TRADE-BASED SOLUTIONS TO FOOD INSECURITY

WEBINAR CHAT TRANSCRIPT

JANUARY 31, 2018
PRESENTERS

Yohannes Assefa, East Africa Trade and Investment Hub

Scott Cameron, USAID Kenya and East Africa Office of Regional Economic Integration (REI)

Gerald Makau Masila, Eastern Africa Grain Council

MODERATOR

Kristin O’Planick, USAID
AV Tech (Washington DC): Welcome! The webinar will start around 9:00am EST (NYC/DC)

AV Tech (Washington DC): In the meantime, you will hear some communication as we have presenters from all around the globe joining us

AV Tech (Washington DC): Feel free to introduce yourself here.

Abubacker Siddick Syed: Hi I am Siddick, From Tamil Nadu, India

Angeline Ndabaningi: Hi. I am Angeline Ndabaningi, Gender and Youth Specialist, LEAD Feed the Future Zimbabwe Crop Development Program

Abubacker Siddick Syed: Hello Angeline!

Felix Shaba: Hi I am Felix Shaba, a PhD student researching Microfinance and Women Empowerment in Nigeria

Felix Shaba: I live in The UK, sorry

Mark Washburn (Consultant): Good to be "here" today. Mark Washburn consultant for East Africa... Specialty Food products

Hillary egna: Hi I’m in Oregon USA looking through clouds at 550am at the triple moon event while waiting for the webinar to begin, Hillary

Adam Ahmed - USAID Microlinks: Greetings everyone. Thank you for joining us from all around the world. We are happy to have you with us today!

Kimwaga Mhando: I'm Kim Mhando, Trade Policy Analyst at the Eastern Africa Grain Council, based in Nairobi


Rubie Mize: Rubie Mize here from the University of Maryland. Hi Everyone!

Charles Coon: Greetings to all

Jose Maciel: Good morning, this is Jose Maciel, DCOP with the Enabling Environment for Food Security project, in DC. Greetings!

Adam Ahmed - USAID Microlinks: Greetings Rubie and Jose!

Adam Ahmed - USAID Microlinks: Hi Charles, glad to have you with us today.

Maxwell Amedi: My Name is Maxwell Amedi World Vision, Ghana

Charles Coon: Thanks. I am from the DAI corporate communications, listening remotely

Noel Habashy: Hi, I'm Noel Habashy at Pennsylvania State University in the United States.

Brenda Aluda: Hi everyone. I'm Brenda Feed the Future Kenya Crops and Dairy Program in Kenya

Adam Ahmed - USAID Microlinks: Welcome to the presentation Brenda and Noel

Peter Mbiyu: Greetings All, Mbiyu Peter, turning from Nairobi, Kenya

Adam Ahmed - USAID Microlinks: We will be beginning shortly. Thank you all for joining us.

David Fischer: Hi everyone - David Fischer from IFDC in Washington

Danielle Niedermaier: Hi everyone! Danielle Niedermaier, Global Monitoring, Evaluation and Learning Manager for Land O'Lakes International Development

Diana McLean: Hi All, Diana McLean here from the Cornucoia Group, Canada

Richard Choularton: Morning all, Richard Choularton from Tetra Tech's Agriculture and Economic Growth team here.

Cornelia Josephine Boesch: Greetings from Rome, Cornelia from FAO

Adam Ahmed - USAID Microlinks: Welcome David, Danielle, Diana and Richard. Glad to have you with us.

Janice Stallard: Hello all. I am Janice Stallard from Banyan Global in the United States

Sarah Hogan: Hello, Sarah Hogan from SPRING/JSI in Washington, DC

Adam Ahmed - USAID Microlinks: Hi Janice and Sarah. We are happy to have you here with us.

Edward Hedley: Hello, Ed Hedley from Itad in the UK

Cynthia Donovan: Hi, Cynthia Donovan from MSU in East Lansing

Francesca vanDoorn: Hello, Francesca vanDoorn from J.E. Austin Associates, in Washington D.C.

Jill Luxenberg: Hi Jill Luxenberg from USDA/Foreign Ag Service, Washington, D.C.

Kari Foley: Hello. This is Nicki Hangsleben from Land O'Lakes International Development

Remi Adeniyi-Jones 2: Hello all, greetings from the DAI home office in Bethesda, Maryland

Haydee Diaz: Hello. I’m Haydee Diaz from Catholic Relief Services El Salvador

Mark Lundy: Hello everyone, Mark Lundy from the International Center for Tropical Agriculture (CIAT), Colombia

Taziona Chigwe Mchira: Hello Everyone, Taziona Chigwe Mchira from Malawi.
Ed Gerard: Hi Ed Gerard from USDA

Roderick Gravelet-Blondin: Rod Gravelet-Blondin from Pretoria South Africa joined. Ex SAFEX

Adam Ahmed - USAID Microlinks: Greetings all

Kari Foley 2: Hi- This is Kari Foley from Land O'Lakes International Development

Pierre Rosseau: Just connected but no sound at all. have we started yet?

Allison Loconto: Hello, Allison Loconto from INRA and FAO

Dick Tinsley: Dick tinsley from Colorado

Brian Dutoi: Brian Dutoi from USDA/FAS, appreciating Microlinks/Agrilinks keeping us all connected to the best new developments.

Mary Beggs: Good day everyone! Mary Beggs from Cardno here. Looking forward to the webinar.

Taziona Chigwe Mchira: From Eastern Africa Grain Council

TITUS KISANGAU: Greetings, I am Titus Kisangau, Programme Officer - Communications at Eastern Africa Grain Council based in Nairobi.

AV Tech (Washington DC): Thanks for joining us today ... if you have technical issues, please hover your mouse over my name and start a private chat with me

Joseph Bangnikon: Im Joseph Bangnikon- Food Security and Livelihoods Advisor, International Medical Corps, joining in from Yemen.

AV Tech (Washington DC): Kindly introduce yourself and tell us what organization you're with

Justus Liku 2: Justus Liku - greetings! CARE ECSA region.

Lourdes Martinez: Lourdes Martinez, BFS Washington

David Eagle: David Eagle with MEDA, Eastern Southern Central Africa (ESCA) Region

Joseph Bangnikon: The sound keeps breaking. Cannot hear the speaker at this point.

Eric Taft: Eric Taft - Rise Against Hunger

Kaj Gass: Kaj Gass from Millennium Challenge Corporation, calling from the very cold Washington, D.C. office.

Pierre Rosseau: no sound at all.

Andrea Lozano: Andrea Lozano, DAI Washington DC office
Jerry Brown: Jerry Brown Agriculture Results Inc good morning everyone!

Jamie Haig: Good Morning. Jamie Haig from the Foreign Agricultural Service in Washington.

Kenneth Tembe: Kenneth Tembe- IGAD Sheikh University-Somaliland

Marietta Stephen: Marietta Stephen- DAI EATIH-Kenya, goodmorning everyone

Jerry Brown: I have no sound at all

Adam Ahmed - USAID Microlinks: Greeting to all of our friends at DAI

Don Evans: Don Evans, USDA/FAS

Adam Ahmed - USAID Microlinks: Hi Don. Glad to have you with us.

Jose Maciel: No sound at all here.

Asafu Chijere: Asafu Chijere from WorldFish Malawi. Reducing hunger and poverty through fisheries and aquaculture

ESTHER PAUL MSHELBWALA: no sound now

Carolyn Chelimo: Hello Carolyn Chemutai Vermin control Officer, Amudat District Local Government in Uganda

Amanda Saville: Amanda Saville here from Palladium

Joshua Ariga: Joshua Ariga, Snr Economist, IFDC, USA

ESTHER PAUL MSHELBWALA: i am Esther Paul Mshelbwala Food security and livelihood officer from Nigeria

Dick Tinsley: How much of the drought is still within the normal rainfall variability, that is usually underestimated badly?

AV Tech (Washington DC): Link to video on YouTube: https://www.youtube.com/watch?v=GbQWmFzVdY


Jen Schmidt: Jennifer Schmidt, FINCA Intentional will be sharing info with our African subsidiaries engaged in ag. lending in Uganda, Tanzania, Malawi, Zambia, DRC, Nigeria

Kuadjovi Ornella: Hello dear please how can i join the meeting via audio?
Dick Tinsley: How much of the food security problems in Africa are the result of over reliance on manual labor in which most farmers are expected to exert more caloric energy than they have access to. This limits the work day to 2 or 3 hours of diligent effort possible spread out over 5 hours, the result in 8 weeks of crop establishment and many compromises in the quality of work, thus reducing the potential yield and food security
AV Tech (Washington DC): Others:  if you're behind a firewall, you may have issues

AV Tech (Washington DC): Similarly, if you're connectivity is less than 5mbps, you may not have audio or notice lag. You can test your bandwidth at this site: http://www.speedtest.net

AV Tech (Washington DC): And this is BEING RECORDED

AV Tech (Washington DC): And will be shared out

Inger B: Use Hashtags : #FoodSecurityWebinar

Adam Ahmed - USAID Microlinks: Thank you Inger!

Jose Maciel: Thank you, Lourdes. Sound problem solved.

Elfreda N.L. Arthur: The maize crop calendar is interesting

Lourdes Martinez: is the maize calendar still correct? Does it account for climate variation?

Loretta Byrnes: I was in Zambia a few years ago when they were overflowing with maize that they government had procurred from farmers and traders, but at great cost to the government. I believe they sold at a loss. Are their traders/companies in place that can acquire sufficient amounts for international trade without government subsidies?

Hussein Wolle: Hello every one, this is Hussein from Ethiopia AISDA

Jerry Brown: I have private chatted with you but I don't have a response and still without sound.

Charles Coon: Related article by DAI's Yohannes Assefa from last summer: http://dai-global-developments.com/articles/83-million-grain-deal-between-east-african-countries-demonstrates-how-east-africa-can-feed-itself/

Lindsay Bingaman: How did you identify the grain traders who participated in the B2B events? And what did they need your support for?

AV Tech (Washington DC): I responded to you Jerry.

Adam Ahmed - USAID Microlinks: Thanks for sharing that with us Charle

AV Tech (Washington DC): Look for the yellow tab at the bottom of this window.

Adam Ahmed - USAID Microlinks: Charles

AV Tech (Washington DC): And don't worry, this is being recorded and a link will be shared out.
Adam Ahmed - USAID Microlinks: Also, Please keep the questions coming, we will visit them during the Q&A portion of the webinar

Kristin O'Planick (USAID): Hi Hussein! Welcome

Marietta Stephen: Explore and advocate for more PPP&D as an opportunity to solve food insecurity

Dick Tinsley: If you are relying on trade which is great, how critical is it to have good paved road system to move all this so it is not cheaper to import from the USA than move within Africa?

AV Tech (Washington DC): To expand the slide, click the four arrows at the top of the presentation window

Mark Lundy: In addition to tracking trade volume, have you also been able to track changes in grain sales prices for consumers? How have those varied?

Celia Garay: What has been the role of host governments during your B2B sessions, if any?

Diana McLean: How is USAID coordinating its efforts with others working on trade corridors, e.g. Dfid, WB

Adam Ahmed - USAID Microlinks: Great questions Mark, Celia and Diana

Marietta Stephen: Yes we have much deficit and surpluses within different countries in Africa but we have major challenges on the movement of the surpluses.

Asafu Chijere: Malawi had a good harvest for maize, pigeon peas and other crops. despite the government setting up minimum price for the produce, middle men reaped the farmers because of lack of good markets for the produce. vendors bought the produce at very low prices

Hussein Wolle: Thank you Kristin,

Adam Ahmed - USAID Microlinks: Thank you for sharing that Asafu.

Loretta Byrnes: With regard to Malawi, how much did the government and donors spend on subsidizing the production of maize as well?

Dick Tinsley: How much does low ceiling price aimed at affordable food in the urban areas, hinder production and farmers opt for more valued crops, divert fertilizer to the more valued crops and induce basic food insecurity?

Dorothy Tuma: Dorothy Tuma, Uganda - How are you able to obtain “true” or accurate figures on the value of transactions between B2Bs. Could there be some under-reporting? And thus, the value of trade generated might actually be higher?
Jose Maciel: On the issue of NTBs, any comments on the use of the existing framework in the EAC to identify and eliminate NTBs? Specifically, any comments on addressing NTBs through the existing National NTB Committees?

1-800-832-0736: I am here. I have been talking but you couldn't here me.

AV Tech (Washington DC): Is your phone muted on your end?

Hillary Egna 2: I agree with Dick Tinsley's comment about infrastructure and roads. Once some of these transport hurdles are overcome, added value comes through trade in other products, some of which may require a cold chain.

1-800-832-0736: No, not muted. I can follow the discussion. But you couldn't here me.

AV Tech (Washington DC): Tschililo: please look for the presenter tab

AV Tech (Washington DC): Chat window --> Drop down --> [start chat with] --> Presenters

Rajagopal Sivakumar: hi

Rodgers Kirwa: Hi, cant here you clearly

Marietta Stephen: Informal trade is a major challenge. What are some of the strategies put in place to have more of the informal trade information captured?

Rajagopal Sivakumar: voice is not clear

Mark Washburn (Consultant): We are finding interesting value-added products exported from these regions such as Macadamias (Kenya), Organic soybean (Uganda), Organic sesame seeds (Uganda), Dried fruits (Uganda, Tanzania). These products are currently being exported into Europe and the U.S.

Adam Ahmed - USAID Microlinks: Thank you Mark and Marietta for your questions

ESTHER PAUL MSHELBWALA: how best can we enhance the use of improved seeds in a dry community

Adam Ahmed - USAID Microlinks: Thank you Esther!

Abubacker Siddick Syed: I am involved in forming Organic Farmers Producer Companies, through which marketing organic rice, millets, honey, Tamarind, Jaggery, pulses and oilseeds

Dick Tinsley: if there is a 50% tax, how much of the trade volume is exporter/imported through informal payments totally eliminating any realistic estimates of how much trade is taking place?
Piu Bose: This is a question for Yohannes: "How do you justify supporting maize exports from Ethiopia when there are millions of people who need emergency food assistance in the country?"

Marietta Stephen: How are the improved seed adapt to varying climatic conditions within the EA countries

Asafu Chijere: How can we reduce increased post harvest losses for the improved early maturing varieties?

Jose Maciel: My earlier question on the uptake on the existing NTB framework was addressed to Yohannes and Gerald Massila.

Rajagopal Sivakumar: Can you share the experience of Implementing PPP projects in Agribusiness to improve Food security in Country like India

Adam Ahmed - USAID Microlinks: Thank you all for your great questions. We will be moving to the Q&A portion of the webinar momentarily and will adress as many of the questions as we can.

Felix Shaba: one problem poor farmers are having in Nigeria, particularly, is that the government will promise the poor farmers things like Fertilizers and this never get to the people that actually need them. Is there any other way(s) these inputs can be distributed so that these poor farmers have direct access to them?

Jeanah Lacey: What are the Hubs and USAID doing to ensure that this transaction-based approach sustainable? How are you working to ensure that these aren't just one-off successes?

Rajagopal Sivakumar: Thanks Adam

Rodgers Kirwa: Hello everyone, this is Rodgers Kirwa from iAgriBiz Africa - Mr. Agriculture on twitter

Mark Washburn (Consultant): GMO seeds can be bennificial for dry zones but many African Countries have banned. This is now under review by some governments.

Lourdes Martinez: following Jeanah Lacey's question: How much of the distortions are due to big donnors in the region? Who do traders sell their products to?

Loretta Byrnes: Presenters do not seem to be changing the slides as they speak.

ESTHER PAUL MSHELBWALA: in a country like Nigeria, precisely the northeast, how can we enhance beneficiaries livelihoods in agriculture when we markets are just recovering, what strategies do we employ best?

Justus Liku 2: There has been cross trade in past between Ethiopia and northern Kenya for both grains and livestock.
Kristin O'Planick (USAID): They haven't forgotten to change slides. Just digging into details

Hussein Wolle: Focusing on cash crops may benefit farmers from Ethiopia

Dick Tinsley: you can focus on cash crops only after you have obtained food security otherwise your benefits are quickly lost to purchase essential food

Emily Miller: Who are the cross border traders that you are addressing? Does it include women in more informal cross border trade? And is included how is capacity being addressed?

Jill Luxenberg: How is food safety being addressed under the program? Are aflatoxin levels being measured?

Dick Tinsley: there was a great webinar a year or so ago on women in trade, but the impression i got this was low volume and not large lorries needed for major grain trade

Lourdes Martinez: Dick, people in rural areas in Africa buy most of their food, I don't understand why farmers could not focus on cash crops? I did not get your point

Adam Ahmed - USAID Microlinks: Thank you Emily and Jill. Great questions.

Kristin O'Planick (USAID): The webinar Dick is referencing on women and informal cross-border trade is here https://microlinks.org/library/women-without-borders-gender-and-informal-cross-border-trade-event-resources

Emily Miller: Adam if you know of the webinar that Dick is referring to please let me know. Thanks

Adam Ahmed - USAID Microlinks: It is the one that Kristin just linked to

Emily Miller: Thank you Kristin

Joshua Ariga: Dick, food focus is only applicable if you have a fairly closed economy with trade impediments. Else you can use returns from cash crops to buy food

Inger B: Quick reminder, if on Twitter use #FoodSecurityWebinar for more engagement

Hussein Wolle: Currently the Netherlands government is promoting sesame and coffee products

Hussein Wolle: to import from Ethiopia

Rodgers Kirwa: fell free to tag me on twitter @rodgers_kirwa

Dick Tinsley: Lourdes and rest please visit the website: www.smallholderagriculture.com and look at some of the energy balance pages for how farmers are highly under nourished for the work effort they are expected, and this is hindering production as i mentioned at the beginning of the webinar. there is an
interesting case study from Ethiopia to consider. It balances animal vs. crop management

Margaret McDaniel: Along with aflatoxin monitoring -- are pesticide residues being monitored? This is particularly important as farmers become more desperate about FAW.

Loretta Byrnes: Sound is gone

Alan Isaac: Sound cut?

Remi Adeniyi-Jones 2: yes

Lourdes Martinez: Yohannes right on point!

Mark Lundy: Yes we can hear

Emily Miller: yes

Charles Coon: can hear you fine

ESTHER PAUL MSHELBWALA: yes

Lourdes Martinez: yes

anne mbaabu: yes

Theoneste Hitimana: Some financial institutions are not interested to finance agricultural related projects saying that most agricultural products are perishable. How can we address this? What could be the role of each partner in this process (government, private sector, NGOs etc)?

Mark Washburn (Consultant): Yes... Can hear you fine

Janice Stallard: We can hear you Adam

Dick Tinsley: sound is good

Emanuela Montanari-Stephens 2: yes

Maggie Ngëtha: sound good

Samirah Faruk 2: It has a lot of echo though

Rajagopal Sivakumar: Now it is better

Rodgers Kirwa: What's your role on inclusion of youth and women on Agriculture here in Kenya

Hussein Wolle: What is the private sector involvement how we enhance them to be part of it?
Adam Ahmed - USAID Microlinks: Great questions everyone. For all of the questions we do not get to in the webinar today, we will try to get to after the webinar is over.

Rodgers Kirwa: We realise that most food (grains) lost due to Post harvest...what have you done in trying to reduce the post harvest loss? [www.twitter.com/rodgers_kirwa](http://www.twitter.com/rodgers_kirwa)

Dick Tinsley: Do you have labs sufficiently funded to reliability porovide this information??

Adam Ahmed - USAID Microlinks: We will also be sending out post-webinar resources in the coming week. This will include a recording of the webinar, and transcripts.

AV Tech (Washington DC): Tshililo Ramabulana: On the supply side, we worked with ZAMACE is Zambai to identify the traders. we ensured that both large as wella s smaller treaders are invited. We worked with the grain traders association to select those traders who have a good track record.

Rodgers Kirwa: The biggest problem with our kenyan farmers and many other farmers is that they do not follow the right farming protocols . We should always teach our farmers to first concider doing a comprehensive soil testing before planting....What do you do to or have done to try let our farmers know this? [www.twitter.com/rodgers_kirwa](http://www.twitter.com/rodgers_kirwa)

Cornelia Josephine Boesch: May I ask who from FAO was part of the working group mentioned? I would like to follow up with them.

Adam Ahmed - USAID Microlinks: Thank you Rodgers.

Adam Ahmed - USAID Microlinks: Tshililo Ramabulana: We also hired a consultant to work with identified traders before they attended the B2B event. We also hired a consultant to follow up with the constracts that were signed at the event. Hence we were able to close most of the deals signed at the B2B event.

Elisa Loeser: USDA/FAS helped COMESA develop an aflatoxin sampling protocol for maize and groundnuts to improve trade in the region. Can you confirm that this protocol is being utilized through these trade channels as well?

Abubacker Siddick Syed: Hi Rajagopal. I tried PPP model project on Tomato processing- Spray drying technology linking Tomato growers, Technical Institution and Tomato powder buyers

Rodgers Kirwa: Maize is the most grown crop in Kenya, how is it that we are always running out of flour? Where there is shortage, there are opportunities, how is it that farmers are among the poorest lot in the country? [www.twitter.com/rodgers_kirwa](http://www.twitter.com/rodgers_kirwa)
Mark Washburn (Consultant): Adam... Very good point and necessary to vet and follow up with contracts as they can be stumbling blocks.

Rodgers Kirwa: Can maize contract farming schemes help? www.twitter.com/rodgers_kirwa

AV Tech (Washington DC): Poll time!

Adam Ahmed - USAID Microlinks: If you would like a PDF version of today's presentation, it is located in the pod to the left titled "Webinar Presentation Slide Deck"

Haydee Diaz: Will we receive an email with a link to the PPT presentation? If so, normally by when?

Haydee Diaz: Thank you Adam, you just answered my question. PDF is fine.

Adam Ahmed - USAID Microlinks: Hi Haydee, we will also be sending out an email with all of the post event resources. These resources can also be found on the Microlinks and Agrilinks event pages, which are linked to on the left.

Adam Ahmed - USAID Microlinks: The recordings should be up by mid next week.

Adam Ahmed - USAID Microlinks: As well as all written transcripts of the Q&A portion of the webinar

Adam Ahmed - USAID Microlinks: Please check out the links in the LINKS POD to the left for further information. Thank you everyone for sticking with us today!

Charles Coon: Thanks -- this was great

Mark Lundy: Thanks. Interesting discussion and presentation

AV Tech (Washington DC): Thanks all!

Rodgers Kirwa: Thank you all. It was a great interaction.

Rodgers Kirwa: www.twitter.com/rodgers_kirwa

Cornelia Josephine Boesch: well done, thanks

Vincent Kiplangat: Thanks. It was very insightful

Adam Ahmed - USAID Microlinks: Thank you all

Charles Coon: Once again, a related article by Yohannes Assefa from last summer -- enjoy: http://dai-global-developments.com/articles/83-million-grain-deal-between-east-african-countries-demonstrates-how-east-africa-can-feed-itself/

Charles Coon: Thank you, Adam!

Abubacker Siddick Syed: Thanks
Kristin O'Planick (USAID): Thanks Charles!

Rodgers Kirwa: For those in Kenya.

AV Tech (Washington DC): I'm going to close the room now. Keep an eye out for our event with www.agrilinks.org next month!

Rodgers Kirwa: You are welcome to our farmers Field day on 16th February, 2018 in Mosoriot Nandi County. The Kenyas food basket...come interact with the maize farmer. All are welcome. for more information reach us on rodgerskirwa@gmail.com.....www.twitter.com/rodgers_kirwa