

Supply of organic products from East Africa – NOGAMU's experience

Acer

Background on NOGAMU

- **NOGAMU is a Non-Governmental organization started in January 2001.**
- **It is composed of producers, processors, exporters and other stakeholders in the organic sector in Uganda.**

- The organization is led by a central committee which is elected every 2 years.
- **Under this central committee are 4 activity committees, of marketing, training, lobbying and advocacy, and organic standards.**
- Day to day running of the organization is carried out by a staff of 12 under the management of the Co-ordinator.

- In addition, NOGAMU works closely with 3 partner organizations in Uganda. : Lango Organic Farmers Promotion (LOFP) in the north,
- Students Partnership Worldwide (SPW) in the East
- Sustainable Agricultural Trainers Network (SATNET) in the West.

NOGAMU Activity Areas

- There are 4 main activity areas of NOGAMU.
- Marketing,
- Training,
- Lobbying/Advocacy
- Organic Standards

International Marketing at NOGAMU

- Started in 2004

Activity areas of international Marketing

- Market Development/Participation in international trade fairs.
- Supply base development
- Quality Assurance
- Infrastructure development
- Information dissemination

Today's Situation in the Organic Sector

- In Uganda organic exports have been growing at a rate of 10% per annum since 2000/2001

How Did We Get Here? A case study of dried fruits

In 2003/4 Uganda exported 80 tonnes of dried fruit.

4 dried fruits export companies with organic certification

By end of 2006, it is expected that 11 Companies will have organic certification

Benefits to the farmer

- 250 farmers supplying these dryers.
- As organic farmers they command prices up to 400% higher than their conventional counterparts.

A 2015 reality cheque

- \$1,000,000.00

Recommendation I

- Infrastructure development /access to clean water(in light of competitor's SWOT analysis)
- Intensive Quality Assurance Program
- Synchronizing container loads out of East Africa

Recommendation II

- A regional database – national organic movements, IFOAM, ITC, export promotion bodies
- A more aggressive push towards market information dissemination

What we can achieve – towards 2015

- \$500,000.00 per annum to the dried fruit sector alone.
- An organized assault on the organic sesame market
- Development of a Quality Assurance Mark
- Organized access to trade finance