



United Nations  
Economic Commission for Africa

# **Workshop on strengthening intraregional agricultural trade in Southern Africa**

**Benoni, South Africa  
23 - 25 October 2013**

**Report of the workshop**

**Sub-Regional Office for Southern Africa**



# **Workshop on strengthening intraregional agricultural trade in Southern Africa**

**Benoni, South Africa  
23 - 25 October 2013**

**Report of the workshop**

**Sub-Regional Office for Southern Africa**



# Table of Contents

|  |           |
|--|-----------|
| <b>Acronyms and Abbreviations</b>  | <b>v</b>  |
| <b>Executive Summary</b>   | <b>vi</b> |
| <b>1. Introduction</b>   | <b>1</b>  |
| 1.1 Background   | 1         |
| 1.2 Objectives and Aims of the Workshop  | 2         |
| 1.3 Attendance   | 3         |
| <b>2. Opening Session</b>  | <b>3</b>  |
| 2.1 Opening Remarks  | 3         |
| 2.2 Election of the Bureau   | 5         |
| 2.3 Adoption of the Agenda and Programme of Work   | 5         |
| <b>3. Presentation on “Intraregional Agricultural Trade in Southern Africa: Trends, Issues and Challenges”</b>                         | <b>6</b>  |
| <b>4. Presentations by Partners and Resource Persons</b>   | <b>7</b>  |
| 4.1 Presentation on “Agricultural Trade Reforms in South Africa and their Implications for the Intra-SADC Trade”                       | 7         |
| 4.2 Presentation on “Enhancing Economic Growth and Food Security through Trade”  | 8         |
| 4.3 Presentation on “Improving Competitiveness and Integration of Staple Foods Markets in the COMESA Region”                           | 9         |
| 4.4 Presentation on “Intra-SADC Agricultural Trade: Opportunities, Issues and Challenges as Perceived by the Farmer’s Community”       | 9         |
| 4.5 Presentation on “SADC Market Access for Swazi Sugar: Issues, Challenges and Opportunities Arising from FTA”                        | 10        |
| 4.6 Presentation on “Channelling Information towards Promoting Intraregional Agricultural Trade in the SADC Region – the Role of ICTs” | 11        |
| <b>5. Group Work</b>   | <b>12</b> |
| <b>6. Conclusions and Recommendations</b>  | <b>12</b> |
| <b>7. Closing Remarks</b>  | <b>14</b> |
| <b>8. List of Participants</b>   | <b>15</b> |



# Acronyms and Abbreviations

|           |   |
|-----------|---|
| ACTESA    | Alliance for Commodity Trade in Eastern and Southern Africa     |
| ASEAN     | Association of Southeast Asian Nations                          |
| ATPC      | Africa Trade Policy Centre                                      |
| CAADP     | Comprehensive Africa Agriculture Development Programme          |
| COMESA    | Common Market for East and Southern Africa                      |
| ECA-SA    | Economic Commission for Africa –Southern Africa Office          |
| ESA       | Eastern and Southern Africa                                     |
| EPAs      | Economic Partnership Agreements                                 |
| FTA       | Free Trade Area   |
| GDP       | Gross Domestic Product  |
| HIV/ AIDS | Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome |
| MDGs      | Millennium Development Goals                                    |
| NEPAD     | New Partnership for Africa’s Development                        |
| NTBs      | Non-Tariff-Barriers   |
| PSFL      | Private Sector Foundation of Lesotho                            |
| ReNAPRI   | Regional Network of Agricultural Policy Research Institutes     |
| SACAU     | Southern African Confederation of Agricultural Unions           |
| SACU      | Southern African Customs Union                                  |
| SADC      | Southern African Development Community                          |
| SADC SCA  | SADC Sugar Cooperation Agreement                                |
| SSA       | Swaziland Sugar Association                                     |
| SPS       | Sanitary and Phytosanitary Standards                            |
| TIPS      | Trade and Industry Policy Strategies                            |

# Executive Summary

This is the report of the workshop on “*Strengthening Intraregional Agricultural Trade in Southern Africa*” held 23-25 October 2013 in Johannesburg, South Africa. The workshop aimed at discussing issues, challenges and constraints faced by Southern African Development Community (SADC) countries in enhancing intraregional food and agricultural trade. It reviewed the recent trends and structure of the agriculture and food trade and discussed strategies aimed at strengthening agricultural trade in the subregion.

Southern African countries have succeeded in increasing their trade with the rest of the world but regional trade has only played a relatively small role in this process. SADC’s exports to the world as a proportion of its Gross Domestic Product (GDP) have increased from 20 per cent to over 30 per cent during the last decade, but the share of its exports to the region have grown much more slowly and account for just 3 per cent of regional GDP.

Through the ratification of the Trade Protocol in 2000 and the launch of the SADC Free Trade Area (FTA) in 2008, SADC countries have committed themselves to dramatic tariff cuts on traded products within the region and the elimination of non-tariff barriers to trade. This ambitious programme aimed at putting in place a customs union (2010), a common market (2015) and finally a monetary union (2016) and the introduction of a common currency (2018). Despite such efforts, the share of intra-SADC trade is still low and stagnant at roughly 15 per cent in a context where the SADC Trade Protocol is yet to bear concrete fruits.

Agriculture is one of the dominant economic sectors and the largest employer of labour in Southern Africa. Agricultural exports are a major foreign exchange earner, contributing, on average, 13 per cent of total export earnings and constituting about 66 per cent of the value of intraregional trade.

While agricultural products belong to the most traded goods between SADC countries, much of the agricultural trade is informal due to a range of government controls, non-tariff barriers to trade, poor cross-border infrastructure and cumbersome customs procedures. Other barriers impeding intra-SADC agricultural trade include: inadequately-functioning agricultural markets and the often significant government influence on strategic markets leading to unilateral and politically-motivated decisions such as export bans.

Although 85 per cent of all intra-SADC trade is duty free and the region committed itself to reduce the remaining 15 per cent of tariffs by 2012, peak tariffs for sensitive products still exist. For the agricultural sector, the number of tariff lines is still high especially in countries such as Zimbabwe, Zambia and Mozambique. The reduction in tariffs is widely accompanied by a strong increase in non-tariff measures, voluntarily and involuntarily, in addition to other hindrances for both formal and informal trade in the subregion.

SADC countries need to open up to regional agricultural and food trade to reap benefits in terms of reducing domestic price volatility, increasing food supply and availability and therefore promote economic growth, poverty alleviation and food security.

SADC countries need to remove existing trade-related constraints and multiple barriers and shift from simple market liberalization towards “developmental integration”, promote measures aimed at “regionalizing production”, strengthen regional agricultural value chains and bridge agricultural policies with trade policies in order to ensure that trade policy processes promote agricultural markets at all levels. Stakeholders should invest in early and swift action to address contentious rules of origin issues, in the context of the “grand” SADC- Common Market for East and Southern Africa (COMESA)-East African Community (EAC) FTA.

Beyond issues of trade barriers, SADC needs to strengthen productive capacity and address other constraints hampering agricultural and food production and trade including poor quality products, high production costs, limited and volatile quantities available for trade, lack of advanced preservation and storage technologies and low levels of processing, packaging and entrepreneurship skills.



The subregion needs to develop further trade facilitation and make sure this takes into account smallholder farmers' concerns and adopts a holistic and comprehensive approach towards bridging information gaps, strengthening financial institutions and mechanisms and promoting infrastructure development.



# 1. Introduction

## 1.1 Background

Southern Africa's current internal trade is low. While in Europe regional trade has reached 60 per cent of total trade; in North America, 40 per cent; in the Association of Southeast Asian Nations (ASEAN), 30 per cent; Southern Africa is lagging behind with intraregional trade remaining stagnant at roughly 15 per cent over the entire period of the SADC Trade Protocol implementation.

SADC countries have succeeded in increasing their trade with the rest of the world but regional trade has only played a relatively small role in this process. SADC's exports to the world as a proportion of its GDP have increased from 20 per cent to over 30 per cent during the last decade, but the share of its exports to the region have grown much more slowly and account for just 3 per cent of regional GDP.

To overcome this situation, the ratification of the Trade Protocol in 2000 and the launch of the SADC Free Trade Area (FTA) in 2008 have obliged national governments to commit themselves to dramatic tariff cuts on traded products within the SADC region. This comprises the gradual elimination of tariffs; the adoption of common rules of origin; the harmonization of customs rules and procedures; the attainment of internationally-acceptable standards, quality, accreditation and metrology; the harmonization of sanitary and phytosanitary measures; the elimination of non-tariff barriers and the liberalization of trade in services. This ambitious programme for regional integration aimed at putting in place a customs union (2010), a common market (2015) and finally a monetary union (2016) and the introduction of a common currency (2018).

Agriculture is one of the dominant economic sectors and the largest employer of labour in Southern Africa. Contribution from agricultural production to the national GDP ranges from 3 per cent (Botswana, South Africa), 10-25 per cent (Angola, Namibia, Zimbabwe, Zambia, Mozambique and Madagascar) up to 25-50 per cent (DRC, Malawi, Tanzania). In addition, agricultural exports are a major foreign exchange earner, contributing, on average, 13 per cent of total export earnings and constituting about 66 per cent of the value of intraregional trade. Agricultural products belong to the most traded goods between SADC countries.

However, much of this agricultural trade is informal due to a range of government controls, non-tariff barriers to trade, poor cross-border infrastructure and cumbersome customs procedures. Other barriers impeding intra-SADC agricultural trade include: inadequately-functioning agricultural markets and the often significant government influence on strategic markets leading to unilateral and politically-motivated decisions such as export bans.

Opening up international borders to regional trade in agricultural and staple foods offers an affordable means of reducing domestic price volatility of staple foods. Failure to allow regional trade in staple foods could stall production growth and private investment in agriculture. Increased intraregional agricultural trade could also promote food security by augmenting domestic food supplies to meet consumption needs and by reducing overall food supply variability, volatility and uncertainty.

Intra-SADC agricultural trade can help the subregion's industry become more competitive by creating economies of scale and weeding out producers that are less productive in the marketplace.

SADC has made significant progress in liberalizing trade, with most SADC countries having reduced or eliminated tariffs and quotas under the Protocol on Trade since 2000. However, beyond this "shallow integration", customs coordination and trade facilitation issues need to be tackled as there has been less progress in these areas.

Although 85 per cent of all intra-SADC trade is duty free and the region committed itself to reduce the remaining 15 per cent of tariffs by 2012, peak tariffs for sensitive products still exist. For the agriculture sector, the number of tariff lines is still high especially in countries such as Zimbabwe, Zambia and

Mozambique, Mauritius and the Southern African Customs Union (SACU) have become the most trade liberal economies since then while most of the other member States are still lagging behind.

With the gradual phasing out of tariffs, barriers to free trade flows between SADC countries are shifting towards protectionist measures under Non-Tariff Barriers (NTBs).

For intraregional agricultural trade to impact on growth, food security and poverty alleviation, trade facilitation measures need to be reinforced. Physical infrastructure for transport, communications and payments need to be enhanced and trade policy barriers arising from differences in the stance of domestic agricultural policies tackled.

## 1.2 Objectives and Aims of the Workshop

It is against this background that the Economic Commission for Africa–Southern Africa Office (ECA-SA), in collaboration with the COMESA Secretariat and the Africa Trade Policy Centre (ATPC), organized the workshop on “*Strengthening Intraregional Agricultural Trade in Southern Africa*”. The meeting discussed issues, challenges and constraints faced by SADC countries in enhancing intraregional food and agricultural trade. It also provided a forum through which different stakeholders made recommendations aimed at accelerating the removal of impediments to agricultural trade, particularly non-tariff barriers and therefore increasing intraregional trade for growth, food security and poverty alleviation.

The workshop reviewed the recent trends and structure of the agriculture and food trade in Southern Africa, highlighted challenges and opportunities and discussed strategies aimed at strengthening agricultural trade integration in the subregion.

The specific objective of the workshop was to strengthen the regional integration agenda and consolidate FTA to ensure that it is effective in promoting intra-SADC agricultural trade.

The workshop aimed to:

- Discuss the trends, structure and emerging issues related to intra-SADC agricultural trade with a view to contributing to the process of articulating appropriate agricultural trade policies and trade support measures, and their mainstreaming in national development frameworks.
- Provide a comprehensive analysis of trade policies, supply constraints and value-chain-related impediments to intra-SADC agricultural trade.
- Assess the efforts aimed at harmonizing and rationalizing domestic and regional regulatory policies and strategies that impede agricultural trade in Southern Africa.
- Define a more pragmatic approach for eliminating trade barriers, especially NTBs and addressing constraints negatively affecting agricultural and food trade in the region for growth, food security and poverty alleviation.
- Make recommendations to allow subregional markets and trade to contribute to the achievement of food security, agricultural productivity growth and freer cross-border movement of agricultural products.

## 1.3 Attendance

Participants in the workshop included 25 trade and agriculture experts from government institutions, ministries, the private sector, SADC institutions, academia, civil society organizations and other development partners.

Organizations represented in the workshop included: the Southern Africa Trade Hub, Botswana College of Agriculture, the Private Sector Foundation of Lesotho (PSFL), the Agricultural Commodity Exchange for Africa, the Agricultural Trade Forum—Namibia, the Trade and Industry Policy Strategies (TIPS), the Southern African Confederation of Agricultural Unions (SACAU), the Department of Agriculture, Forestry and Fisheries—South Africa, Swaziland Sugar Association, the Ministry of Agriculture—Swaziland, the Alliance for Commodity Trade in Eastern and Southern Africa-Common Market for East and Southern Africa (ACTESA-COMESA), the COMESA Secretariat, the Ministry of Commerce, Trade and Industry—Zambia, Women in Cross-Border Trade—Zambia, Zambia Civil Society Biofuel Forum, the Regional Network of Agricultural Policy Research Institutes (ReNAPRI), Zimbabwe Farmers' Union, Ministère du Commerce Extérieur (Division Provinciale Katanga), Food and Agriculture Organization of the United Nations (UN FAO)—Rome and United Nations Development Programme (UNDP)—South Africa.

## 2. Opening Session

### 2.1 Opening Remarks

Opening remarks were delivered by Mr. Said Adejumobi, ECA-SA Director, Mr. Agostinho Zacarias, the United Nations Resident Coordinator and Resident Representative of UNDP South Africa and Mr. George James Maggai, Director Trade and Markets for the Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA).

In his welcoming remarks, Mr. Said Adejumobi, expressed thanks to the participants on behalf of the Executive Secretary of ECA, Mr. Carlos Lopez, for finding time to attend and contribute to the discussions.

He highlighted the low share of intra-African trade standing at 10.2 per cent noting that the SADC region was not an exception for such a situation with intraregional trade remaining stagnant at roughly 15 per cent in a context where the SADC Trade Protocol is yet to bear concrete fruits.

He urged SADC countries to open up to regional trade in agricultural and staple foods to reap benefits in terms of reducing domestic price volatility of staple foods and thus opening new pathways out of poverty while increasing food supply and availability. He emphasized that free trade can empower individuals, firms and countries to break out of the confines of production frontiers that entail lower standards of life and enhance economic growth, job creation, poverty alleviation and, especially, food security.

He challenged the participants to come up with an analysis of issues and challenges faced by SADC countries in their efforts aimed at increasing intraregional trade through the elimination of all sorts of barriers and constraints they are facing and advise on the way forward towards strengthening this process for more sustainable and inclusive development in Southern Africa.

Mr. George Maggai, Director Trade and Markets, COMESA/ACTESA, underscored that Africa is no longer the doomed continent as the region is home to fast-growing economies but at the same time highlighted the inability of the current economic growth to lift millions of Africans out of poverty and to the middle class.

He highlighted the links between the COMESA agricultural trade agenda and the Comprehensive Africa Agriculture Development Programme (CAADP) through its principle of agriculture-led growth as a main strategy to achieve the MDG of poverty reduction via a targeted 6 per cent average annual sector growth rate at the national level, the allocation of 10 per cent of national budgets to the agriculture sector and exploitation of regional complementarities and cooperation to boost growth, policy efficiency, dialogue, review and accountability.

Building on the CAADP pillars, he encouraged member States to expand their agricultural supply base to respond to future demand opportunities and develop value chains to raise the competitiveness in domestic, regional and global markets. He urged countries to review and align investment and trade policies so as to fully exploit demand trends in domestic and regional markets and identify at country and sectoral levels the needed regulatory and institutional changes together with the partnerships and alliances required to build the technical and commercial capacities so as to be responsive to markets.

He recommended raising competitiveness and expanding trade in domestic and regional markets by eliminating regulatory and administrative constraints and barriers that increase the unit cost of the movement of goods across local and cross-border markets and encouraged the modernization of regional trading systems.

He challenged the participants to come up with recommendations in line with the areas outlined in CAADP Pillar II to eliminate Sanitary and Phytosanitary (SPS) measures and other barriers constraining regional trade. He encouraged the meeting to build on the opportunities offered by the signing of the COMESA, EAC and SADC Tripartite Agreement aimed at establishing a single Free Trade Area (FTA) in Eastern and Southern Africa (ESA) to foster intraregional trade and concluded his remarks by expressing his gratitude to the participants and wishing them fruitful discussions.

Mr. Agostinho Zacarias, the United Nations Resident Coordinator and Resident Representative of UNDP South Africa, welcomed the participants to the workshop on “*Strengthening Intraregional Agricultural Trade in Southern Africa*” on behalf of the entire United Nations family in South Africa and expressed thanks to ECA and its partners for inviting UNDP to be part of the gathering. He noted that there was no better way of tackling important issues such as strengthening agricultural trade for food security and poverty alleviation than fostering strong partnerships within the United Nations family and with other stakeholders working on the issues.

He mentioned that the agriculture sector remains a significant source of livelihood for the majority of Southern Africa’s population and emphasized that agricultural development was seen both as one of the pillars of much-needed structural transformation and as an avenue to reducing poverty in the region.

He noted that intra-African trade in agricultural products is about twice the level of non-agricultural products for both exports and imports. However, much of it remains informal due to a range of barriers and constraints. He urged SADC countries to remove existing trade-related constraints within the subregion to stimulate intraregional agricultural trade and push economies towards more diversified structures of production and lead to significant socioeconomic benefits.

He noted that much of the agricultural trade in the SADC region faces multiple barriers including inadequately-functioning markets and the often significant government influence on strategic markets leading to unilateral and politically-motivated decisions such as export bans.

He raised his expectations from the workshop and urged participants to make recommendations towards accelerating the removal of impediments to agricultural trade and consolidate the Free Trade Area to ensure that it is effective in promoting an inclusive intra-SADC agricultural trade, which will be a major vehicle for poverty alleviation.

He emphasized that the outcomes of the meeting should inform the United Nations family’s actions on the ground towards promoting sustainable end inclusive development and encouraged participants to strongly link their analysis to the human development challenges in the subregion and then he officially opened the meeting.

## 2.2 Election of the Bureau

The workshop unanimously elected the following participants to constitute the Bureau with the sole purpose of guiding the deliberations:

Mr. Joshua Madida Nyoni from Zimbabwe was elected as Chairperson and Ms. Sharon Kabwe Chileshe from the Zambia Civil Society Biofuel Forum as Rapporteur.

The Bureau was supported by the ECA Secretariat in capturing the salient points arising from the discussions.

## 2.3 Adoption of the Agenda and Programme of Work

The workshop adopted the proposed agenda as follows:

- Opening Session
- Election of Bureau
- Adoption of the Agenda and Programme of Work
- Presentation and Discussions of the Draft Report on *“Intraregional Agricultural Trade in Southern Africa: Trends, Issues and Challenges”*
- Presentation and Discussions on *“Improving Competitiveness and Integration of Staple Foods Markets in the COMESA Region: Lessons from ACTESA”*
- Presentation and Discussions on *“Agricultural Trade Reforms in South Africa and Implications for the Intra-SADC Trade”*
- Presentation and Discussions on *“Intraregional Investment and Trade: Case Studies from the Southern Africa Trade Hub Strategic Partnership Grants”*
- Presentation and Discussions on *“Channelling Information Towards Promoting Intraregional Agricultural Trade in the SADC Region: Issues, Challenges, Opportunities and Lessons”*
- Presentation and Discussions on *“Intra-SADC Agricultural Trade: Opportunities, Issues and Challenges as Perceived by the Farmers Community”*
- Presentation and Discussions on *“Intra-SADC Market Access for the Swazi Sugar: Issues, Challenges and Opportunities Arising from the FTA”*
- Group Work and Presentations
- Discussions and Adoption of the Recommendations of the Meeting
- Closure of the Meeting

### 3. Presentation on “Intraregional Agricultural Trade in Southern Africa: Trends, Issues and Challenges”

Jean Luc Mastaki Namegabe, ECA-SA Economic Affairs Officer, made a presentation on “*Intraregional Agricultural Trade in Southern Africa: Trends, Issues and Challenges*”. He underscored that agriculture and trade for food security and economic development are back on the African political and development agenda as at the continental level, the CAADP process creates a framework for coordinating strategies and instruments in support of Africa’s agricultural development.

He raised concern over the low level of intra-African and intra-SADC trade noting that the region was losing an opportunity to address major constraints to export competitiveness imposed by the small size of the economies and enhance competitiveness through exploiting economies of scale and insulate countries from external shocks.

He underscored that intraregional trade has remained stagnant at roughly 15 per cent in Southern Africa while a new economic environment was expected to emerge with the adoption of the Protocol on Trade and its implementation committing to further liberalization of intraregional trade and establishment of free trade in the SADC region, by eliminating import duties (Article 4), export duties (Article 5) and NTBs (Article 6).

While assessing the performance of the Protocol on trade, he underlined that the reduction in tariffs was widely accompanied by a strong increase in non-tariff measures, voluntarily and involuntarily, in addition to other hindrances for both formal and informal trade in the subregion. He further mentioned that trade, both formal and informal, is hampered by a number of non-tariff barriers, ranging from cost-intensive and time-consuming customs procedures to roadblocks, which diminish the potential benefits that could be derived from trade preferences offered through regional trading arrangements.

Going beyond issues of trade barriers, the presenter highlighted the need to strengthen the productive capacity and address other constraints hampering agricultural and food trade including: poor quality products, high production costs, limited and volatile quantities available for trade, lack of advanced preservation and storage equipments and technology and low level of processing, packaging and entrepreneurship skills.

He urged the region to shift from simple market liberalization towards “developmental integration”, promote measures aimed at “regionalizing production”, activate regional agricultural supply-chains that can compete regionally and globally and bridge agricultural policies with trade policies in order to ensure that trade policy processes promote agricultural markets at all levels. He encouraged member States and other stakeholders to strengthen the information systems on trade to raise the awareness on the existing opportunities and constraints in a regional integration approach and invest in early and swift action to address contentious rules of origin issues, in the context of the “grand” SADC-COMESA-EAC FTA.

In the discussions that followed the presentation, participants raised the issue of the low impact of the tariff phasing down in SADC noting that the declining trade protection was not accompanied by improvement in agricultural trade performance in a context where SADC members have not harmonized quality and food safety standards.

The workshop noted that the shift in the development agenda’s focus from aid to trade was an opportunity towards enhancing intra-SADC agricultural trade and urged the subregion to promote agricultural-led industrialization and expedite the implementation of the CAADP for food security and poverty reduction.

The subregion was encouraged to orient the current debate towards industrialization and productive capacity development for trade. The workshop raised the need to reflect on the issue of poor storage, which affects food prices and instead promote economic diversification to solve the problem of product homogeneity and low interdependence for countries producing the same commodities.



Participants recommended strengthening regional value chains that have a potential for improving trade and scaling up agricultural trade success stories in the subregion. The need to address the low implementation of treaties and find solutions to trade polarization in a subregion highly dominated by South Africa as the major trade player was emphasized.

The workshop further recommended drawing lessons and sharing experiences on the effectiveness of the SADC and COMESA FTAs and similar initiatives promoting intraregional agricultural trade in and out of Africa.

The workshop encouraged member States to go beyond the focus on quantitative approaches and strengthen competitiveness while addressing the issue of product homogeneity in the frameworks of harnessing absolute and competitive advantages as the basis for intraregional trade development.

Participants underscored low agricultural production levels in most countries and urged stakeholders to promote innovative financial services to help farmers to tackle risks and engage in production and trade.

The workshop highlighted the lack of policy harmonization, trade policy inconsistencies and the rising trends of NTBs amongst SADC countries as main justifications as to why trade is increasing between SADC countries and the rest of the world rather than within the region. Participants urged countries to address the issues of tariff escalation amongst SADC member States, harmonize their GMO policies, strengthen access to agricultural trade information and remove all NTBs negatively affecting agricultural trade.

## **4. Presentations by Partners and Resource Persons**

### **4.1 Presentation on “Agricultural Trade Reforms in South Africa and their Implications for the Intra-SADC Trade”**

Evans Chinembiri, TIPS, made a presentation on *“Agricultural Trade Reforms in South Africa and their Implications for the Intra-SADC trade”*.

He portrayed South Africa as a strong economy, which weighted a GDP of USD 384.3 billion in 2010 with an established and diversified manufacturing base, sound infrastructure and a robust financial sector but carrying a highly unequal society mostly as a legacy of its history. He highlighted the dualistic agriculture sector comprising both large export-oriented commercial farming presence and resource-poor small-scale farmers with huge barriers to entry to lucrative markets.

He discussed the agricultural trade policy reform trends in South Africa from the early 1980s noting that the heavy investment in agriculture in the 1980s left space for gradual reduction in support and protection to the sector and the Marketing of Agricultural Products Act in 1996 abolished agricultural support and removed quantitative controls over agricultural trade and was replaced by tariffs. He noted that, from the import substitution industrialization policy, the country is now engaged in an aggressive pursuit of regional trade agreements with increased competition for local producers accompanied by other domestic policy reforms that are aimed at improving competitiveness.

He highlighted key statistics on South Africa’s agricultural trade, indicating that the country was characterized by a trade surplus. He raised factors influencing South Africa’s agricultural trade with the SADC region such as reduction of tariffs and the FTA, which have improved trade flows although challenges still remain, especially in terms of NTBs to trade.

While regretting that some SADC countries have not phased down tariffs, the presenter underscored the negative impact of NTBs including border delays, SPS concerns relating to agricultural products, infrastructure bottlenecks, market information constraints and the frequent use of NTBs as an industry protection tool hampering intraregional trade.

While reacting to the presentation, participants underscored the difficulties the rest of the SADC countries are facing in trading with South Africa in a context of extensive trade liberalization stated by the SADC Protocol on Trade. They mentioned that South Africa was exporting significantly to SADC while it was making it difficult for SADC countries to access its market. They condemned the emerging trends of using NTBs to protect uncompetitive local industries based on the Swaziland recent ban on honey import.

Participants encouraged the subregion to tackle the issues pertaining to the informal sector, which is becoming disproportionate and is not accounted for in trade statistics.

## 4.2 Presentation on “Enhancing Economic Growth and Food Security through Trade”

Mr. Rob Turner, Director of Agriculture, Southern Africa Trade Hub, made a presentation on *“Enhancing Economic Growth and Food Security through Trade”*.

He informed the workshop that the Trade Hub was working towards promoting greater competitiveness in agricultural value chains for commodities such as maize, groundnuts and soya beans in the subregion with the aim to equip regional agricultural sectors to exploit the opportunities offered by the improved trade environment.

He highlighted some achievements of the Trade Hub in terms of promoting national single windows, customs connectivity, coordinated border management and partnership for trade facilitation in Southern Africa. He underscored that the Hub has been instrumental in putting in place the National Single Window in Malawi and Namibia and the development of the SADC Customs Information and Communications Technology (ICT) Strategy. The Hub’s support has led to a massive reduction in time used to cross borders at Mwanza and Songwe.

He informed the workshop that the Hub is promoting warehouse receipts in Malawi, Zambia and Mozambique to ensure quality storage and access to finance to formalize smallholder agriculture. The organization was also active in building capacity for SPS for trade and human health, promoting contract growing and linking farmers to the banking sector in Zambia, Malawi and Mozambique.

In the discussions that followed the presentation, participants highlighted poor infrastructure as the main impediment to intra-SADC trade and noted that it was not only the lack of physical infrastructure, but also its general poor quality and the lack of processing and storage facilities like warehouses that cause delays and losses, especially for perishable products.

## 4.3 Presentation on “Improving Competitiveness and Integration of Staple Foods Markets in the COMESA Region”

Dr. John Mukuka, Seed Specialist from ACTESA, made a presentation on *“Improving Competitiveness and Integration of Staple Foods Markets in the COMESA Region”*.

He highlighted major figures from COMESA and the COMESA-EAC-SADC Tripartite noting that COMESA comprises 19 countries in Eastern and Southern Africa including North Africa with a total population of more than 460 million people, a GDP of USD 450 billion in 2011 and an average economic growth rate of 5 per cent. He showcased the COMESA-EAC-SADC Tripartite as an arrangement including 26 countries of more than 610 million people representing 58 per cent of Africa’s population and a GDP of USD 1.2 trillion but with intra-regional trade standing only at 10.5 per cent of total trade. He underscored the opportunity for agricultural growth and economic integration arising from the FTA framework.

He stated that ACTESA’s vision was to realize a robust, modern and prosperous regional agriculture sector within which all stakeholders have a high standard of living and contribute to regional integration and improved competitiveness of staple foods markets across the Eastern and Southern Africa Region.

He underscored that ACTESA was strengthening intraregional agricultural trade through the implementation of its major programmes on seed harmonization, policy development on biotechnology and biosafety, fertilizer bulk procurement, regional food balance sheet, value chains and regional commodity exchange development.

He emphasized the need to tackle issues of access to improved seed, fertilizer and technology including innovative financial services and risk management schemes for smallholder farmers in order to address supply constraints hampering intraregional agricultural trade and urged member States and other stakeholders to bridge information gaps, develop and strengthen financial institutions and mechanisms and multi-country infrastructure development projects to promote intra-African trade and investment.

In the discussions that followed the presentation, participants underscored the need to harness opportunities offered by the tripartite agreement to promote agricultural trade and tackle the related trade bottlenecks. It was further noted that the subregion needs to strengthen information and monitoring systems on NTBs and understand the reason behind the weak political will to address these barriers.

Participants identified the COMESA Food Balance Sheet initiative as a good contribution to the food trade information system and encouraged the initiative to further identify the region’s ability to meet its food demand and highlight opportunities for intraregional trade.

Member States were encouraged to promote bulk procurement of fertilizer to address their low consumption of that agricultural input and harmonize their policies towards more private sector participation in the agricultural inputs markets. The subregion was urged to strengthen subregional initiatives dealing with SPS such as the COMESA initiative towards building capacity and raising awareness on SPS.

## 4.4 Presentation on “Intra-SADC Agricultural Trade: Opportunities, Issues and Challenges as Perceived by the Farmer’s Community”

Johnson Bungu, SACAU Marketing Adviser, made a presentation on *“Intra-SADC Agricultural Trade: Opportunities, Issues and Challenges as Perceived by the Farmer’s Community”*.

He highlighted the vision of SACAU of promoting a vibrant, prosperous and sustainable farming sector that ensures food security and contributes to economic growth in Southern Africa. He indicated that

SACAU strategic interventions were built around policy advocacy on regional, global and continental matters, strengthening the capacity, provision of agriculture-related information to members and stakeholders and tackling cross-cutting issues related to gender, HIV/AIDS and environment.

He highlighted opportunities for agricultural trade and development in the region including increased demand for food, fast-growing urbanization, improving storage and access to finance, better business and policy environment and stronger market linkages. He mentioned climate change threats, low technological development, food insecurity, socioeconomic constraints affecting youth and women, low yields, low development of sanitary and phytosanitary standards, weak market and infrastructure access, policy inconsistencies, cumbersome customs clearance, high post-harvest losses and the unbalanced governance of the value chains as major challenges faced by farmers while fostering agricultural trade.

The workshop noted the need to strengthen smallholder farmers' participation in trade through enhancing their productive capacity and access to both input and output markets and infrastructure. The subregion was challenged to come up with policies aimed at linking small-scale farmers to industries and other lucrative subregional value chain actors.

## 4.5 Presentation on “SADC Market Access for Swazi Sugar: Issues, Challenges and Opportunities Arising from FTA”

Sikhumbuzo S. Dlamini, Economist, Swaziland Sugar Association, made a presentation on “*SADC Market Access for Swazi Sugar: Issues, Challenges and Opportunities Arising from the FTA*”.

He highlighted the crucial multifunctional role of the sugar industry in the Swazi economy emphasizing that sugarcane growing contributes 73 per cent of total agricultural output and over 35 per cent of agricultural employment while sugar milling contributes 25 per cent of manufacturing output and 18 per cent of manufacturing employment. The industry as a whole contributes about 10 per cent of GDP and over 10 per cent of national employment with strong linkages to other sectors in the economy on both the input and output sides.

He noted the small size of the Swazi market to sustain its sugar industry, absorbing only 10 per cent of the industry's production, with over 90 per cent is exported either to the rest of SACU or to preferential markets outside SACU. He therefore emphasized the importance of the preferential trade agreements with SACU, SADC, COMESA, the United States and the European Union for Swazi sugar.

The presenter highlighted the major features of the SADC Sugar Cooperation Agreement (SADC-SCA), which provides for non-reciprocal preferential access between SACU and non-SACU states and cooperation on non-trade issues (development, research, etc.) with the objectives being to promote production and consumption of sugar and sugar-based products in accordance with fair trade and orderly marketing conditions.

He noted that whilst the current regime offers some protection to the SACU market, it perpetuates NTBs and non-transparent behaviour of participants, justifies high regulation due to the sensitivity of the sugar sector and has led to low enhancement of productivity and cost-competitiveness.

He highlighted opportunities towards enhancing intra-SADC sugar trade including the existing capacity to increase production through greenfield investments, the NEPAD framework and the CAADP process as platforms for the preferential market and competitiveness development, the duty-free quota-free access in the European Union through Economic Partnership Agreements (EPAs) and the leveraging on the European Commission's accompanying measures supports the development of competitive industries.

He underscored challenges in the sector in terms of lack of appropriate government support measures to counter production support in mostly developed countries, emergence of non-governmental standards on best management practices, vulnerability to climatic adversities, the rising cost of water, electricity and transport, preference erosion and diminishing returns on preferential exports to the European Union due to the reform of the European Union sugar regime, poor infrastructure and stricter food safety laws, requiring huge investments to ensure compliance.

## 4.6 Presentation on “Channelling Information towards Promoting Intraregional Agricultural Trade in the SADC Region – the Role of ICTs”

Mr. Sizo D. Mhlanga, Chief, Subregional Data Centre, ECA-SRO-SA, made a presentation on “*Channelling Information towards Promoting Intraregional Agricultural Trade in the SADC Region – the Role of ICTs*”.

He emphasized the role of ICT in strengthening trade facilitation in a context where globalized production processes and their trade require access to fast, frequent and reliable trade, transport and information services.

The presenter noted the critical role of ICT in tackling the emerging NTBs in the region including the cumbersome documentation and customs procedures, the high transport and transit charges, the visa requirements and informal payments to officials. These NTBs affect competitiveness, compromise food security, trade facilitation and agricultural trade while, when compared to tariffs, they are less transparent and less predictable. They encourage rent-seeking behaviour and are costly.

He encouraged member States to use ICTs for trade and transport facilitation and integrate ICT solutions into transport and customs operations for faster processing, increased revenue collection, reduced red tape and strengthened capacity and efficiency. He urged stakeholders to reinforce online reporting and monitoring of NTBs and adopt electronic single windows as an integrated platform for trade data management.

While underscoring the low compliance with the COMESA Protocol on Free Movement of Persons, Labour, Services, the Right of Establishment and Residence, he recommended the development of eSolutions for border controls and strengthening interoperability of systems between borders to strengthen free movement of persons.

He highlighted major challenges hampering ICT’s contribution to intra-SADC agricultural trade in terms of lack of the institutional, human and financial capacity to reform and modernize trade procedures and mainstream the required ICTs and limitations in the availability of infrastructure, especially telecommunication networks and access to electricity.

The meeting emphasized the need to develop further trade facilitation and national single windows and make sure they take into account smallholder farmers’ concerns, going beyond companies with already greater export potential. Participants encouraged the use of warehouse receipts to enhance farmers, and especially small farmers, market and finance access.

The participants underscored the need to promote the use of mobile technology to support smallholder farmers’ access to technical and market information timely. They highlighted opportunities arising from ICTs for strengthening regional value chains and urged countries to harness them under the FTA framework. Participants specifically encouraged mobile service providers to support agriculture and rural development.

SADC countries were urged to tackle high border delays and the related transaction costs through transparent and merit-based recruitment processes of customs officers and efficient human resources management.

The workshop noted that some countries were still lagging behind on Ascuda as the software has evolved and called for technology harmonization especially for border management.

## 5. Group Work

The participants were divided into three groups to enable more fruitful discussions on the topic. All the groups reflected on:

1. Areas for strengthening the issues paper.
2. Strengthening intra-SADC trade: issues and challenges and
3. Recommendations towards enhancing intra-SADC agricultural trade.

Each group elected a Chairperson and a Rapporteur to lead the discussions and made a presentation to the plenary.

The plenary discussions and group work culminated into a list of recommendations on strengthening the issues paper and enhancing intra-SADC agricultural trade.

## 6. Conclusions and Recommendations

The agriculture sector remains a significant source of livelihood for the majority of Africa's population. Agricultural development, and in particular the consolidation of its competitiveness, is seen both as one of the pillars of much-needed structural transformation and as an avenue to reducing poverty in the region.

### (a) Strengthening the Issues Paper

- While the paper focuses more on the impact of FTA, it will need to equally deal with the necessary industrial development process that will allow the subregion to develop tradable goods. Issues related to low complementarity of the agricultural economies and value chains, poor storage and other supply-related constraints need to be given due attention.
- The paper needs to respond clearly to the question of why trade between SADC and the rest of the world is higher and increasing faster than the intraregional component and try to understand the reason behind the high level of NTBs and go beyond the reporting approach. The lack of policy harmonization, low in-country coordination and prevalent trade policy inconsistencies and unpredictability need to be given due coverage.
- The issues paper should glean from initiatives aimed at strengthening intraregional agricultural and food trade through FTAs and customs unions in Africa, other developing and developed regions and pick up lessons on the role played by the leading economies in fostering intraregional agricultural trade to harness the opportunities offered by South Africa in the subregion.
- The report focuses too much on NTBs and should carry a comprehensive analysis on the productive capacity constraints and cover competitiveness and productivity issues in the agriculture sector.

- The paper should analyse further the regional agricultural value chains with great potential in improving trade and advise on how the subregion can harness opportunities they offer for enhanced intraregional trade.
- The paper should cover issues related to productive capacities and constraints, competitiveness, production structure and absolute and competitive advantages at national and subregional levels.
- Due consideration needs to be given to the effectiveness of the SADC FTA compared to the COMESA project and other initiatives and draw lessons for the implementation and identify champions at country, subregional and regional levels.
- The analysis needs to be based on a holistic and comprehensive approach looking at all factors affecting agricultural production and trade in all SADC members States and recommendations should be channeled to policymakers in a way that encourages their implementation.
- The paper needs to align and revise the reference and sources of information and visit other credible sources of data on trade in Southern Africa including FAO trade statistics, the World Bank and others for consistency and validation.

#### **(b) Issues and Challenges**

- Despite the recognized benefits of regional trade, the share of trade that is intra-African is still very low, at 10.2 per cent. The Southern African region is still characterized by low and stagnant intraregional trade at roughly 15 per cent.
- While a new economic environment was expected to emerge within the SADC region with the adoption of the “Protocol on Trade” in 1996 and the Free Trade Area, which came into effect in 2008, the implementation of the trade liberalization commitment remains poor.
- National markets are too small to sustain the much-needed agricultural-based industrialization, which should be promoted through preferential market opportunities within a wider economic space and the removal of all the impediments to intraregional trade.
- NTBs and other productive and supply constraints such as high transportation costs and poor infrastructure inflate the cost of exports, affecting the competitiveness of SADC products.
- Eliminating regulatory, including SPS, and administrative barriers and disincentives impeding or raising the unit cost of the movement of goods across local and cross-border markets is still a challenge in the region.
- Poor infrastructure including not only the lack of physical infrastructure, but also its poor quality and the lack of processing and storage facilities like warehouses causing delays and losses, especially for perishable products, is the main impediment to intra-African trade.

#### **(c) Recommendations**

- Strengthening intraregional agricultural and food trade should be pursued with the aim of ensuring reliable food supplies and reduced price volatility to permit farmers, and especially smallholder farmers, to diversify into higher-value production, thus opening new pathways out of poverty and strengthen the process towards the attainment of MDGs.
- The SADC region should accelerate the removal of impediments to agricultural trade, particularly non-tariff barriers to increase intraregional trade for growth, food security and poverty alleviation in

order to promote sustainable and inclusive development. The overall process should be linked to the human development challenges in the subregion.

- Actions and strategies aimed at strengthening intra-SADC agricultural and food trade should anchor on the Framework for the Improvement of Rural Infrastructure and Trade-Related Capacities for Market Access (FIMA), which focuses on the CAADP Pillar II with a clear focus on expanding the supply base and developing regional agricultural value chains to raise the competitiveness in domestic, regional and foreign export markets.
- The subregion should adopt a holistic and comprehensive approach towards bridging information gaps, strengthening African financial institutions and mechanisms and promoting multi-country infrastructure development projects to enhance intra-SADC trade and investment.
- The subregion should harness the opportunities offered by ICTs to promote trade and transport facilitation, strengthen the efficiency of customs operations, enhance the process of reporting, monitoring and eliminating all NTBs and facilitate the movement of goods and people in the subregion.
- Member States, Regional Economic Communities and other stakeholders need to strengthen the subregional productive and trade facilities to allow the agriculture sector to have the ability to exploit the improved trade environment in ESA.
- The subregion should support and strengthen cross-border traders' and farmers' associations, consolidate synergies between them and agricultural trade policymakers and raise traders' and smallholder farmers' awareness on FTAs.
- Member States should strengthen trade information systems and ensure improved, accurate and timely information is reaching all stakeholders and states should team up with donors on programmes aimed at supporting agricultural trade initiatives and promoting regional agricultural value chains.
- SADC and COMESA need to be more effective in implementing trade protocols and rules and more proactive in making the region more competitive and help it to diversify agricultural production.

## 7. Closing Remarks

In his closing remarks, Mr. Said Adejumobi, ECA-SA Director, expressed thanks to the participants for the rich discussions and for opening new frontiers for research and partnerships.

He assured the workshop that ECA-SA will build on the recommendations and conduct further research on the status of the informal cross-border trade in the subregion and reflect on ways of addressing national and subregional constraints affecting intra-SADC agricultural trade. He expressed his gratitude to COMESA and other partners for teaming up with ECA-SA on the workshop and encouraged stakeholders to link the trade policy debate with people's welfare in the region.

He encouraged participants to continue networking on the subject and expressed his gratitude to ECA-SA staff for their quality work. He promised participants that their views will be seriously taken into account while finalizing the issues paper, wished them a safe journey home and officially closed the workshop.



## 8. List of Participants

1. Mr. Robert Turner  
Deputy Chief of Party, Director of Agriculture  
Southern Africa Trade Hub  
P.O.Box 602090  
Gaborone, BOTSWANA  
Telephone: +267 390 0884  
Fax: +267 390 1027  
Cell: +267 7233 0881  
Email: [rturner@satradehub.org](mailto:rturner@satradehub.org)
2. Prof. Elenimo Billiat Khonga  
Dean, Faculty of Agriculture  
Botswana College of Agriculture  
Private Bag 0027, Gaborone, BOTSWANA  
Telephone: 267 365 0103/Cell +267 72190591  
Fax: 267 392 8753  
Email: [ebkhonga@bca.bw](mailto:ebkhonga@bca.bw)/ [ebkhonga56@gmail.com](mailto:ebkhonga56@gmail.com)
3. Mr. Muyumba Mwenge Bivo  
Directeur Provincial au Commerce Extérieur/Katanga  
Ministère du Commerce Extérieur (Division Provinciale Katanga)  
Lubumbashi  
DEMOCRATIC REPUBLIC OF CONGO  
Telephone: 243 847 407 403  
Mobile: 243 813331176  
Email: [muyumbabivocd@gmail.com](mailto:muyumbabivocd@gmail.com)
4. Mr. Thabo Qhesi  
Chief Executive Officer  
Private Sector Foundation of Lesotho (PSFL)  
P.O. Box 2562  
Maseru, LESOTHO  
Telephone: +266 28331975  
Fax: +266 22268616  
Mobile: +266 62001975  
E-mail: [thabo.qhesi@gmail.com](mailto:thabo.qhesi@gmail.com)
5. Ms. Valeria Morua Hernandez  
Technical Adviser  
Agricultural Commodity Exchange for Africa  
P.O. Box 40139  
Lilongwe, MALAWI  
Telephone: +265 (0) 1 710 204/+265 (0) 1 710 304  
Mobile: +265(0)997092408  
Fax: 265(0) 1 710 258  
Email: [vmorua@acefrica.org](mailto:vmorua@acefrica.org), [Val.morua@gmail.com](mailto:Val.morua@gmail.com)
6. Ms. Rejoice Unotjari Karita  
Senior Trade Adviser  
Agricultural Trade Forum  
P.O. Box 5096  
Ausspannplatz, Windhoek,  
NAMIBIA

Telephone: +264-61-379508  
Fax: +264-61-225371  
Cell: +264812442083  
Email: atfsta@nammic.com.na

7. Mr. Evans Chinembiri  
Trade and Industry Policy Strategies (TIPS)  
P.O. Box 11214, Hatfield  
Pretoria 0181  
227 Lange Street, Nieuw Muckleneuk  
SOUTH AFRICA  
Telephone: 27 12 433 9340/1/2  
Fax: 27 12 433 9344  
Email: Natasha@tips.org.za, Bointumelo@tips.org.za
8. Mr. Johnson Bungu  
Marketing Adviser  
Southern African Confederation of Agricultural Unions (SACAU)  
P.O. Box 10480  
Pretoria, SOUTH AFRICA  
Telephone: +27126440808  
Mobile: 27 71 3407832  
Fax: +27 12 6648386  
Email: jbungu@sacau.org
9. Ms. Noma-Efese Mxi  
Assistant Director: SADC  
Department of Trade and Industry  
Private Bag 84
10. Pretoria, SOUTH AFRICA  
Telephone: +27 12 394 1601  
NMxi@thedti.gov.za
11. Shonisani Madzivhe  
Senior Agriculture Economist  
Department of Agriculture, Forestry and Fisheries  
Pretoria  
SOUTH AFRICA  
Mobile: 27 730 869913  
Fax: 27 12 319 8001  
Email: shonisaniM@daff.gov.za
12. Mr. Siphon Maluloka  
Economist  
Ministry of Agriculture  
Department of Agriculture, Forestry and Fisheries  
Pretoria, SOUTH AFRICA  
Email: siphonM@daff.gov.za
13. Ms. Lee-Ann Moodley  
Land Borders Manager  
Department of Agriculture, Forestry and Fisheries  
Private Bag X258  
Pretoria, SOUTH AFRICA  
Telephone: 27 12 309 8136  
Mobile: 27 84 288 6666  
Fax: 27 865 404459  
Email: Lea-AnnM@nda.agric.za

14. Mr. Victor Mapfumari  
Chief Food Safety and Quality Assurance Officer  
Department of Agriculture, Forestry and Fisheries  
P.O. Box 343, Pretoria, SOUTH AFRICA  
Telephone: 27 12 319 6171  
Fax: 27 12 319 6055  
Email: VictorMa@daff.gov.za
15. Mr. Motlana Willem Madiba  
Chief Food Safety and Quality Assurance Officer  
Department of Agriculture, Forestry and Fisheries  
P.O. Box 12605  
Pretoria  
SOUTH AFRICA  
Email: Madibaw@daff.gov.za
16. Mr. Sikhumbuzo Dlamini  
Economist  
Swaziland Sugar Association  
Nkotfotjeni Building  
P.O. Box 445  
Mbabane, SWAZILAND  
Telephone: +268 2404 2646  
Fax: +268 2404 5005  
Email: sikhumbuzod@ssa.co.sz
17. Ms. Gugulethu Dlamini  
Programme Officer  
Swaziland Sugar Association  
P.O. Box 1558  
Mbabane, SWAZILAND  
Cell+ 268 7602 6243  
Telephone: +268 2404 2646  
Fax: +268 2404 5005  
Email: guguk@ssa.co.sz
18. Mr. Nelson Sipho Mavuso  
Senior Agricultural Officer-Technical Services  
Ministry of Agriculture  
P.O. Box 162  
Mbabane, SWAZILAND  
Telephone: (268)24042731/268 76117338  
Fax: (268) 24041733  
Email: nelsonmavuso@ymail.com
19. Mr. Namabanda Mundia Mubukwanu  
Principal Economist  
Ministry of Commerce, Trade and Industry  
P.O. Box 31968  
Lusaka, ZAMBIA  
Telephone: 260 211 224115  
Email: mundia.trade@gmail.com, nmubukwanu@mcti.gov.zm
20. Ms. Gloria Banda  
Superviso  
Zambia Women in Cross Border Trade

P.O. Box 30466  
Lusaka, ZAMBIA  
Tel: 260 964 908334/260 977 108634  
Email: gbbetty@yahoo.com

21. Ms. Sharon Kabwe Chileshe  
Treasurer  
Zambia Civil Society Biofuel Forum  
P.O. Box 310179  
Lusaka, ZAMBIA  
Telephone: (260)965826259
22. Mobile: 260 977 830 998/260 968 977393  
Email: sharonchileshe@yahoo.com, sharonchileshe@gmail.com, biofuelsforum@zambia.co.zm
23. Mr. Brian Chisanga  
Research Associate  
ReNAPRI  
P.O. Box 99, Kabulonga,  
Lusaka, ZAMBIA  
Office: +260 211 261 194/97  
Cell: +260 977 771 079/81  
Fax: 260 211 261 199  
Email: brian.chisanga@iapri.org.zm
24. Mr. George James Magai  
Director Trade and Markets  
Alliance for Commodity Trade in Eastern and Southern Africa (COMESA/ACTESA)  
COMESA Secretariat  
P.O. Box 30051, Lusaka, ZAMBIA  
Telephone: +260 211 229 725/32  
CELL: +260 976 075181  
Fax: +260 211 225 107  
Email: GMagai@comesa.int
25. Mr. John Mukuka  
Seed Development Expert  
Alliance for Commodity Trade in Eastern and Southern Africa (COMESA/ACTESA)  
COMESA Secretariat  
P.O. Box 30051, Lusaka, ZAMBIA  
Telephone: +260 211 229725/32  
Fax: +260 211 225107 +260974496753  
Email: jomukuka@comesa.int
26. Mr. Myengwa Joshua Madida Nyoni  
Chief Consultant  
Agricultural and Rural Development  
16 Old Catton Road, Mt. Pleasant  
Harare, ZIMBABWE  
Telephone: 263 4 302208, Cell: 263 773 237193  
Fax: 263 4 302208 alt. 263 4 708659  
Email: joshuamadidanyoni@gmail.com, madidajm52@yahoo.com
27. Mr. Newton Garikayi Chari  
Agricultural Economist  
Zimbabwe Farmers` Union  
102 Fife Avenue

Harare, ZIMBABWE  
Telephone: 263-771 564 554  
Mobile: 263 773 568 500  
Email: newtoncharig@gmail.com, charin@zfu.org.zw

## MEDIA

28. Ms. Kgomotso Mophulane  
Reporter  
SABC Channel Africa  
Johannesburg  
South Africa  
Telephone: 27 11 714 4293  
Mobile: 27 083 5196 187  
Email: mophulaneka@sabc.co.za

## UNITED NATIONS

29. Mr. Suffyan Koroma  
Economist  
UN FAO, Rome, ITALY  
Telephone: + 39 06 570 55810  
Email: [suffyan.koroma@fao.org](mailto:suffyan.koroma@fao.org)
30. Mr. Agostinho Zacarias  
Resident Coordinator/Resident Representative  
UNDP South Africa  
351 Schoeman Street  
Metro Park Building  
P.O. Box 6541  
Pretoria, Gautent 0001  
SOUTH AFRICA  
Tel: 27 12 354 8006/354 8008/8083  
Email: registry.za@undp.org

## SECRETARIAT

31. Mr. Said Adejumobi  
Director  
United Nations Economic Commission for Africa  
P.O. Box 30647  
Lusaka, ZAMBIA  
Telephone: 260 211 228502/5  
Fax: 260 211 236949  
Email: srdcsa.uneca@un.org
32. Mr. Sizo Mhlanga  
Senior Economic Affairs Officer  
United Nations Economic Commission for Africa  
P.O. Box 30647  
Lusaka, ZAMBIA  
Telephone: 260 211 228502/5  
Fax: 260 211 236949

Email: [srdcsa.uneca@un.org](mailto:srdcsa.uneca@un.org)

33. Mr. Jean Luc Mastaki Namegabe  
Economic Affairs Officer  
United Nations Economic Commission for Africa  
P.O. Box 30647  
Lusaka, ZAMBIA  
Telephone: 260 211 228502/5  
Fax: 260 211 236949  
Email: [jnamegabe@uneca.org](mailto:jnamegabe@uneca.org)
  
34. Ms. Sampa Kangwa-Wilkie  
Communications Officer  
United Nations Economic Commission for Africa  
P.O. Box 30647  
Lusaka, ZAMBIA  
Telephone: 260 211 2285 02/5  
Fax: 260 211 236949  
Email: [srdcsa.uneca@un.org](mailto:srdcsa.uneca@un.org)
  
35. Ms. Anne Mwansa  
Staff Assistant  
United Nations Economic Commission for Africa  
P.O. Box 30647  
Lusaka, ZAMBIA  
Telephone: 260 211 228502/5  
Fax: 260 211 236949  
Email: [mwansaa.uneca@un.org](mailto:mwansaa.uneca@un.org)