Welcome Back - Last Day!
AFRICA MARKET SYSTEMS GLEE DAY 3
AGENDA

Thursday

- Opening Plenary
- How Does the Enabling Environment Impact the Seed Sector?
- Food Safety & Agricultural Value Chain Development
- Regional Trade Breakout Session
- Closing Plenary
USAID-EAT Global Agribusiness Video Survey
https://www.youtube.com/watch?v=2lPjPRNSMAY
How Does the Enabling Environment Impact the Seed Sector?
SESSION OBJECTIVES

By the end of today’s session, participants will:

• Better understand the role (and challenge) of good policies, laws, and regulations

• Learn more about USAID’s regional harmonization efforts for seed regulation in sub-Saharan Africa

• Learn where to go to learn more about tools and resources for enabling environment reform.
WHAT IS THE BUSINESS ENABLING ENVIRONMENT?
HIERARCHY OF LEGAL FRAMEWORK

Constitution

Policies

Laws

Regulations
COMMON CONSTRAINTS

• Policy, legal, and regulatory instability or unpredictability

• Overregulation crowding out private sector

• Licensing, permits, and other costs as a barrier to market entry

• Low capacity to implement laws and regulations

• Corruption and anti-competitive market dynamics

• Social and cultural norms undermining inclusivity and entrepreneurship
GROUP ACTIVITY
Disabling the Environment for Seed

Policy – Commitment to driving the private sector out of seeds within 5 years.

Assignment – Propose a seemingly innocuous rule to make life difficult for the private seed companies.
Videos

EEFS SARS Video
https://drive.google.com/open?id=0BxMe2NtmJHgYSE5DMWppVTJ4NEU
Southern Africa Seed Trade Project

• Feed-the-Future focus countries: Malawi, Mozambique, and Zambia, as well as Zimbabwe*
• Five-year project
• Co-located in Pretoria, South Africa, and Lusaka, Zambia
• SADC-focused Office (with Trade and Investment Hub) in Gaborone Botswana
• Resident advisors in Malawi and Mozambique
• Key REC Partner – SADC/FANR (Gaborone) and the SADC Seed Centre (Lusaka)
SADC Member State representatives gathered in Gaborone, Botswana, to nominate the Seed Committee in May 2016.
Project Highlights – 2016

- Establishment of the SADC Seed Committee.
- 23 varieties were registered on the SADC Regional Variety Catalogue from four companies (Seed Co, PANNAR, Monsanto, and Syngenta).
- *Regional Seed Supply and Demand Study* completed in preparation for 2017 season.
- SCCI Online Seed Lab (MIS) launched in Zambia.
- MOU signed with the *DfID Food Trade East and Southern Africa Program*.
- MOU finalized with ACTESA/COMESA
Project highlights – 2017

• Capacity building for NSAs, in variety testing, varietal certification and seed testing to build mutual recognition of technical competence across region.
• Assist with OECD Accreditation for the Seed Control and Certification Institute (SCCI) Zambia

**Strategic Partnership Grants (SPGs)**
• Support public-private partnerships increasing the availability of improved technologies, management practices, and innovations within the seed sector.
• **Year 1**: roughly 10 grants available ($800,000)
• Fixed amount awards (FAA) with notable milestones.
ACTIVITIES

- Partnering with seed trade associations (APROSE, ZASTA, STAM, and ZSTA) to promote HSR awareness, and advocacy for adoption/usage.
- Support to the human resource development and operationalization of the SADC Seed Centre (Lusaka, Zambia).
- Facilitating development of a business model for the SADC Seed Centre – SADC seed label and counterfeiting measures.
- Supporting the alignment of national seed laws with the SADC Harmonized Seed Regulatory system.
- Capacity building of NSAs, NPPO and Customs/Boarder personnel.
- Piloting seed certification of varieties listed on the regional catalogue
- Updating the SADC Harmonized Pest List (last updated in 2006).
Potential challenges to implementation of harmonized seed regulations in a regional bloc

- Differences in the development of the seed sectors among member states within the trading bloc.
- Nature of the seed market: net importers vs. net exporters have different objectives.
- The instinct to protect local seed interests and the status quo through artificial trade barriers.
- Mutual recognition demands trust.
- Parliamentary delays in approving aligned legislation.
- Human resource capacity challenges.
# Monitoring Matrix

## Implementation of Seed Regulation, April, 2016

| Additional Measures to be undertaken by Member States (MS) for the implementation | Benin | Burkina Faso | Cape-Verde | Chad | Côte d'Ivoire | Gambia (The) | Ghana | Guinea | Guinea Bissau | Liberia | Mali | Mauritania | Niger | Nigeria | Senegal | Sierra Leone | Togo | % |
| Publication in MS' Official Gazette (2.1) | Y | Y | N | N | Y | Y | N | N | Y | Y | N | Y | Y | Y | Y | Y | 71 |
| Review of Seed Regulatory Frameworks (2.2): | | | | | | | | | | | | | | | | | | | 100 |
| National Seed Law | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | 100 |
| Decree instituting a National Catalogue | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | 100 |
| Decree establishing a National Seed Committee (NSC) | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | 100 |
| Decree creating Seed Sector Support Fund (SSSF) | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | 100 |
| Decree on Enabling Technical Regulations (ETRs) | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | Y | 100 |
| Adaptation of Procedures Manuals for (2.3): | | | | | | | | | | | | | | | | | | | 76 |
| Variety Release | Y | Y | N | Y | Y | Y | Y | Y | N | N | Y | Y | Y | Y | N | Y | Y | 76 |
| Seed Quality Control and Certification | Y | Y | N | N | Y | Y | Y | Y | N | N | Y | Y | N | Y | N | Y | N | 71 |
| Phytosanitary Certification | Y | Y | N | N | Y | Y | N | N | N | N | Y | N | N | Y | Y | N | N | 41 |
| Capacity Strengthening on (2.4): | | | | | | | | | | | | | | | | | | | 82 |
| Human Resources | Y | Y | N | Y | Y | Y | Y | Y | N | N | Y | Y | Y | N | Y | Y | N | 82 |
| Material Resources | Y | Y | N | N | Y | Y | Y | N | N | N | Y | N | Y | N | Y | Y | Y | 71 |
| Financial Resources | Y | Y | N | N | Y | Y | Y | N | N | N | Y | N | Y | N | Y | Y | Y | 76 |

| State in country (%) | 100 | 100 | 50 | 66 | 100 | 100 | 92 | 83 | 66 | 58 | 100 | 75 | 92 | 100 | 100 | 67 | 92 |
**Challenges**
- Weak enforcement at grass root level
- Weak infrastructural and human capacity

*Need strong collaboration with Bilateral Programs to deepen implementation*
CERTIFIED SEED SUPPLY (TONS)

- 11% land covered by certified seeds in 2011/12
- 25% land covered by certified seeds in 2014/15

Rice, maize, sorghum, millet, cowpea & groundnuts
CROSS-BORDER MOVEMENT

MAP: Movement of Rice, Maize, and Cowpea across borders in West Africa.
Welcome to the COMESA Plant Variety Catalogue

The objective of the COMESA Variety Release System is to encourage investment in seed business in the COMESA Member States, to enhance access to new and existing varieties in the COMESA Member States, and to stimulate the breeding and availability of seed varieties resulting in increased variety choices for all farmers.

This website allows plant breeders/seed developers to register varieties in the COMESA Catalogue and seed users to find varieties which can be legally commercialized among the 19 COMESA countries.

Seed users can select varieties adapted to their Agro-Ecological Zones, with short technical descriptions. For more detailed descriptions or orders, they will find commercial contact references associated to each variety.

Plant breeders who want to apply for regional registration of a variety fulfilling the COMESA Variety Release System requirements have to create a breeder’s account in the restricted access area.

National Seed authorities will also have access to the varieties database through the restricted area.
ADDITIONAL RESOURCES

For more information and additional resources, please visit the Feed the Future Enabling Environment for Food Security Agrilinks Page:


Or contact the USAID management team:

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gkessler@usaid.gov

Kelley Cormier
ACOR
kcormier@usaid.gov
BREAK

Please be back in 15 mins.
FOOD SAFETY

AND

AGRICULTURAL VALUE CHAIN DEVELOPMENT

Dr. Jason Sandahl
Foreign Agricultural Service
US Department of Agriculture
MARKET SYSTEMS INFLUENCES

Farmer Resources
RMA, RD, FSA

PRODUCTION

Food Quality
AMS, GIPSA

Local Use/Sale

Food Protection
APHIS, FSIS, FDA

Process

Nutrition
CNPP, FNS

Resource Management
NRCS, FS

Production

Ag Information
ARS, ERS, NASS

Ag Trade
FAS

Commercial Sale

Consumers

Commercial Sale

Resource Management
NRCS, FS

Processing
AGRICULTURAL VALUE CHAINS

INPUTS

PRODUCTION

CONSOLIDATION/TRANSPORT

LOCAL USE/SALE

PACKAGING

INSPECTION

COMMERCIAL SALE

CONSUMERS
FOOD SAFETY HAZARDS

INPUTS

PRODUCTION

CONSOLIDATION/TRANSPORT

LOCALSE/SALE

PROCESSING

PACKAGEING

INSPECTION

COMMERCIAL SALE

CONSUMERS

FOOD SAFETY HAZARDS
CONTROL POINTS

- SPS Regulatory Environment
- Physical Infrastructure
- Practices: Production, Processing, and Handling
PESTICIDE USE CONTROL POINTS

- SPS Regulatory Environment
  Pesticide Registration Laws

- Physical Infrastructure
  Lab Diagnostics

- Practices: Production, Processing, and Handling
  Farmer Training
Aflatoxin Contamination

Inputs

Production

Consolidation/Transport

Local Use/Sale

Processing

Packaging

Inspection

Commercial Sale

Consumers
AFLATOXIN CONTROL POINTS

- SPS Regulatory Environment
  Pesticide Registration Laws
- Physical Infrastructure
  Lab Diagnostics
- Practices: Production,
  Processing, and Handling
  Farmer Training
TASKS:
1. Identify food safety CONSTRAINTS to the value chain and where they intersect with the value chain. (10 min)

2. PRIORITIZE what should be incorporated in value chain programming. (10 min)

3. Discuss possible SOLUTIONS to the highest priority constraints. (15 min)
Resources

✓ The Food Safety Network (USAID/USDA/FDA)
✓ SPS course → please try it and let us know
✓ Food Safety Modernization Act (FSMA)
✓ Food Safety Working Group (FSWG)
✓ E-consultation → AgExchange on Agrilinks
✓ Participating Agency Service Agreement (PASA)
✓ Africa Bureau, BFS
✓ USDA Foreign Agricultural Service’s Trade and Scientific Capacity Building Division (TSCBD)
Please be back in 15 mins.
West Africa Regional Breakout
West Africa Regional Session: Regional Context and USAID Regional Program Information
Presented by: Catherine Hamlin
June-8-2017
Regional Flow of Livestock and Staple Food
ECOWAS Policies and Priorities

ECOWAS prioritizes the promotion of intra-regional trade in agriculture products to boost regional growth, improve food security and reduce poverty.

**ECOWAS is working to:**

- To lower the cost of food staples, recognizing that West Africa needs to improve the competitiveness of the transport and logistics sector.

- Address critical constraints to competitiveness and demonstrate West Africa’s productive potential in order to trigger greater regional investment.

- Develop targeted value chains; create a trade-supportive enabling environment, and build professional capacity to attain world-class trade participation.

- Link West African farmers to regional processors and facilitate better access to information on market opportunities and increase the understanding of market requirements. This includes building smallholder farmers’ capacities to meet health regulations; grading, handling, and sorting requirements.
CILSS Regional Markets Program

Objectives:

*Provide* market actors with the information needed to promote trade in livestock and agricultural products in the Sahel and West Africa;

Improve policies for trade in livestock and agricultural products in the Sahel and West Africa

- CILSS is working with ECOWAS and UEMOA member countries to monitor the volume and value of trade in agricultural products, food and livestock at the regional level.

- CILSS is also working with regional partners to disseminate information on regional trade policies, regulations and trade opportunities to reduce the physical and non-physical barriers that are crippling intra-regional trade in the Sahel and WA.
CILSS Data Collection Corridors
CILSS Regional Markets Program

CILSS is monitoring Trade flows and Road Harassment along seven corridors totaling 7,414 Km (4,606Mi).

<table>
<thead>
<tr>
<th>Product</th>
<th>Corridor</th>
<th>Distance (Km)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cereals (Maize)</td>
<td>Bouaké (<em>Côte d’Ivoire</em>) to Niamey (<em>Niger</em>)</td>
<td>1,371</td>
</tr>
<tr>
<td>Cattle</td>
<td>Ouagadougou (Burkina Faso) to Accra (Ghana)</td>
<td>1,004</td>
</tr>
<tr>
<td>Livestock</td>
<td>Pouytenga (<em>Burkina Faso</em>) to <em>Nigeria</em> via Parakou (<em>Benin</em>)</td>
<td>565</td>
</tr>
<tr>
<td>Par-boiled Rice</td>
<td>Bama (<em>Burkina Faso</em>) to Kouri (<em>Mali</em>)</td>
<td>165</td>
</tr>
<tr>
<td>Cereals (Maize)</td>
<td>Koutiala (<em>Mali</em>) to Dakar (<em>Senegal</em>)</td>
<td>1,865</td>
</tr>
<tr>
<td>Livestock</td>
<td>Kati Darale (<em>Mali</em>) to Dakar (<em>Senegal</em>)</td>
<td>950</td>
</tr>
<tr>
<td>Livestock</td>
<td>Kati Darale (<em>Mali</em>) to Conakry (<em>Guinea</em>)</td>
<td>1,494</td>
</tr>
</tbody>
</table>

ECOWAS and CILSS, with support from the US and Canada are expanding the number of corridors monitored under the Food Across Borders Program.
Results of the CILSS Markets Program

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Value</td>
<td>Value</td>
<td>Value</td>
<td>Value</td>
</tr>
<tr>
<td></td>
<td>US$ (mil)</td>
<td>US$</td>
<td>US$</td>
<td>US$</td>
</tr>
<tr>
<td>Livestock</td>
<td>319.3</td>
<td>445.1</td>
<td>427.3</td>
<td>326.7</td>
</tr>
<tr>
<td>Rice</td>
<td>3.0</td>
<td>2.7</td>
<td>3.3</td>
<td>5.3</td>
</tr>
<tr>
<td>Maize</td>
<td>36.8</td>
<td>27.8</td>
<td>17.1</td>
<td>34.8</td>
</tr>
<tr>
<td>Sorghum</td>
<td>23.6</td>
<td>13.2</td>
<td>7.8</td>
<td>11.3</td>
</tr>
<tr>
<td>Millet</td>
<td>28.9</td>
<td>14.7</td>
<td>8.7</td>
<td>11.9</td>
</tr>
</tbody>
</table>

• Monthly data on the volume and value of trade across 7 trade corridors for selected agriculture products and Livestock.
• Documentation of un-official and illegal checkpoints and the amount of bribes paid.
• Increased networking among private and public market players, and enhanced information about regional polices, instruments and tools on trade that will result in increased commercial transactions on staple foods and livestock in the Sahel and WA region.
Trade Barriers Recorded-April 2017
Key Actions Planned for the Next Two Years

• ECOWAS RAIP scale up the use of the Regional Trade Data.

• Continuing efforts to reduce road harassment of truckers by officials and non-officials along West Africa’s trade and transit corridors—lowering the cost of food staples.

• Address critical constraints to competitiveness and demonstrate West Africa’s productive potential in order to trigger greater regional investment.

• Further develop targeted value chains; create a trade-supportive enabling environment, and build professional capacity to attain world-class trade participation.
Key Actions Planned for the Next Two Years

• Link West African farmers to regional processors and facilitate better access to information on market opportunities and increase the understanding of market requirements.

• Build smallholder farmers’ capacities to meet health regulations and grading, handling, and sorting requirements.

• USAID/WA will support the creation of a network of regional transporters dedicated to better management and increase the incentives for truckers to adopt more professional and efficient approaches to doing business.

• Using funds, USAID/WA will work through public and private sector regional institutions to address the critical barriers to trade foods across borders through more consistent implementation of the provision of ECOWAS’s free trade agreement. This will include dissemination CILSS trade data collection methodology, validation sessions with the national statistical services, and the use of the data.
We Partner with West Africans to Achieve Peace and Prosperity

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West Africa Trade and Investment Hub presentation on REGIONAL VALUE CHAINS
TOPICS

TAKE-AWAYS FROM THE TRADE AFRICA WORKSHOP IN SOUTH AFRICA

THE WEST AFRICA TRADE AND INVESTMENT HUB EXPERIENCE
Take-Aways from the Trade Africa Workshop in South Africa

Current U.S. Administration’s Agenda

Placing more emphasis on American exports and job creation is a priority for the new Administration, and USAID and its projects will need to include strategies to address these issues. This requires adding new approaches, emphases, and activities.
Take-Aways from the Trade Africa Workshop in South Africa: Considering American Interests in Africa

Win-win partnership with U.S. exporters, investors and buyers

- Greater focus on exploring partnerships with a range of U.S. companies, including buyers, processors, investors, service providers, equipment manufacturers
- Facilitate U.S. participation in African Shows / Coordinate with U.S. Chambers of Commerce, reverse trade missions
- Provide investment advisory services to U.S. investors
- Program sector-based U.S. investor / African Chamber of Commerce tours
THE WEST AFRICA TRADE AND INVESTMENT HUB EXPERIENCE
Private Sector Development – Regional Value Chains: CEREALS

Formalize and professionalize regional trade and support local sourcing of processors

Industry Level Support

- Organize regional forums to formalize market linkages with cereals traders, focusing on trade logistics and pricing requirements, SPS issues, contracts, professional management via associations.
- Widely disseminate knowledge re: food safety and food preservation issues such as aflatoxin, storage practices.

Direct Firm Support

- Create B2B linkages between industrial processors and cereals traders.
- Work through individual transaction logistical and contractual problems.

Côte d'Ivoire: The Hub linked two high-potential cereals processors: Association Group Domak—which purchases, cleans, dries and stores grain for sale to breweries and institutional buyers—and Company PKL, which processes retail cereals for human consumption (above), hiring workers to clean the grain manually. Per a Hub-brokered agreement that saves costs for both companies, Domak will now use their facilities to clean, dry and store grain for PKL, which will now source directly, at market prices, from Domak.

Photo credit: Jeune Afrique
Private Sector Development – Regional Value Chains: LIVESTOCK

Professionalize & expand trade flows from landlocked countries to coastal markets

**Industry Level Support**

- Support regional livestock associations to promote the use of scales to determine actual weights at loading and discharge, linked to contract-determined sales price
- Develop regional associations’ management and sustainability skills and options (membership services and fees, etc.)
- Conduct workshops on SPS requirements to reduce health risks and costly delays in trade from Mali/Burkina Faso to CDI

**Direct Firm Support**

- Create B2B linkages and use of contracts. Example: CDI supermarket PROSUMA in contract with BF SOFIVIA for 30 butchered beef/week in refrigerated containers, to increase if successful

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*Niger: The Trade Hub supports regional associations to promote best practices so farmers can get better prices for their livestock. We hosted two cattle-fattening workshops with the Niger Livestock Federation to share best practices with other country’s associations. Niger’s group includes a cooperative of women livestock fatteners (founder Zalika Moumouni Maïga pictured here) who pool resources to better compete in livestock exports.*
Private Sector Development – Global Value Chains: MANGO AND OTHER FRUIT

Train & support certification for export-quality produce, providing the necessary base conditions for export

Industry Level Support
- Training to address VC weaknesses that decrease quality and quantity of exportable mangoes (fresh and dried).
- Certification of growers’ associations and exporters; training in harvesting and processing export-quality mangoes (fresh fruit to Europe and Middle East; processed to the U.S.). GlobalG.A.P., HACCP, Organic and GRASP certification field work.
- Sourcing assistance to ensure regular supply of fruit for processing.

Direct Firm Support
- Identified and assisted 30 export-ready lead firms in Ghana, Côte d’Ivoire, Senegal, Togo, Burkina Faso. Presenting shortlist of 14 lead companies to U.S. buyers of mango and other dried fruits.
- Organized 2017 regional mango symposium in Côte d’Ivoire with buyers from the U.S., Europe and South Africa, plus representative lead companies throughout West Africa.
- AGOA documentation hands-on help.

In FY16, the Trade Hub boosted production of quality mangoes in four West African countries by training 2,320 growers in best production and harvesting techniques. Training focused on post-harvest handling, orchard management, fruit fly control and other phytosanitary issues, and proper hygiene in packing and handling.
Lessons Learned to Maximize Regional and International Trade

- **Lack of PROFESSIONALIZATION** in African private sector and enabling environment
- Country-specific regulatory requirements that are often ad hoc and reactive to current issues, e.g. local drought
- Reasonable regulatory framework but practically non-existent implementation, also corruption, lack of political will
- Regional associations very fragile and financially unstable. Immature in member services, **but these orgs are necessary** for both advocacy efforts and for ultimate industry level approaches for info and technical dissemination to professionalize industries.
- Lack of investment readiness of companies, so it is difficult to raise capital
- Lack of professional company management (middle management non-existent, not trained, or not empowered)
- Quality control, certifications, meeting export requirements, logistics practices still lacking
Lessons Learned to Maximize Regional and International Trade

Target Value Chain Entry Points

Professionalization must be addressed at the *industry level* and at the *direct firm* level BOTH.

- Organize regional forums, trade missions for buyers and sellers *focused on* emphasizing new techniques such as written contracts and quality standards (these are not the old-time B2Bs)
- Repetition, visibility for successes critical to inspire the innovator/early adopter/majority model to bring industry players along; *e.g.*, use of contracts, fattened cattle
- Link industrial processors with regional cereals traders focused on key quality issues (*e.g.*, aflatoxin)
- Create new markets regionally (*e.g.*, Tabaski for livestock, maize from Sahel to coast for cereals)
- Mentor regional value chain orgs to provide technical services to members, not just advocacy. Build their financial sustainability plans including meeting member services needs. *These organizations are the eventual channels for broad-based industry development through which technical and up-to-date methods must be disseminated.*
- Certifications are critical for international export markets and to help local markets too as more supermarkets require them. Cost share for Global Gap, BRC, HACCP, and Organic certifications.
- Promote *regional* trade even for international products, to build volume and logistical capabilities
Trade Hub Communications and Work with Bilateral Partners

Communications and Tools for Broad Awareness Building

• Webinars to reach larger audiences regionally
• Entreprenurielle Campaign
• “Loaded” flip charts provided for cascade trainings
• Videos/films to capture live stories
• Website, newsletters, interactive social media, brochures, company profiles, country profiles, “Ask the Expert”

Partnering with Bilateral Missions

• Supporting USAID/Senegal for regional Mango Alliance development
• Working with bilateral projects for regional impact (Mali Livestock, Nigeria NEXTT)
• Programming targeted events for bilateral stakeholders (AWEP in Burkina, Ghana, CDI, Togo; Agency for Promoting Investments and Partnerships (APIP) in Guinea Conakry)
Our Accomplishments

Cumulative results: March 2014-March 2017

**Total Exports**  
$96.9 million

- **Livestock**: $64.2 M (66%)
- **Apparel**: $16.3 M (17%)
- **Mango**: 9.8 M

**New Sales**  
$122.2 million

- **Local Sales**: $25.3 M (20.6% of all sales)

**New Jobs**  
14,740

- **Women**: 7,256 (49%)
- **Mango sector**: 9,012 (61%)
- **Apparel sector**: 5,108

**New Enabling Environmental Policies**  
9

Includes reforms, policies, regulations and administrative procedures implemented with USG assistance

**Investment in Ag & Non-Ag Sectors**  
$44.4 million

99% in agricultural sector
West Africa Trade and Investment Hub

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Madame Zalika Moumouni Maïga (right) set up a women’s livestock fatteners cooperative in Niger. They pool their resources in order to be competitive in livestock exports.
Regional Trade Breakout Session

Discussion Questions Part 1: (15 minutes)
● Are these priorities?
● Do they need to be modified at all?
● Anything missing?

Discussion Questions Part 2: (15 minutes)
● How to collaborate with partners, including private sector, to take advantage of opportunities and address challenges?
● What operational challenges exist that inhibit greater cooperation across regional and bilateral missions and partners? What can we do to address those challenges?
Regional Trade Breakout Session

Country-level Action Planning (20 minutes)

*In groups with others who work in your country, you will:*

- Identify specific actions that mission and partners will take to advance priority opportunities and address challenges over the next year.
- Agree on one immediate “next step” to move forward when you get back to your mission/country.
- Identify any support needed to enable success.
- Chart your actions and support needed, if any, on a flipchart using markers.
FEED THE FUTURE
The U.S. Government's Global Hunger & Food Security Initiative

www.feedthefuture.gov
Individual reflection & pair share: Putting what we learned into practice

• Complete your last “Exit Ticket”.
• Share with another one (or two) people:
  – How will you apply and share what you learned at the GLEE back at work?
  – What support do you need?
  – How are you going to make sure you get the support you need?