



**COLEACP:**  
40 YEARS WORKING  
FOR DEVELOPMENT

# Annual Report 2015



**COLEACP**

1

FOREWORD p.4



2

COLEACP  
ASSOCIATION p.11



3

COLEACP  
PROGRAMMES p.49



4

ACTIVITIES OF THE  
ASSOCIATION AND KEY  
PARTNERSHIPS p.61



# COLEACP

## ANNUAL REPORT 2015

5

2016 PROGRAMMING p.72



6

MINI COUNTRY SHEETS P.75



7

TESTIMONIALS p83



1

## FOREWORD

***“ COLEACP and its members are convinced that the proper management of their business contributes, and must contribute even more, to the welfare of the entire community ”***





## The European dream: from “virtual reality” to “real virtuality”.

At the end of 2014, having given overwhelming support to the “Agenda for Change” at the EDD (European Development Days) with the Brussels Declaration “PPP4PPP”, we wrote that the poor did not have time to wait. In 2015, they set off on foot, by “boat”, on the shoulders of their parents, towards the European dream, risking their lives in the process. That dream has taken on a different dimension with the emergence of ICT in poor countries. It has been converted from “virtual reality” into “real virtuality”, identified, geo-localised and much closer than paradise. There is an urgent need to give hope to young Africans, and this hope must be converted into reality to avoid these tragic exoduses and aggressive indoctrination.

## The private sector as a source of hope!

COLEACP and its members are convinced that the proper management of their business contributes, and must contribute even more, to the welfare of the entire community. Every entrepreneur, from the micro-enterprise to large multinationals, has a responsibility for the socio-economic development of their region. African Agriculture is seeking its path, it must reinvent itself to face up to the challenges of hunger and poverty, and to feed the world in a not so distant future.

Africa has major assets to take up this challenge:

- arable land and available water resources,
- significant margins for improvements,
- and, in particular, ingenious and courageous human resources with traditional skills.

## Local human resources, the major asset of ACP agriculture

COLEACP has focused on developing ACP human resources for over 15 years. All this, combined with new technologies, translates into the concept of “sustainable intensification”. Europe is also reinventing its agriculture and agro-industry: closer to man, more respectful of nature, in what could be called “sustainable disintensification”.

Our organisation, COLEACP, has a front-seat view of these changes. Our traditional members, ACP exporters and European importers, are teaming up with small producers and their organisations to supply rapidly-changing international, national and regional markets. We are seeing the retail industry gain an increasingly local foothold.

There is now general agreement in recognising that African agriculture will not be transformed without incorporating small-scale producers appropriately in its value chains.

Competitiveness cannot be based on poverty. This implies the need for profitable production, smallholders who can live decently from their production, dynamic SMEs, and large companies that contribute their technology, their expertise and their investment capacity.

This gives us an exceptional opportunity to drive this world forward, this world that explores spatial infinity and the infinitely small, but has failed to eradicate hunger and extreme poverty.

The large corporations, the public sector and civil society are joining forces to combat these problems for the first time. Let us, together, make sure that this becomes a reality, not just an idea. Do not disappoint the small producers, make them dream, make their children dream, and turn their dreams into a “real reality” that is immediate and local rather than virtual and remote. Dream local and consume global!

# 2015 HIGHLIGHTS

## JANUARY



SIGNATURE M.O.U.  
COLEACP-/EXCHANGE,  
BRUSSELS

## FEBRUARY



FRUIT LOGISTICA, BERLIN

## MARCH



COLEACP BOARD/BELORTA  
MEETING, BELGIUM



COLEACP/FAO MEETING,  
ROME

## APRIL



AFRICAN BELGIUM WEEK,  
GENVAL



PRESENTATION OF  
COLEACP'S ACTIVITIES  
TO THE EUROPEAN  
PARLIAMENT, BRUSSELS

## MAY



06 au 08 Mai 2015 - Mons Belgique  
EU-AFRICA B2B FORUM,  
MONS

## JUNE



EUROPEAN DEVELOPMENT DAYS, BRUSSELS



COLEACP GENERAL MEETING/BOARD OF DIRECTORS, PARIS



SUPPORTING AGRI-FOOD SECTORS IN THE PACIFIC REGION, VANUATU



REGIONAL WORKSHOP ON BACTERIAL BLIGHT, RCI

## OCTOBER



EXPO MILANO, UNIVERSAL EXHIBITION, MILAN



## NOVEMBER



FINAL EVALUATION OF THE PIP/ RESULTS



RESTITUTION WORKSHOP, MAURITANIA



COLEACP/EIB MEETING, LUXEMBOURG

## DECEMBER



COLEACP/WWF MEETING, WASHINGTON



COLEACP/ADB MEETING, ABIDJAN

## TECHNICAL MISSIONS

- 50 COUNTRIES ACP
- 1600 PROJECTS
- 1 TRAINING/DAY

REVIEW OF THE PIP EDES TECHNICAL ASSISTANCE

## TRENDS

Poverty alleviation and food security are the two key challenges facing development cooperation from 2015 onwards. In its future programmes, COLEACP will support SMEs in the agri-food sector and small producers in developing countries to help them meet these challenges at their own pace.





## AIMING FOR COMPETITIVENESS

*"In our new programme, the economic dimension of the business is fundamental," explains Guy Stinglhamber, General Delegate of COLEACP. "So far, we have devoted ourselves to its technical dimension by supporting businesses in the field of food safety, traceability and the implementation of international standards. With the new programme, we also want to help them integrate all the economic data into their management and decision-making."*

The objective is competitiveness. In other words, ensure that the technical skills acquired by businesses are used to improve their economic performance and, in addition, to help unlock the potential of agro-industrial production in developing countries. The support of COLEACP will therefore extend to entrepreneurial development as a whole, including dimensions such as market analysis, marketing, the cold chain, logistics, invoicing and administration. This diversification is designed to set up a virtuous circle to resolve the main problem of SMEs in Southern countries - access to credit. By working to consolidate their economic pillar, COLEACP will help improve their bankability, to facilitate the raising of funds from financial institutions, and thus leverage their development. "The aim, in fact, is to prepare ACP businesses," continues Guy Stinglhamber, "so that they are in a position to take advantage of opportunities that will inevitably arise for them in the coming

decades." Sustainability and responsibility, profitability, competitiveness, bankability ... yes, but with a broader vision.

COLEACP believes that the economic pillar can only be consolidated in line with the two other pillars of sustainable development: contributing to social well-being and minimising environmental impact. Only this threefold consistency will foster the lasting competitiveness of sectors and businesses.

The Sustainability Charter has been drawn up in line with this goal. It will be implemented gradually, based on a training programme designed to incorporate the issues into the daily management of the beneficiary businesses. This charter will give businesses a clear framework to use in communicating their commitment and their progress towards sustainable development without necessarily having to invest in certification. But beyond that, COLEACP has designed this charter as a management tool in line with the objectives of the new programme, based on the premise that societal rigour quickly paves the way for business profitability and competitiveness.

"Our overall goal is to help companies become more efficient, more accountable and to play a leading role in the socio-economic development of their country" explains Jeremy Knops, Director of PIP operations. "It sets

out to do so through agriculture, both as food security safeguard and as a vector of economic development that may spread to other sectors of the economy."

To achieve this goal, COLEACP has drawn on its long experience. This has allowed it to reflect on both the needs of its beneficiaries and the guidelines of its donors, mainly the European Union.

## MORE THAN JUST FRUIT AND VEGETABLES

COLEACP has a strong connection with horticulture, especially fruit and vegetables for export. However, gradually, it has turned its sights to other crops such as tea, coffee and cocoa. It has also extended the scope of its activities to producers supplying local and regional markets. Via its community programmes, COLEACP intends in future to focus on horticulture, while sharing its experience with all the plant sectors including grains, which are essential to food security. For this reason, it also intends to continue its support for local and regional networks. “Specifically, we will continue to rely on our two strengths,” states Guy Stinghambler: “horticultural export crops as a force for the modernisation of local agriculture, and an efficient training system as a capacity building tool. From there, we will extend our actions to all plant sectors and all aspects of the economic management of the beneficiary businesses.”



*The objective is competitiveness. In other words, ensure that the technical skills acquired by businesses are used to improve their economic performance and, in addition, to help unlock the potential of agro-industrial production in developing countries.*



## SATELLITE PROGRAMMES AND NEW DONORS

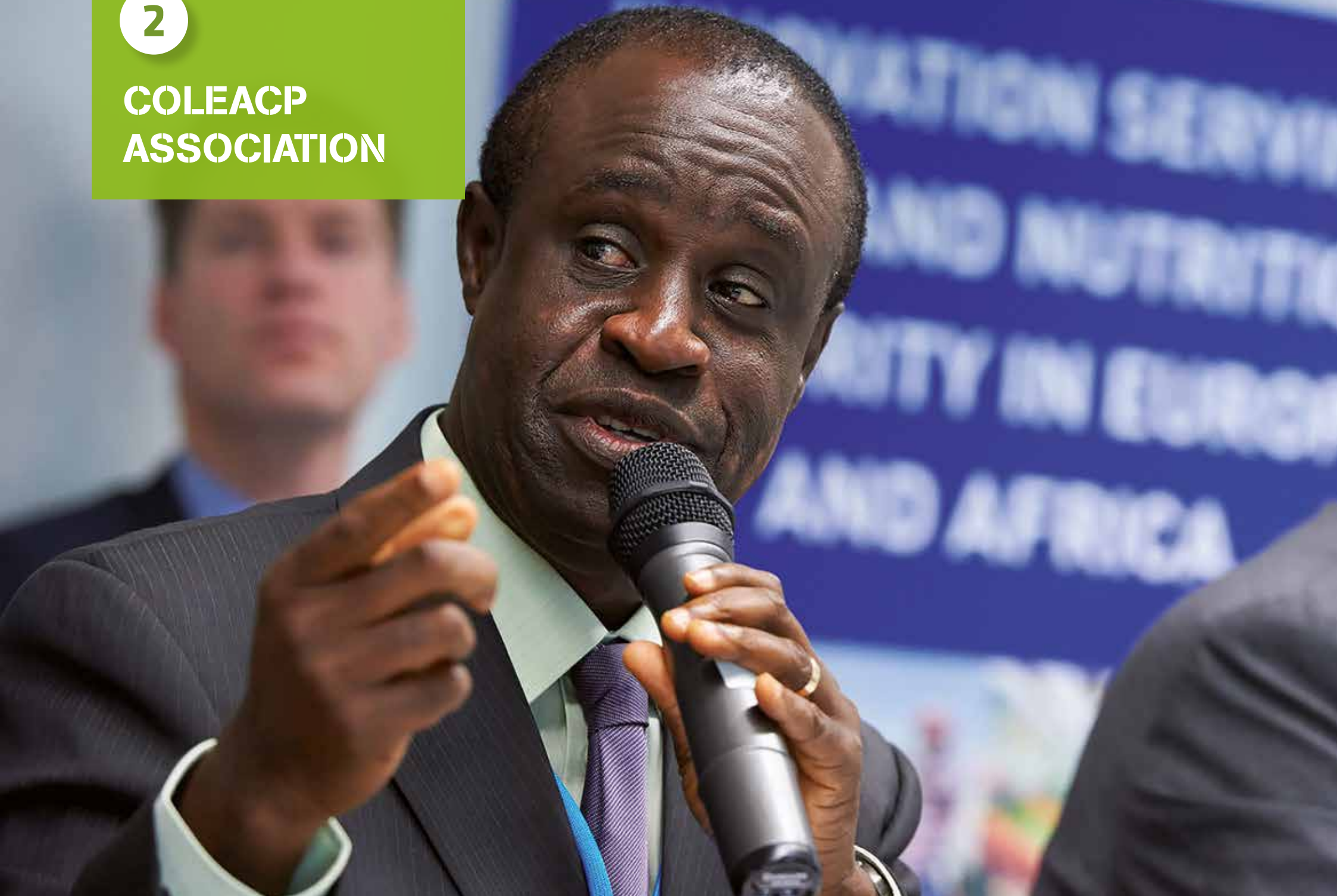
The Sustainability and Competitiveness Programme, central to COLEACP's activities over the next three years, will be added to with other programmes targeting specific agricultural issues or geographical areas. This trend has already begun.

Since early 2015, COLEACP has been involved in two new programmes. The first is the Support Project to the Regional Plan to Combat and Control Fruit Flies in West Africa; it is funded by the European Union through the French Development Agency and supports producers in their daily struggle against this regional pest. The second is the Programme to Develop the Mango Sector in Guinea Conakry (Prodefima-Guinea), implemented by the Guinean Export Promotion Agency and funded by the World Trade Organisation; its aim is to revive exports of mango from the country.

Other satellite programmes will be added in the future, involving partnerships with the private and public sector and other development players.

2

**COLEACP  
ASSOCIATION**





## TECHNICAL ASSISTANCE

### Support to professionals from the ACP fruit and vegetable sector

Since the beginning of the second phase of COLEACP-PIP, 186 companies and 5 producer groups have been supported by the programme to meet the food safety demands of their markets. In addition, 89 companies and 4 producer groups have been supported to meet their customer requirements in terms of social standards and respect for the environment.

COLEACP has developed two categories of Memoranda of Understanding (MOU) with beneficiary companies:

- **Type A** : with action plans structured around the support areas (topics) covered by the MOU. The implementation of each thematic component involves the implementation of a number of Specific Actions (SA) and Collective Actions (CA). On average there are 6 SA per Type A MOU.
- **Type B** : (formerly “mini-memoranda”): These are limited to a budget only for CAs, in PIP2 thematic areas, depending on beneficiary needs.

Since 2013, a simplified procedure has been developed to make the e-learning platform available to other beneficiaries when, even though they are not direct targets of COLEACP-PIP support, they are nevertheless

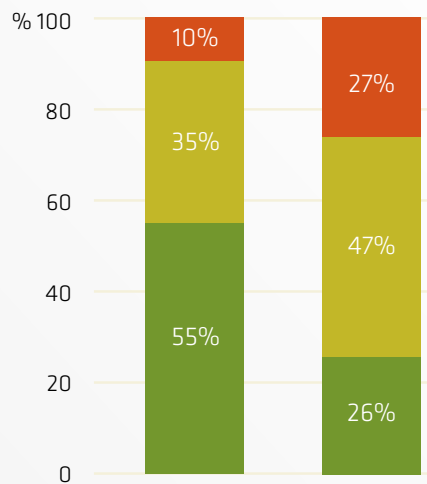
involved in the agricultural sectors of ACP countries and act directly or indirectly in the interest of small ACP producers. These players can benefit from the COLEACP distance learning system and access all the programme’s training media and information system.

Beneficiaries that enrol via the e-learning platform come under a **Type B** memorandum.

In 2015, 112 such protocols (**Type B** - e-learning) were signed.

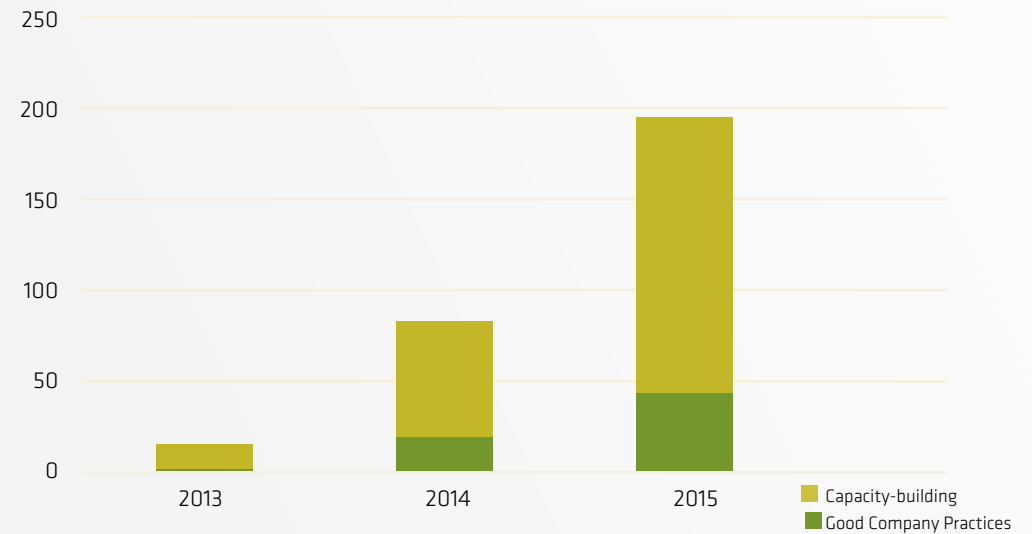
Some of these new learners come from other agricultural sectors (cocoa, coffee, spices, flowers and ornamental plants, tea, food crops, oil palm, etc.) and other sectors (inspection and testing, processing, microfinance, etc.), and from countries where COLEACP-PIP has no direct or little activity (Sierra Leone, Guyana, Democratic Republic of Congo, Djibouti, Haiti, etc.)

### Number of Memoranda of Understanding signed during PIP 2



	Good Company Practices	Capacity-building
Memoranda A	249	148
Memoranda B	160	261
Memoranda B (via E-learning)	45	150
<b>Total</b>	<b>454</b>	<b>559</b>

### Cumulative number of E-learning memoranda since the opening of the platform:





**The analysis of past support requests** continued during 2015. The latest requests for support were mainly covered by a type B memorandum. Some requests were prioritised (phytosanitary crisis, small producers, new countries, type of beneficiary, etc.), and were still able to benefit from specific actions. A total of 70 requests for support

that were processed by Component 2 during Year 6 led to the signing of individual MOUs. All applications were processed by the Implementation Office of the component.

In total, including the MOUs signed during the PIP TR that were extended to Phase 2 of the PIP, COLEACP-PIP currently manages 454 MOUs. The action plans of these MOUs addressed the needs of beneficiaries in the areas of food safety (which remains the most important topic), and sustainable production (environment, ethics, fair trade, organic farming). These action plans include all aspects of training, and generally target the establishment of food safety control systems and sustainable production around the COLEACP-PIP themes.

Along with activities for the promotion and analysis of requests for support, the team coordinated the **implementation of action plans** by organising **technical and educational support missions to beneficiaries**. Between 1 November 2014 and 31 December 2015, a total of 75 technical support actions were organised for producer/export companies, and producer groups. In addition, 55 training activities were conducted within beneficiary companies, and 29 collective training courses, in collaboration with the training unit. These training activities, both technical and pedagogical, contributed to the establishment of durable internal training systems within these organisations. These sessions provided training to over 900 entrepreneurs, managers or technical managers (according to the theme of the training) in 200 different organisations.

Wamu Ltd is a Kenyan company exporting to the UK, France Sweden and the Middle East. In 2001 the company exported 600 tonnes/year. Fruit and vegetables were sourced mainly from 50 small-scale outgrowers, supplemented by limited volumes of French beans from the company farm. In 2003, Wamu applied to PIP 1 for support to establish a food safety management system in the farm and packhouse. Subsequently, during PIP2, it requested assistance to improve social practices and its impact on the environment.

PIP provided training to Wamu staff, and ongoing advice and support from a local (PIP trained) consultant. The company is now able to independently sustain the new systems and practices, and adapts them to meet evolving market demands. An internal training system is in place, and new staff are trained by the company technical team. Wamu has more than doubled the number of permanent employees, and export volumes have increased to 1600 tonnes/year. It is now sourcing from 600 outgrowers, and employs some 210 casual workers, most of whom are women. The company has gained and maintained certification with several standards including GlobalGAP, ETI, ISO 22000 and Fairtrade, enhancing access to high value global supply chains.

This example illustrates how the COLEACP approach is in line with EU criteria as regards to support for the private sector including: a measurable development impact; shared interest (as the company co-financed each support action); and additionality, as the company confirmed that without PIP support, it would not have invested so extensively.

## Technical assistance to service providers and consultants in the ACP fruit and vegetable sector



559 MoAs were signed with ACP providers to develop their capacity and services. In turn, these local/regional service providers delivered the various PIP support activities for supply chain operators covering food safety and sustainability. In terms of person-days, 696 days

of European experts were hired to deliver COLEACP PIP support, compared to 10,878 days of ACP experts.

MoAs specifically targeted expertise in training and advisory services covering food safety, social responsibility and environmental good practice. Beneficiary service providers were from 27 ACP countries; however, as some operated on a regional basis, they were able to provide services in at least 30 countries, exceeding the original PIP2 target. Particular emphasis was put on:

- Addressing the deficit in local expertise to help producers and exporters meet new market demands in sustainability (environment, social responsibility)
- Strengthening local capacity to tackle SPS crises in cases where EU plant health or food safety regulations were contravened
- Developing local expertise in countries new to the PIP

In total, 170 training courses were run by PIP, benefiting 1197 individual participants. Food safety (24%) and pedagogical training (33%) accounted for the bulk of the courses, but market access (10%), environment (13%) and social responsibility (20%) were of increasing importance.

## Specific technical assistance/RASFF notifications

EU monitoring between 2009 and 2015 shows that the vast majority of ACP exports remained fully compliant with EU food safety standards on pesticide residues and microbial contamination. However, the total number of RASFF notifications of pesticide residue exceedances steadily increased from 2009, and reached a peak in 2014 (though figures available for 2015 show a significant drop). This rise in notifications was worrying and partly reflected problems in a small number of supply chains, especially green beans and shelled peas from Kenya, and Asian vegetables from the Dominican Republic. In both cases, COLEACP rolled out a series of activities to help the private sector and service providers to address the problems. This was done through COLEACP inter-programme collaboration, with EDES working in parallel with competent authorities to improve monitoring programmes, national traceability systems, and analytical facilities. The situation in Kenya has now improved and, in January 2015, increased controls on green beans under Regulation EC669 / 2009 were lifted.

## Supporting the development of high value-added sectors

In terms of support for **new sectors** and agri-**processing**, new contacts were initiated in 2015; some actions were conducted with companies who were already COLEACP beneficiaries, and new activities were developed (okra for UJAK in Senegal, and passion fruit in Guinea, for example) or with new production and export businesses. In addition, COLEACP-PIP continued implementation of previously signed MOUs with some 15 businesses



involved in the **processing** industry (drying, flour, concentrates, pulp, sauce, frozen, canned), both in West Africa (Senegal, Burkina Faso, Ghana and Côte d'Ivoire), Nigeria and Cameroon, and in Eastern/Southern Africa (Kenya, Uganda, Tanzania, Zambia, Mozambique) and Madagascar.

In terms of structures involved in the processing of fruit and vegetables, COLEACP-PIP support focused on actions related to the establishment and implementation of food safety control systems. In



addition, support was orientated towards the sourcing of fruit and vegetables from small producers. In Uganda, FLONA or Fruits of the Nile, who produce dried fruit, are supplied by producer groups. In 2015, support involved fair trade (including a Fair for Life audit and Fair Trade diagnosis and support). In West Africa, a collective training course on HACCP brought together a dozen Burkinabe and Malian companies active in the processing and marketing of dried mango. In Kenya, the company IDEAL MATUNDA was provided with support for its fresh produce business as well as for its processing activities (avocado oil). A cluster of 65 farmers successfully passed a GLOBALGAP Option 2 certification. Cocopack in Côte d'Ivoire is a company specialising in grated coconut and frozen fruit (coconut, mango and pineapple); in 2015, the programme helped the company to implement the IFS standard, including a pre-audit.



## Support for food safety control systems in ACP countries

**COLEACP technical assistance and training in this area was carried out as far as possible in parallel and in coherence with the EDES programme. This was achieved** through the development of “modules” adapted to the various elements of the official control systems, and addressing the needs identified during diagnostic missions and/or FVO. To be effective, national food safety management systems require competent and qualified professionals from both the public and private sector, in all industries and at all levels, from primary production to policymakers. This workforce consists of personnel involved in all aspects of food safety including monitoring, compliance, regulatory monitoring, laboratory analysis, epidemiological investigation and emergency action in the event of a food crisis.

As the food safety management system is based on risk analysis, the activities developed by EDES to improve the “operational processes” targeted capacity building of all stakeholders in the implementation of a structured management system, and this was organised around three components: risk assessment (scientific process leading to an opinion), risk management (which falls partly to the competent authorities and partly to private operators) and risk communication (which makes it possible to inform all stakeholders and actors outside the system).

In terms of outcomes, the aim was to ensure that:

- Inspection services operate on the entire food chain with efficiency, effectiveness, independence and transparency to carry out controls in accordance with principles in line with EU standards;
- Operators comply with Best Practices and have efficient food safety management systems (based on HACCP) and a self-assessment system at sector level;
- The permanent services of technically competent laboratories are supported to ensure their availability and capacity at regional and/or national level to efficiently, effectively and profitably provide analyses of foods to officials and industry customers, by applying the principles of accreditation .

The support of COLEACP and its partners via EDES was implemented in most cases in **4 steps**:

- **Stage 1 : Targeted awareness and information campaign ( national workshops prepared with the help of local consultants).**
- **Stage 2 : Establishment of a framework agreement (MoU) with the Supervisory Authorities**
- **Stage 3 : Specific requests from beneficiaries (MoA).** According to the framework agreement, “**specific MOUs**”
- **Stage 4 : EDES programme interventions.**

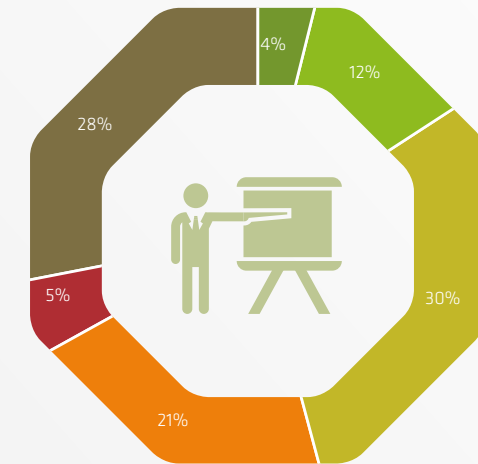


All aspects of a national food safety control system were covered. The bulk of the effort focused on 3 areas identified as priorities: “Risk assessment” (39 sessions), “Official controls” (100 sessions) and “Laboratories” (65 sessions); these topics represented **62% of the training activities**. Training activities for the private sector (SMQS: implementation of food safety management systems + educational activities for the implementation of Good Practice in a sector) represented just under 34% of all sessions.



*“ National food safety management systems require competent and qualified professionals from both the public and private sector, in all industries and at all levels, from primary production to policymakers ”*

**Breakdown of the COLEACP EDES training activities by theme (2010 to 2015)**



- Governance (15)
- Risk (40)
- Official controls (100)
- Laboratories (69)
- SMQS (18)
- Pedagogical training (93)

## TRAINING

COLEACP has developed a training system that is coordinated by a central team and implemented mainly by local experts and service providers. The scope of the training covers a wide range of topics in the field of food safety and sustainability. The training itself is supported by documents and training materials including course modules, training guides, training aids for company employees and small farmers, among others. The system also integrates and offers learners an e-learning platform for distance learning. These materials and courses are reviewed and updated regularly, and new modules are developed according to needs and new market requirements.



### Training in the fruit and vegetable sector

#### Individualised training in the fruit and vegetable sector

In-company training is delivered in response to a specific request, a particular need within an organisation, and implemented within the context of the programme beneficiaries. These in-company training activities are complementary to collective training. They make it possible to:

- respond to a specific request from the company, requiring the service provider to develop a customised training programme that takes into account the realities of the business and its specific needs;
- work in a more practical manner on solving problems facing the company, through practical exercises rolled out directly in the workplace (application of the concepts learned);
- have a greater number of people trained within the company, strengthening internal skills and improving continuity in the transmission of knowledge;
- work with company staff on training programmes to be rolled out internally (timescale, content, resources, etc.). These in-company training activities have the dual purpose of training staff on technical topics (food safety, crop protection, traceability, good practice, internal audit, etc.), and to strengthen its capacity to deliver internal training to company staff (training in-company trainers).





During 2015, 55 training courses were conducted for a total of 619 participants, more than 25% of whom were women, or 497 individual people trained (of which 135 were women). These courses totalled 2,766 person-days of training. From the start of PIP 2, the total number of on-site training (in-company training) for companies, farmer groups and relay structures can be broken down as follows:

	Total no. /type of training	No. of participants	Participating women	Number of persons trained	Of which women trained	No. of person days of training	Number of countries of origin
Individual training courses	422	5 556	1 546	3 958	1 161	25 435	22

### FIRST TRAINING IN LIBERIA

In Liberia, training in good hygiene practices in the field and packhouse was held in March 2015. This was the first training to be organised by PIP 2 in this country, and was postponed several times due to the Ebola outbreak. The beneficiary company, Grain Coast Farm Inc., began operations in 2011 and promotes organic and fair trade horticulture. The Director is anxious to improve the quality of its products, while encouraging local stakeholders and cooperatives to develop their activities in coordination; he invited participants from several producer organisations to join the training including CHAP (Community of Hope Agriculture Project), the CYNP (Community Youth Network Programme) and the CGAP (Green Coast Agriculture Programme).

The training was facilitated by a Ghanaian expert trained by COLEACP-PIP, who took the opportunity to obtain new regional experience. Beneficiaries were able to implement learning outcomes to minimise the risk of contamination and degradation of crops, and gained a better overview of the organisation of their work by sector, with a view to developing a traceability system.

The total number of individual technical training courses - pedagogical and skills training (DRC) for consultants, training institutes, relay structures, professional associations and extension services since the start of PIP2 is shown in the table below:

	Total no. / type of training	No. of participants	Participating women	Number of persons trained	Of which women trained	No. of person days of training	Number of countries of origin
DRC	87	274	NA	NA	NA	1 118	19

## Collective training in the fruit and vegetable sector

It is important to deliver collective training to consolidate a common baseline of knowledge and skills among staff from companies and smallholder support structures. Moreover, collective training courses are always popular with beneficiaries. They have the advantage of bringing together participants from different organisations, sectors and even different countries. They provide a forum that is conducive to exchanges and the sharing of experiences on common issues. Following these collective training courses, additional targeted support can be organised to address the specific situation and needs of the company, once a common baseline has been acquired. The selection of topics to be covered by the collective training courses is decided following exchanges and discussions with the COLEACP country managers. The training calendar is adapted progressively, to take into account the needs of beneficiaries. During 2015, greater emphasis was given to collective training courses rather than on-site training. This took into account the need to **raise awareness about sustainability among beneficiaries**, particularly concerning the environment, ethical trade and social responsibility. Several countries where PIP is active were also faced with **phytosanitary crises, and addressing them** was facilitated using collective training courses. They were effective in reaching out to as many operators as possible rapidly, through the cascade training approach. Finally, as this was the last year of implementation of the programme, collective training courses were a more economical way of reaching out to a larger number of beneficiaries, and thus contributed to disseminate good practices on a broader scale.



Thus, in 2015, **29 collective training workshops were organised instead of the 15 originally planned**. All the main COLEACP-PIP themes were covered, although two fields were given particular attention: sustainability and phytosanitary issues; **408 participants from 193 different companies took part**. As some participants followed several courses, **358 individual people** were trained during the year, including 80 women (22% of the trained persons - up on the previous period when 20% of those trained were women). **102.5 days of classroom training** were given and **53.5 days of individual coaching**. **This represents 1519 person days of training**, i.e. 1206 men and 313 women days.

For the preparation, organisation and running of these collective training courses, COLEACP-PIP used **only ACP expertise, whether local or regional**. In addition, as part of the capacity building of local experts, some collective training activities provided an opportunity to coach new COLEACP-PIP trainers.

Since the beginning of PIP 2, the total number of collective training courses for companies, producer groups and relay structures can be broken down as follows:

	Total no. /type of training	No. of participants	Participating women	Number of persons trained	Of which women trained	No. of person days of training	Number of countries of origin
Collective training activities	136	2 147	454	1 271	292	7 562	18

The total number of training of trainers (TT) and training of trainers of trainers (TTT) for consultants, training institutes and relay structures can be broken down as follows since the start of PIP2:

	Total no. /type of training	No. of participants	Participating women	Number of persons trained	Of which women trained	No. of person days of training	Number of countries of origin
TT	36	363	92	244	61	2 652	35
TTT	4	45	8	36	7	636	11

Finally the total number of technical collective training courses (TCT) for consultants, training institutes, relay structures, professional associations and extension services since the start of PIP2

	Total no. /type of training	No. of participants	Participating women	Number of persons trained	Of which women trained	No. of person days of training	Number of countries of origin
TCT	48	596	158	391	114	1 817	19

## Training in the field of SPS and sectors other than fruit and vegetables (coffee, cocoa, fisheries)

### The following stakeholders were targeted:

- **public sector actors** (competent authorities, inspection services, laboratories, SPS Committees, customs agents, etc.)
- **private sector actors** (federations/trade associations and all operators in the food chain).

### By the end of 2015, and from the beginning of the EDES programme, 335 training sessions had been delivered to 47

ACP countries on the following themes:

- Food safety systems: situation analysis
- Strengthening of food safety systems
- Organisation of official controls
- Organisation and methodology of the health risk assessment
- Performance of official controls-inspections
- The sampling plan and official controls
- Management of laboratories
- Organisation and accreditation of laboratories
- In-house food safety management systems
- Risk communication
- Business Plans for Laboratories

### This provided:

- **108 cross-cutting training sessions** (32.2% of “Packages”) and **227 specific training sessions** (68.6% customised training), totalling **1,724 days of training** for the beneficiaries.
- **5282 beneficiaries** (public and private sectors, including laboratories) participated in various **training activities**, of which **31.51% were women** (across all training



programmes), 61% (3217) were from the public sector and 39% (2065) from the private sector.

- A total of **309 Training Memoranda** were signed with ACP experts to strengthen their individual capacities, in particular through training courses delivered by the programme. These people now constitute a pool of experts, ensuring the sustainability of EDES activities.
- **902 ACP experts** followed a training of trainers programme. The EDES training and technical assistance activities rely on the local expertise of ACP consultants and support organisations. Of a total of 335 sessions, **254 training courses were conducted by ACP experts (i.e. 76% of training courses involving ACP experts in the sessions)** compared with 81 training courses by EU trainers).
- **The staff of 223 small producer associations**, and public extension services in 16 countries, were trained in the coffee/cocoa sectors in Côte d'Ivoire, Cameroon, Ghana, Togo, Nigeria and OECS, fruit/vegetables in the Dominican Republic and Burkina Faso and fisheries in Senegal, Côte d'Ivoire and Mauritania;



The 3 most frequently organised training “Packages” (**64% of the total**) were Packages 3 (Organisation of official controls), 4 (Organisation and methodology of food safety risk assessment) and 5 (Outcome of official controls).

## Technical tools for strengthening the SPS control capacities in ACP countries

- **200 technical handbooks downloadable**, in English and French, on the following themes: food safety systems based on risk analysis, including plant health; risk assessment; training methods; traceability and labelling; roles and activities of official controls; laboratory management; validation of analytical methods, etc.
- **An online training platform with 4 training courses** in French and 4 in English, for: (1) operators in the agri-food sector; (2) laboratory managers; (3) risk assessors; (4) inspectors-controllers. There were more than 675 active online students on the courses available by late-2015.
- **11 Educational Facilitation Guides (EF)** for each of the 11 thematic packages, designed for ACP trainers (in French and English).
- **3 Educational Packages** (flip chart, trainer's handbook and guide) for the Cocoa, Coffee and Fisheries sectors ("Educational Activities").

## Training of small producers

The very large number of smallholders operating in horticultural supply chains means that for an all-ACP programme, it would be impractical to deliver training direct to individuals. Instead PIP trained smallholders via intermediaries using the train-the-trainer cascade approach. The main route was through the companies that sourced from them who were in the best position (financial, technical and organisational) to provide ongoing technical assistance. Helping companies put in

place effective and sustainable systems for the support and management of their smallholder suppliers was a key objective of PIP. Through the cascade approach, company outgrower managers were made into "internal trainers" for the training of smallholder groups, and coached to help them put training into practice. Responses to the 2015 company survey indicated that among the sample companies, 49% of their smallholder outgrowers had received training from internal (company) trainers.



Many of the remainder were trained via local relay structures, who were subject to more intensive PIP support from 2012 onwards. Relay structures included NGOs and extension services (public and private). They were of particular importance to reach smallholders who were supplying the sector, but not affiliated or under contract to any particular company.

Beyond the fruit and vegetable sector, staff from 231 smallholder associations in ten countries, were trained in the delivery of extension services in the Cocoa and Coffee sectors (Côte d'Ivoire, Cameroon, Ghana, Togo and Nigeria) Fruit/Vegetables (Dominican Republic, Burkina Faso), Fish (Senegal, Côte d'Ivoire, Mauritania), and the cheese sector in Cape Verde.

## E-learning: new sectors, new learners

A simplified procedure was developed to open up the COLEACP-PIP E-learning platform to other stakeholders that are not direct beneficiaries of the PIP, but are nevertheless involved in agricultural sectors in ACP countries and act directly or indirectly in the interests of small-scale ACP producers. These stakeholders can benefit from the distance learning system set up by COLEACP-PIP, and all the training materials and information systems related to the programme. In total, during 2015, **466 new accesses were created** from 483 applications received. Some of these new learners come from countries where the PIP is not directly active (Djibouti, Central African Republic, Haiti, Malawi, Papua New Guinea, Guyana, Chad) or which have joined very recently (Nigeria, Rwanda, Burundi, Suriname, Niger, Democratic Republic of Congo). The opening up of the



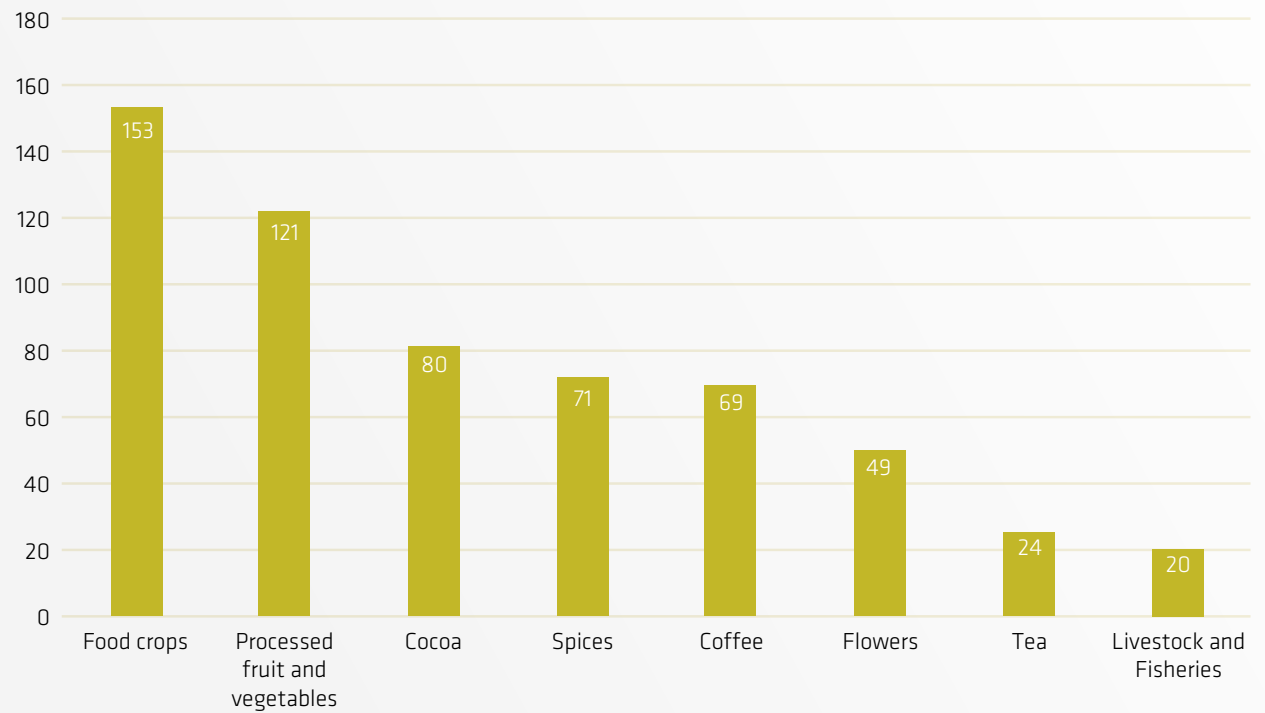
platform to a wider audience has allowed other sectors to take advantage of the tool (inspection and testing, processing, microfinance, education, etc.). Operators from other agricultural sectors have also been able to access our training tools. The graph below shows the origin of applications:

By December 2015, **1749 accesses had been given, and 1426 learners** were navigating the platform; this is **47% more** than in 2014 (964 learners).

While at the outset this distance learning tool primarily targeted experts and consultants, new developments (introductory modules) as well as its integration into the training system (as a pre-training preparatory step), enabled other COLEACP-PIP target audiences to benefit.



**COLEACP e-learning platform used by other industries**



This means that there are now:

- **305 learners from companies**, this figure is constantly changing (190 in 2014, 80 in 2013)
- **392 other beneficiaries** (NGOs, professional organisations, smallholder support structures, public extension services, etc.)
- **201 teachers and students** (the University of Madagascar is particularly active in the platform)
- **528 experts and consultants**, who remain the majority users.

On average, 58% of those who enrol on a course reach the stage of the test, that allows for certification. Among those who sit the test, **71% pass**. During 2015 this rate was very good and relatively stable compared to previous years. As at 30 November 2015, **1619 certificates** had been issued.

### SPS E-learning (via the COLEACP EDES platform)

**More than 675 students from 41 ACP countries (and some EU) were active online** when the 4 courses were available on the EDES platform. The e-learning platform allows the upgrading of knowledge at the learner's own pace.



## INFORMATION AND COMMUNICATION

The activity of COLEACP's Infocom service was marked in 2015 by sustained action to promote the visibility of COLEACP, the results of the PIP and EDES programmes, and the setting of the foundations for the future programme. The aim was to ensure that potential partners and funders of future COLEACP activities were kept informed. The service continued in 2015 to work as the COLEACP-PIP-EDES Infocom department, as part of the capacity building of the association and the search for synergies and economies of scale.

2015 was also marked by the **final evaluation of the COLEACP-PIP programme** including its information and communication activities. The evaluation concluded as follows: "The programme has set up an operational and efficient information and communication system that has helped to disseminate updated information on the sector, activities and results of the PIP. The stakeholders of the programme, including the beneficiaries, claim to be very satisfied with the system." Indeed, over 90% of the beneficiaries of PIP2 felt that the information and communication system of the programme since 2010 was satisfactory or very satisfactory (satisfaction survey conducted among 708 PIP2 beneficiaries).

2015 was also a year that saw the **closing of the PIP and EDES programmes**, which gave rise to specific activities to finalise Infocom projects such as the production of tools and reports (e-learning, training materials, reports on field trials), the preparation of future media such as the optimisation of the contents of the PIP and EDES websites, and the evaluation of PIP2 activities.

In this context, the component helped to secure the services of the association in the longer term thanks to actions relating to corporate communications and technical information. For example: the production of a second annual report, the optimisation of the COLEACP portal site and its programmes, the optimisation of the contents of the e-learning platform, the design and organisation or support for high-visibility events on the international scene (EDDs, Fruit Logistica, Expo Milano, regional meeting in Vanuatu, ACP galas) or the writing, production and dissemination of new issues of the HORIZONS magazine. On a domestic level, the organisation and implementation of COLEACP-PIP-EDES information meetings in the particular context of the drawing to a close of the programmes also helped contribute to the coherence of the actions of the association and its two programmes (PIP and EDES).

The COLEACP-PIP information and communication system was consolidated over the period to fulfil its primary function of transmitting updated information on developments in the sector, and the activities and results of the PIP, among stakeholders (ACP and EU) for the benefit of the ACP horticultural sector. In particular, beneficiaries had access to PIP and EDES materials and tools through regular optimisation of the PIP and EDES websites, the emailing of news flashes, the development of new interactive teaching modules on the e-learning platform, and the mailing of material in line with events, training courses or expert missions. The positive growth in the Internet platform browsing statistics (website and distance learning) illustrate the fact that ACP stakeholders are increasingly aware of the requirements of the European market and how to address them.

Communication surrounding programme events over the period (Fruit Logistica 2015) and the COLEACP-PIP professional press relations (Eurofruit, etc.) helped to disseminate information among European buyers of fruit and vegetables. Events (EDDs 2015, Expo Milano 2015, multiple meetings with the EC and the ACP General Secretariat), and institutional public relations between the EU and ACP, also helped to raise awareness among European policy makers in the field of development cooperation of the importance of horticulture in the fight against poverty, and the need to adapt the standards that determine access to the EU market for ACP horticultural products.

### Main events 2015

- Fruit Logistica 2015 (Berlin in February 2015, 60,000 visitors);
- African Belgium Business week, (Genval, April 2015)
- EU-Africa B2B forum, (Mons, May 2015)
- European Development Days (4 events + stand) (Brussels, June 2015)
- Regional seminar "Supporting the agri-food sectors in Vanuatu and more broadly in the Pacific Region) (Vanuatu, June 2015)
- COLEACP General Meeting (Paris Rungis, June 2015)
- ACP Gala (Brussels, June 2015)
- Universal Exhibition EXPO MILANO 2015 (Seminar of the EU/DG AGRI) (Milan, October 2015)
- Results restitution workshop in the new intervention sector (Mauritania, October 2015)

Specifically regarding the Expo Milano, a special event during 2015, it is important to recall that it entailed a high-level seminar of the European Commission organised on 14-15 October 2015 in Milan entitled "Investing in



agribusiness in partnership with farmers' organisations in ACP countries." The seminar was implemented in collaboration with the African Union Commission, the ACP Secretariat, the PAFO, the EIB, COLEACP and the CTA. 200 stakeholders representing private and public agricultural sectors in the EU and ACP attended and participated in the event. COLEACP was particularly involved in the implementation of one of three technical workshops on the first day, namely "Investing in the



added-value of agri-food chains for sustainable and inclusive development”; COLEACP thus contributed to the EU’s visibility at one of its major events at the World Expo 2015.

If we consider not only the events but also the training courses, at the end of 2015, the monitoring of the PIP and EDES programmes shows that **COLEACP organised on average 1 collective training activity per day in ACP countries**. A great many outreach opportunities for the EU.

The Infocom activities related to sustainable capacity building of the ACP horticultural sector were concentrated on the capacity building of the COLEACP association, and some ACP professional associations (according to their requests for support) in cooperation with the COLEACP-PIP geographical managers (e.g. Penja pepper in Cameroon, CAFAN, ROPPA, EAAF, institutional ACP Associations in Brussels). A first mobilisation of fruit and vegetable sector associations was organised with a meeting during Fruit Logistica 2015, followed by production of a booklet detailing the association network). By capitalising on the achievements, results and know-how of the PIP programme, the services of the COLEACP association have thus been consolidated in their presentation (see Internet portal, new video presenting COLEACP) and promotion among buyers on the European market, and the actors of the ACP horticultural sector (see events and press relations). All of the COLEACP-PIP Infocom actions and their results among five target groups have contributed to improve the attractiveness and visibility of the ACP origin.

As was the case in previous years, it is worth recalling here that the Infocom service continued in 2015 to promote the use of environmentally friendly techniques such as:

- The dissemination of information digitally (audio-visual, website, mailings, e-learning, teleconferencing, etc.)
- Printing on paper recycled using environmentally friendly technologies (e.g. vegetable inks, FSC label printing)
- Re-use of materials (reassembly of the 60 m<sup>2</sup> COLEACP stand at Fruit Logistica itself made from recycled materials)

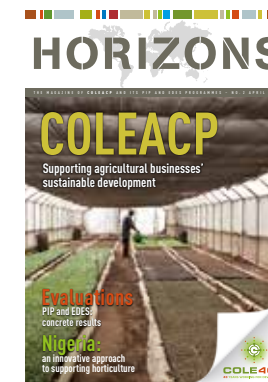
### The magazine of COLEACP and its programmes

HORIZONS Magazine Issues 1, 2 and 3 continued to be distributed to the different targets of the programme. Furthermore, over the period, the programme produced Issues 4 and 5, respectively devoted to Research and Development (innovation) and the COLEACP vision for future actions to be rolled out to secure the competitiveness and sustainability of ACP SMEs in the agricultural sector. They were produced in French and English.

The evolution of the COLEACP graphic charter, conducted in 2014, was adopted from Issue 3 of HORIZONS.



Horizons n°1



Horizons n°2



Horizons n°3



Horizons n°4



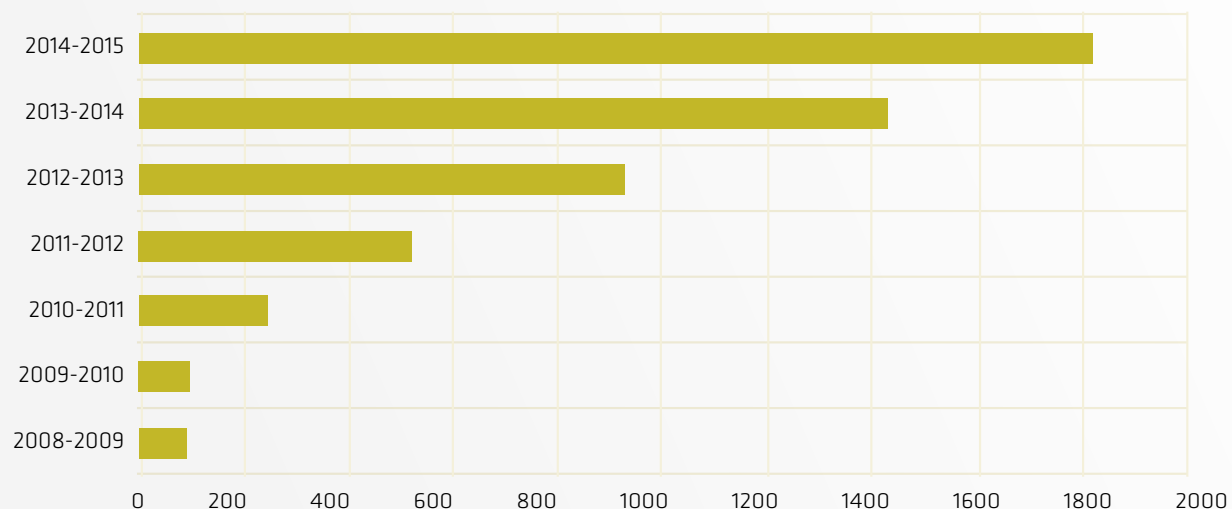
Horizons n°5  
(only available in French)

## Achievements by the end of 2015 (Closing of PIP Phase 2 and EDES)

- 500 information, training and communication supports produced and distributed by COLEACP
- 30 events/annum
- 30 flashes/annum
- 5 websites, 30 000 individual visitors
- 2 e-learning platforms

Since the beginning of phase 2 of COLEACP-PIP, Infocom service has disseminated information and tools via:

2009-2015 evolution of the number of persons enrolled on the e-learning platform of the PIP

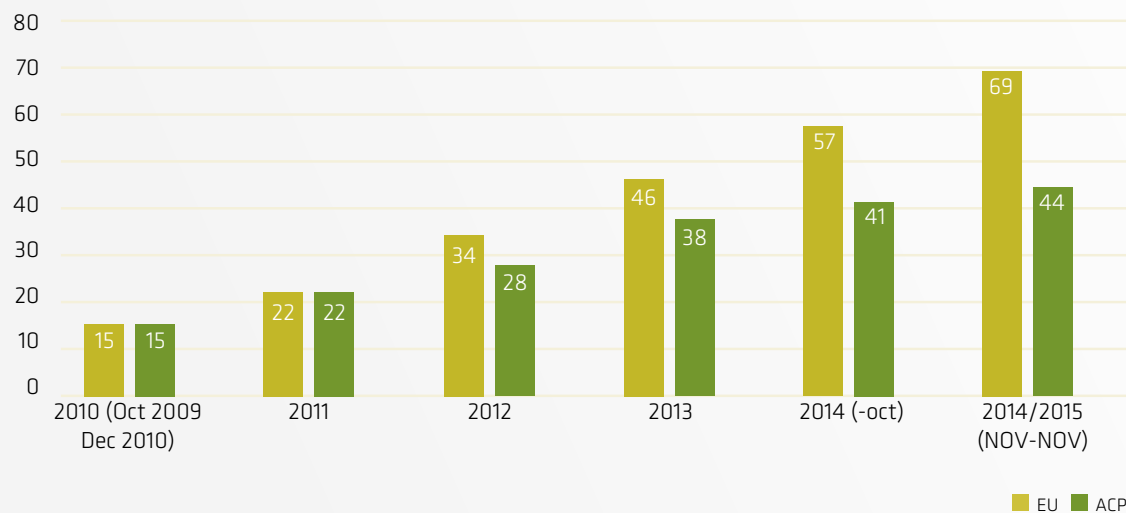


Infocom tools	2010 (Oct 2009 Dec 2010)	2011	2012	2013	2014 (-oct nov-nov)	2014/2015 (nov-nov)	TOTALS
Flash info	25	12	17	15	19	13	101
EU events	15	7	12	12	11	12	69
ACP events	15	7	6	10	3	3	44
ACP press	40	8	7	15	14	3	87
EU press	15	9	7	5	9	5	50
Shipments to ACP beneficiaries	200	120	630	240	60	75	1325



Since the beginning of EDES, 100 workshops and 300 training courses have been organised in ACP countries, each involving representatives from the competent authorities and the relevant agricultural professions. Several of these workshops were the subject of articles in the press.

2009-2015 - Events



Topics addressed	Number of handbooks by theme
Food Safety System	16
Regulation and norms	6
Risk assessment	6
Training methods	10
Risk communication	6
Self-assessment systems	6
Traceability and Labelling	4
Laboratory management	10
Procedures	8
Animal sub-products	4
Products registration	4
Official controls	20
<b>Total</b>	<b>100</b>

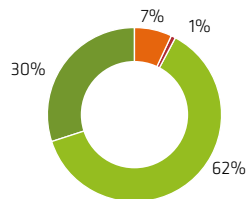
Since 2012, 50 EDES newsletters have been sent to the COLEACP network of contacts.

As part of the final evaluation of PIP, a survey conducted among the programme beneficiaries in July 2015 revealed the following key findings:

Overall, over 90% of the beneficiaries of PIP 2 felt that the programme's information and communication system since 2010 was satisfactory or very satisfactory.

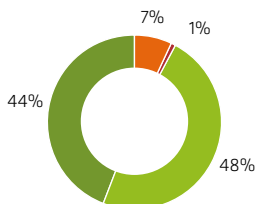
**The quality and frequency of shipments of information on PIP2 activities and results have been since 2010 :**

moderately satisfactory	22
unsatisfactory	2
satisfactory	211
very satisfactory	103
<b>Total</b>	<b>338</b>



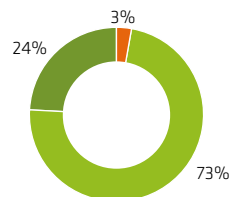
**The COLEACP information system (internet site + emailing/flash infos + magazine + technical and training tools) has been since 2010**

moderately satisfactory	23
unsatisfactory	2
satisfactory	164
very satisfactory	149
<b>Total</b>	<b>338</b>



**The technical tools (crop protocols, technical brochures, training tools) sent by PIP 2 for 5 years have been**

moderately satisfactory	9
unsatisfactory	247
satisfactory	82
very satisfactory	
<b>Total</b>	<b>338</b>



- Internal survey conducted in July 2015 of 708 beneficiaries of PIP 2.
- Based on three simple voluntary questions directly related to the indicators set in the logical framework of the programme.
- Sent and followed up by email. The results obtained from the "do list" interface.
- As of 30 July 2015, 47% results were obtained (338 responses).





In 2016, a series of 12 cooking shows representing 12 ACP countries (entitled Excellences) will be aired on Brussels Airlines in order to promote the ACP origin and the quality of its agricultural productions.



## REGIONAL SYMPOSIUM IN VANUATU (PORT VILA, 23-25 JUNE 2015) - ADDRESSING IMPACT AND EFFICIENCY OF TECHNICAL ASSISTANCE PROGRAMMES

53 Participants from Federated States of Micronesia (FSM), Kiribati, Marshall Islands, Samoa, Solomon Islands, PNG, Cook Islands, Fiji, Niue, Tonga, and Vanuatu, representing government, community groups, and the private sector participated in the symposium hosted by the Government of Vanuatu in support of the agri-food sector in Vanuatu and the Pacific region. Representatives from regional and international organisations including CTA, UNCTAD, GIZ, PIFS and PIPSO were also present, as well as the Ambassador for the Eastern Caribbean States to Belgium.

The aim of the workshop was to address the efficiency and effectiveness of regional technical assistance programmes, to discuss some of the constraints that affect their implementation and effectiveness and to consider innovative ways of working that take into account these specific challenges faced by Pacific countries.

By bringing together key players from the sector, the symposium was also an opportunity to:

- present both PIP and EDES programmes to potential beneficiaries in the Pacific;
- explore how existing PIP and EDES methodologies and tools can be applied and adapted to maximise their impact in the Pacific;
- make a follow-up the workshop organised in the Pacific in 2012 in relation to food safety requirements in the Pacific;
- find key partners in the Pacific for future PIP and EDES activities in the Pacific.

In his opening address, Ambassador Roy reflected on the need to support and develop the Pacific agribusiness sector, highlighting the global focus on food security and climate change vulnerabilities, and the ACP commitment to private sector development. He cited work being undertaken by various regional bodies, and noted the potential for greater collaboration with agencies such as COLEACP and CTA, as well as with initiatives in other “Small Island Developing States” in the Caribbean.



## ANALYSING MARKETS

### Facilitating market access for ACP Agricultural Produce

Private food safety standards control production, manufacturing, and distribution and are often more complex and stringent than the regulations. For ACP suppliers this represents a very challenging environment that can limit the ability of SMEs to enter lucrative markets in both global and local value chains. While the standards can improve supply chain efficiency and create market access opportunities, they can adversely affect ACP suppliers who may face greater challenges in adjusting to the requirements than their competitors due to factors such as poorer infrastructure, weaker technical, financial and institutional capacities, and the larger investments required to upgrade farms. Certification can also lead to significant cost shifting whereby the cost of compliance and certification are passed up the supply chain, having a negative impact on resource-poor farmers. Meeting the complex set of regulations and standards now in place is essential to accessing markets. Thus, while trade barriers have declined for many developing countries as a result of the Uruguay Round Agreements, market entry conditions, in particular from private standards, have risen. Pressure from private standards is not likely to ease in the future as, in addition to food safety, they are extending more and more into sustainability, with growing demands for environmental schemes and labour standards.

The aim of the COLEACP to support ACP exporters to access to the EU market access is twofold. Firstly, it advocates and works on behalf of ACP suppliers to ensure that regulations and standard setters understand and take into account the impact of their decisions on ACP countries, and challenges unnecessary or unfair market access barriers. Secondly, it works to ensure that the necessary tools and recommendations are available for ACP suppliers to comply with regulatory and commercial requirements, to use Good Agricultural Practice, and to grow safe food on a sustainable basis.

In 2010, COLEACP through the PIP Programme was invited to join the Global Food Safety Initiative (GFSI) Global Markets Working Group. This is a technical working group whose objectives are to develop voluntary food safety requirements and protocols for less developed businesses. The protocols and guidance documents were finalised and launched in 2013 after being piloted by PIP in ACP companies. In 2015 PIP was co-opted onto a new working group to develop Version 2 of the global markets protocols.

COLEACP actively participated in the drafting of supplementary requirements for the horticultural industry in relation to PAS 2050 (carbon footprinting) to aid consistent application of the standard in the horticulture sector. COLEACP is working with BSCI to ensure that the scheme requirements have been adapted for the context and situation of suppliers in West Africa

COLEACP participated in GLOBALGAP Stakeholder Committees to ensure that developing country interests were taken into account during the revision of the crops scheme and general regulations for Version 5. PIP conducted pilot audits, and lobbied to ensure new and existing CPCCs were appropriate to the ACP context, and to smallholders in particular. These covered water management, GRASP, and policies on plant protection products. PIP also edited the new water guidance document to reduce impact of new requirements on ACP SMEs and smallholders. Many of these changes were formally adopted by the GLOBALGAP Crops Technical Committee and Board and included in GLOBALGAP Version 5.

An area of the PIP website has been developed to provide access to up-to-date information on regulatory and market requirements. This includes a section on EU pesticides-related regulations, with two main components (a) The marketing and use of pesticides and (b) pesticide MRLs; as well as a section providing links to the relevant EC regulations and monitoring websites. A separate section on private standards outlines the main principles and standards involved in (a) food safety and (b) social responsibility, each of which covers several sub-sections.



A selection of presentations, publications and position papers on market access issues are available and include:

- Presentation for EESC on “Overview of Organic Farming in ACP Countries and Implications of Proposed Regulatory Changes”, based on information compiled from key stakeholders including ACP exporters, EU importers, IFOAM and NOAMs
- Overview of Food Safety Standards. Published in “Food Safety, Market Organization, Trade and Development”, Editors: Hammoudi A., Grazia C., Surry Y. and J-B Traversac. (Springer International Publishing AG, In Press). (Finalised)
- Accessing International Markets: Some Challenges”; paper presented at the EU-Nigeria Business Forum, Lagos
- COLEACP position paper on “Plant Health Import Regime: Implications for Africa-Caribbean-Pacific Countries”. This expressed concerns about the European Commission proposed changes to the plant health import regime, in particular Amendments 78-85 introduced by the COMAGRI Report

- Evolving Challenges for the ACP Horticultural Export Sector: Case Study of the COLEACP-PIP In “Meeting Standards, Winning Markets” UNIDO Trade Standards Compliance Report 2010.

COLEACP has facilitated the establishment of 6 GLOBALGAP National Technical Working Groups: Ghana, Sénégal, Ivory Coast, Uganda, Tanzania and Dominican Republic. An informal group was also formed in Madagascar to support the development of GRASP Interpretation Guidelines. COLEACP supports representation of these groups at international GLOBALGAP meetings, and is looking at sustainable ways to ensure they feed into the GLOBALGAP consultation process. Reports are available from the groups on specific activities or missions. COLEACP was invited to represent ACP stakeholders on the ASDA-IP-OXFAM Poverty Footprinting study in Kenya. This is now published.

COLEACP is actively engaged in dialogue with two EU retailers in relation to their policies and activities concerning development in general, and small-scale growers in Africa in particular. PIP is in contact with at least 5 EU retailers in the development of the COLEACP-PIP sustainability Charter. On the basis of Chatham House Rules. COLEACP-PIP has represented ACP companies in a review by GD Internal Market of “Unfair trading practices in the supply chain” and conducted a survey of unfair practices by EU retailers and their impact on ACP companies. Activities are detailed in an official response to consultation on a green paper, and various meeting reports

Through a programme to improve the social and economic benefits of the horticultural industry, PIP has





been in dialogue with Traidcraft, its Kenyan partners, and an EU retailer to implement a programme of study in Kenya. The outputs are commercially in-confidence.

COLEACP-PIP has actively engaged with key stakeholders, including all main UK supermarkets, in workshops organised by DFID for their Capturing the Gains Programme; this investigates social and economic upgrading of developing country suppliers in sectors that include horticulture. This is detailed in meeting reports. PIP continues to support 4 ACP public-private stakeholder platforms. Links were maintained with the ACP MTS Programme, which supported ACP participation in the WTO context.

PIP supported the capacity building of regional ACP regulatory authorities to engage with CODEX and evaluation of dossiers linked to GMPPR/CODEX.



## RESEARCH AND DEVELOPMENT

### Crop protocols and good practice guides adapted to the changes in regulations for at least 90% of export flows to the EU

A total of 36 technical itineraries and guides were completed. Updates on new EU regulations are now available via the PIP website in an Excel data base (112 sheets); these were revised monthly to ensure that ACP stakeholders have access to the most up-to-date information on MRLs and EC regulations in general, for the main horticultural crops. The recommendations in some technical itineraries were supported by PIP pesticide residue trials. In total, these technical itineraries and guides cover an estimated 90% of all ACP-EU export flows.

In order to reduce the risk of MRL exceedences, COLEACP is researching the use of biocontrol agents. Contact was made with over 40 biopesticide companies; to date more than 100 different uses (PPPs/pest or disease/crop) were tested on a total of 17 crops in 7 countries. Following these trials, alternative pest control products were identified for 20 pest problems (pest-crop combinations)



### Crop protocols tailored to local and regional markets

28 technical itineraries/guides have been updated to include CODEX MRLs (the legal limit in ACP countries).

In addition to this, and based on feedback from beneficiaries, simplified guides/itineraries that are better adapted for local and regional markets are being developed. Simplified guides have been drafted for French beans and peas with pods, specifically to enable compliance with MRLs. Simplified leaflets have been produced in collaboration with a World Bank country project on mango fruit flies. Simplified documents have been prepared on mango bacteriosis, papaya mealybug, Tuta absoluta and False Codling Moth.

COLEACP is working to support the local registration of substances that have been submitted for CODEX MRLs in order to ensure that ACP producers have access to effective, affordable and legal plant protection products.

## Import tolerances –for critical crops.

Since 2009 trials have been conducted on peas with pods, French beans, tomato, baby-leaves, bitter melon, aubergine, melon, chili, head cabbage to define pre-harvest intervals (PHIs) that comply with EU and Codex MRLs. Field and analytical work has been conducted towards obtaining import tolerances (ITs) on beans with pods, peas with pods, and passion fruit for dimethoate, tebuconazole, azoxystrobin/difenoconazole and trifloxystrobin

The submission for the import tolerance of tebuconazole on beans/peas with pods with pods is being made by ADAMA on their request. Dimethoate trial results were submitted to the manufacturer (Cheminova). Based on the results, which showed relatively high residues, Cheminova decided not to introduce an Import Tolerance request.

A report on the trial results, the dietary risk, and the status of dimethoate in the EU, was drafted for PCBP, who have withdrawn the use of dimethoate on peas and beans with pods in Kenya. Import Tolerance requests for MRLs on passion fruit for azoxystrobin-difenoconazole, tebuconazole-trifloxystrobin were prepared in 2015. The EU requires local registration (and the local label) when requesting an IT, and as the products are not yet locally registered on passion fruit, the final submission will have to be made by Syngenta or BCS.



## Alternative control strategies to minimise PPP residues

Alternatives to conventional plant protection products without residue problem have been identified as effective in:

- fruit flies in mangoes, cucumbers and peppers
- post-harvest diseases in mango
- spider mites in sweetcorn, papaya and African aubergine
- mealybugs on papaya
- false pink worm in avocado
- purple blotch in passion fruit
- miscellaneous piercing/sucking insects on okra
- *Helicoverpa armigera* on tomatoes
- aphids in Savoy cabbage, sweet pepper, cucumber and African aubergine crops
- nematodes on pineapple

The results of COLEACP R&D were disseminated to end users via the PIP training and technical assistance activities, as well as the programme website.



## Research and innovation for critical production problems

Since 2009 COLEACP responded to requests for support from ACP fruit and vegetable growers on critical and emerging production problems. Actions were also orientated by working closely with national competent authorities concerning alerts for MRL exceedences, and plant health agencies for products exported to the EU.

Below are some examples of the work:

- COLEACP-PIP R&D and technical advice contributed, in collaboration with the EDES programme, to the establishment of a concerted effort to help mango exporting countries to address the problem of **fruit flies** and meet EU regulatory requirements on pesticide residues and plant health services. This included a regional workshop organised in collaboration with World Bank projects.
- The problem of mango bacterial blight was the subject of collaboration with CIRAD, the ICC (Interafrican Phytosanitary Council) and national Plant Protection Services. A regional workshop developed national and regional action plans, accompanied by development of a brochure and image-based field training tools.
- The **false codling moth** (*Thaumatotibia leucotreta*) has become a serious problem for producers/exporters of hot pepper due to increased control on quarantine pests at EU entry points. Training tools on identification and control methods have been developed for use in the training of extension workers in Uganda, Kenya and Ghana.
- For **market garden crops**, a series of tests on **biocontrol products** was carried out in collaboration with the Micro-Gardens Programme Of The City Of Dakar (Senegal)



and the FAO project GDCP/SEN/002/ITA "Consolidation of micro-gardens to support the food and nutritional security of the municipality of Dakar. " Several biocontrol products particularly suited to this type of producer were identified, which can also be used by commercial horticulture producers.

- To control **onion thrips and caterpillars on Savoy cabbage**, collaboration is in place with the Rural Development Institute of the Polytechnic University of Bobo-Dioulasso (Burkina Faso) and the UCL (Catholic University of Louvain-La Neuve ) to find alternatives to conventional products. Some effective products have been identified but require additional testing.
- **Mango anthracnose** is increasingly considered by producers/exporters/importers as the most serious problem on mango after bacterial blight and fruit flies. A trials programme has been implemented by COLEACP-PIP because the number of products registered for use to control the problem is very limited. In 2015, summaries of the trials were prepared, along with the final report of a trial in Côte d'Ivoire on treatments at flowering. The trial did not give the desired results because of a low pest pressure.
- **Nematodes in horticultural crops**. The production and export of out-of-season vegetables in Senegal has been growing steadily over the past ten year or so, reaching over 50 000 tonnes in 2013. These include melons, cherry tomatoes, sweetcorn, watermelon, green beans, squash and other vegetables. However production companies are facing growing problems with the management of soil pests, including nematodes, due to a lack of registered products. Several producers/exporters have requested the support of COLEACP-PIP on this issue.



- For **mango bacterial blight and *Tuta absoluta*** on tomato, COLEACP together with plant protection product manufacturers, has identified innovative solutions to be tested.
- The management of nematodes on pineapple is problematic because many currently registered products are not accepted by private certifiers. Tests on 5 nematocides, 4 of which are non-conventional (*Paecilomyces lilacinus*, pepper and mustard extracts, sesame oil and Pedalacea essential oil) began in 2014 in Côte d'Ivoire and ended in 2015. The results showed promising efficacy levels in the product based on *Paecilomyces lilacinus* which was equivalent to the control.
- Pineapples from Ghana are excellent in terms of taste, but there are problem due to the lack of consistency through the year in terms of quality and available volumes. In 2014, two experts conducted a detailed analysis of practices in Ghana, from land preparation to container packing for export. The report was sent to the Sea-Freight Pineapple Exporters of Ghana (SPEG). In 2015 the recommendations of the two experts were incorporated into the updated IT and Pineapple Guides.

## R&D Trials

The following summaries were drawn up and made available online in 2015:

Mango	Post-harvest diseases	Senegal	Fungicide trials applied to orchards at flowering
Mango	Post-harvest diseases	Burkina	Fungicide trials by drenching
Micro-gardens	Various pests	Senegal	Biopesticide screening in micro-gardens in collaboration with the City of Dakar
Papaya	Mites	Ghana	Comparison of bio-acaricides
Green beans	Residue tests	Kenya	Definition of the GAP for alternative products to dimethoate
Mangetout	Residue tests	Kenya	Definition of the GAP
Passion fruit	Residue tests	Kenya	Production of data for import tolerance application
Tomato	Residue tests	Senegal	Definition of the GAP
Green bean	Residue tests	Senegal	Definition of the GAP
Baby-leaves	Residue tests	Kenya	Definition of the GAP
Aubergine	Residue tests	Dominican Republic	Definition of the GAP
Bitter melon	Residue tests	Dominican Republic	Definition of the GAP
Melon	Residue tests	Senegal	Definition of the GAP
Cabbage	Residue tests	Senegal	Definition of the GAP
Pepper	Residue tests	Mali	Definition of the GAP
Passion fruit	Fungal diseases of fruit	Kenya	Screening of bio-fungicides
Papaya	Mealybugs	Ghana	Screening of insecticides
Mango	Fruit flies	Burkina	Testing of "attack and kill" products
Mango	Fruit flies	Senegal	Testing of "attack and kill" products
Okra	Aphids and other piercing-sucking insects	Senegal	Screening of bio-insecticides
Green bean	Nematodes	Senegal	Screening of bio-nematicides
Corn	Mites	Senegal	Screening of bio-acaricides
Green bean	Rust	Kenya	Efficiency test of Systane
Lychee	Post-harvest storage: Compliance with the SO <sub>2</sub> maximum limit	Madagascar	Biofungicide test by soaking to reduce the dose of sulphur treatment
Lychee	Post-harvest storage: compliance with the SO <sub>2</sub> maximum limit	Madagascar	Sulphuring gas injection tests
Lychee	Post-harvest storage: compliance with the SO <sub>2</sub> maximum limit	Madagascar	Study into the migration of sulphur in lychees according to the time between harvesting and treatment with sulphur dioxide
Lychee	Post-harvest storage: compliance with the SO <sub>2</sub> maximum limit	Madagascar	Summary of studies conducted between November 2010 and February 2011 on the problem of exceeding the MRL of SO <sub>2</sub> authorised by the EU on fresh lychees from Madagascar
Pineapple	Nematodes	Côte d'Ivoire	Effectiveness test of conventional nematicides, and nematicides of biological origin, against <i>Pratylinchus brachyurus</i>



## Maintaining MRLs essential for ACP producers

COLEACP-PIP conducts pesticide residue trials to generate data for the preparation and submission of dossiers to obtain or maintain EU MRLs. This work is done to help the horticultural export sector in ACP countries in the most critical cases where there is a risk of losing MRLs for essential pesticides, and where there are few alternatives available to control a major pest of economic importance. This activity is conducted in close collaboration with PPP manufacturers, and in partnership with regulatory authorities in ACP countries. Between 2001 and 2009, COLEACP made it possible to obtain 39 new MRLs or import tolerances and 3 extrapolations. In 2010, this activity was extended to include Codex MRLs to benefit production for local and regional markets.

During 2015, EFSA reviews of active substances for which PIP had requested import tolerances were carried out for acetamiprid, bifenthrin, chlorothalonil, cyromazine, difenoconazole, lambda-cyhalothrin, tebuconazole and thiacloprid. Other MRL reviews concerning substances tested on various minor crops concerned boscalid, chlorpyrifos, iprodione, propamocarb and profenofos. PIP examined the potential impact of any MRL changes on Good Agricultural Practices and crop protection in key ACP crops. In 2015 special attention was paid to MRLs of dimethoate on green beans and peas with pods. Analytical results obtained from 2014 trials did not allow to request and import tolerance in the EU.

Regular contact was maintained with the authorities in EU and ACP countries. In the case of DG SANCO, exchanges were made in regard to MRL exceedences, new MRLs, and re-evaluation of existing MRLs.

In 2015, 38 EU notifications regarding MRL changes for various substances/crops were issued and examined for changes that could be relevant for ACP countries. Thus far no relevant changes were identified that affect PIP substance-crop combinations. It is advisable though that also in ACP countries straight chlorpyrifos containing formulations should be exchanged for chlorpyrifos-methyl containing formulations since the EU will lower a number of MRLs on certain fruits (pineapple) and vegetables (fruiting vegetables, melons) due to the lowering of toxicological endpoints

With regard to MRL changes, the attention of the EC and CODEX is focused increasingly on metabolites. Hence, work under this activity may be compromised by changes with regard to the residue definition introduced by the official bodies concerned. Existing residue definitions have been reviewed, either during peer reviews for re-registration of a substance or during MRL evaluations, and in many cases metabolites are now included in the residue definition. This has important implications for PIP as additional data may now be required for existing applications for import tolerances. Also, it has major cost implications and may limit the ability of PIP to undertake and finance this work in the future. During 2014 a thorough review was undertaken of EFSA MRL reports

and Peer Review Conclusions, covering those substances for which PIP has requested Import Tolerances, which was continued in 2015. PIP has requested MRLs for 22 substances, mostly on more than one crop. Thus far for 10 substances a new residue definition has been proposed, meaning that the existing PIP data cannot be used anymore to defend these MRL. Proposed changes in residue definition are not implemented immediately but eventually this will result in the loss of MRLs unless the package is updated. To completely update the EU MRL residue data, over 100 new residue trials would be required (at considerable cost). In the case of cyromazine, the MRL on beans and peas cannot be defended long term for lack of the relevant plant metabolism data.

In addition, the review of the definition of endocrine disruption and the subsequent new data requirements may impact the registration and MRLs of a number of substances currently also registered in the ACP countries. PIP has been closely following the debate on the selection of the criteria based on which the definition will be set. For azoles in general the request for updates of the data with regard to endocrine disruption is already made, based on interim criteria e.g thiacloprid has already been flagged as a potential endocrine disruptor. Hence, the fate of these substances is followed closely.

## ADVOCACY

### Dialogue with standards bodies

The ACP voice is often under-represented in the standard-setting process and this can lead to standards being poorly adapted to the ACP context. PIP engages with scheme owners to promote inclusiveness and ensure that impact on ACP operators is taken into account.

At a practical level, PIP negotiates with scheme owners in cases where beneficiary export companies encounter certification problems with CBs or specific control points (CPCCs). The aim is firstly to resolve any immediate difficulties, and secondly to bring problem CPCCs to the attention of scheme owners so that they can be modified in future versions. During 2014 PIP was in contact with GLOBALGAP and BSCI technical personnel.

At a strategic level, PIP engages with scheme owners to better adjust standards to the ACP context. The aim is to ensure that standards do not make demands that risk excluding ACP stakeholders, in particular small-scale producers, from lucrative “high end” local and international markets. PIP is actively involved in standard-setting and standards revision and during 2014-15 engaged with the main standards affecting ACP horticultural sectors: GLOBALGAP, GFSI, GSCP, BSCI and BRC.



### GLOBALGAP

GLOBALGAP is the main production standard and almost universally required by global (and many local) retail chains. Being achievable and affordable for ACP SMEs and smallholders is therefore critically important. In the decade 2000-2010, GLOBALGAP governance was in the hands of a narrow group of representatives, and the lack of developing country participation was a major criticism. When ACP growers experienced problems, feeding this into the revision process to bring about change was extremely difficult. PIP lobbied to address the problems facing ACP suppliers, and attempted various initiatives to make the standard more locally appropriate. During

Phase 1, PIP supported benchmarking of KenyaGAP, and in 2010 actions were initiated to facilitate the establishment of GLOBALGAP National Technical Working Groups to strengthen the ACP voice (1.2.4).

In an effort to be more inclusive, in 2011 GLOBALGAP entirely overhauled its governance structure. The Board is now supported by 3 technical committees: Crops, Livestock, and Aquaculture, each fed by stakeholder committees onto which members are co-opted. PIP was invited to participate in their a new consultation framework and by 2014 was participating actively in all stakeholder committees relevant to the ACP horticultural sector:

- Crop Protection Working Group (feeding direct to the Board)
- Water Management Stakeholder Committee (Crops TC)
- Social Audit (GRASP) Committee (as *Vice Chair*) (direct to Board)
- Producer Group Stakeholder Committee (Crops TC)
- Sustainable Production Stakeholder Committee (direct to Board)

Participation allows COLEACP-PIP to influence GLOBALGAP and reduce the introduction of new policies or requirements that could disadvantage ACP players. Generally COLEACP-PIP is the only representative with a specific developing country remit and experience. During 2015 achievements have been to:

- Conduct pilot audits of the draft GLOBALGAP IFA Version 5. Implemented on 12 ACP farms in: Ghana (2), Kenya (6), Senegal (2), Tanzania (2). Feedback was submitted to the GLOBALGAP technical Committee on the financial and technical capacity of ACP growers (including smallholders) to meet new CPCCs. Recommendations were given on additional training needs for producers and local service providers covering the changes made to CPCC on food fraud, water risk assessment and management plan, and microbial risk management.
- Present the ACP case in discussions concerning Option 2 certification in V5

- Contribute to the debate on minor crops registration and certification
- Contribute to discussions on LocalGAP and its potential use in ACP countries
- Participate in policy discussions on the future extension of GLOBALGAP into sustainable production
- Encourage and facilitate consultation with ACP stakeholders on Version 5
- Inform ACP stakeholders of the changes to V5 once it was issued in June 2015, so that they had time to prepare before it became mandatory in June 2016.

#### **Global Food Safety Initiative)**

GFSI was launched in 2000 for the continuous improvement of food safety management. It is a collaboration between leading global food industry players (retailers, manufacturers and food service companies) and provides a platform for industry to address food safety collectively and on a non-competitive basis. GFSI benchmarks existing standards against food safety criteria, develops mechanisms to exchange information in the supply chain, raises consumer awareness, and reviews good practice. In 2008 GFSI set up a Global Markets Working Group to develop voluntary food safety requirements and protocols in manufacturing for “less developed businesses”, in recognition of the fact that they often face difficulties in moving direct to full certification. The protocols provide a staged approach to facilitate continuous improvement, with assistance, over time.



A second global markets group was set up in May 2010 to address primary production and COLEACP-PIP was invited to participate; becoming one of very few civil society representatives and an advocate for ACP operators. COLEACP-PIP has played an active part in the development of the primary production protocols, making them more appropriate for the ACP context with the help of pilot audits in Dominican Republic, Kenya and Uganda. The protocols are increasingly used by retailers

to source for local supermarkets in Africa. During 2014, as Chair to the Primary Production Sub-Group, COLEACP-PIP contributed to the preparation of the GFSI Primary Production Protocol Training Competencies and Framework (<http://www.mygfsi.com/structure-and-governance/gfsi-technical-committee/gfsi-global-markets-working-group/working-group.html>).

During 2014 COLEACP-PIP joined the GFSI Global Regulations Working Group; its objectives include:

- Within 5 years, 5 governments recognize third party certification against GFSI benchmarked schemes as a credible and reliable tool which governments use as part of their risk assessment to base their food safety compliance resources, inspection frequency and content
- Seek to improve harmonization between industry and governments on food safety standards through participation in CODEX and through dialogue with national and regional competent authorities

COLEACP-PIP was instrumental in creating working linkages between the GFSI Global Regulations Working Group and the WTO STDF facility. In March 2015 GFSI was invited to give a presentation to the STDF Working Group Meeting. COLEACP supported the preparation and delivery of the presentation by Mr Hugo Byrnes (Ahold) on the Global Food Safety Initiative, which focused on aligning public and private food safety standards. Since this time GFSI Board Member Mike Robach joined STDF for a high-level plenary session in Aid for Trade meetings in Geneva. on “how to merge trade facilitation with robust science based SPS controls”.

In June 2015, COLEACP applied and was selected (from a large number of applicants) as one of 20 members of the new Global Markets Programme Primary Revision Technical Working Group. Five years after the first protocol was launched, the Group will revise the protocol, guidance document, and training competencies, over the next 2 years. COLEACP took part in the first meeting of the Working Group in September. Activities continue via email and webinars between meetings, the next of took place in February 2016.

#### **Global Social Compliance Programme (GSCP)**

GSCP is a programme for continuous improvement of working and environmental conditions in global supply chains. It provides an international platform to “promote knowledge exchange and best practices in order to build comparability and transparency between existing social compliance and environmental compliance systems.” Buying companies increasingly address fair labour and environmental conditions in their supply chains through codes of conduct and monitoring systems. However, the number of codes is proliferating, and approaches diverging, leading to duplication and a multiplicity of overlapping audits. Leading companies launched GSCP to promote consistency and collaboration in improving the sustainability (social and environmental) of their (often-shared) supply base. Similar to GFSI, it is developing a set of reference tools and processes on existing best practices and provides a common interpretation of working and environmental requirements.



COLEACP-PIP maintains links with GSCP to be informed on global trends in social and environmental compliance systems, and to ensure coherence of COLEACP-PIP support to beneficiaries. In 2014 COLEACP-PIP attended the GSCP Annual General Meeting. COLEACP-PIP continued to follow joint UNIDO-GSCP activities on development and implementation of a replicable and scalable capacity building programme for SMEs, to allow them to reach compliance with requirements on social, ethical and environmental aspects.

#### **Business Social Compliance Initiative (BSCI)**

BSCI was established in response to the increasing business demand for transparent and improved working conditions in the global supply chain. It is an initiative of the Foreign Trade Association (FTA), the association



### **International Federation of Organic Agriculture Movements (IFOAM)**

COLEACP-PIP is supporting a range of organic initiatives at a national level (notably by providing support to producers and exporters in organic production), and capacity building of several National Organic Association Movements (NOAMs). At a more strategic level, in 2014 COLEACP-PIP liaised with IFOAM and FIBL in the collection of data on organic exports for DG Agri, and collaborated in gathering evidence for a public hearing on the review of the EC regulatory framework governing production, labelling and import of organic produce (Council Regulation EC 834/2007). In 2015 programme representatives participated in the Biofach Trade Fair.

### **Other Standards and Associated Bodies**

COLEACP-PIP continues to engage with other standards bodies including the Fairtrade Foundation, Social Accountability International (SAI), Rainforest Alliance (RA), and the ISEAL Alliance. During 2015 COLEACP-PIP remained informed of relevant developments, and maintained a working relationships with each. COLEACP-PIP followed ISEAL webinars on “Information on Impacts: The Case for Sustainability Standards”; contributed to consultation on “Top Trends in Sustainability Standards”, and was interviewed as part of a formal consultation on the ISEAL “Standards Comparison Tool” with support from GIZ and ITC.

### **Dialogue with buyers to raise awareness and influence policies**

It has taken time for COLEACP-PIP to establish a relationship with retailers and to build trust. Involvement in GFSI and GSCP (see 1.2.4) has allowed the programme to gain credibility among global retailers and food industry players, as well as providing access to key people. This has put COLEACP-PIP in a better position to advocate for ACP operators and influence the food safety and sustainability standards, as well as some general retailer policies.

A relationship has been cultivated with several EU retailers including ASDA -IPL, Waitrose, Sainsbury's, Marks and Spencer, Tesco and Metro. This is being used, in particular, to develop specific actions in the sustainability arena. COLEACP-PIP also formed part of an Intellectual Advisory Panel of the IPL-ASDA & OXFAM poverty footprinting study in Kenya during 2012-2013. Based on their findings, IPL-ASDA are improving their processes to enhance positive impacts on poverty and business opportunities in the countries they source from. Further discussions on the findings were held in 2014.

COLEACP-PIP representatives met with a number of EU importers in 2014-5 to discuss specific problems, needs and market access issues affecting ACP exports. These included IPL, Wealmore, COLRUYT, Special Fruit, VECO, Van Oerse, Bakker-Barendrecht, EOSTA and SIIM. During 2015 the issue of plant health import controls have dominated

of European and International commerce which brings together hundreds of retailers, importers, brand companies, and national associations. In 2013 COLEACP-PIP negotiated with BSCI to facilitate registration of ACP service providers on the BSCI website directory and held a workshop with West African mango suppliers to address specific compliance criteria that cause difficulties for the sector.

In 2014, COLEACP-PIP Took part in the BSCI stakeholder council And continued discussions with BSCI Technical Representatives to ensure that BSCI requirements are adapted to the ACP context and do not disadvantage ACP suppliers.

discussion, especially concerning mango and hot pepper exports. This face-to-face contact with importers has allowed COLEACP-PIP to collaborate more effectively with industry stakeholders and the public sector (in collaboration with the EDES Programme) to address the problem.

COLEACP-PIP liaised with a TraidCraft-Marks & Spencer initiative in Kenya that addresses livelihoods issues of workers and smallholders. This seeks to bring supply chain operators together (retailer, exporter, workers, outgrowers) to agree 'ways of working' for fairer risk/benefit sharing. COLEACP-PIP took part in a "Supply Chain Learning Event" hosted by ETI and TraidCraft, during which progress was described and discussed with the UK Retailer and Kenyan suppliers.

In order to enhance ACP stakeholder engagement with standard setters and retailers, COLEACP-PIP continued to support diffusion of ITC tools, including the "Standards Map"



## BUSINESS DEVELOPMENT

### Fruit Logistica 2015: multiple meetings around sustainability and competitiveness

From 3 to 6 February COLEACP participated in Fruit Logistica, the unmissable annual gathering of the fruit and vegetable sector in Berlin.

This year, representatives of the association and its PIP and EDES programmes were able to meet 215 professionals involved in the production and export of fruit and vegetables of ACP origin, as well as European and global importers. The topics most discussed were business competitiveness, sustainability of supplies, and ongoing innovation in agricultural practices, which is increasingly needed to cope with the challenges faced by all development actors within the sector.

Another highlight of the 2015 Fair was a gathering of professional organisations (POs) representing the ACP

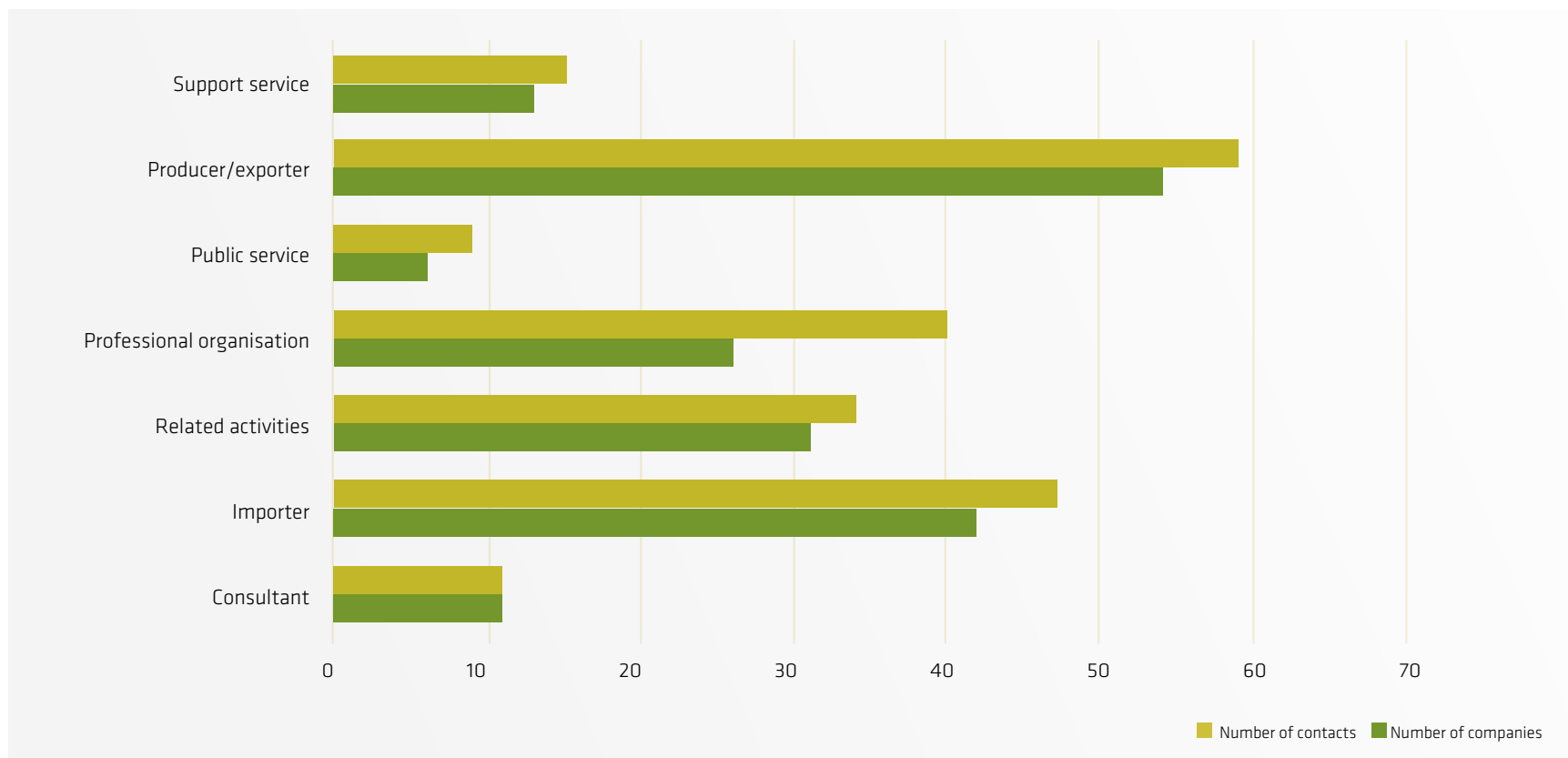
fruit and vegetable sector at a workshop “ African Caribbean and Pacific POs share Experiences”; this was organised by COLEACP on second day of the Fair. The 15 POs present discussed their respective histories, and priority needs, and shared information on the available solutions to address their challenges. The first fruitful discussions that took place in Berlin are already paving the way for more; the plan to develop a communication platform, generated at the workshop, will be launched in the coming weeks.

On the occasion of the trade fair, COLEACP also supported the association CaFAN (Caribbean Farmers Network), represented by General Coordinator Jethro Greene, with development of its sales and marketing approach towards Europe. This involved identifying and meeting with potential buyers, co-creation of a communication medium, monitoring the competition from other sources, and commercialising roots, tubers, sweet potatoes and passion fruit.

Finally, meetings organised for His Excellency Roy Mickey Joy (Ambassador of Vanuatu to the European Union and Chair of the ACP Committee of Ambassadors) and Mr Yao Kouman Adingra (General Secretariat of the ACP Group of States), with the many professionals present, helped to highlight the impressive results of ACP-EU cooperation achieved in the fruit and vegetable sector, and to recognise the EU support for production and fair and sustainable trade in ACP countries.



Number and categories of people met at Fruit Logistica 2015					
Profile	Number of contacts	EU	ACP	Other	% sample
Consultant	11	8	3	0	5.12
Importer	47	47	0	0	21.86
Related activities	34	20	11	3	15.81
Professional organisation	40	3	37	0	18.60
Public service	9	7	2	0	4.19
Producer/exporter	59	0	52	7	27.44
Support service	15	7	8	0	6.98
<b>TOTAL</b>	<b>215</b>	<b>92</b>	<b>113</b>	<b>10</b>	<b>100</b>





3

# COLEACP PROGRAMMES



## PIP2 (EU funding)

### A positive final evaluation

(extracts from the PIP external evaluation)

Phase 2 of the PIP ended on 31 December 2015. Feedback collected by the evaluators from exporters (many of them producers with their own farms or plantations), from service providers, and from government level, indicated that their expectations were largely met by the PIP 2 interventions; the continuation of the programme was unanimously requested.

While the real objective of the programme in the long-term is to ensure compliance of private sector operators with regulatory and market demands and to secure improved market access, the programme is also considered a great success in terms of its reactivity in addressing SPS crises. This includes some very recent situations including green beans and mangetout in Kenya; lychee in Madagascar; mangoes in West Africa; and Asian vegetables in the Dominican Republic. PIP success in this arena is due to the mobilisation of very practical and rapid action plans, based on agreements drawn up with operators and the public authorities. These action plans strengthen traceability and ensure the application of more appropriate pest control measures, with tighter controls along the supply chain from the farm to the packhouse, to the point of export.



Finally, the quality of the services and materials developed during the different phases of PIP are among the key accomplishments of the programme and remain a key resource for the future. The number of publications and reference documents accessible via the Internet (and the possibility of receiving training) are an important means to secure wider dissemination. As an illustration, the 35 crop protocols and practical guides cover about 90% of export flows to the EU.

**Relevance:** the relevance of the programme, and its coherence with the strategies and policies of partner countries and the European Union, is evident and meets the expectations of most direct stakeholders and authorities.

**Effectiveness:** a detailed review of the activities and results achieved against targets indicates a very good performance. Few of the planned activities were unfulfilled.

The programme responded well to the diversity of situations it faced, and the responsiveness of beneficiaries was generally satisfactory.

**Efficiency:** The centralised management ensured economies of scale, along with the application of methodologies that could be adapted and applied to a wide range of themes and situations. The cost-sharing procedure fostered a sense of ownership of the interventions, and this encouraged changes in behaviour to adapt to changing market conditions.

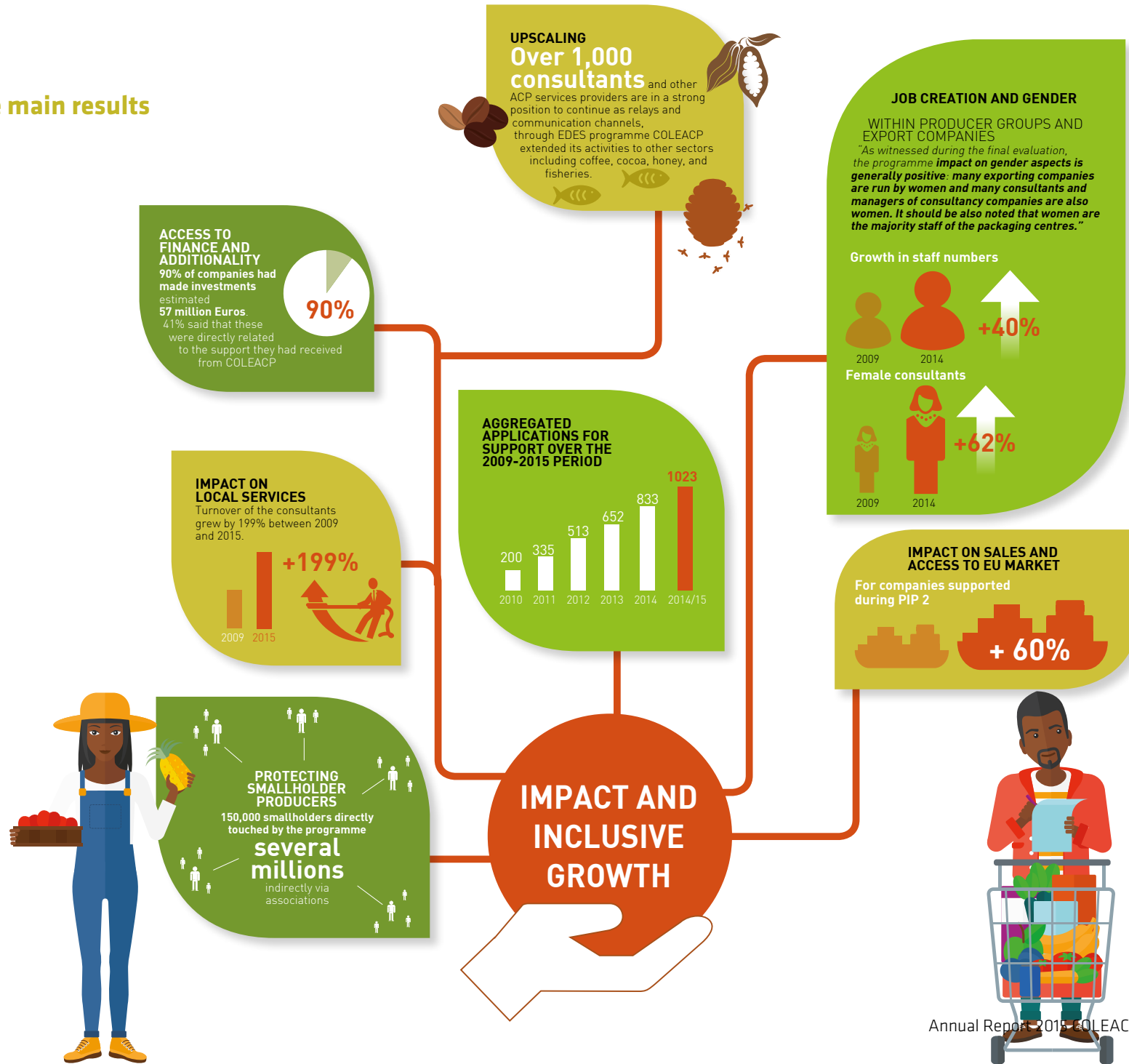


**Impact:** As horticulture is highly labour intensive, the growth of the sector has undoubtedly contributed to poverty alleviation through the creation of permanent and seasonal jobs (As noted in the press release of the European Commission COM (2014) 263 Final of 13 May 2014: “Having a decent job is generally recognised as the best route out of poverty”). This impact on jobs is documented by the programme as a result of the surveys conducted by COLEACP in 2015. Regarding profits and revenues, the turnover of companies and service providers have generally increased. Evidence of social benefits are variable, but the effects on gender are convincing.

**Sustainability:** Since the issue of food safety (including problems concerning Pesticide Maximum Residue Limits) is not likely to disappear any time soon, and the fact that industry standards are becoming more and more complex in view of the changing demands of European consumers, **the evaluation mission recommended the funding of a new phase of support to the horticultural export sector in ACP countries, especially to Europe.**

## Visualisation of the main results

(Source : PIP 2 final report)



## Some lessons learned ...

The cooperative approach should be “**demand driven**” but nevertheless **proactive** and associated with direct support to operators (in particular to export companies, which must be at the heart of the support mechanism), so that they take ownership of the quality management approach and develop internally the resources to implement it.

The action must be **structured over the long term**, taking into account the unavoidable delays in the reaction of the operators, and the continuing evolution of regulatory and commercial requirements.

The approach must be **flexible** to take account of the diversity of contexts and rapidly changing market demands, but also be **coordinated in a centralised manner**. This is essential to define and implement a comprehensive strategy, and essential in particular for the design of intervention modules, dissemination of quality management information to all ACP operators, and dialogue with pesticide suppliers and the European competent authorities.

Prioritising in-company interventions based on cost sharing allows maximum ownership by the beneficiaries. It is necessary to adopt a sequential methodological approach (processing of concrete cases followed by empirical analysis of the results and then modelling of solutions from proven “success stories”, and finally development of intervention modules that are replicable on a large scale).



## EDES (EU funding)

### Strengthening the food safety systems through SPS measures in ACP countries

With an initial duration of 4 years, extended to nearly 6 years (5 years and 11 months), EDES was funded to the tune of 29.5 million Euros under the 9th EDF. The overall objective of EDES was to **improve the contribution of the food trade to poverty alleviation** in ACP countries. All food production sectors were therefore potentially affected by the Programme’s support activities. EDES aims to assist ACP States to build their “national (or regional) food safety policies” by supporting countries in implementing their food safety policies, and by supporting the establishment of “tailored” national systems that are feasible and economically viable in ACP countries.

EDES had to **stimulate, promote, assist and support the process of change necessary for the establishment of the food safety management system** based on risk analysis. The capacity building activities involve: the competent authorities; public and private laboratories; professional organisations; and all stakeholders in the food safety chain, including civil society, in particular through consumer associations. Activities are deployed on the basis of a request from the country and an analysis conducted with the food safety stakeholders. These elements are formalised, with a government authority, in a national memorandum of understanding specifying the strategic segmentation into sub-projects, some of which range beyond the current mandate of EDES.



## COLEACP CONSORTIUM PARTNERS WITHIN THE EDES PROGRAMME

- Agence Française de Sécurité Sanitaire de l'alimentation, de l'environnement et du travail (France)
- Centre de Coopération Internationale en Recherche Agronomique pour le Développement (CIRAD) (France)
- Direction Générale de l'Alimentation (France)
- Ecole Nationale des Services Vétérinaires (France)
- Food and Environment Research Agency (United Kingdom)
- France Vétérinaire International (France)
- National Food Institute / Technical University (Denmark)
- Natural Resources Institute (United Kingdom)



## ACP intervention countries

To date, the EDES Programme has provided training and technical assistance services to 50 countries: Belize, Burkina Faso, Botswana, Cameroon, Cape Verde, Comoros, Congo Brazzaville, Cook Islands, Côte d'Ivoire, Dominica, Dominican Republic, Ethiopia, Fiji, Gabon, Gambia, Ghana, Grenada, Guinea Bissau, Guinea Conakry, Jamaica, Kenya, Kiribati, Lesotho, Madagascar, Mauritania, the Marshall Islands, Mauritius, Micronesia, Namibia, Nauru, Nigeria, Niue, Uganda, Palau, Papua New Guinea, Saint Lucia, Saint Vincent and the Grenadines, Solomon Islands, Samoa, Senegal, Seychelles, Suriname, Swaziland, Tanzania, Togo, Tonga, Tuvalu, Vanuatu, Zambia, Zimbabwe.

## Sectors of intervention

National Memoranda of Understanding (MoU). An MoU and the identification of key needs have been established in **22 countries and 38 sectors**. The main sectors are: "**Fish**" (12 countries), "**Coffee**" (3 countries), "**Cocoa**" (3 countries), "**Fruit and Vegetables**" (generically or for a particular crop: 9 countries) and various sectors of animal products: "**Meat**" - beef, chicken or pork - selected by 4 countries, "**Honey**" by 3 countries and "**Cheese**" by one country.

By country, the selected sectors are:

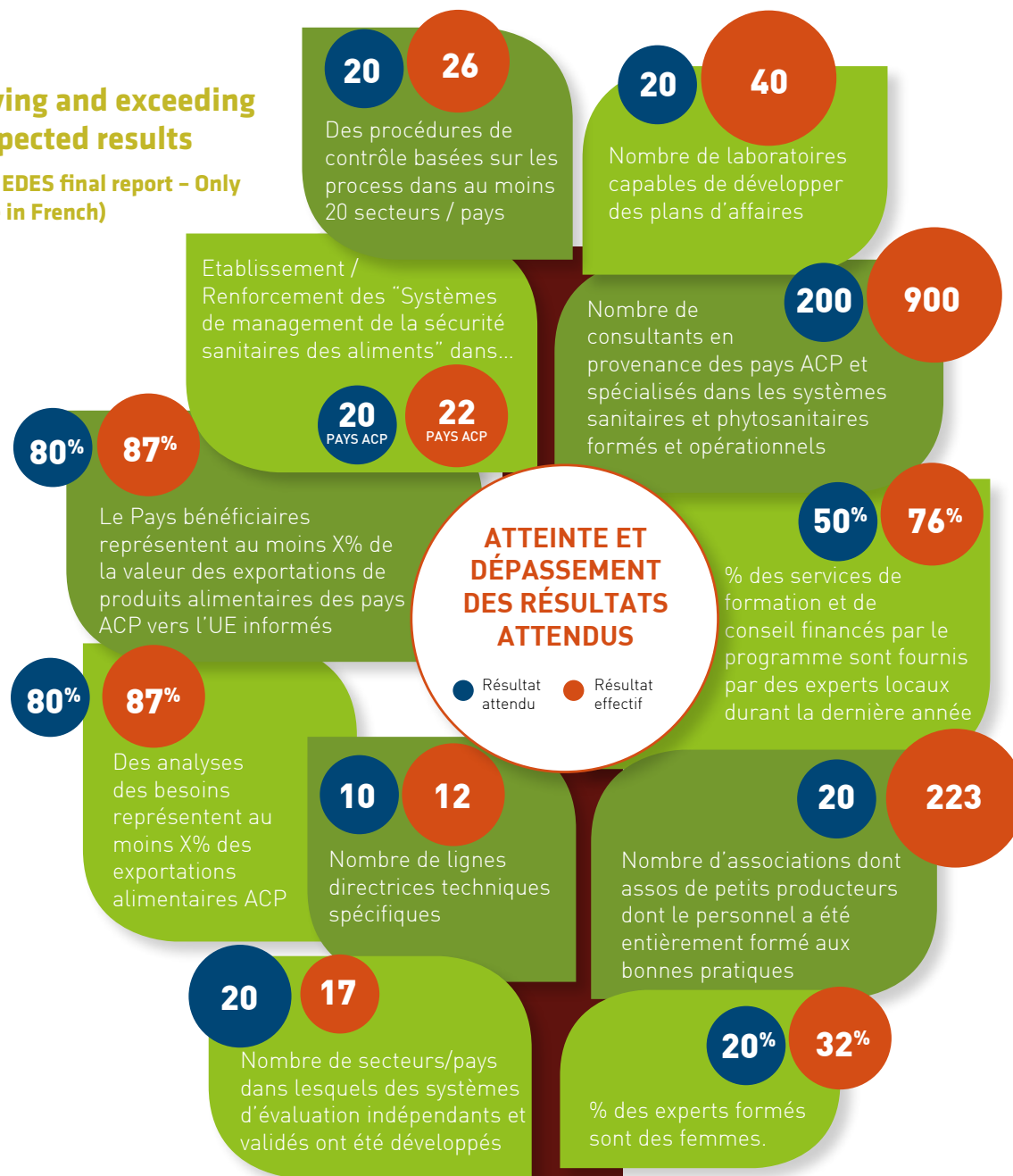
- **Belize** (Fish, Beef)
- **Botswana** (Beef and veal)
- **Burkina Faso** (Mango)
- **Cameroon** (Coffee, Pineapple)
- **Cape Verde** (Cheese)



- **Caribbean** (Cacao)
- **Côte d'Ivoire** (Mango, Cocoa, Fish, food produce distribution in markets)
- **Ethiopia** (Tomato)
- **Gambia** (Fish)
- **Ghana** (Cacao)
- **Guinea-Bissau** (Fish)
- **Mauritius** (Chicken, Honey, Pineapple)
- **Jamaica** (Fish, Meat, Fruit and Vegetables)
- **Kenya** (Green Beans and Mangtout, Passion fruit, Fishery and aquaculture products)
- **Madagascar** (Honey, Cocoa and artisanal fisheries),
- **Mali** (Mango)
- **Mauritania** (Fish)
- **Uganda** (Fish, Coffee)
- **Pacific** (Fish)
- **Papua New Guinea** (Fish, Coffee)
- **Dominican Republic** (Oriental Fruit and Vegetables, Honey)
- **Senegal** (Fish, Mango)
- **Surinam** (Pork, Fish)
- **Zambia** (Honey)

## Achieving and exceeding the expected results

(Source : EDES final report – Only available in French)



## Some lessons learned

### Governance of SPS control systems of food

The institutionalisation of the three components of risk analysis (management, evaluation and communication) are rarely found in ACP countries; : **the functions** of "risk managers" are **not sufficiently separated** from those of "risk assessors". Similarly we are often faced with **the lack of a formal risk information and communication system**. Coordinating the various services responsible for the control policy is therefore an enormous challenge for many countries, especially as the number of institutions involved (Ministries, Organisations) is often very large. The governance of the EDES intervention programme through the appointment of a Technical Secretariat (as a "relay person") has contributed in several countries to the establishment of a framework for the coordination and coherence of activities.

### Official controls and Inspections

#### Strengthening institutional capacity at REGIONAL LEVEL.

The problem of a lack of trained human resources is prevalent in all ACP countries, particularly in Africa. Multidisciplinary training on safety and quality should be directed not only at inspection staff, but also involve all food chain operators from farm suppliers to final distribution, through harvesting and treatment. It is important to ensure the integration of international standards at the regional level, and to support the technical network of agents working in each specific industry. The following areas are given priority to benefit from future assistance at regional level: **Policy and good governance practices - Legislation and standards for food safety, animal health, public**

health and plant health - Improving the key management tools - Promoting the importance of developing public/ animal/plant health monitoring systems - Following the development of the official control database, development and establishment of food inspection systems based on the risk.

#### Laboratories

The EDES programme implemented technical assistance actions with some 120 laboratories. **Upgrading public laboratories remains essential, but also the provision of analyses by private laboratories** (including those that have obtained accreditation) **should be integrated** and encouraged by the competent authorities.

#### Training

Training is not an end in itself. It must be useful and meet needs. It should also enable the evolution of the person or structure. To support the implementation of an efficient action plan in a country, there must be a parallel capacity building programme with two components targeting official control services and the private sector. It is a prerequisite to have a tangible impact on the improvement of the sectors.

To improve efficiency, the upgrading of basic knowledge (of experts, but also some managers) is an effective introduction before starting specialised training courses. It should even be a prerequisite for "training of trainers" courses (for ACP experts). In this regard, distance learning and tutoring are channels that should be better exploited.



## PAEPARD (EU funding, 80% under the budget line of the food security programme)

The **Platform Of African And European Partnerships In The Field Of Agricultural Research For Development** (PAEPARD) promotes collaboration and dialogue between research stakeholders, farmers' organisations, NGOs and the private sector in Africa and Europe around innovative agricultural research projects. The research themes and projects resulting from these dialogues target the real needs of African farmers. The second phase, with a budget of EUR 7.2 million (2014-2017), is funded at 80% by the European Union under the Food Security Programme.



### COLEACP PARTNERS

**FARA** ([www.fara-africa.org](http://www.fara-africa.org)) - Forum for Agricultural Research in Africa

**AGRINATURA** ([www.agrinatura.eu](http://www.agrinatura.eu)) - European consortium of agricultural research and research training for development

**PAFO** ([www.pafo-africa.net](http://www.pafo-africa.net)) - Pan African Farmers Organisation whose members are: EAFF, PROPAC, ROPPA and SACAU

**CSA** ([www.csa-be.org](http://www.csa-be.org)) - collectif stratégies alimentaires

**RUFORUM** ([www.ruforum.org](http://www.ruforum.org)) - Regional Universities Forum for Capacity Building in agriculture

**COLEACP** ([www.coleacp.org](http://www.coleacp.org)) - interprofessional network promoting sustainable horticultural trade

**FANRPAN** ([www.fanrpan.org](http://www.fanrpan.org)) - Food, Agriculture and National Resources Policy Analysis Network

**ICRA** ([www.icra-edu.org](http://www.icra-edu.org)) - International Centre for Research-oriented International Development, an independent organisation

In 2015, COLEACP continued its activities developing non-food uses of mango in West Africa. A mission to identify European partners at the Vivanesse trade fair in Nuremberg was conducted in 2015 to generate interest among European manufacturers of natural and organic cosmetics in the programme in the research; in particular in finding innovative technical processes to extract mango oil. In 2015, the Energy-Compost consortium continued to work on the bottling of biogas derived from mangoes, within the framework of industrial bio digester installation projects in West Africa.

Internal training was implemented over the period: one in Entebbe on activity monitoring of the consortia activities, organised in Entebbe; the other in Accra on the management of a collaborative platform and ad hoc means of communication.

In 2016, distance training should be increased to enable the better use of collaborative platforms. Also planned is the development of business partnerships between consortium members, enabled by the envisaged support from the network of regional business incubators (the AAIN - African Agribusiness Incubator Network). The objective is to generate income to finance the activities of the consortia. The following are also in the programming: the tracking of results of research funded by donors towards business creation, the youth employment plan, and the systematic cleaning of mango orchards to contribute to the fight against fruit fly in West Africa.



### THE SUPPORT PROJECT TO THE REGIONAL PLAN TO COMBAT AND CONTROL THE FRUIT FLY IN WEST AFRICA (funded by the European Union and AFD)

COLEACP is involved in the consortium that manages the Support Project to the Regional Plan to Combat and Control Fruit Fly in West Africa, known as the "Fruit Fly Programme" in collaboration with two partners agencies (the Bureau d'études et de Recherche pour le Développement and Sogerom). This project covers eight countries of the Economic Community of West African States (ECOWAS) over the period 2015-2019. It will have a budget of € 23.5 million. The EU co-funds the programme to the amount of € 16.7 million, with the balance covered by the French Development Agency (€ 1.5 million) and by contributions from the States concerned (€ 5 million), in kind or in cash. The project coordination committee is based in Bamako (Mali) and consists of the Project Manager, and managers of the Monitoring, Control and Capacity Building components. COLEACP's role in this programme is to provide the coordination committee with methodological and technical support.



## Activities and first results in 2015

Activities	Objectively verifiable indicator	Level of the indicator to reach	First results
<b>Result 2 : The players in the sector understand fully the technical, commercial, financial and organisational functions in exporting mangoes from Guinea</b>			
<b>Output 2.5 Training of actors in minimising post-harvest losses is completed</b>			
2.5.1 Development of technical guidelines and training materials for good post-harvest practices	Technical guidelines are developed	Availability of the technical guidelines and training materials	The technical manual is currently being drawn up and will be finalised in January 2016
2.5.2 Development of technical guidelines and training materials for good packaging practices	Technical guidelines are developed	Availability of the technical guidelines and training materials	/
2.5.3 Dispensation of training for stakeholders in good practices and the use of appropriate harvest equipment to minimise post-harvest losses	Actors are trained in the application of the guidelines	250 extension workers trained in the application of the guidelines	/
<b>Outcome 3 : The players in the mango sector have appropriate collection, packing and storage capacities</b>			
<b>Output 3.1.1 Study of the models developed in Mali completed</b>			
3.1.1.1 Organisation of a study trip to Mali	The study trip to Mali has been conducted.	Suitable types of packaging units are identified.	The study tour was conducted. The types of packaging units and their management have been identified. Orchards and modern nurseries were also visited
3.1.1.2 Organisation of an adoption and validation restitution workshop	The restitution workshop has been organised, a template is selected	One type of packaging unit is retained	One type of packaging unit is retained ?? à confirmer avec Maiga
<b>Outcome 4: The players and professional organisations in the mango sector have a better understanding of the organisational and member support functions</b>			
<b>Output 4.1. The capacity of target players is increased in product certification and quality control</b>			
<b>Output 4.1.1 An operational scheme to grant producers access to GLOBALGAP certification is developed</b>			
4.1.1.1 Carry out awareness campaigns about the opportunities for farmers to benefit from the certification	The players have been informed.	2000 players informed	Development of ongoing support, training will be conducted in 2016
4.1.1.2 Develop a quality handbook for EurepGAP certification;	The quality handbook is developed, adopted and available	A quality handbook is applied	/
4.3.1.1.3 Train quality managers (internal auditors and inspectors) at the level of the groups.	Auditors and quality controllers are trained	50 auditors and inspectors trained	/

Activities	Objectively verifiable indicator	Level of the indicator to reach	First results
4.1.1.4 Achieve GlobalGap certification	The products are certified	3,000 tonnes of mangoes exported certified	/
Output 4.1.2 A product quality control system is in place			
4.1.2.1 Identify and adopt quality standards	The Guinea mango quality standards are developed and adopted	Standard revised according to international standards	/
4.1.2.2 Develop control and compliance assessment protocols and inspection handbooks	The quality control system is set up	A handbook of quality procedures is implemented and applied	/
4.1.2.3 Organise training of quality control agents and CAFEX technical agencies in the application of export standards	Quality inspectors are trained	15 officers are trained	/
<b>Output 4.3 : Strategic monitoring and commercial promotion are reinforced</b>			
<b>Output 4.3.3 : Regional coordination with neighbouring mango producing countries is boosted</b>			
4.3.3.1 : Identify and establish cooperation relationships with promotion institutions and professional organisations of neighbouring countries	Cooperation relations are established with promotion institutions and professional organisations in neighbouring countries	Cooperation agreement protocols have been concluded	2 meetings held in 2015: one with the Regional Project to Combat the Fruit Fly and the PCDA. Were MoUs developed later ??
4.3.3.2: Participate in various consultation meetings	The POs and promotion structures attend consultation meetings	Three meetings organised between the Guinean actors and the promotion institutions and the PO of neighbouring countries	2 consultation meetings: Participation in a consultation meeting on blight in Abidjan in June 2015, bringing together all stakeholders in Côte d'Ivoire, Guinea, and Burkina Participation of AGUIPEX in a meeting of the national organisations of ACP exporters, organised at Fruitlogistica in 2015
4.3.3.2: Create partnerships with exporting operators on the EU market	Partnerships are established	Partnership agreements forged	Meetings were held with EU importers at the FRUITLOGISTICA fair in 2015

## Main activities of COLEACP in 2015 (Fruit Fly programme)

### April 2015 : Initiation week (April 20 to 24)

Initial contact

Development of strategies

- Group work (CC/COLEACP) to develop intervention strategies for each component according to the project's terms of reference
- Schematic presentation of the strategy of each component and coherence between components
- Finalisation of the strategies

Development of action plans

- Group work (CC/COLEACP) to develop action plans per component based on the defined strategy
- Submission of the Year 1 and multiannual plans and coherence between components
- To be finalised by the CC after the workshop

Definition of intervention methods (= instruction manual)

- Draft of the work in the form of a flowchart, to be finalised by the CC after the workshop

### May-July 2015

- **Review and finalisation of the multiannual and annual action plan**
- **Preparation of the regional workshop (Bamako 30 July -7 August)**

Building on the list of participants, content, presentation of strategies, methodologies and action plans, the workshop organisation

### August 2015: Regional workshop in Bamako 30 July to 7 August

The objective of the workshop was to finalise the national action plans of the different participating countries. The projects were presented in plenary. Then each action plan

was discussed with the COLEACP team and the manager in charge of the component concerned, in order to check whether the various activities outlined were realistic, and met the required targets. A detailed report is available.

### September-December 2015

- **Review of the Terms of Reference of the the provisional activities**

Depending on the action plan a series of activities will be carried out by service providers Terms of Reference have therefore been drafted. COLEACP has regularly received these Terms of Reference to comment them and make recommendations and changes:

- **Technical information**

COLEACP has sent and will continue to send a series of documents regarding the control and surveillance components. The list of these documents is available on the server dedicated to the project.

COLEACP has intervened especially within the Control component to meet the phytosanitary laws of the countries concerned in the choice of certain products to control flies planned to be tested in trials.

- **Identification of experts**

For the different Terms of Reference, COLEACP has commented on the lists proposed by the experts of the CC, and also completed these lists. Indeed, COLEACP has a large database of experts, many of whom can be entrusted with the actions to be carried out.

- **Monitoring of the action plan and Terms of Reference, tenders, activity reports**

COLEACP is kept informed of the rollout of the planned actions, of the administrative position of the Terms of Reference and of the tenders.. If necessary comments are made.





## PRODEFIMA (ITC-WTO funding)

The Project to develop the mango sector in Guinea (PRODEFIMA Guinea) is headed by the Guinean Agency for Export Promotion (Aguipex). It is funded with USD 3 million by the International Trade Centre (ITC) of the World Trade Organisation, through its development programme Enhanced Integrated Framework (EIF). COLEACP is in charge of building the capacity of these actors. Synergies with the Fruit Fly Programme are also to be established.

PRODEFIMA aims to boost production and sales of the Guinean mango sector, especially export sales. For this the project must contribute:

- to improve the fiscal and regulatory environment;
- to improve the productivity and quality of the mangoes;
- to strengthen the capacity to collect, package and preserve mangoes for export;
- to build the capacities of the actors and organisations of the mango industry and support marketing;
- To strengthen the institutional framework and capacity of the CAFEX -AGUIPEX management staff (the project implementing agency).



Mr Diallo from AGUIPEX at Fruit Logistica 2015

### First results

The first activities began with the organisation of a study trip to Mali. A group of 10 participants visited Bamako and Sikasso from 9 to 14 June 2015. The group visited modern orchards and packing stations. Following a December 2015 review workshop, participants will work in 2016 on a packing station project adapted to the conditions of Guinea for the Kankan region.

Over the same period, the educational material necessary for training was designed and the production of tools is being developed, based on various learning targets. A facilitation guide for training of trainers will be finalised in early 2016 to continue on from the field mission of the COLEACP project officer.

Training courses will start in 2016. This will be the training of trainers on the theme of “harvest and post harvest”, targeting technical officers, and a training of trainers on the theme of “packaging”, targeting quality managers and the station supervisors of the units financed by the project.

Finally, 2016 should also see training on the outcomes related to better control of the various stages of marketing of the mango among professional organisations and their members.

PRODEFIMA has benefited from other COLEACP activities in the mango industry. For example :

- Participation in a **training of trainers on the fruit fly**, which was held in Abidjan in March 2015,
- Participation in a **regional workshop on blight** in Abidjan:
- Participation of Mr Diallo from AGUIPEX at **Fruit Logistica 2015** which favoured contacts with national producer associations, mango exporters and European buyers.

2016 will be the most intensive programme period with the largest number of activities. It is planned that COLEACP will work on:

- The development of technical guidelines and training materials for good packaging practices.
- The completion of a quality manual for the establishment and validation of a food safety management system.
- Training of quality managers (auditors and internal inspectors) at cluster level.
- The validation of the food safety management systems.
- Trade facilitation between PRODEFIMA and the institutions that support the mango sector in the sub-region (via the Fruit Fly Project in particular).
- Networking and relationship between PRODEFIMA and professional associations of mango producers and exporters in Côte d'Ivoire, Mali, Burkina Faso, Ghana and Senegal, with European importers of mango.

4

## ACTIVITIES OF THE ASSOCIATION AND KEY PARTNERSHIPS



### Value Chains for Value Gains

Engaging the private sector  
for inclusive and  
sustainable agricultural  
growth in ACP countries





## EUROPEAN UNION AND ACP REPRESENTATIONS

COLEACP maintains regular dialogue with EU and ACP institutions and representations. Meetings with the European Commission, the Embassies of ACP States in Brussels, and the General Secretariat of the group of ACP States increased in 2015, in the context of the finalisation of the PIP and EDES programmes, and the preparations for the next EU-financed cooperation programme for 2016-2020. The particular support for COLEACP during 2015 from the European Parliament in promoting the results of its action and its new post-2015 programme, was noteworthy.

In June 2015, the Embassy of the Republic of Vanuatu and COLEACP-PIP and EDES joined forces to organise a regional seminar in support of the agri-food sectors of Vanuatu and the Pacific region. The seminar focused on the effectiveness and efficiency of regional technical assistance programmes and considered new ways of working to meet the particular challenges faced by Pacific countries. Two ambassadors were present at the workshop and expressed their willingness to enhance technical assistance in the SIDS.



## African Union

COLEACP via the EDES Programme is liaising with the projects of the African Union that aim to set up a food safety authority with a continental scope, and a “Rapid Alert System” for food and animal feed .

## UEMOA

The collaboration is hinged around the following activities: development of methodologies for the drawing up of self-assessment guides; support for the definition of standard contents to be covered in good practice guides; drafting and implementation of guides in two sectors (plant and animal); support for the development of a methodology for developing the SSA systems analysis repository, integrating the regional level. EDES was co-mediator of a workshop to prepare the administrative and scientific documentation for the Regional Risk Assessment System Project, organised by the UEMOA Commission in Ouagadougou in October 2015. The “Vademecum” written by the EPU EDES with the support of ANSES, served as support during the work.

COLEACP helps agricultural businesses to become more effective and accountable in order to fully play their role in the socio-economic development of their countries through public-private partnerships. Agriculture is vital for inclusive and sustainable development in ACP countries, has a key role to play in food security, and is a vehicle for economic development, whose benefits can spread to other sectors of the economy. The eradication of poverty. Food security and nutrition. Sustainable agriculture. Lasting, sustainable and inclusive economic growth. Productive full employment and decent work for all. Gender equality and the empowerment of women and girls. To meet these challenges, COLEACP disseminates its approach to development cooperation through strategic partnerships, which also form the basis of its future support for the agri-food sector in ACP countries.

## FRUIT AND VEGETABLE SECTOR

### Manufacturers of plant protection products

Coordinated R&D is needed to address production problems and ensure sustainability over the long-term. Through close contact with producers and exporters, COLEACP identifies emerging needs and uses this information to orientate activities. However, R&D by COLEACP alone is not enough to address the many problems faced by ACP horticulture. To secure a more sustained and coordinated R&D effort, COLEACP actively shares information with national programmes, donors, and international research coordination initiatives (e.g. PAEPARD, ENDURE). COLEACP It also maintains contact with national and donor funded research programmes in order to channel information on new research needs into their planning processes. To maximise impact, increase efficiency, and avoid duplication of activities, COLEACP has signed MoAs with a number of international players including FAO, CropLife Africa and Middle East, and the STDF-Funded "Joint Residue Data Generation Project". Partnerships have also been established with key stakeholders including national regulatory authorities and plant protection product manufacturers. Partnership agreements have been signed with the following manufacturers:



- Syngenta (covering work on abamectin, chlorothalonil, cyromazine, difenoconazole, lambda-cyhalothrin, azoxystrobin, thiamethoxam)
- Dow (on dithiocarbamates, methoxyfenozide, myclobutanil, spinosad, spinetoram)
- Bayer (on imidacloprid, thiacloprid, tebuconazole, triifloxystrobin)
- FMC (on bifenthrin)
- Cheminova (on dimethoate, malathion)
- Agriphar

### FRESHFEL

COLEACP participates as a member of the FRESHFEL Food Quality Working Group. In addition, COLEACP contributes to consultation exercises conducted by FRESHFEL relating to crop protection and production problems and changes to EC Regulations. During 2015, COLEACP liaised and coordination with Freshfel and its members to address Plant Health Notifications in ACP countries to avoid EC sanctions, in particular concerning fruit flies on mango from West Africa. Other topics of collaboration in 2015 : Ebola and considerations for the fresh produce export sector, Impact Assessment on criteria to identify Endocrine Disruptors, monitoring of RASFF notifications in Kenya on peas and beans with pods, questionnaires to ACP companies concerning the use of (a) disinfectants and (b) phosphonate-containing products.

### ISO 26000

ISO 26000 helps organizations contribute to sustainable development by promoting common understanding in the field of social responsibility. PIP believes that this standard could help ACP companies and consultants better understand the concept of sustainable development from a business perspective. ISO 26000 is a complementary tool to PIP training; it helps companies integrate societal concerns into their daily activities while developing new competitive advantages.

### UK Fresh Produce Consortium (FPC)

COLEACP attends regular meetings of the FPC Technical Group. During 2015 this included regular exchanges on the Kenyan MRL crisis and increased controls, as well as plant health interceptions and controls in Kenya, Uganda, and Ivory Coast. There have also been exchanges to consider the implications of EU regulatory changes (e.g. on fosetyl-al and chlorate) to consider impact on ACP suppliers.

## INTERNATIONAL ORGANISATIONS

### African Development Bank

On 11 December 2015, the African Development Bank (AfDB), received a delegation from COLEACP for a joint meeting. It was mutually agreed that there is an appetite, complementarity, and significant potential for collaboration between ADB and COLEACP in the Post-Dakar action plan. This covers several of the 18 action points, like “raising agricultural productivity, institutional reforms and systemic changes, policy reforms in support of agricultural transformation, agro-input supplies to farmers, agricultural commodity exchanges and support for robust value chains for key commodities”. Several potential options for partnership were identified : Co-financing of investment projects where COLEACP has specific country requests – e.g. Rwanda, Nigeria, Bank consultancy assignments, joint knowledge work that underpins the strategic agricultural priorities of the Bank and is in line with the post-Dakar Agricultural Transformation Agenda.

### European Investment Bank (EIB)

The EIB's overriding aim in the ACP countries is to help generate long-term private sector-led sustainable economic growth and reduce poverty through job creation and improved access to productive resources. In 2014, the EIB commissioned a study conducted by GiZ about future investment priorities in financing agricultural development and food value chains in selected sub-Saharan African countries. COLEACP, as a public-private partnership, believes in an inclusive and sustainable approach to development in ACP countries, hinged around an active, complementary and balanced participation of multinational companies, SMEs and small producers. Improved management processes and performances of the beneficiary companies should facilitate their access to various sources of funding, amongst which EIB's new financial instruments available to the ACP agricultural industry. The objective for COLEACP is to determine how to better value current and future technical assistance activities conducted with companies in the ACP agri-food sector as a financial leverage.

COLEACP and the EIB cooperated at the European Development Days in the context of the organisation and implementation of the high level panel (“ Growing agriculture, growing jobs: The private sector on the spot” 4 June 2015)



### World Bank

COLEACP has been involved with the PCDA project in Mali, PAFASP in Burkina Faso and PDMAS in Senegal. In particular, for the preparation and introduction of a Self-Assessment Guide for the mango sector.

COLEACP (via EDES) has worked mainly on developing training and extension tools for self-assessment methods applied by producers. In the Republic of Ivory Coast, actions were carried out in the mango, food crops and cocoa value chains with FIRCA (Interprofessional Fund for Agricultural Research and Consultancy), which manages the national programme of the World Bank in RCI.



## Centre for the Promotion of Imports from Developing Countries (CBI)

In 2014, a joint CBI-COLEACP memorandum of agreement was signed with VEAPS (in Suriname) in order to build the capacities of the members in topics related to food safety, safe use of pesticides, crop protection, environment and social practices. Four training of trainers (technical and pedagogical) have been organized and were co-financed by PIP and CBI. Two of these trainings took place in 2014 and two others were organised in 2015.

## CTA

CTA took part especially in the “Support of the agri-food sectors in Vanuatu and the Pacific region: Improving The Impact And Efficiency Of Technical Assistance” symposium organised by COLEACP at Port-Vila in June 2015. Joint financing of a study on “Expanding Eastern Caribbean Agri-Food Trade Through Production Integration/Pooled Supply Approach “ is currently under discussion.

COLEACP and CTA also worked together during the 2015 EDD in setting up the “Value Chains For Value Gains - Engaging In The Private Sector In Sustainable Agriculture And Agribusiness” workshop.

## CTB - Trade for Development Centre

A Memorandum of Understanding was signed with the Trade for Development Centre of BTC (Belgian Technical Cooperation). Two PIP experts and one from EDES sat on the selection panel for technical assistance projects in sustainable agriculture for businesses and consortia/cooperatives active in the fruit, vegetable and legume, nut, aromatic plant, rice and cocoa sectors between June and October 2015. The experts reviewed and analysed the applications (26 in total) and sat on the intermediate and final phase panels.

## FAO



COLEACP cooperates regularly with United Nations agencies in their shared vision of a private sector driving sustainable development for all: the International Trade Centre (ITC), the United Nations Industrial Development Organisation (UNIDO) and the Food and Agriculture Organisation (FAO).

Cooperation between COLEACP and FAO in 2015 (and planned for 2016) covers: projects managed by the Pesticide Risk Reduction Group, the Regional FAO GCP/INT/147/GFF project - “Capacity building of the Sahel and West African countries to reduce agricultural losses and pesticide risks for health and the environment”, three similar projects for the Caribbean, Cameroon and Benin, creation of a PSMS database on good agricultural practices in relation with the MRL, restarting of RADHORT (African Network for Horticultural Development) and biological efficacy trials conducted under COLEACP-PIP and the first trial summaries.

Agreement was also reached with FAO on the use of texts from several FAO food safety manuals. These manuals were integrated into the training supports of the EDES programme with the agreement of FAO. At the request of the Kenyan authorities, the COLEACP EDES programme supported the development of a food safety strategy to implement this policy. Relations have been set up with UNIDO in West Africa (Gambia, Senegal, Burkina Faso, Mauritania). This agency executes (with EU financing) the West Africa Quality programme to support the competitiveness and harmonisation of WTC and SPS measures and the development of quality infrastructures.

Finally, also in 2015, COLEACP worked with FAO (and the EIB) as part of the organisation and implementation of a high-level panel at the European Development Days ( “Growing agriculture, growing jobs: The private sector on the spot” 4 June 2015).

## Fondation Louis Dreyfus (FLD)

A memorandum of understanding was signed in 2014 with Louis Dreyfus Commodities Senegal under actions by the Dreyfus Foundation. In 2015 two students from UCAD, FLD's employees were trained on the safe use of pesticides and educational activities of COLEACP-PIP. They were then coached whilst they trained market gardeners. The FLD logistics allowed the students to train seven thousand market gardeners in the Niayes area in the safe use of pesticides.

## International Trade Centre (ITC)

Trade for Sustainable Development (T4SD) is a partnership-based effort from the International Trade Centre (WTO) to enhance transparency on private standards and increase opportunities for certified production and trade. During 2014 and 2015 COLEACP met with ITC on several occasions to discuss updates to the Standards Map as well as new developments in the sustainability arena. COLEACP-PIP is active in the ITC "SustainabilityXchange", a new T4SD interactive platform on sustainable supply chain development. During 2015 this included knowledge sharing and participation in discussion groups (e.g. public consultation on a revised set of criteria to assess the credibility of sustainability standards). PIP is an invited member of the ITC Trade for Sustainable Development (T4SD) Stakeholder Advisory Committee. During 2015 this included participating in webinars, and speaking as a panellist at the 2015 T4SD Forum.

In addition, during 2015 COLEACP shared its knowledge of the Kenyan horticultural sector with the ITC as it started a capacity-building project for the avocado sector in Kenya. Exchanges with ITC trade made it possible to share information on avocado producing companies supported by COLEACP-PIP, the support received from COLEACP-PIP, the technical and educational materials developed and used, the programme intervention methodologies, as well as information on Kenyan service providers.

## OIE (World Animal Health Organisation)

A Memorandum of Understanding has been entered into with OIE (World Animal Health Organisation). Activities were carried out in close cooperation, including: (1) regional training of "focal points" for food safety; (2) scheduling and executing official controls; (3) training and capacity-building in diagnosing and monitoring aquatic animal diseases.

## Syngenta Foundation for Sustainable Agriculture (SFSA)

Following the contacts made in 2013 with the foundation, Farmforce, the software developed by Syngenta Foundation was tested in 2014 and 2015 among 6 Kenyan companies with the support of COLEACP-PIP. A meeting took place with Syngenta Foundation in October 2015. A draft MoU between the two structures was then prepared and sent to SFSA to formalise the communication, sharing of training material and the COLEACP sustainability programme.

## WWF – Market Institute

COLEACP was invited by WWF to participate in 2015 in a new initiative, the launch of the Market Institute. This initiative comes as a response to the global problem and emerging trends in the most urgent challenge of our time: food production in the 21st century. This initiative builds on the legacy of WWF in the field of the protection of the planet and leverages the avant-garde work on market transformation achieved by the organisation. It also draws on the reputation of WWF in the field of multi-stakeholder platforms and on its record in the anticipation of key issues and trends.

The first meeting brought together a small group of leaders in the agriculture and food industry. The aim was to explore, on behalf of producers, aggregators, distributors and brands in the value chain, possible solutions to address the global shortage of sustainable products (calculated at 200 billion dollars). It was also an opportunity to start thinking about a concrete way to solve this issue. COLEACP attended the meeting as a representative of the fruit and vegetable sector. This was also an opportunity to present and gather feedback on the new sustainability programme for ACP industries.

## OTHER COOPERATION PROGRAMMES (EXCLUDING COLEACP PROGRAMMES)

### Pesticide MRL Data Generation Project

The project : “Strengthening regional capacity to meet the requirements for exports and pesticides based on international standards” is led by the African Union and the Foreign Agricultural Service of the US Department of Agriculture (USDA-FAS). This project is an initiative of ACP countries wishing to remove trade barriers resulting from the absence of harmonised MRLs or values (EU Codex, USA) for tropical fruits and vegetables. Project funding through the STDF was approved in October 2012. The ultimate goal is to provide training to ACP countries (and some Asian and Central and Latin America countries). This project has reduced its initial work programme. Given that it targets many countries that are not part of the ACP, only four of the selected active substances were for tropical crops: Pyriproxyfen, spinetoram, azoxystrobin and difenoconazole. In late July 2015, Syngenta (azoxystrobin and difenoconazole) and Dow (spinetoram) withdrew from the project. Many activities are therefore outstanding.

### BTSF

The BTSF Manual on HACCP has been regularly offered to the beneficiaries of the private sector as a supplement reference work to the EDES supports. Regional training on the “hygiene reference base” application guide and its application rules was given in June 2015 (joint action with the BTSF in Burkina Faso). The EDES Programme intervention methodology was also presented by the Deputy Director of EDES at the BTSF Workshop in Ouagadougou in June 2015.

### GMUs - Global programme for minor uses

In 2007 the first GMU Summit was co-organized by FAO, US Department of Agriculture (USDA), US Environmental Protection Agency (EPA) and the Interregional Research Project number 4 (IR-4) with the overall objective to support crop minor uses which are not supported by industry. In 2012 a second GMU Summit was organized where the establishment of a group to explore the feasibility of a global priority setting process. It was decided to first establish a global database with entries from all participating countries/organisations. COLEACP contributed to the establishment of the data base and sent in 2015 a final overview of all crop/pest-disease/products tested. Based on the data received 3 priority

pests/diseases on the following crops were voted: greenhouse: aphids on lettuce; temperate regions: downy mildew on leafy vegetables; tropics: fruit fly on fruits with inedible peel. A second and a third set of each 3 combinations were also selected.

### ICCO (STDF, Crop Life International)

COLEACP via EDES has been involved in a project coordinated by ICCO (International Cocoa Organization). This project was run in partnership with STDF and Crop Life International. The aim was to act on “SPS Capacity Building in Africa to Mitigate the Harmful Effects of Pesticide Residues in Cocoa and to Maintain Market Access”. The project is targeting Cameroon, Côte d’Ivoire, Ghana, Nigeria and Togo.

### Mango blight partnership

A regional workshop dedicated to bacterial blight was organised by COLEACP in collaboration with the CPI from 30 June to 1 July 2015 in Côte d’Ivoire.



## “Fisheries and Marine Production” project in Sierra Leone

COLEACP cooperation through EDES was envisaged with the Dutch company PRECON Food Management, which works with the University of Wageningen and manages this programme (EDES also commissioned PRECON to write Technical Specifications). The challenge was to establish synergies - especially in the fishing sector - and to share respective experiences, for the benefit of the entire region (Gambia, Senegal, Mauritania, Guinea and Guinea-Bissau).

## SIFAV project: Collaboration between VECO and Special Fruit for Kenyan and Tanzanian passion fruit producers

A Belgian importing company, Special Fruit, submitted a project for ensuring a sustainable market for passion fruit small holders in East Africa with IDH (the SIFAV project: Sustainability Initiative Fruits and Vegetables). Special fruit will make sure a sustainable market is created for the passion fruit in collaboration with Colruyt supermarket in Belgium. In 2015 two Tanzanian companies growing passion fruit for Special Fruit were supported for the implementation of BSCI.

## Standards and Trade Development Facility (STDF)

The goal here is to identify the beneficiaries and their specific actions (STDF and COLEACP EDES), as the EDES programme is occasionally called on to intervene following STDF activities, as in Cameroon, for example, with the CNCOSAC.

## TBT (Technical Barriers to Trade)

A collaboration agreement was signed between COLEACP and the TBT programme in December 2013. Several training of trainers sessions were arranged with TBT in 2014 for professionals of the pineapple sector in the Dominican Republic. These training sessions were finalised in 2015. Elsewhere, COLEACP cooperated in

a mission for CEDA (Caribbean Export Development Agency) to diagnose operator training needs in the Caribbean.

## USAID/WWF (Gambia)

Programme targeting the Baa-Nafaa fishing grounds and the sector in Senegal. The project must provide water and drainage facilities in selected coastal areas to boost improvements in sanitary and hygiene conditions in fish landing sites. The COLEACP EDES programme has become involved in this programme for its activities in the fishing sector.

## Valuechain4valuegain

The Value Chain for Value Gain (VC4VG) project is sponsored by the “Small Farmers, Big Business?” platform. It was presented during the 2015 EDD and





was supported strongly in principle by the European Commission and the General Secretariat of the Group of ACP States. The SFBB platform was founded by COLEACP, the German cooperation agency (GIZ), the Netherlands NGO SNV and the United Nations Industrial Development Organisation (UNIDO). VC4VG should commence in 2016 provided EU financing is secured. It will concern the development of several ACP channels, including cashews, cocoa, dairy and fish products.



## ACP PROFESSIONAL ASSOCIATIONS

### AFGEAN (Nigeria)

Support to the Executive Secretariat continued until June 2015, after which AFGEAN found a solution to keep the Executive Secretary in place until October 2015.

### APROVAG - Producers Association of the Gambia River Valley

COLEACP has been supporting APROVAG since 2012, in conjunction with other lending institutions and partners. Each partner has been responsible for a specific part of the needs of the structure and works closely with the other partners to avoid duplications. This collaboration has borne fruit as, in 2014, APROVAG built a modern packing station with Cableway and started exporting bananas by sending a first container to the Netherlands.

In 2015, with the support of COLEACP-PIP, APROVAG achieved organic, GLOBALGAP and Flo certification. The cooperative exports to Europe and also sells its bananas on the local market.

### **APROPIC (Dominican Republic)**

APROPIC is an association of pineapple producers in the Cotui area. In collaboration with the TBT programme, COLEACP-PIP trained APROPIC technicians and ministry officials in good agricultural practices and food safety. Support was given to the association in 2015 in setting up a health quality management system. A diagnosis took place in September 2014, whereupon support for setting up the system was organised between October 2014 and January 2015. The aim is for all members of the association to achieve GlobalG.A.P. certification.

### **AREXMA (Regional Association of Exporters of Mangoes and Tropical Fruit)**

AREXMA is an association of thirteen mango exporters created in 2011 in Côte d'Ivoire. Research into means of communication was commenced in 2015 and training of exporter technicians in monitoring tree stocks (appearance of bacterial disease symptoms, fungal disease symptoms, etc.) was arranged with information centralised at AREXMA and circulated to the members.

### **EHPEA (Ethiopia)**

The Ethiopian Horticulture Producers and Exporters Association (EHPEA) is a non-profit making and non-governmental organization whose members are all

registered businesses engaged in the production of floriculture, cutting, propagation, ornamental plants, fruit, vegetable, and herb for the export market. Over 70% of producing and exporting horticulture enterprises operating in Ethiopia are members of the association. The Memorandum of agreement signed between EHPEA and COLEACP includes, between others, a "Training Needs Assessment" (TNA) training that was organized between August and October 2014. Two of the EHPEA trainers were coached while performing in company training on safe use of pesticides and traceability/hygiene.

### **FOS (Senegal Origin Foundation)**

FOS was created in 2010 and has 81 export business members. Its role is to defend the Senegal origin, promote public/private dialogue, manage post-harvest and logistical infrastructures (Feltiplex), manage a knowledge management system (campaign assessment, technical notes) and act as a contact for product innovation. In 2015 FOS was supported by a transfer of expertise to carry out mango and vegetable campaign assessments.

### **GAVEX - Ghana Association of Vegetable Exporters**

A COLEACP delegation had a meeting with this association in November 2015 to find out what were the needs of the association, especially related to the crisis that struck the Ghana vegetables sector (EU ban on vegetables due to high interception level). An additional consideration was the potential role that could be played by other fresh produce sectors in Ghana. Some

of these are operating very successfully, and have been supplying high-end global value chains for many years. This includes pineapple, as well as other fruit such as papaya, mango and organic banana, albeit on a smaller scale. Some are sourcing from smallholder outgrowers. Numerous producers and exporters are certified to private food safety standards (including GLOBALGAP, and one or two to BRC), as well as some niche market schemes such as fair trade and organic. Opportunities could be explored to see how the vegetable industry could gain from these experienced operators. Also much service providers could be gained from closer ties with the industry associations/working groups active in these other sectors, especially SPEG, the FAGE-led Horticulture Task Force, and the GLOBALGAP National Technical Working Group.

### **VEAPS (Suriname)**

The Association of Exporters of Agricultural Products of Suriname, in Dutch: Vereniging van Exporteurs van Agrarische Producten Suriname (VEAPS) is a professional association that provides training and information to its members with regard to markets and trends and technical assistance in relation to crop management to its members which are farmers and exporters based in Suriname. In 2014, three trainings were conducted and coaching was provided to the trainees when they first performed training in their company/organization. In 2015, a fourth training was finalised.



## **COLEACP CONTINUES TO PARTICIPATE AS A PERMANENT MEMBER OF THE FOLLOWING GROUPS:**

- Working Group on the quality of food of the European Round Table of the food chain (via FRESHFEL)
- COPA-COGECA
- Technical Group of the Fresh Produce Consortium UK
- Working Group on Crop Protection of GLOBALGAP
- Stakeholder Committee in the management of water of GLOBALGAP
- Committee of stakeholders (GRASP) in social auditing of GLOBALGAP (Vice Chair)
- Stakeholder Committee of producer groups of GLOBALGAP
- Stakeholder Committee in sustainable production of GLOBALGAP
- Working Group on the primary production of the world markets of the GFSI
- Technical panel on global regulations of the GFSI
- Committee of the “Fruits and Vegetables” programme of the OECD
- Advisory Committee of the ITC on Standards for Development
- PAEPARD Steering Committee
- “Small Farmers Big Business” platform
- TR4 Working Group for the World Banana Forum

5

# OUTLOOK 2016







In the years since the launch of the Millennium Development Goals, the world has succeeded in reducing extreme poverty by half. However, it is well recognised that not all the MDG targets have been realised, and the Sustainable Development Goals (SDGs) are thus being launched in 2016 in the face of many remaining and serious challenges. The greatest of all is to eradicate poverty and hunger and ensure food security for a global population that is growing and increasingly unequal, and to do this within the context and uncertainties of climate change. The EU strategy outlined in Agenda for Change (2011) sees agriculture as a priority area and important driver of inclusive and sustainable growth. Channelling support through MSMEs is identified as a key route to

strengthen agriculture, private sector competitiveness, and local institutional capacity. However, it acknowledges that while needs grow, resources for development assistance are scarce. To achieve maximum impact, EU support must therefore be used strategically and effectively to mobilise both public and private sector resources. Clear opportunities for public-private partnerships, market-based solutions, and additionality emerge where the interests of both companies and donors coincide.

As a private sector player, with experience of creating market linkages and delivering trade and production-related capacity building for public and private sectors,

COLEACP is well placed to act as agent in supporting development of the ACP private sector, as well as in partnering with local and global companies to help deliver on development goals and stimulate investment.

The COLEACP proposal aims to support growth while increasing the resilience, inclusiveness and sustainability of ACP horticultural value chains through the provision of technical assistance and policy guidance. The position experience of COLEACP over the past 15 years has allowed it to identify some of the main constraints to be addressed. In particular, small and micro-enterprises (MSMEs) – including smallholders – usually have weak business skills and are negatively impacted by a lack of fair and inclusive mechanisms and institutions to access finance. In parallel, supplying markets with what they expect in terms of reliability, quantity, quality, and compliance with regulations and standards, also requires information and skills often lacking amongst MSMEs.

Sustainable intensification forms the core of the proposed new COLEACP programme financed by EU, to increase production while minimising negative impacts on climate, ecosystems, and the productive environment. It also addresses the social and economic dimensions of sustainability including livelihoods, economic viability, social justice and inclusiveness. There will be particular emphasis on smallholder participation, young people, and women, who are frequently the most disadvantaged by the changes taking place in local and global supply chains, and who often have most to gain from improved conditions of production, employment and trade.

Sustainability is being seen as an opportunity rather than a constraint in agricultural sectors. Polman, CEO of Unilever, notes “tackling sustainability provides new



opportunities for sustainable growth, creates brand preference, builds businesses, drives innovation, grows markets and, in many cases, generates cost savings". COSA (Committee on Sustainability Assessment) sees sustainability assessment as one of the keys to competitive advantage for businesses in the coming decade.

### **Competitiveness, bankability and sustainability: the pillars of COLEACP's future action**

COLEACP is evolving its approach to supporting agribusiness in the South. We have developed a new programme focused on competitiveness. COLEACP has redefined its strategy, its operations, and the nature of its missions to pursue this objective. The rationale is based on a combination of the observations made by COLEACP experts during field assignments, the expectations expressed by ACP agri-food businesses, consultants, and public authorities, as well as the

guidelines drawn up by the European Union in its recent strategy for support for the private sector in developing countries.

Profitability, competitiveness, bankability - and within a broader vision. COLEACP believes that the economic pillar can only be achieved alongside the two other pillars of sustainable development: social well-being and minimising negative environmental impact.

### **New financial partnerships in 2016**

The new Sustainability & Competitiveness programme originally designed for a period of seven years and a budget of 80 million Euros has, by the present time, obtained an initial budget of 20 million Euros from the European Union. In order to put all its potential at the service of development, and to follow the recommendations of the technical evaluations, during 2016 COLEACP will launch a call for financial partners to complete this first budget and achieve the initial objectives. We rely on institutions to respond positively, quickly and on a large scale.

6

## MINI COUNTRY SHEETS



## BENIN



### COLEACP SUPPORT SINCE 2001

Number of support projects	53
Total amounts of the projects	630,375€
Number of training sessions	20
Number of participants	272

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Pineapples

## BELIZE



### COLEACP SUPPORT SINCE 2014

Number of support projects	6
Total amounts of the projects	121,137€
Number of training sessions	3
Number of participants	46

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Peaches

## BOTSWANA



### COLEACP SUPPORT SINCE 2001

Number of support projects	10
Total amounts of the projects	30,735€
Number of training sessions	9
Number of participants	169

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Meat

## BURKINA FASO



### COLEACP SUPPORT SINCE 2001

Number of support projects	128
Total amounts of the projects	2,063,705€
Number of training sessions	160
Number of participants	1,565

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, beans

## BURUNDI



### COLEACP SUPPORT SINCE 2001

Number of support projects	7
Total amounts of the projects	142,183€
Number of training sessions	1
Number of participants	16

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, beans

## CAMEROON



### COLEACP SUPPORT SINCE 2001

Number of support projects	160
Total amounts of the projects	3,064,370€
Number of training sessions	89
Number of participants	1,159

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coffee, cocoa, pineapples, fresh fruits & vegetables

## CAPE VERDE



### COLEACP SUPPORT SINCE 2013

Number of support projects	4
Total amounts of the projects	59,326€
Number of training sessions	1
Number of participants	25

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Cheese

## CONGO (Brazzaville)



### COLEACP SUPPORT SINCE 2014

Number of support projects	1
Total amounts of the projects	14,800€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAINS SUPPORTED BY COLEACP

N.D.

## DEMOCRATIC REPUBLIC OF CONGO



### COLEACP SUPPORT SINCE 2001

Number of support projects	14
Total amounts of the projects	202,432€
Number of training sessions	12
Number of participants	9

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## DOMINICAN REPUBLIC



### COLEACP SUPPORT SINCE 2001

Number of support projects	63
Total amounts of the projects	1,203,866€
Number of training sessions	41
Number of participants	852

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Asian vegetables, pineapples, mango, advocado

## FIJI



### COLEACP SUPPORT SINCE ?

Number of support projects	3
Total amounts of the projects	42,039€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## ETHIOPIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	42
Total amounts of the projects	1,687,439€
Number of training sessions	22
Number of participants	286

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Tomatoes, fish, aromates, passion fruit

## GABON



### COLEACP SUPPORT SINCE 2014

Number of support projects	1
Total amounts of the projects	24,470€
Number of training sessions	2
Number of participants	30

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Agri-food sector

## GAMBIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	9
Total amounts of the projects	151,090€
Number of training sessions	8
Number of participants	65

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## GHANA



### COLEACP SUPPORT SINCE 2001

Number of support projects	115
Total amounts of the projects	2,461,537€
Number of training sessions	96
Number of participants	1,036

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, mango, cocoa

## GUINEA (Conakry)



### COLEACP SUPPORT SINCE 2001

Number of support projects	12
Total amounts of the projects	124,700€
Number of training sessions	7
Number of participants	40

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, fish

## GUINEA-BISSAU



### COLEACP SUPPORT SINCE 2013

Number of support projects	1
Total amounts of the projects	39,877€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## IVORY COAST



### COLEACP SUPPORT SINCE 2001

Number of support projects	178
Total amounts of the projects	8,972,320€
Number of training sessions	170
Number of participants	1,864

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coconut, mango, cocoa, vegetables

## JAMAICA



### COLEACP SUPPORT SINCE 2001

Number of support projects	38
Total amounts of the projects	556,640€
Number of training sessions	26
Number of participants	293

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Agro-industry products

## KENYA



### COLEACP SUPPORT SINCE 2001

Number of support projects	313
Total amounts of the projects	7,912,261€
Number of training sessions	474
Number of participants	6,295

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Beans, peas, asian vegetables, baby vegetables, chillies, mango, passion fruit, avocado, fish

## LIBERIA



### APPUI DU COLEACP DEPUIS 2001

Number of support projects	8
Total amounts of the projects	235,465€
Number of training sessions	1
Number of participants	10

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruit & vegetables

## MADAGASCAR



### COLEACP SUPPORT SINCE 2001

Number of support projects	98
Total amounts of the projects	1,904,441€
Number of training sessions	64
Number of participants	794

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Litchi, beans, cocoa, honey, fisheries

## MALI



### COLEACP SUPPORT SINCE 2001

Number of support projects	74
Total amounts of the projects	1,454,491€
Number of training sessions	78
Number of participants	924

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Mango

## MAURITIUS



### COLEACP SUPPORT SINCE 2001

Number of support projects	24
Total amounts of the projects	829,895€
Number of training sessions	12
Number of participants	134

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, honey, chicken

## MAURITANIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	25
Total amounts of the projects	430,299€
Number of training sessions	14
Number of participants	175

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## MOZAMBIQUE



### COLEACP SUPPORT SINCE 2001

Number of support projects	5
Total amounts of the projects	288,663€
Number of training sessions	18
Number of participants	224

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Baby corn, chillies, beans

## NIGERIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	48
Total amounts of the projects	955,049€
Number of training sessions	8
Number of participants	71

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## UGANDA



### COLEACP SUPPORT SINCE 2001

Number of support projects	144
Total amounts of the projects	2,151,856€
Number of training sessions	247
Number of participants	3,839

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, chillis, fish, coffee

## PAPUA- NEW GUINEA



### COLEACP SUPPORT SINCE 2001

Number of support projects	8
Total amounts of the projects	295,751€
Number of training sessions	4
Number of participants	58

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coffee, cocoa, fish

## RWANDA



### COLEACP SUPPORT SINCE 2001

Number of support projects	17
Total amounts of the projects	525,686€
Number of training sessions	11
Number of participants	116

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables



## SAINT LUCIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	1
Total amounts of the projects	164,505€
Number of training sessions	1
Number of participants	7

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## SENEGAL



### COLEACP SUPPORT SINCE 2001

Number of support projects	152
Total amounts of the projects	3,818,796€
Number of training sessions	202
Number of participants	1,934

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, tomatoes, beans, watermelon, fisheries

## SURINAME



### COLEACP SUPPORT SINCE 2001

Number of support projects	15
Total amounts of the projects	434,447€
Number of training sessions	8
Number of participants	138

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Chilis, bacowen, awara, knippa, sopr, boul, antroew, oker, fish

## TANZANIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	45
Total amounts of the projects	1,552,514€
Number of training sessions	46
Number of participants	637

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables, fish

## TOGO



### COLEACP SUPPORT SINCE 2001

Number of support projects	16
Total amounts of the projects	180,461€
Number of training sessions	12
Number of participants	117

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Pineapples

## ZAMBIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	32
Total amounts of the projects	724,109€
Number of training sessions	44
Number of participants	604

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Peas, beans, baby corn, baby carrots, broccoli, chillies, onions, honey

## ZIMBABWE



### COLEACP SUPPORT SINCE 2001

Number of support projects	30
Total amounts of the projects	309,750€
Number of training sessions	31
Number of participants	355

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Peas, beans, baby corn, baby carrots, brocoli, chillies, onions



7

## TESTIMONIALS



**COLEACP**



*“The private sector has the resources to transform the agricultural economy of developing countries”*  
(Phil Hogan)

*“Migration and development aid in Africa must be linked”*  
(Neven Mimica)



**Dr Ba Abou Sidi,**  
 Directeur  
 de l'Office  
 National  
 d'Inspection  
 Sanitaire des Produits,  
 MAURITANIE

*" Je saisis l'occasion pour dire la satisfaction partagée de l'ONISPA, la FNP et l'Expert Dr NDiaye pour le bon déroulement de l'Atelier de validation des livrets du Guide Sectoriel Pêche . Félicitations aux participants, chapeau au logisticien " .*



**Calvin Picker,**  
 AFRICA BIO,  
 CAMEROUN

*" Nous sommes donc heureux et soulagés, mais conscients des efforts qui devront être faits pour maintenir ce niveau et améliorer encore notre système. Au nom de toute l'équipe d'AFRICA BIO, je vous remercie, vous personnellement, et le PIP, pour toute l'assistance que vous nous avez apportée tout au long de ce processus " .*



**Jethro Green,**  
 Caribbean Farmers  
 Network (CaFAN),  
 STE LUCIA

*"We appreciate this concept of partnership. We are more than 500,000 small business leaders, farmers, and our intention is to ensure that we provide the right investments to make us guardians of food security and to put affordable food on the market."*



**Alassane Traore,**  
 GLOBAL MERCURE  
 SARL MALI

*" Je remercie le PIP d'avoir envoyé les supports pédagogiques pour notre formation. J'avoue avoir compris beaucoup de choses indispensables pour exporter des mangues de haute de qualité en les lisant. Nous sommes très contents de la mise en oeuvre de notre partenariat avec vous " .*





**Gianna Karg,**  
Director  
of the Veterinary  
Laboratory,  
SURINAME



*"The current EDES intervention is proving to be very helpful and the training opened our eyes on many things. We are really enthusiastic about putting into practice what we have learned".*



**Jean-Marie Sop UNAPAC,**  
Consultant,  
CAMEROUN



*"We wanted to form a group to create a profitable business and survive the economic crisis; We all came from different backgrounds, with different types of education. But we were united by the desire to do something to fight poverty. We also care about protecting our environment. We want to evolve, taking into account the laws of nature"*

**Habtamu Ligabo,**  
Senior Trainer  
ETHIOPIA



*"I have been working with an union of farmers for the last 5 weeks to help them to achieve GLOBALG.A.P. certificates. We were doing trainings on Hygiene, Crop protection, Internal Auditors and coaching. There is also an interest in online PIP trainings which I think is very positive".*



**KENYA-  
Mrs Mellon  
KABOLE,**  
Health  
Inspector



KEPHIS, provided trainings  
in Ghana, Uganda, Zambia  
2013-2014

*"Many thanks to EDES for allowing me travel to other countries, get exposed to wide networks and most importantly entrusting me with the 'message' from EU to help streamline food safety issues in the African Caribbean and Pacific Countries"*



SELBY ENTERPRISES, entreprise d'exportation  
**Jaime Philp,** ZIMBABWE



*"Le PIP a rendu un service fantastique aux producteurs du Zimbabwe. (...) La formation au renforcement des capacités qu'ils nous ont dispensée nous a permis de partager nos connaissances avec des exploitants plus petits que nous et de créer des opportunités d'emploi pour les personnes vivant dans notre communauté."*



KENYA- **Mrs Mellon KABOLE,** Health Inspector KEPHIS, provided trainings in Ghana, Uganda, Zambia 2013-2014



*"Many thanks to EDES for allowing me travel to other countries, get exposed to wide networks and most importantly entrusting me with the 'message' from EU to help streamline food safety issues in the African Caribbean and Pacific Countries"*



BNA, **Olga Kouassi,** Consultante, CÔTE D'IVOIRE



*"J'estime pour ma part que le programme PIP a fourni les éléments nécessaires aux consultants locaux pour bien se former, acquérir une notoriété dans la région et enfin se professionnaliser."*



**Dr Mamadou NDIAYE,** Trainer in West Africa and Madagascar and technical expert for Senegal and Maurritania (Fish sector)



*"Thank you to EDES for strenghtening my technical capacity as a trainer and expert. My work with this programme has changed my career. It has allowed me to live the dream of every ACP expert. Working alongside public authorities, private companies and the fishing communities. I have witnessed real change following our interventions. Thank you to the EDES team and Consortium Partners. Vive EDES2!"*

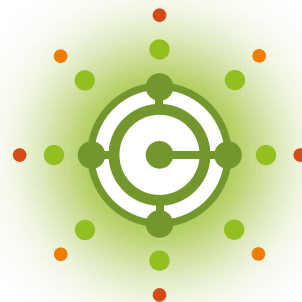


The Ghanaian **Stephen Mintah** has been Chairman of COLEACP since June 2013.



*Married and the father of two grown children, he lives in Accra (Ghana) where he is the General Director of Sea-Freight Pineapple Exporters of Ghana (SPEG). "In developing our work programme, we have to be careful to ensure that our partners (members and donors) benefit from what we do. Each of us wants something from COLEACP. So, at every step, we have to meet these expectations."*





**COLEACP**

