East African Organic Conference

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United Republic of Tanzania

Workshop Proceedings Report

The conference is jointly organized by:

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In cooperation with:

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Workshop Proceedings Report

1 Report Format

The purpose of this report is to give a brief overview of the proceedings of the Tanzania Organic Week. Most presentations were supported with a PowerPoint presentation and this will be referenced at the end of the section and can be found on the UNCTAD website – www.**unctad**.org. Question and answer sessions have also been included. The presentations are documented in the order in which they were given according to the workshop programme.

2 Monday 28 May Developing Local and Regional Organic Markets

2.1 Introduction by Moderator and conference conveners

Mwatima Juma (TOAM) - Very proud to have conference in Tanzania and welcomed all participants from throughout Africa and elsewhere. Named the countries and people stood up from Kenya, Uganda, Rwanda, Burundi, Ethiopia, Ghana, Benin, South Africa, Malawi, Zambia and Tanzania. Thanks to financiers and organizers – UNCTAD, UNEP, EPOPA, TOAM, ITC, FAO and Gov of Tanzania. Special thanks to the Regional Standards Technical working group.
Sophia Twarog (UNCTAD) – Stressed the need to put a lot of emphasis on the local market to support export sector market
Asad Naqvi (UNEP) – Always enjoyed being in Tanzania. He gave special thanks to Sida for their support to initiative. He high-lighted the issue of Food Miles as being of increasing consumer awareness and concern
Angela B. Caudle (IFOAM) – She simply expressed her excitement to have reached this point and to be part of the EA initiative
Gunnar Rundgren (EPOPA) – The primary motivation has been export opportunities, but it is also good to be involved in local and regional markets. He sees great potential in these markets.
Geoffrey Kirenga Gov of Tanzania– Very proud that Tanzania can host the conference. Horticulture sector is growing and organic is becoming more important in this – especially from a united EA perspective
Alexander Kasterine (ITC) – ITC is committed to supporting organic developments in Africa because of the comparative market potential. He was very happy to be back in Tanzania.
Jordan Gama (EA NOAMS) – NOGAMU, TOAM and KOAN are working well together to promote organic in the region – welcomes members on behalf of all the movements. The EA standard is a real achievement, but this is part of the process and more needs to be done. EA should lead organic in the world!

2.2 Consumer awareness study (Samuel Ndungu, KOAN)

Samuel presented the results of the consumer survey carried out in 2006 and supported by IFOAM. Input was included from the marketing sections of the three EA organic movements. Survey asked if they knew organic food and if they did, why were they not eating organic products? 200 consumers in each country were interviewed located in capital and 1 other town. People interviewed were involved in hotels, restaurants supermarkets and grocers. Of those interviewed, 38% did not know about organic – rest had various definitions Knowledge varied between the countries as follows:- Uganda 87%, Kenya 56%, Tanzania 48%. Older people did not know so much about organic and awareness was more in higher income groups. Majority did not know about organic movements and standards although about 50% knew organic should be certified. Few people knew that

companies known to them were certified as organic. Organic fruit and veg were of main interest to consumers. 79% said they did not know why they were not consuming organic. Most organic in the region is bought from supermarkets. Most buy organic from trusted farmers or dedicated outlets to assure that it is organic. 69% thought there was a need for some for sort of verification of organic. Traders will stock organic if there is a demand and the correct quality and quantity can be supplied. People thought that organic foods were healthy, tasty and a modern trend in the world, but expensive! People would buy more organic food if it was more available and cheaper. More consumer education is needed on organic and where organic products can be maintained. Majority of people have not tasted organic and therefore can't state an opinion on organic food – **organic food needs to be made more available**. Health and safety is a key consumer factor and hence should be promoted as a pillar of organic. Promotion is important but current avenues e.g. NOGAMU day in Uganda are not having a high impact and careful thought should be given how to better promote the sector
Reference – PP1 Mon

Questions/Comments

a) Once in college curricular then extension will spread the message
b) Message for organic should also emphasize environment and trade
c) Need to get the report to our NGOs for greater impact
d) Testing the figures further to attract investors
e) Would like to have numbers on the % (not in the scope of study to get Kg of products sold) and what products are more interesting to the people who have consumed organic
f) Impressed that health of organic came out so strong – what impact will DDT use have on this?
g) How can people work together to promote organic?
h) Roll of government to support organic sector is important

2.3 Local marketing strategies (Gunnar Rundgren, IFOAM)

IFOAM also supported an Africa market study and what various parties can do to support this. Looking at market surveys, case studies, market strategies of the organic movements and recommendations/tools to promote the market. Mainly done by email questionnaire and most responses were from East Africa – about 75% of responses. Many types of outlet and product were considered. Case studies were farmers markets and shops. Also looked at organic movements and other African market surveys. Strengths included; unified organic movements, committed people, successful pioneers, national standards, many organic farms and established export sector – which can also be supplemented by locally sold products. Weaknesses include; erratic supply and lack of organization in the supply chain. Farmer groups are often weak links in the supply chain. Consumer awareness is often low, organic identification is limited, commercial actors are absent and the sector is led by NGO. Success needs commercial people. Organic assurance is under-developed – mixed messages of traditional and the organic sector leave the image weak. Opportunities – International trends are now reaching local markets, the move from default to organic, increasing consumer awareness and media awareness is high, especially in Uganda. Global supply of organic means that organic products are also being imported into the region. Threats include – government programmes e.g. DDT spraying, fertilizer subsidy etc, competition of big business, Gov setting up other labels and fraudulent organic claims. Four key things – Poor chain, poor demand, poor commercial interest and poor supply – are the barrier to the organic chain development. It's a viscous circle and needs to be changed to a positive supply circle. Organic and conventional trade are quite different – organic relies on integrated chains, more transparency, slower turnover and high quality profile. Organic markets need short and integrated supply chains – e.g. farmers managing farm shops – next steps are farmer markets, integrated tourist operations and contract farming. Supermarkets are the big opening, BUT are very demanding – supply capacity, quality and price. Promotion is important BUT should be focused on key target groups and not spread the impact too thinly – mouth to mouth is great! Price situation on locally traded organic goods varies – it may not have a premium, but may have other aims of operation – e.g. HIV/AIDs alleviation. A labeling scheme can help boost consumer confidence and pricing should be affordable and realistic.
Reference – PP2 Mon

Questions/Comments (response in italics)

a) Urban agriculture is missing and there is a good opportunity for quality food by youth etc
b) Food produced in rural areas, but infrastructure poor to get into town. At times farmers produce but can't preserve or process. *Be realistic of the market location – infrastructure has to be there or don't advise market access*
c) Other labeling schemes to compete with organic? *Nothing clear as yet – perhaps something in South Africa*
d) Focus on export crop but farmer loyalty poor, partly because of exporter being focused on one crop – non export crops could be sold through NGO, etc – *This is good and can increase farmer loyalty*
e) Where to get seeds that are free from GMOs? – *Check EPOPA web-site*

f) Supply is a big constraint therefore an opportunity for dried or frozen – are these good options? *Very individual question and each business need to be taken on a case by case basis.*
g) Organic link to Gov food security policies – often promoting GMO high input etc. – *Peoples fear can increase organic purchases*
h) GM is a big threat to organic
i) Ministers identified organic as a positive means of supporting food security in the COMESA region. Organic agriculture also identified as a key growth area and income earning opportunity for small-holder farmers
j) Bio yogurt is sold in Uganda. How do the organic markets already in the countries relate to the good supply chain. Small-holder farmers are marginalized and therefore NGOs should take a role as traders – help ensure transparency – *Active role to develop market but not traders… with exceptions e.g. NOGAMU shop which also has a strong promotional role.*

2.4 Local market case study presentations

2.4.1 NOGAMU shop and basket scheme (Moses Muwanga)

The shop was used to raise consumer awareness and act as a linkage between producer groups and consumers. It was also used as a means to train the producer groups, over 50 of whom supply the shop. Rapid growth in sales in early stages met with constraints such as the location and capacity of the shop premises, but in 2006 turnover increased by a further 20%. In order to get around these constraints, other supply links have been initiated from producers to supply schools, supermarkets and to other shops. A basket scheme was set up in 2004, whereby consumers in and around Kampala order organic goods on a weekly basis via the internet. Challenges include a need to raise consumer awareness, a need to improve and increase organic retail outlets, and a need to increase supply in order to meet high demand for some products.
Reference – PP3 Mon

2.4.2 Organic products in Uchumi supermarket Kenya, (Peter Nderu)

Fruits and veg account for 27% of all food sales, and are a 'destination category', used by Uchumi to draw in customers. Uchumi aims to improve the eating habits of its customers through recipes, storage tips and the provision of nutritional information. Uchumi currently offers a limited range of organic products, and plans to open an organic corner in one of its shops. One of the major brands stocked is the Sunripe range, which is 25% more expensive than conventional products. As the supplier is aiming at European export markets, the range supplied is targeted at European diets and preferences such as baby corn and leeks. The EAOM will be a major step forward in encouraging the supply of local vegetables more suited to African consumer preferences.
Reference – PP4 Mon

2.4.3 Bonde la Chem Chem (Miriam Maddy Ng'maryo)

A community-based organization. Growing *hibiscus rosella*, a high value, non-traditional cash crop which is not yet certified. The farmer brings the peeled rosella to the centre, it is weighed and the farmer is paid. The rosella is sorted, washed and solar-dried in wooden boxes for 5 days, then stored. Techniques for adding value include drying, jam-making, and juice-making. Rosella is also available in whole and powder form. It could be used as a natural colorant. Marketing strategies include building up links between producers and markets (e.g. farmers often do not know where they can sell their products); exploring local outlets such as restaurants and hotels; taking part in exhibitions; maintaining a display at the organization's centre; lobbying government officials; and training local users. Capacity-building initiatives include the purchase of value-adding facilities, and future plans include the provision of access loans.
Reference – PP5 Mon

Discussion

a) What indicators exist to prove that smallholders in Uganda have improved their position through organics? Are we just moving towards the same export model that in the conventional agriculture has not benefited smallholders?
b) Supplying to Uchumi is difficult as farmers have to take back whatever the supermarket does not want.
c) There is a tendency towards monopoly, with only one or two buyers and many organic producers.
d) Moses: Prices of organic goods must be reasonable. Directly linking producers to markets allows producers to reduce costs, which means they can provide their goods at a reasonable price yet still

make a fair profit. As a result, producers have a secure source of income and higher incomes overall. Local marketing initiatives and export initiatives are progressing in parallel. Export markets should not be the sole focus of organics.

e) Peter: Uchumi offers strong support for smallholder conventional farmers, but need organic farmers to be able to guarantee consistency and quality of supply. Suppliers to Uchumi are responsible for their goods even beyond the sale of their goods to Uchumi – this helps guarantee quality of the goods sold.
f) FAO Tanzania – Demand sometimes exceeds supply – how can NOGAMU address this? What are BICC's plans regarding helping farmers with certification?
g) Miriam from BICC responded that it is investigating certification through participatory guarantee systems, but has to ensure that all factors such as packaging etc are in place first. Taking on staff will not be disempowering as the majority of employment will be of BICC-trained members. In some instances requiring for example financial expertise, it may be necessary to hire from outside.
h) Peter from Uchumi stated that organic products will be sold at higher prices, but what exactly that level will be will have to wait to see what the market will support.
i) How are BICC addressing financial issues such as the need for savings or credit to bridge the gap between supplying a supermarket and receiving payment? What are Uchumi's views regarding contract farming?

2.5 Opening of exhibition/fair (Stephen Masatu Wassira, Ministry of Agriculture, Food Security and Co-operatives)

a) Mwatima welcomed the Minister and thanked him for the encouragement and commitment that his presence at the Conference demonstrates.
b) The Minister highlighted the growth of markets for organic agriculture, and how a true public-private partnership, such as that demonstrated by this meeting, could enable African farmers to meet this demand. Organic agriculture provides an opportunity for producers to remain competitive in increasingly complex, standards-driven markets.
c) Sophia Twarog thanked the Minister for his speech. She noted how his presence sends an important signal that the government is behind organic agriculture, which is a genuine public good due to its positive effects for the environment, society, and traditional knowledge.

2.6 Participatory Guarantee system, Internal Control Systems and third party certification

2.6.1 Eva Mattsson – Introduction to Certification systems

First party, PGS and 3rd party. Why is PGS good because it includes all stakeholders to ensure quality? Mainly used to date for the local market, whereas 3rd party is done by independent person. Both ICS and PGS aim at accountability, but ICS delegates responsibility to members who are then checked – independent checking- whereas PGS holds self responsibility – self checking. Both need good paperwork and clear criteria what happens if violations are found. Both can use labels. Transparency is key in both system and certification is just a tool to indicate a certain quality – and different options might fit different situations better or worse. Questions – ISO certifications to organic market? Don't work just for organic, but general quality. Normally ISO is inspected by different organizations for organic. Is PGS new? No and was at the roots of organic before 3rd party, and is of growing interest around the world.

Reference PP6 Mon

2.6.2 Eustace Kiarii – PGS, a short introduction

Alternative assurance system for organic quality which emphasizes participatory stakeholder involvement. Under PGS there is a shared vision which can include people inside and outside the system. It assumes transparency and trust – especially by the producer. The key elements are; norms are agreed by stakeholders stemming from the grassroots. Can be based on an existing social system which is adapted and documented, with occasional checks to ensure compliance. Can include farmer support mechanisms eg finance. Encourages a direct link between producer and consumer and is therefore good for local marketing. PGS can involve any crop or end market – unlike third party and the . PGS is strong in Latin America and other countries such as India and New Zealand. PGS gives the consumer a choice of systems to decide which they like best. Questions – Which is more cost effective? ICS is for the export market. PGS is cheaper due to simple documentation and cost of Peer farmer reviews although this is also a learning experience Example where a PGS has been certified by a third party?

None to knowledge. In Kenya do you have a PGS label and how is this promoted – Have been using other logos eg NOGAMU, but hope East Africa mark can work – this could be the same label for the PGS and ICS?
Reference – PP7 Mon

2.6.3 Ray Mjunguli – Aspects of Internal Control Systems (ICS)

Need for individual or group certification. ICS is a tools to make certification for small holder farmers. They do most of the inspection work internally and hence save the cost of external inspection. Useful when there are many farmers growing similar crops and with a common market outlet. The farm and the production systems are certified. ICS is an internal audit towards a set quality standard with actors identified and instructed and then the Cert Org checks it is working as documented, mainly through risk assessments. Advantage of ICS is lower cost farmer, support product quality and market access. Key people in ICS are project manager, field supervisor field staff and buying agents. ICS requirements are; a manual, field organization, trained personnel, documentation and farmer training. These ensure that the system works and agreed procedures – in ICS manual - are being followed. Challenges of ICS are; cost of staff, certificate ownership by exporter as farmers can't afford and hence only can sell organic to that exporter, some defaulters can lead to risks for the whole group and recognition threat e.g. latest NOP discussions Questions – How are products marketed? Marketed as a group as they must be marketed through the person who holds the certificate, BUT the farmers can sell as non-organic elsewhere e.g. to a spot trader who has not invested in the community.
Reference – PP8 Mon

2.6.4 Gabriel Lyatuu – Case study of ICS (KNCU)

Implemented as it was a requirement of organic certification and details all measures and people involved in the process towards organic. KNCU holds the organic certificate on behalf of its member farmers. In KNCU case the product is coffee and this flows through a common buying and processing channel. Violations to the system are identified and dealt with. ICS helps train the farmers in basic organic principles, soil fertility, water management and pest and disease control. Some of the key forms are; farmers entrance, contract form farmer list (indicating organic status – U1 U2 UO), sketch maps (to find the farm and fields), Internal inspection forms, buying list, purchases and sells, excess deliveries, sanctioned farmers and dead farmers and successors. Challenges to the ICS included; drop outs, violators, additional certification (e.g. Social) and the weather. ICS cost is high and in 06/07 KNCU spent $124000 (ICS and Cert cost) on cert (1945 farmers)
Reference – PP9 Mon

2.6.5 Leonard Mtama – Tancert and third party certificiation

Tancert founded in Tanzania in 2003 – membership and non profit organization. 13 certified projects, 9 full and part time inspectors and active within and outside Tanzania. Covers organic, Eurepgap, Utz Kapeh, FSC, etc although not all possible at this moment. It has set inspection and certification procedures, training of inspectors, and currently going through IFOAM accreditation and ISO 65. Can meet all your inspection and certification requirements! If you need to be certified ask for an application pack. During the first inspection farmer signs binding agreement with Tancert, report is done and if all OK through cert committee then get organic cert – valid for 14 months. To repeat farmer signs a renewal form and the process is repeated. Questions – Can 9 inspectors cope with the demands in Tanzania? – Still is capacity within the inspectors to do more and can also call on partners. How long from application to organic status? Normally the response time is 40 days??? What about remote situations? Very easy for Tancert to reach into all areas – they have inspectors spread around the country. Try to promote through Tanzania trade shows and meetings. The NGO members of Tancert can also promote. Challenges of Tancert is the slow speed of local market development and in the rural situation the cost of individual inspection is too expensive – Tanzania is large and travel expensive and time consuming and hence need more projects and grouping.
Reference – PP10 Mon

General Discussion

a) Costs of PGS scheme? None in East Africa that is fully developed and therefore hard to state cost. It will be lower, but there are some costs. PGS varies a lot and this will also affect cost. PGS is lower than ICS as no external inspections, BUT requires more voluntary work (this should be costed) PGS might be cheaper, but may also gain less return. In Brazil there are exchanges between PGS schemes monitored by an NGO. Someone thinks the two approaches confuse the system – PGS must have transparency and when a scheme is working well then this gives the PGS strength. A mark shows that there is a system behind the organic claim.

b) PGS and 3rd party are not a threat to each other as they are driven by market demand and for a while yet the export market will demand 3rd party. Organic assurance can be offered in different ways – 3rd party is not very transparent to the consumer – with a PGS the consumer can be a member of the scheme.
c) In Tanzania, etc we need organic products on the market and if this is first party of PGS then start here and get the products out into the local market. As you aim higher eg higher supermarkets then they will need 3rd party – this is the case in South Africa. This PGS/local marketing can be used to develop farmer confidence towards organic certification. If the consumer and the farmer can come into contact reasonably easily then PGS can work well. IFOAM has an active programme looking into and strengthening PGS systems.
d) $124,000 – seems expensive, but what was the return? 05/06 was a more expensive for the ICS because of poor weather (heavy rain) because FOs were being paid and could not work and then to catch up FOs had to be moved around to speed the process along. KNCU still gets donor funds and the fair trade premium also enables the programme to be operated. More promotion of organic in KNCU, but need to distinguish between organic and in conversion – pay extra 100Tsh on delivery and 50Tsh for conventional – second payment when coffee sold and then 3rd payment to organic farmers. Increase farmer numbers by pulling in from the KNCU quality programme.
e) Could Tancert have a roll in linking remote farmers to Dar markets through a PGS scheme? Also need to see ways of reducing the cost of ICS so smaller farmers can also see the local and export markets for their crops – this can be achieved through simpler ICS systems, cheaper inspectors, simpler standards – a balance between costs and risks.

2.7 Organizing smallholder supply chains for local markets

2.7.1 Contract Farming - A framework to link smallholder farmers to markets (Edmond Ringo, Matchmakers Ltd)

Match Makers Associates Ltd. (MMA) is specialized in value chain development.
Globalization and global value chains: Traceability is important. Contract faming makes it possible to monitor and satisfy consumers needs and comply to stringent international market requirements. The private sector can participate in commercialization of agriculture. Farmers should be organized, this helps to avoid market failures. There should be equitable economic growth for all parties in the value chain, also SME's.

There are several definitions of contract faming. Definition of FAO is used by MMA. This definition includes following points: Centralized, large processors; quotas; tight controls; Nucleus estate model; Sponsor is involved in nucleus farm; Multiparty model; Involve variety of organizations incl. certification bodies; Informal model; Individual small companies with informal contracts with Small Holder Farmers (SHF); Intermediary model; Includes intermediary organizations between SHF and sponsors.

In practice farmers refrain from contract farming by lack of understanding of how it works. Key aspects are that SHF and buyer need a comprehensive package, there should be a distinction between providers and business services and a chain approach.
Key element of value chain is market focus collaboration, work backward from market requirement, contract farming focus on chain development. Contract to be as detailed as possible.

Contract faming framework, includes that many parties are involved, SHF versus buying parties should be in place, but it needs more than 2 parties to make the contract work, farmers to be organized. Need for a framework and for intermediary parties
Way ahead is to choose the right enterprise, thinking beyond, clear role definitions of the parties involved and supporting and regulatory role of government.
Reference – PP11 Mon

2.7.2 Faida Mali & Novel Products TZ Ltd. (Maria Ijumba and Fidelis Rutatina)

Present a case of an intermediary model. Product is Alanblackia nut from Usambara Mountains, Tanzania, buyer is Unilever (guaranteed market), sister (local) company is Novel products Ltd. Faida Mali is to be facilitator to link SHF to markets. 6000 farmers are involved. The Alanblackia trade creates a new market for the rural people. It also conserves the tree. Issues to be addressed are beyond Unilever's capacity.

Common is that SHF are on one side, company is on the other side. SHF have their problems (e.g. lack market security, financial limitations, limited commercial skills, no market information). Companies have their problems (e.g. Insufficient raw materials, difficulties communicating with farmers, farmers not organized, etc).

The Facilitator is in between to make the contract work. A big role is to develop trust, farmers organization , business skills, linking partners in the framework, extension services etc in tailor-made trainings. Training is main thing to do. Company has to sit down and discuss contract with people. Facilitator has to make the frame work work an that all parties work in partnership. Parties are commercial partners and NGOs and public party. There is a regulatory role for the government. Example: Collection centers are managed by NGOs, local transporting by company, a processor is hired. Export is managed by Novel Products Tanzania Ltd.
Reference – PP12 Mon

2.7.3 Kenya Organic Agriculture Network (Sam Ndungu)

Case study of group of farmers of Koan: Gakaru self help group, 30 km from Nairobi, Kenya. The group is farming borage, produces oil for cosmetic industry. Gakaru group started in 2002 it started on flower production, but later went into organic borage production . KOAN/OMAP built capacity for marketing, it gave intensive support mainly in form of training, business skills, marketing skills, market linkage.

Members of the group moved from subsistence farming into commercial farming.
Important changes, consistency required for quality, quantity and logistics. Business approach and e.g. yield estimates, conversion planning, field design, crop planning, keeping records are necessary. New is business and financial planning, working with commercial partners. Farmers participation in marketing is important.

Result is an average of 50% increase in income.
Achievements: Supply to organic restaurants, income has improved (prices). Farmers are actively participating, do negotiate price and conditions and they are able to work out the logistics for providing to the market.
Reference – PP13 Mon

2.7.4 Ministry of Agriculture, Food and Cooperatives, Tanzania, (Adah Mwasha)

The Ministry of Agriculture is focusing at: Marketing channels of OA; Linking farmers to the market; Training; Promotion of organic products; Organizing SHF and their areas of production, developing IQM Systems.
Status of industry
There are at least 23 certified organic projects of which 16 firms for export and 7 projects for local market. Most commercial companies work with SHF. There is 37,000 ha organic certified land in Tanzania.

Local market consists mostly processed products (jams etc), Export produce is mainly bulk produce. There are few outlets in Dar, (organic by trust).
In the local market the consumers of the organic products, are mainly ex-patriates or well-off TZ.
Marketing channel: OA contributes to development of local and export market. Distribution channel depends on product.
Government strategies are to promote organic agriculture and adjust the agriculture policy. There is a relation to poverty reduction
Reference – PP14 Mon

2.7.5 Main Points in Discussion

a) Market assurance for farmers - On quality requirements – no compromise. That proves the need for intermediary parties to build SHF capacity (training by intermediary organizations). If requirements (e.g. HACCP) fulfilled, buyer will not refuse what farmers produce. The government plays a regulatory role.
b) Trust versus contract - safeguarding SHF against diappointment
c) Thin line, it is very difficult to run contract farming without trust.
d) Building trust is different from a contract, a contract you can break. You can work without a written document but not without trust. You need trust.
e) There is no blue print of mechanisms to safe guard SHF. SHF often think that when contract signed the market is set. But markets move. Transparency is important. Market and price information. Possibly extra payment, this is trust building. Also co-operation with village government increases trust – e.g. village government can stamp contracts.
f) Intermediary organizations play role in awareness raising and trust building, also the government can play a role. Dialogue is key in this process, meeting with villages on telling what is happening. Worst thing is to just disappear.
g) It needs a committed business partner. It takes time to build trust. When built things are moving.
h) Sharing experiences, also from conventional chains.
i) This is happening there are examples of organizations that organize opportunities to share experiences (e.g. PELUM)
j) Too many regulator bodies, this is an issue, it is a problem especially in Tanzania which moves from centrally planned country to a free market situation. Government looks into it. Regulatory boards (8),

how can powers be rationalized, trying to remove the bureaucracy in the processes, and also reducing the regulations causing delays. Progress is made.

k) Issue of collapsing markets in contract farming is new for government. What policies should be put in place, is there a need for regulatory systems and if so, what kind of regulatory systems.
l) Examples is India. There is a law to safeguard SHF in contracts. Can Tanzania copy that? How does Tanzania government manage contracts, is it important to register?
m) There are many issues to be dealt with from govt. point of view.

2.8 Summaries of group activities in plenary and discussions:

a) Fair trade and organic farming – does this further increase farmer income?
b) How to reduce the risk of companies and farmers entering contract arrangements?
c) South Africa – ISEAL and the question of multiple certification e.g. fair trade, organic etc trying to avoid the farmer burden
d) Uganda – Issue of double organic certification in some areas
e) Hivos – Very difficult to combine in one ICS and a system needs to be developed which can unite
f) Tanzania – Farmers need some protection in contract farming – there needs to be some register for control eg farmers selling all crop and then no food security. Can this be linked to Chambers of commerce?
g) Tanzania - Protection of contract farmers is through proper training - s/he has right to buy and sell – therefore empower and then they can make the right decision
h) Tanzania – Farmers can join associations of international, organic movements, chambers of commerce that can support farmers if things go wrong
i) Uganda – PGS – is it acceptable?? There still seem to be some questions – 3rd party has developed over time and seems to offer some guarantee whereas PGS seems to be first party, even if a number of stakeholders are involved. Good regulation means a good PGS can be developed. The local organic market in Africa is currently being supplied by self claim, perhaps PGS and only 8 with 3rd party and this is OK if consumers are happy
j) IMO - PGS is NOT a self claim
k) Tanzania – Fees for certification are always contentious and continue to be an issue as they seem to be too expensive. Tancert needs to become cheaper and hence more competitive. EPOPA has tried to support this in assisting the set of local cert bodies and now they are getting accreditation. WE now need to use them!!

2.9 The way forward and closing (Geoffrey Kirenga)

So much covered and thank the participants for coming. Thanks to the logistic team. All seems to have gone very smoothly. The presentations have also been excellent. Tomorrow we appreciated the presence of the minister and tomorrow we welcome the Prime Minister – all are present to promote organic agriculture. Government of Tanzania is committed to organic due to increased income to small-holder farmers, but also sees a future strength in organic because economic growth is linked to a conservation of the environment. Organic provides solutions to the environment challenges and will avoid these problems in the future.
Sophia Twarog led a session on how to unite the organic movement and came up with the title "East African Organic Team" and this also has a theme song…. With accompanying snapping fingers…EAST AFRICAN ORGANIC TEAM…… and the day ended!!

3 Tuesday 29 MayEast African Organic Forum

3.1 Welcome remarks

Sophia Twarog (UNCTAD) - The moderator welcomed the participants and underlined the promise that organic agriculture holds for delivering social, environmental and economic benefits for East Africa. She noted the generous support of the European Community and SIDA towards the conference.
Asad Naqvi (UNEP) - Described the origin and work of the UNEP-UNCTAD Capacity-Building Task Force for Trade, Environment and Development. He highlighted the achievement of the East Africa organic team in successfully launching the first regional organic standard in the developing world, and in creating a real partnership between diverse national, regional and international stakeholders.
Angela B. Caudle (IFOAM) expressed her appreciation for the participants' work and friendly interaction throughout the conference.

Alexander Kasterine (ITC) - Described that organisation's export promotion work in East Africa.
Gunnar Rundgren (EPOPA) - Highlighted his pleasure in witnessing the growth of the organic sector in East Africa over the years.
Jacqueline Machangu (FAO) - Noted that the recent FAO conference on organic agriculture and food security identified a strong consensus that organic practices could provide a significant boost to food security in the region. FAO is formulating a project in East Africa to follow up the conclusions of the conference.

Contributors from the floor spoke on the value of having so many actual farmers among the participants of the conference.

3.2 Presentation of the East African organic product standard and the East African Organic Mark - Obadiah Msaki and Eustace Kiarii

Obadiah Msaki - What was the process to arrive at the East African organic product standard? Standard is a tool to assist the farmers to communicate to the consumer. Looked at 7 standards to arrive at the one for East Africa. Much work done by the Regional standards working group – from Standard bureaus, organic movements, EAC, IFOAM and UNCTAD. Started Oct 05 and now being launched in May 2007 – a quick process! 1st draft and narrow consultation, followed by national consultative meetings and then field testing in Uganda. Compared to other international standards as guided by the WTO and then another consultative meeting. Final editing and then 3rd draft to EAC through Kenya Bureau Standards. EAC standards committee met in Feb and with few changes approved and sent to EAC for approval in April 07 and now launched!!
Reference PP15 Tues

Eustace Kiarii - What is the use and content of the standard? Need a united standard to promote and support regional organic trade e.g. into Kenya dried fruits and export Bio inputs. The standard can also seek international recognition more easily due to stronger influence. To develop the standard together was a better use of resources. The standard will help develop export market, regional market, united Mark, increased consumer awareness, policy dialogue and sector co-operation. The standard is accepted by the public and private sectors. The layout of the standard was described and it covers crops, bees, wild collection and others. To be labeled organic it must be over 70% organic ingredients
Reference PP16 Tues

3.3 The role of the East African Community and Bureaus of Standards for standardization of organic agriculture - Ben Manyindo

EAC established on 30/11/99 and outlined a series of measures for co-operation and eventual unification. The provision includes common standards and in 2006 Standards Act (SQMT) was established with associated committees to assure, harmonize and test standards. Standards can be developed by private and/or public bodies, but it must be submitted to the EAC by a national standards bureau. Once standard approved by EAC, nations should accept EA standard as national standard and remove any other standards. The development of the EA Organic standard is a good example of how a standard should be developed with a combination of public/private partnership. Advised that the standard should be reviewed, at least after 5 years of operation.
Reference PP17 Tues

3.4 Launch of the East African Organic Products Standard (EAOPS) and the East African Organic Mark (EAOM) - Guest of honor, Edward N. Lowassa the Prime Minister of the United Republic of Tanzania

Sophia Twarog of UNCTAD welcomed the Prime Minister and invited Mwatima Juma to introduce him. Mwatima thanked the Prime Minister and Minister for coming to the conference and lending his support to the cause of East African organic agriculture. She highlighted the pioneering role of the organizers and participants and the participatory manner in which the work of the East African organic team has been carried out. Hon. Stephen Wassira, the Minister of Agriculture, Food Security and Cooperatives introduced the Prime Minister.

The Prime Minister welcomed the participants to Dar es Salaam and to Tanzania. He emphasized the importance of making agriculture sustainable, in order to effectively fight poverty in East Africa. The Prime Minister expressed his view that agriculture must sustain not only consumers, but also farmers… Organic agriculture is both an environmentally sound practice, and also a wealth creation opportunity. He congratulated the national organic movements for their leadership in their respective countries. He added that the sustainability of organic agriculture hinges on the demand for its products, and highlighted the need to raise the awareness of farmers and consumers. The Prime Minister posed some issues for the consideration - the need to propagate

appropriate technologies for OA; ensure access to organic techniques and skills; efforts should be made to promote OA to consumers and producers through sensitization campaigns, research and development will assist in developing new varieties. The Prime Minister expressed his hope that organic agriculture will contribute to achieving the goals of the ASDP programme. The Prime Minister officially opened the conference and unveiled the East African Organic Mark and launched the East African Organic Products Standard.
Reference PP18 Tues

Sophia Twarog thanked the Prime Minister, and underlined the role of organic agriculture in achieving the Millenium Development Goals, in protecting the indigenous knowledge of East Africa, and in boosting sustainable economic growth and development. She thanked the Prime Minister for his support and invited him to the UNTAD XII in Ghana. The visitors then toured the exhibition area.

3.5 High Level Roundtable: Unleashing the Potential of Organic Agriculture in East Africa

3.5.1 Hon Janet Mukwaya – Minister of Trade (Uganda)

Thanked organizers and realized the impact of the East African Community – now in the organic standard. Heard in America that African participation was not in the Codex, etc and yet the decisions have to followed as mandatory. Resources are limited and hence should enter into such things as East Africa and those with countries or interest should represent the rest. Lifestyles change and consumer demands keep changing, so there needs to be a smooth flow and dialogue between Private and Government. We need to be chasing the same moving goal (public interest) together. We all work within certain global targets e.g. Millennium goals – we want more trade to earn dollars, but we also have to take care of our growing population. In short – try and think wide and then set priorities. What about the possible conflict areas between organic and conventional – should we make zones. How can we control malaria without using chemicals that may threaten trade? Yes – we need organic exports, BUT the population must be fed and healthy – a balancing act which will be achieved! The organic sector is growing rapidly and Uganda is first in Africa and 13th in the world for area of certified land – 250,000ha and only uses 1.9kg/ha fertilizer. Uganda organic sector is growing at 36%. 24 companies are certified for export and they support farmers through ICS, training and organic certification. Three top benefits are small-holders in export trade, access to premium markets and benefits of organic on health, environment, etc. Challenges are absence of organic policy, planned use of DDT, supply constraints and support for rural women
Reference PP19 Tues

3.5.2 Hon Torvold Åkesson – Swedish Ambassador, Tanzania

Thanked the organizers. 28.5 million hits if you Google organic agriculture, so a lot of experience already. EU consumer is getting more aware of their food relation to environment, health, fair trade. Africa has a comparative advantage to supply this demand – much is organic by default and certification, marketing and handling are the big issues. SIDA has supported EPOPA for 10 years and about 60,000 have benefitted from the increased farmer income. The organic sector has also benefitted – about $10m over the last 6 years. SIDA support to EPOPA will end, but after reflection of EPOPA SIDA will look to see that it can further support organic agriculture/trade. He knows the problems farmers often face when trying to market produce and hence the great benefit when a clear market is identified, especially when local processing can add value. Global warming, CO2 emissions and the resultant climate change – Africa has contributed little to this mess, but may be overly affected by the change. Developed countries have to change their living patterns urgently, BUT the crisis offers opportunities and African farmers should benefit from these opportunities e.g. Biofuels – a new Middle East?!

3.5.3 Marcien Nibasumba – Advisor to the Minister of Agriculture, Burundi

In Burundi agriculture is the back-bone of the economy, but the crisis of the last 10 years has set the country back. Soil has not been cultivated, no chemical inputs have been used due to poverty and hence an opportunity for organic. Most is produced for the local market, but tea, coffee and cotton are exported. Government is focusing on agriculture development and organic offers a good opportunity.

3.5.4 Okaasai Opolot – Commissioner, Crop Production and Marketing Ministry of Agricultural, Animal Industries and Fisheries (MAAIF) Uganda

Agriculture is Uganda's backbone – various support figures given. 95% of the farmers are small-holders using few agric inputs and therefore much potential toward organic agriculture. Private sector has led the development of the organic sector, especially NOGAMU. Farmers are also free to invest where they think there is the best return – organic or another system. In 2004 2% of Uganda arable lands is under organic production. Many organic crops are exported as raw materials, but more being done to add value in Uganda eg cotton being made into

organic textiles. This then enables the GOU to invest higher income back into rural development and improve livelihood security for organic farmers. In Uganda the local market for organic has been growing steadily due to the local marketing efforts of NOGAMU. The role of the GOU is to put in place policies that support organic agriculture e.g. privatization, PMA to support and promote commercial agriculture. Also want rural people to direct their own livelihood development and support this with zoning to support chosen agric systems. GOU has also supported the development of the Uganda organic standard and organic policy should be in place by the end of 2007. Challenges are low investment, limited research, limited extension, high certification, poor documentation, demand out-stripping supply and few organized producer groups.
Reference PP20 Tues

3.5.5 Agnes Kalibata Secretary General Ministry of Agriculture and Animal Resources, Rwanda

Thanked the organizers and the original three EAC members to welcome Rwanda and Burundi on board. Rwanda is behind in organic and asks for patience and help as they catch up. In Rwanda organic was motivated by necessity – low productively on their small plots and no chemicals available for the high population. 75% of the land is arable but many slops are too steep to farm on. People continue to farm due to land pressure and soil erosion, flooding and river silting are major problems. Gov is trying to facilitate organic farming and some organic production is already taking place e.g. chillies, apple bananas, Geranium essential oils, silk and helping coffee farmer coops with the cost of certification. Fertilizer emphasizes organic manure (one cow per household program), seed policy stresses organic seeds, organic centre points and zoning and movement towards a national certification program. Problems include high cost of fertilizer, capacity gap, poor soil conservation, slow certification decisions by external certifiers. Advantages are good soils, pyrethrum production, strong political will, good inter agency co-operation and a learning attitude within the region.
Reference PP21 Tues

3.5.6 Joseph Mureithi – Deputy Director-Research Kenya Agricultural Research Institute

Came to the conference with a strong team showing GOK commitment to organic. Started in Kenya by training institutions, followed by commercial companies and then further strengthened by NGOs. Organic is rapidly growing and a range of products are produced, including honey and Gum Arabica from the drylands. In 2004 KOAN was established and this has been a great boost to the organic sector in Kenya. Certification is driven by the private sector and about 36 institutions that train in organic agriculture – led by KIOF. Training is up to Diploma level. 3 restaurants and 13 organic outlets exist in Nairobi (1 of the restaurants is in Kisuma). GOK sees many benefits in organic agriculture and there is a concept paper to develop organic agriculture in Kenya from the Government. Area needing attention are Research, documenting organic production compared to conventional, equip extension workers with organic knowledge, better market promotion of organic products, develop policies to support organic agriculture and identify organic agric links to Biodiversity.
Reference PP22 Tues

3.5.7 Bakari Aseid, Director Natural Resources, Ministry of Agriculture, Livestock & Environment Zanzibar

Zanzibar is fertile but cannot produce huge amounts due to limited land. Cloves and vanilla used to be important, but now over taken by Indonesia and Uganda respectively. Therefore have to think what it can best export to generate income, but at the same time, maintain soil fertility – hence organic looks good. Farmers need resources to maintain soil fertility in an organic way and also how to maintain soil moisture. Much of Zanzibar is coral stone (<1m depth of soil) and hence difficult to improve fertility and soil moisture. Also need to conserve on-farm genetic resources. Fuel situation in Zanzibar is serious due to the reliance on woodfuel where 40% of wood is imported, often from areas where organic farming could be practiced well. Need more emphasis on Biofuel.

3.6 East African Organic Products Standard. Content and future developments (Jordan Gama, TOAM)

The EAOPS includes standards on the environment, meeting national legislative requirements, the prohibition of GMOs, social justice, documentation and transparency, plant production and seeds. The standards offer some flexibility on local circumstances, for example allowing the use of treated seeds where no alternative is available. The standard gives guidance on techniques for maximizing on-farm biodiversity, and specifies what inputs are and are not permitted. Animal husbandry and management criteria are also covered by the standard, as is bee-keeping and sustainable wild collection. Regarding handling and processing, the standard specifies issues such as processing techniques, additives and the separation of ingredients. In the future, the standard will need to be

revised after lessons learnt from its use have been assessed. This may include new areas such as aquaculture. There is also the prospect of achieving recognition by the EU. Translation into different languages will also take place. It was pointed out that the EAC owns the copyright for the standard, and that there is a need to ensure that the standard is translated into different languages. However, in the absence of EAC official translations, it may be possible to paraphrase the standard in order to foster awareness and understanding.
Reference PP23 Tues

3.7 Organic markets

Local and regional markets Summary from Day 1 (Mwatima Juma, TOAM)
Ms Juma highlighted some of the key themes discussed during yesterdays' sessions, and made special mention of the efforts made by the exhibitors to create an interesting display that was able to showcase East African organic produce to the Prime Minister.

Consumer awareness campaign materials (Patricia Wangong'u – IFOAM East Africa)
Patricia gave a brief presentation of the campaign materials, including brochures, flyers and banners. These eye-catching materials present information about the standards and mark in English and Swahili.
Reference PP24 Tues
Reference PP24 Tues A

3.8 Global markets for organic products (Alexander Kasterine, ITC)

Mr Kasterine described ITC's work on organic agriculture and gave an overview of the global trends in the sector. He highlighted the difficulties posed by the lack of reliable data on organic production and trade, and encouraged governments in the region to begin to collect such information in order to inform policy-making. His presentation focused on the progress made in ensuring the high quality of organic produce. The means of conveying the quality of organic products has shifted from a 'natural look' to sophisticated design, health benefits and tying in to social and environmental benefits. There is increasing competition from non-organic products on quality and on social and environmental issues, for example Rainforest Alliance-certified coffee, and from products that are produced locally to the point of sale.
Reference PP25 Tues

3.9 Experience of EPOPA: results and future perspectives (Alastair Taylor, EPOPA)

Mr Taylor described the EPOPA project in Uganda, Tanzania and formerly in Zambia which began in 1994, is implemented through GroLink and AgroEco, and is funded by Sida, the Swedish International Development Agency. One of the earliest benefits of organic agriculture was to improve the quality of the produce. EPOPA is now in its phase-out period. Farmers involved in the project may improve their total incomes by 50% or more. The biggest share of the organic premium goes to the farmers themselves. As well as commodity and food crops, specialist goods such as barkcloth, essential oils, spices and hibiscus are also supported through specific projects. The project aims to be able to pay back initial investments in 3-5 years.

Wider issues of developing and supporting standards and institutions are also part of the project design, as are concerns with HIV/AIDS, empowering women, assisting farmers to organize themselves and combating corruption. Some challenges encountered by the project participants include opportunism and lack of commitment on the part of exporters and farmers. Lessons learned include the importance of cost support during the conversion period, the need to identify a market for organic goods, and the difficulties of adding value. The presentation concluded that organic agriculture is based on processes and rules, and that processes develop best in an inclusive environment.
Reference PP26 Tues

Discussion
People raised the possibility of EPOPA expanding into other African countries. It was emphasized that this depends upon the support for such work in those countries, and participants were encouraged to communicate the need for EPOPA activities in their countries both to the Swedish embassies and to their governments. Alex Kasterine clarified that focusing on country characteristics enabled countries to unite diverse products under a single brand, which can be linked to positive natural images associated with that country. Patricia noted that the official Mark has been registered in green only, and that it is for use by certifiers who wish to include it in addition to their own marks, and by producers who have been authorized to use it. It is therefore not a certification mark.

3.10 International organic outlook (policy, recognition of organic) (Angela B Caudle, IFOAM)

Ms Caudle mentioned some examples of government support for agriculture across the world, including African countries such as Tunisia's comprehensive strategy, Uganda's target for organic production and South Africa's plan for organic agriculture. The motivations for involvement in organic agriculture differs from country to country – some governments and organizations may place more emphasis on, for example, soil fertility, food sovereignty, exports or climate change. Some international organizations now involved in organic agriculture includes various UN agencies, the Common Fund for Commodities, the International Fund for Agricultural Development (IFAD) and Oxfam. The work of the ITF, the International Task Force for Harmonization and Equivalence in Organic Agriculture, was highlighted and in particular the progress towards a single international reference standard was identified as holding particular promise for the facilitation of trade in organic agricultural products. Questioners commented on the intense global competition in the organic sector, and that participants ought to realize this fact and not to expect an open field for their products.
Reference PP27 Tues

3.11 Organic Agriculture and Food Security in Africa

3.11.1 Summary of FAO conference (representative of FAO or Hervé Bouagnimbeck, IFOAM)

Attended by 350 participants from over 80 countries, including reps from 9 farmers associations. Food availability - The conference noted that organic increased long term yields due to increased soil fertility by organic soil management. People presume conversion to organic would lead to food insecurity, but actually the opposite is true – doubling yield in experiments in Ethiopia. Food access - is improved due to the market opportunity to farmers by both the domestic and export markets – but the local market needs a greater focus. Food stability is increased by a more stable organic ecosystem. Food utilization – Organic encourages diversification and hence allows better nutrition and no chemical inputs can mean less health risk. Some key recommendations were:- invest in organic and environmental education, integrate organic into agricultural and development strategies, invest in areas that increase small-holder access into organic, promote the health aspect of organic on consumer health and FAO committee should recommend organic agric as a strategy for food security.
Reference PP28 Tues

3.11.2 Organic agriculture and food security in East Africa, CBTF study (Asad Naqvi, UNEP)

Food security is quite wide and not just food in the garden, but also relates to income, environment. Number of studies have shown organic practice in the tropics increases yield, improves environment (more able to sustain plant growth, especially when weather is poor) and increases community feeling due to relationships within the project. Organic is a learning exercise and this increases human capital as farmers learn together how to improve crop production. Incomes are increased through organic - at times by 80%
Reference PP29 Tues

3.11.3 Food security impacts of organic export production in Uganda, (Moses Odeke, DIIS)

Organic market has increased to over $35billion and this growth includes demands for tropical crops. Growth of organic in Africa has been high, although this could have been even greater with more support from donors and governments – EPOPA is a lone exception! Research on organic farming is limited and does not rely on concrete data – DIIS realized this absence of hard info and wanted to feel the gap. DIIS looked at household studies on coffee, cocoa and vanilla. This was followed up by a study on food security and gender review of available data. An important question is "who will bear the costs of organic conversion at the household level". Look at 32 pineapple farmers and 114 coffee farmers and each of these were matched with conventional farmers. Organic farmers were expanding their plantations , perhaps due to a significant higher price for organic crops, both pineapples and coffee. Most of this extra organic income was used on education, but the coffee farmers also used the extra income to buy food. Yields of organic coffee and pineapples were higher. In the coffee area people were expanding and hence had less area for land and bought food. Women did little work in the pineapples, unless there was an intercrop, but in coffee they do much more work – often 90% with men just taking to market and selling! Organic increases yield, income and thus food security. Women have more work in coffee due to their high involvement in coffee production.
Reference PP30 Tues

Questions/Discussions

a) Uganda is a great example for organic – could not the whole of Uganda be an organic zone?! *Minister from Uganda has heard and will consider!*

b) In West Africa if women have direct control of cotton fields, then they benefit a lot more than if the field is shared. Also sensed that in the rural people don't appreciate the quality of organic agriculture. *In Uganda legally married women do not normally own land and hence rely on the husband for the money. Minister needs a copy of the research for further reference and information.*

c) Felt that FAO was not complete and the nutrient status possible with organic is much higher than conventional. FAO should do more investigations

3.12 Summing up and close of conference

Florence Kata (Uganda Export Promotion Board) gave a summary of the day's proceedings.
Reference PP31 Tues

Dr. Bakari Aseid, Director, Department of commercial crops, fruits and forestry, Ministry of Agriculture, Livestock and Environment Zanzibar, Tanzania gave the closing remarks – Congratulated the conference members on a job well done.Milestones mentioned – 12 African countries plus 10 outside Africa, launched the East African Organic Standard and its mark – it is a good mark which should be used properly and promoted, cemented the existence of the East African organic movement – farmers, traders, NGOs, support organizations, etc… a TRUE public private partnership. Ministry of agriculture is committed to supporting all that will come out of this meeting. He encouraged members to keep in touch with each other after they leave the conference. The declared the conference closed.

4 Wednesday 30 May - Field trip for those not participating in Workshop 30-31 May

The trip went to Mikese Farm, in the Morogoro region of Tanzania and is growing oranges, tangerines, coconuts and mangoes. They also keep bees and goats. Mikese farm has all the ingredients for an organic farm, and its geographical setting supports it. However, I felt there is still need for more indepth knowledge on organic practises especially with farm management. There are open opportunities to include a number of other products which can then be certified organic. Mono cropping has its own limitations. Miriam Maddy Ng'maryo - Participant

5 Wednesday 30 May - Workshop on Moving the Organic Agenda Ahead in East Africa

5.1 From integrated assessment to integrated policymaking (Asad Naqvi, UNEP)

Integrated assessments came from Environmental assessments in 1997 and looked at general policies that affect trade – in the first case rice. IA projects done in the three EA countries and headed by a lead government department and then a private sector research organization carries out the IA, which is a very participatory process. The resulting assessments will present a series of policy options to prevent to government to take the organic sector forward. UNEP now plans to move this forward to an integrated policy assessment for sustainable development. Barriers to integrated policy assessment include; the complexity of the policy system, weak political structures, weak ministry capacity and poor research capacity – institutions who can link IA to PIA to real policy formulation.
Reference PP32 Wed

5.2 Presentation on process and recommendations of integrated assessments (IA) projects from Kenya, Tanzania and Uganda by Bridge Africa, Envirocare and ACODE

5.2.1 Kenya – Eric Oyare (Bridge Africa)

From the IA in Kenya the following recommendations were made – Challenges to the sector are; low payments, gender inequities, small farm structure, food insecurity, limited domestic markets for organic, Soil infertility, pollution, poor information, poor certification services and market development. Through these constraints suggest the following; increase incomes, use more irrigation, encourage diversification, increase food security, ensuring environmental sustainability. Within the environment we can expect lower pesticide residues, richer biodiversity, lower nutrient run off, reduced fossil fuel use and reduced greenhouse gas emissions. For social expect better food security and better access to wealth by women. Key for economic were increased incomes and growth of the market. Investment is required to support the shift into organic production , production support and market development. Hence the following policy recommendations are made – innovative funding mechanisms, strengthening farmer associations, supporting market development, strengthening the role of NGOs to support the sector and better education about organic right from school.
Reference PP33 Wed
Reference PP55 Thurs

Group work – Need to finance OA through credit schemes and budget envelopes for capacity building. Farmer associations will need to be strengthened so that production can be increased through better skills and more co-operation. OA market will need to be promoted through the Kenya Export promotion council and local markets developed through ASK. NGOs involved in OA need to be included in gov strategies - outreach and research – to

speed the spread of the OA message. Effort should be made to acquire and effectively disseminate more information on OA, build the capacity of extension staff and include OA in schools
Reference PP34 Wed
Reference PP57 Thurs

5.2.2 Tanzania – Fanuel Ssechamba (Envirocare)

Case example crops were Cashew, coffee and honey and saw how the organic production of these crops impacted environment, social and income factors for small holder farmers. Developed 3 scenarios for the development of OA – 1, Business as usual – same size, 2, Same, but a stronger sector support, 3, Great increase in OA. To support the sector they suggested the following; reduce certification cost (perhaps include a government service), improve farmer access to OA extension services, develop policy statements on OA and establish an OA committee within the Min of Ag to focus OA effort (currently spread over many ministries). On the economic side they suggested the premium price should be properly reflected at the farm gate, help farmers access loans for better production, a special tax incentive for the organic sector e.g. no VAT on organic inputs. The availability of quality inputs for OA should be available together with subsidized inputs. Farmer awareness of OA should be increased and farmers mobilized to adopt OA – this is not a threat to conventional agric, but can be complimentary to realize greater overall production. More research is need to support the claims of OA. OA has a good potential to promote environment protection when it is making use of natural areas e.g. bee keeping and this can be further supported by zoning of area with high organic potential.
Reference PP35 Wed

Group work – Had 5 recommendations; GOT to include OA in its policy processes, GOT develop a framework for OA, GOT put up incentive measures to encourage people to enter OA, the private sector needs to develop the capacity of people involved in OA, GOT to create zones for OA. Members felt there was a lot of requests to GOT and GOT needs to take more ownership of the process
Reference PP56 Thurs

5.2.3 Uganda – Godber Tumushabe (ACODE)

Agric is key to Uganda success, but recently agric production has been in decline –hence this study is very timely. Uganda has the potential to produce well, but the rapidly increasing population is a major threat. Productivity has declined due to environment degradation and poor investment in the sector – OA offers to opportunity to overcome these threats. This is reflected in the declining contribution of agriculture to Uganda’s GDP. The policy recommendations are to get government to take a lead and work with other stakeholders, the government should communicate it thinking and policies more clearly, the government needs to allow investment into government sector and include the growth targets of OA in the national development plan. Again there was the suggestion of zoning for organic
Reference PP36 Wed

Group work – 10 recommendations were presented but the group decided to immediately consider two – 1, Complete the organic policy by the end of Nov 2007, 2, Establish a formal stakeholders forum with a clear mandate, this will be implemented immediately so that all the efforts into organic agriculture can be focused.
Reference PP37 Wed

5.2.4 Rest of Africa Group Work

SWOT was carried out and presented
Reference PP38 Wed

5.3 Government plans, programmes and policies in the East African Countries

5.3.1 Kenya – Churchill Amatha (Kenya Ministry of Agriculture)

Recognizes organic agric as an important sector. OA is included in the food security paper and the soil conservation paper. A draft OA policy is also being worked on and extension staff are being trained in OA. The Min wants a strong unit on OA at its HQ and this will work with all stakeholders for its strengthening and promotion. It is also possible for the Gov to give finance support to organized groups – including those doing OA
Reference PP39 Wed

5.3.2 Rwanda – Agnes Kalibata (Ministry of Agriculture and Animal Resources)

Strategic emphasis on organic inputs, standards bureau to include organic, horticulture is promoting organic, establishing organic centre points, capacity building of farmers towards organic certification, training local certifiers, one cow per household scheme and radical and progressive terracing. In Rwanda discussed with EU and said that it was better to use fuel in a plane than fuel in a greenhouse as far as CO2 output is concerned. Many people have been trained on organic production at Gapco Organic farm which shows what can be done with organic on a small area. People trained at this farm can then operate the centre point. Rwanda also realized that some of its policies would have to be adapted to allow full participation in the EAC.
Reference PP62 Thurs

5.3.3 Burundi Nibasumba Marcien (Ministry of Agriculture)

Agriculture is the backbone of economy, but the crisis of the last 10 years has severely affected the rural people. OA offers an opportunity for people to come out of this situation. There are few artificial inputs available. The government prioritizes food security, soil conservation and cash crops. GOB sees that OA can answer many of the countries problems.

NOTE - Participants had a general concern about air miles – the facts need to be known – is airfreighting tropical products really so negative? Soil Association of UK was planning to ban airfreight - ITC and Dfid see this as a negative move in regard to poverty alleviation. Alex from ITC has a feedback document from Soil Association and encouraged all members present to complete this to present a strong African input into the discussion

5.3.4 *Tanzania – Geoffrey Kirenga Ministry of Agriculture and Cooperatives*

Tanzania is trying to follow through the commitments made in Nairobi and is doing this in close liaison with TOAM. He urged the stakeholders to go beyond agriculture and see how it contributes to other sectors such as environment, health, etc and bring these people into the process. The Min of Ag will take to other Min to get input into OA thinking and strategy. To combat risk such as DDT for malaria control Tz people were urged to submit their input because many voices count in such dialogue. The idea of an organic platform was well received
Reference PP59 Thurs

5.3.5 Uganda – Dina Kasangaki (Ministry of Agriculture)

Uganda organic continues to develop at a high speed and there is now organic textiles available. This growth has led to increasing recognition at higher government levels – they have also seen the link between OA and improved rural livelihoods. Government programmes include zoning and prosperity project (money from ADB), which provides funds for enterprise development. NOGAMU is a strong private sector initiative and this is now working well with government departments. GOU believes OA can contribute to their poverty alleviation efforts. Government now wants to finalise the OA policy as a major priority
Reference PP40 Wed
Reference PP63 Thurs

5.3.6 Ghana – Amilia Wani (Ministry of Food and Agriculture)

OA has been led by the private sector - large expatriate farms and smallholder farmers growing for the export and the domestic market. Support is given by GOAN, Agro Eco and others. Some government support, although most is decentralized so link to organic is very much down to personalities. When it works the link between extension and research is good and can support OA. Horticulture has a desk for OA and this has helped unit efforts towards OA. FAO project with two farmer groups helped boost the OA sector. FAO supported workshop and identified constraints including; no clear policy on OA, poor external market information, human resources are limited and OA attention to the local market is poor. This stimulated Gov action including an OA actors list. Proposal to include OA in new agric policy. Gov is also investing in improved export handling facilities e.g. cold chain warehousing and district level stores. The Gov has produced an organic citrus handbook. National organic standard already exists and GOAN hopes to establish a local CB.
Reference PP41 Wed

5.3.7 Sudan – Nagla Adam (Ministry of Agriculture and Forestry)

Sudan has many agro-ecological types and can grow a number of crops. EU companies want to grow organic and Gov identified three areas where the focus would be on natural production. These areas included rain fed area and River Nile irrigated area. Programme had 7 underlying organic criteria and the Min of Ag is taking a lead to

get this project fully implemented. The name of one project is the "Green Nile Project" – it has a research and learning component. Sudan aims to earn $10-12b through organic and $90b by 2008. Sudan is a natural country and has huge organic potential. Barriers to this are; no umbrella body for organic, low farmer knowledge, low productivity due to low technology, poor infrastructure and poor marketing system for organic. Have a farmer training in organic - 20 in one area.
Reference PP42 Wed
Reference PP60 Thurs

East African Community – Moses Marwa Note - Colleague Willy Musinguzi was taken ill on arrival in Dar and missed the week.

EAC focuses on broad based co-operation in the region and will eventually lead to a political federation. For agriculture aim is food security and agricultural rationalization. This rationalization includes a agriculture policy, 25yr agric strategy and various harmonized standards and procedures. The EAC responsibility of the EAOS includes; becoming the custodian of the standard, gazette the standard in the partner states, register the final and revised texts, inform WTO of the standard and harmonize with other regional standards. EAC logo and addresses will be added to the standard. He advised the members to now move the standard towards international accreditation which will increase opportunities of international trade through the standard. Once EAC is a federation then there will be free movement of goods between the countries and new countries will have to abide to the general rules of the EAC – in accordance with the EAC Treaty. EAOS states it is a product standard and yet it guides the organic process – the stakeholders should consult the EAC on this matter.
Reference PP43 Wed

5.3.8 COMESA – Chikakula Miti

COMESA has 20 members states from Mauritius to Libya. 13 members are in a free trade area and a customs union should be in place by the end of 2008 – harmonized with EAC activities. Agriculture contributes 32% of GDP, 80% of employment and 60% of foreign exchange from members. Agric is therefore a priority area and in 2002 COMESA established a Common Agricultural Policy based on 4 pillars – Sustainable land management and water use, improve infrastructure and trade, improved food security and better agric research and technology dissemination. Members should give 10% of budget to agric to aim at agric growth of 6% up to 2015 – this is all under the CAADP. Organic is dealt with under pillar 2 and Agric ministers agreed organic should have a role in agric development through (to include agroforestry, biodiversity and carbon trading); increased exports of organic and promotion of organic fertilizers. Signed a number of MOUs with farmer organizations to promote organic agriculture through improved extension services. COMESA has also supported trade missions and the sharing of organic success stories. The COMESA area offers a big trade region for organic trade – current trade is $7.5b. COMESA will use the private sector to carry out certification and could be able to support this involvement.
Reference PP44 Wed

NOTE - More questions asked about organic livestock – in COMESA case fish, in Sudan case livestock – this absence of inclusion in organic thinking should be noted.

5.3.9 NEPAD – Faustin Mwape

Programme of African Union Like COMESA it uses CAADP as the common policy to reduce poverty within the region. Faustin sees the main link to organic under pillar 1 – sustainable land management and pillar 2 – the efficient – niche – market of organic. NEPAD see the 1b people trade possibility throughout Africa, BUT this has to be handled in the light of the delicate food security situation in much of Africa. Cross cutting issues across the pillars are policy, resource mobilization, M and E, Gender and environment. NEPAD wants to strengthen the agric sector and organic is an important component of this, NEPAD wants to invest in the agric sector and increase marketing – organic has this market and to produce towards this can motivate farmers, BUT we mustn't assume a market and take time to study market characteristics. Trading blocks within Africa need to have sufficient capacity support the agric growth areas, including organic. The organic sector needs to put forward solid evidence to show the benefits of organic agric – let NEPAD know the details!! It is also important to learn from one another, so that successes can be shared and spread quickly – also key for organic. The motivation is to meet the Millennium development Goals. Acknowledged that organic is a success and has a positive contribution to food security and income generation – share information, find the growing markets, promote sustainable growing methods, make strong organic institutions, get organic into national planning schemes, lobby at the global meetings e.g. NEPAD. Funding for organic initiatives can come from CAAPD sources – lobby the Gov at national level, from development partners to supplement national efforts, private sector and beneficiaries. Note – development partners can give a boost, but countries must get from their own resources, including loans, which can be easily paid back when well directed. Overall saw organic as a key sector with a potential to meet some of the NEPAD objectives.
Reference PP45 Wed

5.3.10 African Development Foundation - Nate Fields

New in the area and funded a lot of organic initiatives in the area. The impact and potential seems to be good and want to get more involved. ADF started in 1984 from a Congress mandate with the aim of growing profitable enterprises that can support the poor – they work with a venture capital type approach. Businesses should be African owned, small-holder based and/or sustainable social enterprises. Also support institutions that technically or financially support the development of businesses and often do this through partnerships with gov and non gov institutional partners. A priority is to bench mark and promote best practices. Want to support within a country strategy for the sector, but in East Africa think they might have a unique intervention based around organic agriculture. Funding will come from gov and private sector sources – ADF want to act as a catalyst. ADF has a comprehensive support package based on viable business plans (very important), but once approved can finance fixed or working capital. Screening applications is by – profitability, socio economic impact (job creation, increased income) and a potential for expansion and replication – then $250,000 over 5 years or $100,000. The form of the investment is a zero interest loan – money comes back into a local entrepreneurial fund not to ADF – payment for capacity building might not have to be repaid. Best contact route is via the country office/contact point.
Reference PP46 Wed

5.3.11 Hivos – Edit Tuboly

Hivos is based in the Hague and has 38 partners in the world – E82-86m. One important aim is to improve access to markets through sustainable methods, especially organic which it has been supporting for the last 20 years. Hivos believes that small-holder farmers involvement in organic agriculture can improve their lives – organic offers a win-win situation. Also try and work against threats to the sector such as global dominance and GMOs. Wants to promote best practice procedures for small-holder farmers for quality management towards external standards. It is similar to an ICS, but puts more focus on the small-holders to input into the system. Multipartner projects are also encouraged with a significant contribution of the private sector to invest in farmer training – an example is a horticultural project with Uchumi
Reference PP47 Wed

5.3.12 IFAD – Mwatima Juma

Established in 1978 to support agriculture to over come poverty and there is a country office in Uganda and Tanzania. Can give loans to governement and grants; nationally and regionally. In the HQ they have an organic desk and try to be heavily involved in organic. Possible to have organic issues supported, but currently a lot of support through ICRAF – used to do a lot of research but now do more in marketing and farmer organization. Funds are normally placed in the country basket funds. Districts can apply for these funds and once obtained it can be used quite flexibly according to district agric plans.
Reference PP48 Wed

6 Thursday 31 May Workshop (continued)

Angela B Chaudle (IFOAM) welcomed the group for the early start (8.30) and thanked participants for their commitment and enthusiasm

6.1.1 Austrian Development Cooperation – Lisa Aigelsperger)

Committed to supporting organic agriculture in the region due to its holistic impact in providing income for rural poor, environment and gendered inclusion of farmer involvement in markets.
Reference PP49 Thurs
Reference PP58 Thurs

6.1.2 African Development Bank, Mukaila Ojelade

The bank is owned by African countries. ADB recognizes the opportunity offered by the organic sector for growth in the region and hence poverty alleviation. There are 5 interventions for agric development by the bank; development of rural infrastructure for sustainable rural economies, expansion of private sector agribusiness – including inputs, storage facilities and contract farming promotion, improved natural resource management, capacity building in relation to strong decentralized governments and finally, agricultural research and extension. For agriculture the focus is small-holder farmers and hence involves many "natural farmers" and ADB will

encourage governments to develop policies that support organic agriculture. ADB reform has led to the establishment a division on natural resources and the environment and this strongly promotes organic agriculture.
Reference PP50 Thurs
Reference PP61 Thurs

6.1.3 UNDP – Alfred Mwangi

Three units, drylands, governments and poverty units. Offices in many countries many of which also deal with sustainable agriculture and agribusiness. EU provides some of the money and livestock development is an important focus in these drier areas. Constraints faced by farmers include physical, capacity and policy constraints. MAP (Market access initiative) focusing on the pastoral communities of the area e.g. Karamoja, Turkana, etc and honey, gum Arabic, medicinal plants and beef were some of the products mentioned with organic potential. The drylands are important for these select products and a united effort is needed to realize improved livelihoods.
Reference PP51 Thurs

6.1.4 ITC – Alexander Kasterine

Provide support through the sector movements and trade support institutions. At the Gov level work to promote organic agriculture policies so that resources can be allocated to develop the sector. ITC also has an important advocacy role where small holder farmers might be affected e.g. NOP and small holders and Soil Assoc with air freighted products – this is done in an inclusive way. At the trade support institution level to increase organic market profile and access e.g. NOGAMU website and company internet promotion. Buyers tours have also been supported e.g. Uganda, but currently sees the supply side as a problem and would like to see more small-holder farmers and linkages to buyers/exporters. ITC also has a market information website for organic and market surveys – essential oils and wild harvest.
Reference PP52 Thurs

6.1.5 IFOAM – Anne Boor

Represented by members in 100 countries throughout the world and the main aim is that the organic sector grows together. Also have offices in China and South America and developing more contact points. For Africa have a desk officer and he is working through the strategic plan developed in 2004 – the pillars were - Strengthening institutions, promotion of organic, developing market and standards and providing a supporting policy environment. The Africa office focuses on information sharing, network building (8 contact points in Africa) and advocacy and much of its work is supported by Hivos. Africa has an African webpage on the IFOAM site and quarterly news letter. The IGO project supported advocacy initiatives in Africa and market access studies including PGS opportunities. In West Africa – organic and fair and in East Africa have OSEA project which looks at standards and 4 certification bodies are being supported for accreditation with funds from Rudolph Steiner and Biofach 2008. A new local market program for West Africa, an information sharing between East and West Africa and an OSEA extension is also planned.
Reference PP53 Thurs

6.1.6 CBTF – Sophia Twarog

This meeting is the last phase and they are hopeful that a new project will come through with support from the EU – to continue strengthening the existing programmes, but also move more actively into Rwanda and Burundi. Also promote pan Africa sharing of organic experiences for general promotion. A big event will be organized for Feb 08 in preparation for the general meeting of UNCTAD.

6.1.7 South Africa - Zanele Tullock

Do not have an organic agriculture desk, but would like to find a place for organic in agriculture or trade. Trade is doing a lot on research into organic opportunities and a policy on organic is at a mid stage – not for public release as yet. Organic is still mainly in the private sector, but the government is keen to get more involved.

<u>Questions</u>

a) GMOs in South Africa, have a directorate in genetic resources, but do not have this balanced by an organic department. Once OA is officially adopted then the government will support farmers involved in OA and protect their activities.
b) UNDP also supports water and energy resources such as the Community water initiative. UNDP can also strengthen the work of policy institutions and realizes the marketing constraints and wants to support gov and private to overcome these. Work with pastoralists is challenging and UNDP tries to take an overview and see how to various stakeholders can work together to address the problems being faced.

c) ADB – Loans and grants are given to government – zero interest and paid over 50 years or free. Finance can be given to support bases to micro finance initiatives. Farmer associations can present proposals to gov and then the gov can ask ADB for support. Large private sector can also apply but benefits must be realized for small-holders. Special facilities can also be offered in various areas eg water facility program (E500,000) and other similar funds. More info can be obtained from the country offices.
d) Austrian – Lessons learned from linking farmers to markets included farmer market research, data collection and identified garlic as ginger as opportunities. Whilst discussing cash crops also considered food security and other household issues. Now extending to the whole of Hoima district in Uganda – it wishes to be fully organic

6.2 Reports from NOAMS

6.2.1 KOAN – Eustace Kiarii

Organic sector growth is steady with an increasing number of organic outlets and the major supermarkets promoting organic. More collaborative effort is needed to develop the sector, between private, public and gov especially in the area of research, extension and marketing. The NGO sector needs to be more united in their approach twards farmers – not in competition. Gov interest is growing and the promise of an organic desk within the Min is very good and this should be followed by increasing the capacity of extension agents to promote OA. Research institutions and public universities need to carry out research directed towards the support of OA. Gov also needs to promote OA products in various trade channels including Biofach 08.

6.2.2 NOGAMU – Moses Muwanga

OA in Uganda is characterized by increasing interest from Gov and non Gov , clear potential to raise rural incomes, increasing demand and supply constraints due to limited volumes, scattered farmers and unclear product focus. The challenge for NOGAMU is how to increase production? NOGAMU has; prioritized products in response to market demand (long term), prioritized according to ecological zones, identify and mobilize small-holder farmers towards production, install relevant certification systems driven by the market demand – market focus is OK as farmers producing well for the market, also have their food security covered. This is done in close liaison with exporters so the final market can be assured and can be linked to fair trade if required. Farmers are kept well informed of market information and broaden support to other gov institutions and NGOs as required for greater benefit. NOGAMU is also working hard to promote the local consumption and awareness of organic products. Regional trade is also being promoted actively via the NOGAMU shop.
Reference PP54 Thurs

6.2.3 TOAM – Jordan Gama

Registered in June 2005 – membership organization with a current membership of 50 members. National office and establishing zonal contact points through members. TOAM aims to promote a vibrant and beneficial organic sector. Four strategic areas identified – training – Sokoni has an organic course and 80 trained through organic sector training with EPOPA, also aim to encourage organic research – organic research lots and seed production at Itengeru Research Institute. Market development is also prioritized and various studies have been carried out for the local and international markets. As in the Uganda case supply is more of a problem than demand. Promotion is also carried out through the national agric and trade shows and public awareness of organic is on the increase, in some cases linked to understanding and promotion of certification. PGS is used for the local market and with Hivos help risk based quality management is also being introduced. Under advocacy strategy a start has been made on the agriculture strategy and the new draft undergoing public discussion includes a chapter on organic agriculture. Organic sector is growing and more companies dealing in organic are joining TOAM – this is seen in the increasing farmer numbers to 80,000 farmers and 265000ha

Questions/Discussions
a) OA should not just be about export markets, but also on local markets and the opportunity of regional trade –it is also big and perhaps more than exports to EU.
b) The NOGAMU product emphasis is not a secret and we need to meet demands from an East African level – dried fruits is a good example – prioritized coffee, cotton, fresh fruits, sesame, dried fruits, vanilla, cocoa and others due to their organic potential. Some constraints e.g. transportation, is beyond the private sector to deal with and some coop with Gov is critical. Infrastructure is very poor and the poor road between Kampala and Mombasa doubles the freight cost. Movement of goods within EA is still a barrier – note the held up conference t-shirts! NOGAMU has many NGO members and it is these NGOs who mobilize their farmers and not NOGAMU. But organizations need support and direction by NOGAMU in relation to production opportunities and growth. 50,000 fully certified and 40,000 under conversion with about 185,000ha – better data collection systems are being installed and should be in place by the end of the year for certified, non certified, production and marketing details. Statistics talk about

certified farmers due to the ease of getting this data – non certified are there and important, but data cannot be easily obtained.

6.2.4 IFOAM – Information Pack (Anne Boor)

Working on an information pack to support developing organic sectors called "Development options for emerging organic sectors" The first pack is almost complete and the first comprehensive package should be out by mid June 2007. Once the pack is out more input for improvement and development is welcome. The package can be obtained from IFOAM.

6.2.5 Group work on the roles and responsibilities in the development of the organic sector in East Africa

6.2.6 Tanzania

TOAM should take the lead in ensuring the recommendations are being achieved because it can include various stakeholders. A task force will be established to meet the recommendations

6.2.7 Kenya

Considered 3 or the five strategies. Financing strategies for OA will be pushed forward by a series of stakeholder workshops within the next 3 months. This will be supplemented by direct discussions with financial institutions and Gov to see what funds can be raised for OA. Consumer awareness will also be promoted, especially focusing on the middle to upper resident associations. On Social capital existing farmer groups will be strengthened through training, and farmer exchanges. Promotion of organic markets will be done for export and local markets through local and international trade fairs. Local retail outlets will also be promoted and the general sector will be able to promoted through these.

6.2.8 Uganda

Two issues discussed – mobilization and management of long term financing of OA by building policy recognition of OA, proactively promote OA in other programmes and convene a development partner conference . In the area of research and development of OA Uganda commits itself to establish a centre for African excellence in OA focusing on R&D. The Min of Ag will reconvene this workshop meeting to push the process forward further.

6.2.9 Rest of Africa

Identified the stakeholders as Gov, Standards, Min of Education, Research, Local Gov, - varies in countries and thus have to work at different levels. Should also keep the ancillary stakeholders informed. General awareness raising needs to be carried out through conferences, policies, research, capacity building, etc Gov often focuses on export markets and the local market now tends to lag behind – evening out is required. To move things forward various Gov and private actors need to be involved, in a coordinated way for quick speed development. "Not just words but action are required for steady progress".

Questions/Discussions

a) Don't forget local organic market promotion.
b) Don't forget the need to join hands across complimenting sectors.
c) Continue to build partnerships on a local level eg COMESA, NEPAD, ADF, etc Perhaps a common statement be produced and submitted to this pan African partners – EA organic submission.

6.3 Summing up and closing

6.3.1 Angela B. Caudle (IFOAM)

Thanks for the enthusiastic participation both in and outside of the conference room. The networking and partnership is a great asset to the African organic movement. The willingness to work together is great! Biofach 2008 Africa will be highlighted through a large stand at the trade show – this will highlight the quality of African produce. A conference programme and cultural programme will also take place. African food will be available at the IFOAM café. Also thanked all involved in logistics of the event.

6.3.2 Asad Naqvi (UNEP)

An emotional conference in terms of substance, fun, and togetherness. Great to see government and private sector developing the sector together – thanks. The achievement of the conference is more than what was expected – EAOS, IA and knowledge gaps filled. CBTF may stop, but the relationship will continue and build the organic sector. What has been achieved are milestones, but not the final destination which is to contribute to the MDG and reduce farmer poverty

6.3.3 Sophia Twarog (UNCTAD)

A team has been formed and members can contribute to the team output in different ways. What is each of our roles? There is a place for all and together the team becomes strong.

6.3.4 Gama Jordan (TOAM)

Closing remark. Perhaps he can now be the Prime minister of organic agriculture. A lot has been achieved and said during the meeting, but he reminded us about the valuable knowledge we have received, we have had opportunity to exchange ideas. We now need to put these things into action and he asked the development partners to continue to support the local effort. Achievements of the conference should not stay in the room, but put into action as we return back home. He pronounced the office closed and wished all a safe journey home.

7 1 June Field trip

A trip was made to the Premier Cashew Factory just outside Dar Es Salaam. Premier is one of the biggest cashew nut dealers in Tanzania and is very proud of it’s organic range of Cashew nuts packed for wholesale and also in retail packaging. Participants appreciated the welcome by the factory owners and their willingness to host the visit.

8 Conclusions

With over 250 participants at one point and around 60 presentations, the Tanzania Organic Week demonstrates, records and supports the dynamic and potential of the organic sector within East Africa and beyond. Stakeholders from government, civil society and business came together to share their enthusiasm for the organic agriculture and the way it brings together key concern areas, such as profitable business, social justice, food security, environment protection and poverty reduction. With the launch of the East African Organic Standard and the *Kilimohai* label, the organic sector has led the region in private standards harmonization and this achievement was duly recognized by the Prime minister of Tanzania being willing to officially launch the standard. The local, regional and international opportunities will be supported and developed through this joint approach.

Appendix 1 – Participants List

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