

**Strengthened Networks of Regional Market Information Systems
and Traders' Organizations in West Africa (MISTOWA)**

Fourth Quarterly Report (July – September 2005)

Submitted to

USAID West Africa Regional Program (WARP)



by



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List of Abbreviations and Acronyms

ADP	Agricultural Development Project
CTA	Technical Center for Agricultural and Rural Cooperation
DMDA	Dawanau Market Development Association
ECOWAS	Economic Community of West African States
EU	European Union
FACIA	Federation of African Agricultural Input Trade Associations
FEWSNET	Famine Early Warning Systems Network
GAPTO	Ghana Agricultural Products and Traders Organization
GIS	Geographic Information System
GSB	Ghana Standards Board
GSM	Global System for Mobile Communications
IDRC	International Development Research Center
IFDC	An International Center for Soil Fertility and Agricultural Development
MIR	Marketing Inputs Regionally
MIS	Market Information Systems
MISTOWA	Strengthened Networks of Market Information Systems and Traders' Organizations in West Africa
MOFA	Ministry for Food and Agriculture
NAMIS	Nigeria Agri Marketing Information Service
OMA	Observatoire des Marchés Agricoles (Observatory of Agriculture Markets)
OSS	Open Source Software
PCU	Project Coordinating Unit
PIR	Project Intermediate Result
PO	Producer Organization
RECAO	Réseau des Chambres d'Agriculture de l'Afrique de l'Ouest (Network of Chambers of Agriculture of West Africa)
RESIMAO	Réseau des Systèmes d'Information de Marché d'Afrique de l'Ouest (Network of Market Information Systems of West Africa)
ROESAO	Réseau des Opérateurs Economiques du Secteur Agro-Alimentaire (Network of Economic Operators in the Food Industry)
ROPFA	Réseau des Organisations Paysannes et des Producteurs Agricoles de l'Afrique de l'Ouest (Network of Farmers' Organizations and Agricultural Producers of West Africa)
SMS	Short Messaging System
TA	Traders' Association

TO	Trade Organization
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
WABNET	West African Businesswomen Network
WAEMU	West African Economic and Monetary Union
WAEN	West African Enterprise Network
WAG	The West African Agricultural Trade portal (Short name for the MISTOWA Resource Center)
WARP	West African Regional Program
WATH	West African Trade Hub
ZADI	German Center for Documentation and Information in Agriculture

**Strengthened Networks of Regional Market Information Systems
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Fourth Quarterly Report (July – September 2005)**

1. Introduction

USAID/WARP awarded IFDC a \$14.4 million cooperative agreement in late August 2004 to implement a 4-year project (MISTOWA) to strengthen the market information system (MIS) and trade organizations (TO) in West Africa (WA). The project aims to increase regional agricultural trade and food security by improving and linking the existing regional efforts to generate, disseminate, and make commercial use of market information.

MISTOWA works in four key areas to:

- Strengthen and link regional MIS so they perform more effectively and are more easily accessible by traders and producers. Integrate private systems and develop value-added commercial market information services.
- Increase the effectiveness and number of regional trader and producer organizations to enable them to become vectors for technology change, commodity chain development, and policy reform advocates.
- Address crosscutting issues that can improve trade (grades, standards, and reliable data) and welfare (HIV/AIDS, gender issues, and natural resource management).
- Focus on assisting Nigeria, the largest economy in West Africa, to develop MIS and trade associations, and to be more productively linked to the rest of the region in agricultural trade.

The project will concentrate its support for and through key public and private regional organizations on selected commodities and countries with the greatest potential impact on intra-regional trade, food security, economic and social impact, and exports.

The main regional partners include ECOWAS, WAEMU, ROPPA, RESIMAO, RECAO, ROESAO and FACIA all of whom have formal agreements with IFDC and

have developed MISTOWA-related partner-project implementation plans. In addition, the project is collaborating with CILSS and FEWSNET on food security issues. The project is also working with selected national organizations such as OMA in Mali, GAPTO in Ghana, and with private MIS such as BusyLab in Ghana.

Using market and impact multiplier criteria, the team determined a first list of commodities that could be candidates for the focus of project activities. The stakeholders in the region during the national workshops were then consulted on the final selection. The project will initially center its work program on: (a) dual purpose (trade and food security) commodities—maize, rice, cassava, onions, tomatoes, and cattle; and (b) traded products—cashew nuts, shea nuts/butter, and fertilizer. A second group will be added after the system is progressing, and will include fish, mangoes, red meat, sesame, and cowpeas.

Working through regional organizations, the project will initially focus on the national partners and the noted commodities in Nigeria, Mali, Ghana, Senegal, Burkina Faso, and Benin. As resources and opportunities permit, and in the context of the commodity categories, the project will work with as many of the other ECOWAS countries as possible.

This report covers the period, July to September 2005, and is the fourth formal quarterly project report. It is presented by project implementation activities for the four Project Intermediate Results. An annex details project-related travels and other relevant materials.

2. General Overview of Accomplishments

Major activities accomplished in the project's fourth quarter included:

PIR 1: Increased Efficiency of Regional MIS

- Organizing training sessions for market enumerators in RESIMAO and non-RESIMAO countries. A total of 225 market enumerators in Benin, Burkina Faso, Ghana, Mali, Niger, Nigeria, Togo and Senegal received training in the use of modern ICT tools for data generation and dissemination.

- Disseminating price and other pertinent market information by SMS on a two-month pilot basis. Requests were so far received from Benin, Burkina Faso, Ghana, Mali, Niger and Nigeria.
- The portal <www.wa-agritrade.net registered 64,262 “hits” during the quarter representing a 67% increase over the 38,533 recorded in the previous quarter
- Developing a partner web site template for review and adaptation of partners.
- Assisting the regional network of market information systems (RESIMAO) to develop the 3rd version of the market information exchange platform. RESIMAO, ZADI, MISTOWA and Busylab agreed on technical and institutional issues for ensuring an automated and instant flow of flagged data between the two databases.
- Formally registering RESIMAO and admitting NAMIS (Nigeria) into the RESIMAO network

PIR 2: Improved capacities of Regional Trader and Producer Organizations

- Organizing a regional training workshop on MIS and market access for 60 leaders of producer organizations from Ghana, Nigeria, Senegal, Burkina Faso, Benin, Cote d’Ivoire, Guinea, Guinea Bissau, Niger and Gambia.
- Organizing training sessions for information officers of producer and trader organizations. A total of 78 PO and 98 TO representatives from Benin, Burkina Faso, Ghana, Mali, Nigeria, and Senegal received training in the use of modern ICT tools for data generation and dissemination.
- Organizing training on procedures for imports and exports in the ECOWAS space for producers and traders in Benin and Burkina Faso. A total of 54 producers and traders benefited.
- Organizing technical and business management training for 43 new members of the Ghana Agricultural Input Dealers (GAIDA).
- Supporting ROESAO and its national affiliates to organize their general assemblies and organizational management training workshops
- Consulting partners and undertaking baseline studies in Banikoara, a project site in Northern Benin

- Co-organizing the second regional crop outlook conference and trade opportunities in Accra, Ghana with CILSS and creating business opportunities generating 59 offers to sell and 30 bids to buy.

PIR 3: Improved West African Environment

- Collecting benchmark trade data indicator values from trader associations in Benin, Burkina Faso, Ghana, Mali, Nigeria and Senegal.
- Identifying and training 19 trade associations to participate in the monitoring and evaluation implementation by monitoring trade flows on MISTOWA commodities.
- Following up with USDA to assist in developing standards for selected commodities to facilitate regional trade.

PIR 4: Improved capacities of MIS, PO & TO and Trade in Nigeria

- Involving the commodity associations at Lagos Mile 12 market and Dawanau/Yankaba markets in Kano in the collection of import and export trade on volumes and values of MISTOWA commodities.
- Training 21 selected traders and market enumerators from DMDA, Yankaba and Local government at the Dawanau market ICT center in Kano to enhance their computer skills.
- Supporting the Lagos State Finished Cassava Products Association to train women cassava processors to improve upon the quality of cassava chips produced and also to produce industrial starch
- Assisting the Lagos Mile 12 Grain Dealers Association to supply 720 metric tons of maize to Ajose Farms, Sanders Feeds and Pfizer Feeds Ltd valued at US\$43,6364
- Holding organizational management training for 23 POs and TOs members from Kano at Royal Tropicana Hotel on July 20, 2005 and for 30 traders and producers in Lagos Mile 12 market in Lagos Airport hotel on July 29, 2005
- Organizing a training workshop on data collection, analysis and dissemination for TOs and POs in Lagos on August 18, 2005 at Lagos Airport Hotel

- Organizing two skill enhancement training workshops for POs and TOs in Dawanau and Lagos Mile 12 markets at Kaduna and Abeokuta from August 1-2 and 4-5, 2005 respectively
- The Lagos Mile 12 Grains association and Finished Cassava Products Association registering 30 new members desirous to draw benefits from the training and other programs.
- Nigerian traders and producers making business deals with traders from Ghana during the 2nd Regional Outlook Conference held in Accra from September 19-23. The deal included agreement of DMDA and Lagos Mile 12 Associations to sell 100 tons of maize, 60 tons of cowpea and 30 tons of soybeans to 10 GAPTO members.
- Holding a seminar on quality gari products for 46 participants at the Mile 12 market by Finished Cassava Products Association on September 3, 2005
- Conducting a skill enhancement training for a second batch of POs and TOs from Dawanau, Yankaba, Lagos Mile 12, RIFAN and FEPSAN at the Multipurpose Bola Ige Community Center at Kaduna

Project Management and Administration

- Working with USAID/WARP Data Quality Assessor to review the MISTOWA M & E plan
- Disbursing equipment grants to 14 project implementing partners in 10 countries
- Launching MISTOWA in Banikoara, Northern Benin
- Organizing the first Project Advisory Committee meeting
- Organizing a work planning workshop of MISTOWA staff and partners
- Publishing and distributing monthly MISTOWA newsletters
- Engaging a gender specialist to make an assessment on specific informational needs of women and how best MISTOWA could meet these needs.
- Following up on discussions with USDA to work on establishing standards for selected crops

3. Activities Accomplished in the Fourth Quarter (July – September 2005)

Activities accomplished during the quarter are reported by Project Intermediate Results (PIRs) and those related to management, administration and other cross-cutting issues are reported in the section “Project Management and Administration.” Attachments include details of travel and other activities.

PIR 1. Increased Efficiency of Regional MIS

PIR 1.1. Effectiveness of Existing and New MIS Improved

In a series of weekly meetings in July with Busylab, the MIS unit developed and published a list of commodities and country SMS codes in the August Newsletter for the SMS pilot test. The pilot test for the trade portal (www.wa-agritrade.net) was launched in August and continued through October 2005. To request prices, a text message containing only the commodity code (e.g. **MAIW** for maize, white and the country code for Ghana, **GHA**) is sent to **+233-243708185**. A prompt text reply displays the commodity code and a list of markets with the wholesale prices in each market in the country’s currency. The response, feedback and technical challenges encountered during this pilot test phase will help guide future direction and development of the SMS module.

The MIS unit also participated in a RESIMAO meeting during the regional crop outlook conference held in Accra to discuss progress made and new developments of their platform www.resimao.org. This interaction permitted the two parties to better understand the platform and will help in future cross platform exchange of data with other platforms, including the www.wa-agritrade.net. In this regard, representatives of RESIMAO, ZADI, MISTOWA and Busylab met on September 22 and agreed on the technical and institutional issues for ensuring an automated and instant flow of flagged data between the two databases.

Also aside the regional conference, MISTOWA facilitated the 2005 ordinary general assembly of RESIMAO, held in Ange Hill Hotel, Accra on September 19. RESIMAO members refined the 2006 road map with the technical support from ZADI,

announced the formal registration of the network in Bamako, and received the request from NAMIS (Nigeria) to join the network. A total of 5,900 prices have been recorded on the www.resimao.org during this quarter.

MISTOWA is currently facilitating training programs in the introduction to computer use and internet to members of the various trader/producer organizations so they can be more effective in providing and accessing accurate and timely market information using ICT. Contact information on all producer organizations is almost complete for inclusion in the website of West Africa Agricultural Trade Portal (www.wa-agritrade.net). This is expected to improve contacts and linkages between producers and marketers as part of the efforts in increasing trade in the West African sub-region.

GHANA: MISTOWA organized a 5-day national training workshop on market information system for selected market enumerators who report from the MISTOWA selected markets. Officers from 6 “electronic-commerce centers” and 9 others from agricultural information centers all over the country participated in the training program. The training which was held from July 18-22, 2005 at the National Banking College in Accra brought together 15 participants from the selected markets and e-commerce centers. Participants were introduced to data collection and analysis, data upload and transmission, internet use and on-line data entry, data validation and approval, data mining, graphing and analysis. As part of the training, field visits were organized for participants to collect prices on MISTOWA commodities from Nima and Agboghloshie

markets in Accra. The price data was processed and transmitted on-line to the MISTOWA trade portal during the training. Participants were given hosting rights to upload prices directly to the MISTOWA trade portal from their various market centers via cyber cafés. Days after going back to their centers they started using the

Participants in a picture with trainers after the ICT training workshop in Accra



online facility to transmit data to the MISTOWA project server. Three follow-up training programs that lasted 5 days each have since been conducted for the 15 selected participants at Aburi near Accra, Ghana Statistical Computer Lab in Accra and Local Government Training Center at Madina near Accra. Mr Yaovi Atohoun, an experienced ICT consultant from Benin was one of the resource persons at the training.

SENEGAL: ICONE consulting, an experienced ICT training company trained 30 leaders representing the national affiliates of ROPPA (producers' organizations), ROESAO and FACIA (input dealers) in computer and internet use. The workshop lasted for 5 days and included initiation and training on Windows, Excel and internet. Twelve of the 30 trainees were women leaders.

BENIN: Mr Yaovi Atohoun, an experienced ICT consultant, trained a group of 50 producer and trader organization members in Benin. The training took place in Cotonou at the Campus Numérique. Mr Atohoun explained that the training was designed to break the myth around the computer use and gave participants some notion and preliminary knowledge of the computer use. He created email addresses for each participant and encouraged them to browse the internet and exchange information among themselves.

NIGERIA: MISTOWA project is collaborating with six modern and well equipped Community Resource Centers in Abuja, Bauchi, Kaduna, Enugu, Abeokuta and Calabar to provide ICT training for selected leaders of producer and trader associations. Members of Dawanau Market Development Association (DMDA) and traders from Yankaba markets have received ICT training at the Kaduna CRC and those from Lagos Mile 12 have received theirs at Abeokuta CRC. A total of 140 participants benefited from the ICT trainings.

BURKINA FASO: EPAT Burkina Faso, an experienced training center, provided a 4-day intensive and hands-on training for 15 members of producer and trader associations at Ouagadougou. Participants were exposed to the use of Windows, Word, Excel and Internet and have practical experience in accessing information on the MISTOWA trade

portal. In Bobo Dioulasso, a 5-day training workshop in computer and internet use was organized for producer and trader organizations from August 8-11, 2005.

Many more people from the region are consulting and obtaining information from the regional trade portal website <www.wa-agritrade.net>. As shown in Table 1, the site registered 64,262 “hits” during the quarter representing a 67% increase over the 38,533 recorded in the previous quarter. Commodity prices remain the most important information sought, followed by contacts of buyers and sellers.

Table 1: Usage Statistics of www.wa-agritrade.net , January 1 to September 30, 2005

Site Usage						
<i>Months</i>	<i>Hits</i>	<i>Sites</i>	<i>Kbytes</i>	<i>Visits</i>	<i>Pages</i>	
January	10	2	3	0	0	
February	6,587	54	66,014	143	3,257	
March	7,693	101	85,361	332	3,419	
April	11,761	191	113,294	676	5,866	
May	14,793	226	138,092	972	9,052	
June	11,979	209	146,659	920	7,318	
<i>July</i>	<i>24,149</i>	<i>249</i>	<i>235,361</i>	<i>1,365</i>	<i>13,621</i>	
<i>August</i>	<i>21,414</i>	<i>258</i>	<i>181,765</i>	<i>1,105</i>	<i>13,016</i>	
<i>September</i>	<i>18,699</i>	<i>194</i>	<i>260,041</i>	<i>1,160</i>	<i>11,595</i>	
TOTAL	117,085	1,484	1,226,587	6,673	67,144	
Types of information browsed						
<i>Months</i>	<i>Price</i> <i>(%)</i>	<i>Contacts</i> <i>(%)</i>	<i>Products</i> <i>(%)</i>	<i>News</i> <i>(%)</i>	<i>Library</i> <i>(%)</i>	<i>Offers</i> <i>(%)</i>
February	51	7.00	14.00	23.00	0.46	0.00
March	54	10.00	15.00	15.00	1.05	0.00
April	18.61	0.74	0.88	2.22	2.80	0.00
May	22.52	0.55	1.70	1.09	0.61	0.08
June	25.10	2.02	1.39	0.93	0.61	0.12

<i>July</i>	<i>25.20</i>	<i>17.18</i>	<i>11.00</i>	<i>3.61</i>	<i>0.42</i>	<i>1.94</i>
<i>August</i>	<i>41.46</i>	<i>12.56</i>	<i>5.59</i>	<i>3.87</i>	<i>0.84</i>	<i>0.59</i>
<i>September</i>	<i>37.82</i>	<i>24.26</i>	<i>1.29</i>	<i>1.29</i>	<i>4.17</i>	<i>3.26</i>

Source: Tracked by Tradenet.biz and includes data up to September 30, 2005

The SMS usage tracked during the pilot phase (Table 2) shows many more price requests coming from Ghana and Nigeria than any other country.

Table 2: SMS Requests by country

Country	Click Share	Clicks (of 196)
Ghana	59.69%	117
Nigeria	21.94%	43
Benin	8.67%	17
Niger	7.65%	15
Burkina Faso	1.53%	3
Mali	0.51%	1

Source: Tracked by Tradenet.biz and includes data from August to October, 2005

PIR 1.2. National MIS Better Linked to Improve Information Dissemination

The head of MIS unit, Patrice Annequin held a consultative meeting with Innocent Sindikubwabo from ANOPACI on September 21, 2005 to see how best to link up ANOPACI's database which consists of weekly commodity prices stored in MS Access to that of www.wa-agritrade.net platform. It was agreed that a module of conversion would be developed to enable extraction of data from ANOPACI's ACCESS database to the www.wa-agritrade.net excel sheet format and this will enable the different PIV's to send the excel sheets directly to the trade portal.

Mr Annequin also made contacts with the National Observatory of Rice in Burkina Faso, the livestock market information system of Niger and the Regional Observatory for Onion, based in Niamey, to set up the general guidelines and principles for an access and use of the www.wa-agritrade.net platform in the coming months.

PIR 2 Improved Capacities of Regional Trader and Producer Organizations

PIR 2.1 Organizational Capacities of TOs and POs Improved

MISTOWA supported ROESAO to organize its annual co-ordination meeting in Accra, Ghana from September 16-17, 2005. The meeting brought together all ROESAO member countries including Benin, Burkina Faso, Cote d'Ivoire, Ghana, Mali, Niger, Senegal and Togo and 15 representatives took part in the deliberations. Nigeria representatives were invited as observers, as well as livestock traders and butchers' representatives from several countries. The purpose of the meeting was to review national and regional activities and develop a strategy for a sustainable operation of a regional secretariat. At the end of the deliberations, and following previous contacts made in Bamako in March 2005 (regional crop outlook conference), in Kano in May 2005 (DMDA 20th anniversary) and in Ouagadougou in August 2005 (MISTOWA work plan 2006 workshop), new members were admitted into the network. The new members are DMDA and Mile 12 associations from Nigeria and the Confederation of National Livestock Federations (CONFEBVI), covering all 8 WAEMU countries.

MISTOWA assisted Ghana Agricultural Producers and Traders Organization (GAPTO) to organize a 2-day workshop from September 12-13, 2005 to restructure its organization. The objective of the workshop was to prepare a proposal for restructuring with focus on membership drive, organizational structure, revenue generation and financial sustainability. Twenty-seven members consisting of 15 females and 12 males represented 12 commodity associations discussed issues concerning their mission statement, vision of the organization and decided on a new organizational and membership structure which will allow individuals and regional branches of associations to become members of the organization.

PIR 2.2. Improved Access to Market, Trade, and Production Technology Information

MISTOWA staff in the field offices continued to train producers and traders on how to use the site for information on prices, contacts and other news items. MISTOWA

began publishing a monthly newsletter in January to inform stakeholders about project activities as well as pertinent information on markets and trade. Over 1,700 people received the newsletter by email, which is also available for downloading on the project website. 1,500 hardcopies are also distributed monthly through the MISTOWA project's offices, reaching an estimate of 12,000 readers across 7 countries.

A training workshop on MIS and market access for leaders of producer organizations was held in Cotonou from August 30 to September 2, 2005. The workshop which was organized by MISTOWA and AGRITERRA brought together 60 participants from Ghana, Nigeria, Senegal, Burkina Faso, Benin, Cote d'Ivoire, Guinea, Guinea Conakry, Niger and Togo. The workshop revealed new more and innovative ways by which MIS can be established within a Producer Organization. It also discussed the marketing of agricultural produce as a result of the problem of weights and standards. The participants made an inventory of the MIS in the different platforms or organizations in the region, defined the potential roles that producer organizations can play in the collection and dissemination of agricultural and market information and also proposed concrete actions to reach the stated potential roles.

Participants to the Regional Workshop on MIS and Market Access in Cotonou



MISTOWA assisted in organizing a technical and business management training workshop for new members of the Ghana Agricultural Input Dealers Association (GAIDA) at Ejisu near Kumasi from August 8-10, 2005. In all 43 dealers made up of 33

males and 10 females went through the training program. Some of the topics treated included; introduction to business management, costing and pricing. Participants were also taken through like selecting quality seed varieties and safe handling of Chemicals etc.

MISTOWA and CILSS co-sponsored the second Regional Outlook Conference 2005 on Agricultural, Food and Trade Opportunities in the Sahel and West Africa¹. The conference was held in Accra from September 19-23, 2005 and its main objectives were:

- Evaluating the situation of agriculture and food especially in countries known for localized or widespread food crises (Niger, Burkina Faso, Mali)
- Facilitating the meeting between private economic operators within the ECOWAS space and thus contributing to a better visibility of short and medium term demand and offers
- Conducting an inventory for four major sub-sectors of the sub-region, namely maize, rice, cassava and livestock
- Providing information on the ECOWAS Economic Partnership Agreements, the agricultural components of NEPAD (CAADP) and the agricultural policy of ECOWAS (ECOWAP) for a better implication of partners and networks in these initiatives.

The conference was attended by about 150 delegates representing Producers and Traders Organizations and Market Information Systems (MIS) coming from the Sahel and coastal CILSS member countries. Development partners included EU, USAID, ACDI, MIFRAC and Italy), sub-regional and international organizations operating in the fields of food security, FAO/SMIAR, FEWS NET, WFP, ECOWAS, UEMOA, civil society representatives and NGOs were present.

The conference provided opportunities for traders and producers to meet and make deals that resulted in 59 offers and 30 bids have been posted during the Conference².

¹ Presentations and documents can be found at <http://www.mistowa.org/en/pages/cropoutlook2.htm>

² The full details of these offers and bids can be found in an excel sheet at http://www.mistowa.org/files/cropoutlook2/RCOC092005_Accra_offers&bids_2209.xls

One example of a successful deal made was between the enterprises “Bokoum et Fils” a livestock dealer in Burkina Faso and the Ghana Butchers and Livestock Association. The deal calls for the Ghanaians to transport a truckload of marine salt to the Ghana/Burkina Faso border and in exchange, “Bokoum et fils” will bring a truckload of live cattle in exchange. This innovative deal resolves the problem of currency, language and transport difficulties.



PIR 2.3 Improved Advocacy and Negotiating Skills

During the work planning meeting in Ouagadougou, producer and trader organization representatives resolved to lobby for improvements in road transport governance on selected trade corridors in the FY06 year. As a follow up, a lobby committee was formed within the ROESAO during their annual co-ordination meeting in Accra, Ghana in September. They will receive formal training in lobbying and advocacy and selected commodity chain trade associations in each country will be supported to lead the advocacy effort by preparing position papers to lobby for changes in the road transport governance on the following corridors:

- a. Lagos- Abidjan corridor
- b. Niamey-Ouagadou-Bamako-Dakar corridor
- c. Cotonou-Niamey Corridor and
- d. Accra- Ouagadougou corridor

PIR 3. Improved West African Trade Environment

PIR 3.1. General and Specific Constraints to Trade, Issues of Grades, and Standards Addressed

The absence of standards and grades in the sub-region for commodities remains one of the obstacles to intra-regional trade. Producers and traders are beginning to be more and more conscious of the situation and are seeking ways to overcome them. During the quarter, the Lagos Mile 12 Perishable Association conducted training on grades and standards on tomatoes and onion for 4,613 traders comprising 3,152 females and 1,461 males. Resource persons were from the Agricultural Development Projects (ADPs). The MISTOWA project also had lengthy discussions with USDA to assist in the development of regional grades and standards for selected commodities in the 2006 fiscal year..

PIR 3.2. Better Intra-Regional Trade Data in Key Commodities Available

In order to establish benchmark trade values from the informal sector, MISTOWA selected 19 trade associations from whom data was collected (Table 3). The trader associations cover all the commodities tracked by MISTOWA and are involved in intra-regional trade. The associations represent on average 40% of the total share of exports and imports in their respective countries. Each association identified three members who received special training to enable them record data on trade flows (volume, value, origin or destination) on daily basis for onward transmission to MISTOWA staff monitoring trade flows.

Table 3: SUMMARY DESCRIPTION OF THE TRADER ASSOCIATIONS THAT WILL REPORT TRADE DATA FOR THE MISTOWA M & E REPORTING

Country	Partner association to provide trade data	ACRONYM	MEMBERSHIP STRUCTURE	MAIN COMMODITY TRADED	MAJOR TRADING COUNTRY(S)	SHARE OF NATIONAL MARKET
Benin	Association Coopérative pour le développement rural de Banikoara	ACOODER	Total: 10,000 Males: 7,000 Females: 3,000	Maize	Niger	6%
	Réseau des commerçants des produits vivriers du	RECOPROV	Total: 500 Males: 125	Maize	Nigeria, Togo, Niger	60%

Country	Partner association to provide trade data	ACRONYM	MEMBERSHIP STRUCTURE	MAIN COMMODITY TRADED	MAJOR TRADING COUNTRY(S)	SHARE OF NATIONAL MARKET
	Benin		Females: 375			
	Groupement des Commerçants de produits vivriers Borgou-Aliboti	GCP/BA	Total: 1,015 Males: 101 Females: 914	Cassava (gari)	Niger	35%
	Association des éleveurs commerçants de bétail de Goumori (Banikoara)	ASELCOB Goumori	Total : 68 Male : 68 Female : 0	Cattle	Burkina Faso	15%
	Union Regionale de Producteurs d'Anacarde du Zou et des Collines	URPAZ-C	Total: 9,841 Males: 7,919 Females: 1,922	Cashew	Benin, India, Vietnam	50%
Burkina Faso	Table Filière Karité	TFK	Total: 12,000 Males: 4,000 Females: 8,000	Shea	West Africa, Europe and USA	80%
	Union Nationale des Associations des Commerçant Exportateurs des Betail du Burkina Faso	UNACEBB	Total: 5,440 Males: 5,420 Females: 20	Cattle	Ivory Coast, Ghana	75%
	Observatoire National du Riz	ONRiz	Total: 42 Males:35 Females:7	Rice	Europe, Asia, Australia, USA, Africa	80%
	Association WOUOL	WOUOL	Total: 1,200 Males:500 Females:700	Cashew, Mango	Europe, Mali, Niger	90%
Ghana	Ghana Agricultural Producers and Traders Organization	GAPTO	Total: 695 Males: 615 Females: 80	Onion	Niger, Burkina Faso, Mali	85%
	Ghana National Cattle Dealers Association (Ashiaman and Kumasi)	GNCDA	Total: 400 Males: 400 Females: 0	Cattle	Burkina Faso, Mali, Niger	60%
Mali	Association des Acheteurs de Produits Locaux Sikasso	APLS	Total: 30 Males: 30 Females: 0	Maize	Côte d'Ivoire, Burkina, Niger	
	Société Pour la Gestion du Marché Frontalier	SOGEMAF	Total: 105 cooperatives Males: Females:	Cattle	Côte d'Ivoire, Ghana, Senegal	
Nigeria	Dawanau Market Development Association	DMDA (Rice Traders Association)	Total: 302 Males: 252 Females:50	Rice	Niger	20%
	Lagos Mile 12 Market Association	Lagos Mile 12 (Cereals)	Total: 7,000 Males: 3,800 Females: 3,200	Maize	Benin, Togo	50%
	Lagos Mile 12 Market Association	Lagos Mile 12 (Finished Cassava Dealers)	Total: 5,000 Males: 2,300 Females: 2,700	Gari	Benin	60%
	Dawanau Market Development Association	DMDA	Total: 55,000 Males: 50,000 Females: 5,000	Maize & Rice	Niger	40%

Country	Partner association to provide trade data	ACRONYM	MEMBERSHIP STRUCTURE	MAIN COMMODITY TRADED	MAJOR TRADING COUNTRY(S)	SHARE OF NATIONAL MARKET
	Lagos Mile 12 Market Association	Lagos Mile 12 (Perishables)	Total: 8,000 Males: 6,000 Females: 2,000	Onion	Benin	40%
	Lagos Mile 12 Market Association	Lagos Mile 12	Total: 4,000 Males: 1,200 Females: 2,800	Tomatoes	Benin	30%
	Cocoa Association of Nigeria	CAN	Total: 750 Males: 650 Females: 100	Shea & Cashew	Benin, England, France	25%
	Fertilizer Producers and Suppliers Association of Nigeria	FEPSAN	Total: Males: Females:	Fertilizer		
Senegal	Union Nationale des Commerçants et Industries du Sénégal	UNACOIS	Total: 100,000 Males: 70,000 Females: 30,000	Rice	Europe, West Africa	75%
	Fédération des Eleveurs Indépendants et des Transformateurs Laitiers du Sénégal	FEITLS	Total: 3,300 Males: 1980 Females: 1320	Cattle	West Africa	70%

Data provided by the trade associations were used to establish the FY 05 benchmarks and targets for FY 06 as summarized in Table 4 below where the total value of imports was estimated at US\$353,830,929, and exports at US\$26,052,782.

Table 4: FY 05 BENCHMARK TRADE VALUES AND FY 06 TARGETS FOR SELECTED COMMODITIES FROM SELECTED TRADE ASSOCIATIONS³

COMMODITY	FY 05		FY 06 Targets		% change
	Imports	Exports	Imports	Exports	
MAIZE					
Benin		2,112,000		2,240,000	6.1
Nigeria		3,848,690		4,156,585	8.0
RICE					
Burkina Faso	100,000,000		108,500,000		8.5
Nigeria		1,164,848			
CASSAVA					
Benin		414,220		444,648	7.3
Nigeria		1,938,760		2,132,636	10.0
ONION					
Ghana	2,198,728		2,407,607		9.5
CATTLE					
Benin	70,400		76,032		8.0

COMMODITY	FY 05		FY 06 Targets		% change
	Imports	Exports	Imports	Exports	
Ghana	45,956,801		50,092,913		9.0
Senegal	56,130,000		61,743,000		10.0
TOMATOES					
SHEANUT/BUTTER					
Burkina Faso		13,480,000		14,680,000	8.9
Nigeria		118,864		128,373	8.0
CASHEW					
Benin		2,975,400		3,272,940	10.0
Burkina Faso					
FERTILIZER					
Nigeria	149,475,000		161,433,000.0		8.0
Total	353,830,929	26,052,782	384,252,552	27,055,182	
Total Trade	379,883,711		411,307,734		8.3

FY 06 targets were established jointly by the country co-coordinators and associations presenting the data. The increases range between 6% and 10% over the FY 05 trade level as indicated in the last column. Rice data from Burkina was recorded by the Observatoire National du Riz (ONRiz) and represents imports for Burkina

PIR 3.3. Cross-Cutting Issues (HIV/AIDS, Gender, and Environment) Addressed

MISTOWA engaged a gender specialist Dr. Nancy Horns to make an assessment on specific informational needs of women and how best MISTOWA project could incorporate these findings into the project implementation process. The objectives of the assessment were:

- To identify constraints in women agricultural enterprises
- To identify women's informational needs to support their agricultural enterprises
- Strategizing to meet women's informational needs
- HIV/AIDS informational needs

Dr. Nancy Horn (left) making an assessment of the situation with women leaders in Kano Nigeria



Dr. Horn started her assessment in Ghana from September 26-27, 2005 and met women leaders of the various producer and trader organizations and also met a large number of traders on field visits. The women discussed in detail their major needs with regards to

information and other issues. They also elaborated the various problems they face as they undertake their daily transactions. In Nigeria, similar workshops were organized in Abuja and Kano where an appreciable response came from women operating in various agricultural fields. Benin was also visited and similar assessments were carried out. Initial results revealed that similar needs cut across all countries in which the assessment was carried out. This will help MISTOWA design a single action plan that can be replicated in all the countries to address these issues.

PIR 4. Nigeria

PIR 4.1. Effectiveness of Existing and New MIS in Nigeria Improved

Following an in-house preparatory meeting held on July 11, 2005 comprising NAMIS, MISTOWA and IITA at NAMIS office, the MIS unit participated in the first steering committee meeting of the National Agricultural Market Information Network (NAMIN). The meeting was held at the Abuja Securities and Commodities Exchange office. The steering committee comprised members of the National Agricultural Market Information Service (NAMIS), International Institute of Tropical Agriculture (ICP and PROSAB projects), Abuja Securities and Commodity Exchange and MISTOWA. Dr. Chuma Ezedinmma of IITA made a brief MIS presentation on the MISTOWA organized MIS international training held in Accra in June 2005. The meeting discussed technical issues bordering on number of commodities selected for the project, number of markets covered, collection of market prices, frequency of data transmission, enumerators' stipend and timely dissemination of information and sustainability of NAMIN. The number of commodities on which price data is being collected has been increased from 20 to 30 covering major staples, perishables, livestock as well as transportation cost and cost of inputs. Wholesale and retail prices of MISTOWA selected commodities from Dawanau, Yankaba, Lagos Mile 12, Bodija and Gwagwalada were collected and uploaded to the trade portal.

NAMIS organized a three-day workshop on market price data collection for all enumerators involved in the MIS network from September 28-30, 2005 at Lokoja in Kogi state. NAMIS has also planned a monitoring supervision mission to the selected

ADPs to check the activities of the enumerators involved in MISTOWA price data collection.

The Dawanau ICT manager attended a meeting on Community Radio initiative at the World Bank office in Lagos on August 17, 2005 and discussed issues with the bank officials on Farm Radio and terms of collaboration with MISTOWA project on market information systems using radio initiative. The bank officials promised to sponsor the Fadama project by establishing a radio station in each of the selected 18 states in Nigeria and from where market prices and other relevant market information will be disseminated.

PIR 4.2. Capacities of TOs and POs Strengthened

MISTOWA concentrated its efforts in the quarter to strengthen the effectiveness of POs and TOs in Dawanau, Yankaba and the Lagos Mile 12 markets. On July 20, 2005 an organizational management training workshop was organized for 23 selected association members comprising 21 men and 2 women at Royal Tropicana hotel in Kano. A similar training program was organized in Lagos Airport Hotel on July 29, for 31 participants comprising 29 traders and 2 producers from Perishables Association, Finished Cassava Products Association and Grain Sellers Association. Then in within the same period, 309 cassava processors comprising 75 males and 234 females in Lagos state were trained in processing quality cassava chips and industrial starch production. Skill enhancement training was conducted by CRC for a second batch of traders and producers from Dawanau, Yankaba, Lagos Mile 12 market, RIFAN and FEPSAN in September, 2005. The training took place at the Multipurpose Ige CRC, Kaduna and participants were selected from Kano zone involving 22 males and 1 female. The other training took place at CRC Abeokuta for participants from Lagos zone and involved 19 males and 5 females. The participants were trained on the use of computers, use of internet and email services and the use of excel and word files to keep trade data and other records.

Twelve members, comprising 7 men and 5 women of Lagos Mile 12 Grain Dealers Association supplied 720 mt of maize to Ajose Farms, Sanders Feeds and Pfizer Feeds Ltd amounting to US\$436,364. Resource persons from ADPs conducted training for Lagos Mile 12 Perishables Association on grades and standards using tomatoes and

onion. This training was done every Thursday in July involving 3,152 women and 1,461 men. As a result of the regular training activities put in place for association members in Lagos Mile 12 market and the benefits some of them have already derived from the project compelled new members to join some associations. Thirteen new members joined the Grains Association whilst 17 new ones also joined Finished Cassava Products Association.

A regional workshop organized for producers in Cotonou, Benin was attended by selected producers in Nigeria. The workshop served as a platform for producers from other ECOWAS countries to share experiences and to discuss trade issues.

During the 2nd regional Crop outlook conference in Accra, Ghana from September 19-23, a group of Nigeria participants visited Nima market and met with members of GAPTO who deal in grains. These two groups of traders were able to conclude a business deal by which traders from Dawanau market will sell 100 tons of maize to ten GAPTO members at Nima at a cost of US\$212 per ton and 60 tons of cowpea at US\$682 per ton. Also traders from Lagos Mile 12 market resolved to sell to the 10 GAPTO members, 30 tons of soybeans at a cost of US\$417 per ton.

Two skills enhancement training were organized and conducted by Community Resource Center (CRC) for producer and trader associations in Dawanau and Lagos Mile 12 markets. The training took place at the Multipurpose Bola Ige CRC in Kaduna and Abeokuta from August 1-2 and 4-5, 2005 respectively. The training program was designed to give the association members hands-on computer training using internet and email services, use of Microsoft word and excel to enable them keep records of their daily transactions and trade data. A total of 20 association members comprising 18 males and 2 females drawn from DMDA, Yankaba market, RIFAN and FEPSAN participated in the training. Another set of 20 association members comprising 16 males and 4 females drawn from Lagos Mile 12, NAITA and FEPSAN were trained at Abeokuta.

The computer training going on at Dawanau ICT center is achieving huge successes. On July 30, 2005 Alhaji Auwalu, a trader trainee at the center surfing the internet for trade opportunities made some important contacts which he followed up and eventually got a contract to supply grains including maize and sesame seed over a period of 3 years. Alhaji Auwalu is also in discussion with organizations in Iraq, Turkey, Korea,

Burkina Faso and Niger for the supply of grains. Other trainees are also reporting the benefits and the livelihood changes the ICT training has made in their lives. For example, Habibu Rabju Yalwa of the Lagos Mile 1 market who had previously not used the computer sent this email testimonial (Text Box)

From: HABIBU RABIU YALWA [mailto:habibyalwa@yahoo.com]

Sent: Tue 10/4/2005 5:13 AM

To: Ajao, Gafar <gajao@ifdc.org>

Subject: Appreciation message

I am writing this Email to you, to express my happiness and joy. on the training your organisation gave us at Abeokuta. It is as a result of that training I now registered to learn computer. And please send the email Address of my teacher on that day. I want to send the same message to him.

YOURS, Faithfully.

HABIBU RABIU YALWA

Mile 12 market.lagos.

Another appreciation message from Paul Iroh of Lagos Mile 12 reads “*We the mile 12 International Market are using this opportunity to thank MISTOWA and all the people who have made it possible for mile 12 market to receive the computer equipment and the financial assistance with regards to our resource center in our market. Our thanks go to Dr. Kofi Debrah, Patrice Annequin, Emmanuel Alognikou and Henry Ekpiken, Blessing Ihediwa and Kuku Kola. However the mile 12 international market promise to make sure is put into good use. We thank you all once, twice and a million times and we pray that MISTOWA will continue to have the wisdom to complete the four years program in Nigeria*”

4. Project Management and Administration

Staffing

Raymond Grant recently joined the MISTOWA team as its new Business and Trade Adviser. He holds a Business Administration degree in Economics and an MBA from the University of West Florida. While obtaining his masters, Raymond worked as a Business Analyst for the Haas Center for Business Research and Economic Development. His job included analyzing business trends, creating business surveys, and developing

economic research studies. After completing his studies, Raymond volunteered with the Peace Corps in Mali from 2001 to 2003. While in Mali, Mr. Grant volunteered in a small bank where he developed training workshops for rural bank managers. He also taught entrepreneurs modern business practices, such as how to create a business plan, develop marketing strategies, and credit and savings techniques.

Performance Monitoring and Evaluation

MISTOWA received a consultant from USAID/WARP to perform data quality assessment of the M & E plan and to audit the benchmark data. The COP and the M & E officer provided detailed information on the plan, sources of data, difficulties and challenges in the collection of trade data. The consultant helped refine several definitions and clarify the methodology. Based on this, the M & E plan was revised to include the findings.

Grant Management

Grant recipients completed documentation and received their equipment. Installation and arrangements for internet connectivity as well as programmed training sessions for their effective use began.

Reports Prepared and Submitted

During the reporting period, MISTOWA staff and implementing partners attended workshops and meetings and presented project-related papers. The project continued to produce reports and Newsletter, some of which are listed in Table 5.

Table 5: MISTOWA Reports, July – September 2005

Report	Submitted to/status
NAMIS Bulletin/Newsletter (Nigeria); Jul-Sep, 2005	Circulated to 1,600 subscribers in Nigeria
Banikoara community diagnostic study to establish benchmarks for indicators. Working Document No.1.	In draft form
Structure, Status and Needs of Producer and Trader Organizations in Selected Countries by Bissi Prosper and Kofi Debrah . MISTOWA	Being finalized for circulation to the Producer and Trader organizations

Report	Submitted to/status
Working Document No.2	
MISTOWA Information Monthly Newsletter (Jul-Sep)	Circulated to a mailing list 1,700 subscribers. Available on the project website for downloading. 500 hardcopies in English and 1,000 copies in French distributed every month in the 7 project's countries.
Monthly activity reports from Field Coordinators	Available in MISTOWA office.
Proceedings of the 2 nd Regional Crop Outlook Conference held in Accra, Ghana, Sept 2005	Circulated to participants, available with related documents on the project's website.

Key Visitors

A summary list of visitors received during the quarter is given below.

Date	Visitor	Institution	Purpose
7 July 2005	Dr. (Mrs) Adiya V. Ode	Assistant Livelihoods Advisor Growth Team (DFID)	Visit to MISTOWA office to enquire about its activities with traders & producers, specifically its activities at the Dawanau market/ICT centre in Nigeria
18 July 2005	Team of DFID	-	Visit to the Dawanau ICT centre in Nigeria
12 July 2005	Theodore Akuffo	GAIDA/APFOG	Discussion on the proposition to organize a training for untrained members of GAIDA
12 July 2005	Mike Awuah	GAIDA/APFOG	Same as above
23 July 2005	Manuela Janson	Cordaid Central & Dept. Program Officer	Explore areas of collaboration with MISTOWA
23 July 2005	Lucian Peppelenblos	Advisor Sustainable Chain Dvpt., KIT	Explore areas of collaboration with MISTOWA
25 July 2005	Leanne MacDougall	DQA Consultant for USAID	Discuss Data Quality Assessment
25 July 2005	Bernadette Mitchell	Deputy Director,	Information on

	(Bundy)	Office of Sustainable Dvpt. USAID	MISTOWA
25 July 2005	Amanda Fernandez	USAID/WARP	Information on MISTOWA
25 July 2005	Scott Clarke	Operations Manager Technoserve	Collaboration with MISTOWA on ICT
25 July 2005	Denise A. Clarke	Programme Manager IICD	Collaboration with MISTOWA on ICT
25 July 2005	Cynthia Evans	Peace Corps Ghana (SMDP)	She was here to have first hand information on arrangement done so far for the 2 Peace Corps volunteers for the 2 zonal offices
12 Sept. 2005	Dr. Michael Abu-Sakara Foster	Sasakawa Africa Association	Collaboration with IFDC-MISTOWA

5. Activities Planned (Oct-December 2005)

MISTOWA staff, partners and stakeholders provided input into the development of the work plan at a work planning workshop held in Ouagadougou, Burkina Faso, 23-26 August 2005. The workshop provided the forum for stakeholders and beneficiaries to review MISTOWA performance in FY 05 and to provide input for the development of the FY 06 work plan. The activities proposed under the FY 06 work plan have been collapsed into 25 major activities organized by sub-PIRs. PIR 1 has 6 activities, PIR 2, 11 activities, PIR 3, 5 activities and Project Management, 3 activities. It is presented in a Gantt Chart, showing the periods of execution per activity. A narrative of activities to be undertaken in the Quarter , October to December follows.

MISTOWA FY 06 (Oct 05 - Sep 06) Monthly Work Plan

Specific program activities	O	N	D	J	F	M	A	M	J	J	A	S
	c	o	e	a	e	a	p	a	u	u	u	e
	t	v	c	n	b	r	r	y	n	l	g	p
PIR 1.1 Effectiveness of Existing and New MIS Improved												
<i>Activity 1: Finalization of the RESIMAO platform, MIS partners' websites needs assessment, website creation or upgrading as necessary, and technical training for managers to manage the sites effectively</i>	x	x	x						x	x		
<i>Activity 2: Follow-up training to incorporate ICT in data collection and transfer to <www.wa-agritrade.net> for previously trained market information enumerators from RESIMAO RIZAO and selected POs and TOs</i>			x	x			x				x	
<i>Activity 3: Undertake an international study tour to Kenya to learn new MIS experiences from public and private sector</i>	x											
<i>Activity 4: Organize the 2nd International Training Workshop on Strategies for Strengthening Regional Market Information Systems including POs and TOs</i>								x				
PIR 1.2 National MIS better linked to improve information dissemination												
<i>Activity 5: Organize national and regional consultative meetings and workshops for MIS stakeholders to discuss and harmonize market information collection and dissemination strategies including SIGOA-TOPS (ECOWAS)</i>		x		x		x		x		x		x
<i>Activity 6: Train selected trainers from MIS and partner institutions to do commodity trend analysis</i>	x	x										
PIR 2.1 Organizational Capacities of TOs and POs Improved												
<i>Activity 7: Conduct inventory of needs and membership for POs, TOs and commodity observatoires and support them to hold their annual meetings to discuss management and membership issues</i>		x	x	x	x					x	x	x
<i>Activity 8: Assess website needs of POs and TO partners, create or upgrade as necessary and conduct</i>												

MISTOWA FY 06 (Oct 05 - Sep 06) Monthly Work Plan

Specific program activities	O	N	D	J	F	M	A	M	J	J	A	S
	c	o	e	a	e	a	p	a	u	u	u	e
	t	v	c	n	b	r	r	y	n	l	g	p
<i>technical training for selected managers to manage the sites effectively</i>	x		x		x		x		x		x	
<i>Activity 9: Conduct organizational management and associations building training for PO and TO at the national level and help them re-organize internal structures and business plans</i>	x	x			x	x		x		x		
<i>Activity 10: Organize an International Training on the Strategies for the Sustainable Management of Agricultural Trade Associations</i>									x			
PIR 2.2 Improved Access to Market, Trade and Production Technology Information												
<i>Activity 11: Follow-up training to incorporate ICT in data collection and transfer to www.wa-agritrade.net for previously trained market information enumerators from selected PO and TO</i>	x		x			x			x			
<i>Activity 12: Facilitate the participation of POs and TOs in events related to market, trade and production technology information access and business opportunities (trade fairs, commodity fora, etc)</i>	x	x	x	x	x	x	x	x	x	x	x	x
<i>Activity 13: Follow up training in trade capacity building on import and export procedures in ECOWAS including custom regulations, external tariff, etc)</i>			x		x				x			x
<i>Activity 14: Follow up or new training for POs and TOs in Business, Marketing, Financial Management and Record Keeping</i>				x			x			x		x
<i>Activity 15: Assist partners to improve their communication skills and provide information to members through appropriate media</i>					x			x		x		
PIR 2.3: Improved Advocacy and Negotiation Skills												
<i>Activity 16: Organize an advocacy training for leaders of POs and TOs and coaching to prepare position papers to lobby for changes in the intra-regional trade environment, particularly transport constraints.</i>					x	x						

MISTOWA FY 06 (Oct 05 - Sep 06) Monthly Work Plan

Specific program activities	O	N	D	J	F	M	A	M	J	J	A	S
	c	o	e	a	e	a	p	a	u	u	u	e
	t	v	c	n	b	r	r	y	n	l	g	p
<i>Activity 17: Organize a regional workshop to create awareness on road transport constraints encountered by traders along the trade corridors.</i>												
						x						
PIR 3.1: General and Specific Constraints to trade, issues of Grades and Standards addressed												
<i>Activity 18: Initiate action to develop commodity grades and standards for trade facilitation in the ECOWAS space.</i>		x	x	x	x	x	x	x			x	
PIR 3.2: Better Intra-regional trade data in key commodities available												
<i>Activity 19: Organize crop outlook conferences.</i>						x		x				x
<i>Activity 20: Train and involve selected trade associations in trade data documentation to track volume and value of imports and exports.</i>	x	x	x	x	x	x	x	x	x	x	x	x
<i>Activity 21: Conduct training for selected producer and trader organizations to collect data for product availability mapping (cartography) on pilot basis.</i>		x	x	x				x	x	x		
PIR 3.3: Cross –cutting issues (HIV/AIDS), Gender and Environment addressed												
<i>Activity 22: Training for MISTOWA staff and partners for integrating gender, HIV and environment issues into project.</i>	x	x			x				x			
Project Management												
<i>Activity 23: Review applications, award grants and monitor progress on grant utilization.</i>	x			x			x				x	x
<i>Activity 24: Monitor the implementation of the MISTOWA M & E plan.</i>	x	x	x	x	x	x	x	x	x	x	x	x
<i>Activity 25: Organize the 2nd Project Advisory Committee and Work Planning Meetings for FY 07</i>											x	

Work Plan October to December –Narrative

Activity 1: Finalization of the RESIMAO platform, MIS partners' websites needs assessment, website creation or upgrading as necessary and technical training for web managers to manage the web sites effectively.

Period: October, November, December, 2005 and Jun and Jul 2006

Countries/Locations: RESIMAO countries (Benin, Burkina Faso, Ivory Coast, Guinea, Mali, Niger, Senegal and Togo) plus SRID in Ghana and NAMIS in Nigeria

Benchmarks/Targets:

1. Version 3 of the RESIMAO database and information exchange platform www.resimao.org is fully developed and mechanisms for collecting and exchanging data with the trade portal www.wa-agritrade.net are established.
2. At least 4 national RESIMAO affiliate websites are developed
3. At least 40 man days (4 trainees, 10 total days) of specialized web management training is provided and the sites are kept up to date.
4. Trained website managers track and report website usage statistics every quarter
5. Technical support provided for FACIA to manage the AFAMIN website.

Human Resources/Institutions: Geekcorps, MISTOWA/RESIMAO technical training team, BusyLab, ZADI, CTA and MIR.

Activity 2: Follow-up training to incorporate ICT in data collection and transfer to www.wa-agritrade.net) is provided for previously trained market information enumerators from RESIMAO, RIZAO, and selected PO and TO.

Period: November and December, 2005

Countries/Locations: Benin, Burkina Faso, Ghana, Mali, Niger, Nigeria, Senegal and Togo.

Benchmarks/Targets:

1. Impact assessment surveys conducted to ascertain impact of earlier ICT training
2. 240 man days (15 participants, 2 days in each country) to receive follow up training in ICT use for data management.
3. At least 10 trainees in each country use ICT tools to collect and transmit data from existing and at least five new markets

4. At least 5% increase in the use of SMS (cellular phone text messages) to access market information.
5. Training provided for FACIA and their national affiliate information officers to use ICT to collect and transfer information on agricultural inputs on the AFAMIN website.

Human Resources/Institutions: Geekcorps, MIR, FACIA, MISTOWA/RESIMAO technical training team, BusyLab, IICD, Local consultant (Atohou), EPAT (Burkina Faso), ICT Training Centers and others.

Activity 3: Undertake an International Study tour to Kenya to learn new experiences on public-private sector partnership in the generation and dissemination of market information.

Period: October 8-15, 2005

Countries/Locations: RESIMAO representatives from Burkina Faso and Niger, NAMIS from Nigeria and E-commerce market enumerators from Ghana.

Benchmarks/Targets:

1. One international study tour that will result in new experiences by participants
2. Participants from each country write an end of tour report on their experiences and how they intend to apply knowledge acquired.

Human Resources/Institutions: MISTOWA/RESIMAO, RATIN, KACE, RATES.

Activity 5: Organize national and regional consultative meetings and workshops for MIS stakeholders to discuss and harmonize market information collection and dissemination strategies including SIGOA-TOPS, ECOWAS.

Period: Oct 05 to Sep 06

Countries/Locations: Each of the six and four new MISTOWA focus countries.

Benchmarks/Targets:

1. One, ½ day meeting per country per month
2. One week RESIMAO regional workshop under the theme “Adaptation of methods to collect and analyze agricultural markets evolution in West Africa” for 50 participants held in Cotonou, Benin 14-18 November 2005.
3. A special consultative meeting held between MISTOWA and SIGOA-TOPS to identify areas of collaboration and complementarity

Human Resources/Institutions: RESIMAO, MISTOWA, ECOWAS SIGOA-TOPS, CILSS, CTA & Partners.

Activity 6: Train selected trainers from MIS and other partner groups to do commodity trend and market outlook analysis and reporting.

Period: November and December 2005

Countries/Location: Accra, Ghana and Abuja, Nigeria

Benchmarks/Targets:

1. 60 man days of training provided for a core group of MIS staff from the public sector

Human Resources/Institutions: John Dunmore (USDA) and selected associations, NAMIS and SRID MOFA); Alognikou (accompanies Dunmore for language and technical assistance).

: *National Partners Consultative Meeting*

Activity 7: Conduct inventory of needs and membership for POs, TOs and commodity observatories and support them to hold their annual general assemblies to discuss issues related to management, membership and how to overcome challenges.

Period: November to December 2005;

Countries/Location: All six MISTOWA focus countries plus new inventories in Ivory Coast, Guinea, Niger and Togo.

Benchmarks/Targets:

1. Inventory conducted on at least 100 new producer and trader organizations including the commodity observatoires in the six focus countries.
2. Inventory conducted on at least 400 producer and trader organizations including the commodity observatoires in the four new countries
3. ROESAO, FACIA, ROPPA, RECAO and their national affiliates supported to hold their Annual Assembly General to discuss issues related to their organizations

Human Resources/Institutions: MIR, PO and TO Advisors and partners in the field.

Activity 8: Assess website needs of PO and TO partners, create or upgrade websites as necessary and conduct technical training for selected managers to manage the sites effectively.

Period: October, December, 2005

Countries/Locations: For selected POs and TOs in Benin, Burkina Faso, Ivory Coast, Ghana, Guinea, Mali, Niger, Nigeria, Senegal and Togo

Benchmarks/Targets:

1. Websites developed for at least 3 regional or national level POs and TOs
2. At least 30 man days (3 trainees, 10 total days) of specialized web management training is provided and website is kept up to date.
3. Trained website managers track and report website usage statistics every quarter

Human Resources/Institutions: Geekcorps, MISTOWA technical team, Agriterra (Joost Dam), local consultants.

Activity 9: Conduct organizational management and associations building training for PO and TO leaders at the national level, help them re-organize their internal structure as necessary, and to develop business plans.

Period: October and November, 2005,

Countries/Locations: For selected POs and TOs in Benin, Burkina Faso, Ivory Coast, Ghana, Guinea, Mali, Niger, Nigeria, Senegal and Togo

Benchmarks/Targets:

1. 600 man days (15 participants, 4 days in 10 countries) to receive training in organizational management.
2. At least 10 new members register to the join each association as a result of the training and membership drive in each country.
3. At least 3 national PO and TO organizations review their constitution, elect officers and register their association officially.

Human Resources/Institutions: MISTOWA, International consultant (e.g Jim Stanelle).

Activity 11: Follow-up training to incorporate ICT in data collection and transfer to www.wa-agritrade.net) for previously trained market information enumerators from selected PO and TO.

Period: October, December 2005

Countries/Locations: Benin, Burkina Faso, Ghana, Mali, Niger, Nigeria, Senegal and Togo.

Benchmarks/Targets:

1. Impact assessment survey conducted to ascertain the impact of the earlier ICT training

2. 240 man days (15 participants, 2 days in 8 countries) to receive follow up training in ICT use for data management.
3. At least 10 trainees in each country use ICT tools to collect and transmit data from the existing and at least five new markets
4. A least three successful impact stories of ICT use published
5. Road transport associations members of the TOs are trained to provide information on transport movement (capacities, estimated dates of departure from the origin, estimated date of arrival at destination, contacts at origin and destination etc) to feed the trade portal transport movements page

Human Resources/Institutions: Geekcorps, MISTOWA/RESIMAO technical training team, BusyLab, IICD, Local consultants (e.g Atohoun), EPAT (Burkina), ICT Training Centers and others.

Activity 12: Facilitate the participation of POs and TOs in events related to market, trade and production technology information access and business opportunities (trade fairs, commodity fora, etc)

Period: October 05 to Sep 06

Countries/Locations: MISTOWA focus countries and others

Benchmarks/Targets:

1. Relevant trade fairs and similar events in the region identified by early November
2. Special training and coaching are provided to event participants at least a month before each event for maximum benefit from the event
3. Training and coaching provided for prospective participants in the International Agricultural Trade Fair (FIARA) in Dakar in February 2006.
4. MISTOWA co-organizes Bourse de Karite with TFK (Burkina Faso) in November and sponsors at least 30 Shea association members from six countries to participate in the Bourse de Karite in Burkina Faso (Nov 17 and 18 2005).
5. Support provided for:
 - a. Cassava forum and launching of Lagos Mile 12 Market Association' s ICT center in December 05

- b. The business development forum for farmers, input dealers, commodity traders, credit agencies and processors in Nigeria
- c. The Onion forum in Mananville, Benin in November
- d. Livestock Forum in Dakar with FETLIS in February
- e. Trade forum in Sikasso, Mali in partnership with PRODEPAM, CONOESAM, Trade Mali and participation from Burkina Faso in January 06
- f. Participation in the Africa Fertilizer Forum in Abuja in June 06
- g. Participation in a regional or international study tour.

Human Resources/Institutions: Trade Association partners, ECOWAS, Chambers of Commerce and Local Consultants.

Activity 13: Follow up training in trade capacity building on import and export procedures in ECOWAS including custom regulations, external tariff, etc)

Period: November 2005,

Countries/Locations: Benin, Burkina Faso, Ghana, Mali, Nigeria and Senegal

Benchmarks/Targets:

1. Impact assessment survey conducted to ascertain the impact of an earlier trade capacity building training
2. 240 man days (20 participants, 2 days in 6 countries) to receive follow up training in procedures for export and imports in ECOWAS space.
3. MIR and MISTOWA provide joint training for members of FACIA, FEPSAN and AIDAs in Nigeria, GAIDA in Ghana and other in-country input dealer associations

Human Resources/Institutions: MISTOWA staff, MIR, ECOWAS, Chambers of Commerce, FISCONSULT (Burkina Faso) and Local Consultants.

Activity 14: Follow up or new training for POs and TOs in Business, Marketing, Financial Management and Record Keeping

Period: December 2005,

Countries/Locations: 10 ECOWAS countries

Benchmarks/Targets:

1. 600 man days (20 participants, 3 days in 10 countries) to receive follow up or new training in business, marketing, financial management and record keeping.
2. MIR and MISTOWA provide joint training for members of FACIA, FEPSAN and AIDAs in Nigeria, GAIDA in Ghana and other in-country input dealer associations.

Human Resources/Institutions: MISTOWA staff, MIR, Local Consultants (HopeSpring (Ghana), INADESS, CESA0 (Burkina Faso).

Activity 18: Initiate action to develop commodity grades and standards for trade facilitation in the ECOWAS space.

Period: November 2005 to September 2006

Countries/Location: All countries

Benchmarks/Targets:

1. National and Regional Standardization Secretariats established in selected countries by November.
2. Technical committees and sub-committees on grades and standards established in selected countries and monthly meetings held to review texts of standards
3. National standardization authorities receive and approve the standards by the technical committee and a regional grades and standards awareness workshop held by Sep 07

Human Resources/Institutions: USDA (Dorian LaFond), MISTOWA staff, ECOWAS, WAEMU, Standard Boards, Partners.

Activity 20: Train and involve selected trade associations in trade data documentation to track volume and value of imports and exports.

Period: October 05 to September 2006

Countries/Location: Involves all countries.

Benchmarks/Targets:

1. Intra-regional maize exports and imports tracked by RECOPROV(Benin), APLS (Mali), DMDA and Lagos Mile 12 markets (Nigeria)
2. Intra-regional cashew exports and imports tracked by URPAZ-C (Benin) and Association WOUOL (Burkina Faso)

3. Intra-regional cassava and cassava products exports and imports tracked by GCP/BA (Benin) and DMDA and Lagos Mile 12 markets (Nigeria)
4. Intra-regional shea butter/nut exports and imports tracked by UCGF-Banikoara), Table Filière Karité (Burkina Faso) and DMDA market (Nigeria)
5. Intra-regional cattle exports and imports tracked by UNACEB-Bu (Burkina Faso), SOGEMAF (Mali), Ghana National Association of Cattle Dealers (Ghana) and DMDA market (Nigeria)
6. Intra-regional rice exports and imports tracked by ONRiz (Burkina Faso), DMDA market (Nigeria) and UNACOIS (Senegal)
7. Intra-regional onion exports and imports tracked by GAPTO (Ghana), Yankaba and Lagos Mile 12 market (Nigeria)
8. Intra-regional tomatoes exports and imports tracked by Yankaba and Lagos Mile 12 markets (Nigeria)
9. Intra-regional fertilizer exports and imports tracked by FACIA for the region and FEPSAN for Nigeria.

Human Resources/Institutions: MISTOWA M & E staff, MIR, FACIA, Selected Trade Associations etc.

Activity 21: Conduct training for selected producer and trader organizations to collect data for product availability mapping (cartography) on pilot basis.

Period: November and December 05, May to June 2006

Countries/Location: Burkina Faso, Mali and Senegal.

Benchmarks/Targets:

1. CNCR/ASECAW in Senegal collect production outlook data in four regions in (St Louis, Laouga et Theis and Dakar) area

Human Resources/Institutions: MISTOWA M & E staff, Selected Producer Associations etc.

Activity 22: Training for MISTOWA staff and partners for integrating gender, HIV and environment issues into project.

Period: October and November 05, February and June 2006

Countries/Location: Involves all countries

Benchmarks/Targets:

1. MISTOWA and partner staff use gender mainstreaming in project analysis and reporting
2. MISTOWA and partners use their communication media to disseminate information on gender, HIV/AIDs and environment

Human Resources/Institutions: AMEX Consultant (Nancy Horn), MISTOWA M & E staff, and representatives of the Selected Trade Associations, AWARE project, Lagos-Abidjan Corridor Project..

Activity 23: Review applications, award grants and monitor progress on grant utilization.

Period: October 05,

Countries/Location: Involves all countries

Benchmarks/Targets:

1. Applications reviewed and grants awarded
2. Reports on grant utilization received and reviewed

Human Resources/Institutions: MISTOWA Management Team.

Activity 24: Monitor the implementation of the MISTOWA M & E plan.

Period: October 05 to September 06

Countries/Location: Involves all countries

Benchmarks/Targets:

1. Report of the ICT training impact prepared by December 05
2. Trade data collection modules developed and distributed to selected trade associations staff for data documentation
3. At least three M & E data quality assessment missions undertaken each quarter.
4. At least one MISTOWA-supported impact story is published each quarter.

Human Resources/Institutions: MISTOWA M & E Team and partners.

6. Attachments

A. Trip Reports

Patrice Annequin / Trip report to CTA and Agriterra, The Netherlands, July 2005

From: Patrice Annequin
To: Kofi Debrah, Chris Amedo, Ibrahim Toure, Charles Nouatin and Emmanuel Alognikou
Cc: Rob Groot, John Allgood, Amit Roy, Ian Gregory
Subject: Trip report to CTA and Agriterra, The Netherlands
Date: July 11-13, 2005

1.0 Purpose of the Trip

- To meet CTA and Agriterra officers to prepare FY 2006 work plan

2.0 Itinerary

21 May: Accra – Amsterdam (KLM)
22 May: Amsterdam – Lyon (KLM)

Meeting with CTA – Wageningen, 11 & 12 July

Koda TRAORE prepared my visit to CTA, starting with a courtesy visit to Dr Neun, the newly appointed Director of CTA. As a BMZ, he formerly worked with CILSS in Burkina Faso, but was not aware of IFDC scope of work and current activities in the region. This was a lively meeting, with a very good atmosphere. I have no doubt that IFDC will develop its collaboration with CTA in the coming years. Dr Neun will appoint someone (probably one of the 3 directors) to attend the PAC in Ouaga in August.

This was followed by a presentation of MISTOWA and a short presentation of CTA's activities, and a series of 6 individual meetings, and finally a wrap up session with Koda Traoré and Rodger Obubo.

We decided to write a common report which will be available by July 20.

The major conclusions are as follows:

In general

We all recognize that CTA and IFDC have a lot of common objectives and partners that must lead to a closer cooperation in the coming years, with MISTOWA being a key component of this collaboration but not limited to it.

MOU: CTA is willing to have a MOU with IFDC (Dr Neun, Th. Doudet and Koda Traoré). However, IFDC must be aware that, beside the fact that Dr Neun has just started his 5-years term, CTA will revise and set up its new 5-years strategic plan by the end of 2005 (I am

invited to participate to a meeting planned in December in that respect). This can have an impact on the effective date of the signature of such an MOU.

Budget and work plan 2006: MISTOWA can count on CTA to sponsor almost all activities related to information and communication, with limitation for salaries, equipments and overheads. Regarding financial issues for FY 2005, CTA will try to list and evaluate the financial contributions of all their activities linked directly (e.g. regional trainings) or indirectly (national trainings and support, QAS, etc) to MISTOWA objectives.

At regional level (Koda for ICT, Rodger for regional training; Jose Fonseca, programme coordinator for regional organizations and networks)

RESIMAO: CTA will continue its support to RESIMAO and ZADI to implement the road map. The latest developments (version 2 of the RESIMAO website, technical meeting in Accra in June) were decisive and reassured CTA about efficiency and pertinence of allocating so many resources and efforts towards RESIMAO.

Observatories: CTA shares our view that Observatories have the potential to become the most efficient tool to build strong “interprofessions” in the region. They can be the commodity MIS, provided the existing (onion, roots & tubers) and the planned observatories (fruits & vegetables, livestock) have a clear and accepted mandate and scope of work, especially in terms of data collection (should only gather and add value to existing data and information) and representativeness (should involve the real stakeholders). We agreed on supporting the ORO (onion), and to push the CMA agenda to give top priority to the livestock observatory.

At national level (Ibrahim Tiemogo, in charge of national programmes; Thierry Doudet, head of information and communication management)

CTA is engaged with ANOPACI in Cote d’Ivoire, AOPP in Mali, and GNAFF in Ghana, all of them being national umbrellas for POs in their respective countries. We agreed on collaborating to strengthen activities with them in the framework of MISTOWA.

Cote d’Ivoire: IFDC can strengthen the ANOPACI MIS, which is developed in collaboration with OCPV(RESIMAO) and several local partners. CTA invests a lot there, and is regarding this project as very promising. I reiterate that IFDC will consider re-allocating a portion of the ROPPA equipment grant if ANOPACI send us a request.

Mali: CTA will call AOPP (PO, member of ROPPA) to involve MISTOWA in the elaboration of the project proposal to be submitted to CTA in order to set up an MIS. AOPP is collaborating with OMA to monitor some 15 commodities in the 6 regions of Mali. AOPP needs support to build its capacities in project formulation, market analysis and dissemination. As for ANOPACI, MISTOWA can re-allocate some funds / equipments to AOPP if necessary.

Ghana: GNAFF is not performing well, and CTA is very interested in supporting other PO in Ghana. APFOG (and FONG) can be those. The fact that APFOG is working with IFDC and will receive some IT equipments is important to CTA.

Nigeria: Thierry Doudet is very interested in developing new activities to strengthen PO in Nigeria. I suggested that RIFAN or the Cassava Growers Association can be selected, as we already know them and support them for IT (grant) and capacity building.

Information and communication (Sarah Bel, Vincent Fautrel, Vivienne Obuya)

Sarah Bel (publications officer) provided us with the new “charte graphique” of CTA, to be used whenever we refer to CTA (e.g. MISTOWA website, leaflets, etc). She proposed to sponsor a 8 mn video documentary in September, filmed by People TV (based in Paris), and focusing on the use of ICT by farmers and traders for developing regional agric trade. This documentary will be broadcasted by 35 national TVs, and will be available also on DVD.

Vincent Fautrel (planning and corporate services, in charge of the CTA Agritrade portal) welcomed the idea of having dynamic links (RSS) between CTA websites and MISTOWA supported websites (e.g. www.wa-agritrade.net), including CTA’s Agritrade.

Vivienne Oguya is in charge of the Questions & Answers Services, which we believe can raise visibility and efficiency of MISTOWA and partners’ information platforms by bringing more demand driven request for information. CTA has already functional nodes of QAS (Questions & Answers Service) in West Africa (INSAH Mali for sahelian countries, Cote d’Ivoire for coastal countries, Ghana, Nigeria).

Meeting with AGRITERRA – Arnhem, July 13.

Kees BLOKLAND (MD), Franz Van HOOH, Jose (M&E/finance)

I transmitted the letter of invitation for the MISTOWA PAC in Ouaga on 23-25 August to Mr Blokland. Agriterra will commit someone to this meeting.

Strategies

I presented briefly the major achievements of MISTOWA up to now, focusing on issues and constraints we are facing to implement our strategy and work plan, which rely on the regional networks. I highlighted the constraints due to late recruitment of POA and field staff, and the weaknesses and poor reactivity of the regional bodies of our partners.

The case of ROPPA was reviewed. We agreed that ROPPA is sometimes too bureaucratic, and also disconnected from PO’s concerns. It is difficult to get from ROPPA a clear understanding of what they expect from us, as no action plans and budgets are made available. There are obviously serious mismatches between ROPPA and local POs’ objectives and priorities. Absence of application from ROPPA for the equipment grant and difficulties encountered for the recruitment and hosting of Charles Nouatin at ROPPA’s HQ in Ouaga were cited as examples of this situation.

We agreed that MISTOWA and AGRITERRA should then quickly shift their focus from ROPPA to national POs, with ROPPA having a monitoring role instead of an implementing one. Thus, action plans and related budgets should be designed directly towards and with national PO such as FUPRO, AOPP or ANOPACI.

This alternate approach fits in a “filiere” or “interprofessional” approach, where Observatories will have a major role to play in linking PO with other stakeholders (TO, policy makers, MIS) when its comes to a regional scope.

Support

Agriterra regrets that poor communication and information with MISTOWA led to almost no direct input from them to the project and its partners activities. They reiterate their willingness to be an active player and to provide expertise wherever and whenever it is necessary, when their role has been more restricted to a “donor”.

Apart from the newsletter which is their major source of info, MISTOWA should share with Agriterra the country monthly reports from our country coordinator, quarterly reports, and every report, proceeding and minutes involving POs. Up coming events and detailed action plans should be also shared sooner, in order to allow Agriterra to review it on time and possibly propose their own inputs. I inform them that the newly recruited Business and Trade Advisor will seriously improve our planning and information capacities, and that we should be able to have a 3 months detailed calendar of events plan.

The bottom line is to manage the funds made available by Agriterra. Only a small percentage of them have been used this year, which is not acceptable. Jose, who is in charge of financial monitoring of the project at Agriterra, is only in contact with Debbie at HQ. I think that beside this relationship with HQ, direct contacts between Accra (Kofi, Victoire) and Jose will help to avoid that a similar situation occurs in the next years.

Staffing

Agriterra will consider any request from MISTOWA to strengthen human resources for the project. We tackled the issue of boosting partners’ and MISTOWA capabilities for analysis and editing, and dissemination.

I suggested that Agriterra pays salaries and benefits for one editor for MISTOWA (newsletters, market/policy briefs, etc), who will also give training/support to partners’ counterparts for selected PO and (even TOs...) at national or regional level, or observatories. Agriterra can also support salaries and operational costs for “information and communication officers” and/or “trade / policy analysts/advisors” for some POs.

Action: Kofi and Patrice: request officially support for staff (in house and for partners)

Capacity building

MISTOWA must use more widely Agriterra’s support for capacity building. We didn’t valorize and use neither their budget nor their expertise available this year, and they logically complain about under spending and under use of their support.

I strongly advise that all activities related to capacity building e.g. OMT, trade/policy analysis, institutional communication for organizations, etc (as well as for TO, and even for our own staff!) are prepared and conducted in full collaboration with Agriterra for FY2006.

This also includes capacity building in ICT, communication, etc. This component can be developed in collaboration with CTA (see related section of report).

Action: Kofi, Patrice and Charles to work with Franz to elaborate the FY2006 work plan. Suggest that Manon is also involved.

ICT

Although he did not attend the meeting, Joost Dam prepared a one-page doc to list possible Agriterra's inputs to the MISTOWA programme. After reviewing the ICT strategy developed along RESIMAO/CTA/ZADI, Agritrade.net/Buyslab and related websites and IT components (e.g. SMS, radio, etc), it becomes easier for both parties to identify areas of collaboration in ICT.

One component is "development of office solutions", which can help POs and others to manage registrations, accounting, documentation, etc. This can be developed as additional services attached to the websites and platforms proposed to RECAO, ROESAO, etc.

Another component is "online tools" such as "Agro-info". I suggested that Agriterra contacts CTA to possibly have collaborative activities in this field. CTA has already functional nodes of QAS (Questions & Answers Service) in West Africa (INSAH Mali for sahelian countries, Cote d'Ivoire for coastal countries, Ghana, Nigeria).

The last component is an "IT support plan" to users. I recommend that MISTOWA works with Agriterra to develop such a plan to make sure that the IT equipment granted to the partners will be used efficiently.

Action: Patrice, Yachina and Emmanuel to work with Joost and Franz: present the Drupal OSS solution for partners' websites; inform on the equipment grant (grantees, types, staff, timeline, etc);

Kofi Debrah / Trip Report to Dakar, Senegal – July 2005

To: Central Files
From: Kofi Debrah
CC: Rob Groot, John Allgood, Ian Gregory, Feisal Beig, Amit Roy
Subject: Report of trip to Dakar, Senegal, 18-20 Jul 2005
Date: 20 July 2005

Purpose of the trip:

Participate in the 3rd Annual AGOA Forum.

Work with MISTOWA staff (Ibrahim Toure, Traders' Organizations Advisor based in Mali and Sadibou Gueye, MISTOWA field coordinator in Senegal), producer, trader and other partners in Senegal.

Review project progress in Senegal.

Major Conclusions

The private sector forum co-sponsored by the Partnership to Cut Hunger in Africa, Bread for the World and the African Ambassadors' Committee on Agriculture and Rural Development

(a parallel session at the AGOA forum) reiterated the important role farm associations and private sector can play in promoting regional trade.

- MISTOWA staff in Senegal has been successful in getting implementing partners interested and ready to collaborate with the project. Visits and discussions with selected partners have given a clear indication of the strategy to adopt in meeting project objectives in Senegal.
- The IFDC/MISTOWA office located at IDRC is functioning very well and planned activities are being executed smoothly.

Itinerary

Jul 18 Accra (2010H) – Dakar (00:15) via Abidjan

Jul 20 Dakar (1550) – Accra (2010) via Abidjan

Major persons contacted

- Participants of the Private sector forum including Alex Serrano (CLUSA), Ambassador Mattie Sharpless (Special Advisor, USDA) and Ambassador Diop (Mali Ambassador to the USA).
- Gilles Forget (Regional Director) and Fatmata Thiaw (Administration and Projects Manager) IDRC
- Samba Gueye and Awa Diallo (CNCR), Sidi Gueye (President, ROESAO/Senegal) and Ibrahima Ba (Secretary General ROESAO/Senegal), Djibril Diao (ASESCAW), Ousmane Ndiaye (ASPRODEB), Ibrahima Mbengue, President, Federation des Producteurs Mariachers de Niayes (FPMN), Kalidon Ba, Federation des Eleveurs Independents et des Transformateurs Laitiers Senegal (FEITLS); Papa Mademba Ndao, Director General, Ecole Superieur de Communication et de Management (ESCAM).

Description of activities

AGOA Forum (Jul 18)

I attended the special private sector forum co-sponsored by the Partnership to Cut Hunger in Africa, Bread for the World and the African Ambassadors' Committee on Agriculture and Rural Development (a parallel session at the AGOA forum) in the company of Sadibou Gueye and Ibrahin Toure. Panelists discussed various issues related to a) the role of policies, science and technology in building regional agricultural trade and markets b) infrastructure and private sector capacity building for regional market development and c) the role of private sector associations and civil society advocacy in promoting regional agricultural development for poverty reduction. The forum identified key constraints of tariff and non-tariff barriers, inappropriate policies, lack of infrastructure and market information to be overcome if regional trade is to be overcome. The forum concluded they are no easy answers but like team sports, everyone has a role to play to make trade happen.

Working visit (IFDC offices at IDRC and field visits, July 19-20)

We worked with Mme Fatmata Thiaw, Administrator and paid a courtesy visit to Mr. Gilles Forget, the Regional Director of IDRC. IDRC is happy to host IFDC and things are working

well in general. A small modification would be made to the MOU between IFDC and IDRC based on recommendations of an external IDRC audit.

We spent the morning consulting with project partners (CNCR, ROESAO, FACIA) and discussed working relationships and programs. CNCR, the national affiliate of ROPPA in Senegal elected a new president Mr. Samba Gueye. He was accompanied to the meeting by Awa Gueye and Djibril Diao, president of ASESCAW (CNCR member). ROESAO Senegal was reorganized and new officers were elected during the general assembly held in May. Mr. Sidy Gueye was elected president and was accompanied by Ibrahima Ba, Secretary General to the meeting. FACIA was represented by its President Amadou Gjigo. FACIA moved its headquarters temporarily to Dakar to facilitate its official registration as an African federation after which the assembly general to be held in November will decide on a permanent headquarters. This consultative meeting with partners permitted them to better understand the objectives of MISTOWA and for them to know each other. The modalities of collaboration among the partners at the national level were discussed. ROESAO/Senegal made excellent proposals of activities they would like to undertake as pilot for the benefit of other trade associations in the MISTOWA project.

Field visits (training session at ESCOM)

We visited and sat in the MISTOWA-organized training session for producer and trader associations currently going on in Dakar. Fifteen members of CNCR (Producer organization) and ROESAO (trader organization) are being trained in marketing and management. This is a 3-day training given by ESCOM (Ecole Superieur de Communication and Management). We were satisfied with participants' interest and enthusiasm but as the participants explained, there is need for a follow up with the same group of trainees at a later time.

Sangalkam

We visited the "Federation des Producteurs Marachaires de la Zone de Niayes" at Sangalkam. This federation is a member of ROEASA Senegal and has 1666 members producing and exporting fruits and vegetables. They have a cold room and packing space where mangoes are packed and exported to France. Tomatoes, onions and other vegetables are sold in the domestic market and to neighboring countries.

The cattle market

We visited the largest cattle market in Senegal. This market is operated by FEITLS (Federation des Eleveurs Independents et des Transformateurs Laitiers du Senegal), a member of ROESAO, Senegal. FEITLS has membership of about 3,500 members and are made up of livestock and milk producers and traders. Cattle on the hoof from all of Senegal and from Mali, Burkina Faso, Niger and Mauritania converge on this market for resale in Senegal or for re-exports to other neighboring countries. The association is interested in working with MISTOWA in the hope that the project will tackle the perennial problem of road transport difficulties.

Working session to plan August 22 workshop

Prior to my departure, Ibrahim Toure, Sadibou Gueye and I discussed the modalities of inviting partners to the work planning meeting in Ouagadougou and the preparations that will go into the planning. We agreed that our regional partners RESIMAO, ROESAO, ROPPA, FACIA and RECAO will be represented by 2 office holders one of which will serve on the Project Advisory Committee (Comite Consultatif du Projet). Each of the six countries in which we currently work will be represented by a representative each of the national producers' organization, national traders' organizations and the national Market Information Systems. New countries in which we will start working in FY06 will be represented by one person, preferably a producer or trader organizations' representative. In addition, the project will invite representatives of selected commodity associations on which the project will focus for monitoring of the project impact. It was agreed that Sami Traore, MISTOWA coordinator in Burkina Faso will travel to Accra to join the planning team in the third week of July.

The IFDC/MISTOWA office located at IDRC is functioning very well and planned activities are being executed smoothly. I take this opportunity to recognize the excellent work Mr Sadibou Gueye is doing both technically and administratively in trying to meet the objectives of MISTOWA in Senegal.