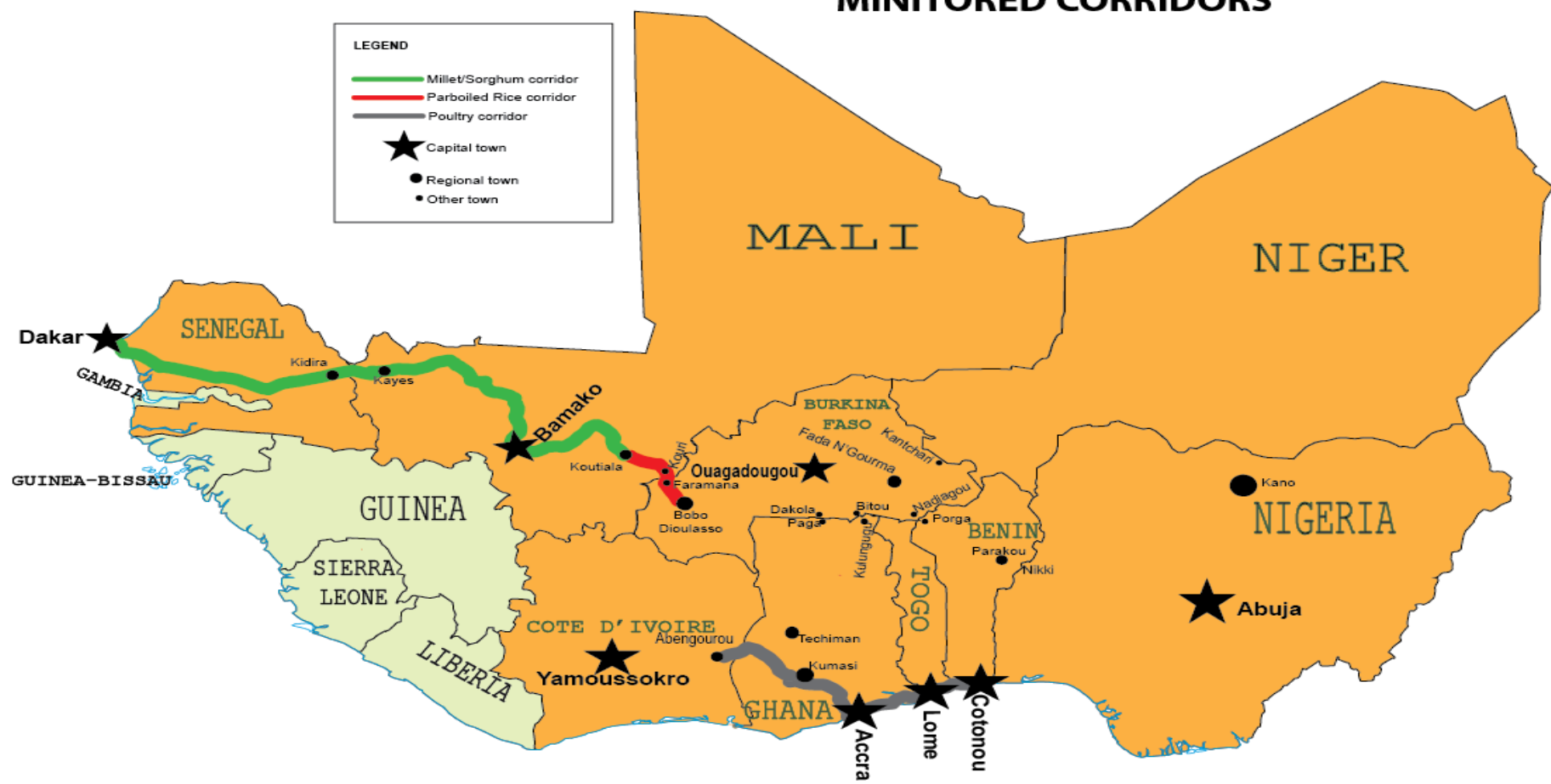


Focus Road Corridors: USAID E-ATP

USAID E-ATP ROAD HARASSMENT MONITORED CORRIDORS

LEGEND

- Millet/Sorghum corridor
- Parboiled Rice corridor
- Poultry corridor
- ★ Capital town
- Regional town
- Other town



Bribes and number of roadblocks

Value Chain	Bribes paid per 100 km (US\$)	Number of roadblocks per 100 km
Onion	15.5	2.5
Livestock	61.9	2.8
Maize	15.0	3

April-June 2011

Onion corridor (1,036 km): Kantchari-Bitou (Burkina Faso)-Bawku-Bolgatanga-Accra (Ghana)

Livestock corridor (469 km): Fada N’Gourma (Burkina Faso)-Porga-Parakou (Benin)

Maize corridor (976 km): Techiman-Paga (Ghana)-Po-Kantchari (Burkina Faso)

Roadblocks by type of actor

Country	Trips	Km	Local Police	Customs	National Police Force	Other	Total	Per 100 km
Mali	22	1184	8	11	6	10	35	3
Senegal	22	681	11	4	20	1	36	5
Total	22	1865	19	15	26	11	71	3.8

April-June 2011.

Source: ATP project data.

Illegal payments by type of actor (CFA)

Country	Trips	Km	Local Police	Customs	National Police Force	Other	Total	Per 100 km
Mali	22	1,184	51,568	92,123	56,364	19,300	219,355	18,527
Senegal	22	681	6,909	17,318	16,386	1,591	42,205	6,197
Total	22	1,865	58,477	109,441	72,750	20,891	261,559	14,025

April-June 2011.
 Source: ATP project data.

Constraints: Value chain actor level

- **Issues: Informality of the sector, weak organizations and actors**
- **Focus on: institutional support, capacity building**
- **Examples:**
 - **Association support (COFENABVI, UOFA, AMASSA, APROSSA): Self-assessments with support for organizational structures and services**
 - **Finance access: support in business plans, training to financial institutions, warehouse receipt systems**
 - **Professionalization of slaughter operations**

Constraint: Linkages among actors

- **Issue: Poor information flow, lack of confidence and long-term linkages**
- **Focus on: market information systems, trade facilitation, formalizing transactions**
- **Examples:**
 - Working with Esoko/Manobi platforms
 - Direct trade facilitation: market facilitators, events
 - Confidence building
 - Contracts
 - PPPs: Market infrastructure improvement (Accra, Tamale), processing

Interest in market information

	Burkina Faso	Ghana	Côte d'Ivoire	Mali	Nigeria	Total
New users	18	1,685	15	69	30	1,817

New users to Esoko platform, April-June 2011

Source: Esoko Networks

Volume of offers

Country	Number of offers and volume by product							
	Cereals		Cattle		Sheep/Goats		Onion/Shallot	
	Offers	Tons	Offers	Head	Offers	Head	Offers	Tons
Burkina Faso	9	115	-	-	-	-	1	20
Ghana	68	331	10	201	1	50	10	8
Côte d'Ivoire	-	-	17	907	3	270	-	-
Mali	63	971	3	90	2	275	1	5
Nigeria	3	8,000	-	-	-	-	-	-
Total	143	9,417	30	1,198	6	595	12	33

Source: Esoko networks

Constraint: Policies

- **Issue:** Favorable policies not always implemented/enforced, many unfavorable policies
- **Approach:** Advocacy, support to implementation at ECOWAS and national level
- **Examples:**
 - **Advocacy on:**
 - Cereal export bans, export taxes on onion/livestock
 - Livestock export authorizations/transit fees
 - AI-related trade bans in poultry
 - **ECOWAS Trade Liberalization Scheme – policy watch and M&E**

Conclusions

- **Wide span of activities – constraints across value chains**
- **Progress slow at regional level, but is taking place: Regional level policies and private sector institutions/individuals needed to facilitate food security and jump start agricultural development are emerging**