



COLEACP :  
40 YEARS WORKING  
FOR DEVELOPMENT

# Annual Report 2014

Post-2015 trends



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# COLEACP

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# FOREWORD

**2014 saw the launch of major changes for COLEACP. With its two flagship programmes, PIP and EDES, expiring in 2015, COLEACP spent the year fine-tuning the methodology it has developed in the course of its two programmes, and profiling its approach with a view to future developments. It also took advantage of this almost pivotal year to lay the foundations of its new strategy to support the private agrifood sector in developing countries.**

## A public-private partnership with a focus on agribusiness

The European Union has made agriculture and the private sector a priority for its development policy. Its Agenda for Change, which has embodied this policy since 2011, clearly states that *support to agriculture and the development of competitive local private sectors including by building local institutional and business capacity, promoting SMEs and cooperatives* must guide the choices of actions deployed in the field, particularly those that will be favoured within the framework of the programming of the 11<sup>th</sup> European Development Fund (EDF).

COLEACP is a non-profit association, created in 1973 as a professional organisation of the ACP-EU fruit and vegetable sector. It has now also become a technical assistance tool at the service of the EU's development cooperation activities. Its mission is to assist the ACP horticultural sector and – by extension – the agricultural sector, to bring about a beneficial impact on the trade balance, food security and poverty alleviation.

COLEACP is a public-private partnership as it is comprised of private companies and provides support funded by the European public service. By its nature, it is rooted in the economic reality of the recipient countries that it supports. By its action, it is in line with the objectives, tools, principles and criteria set out in 2014 by the European Commission in its strategy to support the private sector in developing countries (COM 263/2014 – *A Stronger Role of the Private Sector in Achieving Inclusive and Sustainable Growth in Developing Countries*).



COLEACP's post-2015 strategic vision builds on its achievements: a methodology and human resources that can keep pace with its missions, plus a network of more than 1,000 local experts allowing it to intervene in 50 ACP countries. Its goal: to help better exploit the production and export potential of ACP agriculture by acting within the private sector (in continuity with the PIP Programme) and the public service (in continuity with the EDES Programme), and to make the most of the comparative advantages of this agriculture by increasing its competitiveness through a voluntary scheme to improve the three pillars of sustainability – economic, social and environmental.



## Programmes: concrete results and first steps towards diversification

The PIP2 and EDES programmes will expire in 2015. They have evolved, in response to ACP demand, through massive investment in building the capacity of local operators. Since launching the programmes, 2,000 training sessions, totalling 100,000 person days, have been organised for the benefit of the ACP agricultural sector. Around 500 SMEs and 20 million small-scale producers have benefited from tailored actions via 1,600 projects. These results have been achieved in particular through the efficient management capacity of COLEACP, made possible by the combination of several factors including the association's non-profit status, the uninterrupted lifetime of the programmes and the terms of the grant agreement.

Via its PIP and EDES Programmes, COLEACP has pressed on in the course of the year with its strategy to improve food quality and quality checks for local and regional markets; to transfer expertise from horticulture to other important sectors such as coffee, cocoa, tea and food crops; to increase the number of beneficiaries, in particular via its E-Learning training platform; to extend support to countries that have not yet benefited from earlier programmes (Democratic Republic of Congo); and to develop a comprehensive intervention logic (in compliance with the non-substitution strategy) through the creation of partnerships with key players.

To secure the future of the support it has extended for many years through its programmes, COLEACP has embarked on a significant transfer of know-how and skills to certain producer organisations, so that they can take over certain forms of capacity building, especially in the field of training. COLEACP has thus helped set up effective training departments for several African and Caribbean producer associations.

Apart from its two flagship programmes, COLEACP is also involved in the regional fight against the fruit fly in West Africa (ECOWAS) since the beginning of 2015, as well as in the mango sector development programme in Guinea-Conakry. This involvement reflects the association's ambition to promote and share its achievements as much as possible and to mobilise its network of experts to assist in any project or initiative that pursues the sustainable and inclusive development of ACP agriculture.

## Responding to crises

The year 2014 was also – unfortunately – marked by interceptions at the EU's borders of several lots of fruits and vegetables infested with pests. These produces came from several ACP countries: Uganda, Ghana, the Dominican Republic, Kenya and Côte d'Ivoire. COLEACP has consistently supported the implementation of action plans involving both public and private sectors to curb the problem as soon as possible by providing direct support and long-term activities for the sectors concerned.

## A respected voice

With its combined experience of almost 15 years in cooperation with the ACP private sector, COLEACP wishes to share with the development community the knowledge it has accumulated on the ground. Its representatives have been invited several times to attend major international forums. Thus the voice of COLEACP spoke on nutrition issues at the World Economic Forum on Africa in Abuja (Nigeria); about distance learning at eLearning Africa in Kampala (Uganda); and on agricultural production standards at the Trade for Sustainable Development Forum in Geneva (Switzerland). COLEACP is also the architect of a number of workshops organised under the aegis of the European Commission, such as the Roundtable on agri-food chains held on the occasion of the fourth EU-Africa Business Forum.

Finally, one of COLEACP's priorities for 2015 is to consolidate its vision of development in ACP countries: an inclusive and sustainable development that relies on the active, complementary and balanced participation of multinational companies, SMEs and small-scale producers. Improving the management and performance processes of the supported businesses should facilitate their access to various funding sources, and the impact in terms of investment, jobs and skills will enable the fruit and vegetable export sector to play an increasing role in the modernisation of ACP agriculture.



## Key events in 2014

**FRUIT LOGISTICA  
FEBRUARY 2014**



**EU BUSINESS FORUM  
APRIL 2014**





**EU-NIGERIA  
BUSINESS FORUM  
SEPTEMBER 2014**



**MOBILISING ACP  
PROFESSIONAL  
ORGANISATIONS  
OCTOBER 2014**



**PEST CRISIS  
MANAGEMENT  
NOVEMBER 2014**



**SIGNATURES  
MEMORENDUM OF  
UNDERSTANDING  
CARIBBEAN AND PACIFIC  
REGIONS  
DECEMBER 2014**





# POST-2015 TRENDS

**Poverty alleviation. Food security. To meet these post-2015 challenges, COLEACP is changing its approach to development cooperation and laying the groundwork for its support to the private food chains in ACP countries.**

How do we face the challenges of post-2015 development cooperation? To answer this question, COLEACP spent 2014 rethinking its strategy, its working methods and the nature of its tasks, taking on board its observations in the field, the needs of beneficiary companies, the expectations of the ACP States, and the goals of major donors such as the European Union.

The result of this stock-taking: a new programme to support food chains in developing countries, which have a key role to play in alleviating poverty and strengthening food security.

## Sustainability...

*'In this new programme, the economic aspect of the business is fundamental', explains Guy Stinglhamber, Delegate General of COLEACP. 'So far, we have put the focus on the technical dimension, by supporting companies in areas such as food safety, traceability and the implementation of international standards. With the new programme, we also want to help them give due consideration to all the economic data in their management and in their decision-making.'*

The objective is competitiveness. In other words, ensuring that the technical expertise acquired by companies enables them to improve their economic performance, and helps to unleash the potential of agro-industrial production in developing countries. COLEACP support will extend to all dimensions of business development, including market analysis, marketing, packaging, cold chain, logistics, invoicing and administration.

This diversification aims to create a virtuous circle that will help solve the number one problem facing SMEs in the countries of the South: **access to credit**. By mentoring them as they consolidate their economic backbone, COLEACP is seeking to improve their bankability, so as to enable them to obtain financing from credit agencies.

COLEACP support could also extend to the search for long-term funding (investment) or short-term funding (seasonal loans). In these cases it will establish recurrent partnerships with specialist credit and micro-credit institutions, as it has occasionally done in the past.

## ... driving competitiveness

Alongside economic prosperity, the other two pillars of sustainable development remain essential. In COLEACP's vision, contributing to social welfare and minimising environmental impact are part and parcel of competitiveness. It is in this spirit that the sustainability charter has been drawn up, joined by a training programme to integrate its precepts into the daily management of the company. This social effort promotes harmonious, stable and sustainable growth, but it also addresses a pressing demand by the global market, with consumers increasingly focused on the environmental and social impacts of their purchases.

***"Our overall objective is to help companies become more efficient, more accountable and play a leading role in the socioeconomic development of their countries. Agriculture is the tool available to us, both as a food security bulwark and as a vector for economic development whose benefits can spread to other sectors of the economy."***

**Jeremy Knops,**  
PIP Programme's Director of Operations.



## All plant sectors

Agriculture, certainly. But what agriculture?

Historically, COLEACP has focused its efforts on horticulture, particularly fruit and vegetables for export. Over time, it has turned its sights to other crops such as tea, coffee and cocoa, and even some forms of livestock farming. It has also extended its field of action to short distribution chains, providing support to producers who target only local and regional markets.

COLEACP does not exclude some extensions into livestock farming with competent partners. However, it intends in future to focus on its area of competence, which remains horticultural production, while allowing all plant sectors to draw on its experience, which is crucial for food security. For this reason, it also intends to maintain its support to producers who target local and regional markets.

*'Specifically, we will continue to rely on our two strengths', says Guy Stinglhamber: 'horticultural export crops as a lever for modernising local agriculture and an efficient training system as a tool for capacity building. From there, we will expand our range of actions to plant sectors and strengthen business management of the beneficiary companies.'*

## A central programme and satellites

Another trend of recent years will be strengthened post-2015. The central programme described above will be joined by other programmes that form part of the same global strategy but focus on a particular agricultural issue or a limited geographical area.

Thus, since the start of 2015, COLEACP has become involved in two new programmes. The first is the **Project to support the Regional Plan to combat and control fruit flies in West Africa**. Funded by the European Union through the French Development Agency, the project is designed to support vegetable producers in their daily struggle against this devastating regional problem. The second is the **Mango industry development programme in Guinea-Conakry** (PRODEFIMA Guinea), implemented by the Guinean Agency for Export Promotion and funded by the World Trade Organisation. Its objective is to revive exports of this tree crop from Guinea-Conakry.



Other satellite programmes are likely to be added in the coming months and years, headed by the platform 'Small Farmers, Big Business?' that sets out to promote public-private partnerships involving small producers, and in which COLEACP is actively participating alongside the German cooperation agency (GIZ), the Netherlands development organisation (SNV), the French development agency (AFD) and the United Nations Industrial Development Organisation (UNIDO).

Other 'national approach' programmes are under development or negotiation on a bilateral basis with States wishing to offer or obtain funding alongside COLEACP support, in order to strengthen aspects of their agricultural development or food security.

For COLEACP, the time has come to spread its wings. Having accumulated knowledge and experience, it now intends to mobilise its expertise and its network of experts for the benefit of sustainable agricultural development in developing countries.



2

## COLEACP ASSOCIATION

### 2.1 RESEARCH & DEVELOPMENT

The COLEACP R&D department develops agronomic solutions to help members and beneficiaries improve the quality and profitability of their products and services.





## Supporting sustainable production

**COLEACP works together with farmers in addressing sustainable production in a way that combines agricultural traditions and indigenous knowledge with new technologies – their forefathers' know-how supplemented by their grandchildren's skill with a smartphone. Many experts are calling for a generalised roll-out of sustainable production practices including, among other things, polyculture, green manures, and agroforestry. These practices promote the productivity of agro-ecosystems while reducing inputs of chemical fertilisers, water, pesticides and energy. The COLEACP Research and Innovation team continue to work in this area, providing rural ACP communities with agronomic and technological solutions that allow them to build an agricultural model that respects the natural resource base, and is aligned with the three pillars of sustainable development.**

## Translating research outputs into impact

The aim is to make sure that supply chain operators have the technologies & recommendations they need to produce safely, sustainably, and responding to the demands of the market.

Ensure the existence of safe, effective and cost effective technologies for the control of pests and diseases in ACP horticulture. COLEACP identifies and supports the development of management strategies that aim for minimal pesticide residues through integrated crop management and biological control. Activities include:

- Studies and surveys to identify emerging and serious pest and disease problems where producers lack control method
- Liaison with national and international research organisations and industry to screen and develop new pest management options for these critical areas.

### Ensuring that essential PPPs are registered for use:

- Collaboration with plant protection product (PPP) manufacturers to generate residue data and submit dossiers for EU Import Tolerances or extrapolations in cases where PPPs, that are vitally important on export crops, have no EU MRL
- Working with PPP manufacturers and national ACP regulatory authorities to support local registration. This requires implementing efficacy and MRL trials in partnership with local research organisations and service providers

- Supporting regional harmonisation of PPP registration in coordination with international initiatives, EDES, and ACP regulatory authorities

### Ensuring recommendations are available for PPPs to be used safely and effectively under local conditions.

The aim is to provide effective control while ensuring that pesticide residue levels do not exceed the EU or CODEX MRLs.

- Implementing field trials to establish Good Agricultural Practice (GAP) under local conditions. GAP covers the pesticide dose rate, frequency of application, and pre-harvest interval.

### Ensuring that growers have access to the necessary information. Producers need to know what pesticides are permitted on crops for different markets, and the recommended GAP:

- Providing up-to-date information for ACP suppliers on EU and CODEX MRLs and authorised PPPs via the PIP website. Any critical changes to regulations or commercial requirements are notified via an electronic newflash
- Developing ACP Crop Protocols and Guides for Good Plant Protection Practices, based on the recommended GAP. Following these recommendations will ensure that growers keep pesticide residues to a minimum and comply with MRLs
- Adapting Crop Protocols and Guides for local and regional markets. This means conducting field trials to adjust the GAP to meet CODEX MRLs and, when needed, working with ACP regulatory bodies and PPP manufacturers to obtain new CODEX MRLs.

## The search for alternative control options

To reduce the risk of pesticide residue exceedences, and in line with its commitment to sustainability, COLEACP has invested in a search for alternatives to conventional pesticides. This includes a range of biological control options with potential for development in ACP countries. Contact has been made with more than 40 biocontrol product manufacturers and, to date, over 100 different uses have been tested through screening trials on a total of 17 crops.

Alternatives to conventional products have been tested in the case of:

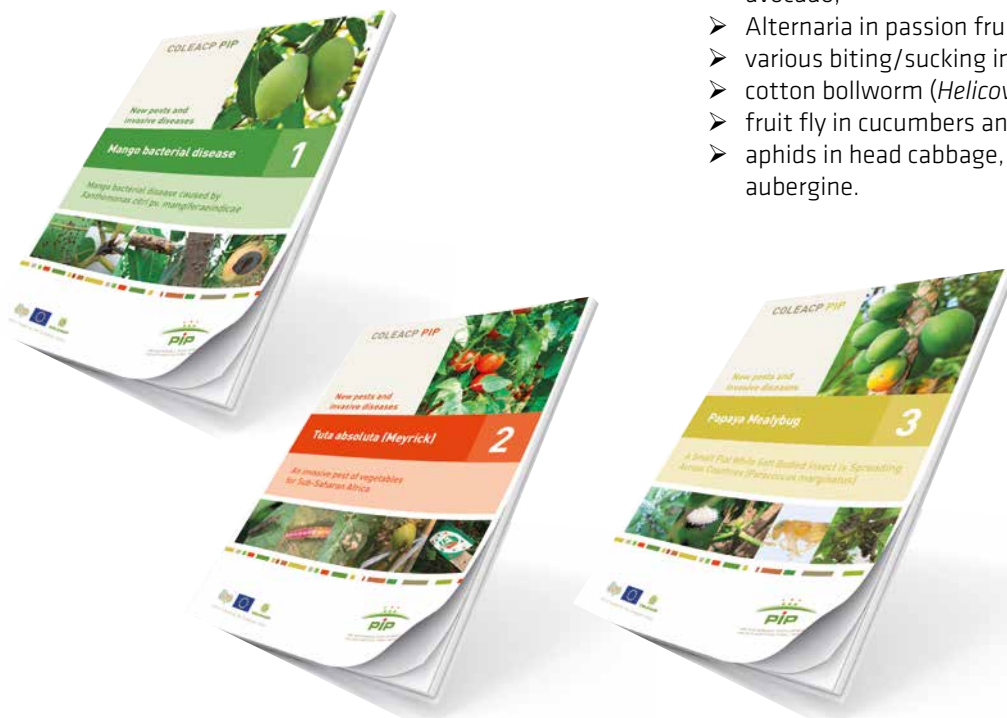
- fruit flies in mango;
- anthracnose in mango;
- nematodes in green bean;
- acaricides on mites in sweet corn;
- thrips in onion;
- mango postharvest diseases;
- spider mites in sweetcorn;
- spider mites in aubergine;
- mealybugs in papaya;
- false codling moth (*Cryptophlebia leucotreta*) in avocado;
- Alternaria in passion fruit;
- various biting/sucking insects in okra;
- cotton bollworm (*Helicoverpa armigera*) in tomato;
- fruit fly in cucumbers and peppers;
- aphids in head cabbage, bell pepper, cucumber and aubergine.

## Residue Trials under ACP conditions

Residue trials are conducted for two distinct purposes. Firstly, COLEACP implements trials to test efficiency and establish good agricultural practice (GAP) recommendations of existing PPPs under local conditions. This ensures that the dose rate, frequency of applications, and pre-harvest intervals recommended to growers by the programme will enable them to comply with EU or CODEX pesticide maximum residue limits (MRLs). Secondly, residue trials are conducted to generate data that can be used to defend EU MRLs, or to apply for EU Import Tolerances. Examples include:

- Residue trials in Senegal and Kenya to defend the MRL of tebuconazole on beans with pods.
- Trials in Senegal on tomatoes and beans with pods to define the pre-harvest intervals for compliance with the EU or Codex MRL for 8 active ingredients: beta-cyfluthrin, imidacloprid, tebuconazole, trifloxystrobin, fluopyram, spirotetramat, flubendiamide and propineb.
- Trials in Kenya on passion fruit to generate the data necessary to defend the MRLs of 4 active ingredients: azoxystrobin, difenoconazole, tebuconazole and trifloxystrobin.
- Finalisation of the trial report in Kenya on baby pak-choi and baby spinach.
- Analytical report of trials in Kenya on snow pea to establish the pre-harvest intervals.

Trial reports are available at <http://pip.coleacp.org/en/pip/17570-research-and-developmentcrop-protection>





## Controlling Pests and Diseases

- **Postharvest diseases of mango** - Fungicide screening trials were conducted in Côte d'Ivoire, Senegal and Burkina Faso involving both conventional pesticides and biocontrol options. These included five post-harvest dips (prochloraz -reference product, *Bacillus pumilus*, citrus extracts, *Trichoderma viride* and Rumex extracts) and six orchard treatments (prochloraz -reference, fluopyram + trifloxystrobin, copper sulphate, azoxystrobin, chlorothalonil, citrus extract and *Bacillus pumilus*).
- **Fruit flies** - A trial was conducted in Senegal to test the simultaneous use of two products approved and used in the Sahel region that may have complementary action (Success Appat and Timaye). The following were also tested: INVADER-b- LOK and M3 together, and STATIC Spinosad ME.
- **Nematodes** - With nematode damage to vegetable crops on the increase, screening trials were conducted on green beans in Senegal with a biological nematicide, and on pineapple in Côte d'Ivoire with four biological and one conventional product. A study in Senegal on nematodes in vegetable crops led to the development of an integrated control strategy based on prophylactics, trap plants, and biological or chemical control solutions.
- **Tuta absoluta** - After consulting with manufacturers and distributors, 25 plant protection products have been identified as effective or potentially effective against tomato leafminer. The list of candidate products has been sent to the National Institute for Agricultural Research of Senegal for further testing, and results will be communicated to all COLEACP beneficiaries.
- **Mites** - A trial on alternative miticides was conducted in Senegal on sweetcorn in partnership with a producer-exporter company. Results showed that the following resulted in reduced attack: prosular oxymatrine, geraniol-citronellol-nerolidol-farnesol in combination, propylene glycol alginate, and citrus extract. Further testing is needed by the manufacturers to confirm the observed results.
- **Onion thrips** - COLEACP supported a project conducted by a Belgian student and the Polytechnic University of Bobo-Dioulasso (Burkina Faso) to test the efficacy of calcined kaolin and prosular oxymatrine. Further testing is needed by the manufacturers to confirm results prior to registration.
- **Acerophagus papayae** - Screening trials to identify non-toxic miticides against papaya mealybug in Ghana. Results showed that all the products tested (prosular oxymatrine, geraniol-citronellol-nerolidolfarnesol in combination, propylene glycol alginate, Beauveria bassiana, mineral oil, Isaria fumosorosea and Metarhizium anisopliae) were less toxic than sulphur, which is widely used.

## Dissemination and uptake of research results

Results generated by PIP trials are incorporated into crop production and crop protection protocols. These are distributed to producers, exporters and extensionists to ensure that growers have access to up-to-date and reliable recommendations. The COLEACP library has a total of 34 crop protection guides and crop production protocols covering 90% of EU-ACP horticultural export flows.

The following documents were revised or published during 2014:

- guides on aubergine, snow pea, baby pak-choi and baby spinach, and cucurbits with edible peel (bitter melon);
- production protocol for French beans in Kenya;
- production protocol for tomato, extending to cover local and regional markets;
- production protocols for pineapple (MD2 and Smooth Cayenne) and organic pineapple guide;
- minor crops: publication of four new technical production protocols;
- simplified guides tailored to specific problems: French beans and peas with pods in Kenya; peppers in Cameroon (at the request of the Penja producers); fruit fly in West Africa (with the World Bank), bacterial canker of mango, papaya mealybug, and *Tuta absoluta*.

## Registration in ACP Countries

- COLEACP is working to facilitate the local registration of plant protection products to ensure ACP growers have access to a range of options that are necessary, affordable and effective. Only locally registered PPPs can be used by GLOBALGAP certified growers.
- An adapted procedure for fruit and vegetables was agreed with the Sahel Pesticides Committee in 2014 for a harmonised system of registration. COLEACP/PIP acts as a catalyst and facilitator in mounting the trial programme, which will start in 2015.

## Ensuring alignment with EU regulations

When EU pesticide MRLs are changed, or when new research data becomes available on the use of active substances, COLEACP notifies ACP producers and draws attention to any potential implications for the way in which they must be used (GAP). This information is now available in an online database that is updated monthly: <http://pip.coleacp.org/en/node/32580>

## Research Partnerships

Wherever possible COLEACP Research and Innovation activities are conducted in collaboration with national, EU and international research partners. This avoids duplication and creates synergies. Examples of such topics and activities in 2014 were:

- Fruit fly on mango with the World Bank (Senegal Agricultural Markets Development Programme) and the regulatory authorities (adjusted procedure with the Sahelian Pesticide Committee).
- Identification of biological control products for urban horticulture with the Food and Agriculture Organisation (FAO) and the City of Dakar, Senegal.
- Bacterial canker of mango with CIRAD, the Inter-African Phytosanitary Council (IAPSC) of the African Union, and national plant protection authorities.
- Onion thrips and caterpillars of head cabbages with the Polytechnic University of Bobo-Dioulasso (Rural Development Institute) in Burkina Faso.
- Bacterial canker of mango, fruit flies and *Tuta absoluta* with the National Centre of Expertise on Fruit and Vegetables (NCS-FL) of the West and Central African Council for Agricultural Research and Development (CORAF), the IAPSC, and national plant protection authorities.

- Africa Joint Pesticide Residue Data Generation Project with the African Union and the US Foreign Agricultural Service as part of a project funded by the World Trade Organisation (STDF) to obtain globally harmonised MRLs for selected substances, and to train ACP regulatory authorities in dossier evaluation. COLEACP took part in training in Ghana in February 2014.
- Research partnerships for the development of African agriculture – as part of PAEPARD (see section 3.3).
- Partnership agreements with ACP national authorities, and plant protection product manufacturers – Syngenta, Dow, Bayer, FMC, Cheminova, Agriphar, Adama, Du Pont, and BASF.







## Sahelian zone: a special procedure to facilitate pesticide registration

COLEACP is cooperating with the SPC to encourage manufacturers to approve more products for fruit and vegetable crops. It is in this context that COLEACP obtained a new adapted interim procedure for a trial programme that will start in 2015, fully funded by the manufacturers.

## 2015 Programming

### Trials

- Côte d'Ivoire: finalisation of the nematicide trials on pineapple.
- Burkina Faso: support to students of the Polytechnic University of Bobo-Dioulasso (Rural Development Institute) with trials of biological control products against onion thrips and diamondback moth in head cabbage.
- Ghana: finalisation of trials on non-toxic miticides to protect beneficial insects used against papaya mealybug.

### The fight against pests and diseases

- Fruit flies
- Mango bacterial canker
- Post-harvest diseases of mango

### Pesticide residues

- Import tolerances – preparation of applications for snow pea, passion fruit and green bean (tebuconazole and dimethoate).
- Codex MRLs – submission of a dossier for green bean (tebuconazole) and passion fruit (difenoconazole, dimethoate and trifloxystrobin).

### Approvals

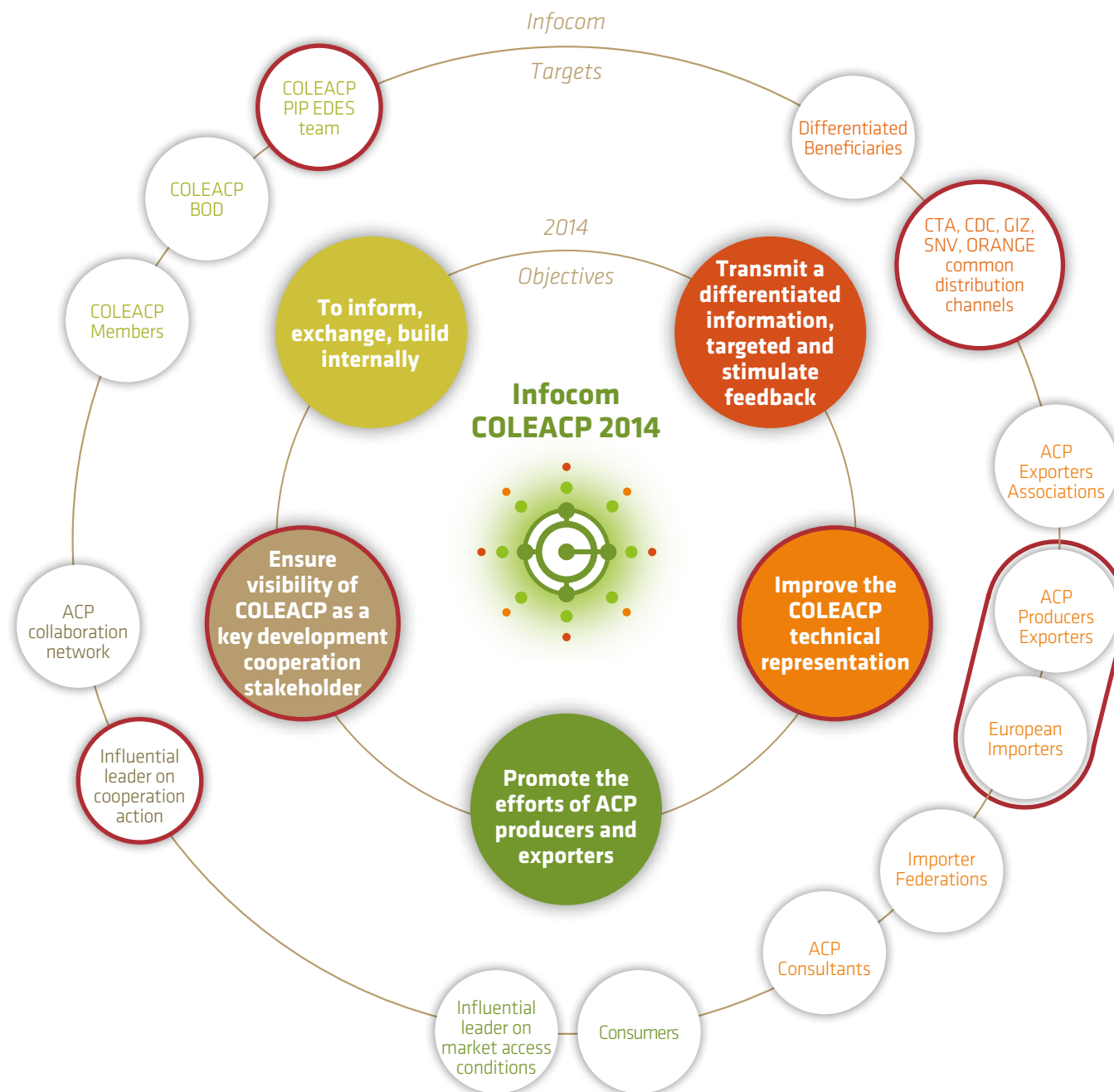
- Sahelian Pesticides Committee (SPC): support for the adoption of harmonised regulations and broadening the range of approved plant protection products.
- Pesticides Committee of Central Africa (CPAC): monitoring the establishment of the committee and recognition of the approvals issued.
- Biological control products: facilitation to support manufacturers in implementing the trials required for registration.

### Reports and Guides

- Revision and updating of **guides** for banana (with CIRAD), aubergine, snow pea, baby pak-choi and baby spinach, cucurbits with edible peel, okra, pineapple (MD2 and Smooth Cayenne), organic pineapple, green beans and tomato.
- On-going publication of **simplified brochures** for peppers, aubergine, bitter melon and taro, green beans and snow peas, anthracnose of mango, and the quarantine pest *Cryptophlebia leucotreta*.
- Updating the **database** on GAP and MRLs.
- Finalisation and dissemination of **reports** on all R&D trials conducted since 2009.

## 2.2 INFORMATION AND COMMUNICATION

The COLEACP information and communication service contributes to the transfer of knowledge and technical know-how of its action to the beneficiaries. It also aims to facilitate the smooth flow of information between the different stakeholders to COLEACP action for agricultural development cooperation in ACP countries and to defend and promote the voice of ACP producers on the international scene.





## Merger of the programme components

A key point of the Infocom component in 2014 was the merger of the Infocom components of the PIP and EDES Programmes into a single department. This development was part of the ongoing efforts to build COLEACP's capacities, in line with the synergies and economies of scale already achieved in the respective activities of the two components. This resulted in a reorganisation of the team, its working methods and the allocation of activities. This makes it possible with the available human resources to meet the objectives of COLEACP and its two programmes as well as the volume of activities planned.

## Consolidation of the Infocom system

The COLEACP Infocom system was consolidated, to fulfil its primary function of transmitting up-to-date information on COLEACP's activities to stakeholders (ACP and EU) involved in the development of agrifood chains. This involved:

- creating a coleacp.org portal site;
- revising and optimising the PIP and EDES websites;
- sending electronic Info Flashes;
- enhancing the e-learning platform;
- sending mailshots of documentary material to mark events or training/expert missions.

The positive trend in the web platform consultation statistics are evidence that ACP actors in the sector are becoming better informed about the requirements of the European market and how to deal with them.

### Examples of COLEACP Info Flashes during 2014

Interim Management Committee for EDES	INFO-FLASH 22/01
COLEACP support in Nigeria: first actions with good prospects	INFO-FLASH 30/01
Côte d'Ivoire: a COLEACP beneficiary obtains a seasonal loan granted by a Belgian social investor	INFO-FLASH 13/02
Corporate social responsibility in Africa Awards	INFO-FLASH 26/02
Caribbean Farmer Network Rome Declaration for the fifth global meeting of the Farmers Forum	INFO-FLASH 27/02
COLEACP "Fair Training System" in the Caribbean and in Africa	INFO-FLASH 06/03
COLEACP promotes social responsibility among ACP companies	TRADE FLASH 17/03
EU-Africa Business Forum: COLEACP takes part in the debate	INFO-FLASH 21/03
5 <sup>th</sup> EU-Africa Business Forum: engaging the private sector in sustainable and inclusive growth	INFO-FLASH 28/03
COLEACP supports organic agriculture in the Great Lakes regions of Africa	INFO-FLASH 24/04
COLEACP at EABF 2014: results and follow-up	INFO-FLASH 07/05
PIP2 Mid-term evaluation: COLEACP's programme has already achieved part of its final objectives	INFO-FLASH 05/06
West Africa: COLEACP works with key partners in the fight against pests and diseases	AGRI FLASH 07/07
COLEACP and the TBT Programme increase impact through collaboration	INFO-FLASH 24/07
West Africa: biological control of papaya mealybugs	AGRI FLASH 01/09
COLEACP and the challenge of increased requests for assistance	INFO-FLASH 03/10
AFGEAN & COLEACP at the EU-Nigeria business forum: review and prospects	INFO-FLASH 10/10

## Environment

As in previous years, in 2014 the Infocom component continued to promote the use of environment-friendly techniques such as:

- electronic distribution of information (e.g. audiovisual, website, e-mailshots, e-learning, teleconferencing);
- printing on recycled paper using ecological techniques (e.g. vegetable inks, printing under the FSC label);
- reusing materials (e.g. reassembly of COLEACP's 60 m<sup>2</sup> stand at Fruit Logistica, itself made from recycled materials).

## Information

### Facts and figures

- 50 Info Flashes issued.
- The Mango film continues to be shown on Brussels Airlines and on a dedicated website.
- About 4,000 copies of Horizons magazine distributed.
- Social networks: Facebook (2,500 friends in 2014), Twitter and Planet (900 members) have helped raise public awareness on topics related to COLEACP's activities.
- 30 country profiles were finalised and disseminated.

## The web

- **www.coleacp.org** - To ensure consistency between what COLEACP has become and its web communication, to strengthen its position as a tool and network for development of the ACP agricultural sector and to promote the services of the association, an “umbrella” portal was designed and put online. Available in two language versions (English – French), this portal makes it possible to quickly grasp what COLEACP is, what it does and how it does it.
- **pip.coleacp.org** - In 2014, the PIP site attracted over 16,000 visitors including almost 6,800 from Africa. The section of the site dedicated to production guides and regulatory information has been overhauled. An updated dynamic consultation table of good agricultural practices was launched.
- **edes.coleacp.org** - The step-up in the number of EDES News editions and the online posting of new brochures triggered a net increase in EDES site traffic, 64% of visitors being new to the site.



## Events

- COLEACP disseminated information on COLEACP's activities through some 20 events in ACP and the EU, including the Fruit Logistica fair (Berlin, Germany), the EU-Africa Business Forum (Brussels, Belgium) and the World Cocoa Conference (Amsterdam, Netherlands).
- COLEACP's participation at Fruit Logistica and the trade press relations of the PIP (Eurofruit, Eurofresh) have ensured a regular supply of information to European buyers of fruits and vegetables.
- Institutional events (EU-Africa Business Forum, meetings with different DGs of the EC) and public relations in the EU and ACP have helped raise awareness among European decision-makers on development cooperation, the importance of agrifood chains in the fight against poverty, and the need to adapt standards that affect access to the EU market for ACP products.
- On 12 December 2014, COLEACP joined the initiative of the diplomatic representatives of African countries and Doctors without Borders, who organised a “Stop Ebola” charity gala to raise funds to fight this highly contagious and deadly virus. Around 100 people attended the event.



2014	Events	COLEACP activities
5-7 February	Fruit Logistica, Berlin, Germany	Presentation of COLEACP and its technical assistance and training materials at a stand, and during meetings with ACP beneficiaries and European market players.
31 March	EU-Africa Business Forum, Brussels, Belgium	Co-organisation of a roundtable with the European Commission (DG-AGRI and DG-DEVCO) on inclusive development models in food chains and the role of the private sector (40 representatives of the public and private sectors and around 100 participants).
1 April	EU-Africa Business Forum, Brussels, Belgium	Co-organisation of a roundtable with the European Commission (DG-R&I) and CAAST-NET Plus on innovation serving food and nutrition security in Europe and Africa (57 actors from the private and public sectors).
7-8 April	Accra, Ghana	Workshop to present the draft sector-specific self-assessment guide for the cocoa sector to the competent authorities.
April	Embassy of Togo, Brussels, Belgium	Contribution to the organisation of a PR event with the representatives of ACP countries in Brussels.
29 April	Accra, Ghana	Launch of a sector-specific self-assessment guide for the cocoa industry.
April	Dakar, Senegal	Presentation on COLEACP and its programmes as part of an event organised by the EU delegation in Senegal.
5-7 May	Gaborone, Botswana	Stakeholder workshop to develop a sector-specific self-assessment guide for livestock.
8-10 May	Lusaka, Zambia	Stakeholder workshop to develop a sector-specific self-assessment guide for honey.
30 May	ACP Gala, Brussels, Belgium	<ul style="list-style-type: none"> <li>• Presence for public relations with ACP embassies to Belgium and the EU.</li> <li>• Presentation and dissemination of the book 'Excellences', presenting the quality of ACP fruits and vegetables through recipes.</li> </ul>
3-5 June	Port-Louis, Mauritius	Stakeholder workshop to develop a sector-specific self-assessment guide for honey.
9-13 June	World Cocoa Conference, Amsterdam, Netherlands	Participation and presentation of the training and technical assistance actions.
15 June	COLEACP General Assembly, Brussels, Belgium	Participation in a presentation of Infocom activities to members of COLEACP.
20 June	Antananarivo, Madagascar	Workshop to present results of the analysis of the food safety system.
July	Symposium on the problems of Small Island Developing States, Brussels, Belgium	Mini-stand with tasting of exotic fruits and information on programme activities.
22 July	Nairobi, Kenya	Workshop to validate sector-specific self-assessment guides for peas/beans and passion fruit.
22-23 September	EU-Nigeria Business Forum, Abuja, Nigeria	In collaboration with AFGEAN: <ul style="list-style-type: none"> <li>• organisation of a fringe event at the forum entitled "Food safety and quality assurance in fruit and vegetables: ensuring that production is sustainable and meets market requirements" (around 100 participants);</li> <li>• manning a joint stand to present and disseminate information on the programme's actions.</li> </ul>
19-21 October	9th Annual Biocontrol Industry Meeting, Basel, Switzerland	Presentation of a poster presenting the results of trials performed by the PIP's R&D department
27 October	EU Working Group on Private Sector Development in Agriculture (PSDA), Brussels, Belgium	Presentation from COLEACP and its programmes, exchanges with SPDA members including to bilateral cooperation agencies present.
29 October	ACP Secretariat, 5th Development Day, Brussels, Belgium	<ul style="list-style-type: none"> <li>• COLEACP stand distributing new information materials on the results of the programme's actions (country sheets, annual report, Horizons magazines).</li> <li>• Introduction of new training tools in the fruit and vegetable industry.</li> <li>• Tasting of exotic fruits and chocolates.</li> </ul>



## Press relations

Press relations, online corporate communication (website, online videos) and innovative approaches such as the *Excellence* project (creation and dissemination of ACP cooking shows based on recipes using ACP fruit and vegetables) also help meet the objective of making the ACP origin of produce more visible and attractive. The coverage in the trade and general press was primarily offline. It related to events or comments relayed in the trade press.

## Promotion of the ACP origin

Six new recipes (Cameroon, Rwanda, Congo-Brazzaville, Tuvalu, Senegal and Burundi) were filmed and edited in 2014, which contributed to a promotional clip based on 10 programmes that will be distributed to the TV media in 2015. Airlines and web-TV channels have been approached. The main objective is to promote the ACP origin and the quality of fruit and vegetables via an original and popular medium.

## 2015 Programming

- Preparation for the closure of the internet platforms (and Intranet) of the PIP and EDES programmes in the context of the strengthening of the COLEACP platform.
- Reporting to the supervisory authorities concerned on the development of the programmes and actions.
- Participation at Fruit Logistica (Berlin, February 2015): promoting the ACP origin, spotlighting the efforts of members, beneficiaries and the ACP agribusiness, defending the role of small-scale producers in the supply chain.
- Organisation of internal and external events: forums, discussion workshops, thematic exhibitions, trade fairs, general assembly ...

## Technical and training tools

COLEACP designed, produced/reissued and distributed training handbooks and guides (see 2.5 Training) and production guidelines (see 2.1 Research & development) for use in training and technical assistance within companies or among the ACP authorities. By the end of 2014, the COLEACP library had 500 references.



## 2.3 ANALYSING THE MARKET

### Turning constraints into opportunities

Trade barriers have declined for many developing countries as a result of the Uruguay Round Agreements but, at the same time, market entry conditions have risen. Suppliers must now meet a complex set of private standards as well as public sector regulations. For ACP producers and exporters, this represents a very challenging environment that can limit their ability to enter lucrative markets in both global and local value chains. While standards can improve supply chain efficiency and create market access opportunities, they can also adversely affect ACP suppliers who face greater challenges than their competitors due to factors such as poorer infrastructure, and weaker technical, financial and institutional capacities.

COLEACP continues to monitor trends in buyer demands and private standards. Food safety remains paramount but, over the past 5 years, there has been a shift in buyer demands to also cover sustainability; this reflects the growing movement worldwide for the sustainable use of natural resources, with agriculture often at the centre of the debate. Global retailers and agrifood companies are actively adopting sustainability schemes, with many buyers now demanding supplier certification with social and environmental standards.

In the first instance COLEACP is working to ensure that these new demands do not disadvantage SMEs and smallholders by creating additional costs or market access barriers. At the same time, the sustainability movement can be used to leverage opportunities. Potential

new markets are opening up, often where ACP suppliers have a comparative advantage. Furthermore, the adoption of sustainable management practices offers a real chance for ACP growers and exporters to strengthen their operations over the longer term.

On this premise PIP is developing a sustainability and competitiveness programme for ACP producers and exporters (see 1.2 Trends; 5.2 Perspectives post-2015). This will provide a simple framework for suppliers to communicate their commitment and progress in sustainable management to customers, while avoiding expensive certification. By focusing on the business case, the programme will ensure that sustainability is not just a tick-box exercise, but genuinely helps suppliers run more efficient, profitable and resilient businesses.



### Facilitating market access

- **Adapting buyer requirements and private standards to the ACP context:**
  - studies and surveys to monitor trends and market access requirements;
  - Engaging with retailers and standard setting bodies to ensure they understand and take into account the impact of their decisions on ACP suppliers
  - Supporting development of GLOBALGAP National Interpretation Guidelines to adapt the standard to local conditions, facilitating certification for ACP producers, and with a particular focus on smallholders
- **Building the capacity of ACP actors to influence private standards and procurement policies:**
  - Supporting the establishment of national technical working groups to address standards-related issues;
- **Implementation of the “Sustainability-competitiveness” programme:**
  - sustainability charter developed in consultation with diverse stakeholders;
  - development of new sustainability training modules incorporating the principles of the charter.

## 2.4 ADVOCACY

**COLEACP is involved in a variety of lobbying and advocacy activities, representing and defending the interests of ACP producers and exporters. Increasingly COLEACP is invited to take part in EU, ACP and international events and platforms, in order to share its experience in ACP countries. COLEACP provides essential technical expertise as well as ensuring that the circumstances and needs of ACP stakeholders are taken into account.**

### Lobbying

Lobbying refers specifically to activities aimed at influencing decisions made by officials in government, most often legislators or members of regulatory agencies. COLEACP engages with the European Union/European Parliament in issues of relevance to the sector and participates in formal lobbying and consultation (for which it is incorporated in the EC/EP Transparency register). COLEACP is also engaged with ACP competent authorities. Recent examples include the following:

- **Review of regulations governing production, labelling and import of organic produce.** DG AGRI invited COLEACP to participate in this review (including Council Regulation EC 834/2007), which will lead to the elaboration of a new European political and legal framework. During 2012/3 COLEACP conducted a survey of ACP stakeholders to gather information on the potential impact of the proposed changes, and submitted evidence to DG Agri. In 2014 COLEACP participated as a panelist in the European Economic and Social Committee's Hearing on Organic Agriculture in Brussels, representing views of IFOAM, ACP exporters and EU importers on the potential impact of the proposals in ACP countries.
- **Better functioning of the food supply chain : addressing unfair trading practices (UTPs).** During 2014 COLEACP continued lobby DG Internal Market (EC) for legislation to tackle UTPs, attending a seminar held by the British Institute of International and Comparative Law, and the European Parliament seminar on "Solutions to tackle imbalances of power in agricultural supply chains". COLEACP follows the "High Level

Forum for a Better Functioning Food Supply Chain" and in July joined a deputation by FTAO and EFFAT to Commissioner Barnier's office to lobby for inclusion of ACP countries in an EC study to assess impact of the current MS retailer voluntary self-regulation/code of practice.

- **Joint statements** (with FRESHFEL and others) to DG SANCO/EFSA on the proposed EC Plant Health reform, the Review of RASFF Standard Operating Procedures, and ongoing discussions to clarify legal uncertainty concerning disinfectants.
- **Minor Crops include fruit, vegetables, and herbs.** Globally there is a shortage of plant protection products (PPPs) for use on these crops and the situation is worsening under the EC Directive 91/414 review process. The lack of registered PPPs on horticultural crops is in some areas threatening yield and product quality, increasing the risk of resistance and illegal use, and compromising competitiveness and sustainability. COLEACP monitors the MRL review (EC 752/2014 ), and liaises with rapporteur MSs to obtain Import Tolerances. COLEACP also lobbies ACP authorities to support local PPP registration, and works with them to set CODEX MRLs. To achieve results, COLEACP facilitates complex partnership working with EU MS, ACP authorities, research organisations, and PPP manufacturers.



## Advocacy

Advocacy ensures that people, particularly those most vulnerable in society, are able to : have their voice heard on issues that are important to them, have their rights defended and safeguarded, and have their views and wishes genuinely considered when decisions are being made that affect their lives.

Market access requirements in terms of regulations, private standards, and buyer demands, have become increasingly stringent over the past 10 years. These requirements tend to be Eurocentric and sometimes poorly adapted to the ACP context, putting suppliers at an inherent disadvantage. As ACP suppliers often have little influence or voice in the standard-setting process, COLEACP has taken on a more prominent advocacy role. This includes :

- Direct contact with EU importers/retailers to raise awareness and ensure that the impact of buyer policies on ACP suppliers is understood and taken into account
- Engagement with scheme owners, and participation in standard setting, to make standards more ACP appropriate and ensure that certification does not disadvantage SMEs and smallholders by creating additional costs or market access barriers.
- Establishment of ACP National Technical Working Groups, providing a route for ACP stakeholders to engage with the (predominantly European) private standards bodies. NTWGs allow ACP suppliers to challenge and address certification-related problems, and adapt GLOBALGAP to their local context.

COLEACP has an established relationship with several EU retailers, and many fresh produce importers (members and non-members).

COLEACP works closely with the standards bodies of most relevance to the fresh produce sector including : Business Social Compliance Initiative (BSCI) ; British Retail Consortium (BRC) ; Fairtrade Labelling Organisation (FLO) ; Global Food Safety Initiative (GFSI) ; Global Social Compliance Platform (GSCP) and GLOBALGAP. COLEACP is contributes actively to :

- GLOBALGAP Crop Protection Working Group
- GLOBALGAP Water Management Stakeholder Committee
- GLOBALGAP Social Audit (GRASP) Stakeholder Committee (Vice Chair)
- GLOBALGAP Producer Group Stakeholder Committee
- GLOBALGAP Stakeholder Committee on Sustainable Production
- GFSI Global Markets Primary Production Group



### Examples of COLEACP advocacy in 2014

- Participation in GLOBALGAP Stakeholder Committees to ensure that ACP interests have been taken into account during revision of the GLOBALGAP Crops Scheme and General Regulations for Version 5. Inputs from COLEACP influenced new and existing CPCCs concerning water management and GRASP as well as the new GLOBALGAP Water Guidance Document, with the aim of reducing potentially negative impacts of new requirements on SMEs and smallholders.
- Liaison with BSCI so to better adapt the scheme to the very particular situation and seasonal nature of the West African mango sector.



Présentation de la plateforme « e-learning COLEACP » lors de la 9<sup>e</sup> conférence eLearning Africa, à Kampala (Ouganda).

*“ We specifically thank the PIP team for the very useful recent training in the TNA method held in Tigonî which was very helpful and relevant to our production process. It was a real eye opener ”.*

**Benson Njoroge,**  
Technical Manager - GREENLANDS

## 2.5 TRAINING

Since 2001 COLEACP has developed as part of the PIP and EDES Programmes a “Fair Training System”; which aims to strengthen the skills of the beneficiaries so that they can carry out their project in a sustainable way. The COLEACP training service mutualise the needs expressed by the beneficiaries. It may thus modulate learning methods according to content and tailor to each target.

### Number of COLEACP Trainings given in 2014 (by general theme)

- **Food safety:** 133 trainings
- **Good agriculture practices:** 35 trainings for 505 participants in 2014 (fruit & vegetable sector) and 9 trainings in the cocoa & fish sectors.
- **Sustainability:** 35 training courses for over 400 participants. Specifically 22 sessions related to the field of ‘ethics’ (302 participants) and 13 sessions in the field of environment (99 participants).
- **Specific training:**
  - Training in training methods (use of field training workshop kits and storytelling flipcharts “boîtes à images”). 33 training sessions for 309 participants in 2014.
  - Training with laboratories and inspection services: 31 training sessions in 2014, including 5 regional trainings.

#### COLEACP-IFOAM: Training on PGS Bio in Zambia

PGS (participatory guarantee systems) is an alternative to organic certification, specifically tailored to local markets and short supply chains. A training mission has allowed, in 2014, to strengthen the staff of Lumono Organics on this subject, but also to train OPPAZ (producer support structure) members so that they launch a feasibility study on the implementation of a GSP. This action was done in collaboration with IFOAM.

#### Number of person/days in COLEACP trainings

In 2014:	<b>8 940</b>
Since 2009:	<b>50 600</b>



## Training tools and materials developed in 2014

### • Four trainer guides (teaching briefcases):

- target audience: trainers;
- three sector guides (cocoa, coffee, fish) and one on labour standards;
- usage: training workshops in the field.

### • Four brochures and training manuals:

- *Safe use of Pesticides brochures*
  - review of the six briefcase brochures on good practices in the field of pesticide use (clarification of key messages, new illustrations);
  - addition of a seventh brochure on personal protective equipment.
- *Hygiene and Health Risks brochure*
  - split into four brochures: personal hygiene, hygiene in production and facilities, hygiene in control of operations, hygiene during cleaning and handling operations;
- *Ethical Production: Challenges and Opportunities for ACP Producers manual*
  - revised with a focus on working conditions, important for the sustainability charter;
  - improvement based on feedback from training sessions;
  - introduction of sample cases;
  - revision of the current educational booklet.

- Social Responsibility manual
  - new manual based on the ISO 26000 standard;
  - written in collaboration with external partners;
  - target audience: organisations of all types, all activities, all sizes and all locations;
  - development of the educational booklet in progress.

### • One picture box – Bacterial Canker of Mango: Detection and Control:

- tool designed to train (small-scale) producers;
- principle of story-telling: a story is told through 21 illustrations;
- goal: to educate producers about the importance of the disease and teach them to detect and combat it;
- training of 30 experts capable of training the coaching staff to use the picture box.

### • One training catalogue:

- available online;
- accurate and comprehensive information on each course: purpose, objectives, duration, target audience, tools and support, prerequisites, content.

### • One technical sheet – Modern Management of Mango Orchards:

- complements the technical production protocol for mango;
- target audience: producers;
- objective: to promote modern orchard management practices by making it possible to estimate the viability of the return on investment;
- served as support for the training that took place on the subject in West Africa.



### E-learning PIP platform:

**500** new subscriptions in 2014

**1 400** subscriptions including 1,000 active trainees enrolled since the launch of the platform in 2012

### E-learning EDES platform:

**300** active trainees since the launch of the platform (in July 2014)



## Distance learning in 2014

### • The EDES platform went online in July 2014:

- four operational courses: three in French and one in English;
- audience: food operators, laboratory managers and risk assessors;
- development of a course (in French) for controllers-inspectors.

### • The PIP platform (431 new ACP users in 2014) proposed the following new activities over the period:

- interactive introductory modules – activities for supervisory officials to raise interest in the topic in question by introducing them to the key principles (two online modules: 'Introduction to

traceability' and 'Introduction to crop protection');

- interactive application module 'William the Detective' – expert-level activity designed as an investigation to be conducted by the platform's two characters, giving concrete form to the theoretical content of the previous levels (one online module for the 'Traceability' course);
- offline mode – operational for all courses, including interactive modules, to overcome the difficulties of connection and allow greater access to distance learning (developed under open-source licence).

## 2015 Programming

### Training Tools

- Training manuals
  - 'Ethical production' - Finalisation of the FR version
  - 'Corporate Social Responsibility' - Dissemination of the EN version
  - 'Sustainable Agriculture' - Design
  - EDES 'Technical Handbooks' - Provision of the 200 planned handbooks.
- Distance Learning Platform
  - Increased visibility (Communication Plan).
  - Introduction of tutoring by ACP experts
  - Creation of new application modules and new courses (training and communication).

### Training

- Customised training courses: finalisation of the actions planned under PIP (companies, cooperatives and groups) and EDES (laboratories and official controls).
- Collective training courses: new actions based on problems common to a country or a sector, including regional training courses in the Eastern Caribbean and the Pacific Community.
- Train-the-trainers: activities linked to EDES field training workshops (coffee, cocoa, fishery) and for producer mentoring structures – especially in Suriname, Rwanda, Dominican Republic, Senegal, Mauritania, Mali, Cameroon, Nigeria and Côte d'Ivoire.
- New training courses: developments on issues related to the implementation of the Sustainability Charter (ethical production, corporate social responsibility).



## 2.6 TECHNICAL ASSISTANCE

### Support for fruit and vegetable industry professionals

By the end of 2014, the support provided by COLEACP was reflected by the 854 Memoranda of Understanding (MoUs) signed in over 35 ACP countries.

54% of the actions rolled out with the fruit and vegetable companies involved sustainable production (environment and ethics), and 46% involved setting up food safety management systems.

The PIP2 Programme can now rely on over 1,000 consultants, over 90% of whom are ACP experts, regularly called on to implement actions to support beneficiaries: technical assistance, collective training courses, in-company training, audits and certifications, and so on. During the final year of the programme, work will focus on establishing a network of local and regional expertise in social and environmental issues related to horticultural production.



During 2014, the technical components focused on the following main areas:

- analysis of requests for support and drafting of the last action plans;
- coordination of implementation of action plans or support to beneficiaries through the introduction of new tracking and monitoring tools;
- organisation of transversal actions on new environmental and social topics;
- follow-up of quantitative and qualitative monitoring of support to beneficiaries;
- budgetary and operational forecasts of activities until the end of the programme;
- promotion of the programme, especially in the 'new' countries;
- identification of new potential beneficiaries with particular attention to new topics, origins and sectors.

The type and number of beneficiaries supported by the PIP2 Programme since 12 October 2009 is distributed as follows:

Beneficiary type	Number
Consultants	322
Horticultural product companies (production or export)	346
Producer groups or cooperatives	23
Institutions/training centres	19
Laboratories	4
NGOs	12
Professional organisations	25
Project/smallholder mentoring structures	39
Public services in charge of pesticide approval	2
Public services in charge of extension and training of small-scale producers	6
National platforms for public-private dialogue (and national technical working groups)	10
Other	46
<b>Total</b>	<b>854</b>

## Support to public services and other stakeholders within food safety systems

By the end of 2014, COLEACP had provided technical assistance in this area in 43 countries: Belize, Burkina Faso, Botswana, Cameroon, Cape Verde, Comoros, Congo Brazzaville, Cook Islands, Côte d'Ivoire, Dominican Republic, Ethiopia, Fiji, Gabon, Gambia, Ghana, Guinea Bissau, Guinea Conakry, Jamaica, Kenya, Kiribati, Lesotho, Madagascar, Mauritania, Mauritius, Namibia, Nauru, Nigeria, Niue, Uganda, Palau, Papua New Guinea, Solomon Islands, Samoa, Senegal, Seychelles, Suriname, Swaziland, Tanzania, Togo, Tonga, Vanuatu, Zambia and Zimbabwe.

To date, 22 countries and 37 industries have concluded a national memorandum of understanding and have identified the main activities: Kenya (green beans and mange tout, passion fruit, fish), Cameroon (coffee, pineapple), Senegal (fish, mango), Dominican Republic (oriental vegetables), Burkina Faso (mango), Ghana (cocoa), Gambia (fish), Guinea Bissau (fish), Mauritius (chicken, honey, pineapple), Uganda (fish, coffee), Côte d'Ivoire (mango, cocoa, fish, distribution of food products on the markets), Papua New Guinea (fish, coffee), Mauritania (fish), Ethiopia (tomato), Mali (mango), Pacific (fish), Botswana (beef), Zambia (honey), Madagascar (honey, cocoa and artisanal fisheries) Belize (fish), Surinam (pork, fish) and Cape Verde (cheese).

### Publication in 2014 of practical guides in the field of sanitary and phytosanitary quality management

- **Manual for drafting sectorial self-assessment guides**
  - target audience: stakeholders in each sector;
  - objective: to facilitate the design and drafting of sectorial self-assessment guides.
- **Manual for the development of official control programmes**
  - target audience: competent authorities of the ACP countries;
  - objective: guidance document on development of official control programmes.
- **Guide to the drafting of a manual of procedures for border veterinary inspections**
  - target audience: national competent authorities;
  - objective: to provide a benchmark for procedures governing the border inspection of the safety and phytosanitary quality of goods.

## 2015 Programming

- Finalise and wind up the activities planned in the protocols and the action plans, as well as those in the applications received in 2013 and 2014.
- Continue support in the following domains: food safety and phytosanitary safety; sustainability (environment, ethics and fair trade)
- Strengthen the assistance and services offered to ACP producers' organisations as a priority target group, as well as facilities run by women and those having an impact on short supply chains.
- Identify technical solutions to keep small producers in the ACP supply chains.
- Identify new sectors and new geographical areas of intervention.

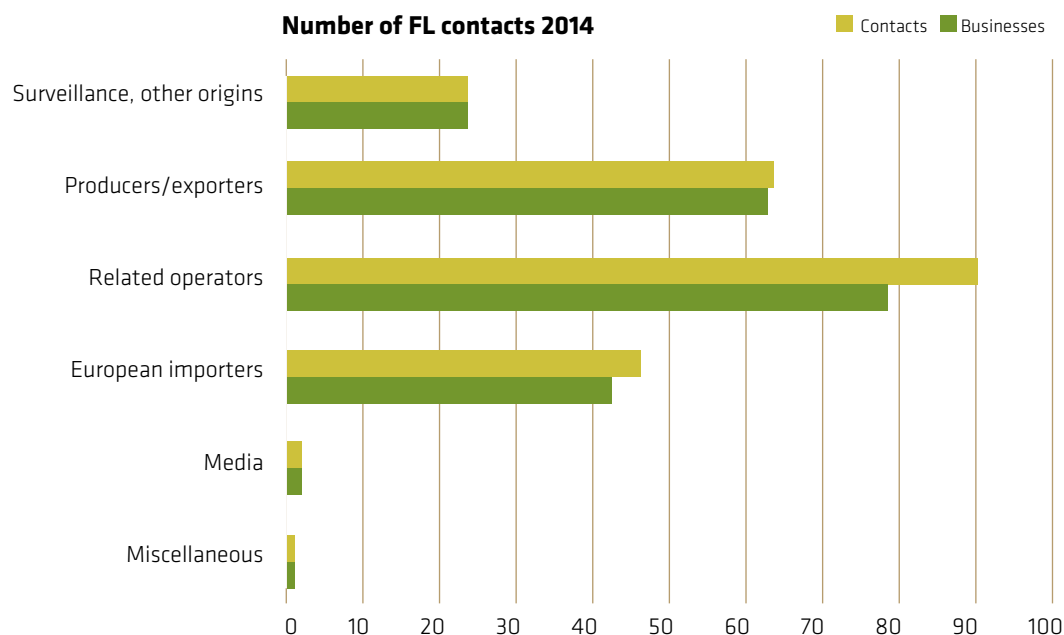


## 2.7 BUSINESS DEVELOPMENT

### Fruit Logistica 2014

From 5 to 7 February 2014, COLEACP took part in the Fruit Logistica fair, a must on the annual calendar of the fruit and vegetable community. In 2014, representatives of the association and its PIP and EDES Programmes had the opportunity to meet 234 professionals representing the production and export of fruit and vegetables of ACP origin and the European and global import markets. The most discussed topics were business competitiveness, sustainability of supplies, and continuous innovation in agricultural practices, which is increasingly needed to cope with the challenges shared by all development actors within the sector. The 2014 event was marked in particular by the growing interest of European importers in COLEACP's work in the field of technical assistance for their ACP suppliers.

Class	Number of businesses	Number of contacts
European importers	44	48
Miscellaneous	1	1
Media	2	2
Related operators	81	93
ACP producers / exporters	65	66
Surveillance other origins	24	24
<b>Total</b>	<b>217</b>	<b>234</b>





3

## COLEACP PROGRAMMES

COLEACP is responsible for the implementation of two programmes funded by the EU: PIP2 and EDES. It is also involved in the PAEPARD Project (Platform for African European Partnership on Agricultural Research for Development), in the technical assistance project on a west African regional action plan to control and fight fruit fly and in the Mango industry development programme in Guinea-Conakry.





## 3.1 PIP2

Phase 2 of the PIP Programme (PIP2) started its activities in October 2009. Initiated at the request of the ACP Group of States, it is funded by the European Development Fund of the European Union to the tune of €32.5 million. Its aim is to preserve – and if possible to extend – the contribution of export horticulture to the modernisation of agriculture and the alleviation of poverty in ACP countries. To this end, PIP2 supports ACP businesses active in the production and/or export of fruits and vegetables, to facilitate their access to the European market. Following the mid-term review by the European Commission in 2013, the term of PIP2 was extended with the same the budget. The programme will end in December 2015. By the end of 2014, PIP2 had achieved 854 MOUs spread over 35 ACP countries, and had used up 84% of its total budget. Cost sharing for the MOU is, on average, 37% for the beneficiary and 63% for the PIP2 Programme.



**Distribution of requests for assistance by type of beneficiary and number of memoranda of understanding signed in 2014**

PIP2 beneficiary category	Requests for assistance (2014)	MoUs (2014)	MoUs on requests from 2011–13
Horticultural product companies (production and export)	68	59	30
Producer groups or cooperatives	4	3	1
Project/management structure	16	15	3
Consultants/service providers	49	44	13
Institutions/training centres	11	11	1
Laboratory	2	2	0
Association of producers or exporters	11	10	1
Other	19	18	2
National platforms for public–private cooperation	0	0	0
Public services – approval, extension, inspection	1	1	0
<b>Total beneficiaries</b>	<b>181</b>	<b>163</b>	<b>51</b>

In addition to training activities (see 2.5), as part of PIP2 145 technical support actions were organised in 2014 with producing/exporting companies, producer groups or support structures for small-scale producers. More than half of the actions undertaken in 2014 concern new themes related to ethical and sustainable production (see the second table). This percentage has increased steadily since the start of PIP2 and reflects the ever-changing market demands.

Emphasis was placed on strengthening the capacity of experts on social issues and particularly on labour standards. Training centres have been given special attention, with the organisation of training for teachers in “curriculum analysis”. The producer-support structures were also strengthened through the training of their trainers/field assistants. Following these actions, many requests were received in 2014 from training centres and universities.



*“ On behalf of Kandia FPS Ltd, I would like to take this opportunity to thank PIP for the support given in ensuring the success of the training. Our gratitude also goes to the trainer, Jedidah Wandutu for the recommendable work done in ensuring that the training expectations were fully met. The knowledge and skills acquired will play a tremendous role in the company’s operations both in the field and in the packhouse level. Thank you all ”.*

**Humphrey Muhongo,**  
HYGIENE AND FTW TRAINING-KANDIA FRESH PRODUCE (Kenya)



**Actions conducted with PIP 2 beneficiaries (producers and exporters) (at 31/10/2014)**

Action	2014 (10 months)			2013			2012			2011			2010		
	FS	ENV	ETH	FS	ENV	ETH	FS	ENV	ETH	FS	ENV	ETH	FS	ENV	ETH
	GAP			GAP			GAP			GAP			GAP		
Diagnosis	14	7	16	42	16	7	24	9	6	26	11	5	25	7	4
Introduction	18	11	16	31	6	5	54	10	1	38	9	6	32	5	5
Pre-audit	13	12	4	7	6	3	7	2	3	19	1	1	18	0	0
Certification validation	22	4	8	15	4	7	10	4	2	19	2	4	14	0	2
Other	0	0	0	0	0	0	0	0	0	0	3	0	0	0	0
<b>Total</b>	<b>67</b>	<b>34</b>	<b>44</b>	<b>95</b>	<b>32</b>	<b>22</b>	<b>95</b>	<b>25</b>	<b>12</b>	<b>102</b>	<b>26</b>	<b>16</b>	<b>89</b>	<b>12</b>	<b>11</b>
<b>Total per year</b>	<b>145</b>			<b>149</b>			<b>132</b>			<b>144</b>			<b>112</b>		
Percentage per topic	46 %	24 %	30 %	64 %	21 %	15 %	72 %	19 %	9 %	71 %	18 %	11 %	79 %	11 %	10 %

FS/GAP = food safety, traceability and good agricultural practices; ENV = environment and sustainable production; ETH = fair trade and ethical trade.





## 3.2 EDES

The EDES Programme started its activities in 2010. Initiated at the request of the ACP Group of States, it has received €29.5 million in funding from the European Development Fund. This is a support programme designed to build the capacity of ACP food chains so they can provide safe foods to local, regional and international markets. To this end, EDES helps public and private actors in these supply chains to establish or strengthen their food safety systems.

COLEACP is leader of a consortium of eight European organisations driving this programme, from the UK, Denmark and France (see box). Following the mid-term review by the European Commission in 2013, the term of the EDES Programme was extended and its budget maintained. The programme will end in December 2015. At the beginning of 2015, EDES was active in 22 countries and 37 sectors, and had used up 71% of its total budget.

### EDES support in ACP

No.	Countries	Sectors	Nbr of beneficiaries (Inst.)	ACTIONS												EXPERTS		
				Governance		Risk assessment		Risk communication		Official controls		Laboratories		Support to Private Sector		Trained Experts	Trained women experts	Trained man experts
				on-going	Closed	on-going	Closed	on-going	Closed	on-going	Closed	on-going	Closed	on-going	Closed			
1	Kenya	Fish	28	4		4				9	4	6	3		3	28	19	9
2	Cameroon	Fruits & vegetables	20	4		8			1	5		4	1	6		130	20	110
3	Senegal	Mango	60	6	1	8					2	2	1	5		57	8	49
4	Dom Rep	Fruits & vegetables	18	1		1	4			3	3	2	2	4	1	215	10	205
5	Burkina Faso	Mango	44	4		10		1		8	1	6		2		14	4	10
6	Ghana	Cocoa	5	1	2	1				4	1	4		2		44	4	40
7	Gambia	Fish	1	2						4		2				1		1
8	Guinea Bissau	Fish	2							4								
9	Mauritius	Pineapple	21	2		2	1			2		2	1	2	3	12	4	8
10	Uganda	Fish	20	3	1					1	1	2	0			10	4	6
11	Ivory Coast	Fruits & vegetables	32	2		7		1	1	5	1	6	1	3	1	41	3	38
12	Papua NG	Fish	13	2	1	1				1		2				0		
13	Mauritania	Fish	3	1		1				4	2	8	1	2	2	4		4
14	Ethiopia	Tomato	16	2	1	1						1			1	2		2
15	Mali	Mango	0			1										1		1
16	Fiji	Fish	1	1	1					2		1				0		
17	Zambia	Honey	13	2		2				3					1	8	1	7
18	Madagascar	Honey, cocoa, scale fishing	9	3	1	3				3						6	3	3
19	Botswana	Beef	1	2		3				2		1			1	2	2	
20	Belize	Fish	1		1					2						0		
21	Suriname	Pork, Fish	10							1	1	8				0		
22	Cape Verde	Cheese	3		1								1			0		
23	Vanuatu		1								3					0		
24	Tanzania		16	2							4	4				15	3	12
25	Jamaica		1	2	1					3		8				0		
26	Comoros		0	1												0		
27	Congo Brazza		0	1												0		
28 - 34	Lesotho, Namibia, Seychelles, Swaziland, Zimbabwe, Togo, Nigeria									1						8	1	7
35 - 42	Cook Islands, Kiribati, Nauru, Niue, Palau, Salomon Islands, Samoa, Tonga		9													0		
<b>TOT.</b>			<b>348</b>	<b>48</b>	<b>11</b>	<b>53</b>	<b>5</b>	<b>2</b>	<b>2</b>	<b>67</b>	<b>23</b>	<b>69</b>	<b>11</b>	<b>26</b>	<b>13</b>	<b>598</b>	<b>86</b>	<b>512</b>
																14%	86%	



### EDES Consortium – partners

- COLEACP, based in Rungis (France), with the programme's implementing office in Brussels (Belgium) – leader of the consortium;
- Agence nationale de sécurité sanitaire (ANSES – France);
- National Food Institute/Danish Technical University – (NFI/DTU – Denmark);
- Direction générale de l'alimentation (DGAL – France);
- Centre de coopération internationale en recherche agronomique pour le développement (CIRAD – France);
- Natural Resources Institute (NRI – UK);
- Ecole nationale des services vétérinaires (ENSV – France);
- France Vétérinaire International (FVI – France);
- Food and Environment Research Agency (FERA – UK).

### 143 technical handbooks

In 2014, 143 technical handbooks in French and English were posted on the EDES website, covering food safety topics.

These handbooks are targeted at public officials responsible for restructuring the food safety system and for all operators involved in the development of health policy as well as the general organisation of official controls in ACP countries.

The 12 topics addressed cover all issues related to the food safety control chain, from self-assessment to laboratories, along with risk assessment, regulation and standards, official controls and training methods.



### Field training workshop kit

A field training workshop kit and methodology has been produced by the EDES Programme specifically for the fish sector. This kit includes several training tools which include a training guide for trainers and innovative training material including puzzles, cards and flipcharts adapted for beneficiaries.



### 3.3 PAEPARD

The **Platform for African-European Partnership in Agricultural Research for Development (PAEPARD)** is a programme that supports research collaboration among a wide range of organisations in Africa and Europe.

In its second phase, PAEPARD II covers the period 2014-2017 and has a budget of €7.2 million, which the European Union is funding up to 80% under its Food Security Thematic Programme.

PAEPARD facilitates scientific cooperation among farmer organisations, civil society groups, research institutions and educational institutions, private companies and political networks, with the aim of contributing to the fight against poverty in Africa.

PAEPARD is coordinated by the Forum for Agricultural Research in Africa (FARA), in collaboration with Agrinatura. COLEACP is one of eight partners in the consortium that drives the programme. It represents the private sector.

Since 2011, the programme has operated according to a user-led process. Research projects are initiated by the four organisations of regional producers, whose requests are transmitted by COLEACP to the consortium in the form of concept notes. COLEACP also contributes to the programme's workshops.

COLEACP took part in the identification and formulation of a research project on the recovery of waste associated with mango production, which has received funding from the European Union. Phase 2 of the project is continuing until 2017.



### 3.4 TECHNICAL ASSISTANCE PROJECT ON A WEST AFRICAN REGIONAL ACTION PLAN TO CONTROL AND FIGHT FRUIT FLY

COLEACP is involved in the consortium that manages the project to support the regional plan to fight and control fruit flies in West Africa, called "Fruit Fly Programme" in collaboration with two partners (the consulting and research firm for Development and SOGEROM).

The project will be deployed in eight countries of the Economic Community of West African States (ECOWAS) over the period 2015-2019. It will have a budget of € 23.5 million. The European Union will contribute through a commitment of € 16.7 million, with the balance covered by the French Development Agency (€ 1.5 million) and by contributions from the States concerned (€ 5 million), in kind or in cash.

The project objective is to support producers in their daily struggle against these fruit-eating pests, in order to preserve and protect the fruit and vegetable sector, a key source of employment. It is therefore to develop a common control strategy and to establish, on a regional and national level, surveillance and control programs.

The Project Coordination Committee is based in Bamako (Mali) and comprises a project manager and specialist coordinators responsible for 3 components: Surveillance, Control (and fight) and Capacity Building.

The role of COLEACP in this programme is to provide methodological and technical support to the coordination committee, which will thus benefit from the experience, methods and tools developed by COLEACP under its PIP, EDES and PAEPARD programmes. The COLEACP experts will in turn transfer their expertise to the project stakeholders and work in partnership to develop technical solutions, tools and their extension.





### 3.5 PROJECT TO DEVELOP THE MANGO INDUSTRY IN GUINEA

COLEACP joined forces with the actors of the **Mango industry development programme in Guinea-Conakry (PRODEFIMA Guinea)**. This project, headed up by the Guinean Agency for the Promotion of Exports (Aguipex), covers the period 2014-2017. It receives \$3 million funding from the International Trade Centre (ITC) of the World Trade Organisation, through its Enhanced Integrated Framework (EIF) development programme.

The goal of PRODEFIMA Guinea is to resume production of export mango in Guinea. Producers, exporters, intermediate players and regulators will be the main beneficiaries, along with Aguipex itself. COLEACP is tasked with building the capacity of these actors. Synergies will be established with the fruit fly programme (see 3.4).

The aim is to build the capacity of the entire mango value chain in two regions: western Guinea and eastern Guinea. Over 85% of the inhabitants of these regions derive their income from mango production. The majority are women, who grow these trees alongside their gardening and craft activities.



4

## NETWORKING AND PARTNERSHIPS

K PROMOTING  
URAL TRADE





## European Union & ACP representations

COLEACP regularly informs EU and ACP representatives in Brussels – European Commission, European Parliament, ACP Secretariat and embassies – on the progress of its programmes and actions.

### ACP General Secretariat

- Participation to the Open-Days, in October.
- Regular exchange of information

### European Commission

- Information and trainings sessions on request of several DG (DG DEVCO, DG SANCO, DG AGRI and DG MARKT).
- World Expo MILANO 2015: Drafting of an application in partnership with the ACP General Secretariat, DG DEVCO, the small producer associations CaFAN and EAFFF and the University of Gembloux, to be selected as one of 15 examples of “best practices” at the service of food safety and the sustainable development of the South.



## Other EU-ACP cooperation programmes

In accordance with European Commission recommendation, COLEACP places great emphasis on engaging with other EU-supported institutes and programmes to ensure that it is aligned with and complements any related EU activities.

### Main EU partners:

- **Technical Centre for Agricultural and Rural Cooperation (CTA)** - Taking part in CTA briefings, conferences and events.
- **Vegitrade** - Participation in the closing event to share outputs on food safety and food security in the context of globalised trade.
- **ACP-EU TBT Programme** - Joint action in the Dominican Republic on strengthening the capacity of the pineapple sector.

## EU bilateral cooperation agencies

Outside being in close contact with all Member State cooperation agencies, COLEACP ensures coordination and, where possible, joint initiatives with any programmes working in the same or related sectors.

### Main national partners:

- **Agence française de développement** (AFD - France)
- **Department for International Development** (DFID - UK)
- **Gesellschaft für Internationale Zusammenarbeit** (GIZ - Germany)
- **Stichting Nederlandse Vrijwilligers** (SNV - The Netherlands)
- **Centrum tot Bevordering van de Import uit Ontwikkelingslanden** (CBI - The Netherlands)
- **Agence belge de développement** (CTB - Belgium)

### Platform Small Farmers Big business

Small Farmers Big Business is a collaboration platform on the topic of private sector engagement in the development of sustainable agriculture in Africa. GIZ and SNV are both involved.

## International organisations

COLEACP amplifies and relays the initiatives of international organisations that contribute to strengthen the agricultural know-how and the trade of food products in developing countries.

### World Bank - Global Food Safety Programme

Conferences, Technical working groups, National action plans

### United Nations - Food and Agriculture Organisation

- Regional project Strengthening the capacity of the Sahel countries and West Africa to reduce agricultural losses and risks of pesticides to human health and the environment.
- Regulatory procedure with the Sahelian Pesticides Committee (SPC).
- World Banana Forum, TR4 Task Force.

### World Trade Organisation – International Trade Center

- Participation in the Event Trade for Sustainable Development (T4SD), panelist in the workshop Making Sense Of Sustainability Initiatives In International Supply Chains.
- Part of the SustainabilityXchange programme.
- Promotion of the ITC Standards Map for the ACP horticultural industry (train-the-trainer workshops).

### World Trade Organisation - Standards and Trade Development Facility

- Ongoing dialogue on regulations and private standards.
- Contribution to the Minor Crops Initiative.

### African Union

Regional workshop on Mango bacteriosis

## Private standard organisations

COLEACP expresses ACP voice in the standards-setting process, in order to promote inclusiveness and ensure that impact on ACP operators, in particular small-scale producers, is taken into account.

### Official representation:

GLOBALGAP, Global Food Safety Initiative (GFSI), ISEAL Alliance, Global Social Compliance Programme (GSCP), Business Social Compliance Initiative (BSCI), International Federation of Organic Agriculture Movements (IFOAM), Rainforest Alliance (RA), British Retail Consortium Global Standards (BRC).



## Fruit and vegetable industry

Involvement in Global Food Safety Initiative and Global Social Compliance Programme has allowed COLEACP to gain a profile among global retailers and food industry players. This has put COLEACP in a better position to advocate for ACP operators and to influence retailer policies and standards.

### IPL-ASDA & OXFAM poverty footprinting study

Member of an Intellectual Advisory Panel.

### FRESHFEL

Member of the Europe Food Quality Working Group.

### UK Fresh Produce Consortium

Member of the Technical Group.

### Frugiventa (Netherlands), Fresh Trade (Belgium) and French Federation of Fruit and Vegetable Importers (France).

Liaising on topical issues.

## ACP COMMUNITY LIFE

### “Excellences”



- Filming and editing of a series of 12 short culinary programmes to TV channels, should contribute to promoting the quality of ACP fruits and vegetables. Each short programme involves the wife of an ACP Ambassador in Brussels.
- Production of a book in collaboration with the association of wives of ACP Ambassadors in Brussels, presenting their countries and traditional recipes including using fresh fruits and vegetables.



### ACP Gala

Participation to the annual ACP gala in Brussels (May 2014)



### Ebola Charity GALA

Support to the organisation of a charity gala (December 2014)



5

## 2015 PROGRAMMING





## 5.1 MANAGING THE PIP2 AND EDES PROGRAMMES

- Carefully structure the phasing out of the PIP and EDES programmes, extended to the end of 2015, to wind up their activities.
- Ensure the final audit of 2015 expenditure and the final evaluation of PIP and EDES take place in the best possible conditions.
- Conduct a new survey among programme beneficiaries with a view to improving future support, including monitoring the impact on beneficiaries, and identifying new countries and new areas of action.
- Continue efforts to improve the efficiency of the programmes, in order to achieve economies of scale by increasing the number of collective actions; and to measure the needs of local services that support businesses and public services in terms of availability.

*Work together with local/regional programmes involved in supporting local/regional sectors to develop synergies and generate multiplier effects – the aim is to increase synergies between PIP and EDES.*



## 5.2 POST-2015 PERSPECTIVES

### A strategy

COLEACP'S strategic vision for post-2015 builds on our achievements in terms of both methodology and human resources. Thanks to our network of more than 1,000 local experts, we can deploy our activities in 50 ACP countries. These achievements presently allow us to help actors in the food supply chains to unleash the agricultural potential of the ACP countries and strengthen their comparative advantages, so as to increase inclusiveness and competitiveness through a voluntary programme that aims to consolidate the three pillars of sustainability.



### A programme

COLEACP'S post-2015 programme aims to promote a new agricultural model combining innovation, new technologies and sustainable agriculture, and to help small-scale producers emerge as competitive suppliers in sustainable value chains. Improving market access by helping ACP operators to meet regulatory and market changes will remain an important aspect of this programme, but the COLEACP approach will also focus on developing the added value of exported goods and diversifying products and markets. It aims to do so by improving the business environment, developing public-private partnerships, and contributing to the economic development of SMEs and smallholders involved in ACP food chains.

### A broader scope of action

COLEACP has developed a new programme that, by using export horticulture as a modernisation factor in agriculture, aims to improve food quality and quality controls for local and regional markets; to extend the know-how from horticulture to other important sectors such as coffee, cocoa, tea and food crops; to increase the number of beneficiaries; to expand the areas of intervention to countries not covered by previous programmes through lack of resources; to target the food processing industry more directly; and to develop integrated action plans through partnerships with key stakeholders.







## Support for all actors

COLEACP firmly believes in the importance of building a comprehensive, diverse and inclusive economic fabric, where each player in the value chain has a role and brings added value, from small-scale producers to SMEs to multinationals. Sometimes the temptation is great for leaders in the food industry to streamline flows by shortening the chain through vertical integration. But isn't that a way of reproducing patterns of dependency on only a few companies?

## A future for young farmers

There is a temptation to try and maintain small-scale producers in the sector at all costs. But this may be to the point of "promoting poverty" when the conditions under which small-scale producers operate do not bring about a rapid economic improvement. One that would enable them to switch from the informal to the formal sector and that would make their children want to develop the family business in the long term. It is essential that young farmers cherish the hope of a better life.

## Principles based on experience

The main lesson learned over the past 12 years is to trust the local human resources at all levels. Not only when implementing our support, but also when designing our actions, our methodology and our tools. We have been able to attribute the success of our activities to the following three key factors.

- **Ownership** – It is essential that the beneficiary company or institution has initiated a plan of action, participated in its definition and is responsible for its implementation.
- **Integrated approach** – Support must cover not only production units but also their environment, including relevant local authorities.
- **Differentiated approach** – Support should be granted according to a differentiated approach depending on the actors, especially when it comes to supporting the private sector. This approach must also be based on clear criteria: on a case-by-case basis we analyse and determine the added value generated by our activities; we are careful to not distort the market, so we adopt a principle of non-substitution of local actors; we evaluate the possibility of using the support granted to one entity to demonstrate the positive effects to other entities; we always make sure that we maintain a cost-sharing ratio; each action should have a measurable impact that we evaluate through rigorous monitoring; and finally, thanks to our new "sustainability and competitiveness" programme, our beneficiaries must undertake to ensure the continual improvement of their social, environmental and economic functions.



6

## MINI COUNTRY SHEETS

**COLEACP is active in 50 ACP countries . In the following list are the key figures which represent the activities of the PIP and EDES programmes.**



## BENIN



### COLEACP SUPPORT SINCE 2001

Number of support projects	49
Total amounts of the projects	1,040,875€
Number of training sessions	26
Number of participants	235

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Pineapples

## BELIZE



### COLEACP SUPPORT SINCE 2014

Number of support projects	3
Total amounts of the projects	73,994€
Number of training sessions	2
Number of participants	18

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Peaches

## BOTSWANA



### COLEACP SUPPORT SINCE 2001

Number of support projects	10
Total amounts of the projects	300,735€
Number of training sessions	9
Number of participants	169

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Meat

## BURKINA FASO



### COLEACP SUPPORT SINCE 2001

Number of support projects	110
Total amounts of the projects	3,773,381€
Number of training sessions	140
Number of participants	1,399

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, beans

## BURUNDI



### COLEACP SUPPORT SINCE 2001

Number of support projects	6
Total amounts of the projects	128,183€
Number of training sessions	1
Number of participants	12

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, beans

## CAMEROON



### COLEACP SUPPORT SINCE 2001

Number of support projects	145
Total amounts of the projects	3,994,571€
Number of training sessions	87
Number of participants	977

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coffee, cocoa, pineapples, fresh fruits & vegetables



## CAPE VERDE



### COLEACP SUPPORT SINCE 2013

Number of support projects	1
Total amounts of the projects	2.858€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Cheese

## CONGO (Brazzaville)



### COLEACP SUPPORT SINCE 2014

Number of support projects	1
Total amounts of the projects	14.800€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAINS SUPPORTED BY COLEACP

N.D.

## DEMOCRATIC REPUBLIC OF CONGO



### COLEACP SUPPORT SINCE 2001

Number of support projects	8
Total amounts of the projects	127.099€
Number of training sessions	0
Number of participants	3

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## DOMINICAN REPUBLIC



### COLEACP SUPPORT SINCE 2001

Number of support projects	78
Total amounts of the projects	2.482.055€
Number of training sessions	41
Number of participants	801

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Asian vegetables, pineapples, mango, advocado

## FIJI



### COLEACP SUPPORT SINCE ?

Number of support projects	3
Total amounts of the projects	42.039€
Number of training sessions	0
Number of participants	0

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## ETHIOPIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	39
Total amounts of the projects	1.490.424€
Number of training sessions	19
Number of participants	246

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Tomatoes, fish, aromates, passion fruit

## GABON



### COLEACP SUPPORT SINCE 2014

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

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Agri-food sector

## GAMBIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	11
Total amounts of the projects	250,932€
Number of training sessions	7
Number of participants	40

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## GHANA



### COLEACP SUPPORT SINCE 2001

Number of support projects	104
Total amounts of the projects	5,641,535€
Number of training sessions	93
Number of participants	1,035

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, mango, cocoa

## GUINEA (Conakry)



### COLEACP SUPPORT SINCE 2001

Number of support projects	12
Total amounts of the projects	538,489€
Number of training sessions	6
Number of participants	31

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, fish

## GUINEA-BISSAU



### COLEACP SUPPORT SINCE 2013

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

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish

## IVORY COAST



### COLEACP SUPPORT SINCE 2001

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

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coconut, mango, cocoa, vegetables

## JAMAICA



### COLEACP SUPPORT SINCE 2001

Number of support projects	37
Total amounts of the projects	1,380,597€
Number of training sessions	23
Number of participants	260

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Agro-industry products

## KENYA



### COLEACP SUPPORT SINCE 2001

Number of support projects	307
Total amounts of the projects	18,908,137€
Number of training sessions	474
Number of participants	6,295

### KEY VALUE CHAINS SUPPORTED BY COLEACP

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

## MADAGASCAR



### COLEACP SUPPORT SINCE 2001

Number of support projects	85
Total amounts of the projects	3,279,806€
Number of training sessions	63
Number of participants	628

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Litchi, beans, cocoa, honey, fisheries

## MALI



### COLEACP SUPPORT SINCE 2001

Number of support projects	70
Total amounts of the projects	2,537,033€
Number of training sessions	71
Number of participants	767

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Mango

## MAURITIUS



### COLEACP SUPPORT SINCE 2001

Number of support projects	32
Total amounts of the projects	843,740€
Number of training sessions	12
Number of participants	175

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, honey, chicken

## MAURITANIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	19
Total amounts of the projects	246,042€
Number of training sessions	7
Number of participants	161

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Fish



## MOZAMBIQUE



### COLEACP SUPPORT SINCE 2001

Number of support projects	5
Total amounts of the projects	446,151€
Number of training sessions	15
Number of participants	196

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Baby corn, chillies, beans

## NIGERIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	42
Total amounts of the projects	858,006€
Number of training sessions	7
Number of participants	68

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## UGANDA



### COLEACP SUPPORT SINCE 2001

Number of support projects	130
Total amounts of the projects	5,663,072€
Number of training sessions	248
Number of participants	3,585

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Pineapples, chilis, fish, coffee

## PAPUA- NEW GUINEA



### COLEACP SUPPORT SINCE 2001

Number of support projects	7
Total amounts of the projects	334,318€
Number of training sessions	4
Number of participants	58

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Coffee, cocoa, fish

## RWANDA



### COLEACP SUPPORT SINCE 2001

Number of support projects	14
Total amounts of the projects	494,970€
Number of training sessions	15
Number of participants	143

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## SAINT LUCIA



### COLEACP SUPPORT SINCE 2001

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

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables

## SENEGAL



### COLEACP SUPPORT SINCE 2001

Number of support projects	148
Total amounts of the projects	6,700,903€
Number of training sessions	173
Number of participants	1,760

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Mango, tomatoes, beans, watermelon, fisheries

## SURINAME



### COLEACP SUPPORT SINCE 2001

Number of support projects	14
Total amounts of the projects	368,786€
Number of training sessions	6
Number of participants	93

### KEY VALUE CHAINS SUPPORTED BY COLEACP

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

## TANZANIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	42
Total amounts of the projects	2,539,520€
Number of training sessions	43
Number of participants	612

### KEY VALUE CHAINS SUPPORTED BY COLEACP

Various fresh fruits & vegetables, fish

## TOGO



### COLEACP SUPPORT SINCE 2001

Number of support projects	12
Total amounts of the projects	308,880€
Number of training sessions	9
Number of participants	104

### KEY VALUE CHAIN SUPPORTED BY COLEACP

Pineapples

## ZAMBIA



### COLEACP SUPPORT SINCE 2001

Number of support projects	30
Total amounts of the projects	1,491,255€
Number of training sessions	44
Number of participants	516

### KEY VALUE CHAINS SUPPORTED BY COLEACP

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

## ZIMBABWE



### COLEACP SUPPORT SINCE 2001

Number of support projects	25
Total amounts of the projects	1,241,450€
Number of training sessions	30
Number of participants	53

### KEY VALUE CHAINS SUPPORTED BY COLEACP

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







7

## TESTIMONIALS 2014



5<sup>th</sup> EU-Africa Business Forum

H.E. Akinwumi Adesina

Ministry of Agriculture

5<sup>th</sup> EU-Africa Business Forum

Jerzy Plewa

DG AGRI & Rural Dev.

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

**Gianna Karg**, Director of the Veterinary Laboratory (Suriname)

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

**Alassane Traore**, GLOBAL MERCURE SARL (Mali)

*“ Nous sommes très satisfaits de la mission de votre expert et de sa méthode de travail. Nous sommes très reconnaissants envers EDES et souhaitons que notre partenariat porte le maximum de fruits ”.*

**Alphonse YAKORO**, Directeur de la Coordination Technique et de l’Assurance Qualité Laboratoire National de Santé Publique (Burkina Faso)

*“ I have been working with an union of farmers for the last 6 weeks to help them to achieve GLOBALG.A.P. certificates. We were doing trainings on Hygiene, Crop protection, Internal Auditors and coaching. There is also an interest in online PIP trainings which I think is very positive ”.*

**Habtamu Ligabo**, Senior Trainer (Ethiopia)

*“ Nous sommes très satisfaits de sa mission. Nous n’avions pas encore reçu d’expert de sa trempe et avec une telle méthode de travail. Naturellement, nous allons nous y mettre dès à présent pour atteindre l’accréditation dans les meilleurs délais. Les défis sont certes nombreux mais pas impossibles à relever et nous aurons encore besoin de l’appui d’EDES. Dès mon retour au travail je répondrai formellement aux questions que tu as posées. D’ores et déjà reçois les vifs remerciements du LNSP, au nom du DG et de l’ensemble du personnel impliqué pendant cette mission. Nous sommes très reconnaissants à EDES que vous représentez valablement et souhaitons que le partenariat porte le maximum de fruits. Merci encore ”.*

**Alphonse Yakoro**, labo National de Santé Publique au Burkina

*“ Merci au COLEACP et au programme PIP car grâce à vous et à vos collaborateurs, nous avons obtenu notre certificat. Nous sommes passés de 40 à 300 tonnes de Mango exportées en une année ”.*

**Abdala Diallo**, GIE Blanche (Mali)

*“ We specifically thank the PIP team for the very useful recent training in the TNA method held in Tigoni which was very helpful and relevant to our production process. It was a real eye opener”.*

**Benson Njoroge**, Technical Manager - GREENLANDS

*“ Even before the M&E mission, the success of EDES laboratory training in Tanzania was very vivid. The laboratories trained are now using expertise gained for routine work and some are in the process of extending the accreditation scope for the technicians trained. Laboratories such as NFQCL TFDA and TBS procured new PCR in the hope to be trained on respective techniques with EDES experts. As these labs have had practical benefits from other training courses they took the initiative to plan for procurement of the required equipment. I hope Tanzania will be one of the success stories for laboratory training among the ACP countries. I wish for you the opportunity to participate in the M&E to see for yourself ”.*

**Dr. Adelard Mtenga** (PhD), Tanzania Food and Drugs Authority (TFDA)

*" Thank you COLEACP for considering our company and we hope we will continue to work together. This training really changed our perspective and we will completely implement what we were learned ".*

**Purity Muraguri**, System Auditor Quality Farm Produce (Kenya)

*" Thank you very much for organizing and supporting the Training Needs Assessment Workshop. This was an eye-opener for us and I believe that going forward, we will be able to provide an effective and cost effective training to our staff. We had a great time and the trainers were fabulous ".*

Christine Shikuku, HR/CSR Manager for the company Tambuzi (Kenya)

*" Je me réjouis d'avoir participé à votre formation. Veuillez recevoir en retour mes vifs remerciements pour votre précieuse contribution et vos connaissances ".*

**Seyba Bagayoko**, Consultant (Mali)

*" J'adresse au COLEACP mes vifs remerciements suite à votre assistance pour l'obtention de mon certificat GLOBALG.A.P. Je compte depuis toujours sur votre appui pour faciliter mes relations commerciales avec des opérateurs européens ".*

**Djoumé Diakite**, Promoteur de MALI FRUITS & LEGUMES SARL - Mali

*" Merci pour ceux qui m'ont précédé par leurs mails. Avec EDES, nous constituons plus qu'une équipe engagée et solidaire, mais une famille. A tous, je souhaite une merveilleuse année 2015 ".*

**Dr Ba Abou Sidi**, Directeur de l'Office National d'Inspection Sanitaire des Produits de la Peaches et de l'Aquaculture (ONISPA)

*" Merci à la cellule formation du PIP dans son ensemble pour avoir facilité ma participation à la formation, et merci à nos 2 formateurs ".*

**Lanciné Traore**, Guinée

*" Permettez-moi de vous remercier du fond du cœur pour la bonne organisation de cette formation très importante pour les producteurs de manguiers ".*

**Tikeng**, Cameroun

*" La formation a atteint ses objectifs et toute mon équipe a été satisfaite. Il nous reste à la valoriser dans notre travail quotidien ".*

**Jean-Marie Sop**, UNAPC (Cameroun)

*" Thanks to this workshop, all stakeholders in the food supply chain are well informed, closely linked and highly responsive to local and international market requirement and demands ".*

**Dr. Vele Pat Ila'ava**, Acting Agriculture and Livestock Department Secretary (Papua New Guinea)

*" Merci au PIP pour cette opportunité de renforcement de nos capacités et pour l'animation dynamique et structure ".*

**Koné Daouda**, Phytopathologiste, AES Investigation (République de Côte d'Ivoire).





*“ Au nom de toute l’équipe, je remercie le PIP pour toute l’assistance que vous nous avez apportée tout au long de ce processus.*

**Calvin Picker**, AFRICA BIO (Cameroun)

*“ La formation sur la traçabilité nous a été d’un grand apport, nous avons vu quelles sont nos lacunes en matière de traçabilité ”.*

**Claire Ebong**, FAPL (Côte d’Ivoire)

*“ Merci pour ton engagement et l’intensité de tes démarches pour avancer au plus vite dans les actions issues de la Réunion du Comité de Pilotage avec le Programme EDES. Je constate avec satisfaction que les choses se concrétisent avec la FNP. Je suis de très près tous les messages partagés. Bon courage à tous.*

**Dr Ba Abou Sidi**, Directeur de l’Office National d’Inspection Sanitaire des Produits de la Peaches et de l’Aquaculture (ONISPA)

*“ Nous venons de recevoir le Certificat de Conformité à la culture biologique de la mango et du citron. Merci à vous et votre équipe pour le soutien déterminant apporté ! ”.*

**COFRUNO**

*“ La comanord ne vous remerciera jamais assez pour tout ce que vous faites pour nous ”.*

**Soro Comanord** (Sénégal)

*“ Bonjour chère équipe du Coleacp, Un grand remerciement pour tout le boulot que vous faites à travers les entreprises des pays ACP. Merci pour tout le soutien apporté, bonne continuation, plein de succès ! ”.*

**Mme Seynabou Senghor Faye**, Responsable Assurance Qualité Van Oers Sénégal Kirène Rte de la Cimenterie

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

**Dr Ba Abou Sidi**, Directeur de l’Office National d’Inspection Sanitaire des Produits de la Peaches et de l’Aquaculture (ONISPA)

*" On behalf of Kandia FPS Ltd, I would like to take this opportunity to thank PIP for the support given in ensuring the success of the training. Our gratitude also goes to the trainer, Jedidah Wandutu for the recommendable work done in ensuring that the training expectations were fully met. The knowledge and skills acquired will play a tremendous role in the company's operations both in the field and in the packhouse level. Thank you all "*

**Humphrey Muhongo,**

HYGIENE AND FTW TRAINING-KANDIA FRESH PRODUCE (Kenya)

Nous sommes donc heureux et soulagés, mais conscients des efforts qui devront être faits pour maintenir ce niveau et améliorer encore notre système.

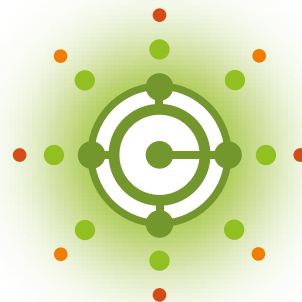
Au nom de toute l'équipe d'AFRICA BIO, je vous remercie, vous personnellement, et le PIP, pour toute l'assistance que vous nous avez apportée tout au long de ce processus.

**Calvin Picker,** AFRICA BIO

*La formation sur la traçabilité nous a été d'un grand apport, nous avons vu quelles sont nos lacunes en matière de traçabilité. Nous nous sommes rendus compte qu'il fallait faire aussi du volume. Nous sommes en train de mettre en place une spéculation commune qui nous servira de base pour la mise en place de la traçabilité.*

**Claire Ebong,** FAPL





**COLEACP**



