

EPOPA

Export Promotion of Organic Products from Africa

Phase IIB
2005 – 2008

November 2006

EXPORT PROMOTION OF ORGANIC PRODUCTS FROM AFRICA



Programme Objective

To initiate and facilitate export of organic products in order to improve the livelihood of African farmers



Irene Kugonza from Bundibugyo, Uganda farming cocoa and vanilla for ESCO.

EXPORT PROMOTION OF ORGANIC PRODUCTS FROM AFRICA



A programme funded by Sida

- Implemented by Agro Eco and Grolink together
- Programme Directors
 - Bo van Elzakker
 - Gunnar Rundgren
- Programme co-ordinator
 - Deepa van Staalduijn
- Country Managers
 - Alastair Taylor, Uganda
 - Marg Leijdens, Tanzania
 - + Consultants



AGRO²Eco

Grolink

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A programme funded by Sida

- Initiated in 1994
- Start in Uganda 1995
- Start in Tanzania 1998
- Evaluations
 - 2000
 - 2004
- Since 2002 in 2nd phase, up to mid 2008



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Intervention strategy

Simple logic:

- Lack of market is a major limiting factor for agriculture development
- There is a market demand for organic products
- African small-holders are close to organic and can't afford expensive inputs

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Approach used

- Work through existing exporters
- Exporter contracting farmers
- Improving organic farm or production management
- Improved quality
- Preparation for group certification
- 3-5 years for a project

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Farmers benefit

- More than 60 000 farmers has got 15-40% higher price on their cash crops 1997-2005, this is the organic premium
- With 8 persons in an average household, EPOPA affects around 480 000 people in Uganda, Tanzania and Zambia
- The farmers may increase their total income by 50% or more, added to the organic premium is:
 - increasing productivity and crop quality, due to the extension service
 - reduced costs for chemical fertilizers and pest control

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Words from an exporter

"If EPOPA hadn't supported us we wouldn't exist today. Now many people are benefiting from the export of pineapple, 140 farmers and some 30 skilled and unskilled workers. We are in business and will stay there."



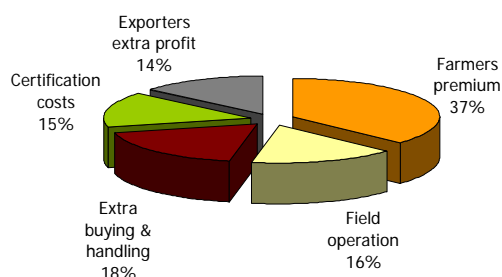
Edward Mulondo,
Manager of Bio Uganda



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Use of the organic premium



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EPOPA projects in Uganda 1

Export projects since the start	Project Period
Lango Union Organic Farming Project (LUOFP)	1 June 1994 to 31 August 1997 (ended)
Kawacom Coffees: Bushenyi, Nebbi and Sipi	1 April 2002 to 31 March 2005 (ended)
Outspan Sesame - extension	1 April 2005 to 31 March, 2006
ESCO Cocoa & Vanilla - extension	1 April 2005 to 31 March, 2006
RECO Processed Food Ingredients	1 September 2003 to 31 August 2006
Greenfields Nile perch Fish	1 Jan 2004 to 31 December 2006
BioUganda Dried fruits	1 July 2004 to 30 June 2007
Ibero Robusta coffee [Diversification]	1 July 2004 to 30 June 2007
North Ugandan Shea	1 May 2005 to 30 April 2008
Tamteco Fragrant Herbs	1 July 2006 to 31 Oct 2008
Bee Natural Product, honey	1 Oct 2005 to 30 September 2008

EPOPA projects in Uganda 2

Limited Support projects since the start	Project Period
Bio Uganda Dried Fruits LSE	1 Nov 2002 to 31 October 2003 (ended)
Ibero Vanilla LSE	1 March to 30 November 2003 (ended)
Bark Cloth LSE	1 Sept 2003 to 28 February 2005 (ended)
Gumutindo Arabica Coffee LSE	1 January to December 2004 (ended)
Lakeside Vanilla and Fruit Products SSE (UMS)	1 October 2004 to 28 February 2006
Uganda Aromatics SSE (Naseco)	1 January 2005 to 30 november 2006
Biofresh Fresh Tropical Fruits SSE Extension	1 April 2005 to 30 June 2007
Nile Teas Hibiscus SSE	17 Oct 2005 to 31 January 2007
CNPU OAE Vanilla SSE	1 October 2005 to 31 Oct 2006
UCIL Cardamom SSE	1 Jan 2006 to 30 June 2007
Amfri Dried Fruits SSE	1 Jan 2006 to 28 February 2007
Barkcloth SSE Extension	1 December 2005 to 31 October 2006
Mpongwe Groundnuts SSE	1 October 2005 - 30 Nov 2005

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EPOPA projects in Tanzania 1

Export Projects since start	Project Period
Kyela Organic Export Project	1 Sept 1998 to 30 April 1999 (ended)
Saffro Safflower	1 Jan 2004 to 31 October 2004 (ended)
KNCU Arabica coffee extension	1 May 2006 to 30 April 2008
KCU Robusta Coffee	1 April 2005 to 31 March 2006
Premier Cashews	1 September 2005 to 31 Januari 2006
Dabaga Canned Pineapples extension	1 July 2003 to 30 Sept 2006
Fidahusseini Rufiji Honey	1 January 2004 to 31 December 2006
Tanica Instant Coffee	1 January 2004 to 31 December 2006?
Golden Food Products, spices	1 May 2005 to 30 April 2008
Tanpro Peanuts	1 July 2005 to 30 June 2008

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EPOPA projects in Tanzania 2

Limited Support Projects since start	Project Period
Fadeco Dried Products LSE	1-31 September 2002 (ended)
Matundamema Dried Fruits LSE	1 April to 30 November 2003 (ended)
Essential Zanzibar Oil Zanz-germ SSE	1 Nov 2003 to 30 April 2004 (ended)
HOPE-LIMA (Mbeya coffee) SSE - extension	1 st April 2005 to 31 Mar 2006
West Lake Vanilla SSE	1 Nov 2005 to 28 Feb 2007
Biosustain Sesame SSE	1 May 2006 to 31 Jul 2007
Sea Products Tuna	1 October 2006 to 31 September 2007

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EPOPA projects in Zambia

Export Project	Project Period
AOFI Lemon Grass Essential Oils project - extension	1 April 2005 to 31 December 2006

Limited Support Project	Project Period
Mpongwe Groundnuts SSE	1 October 2005 - 30 Nov 2005

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EPOPA support 1

EPOPA support to projects covers:

- Management assistance
- Staff training
- Field officer training
- Organic agriculture, extension and demonstration gardens
- Development and revision of internal control system (ICS)
- Farmer mobilisation techniques and inputs
- Seed money for farmer's inputs
- Setting up of tree / crop seedling nurseries
- Technical consultancy and agricultural improvements
- Product quality management and quality improvement measures

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EPOPA support 2

EPOPA support to projects covers:

- Development of new crops and products
- Market surveys and buyer contacts
- Product development
- Participation in organic trade shows
- Project presentations / brochures
- Organic certification procedures and issues
- Share in certification costs
- Certification to additional standards as required by the market

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Profitable development

- Compared to increased income for farmers, most projects pay back in 5-4 years.
- The EPOPA programme allows exporters to enter a new market, for others to follow.

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Institutional Development and Capacity Building

Developing institutions and capacity to take over after EPOPA

- Certification and standards Development
 - National Standards
 - Organic Standards East Africa (IFOAM-UNEP-UNCTAD)
 - UgoCert and TanCert
- Training
 - In-project training
 - Organic Sector Development
 - Organic Project Manager
 - Exporter seminars
- National Development
 - Support to national movements

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Impacts of EPOPA

- 60 000 smallholders earn 25-50% more
- Positive impact on conventional price
- It's being copied by others
- Improved motivation for farming, to improve livelihood, increase production
- Concept for trade in commodities sustainably produced by smallholders

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