



Working Together for Market Access: Strengthening Rural Producer Organizations in Sub-Saharan Africa

International Food Policy Research Institute (IFPRI)

Country/Region:	Senegal, Uganda, Zambia
German participation	University of Hohenheim and Institute for the Study of Labor (IZA)
Leading scientists:	Maximo Torero
Duration:	February 2009 - January 2012

Initial situation

In many Sub-Saharan African countries the structural adjustment of the 1980's led to the withdrawal of the state from its productive and marketing functions. With the exception of a few cash crop sub-sectors, the private sector failed to step in and provide farmers with the necessary inputs, commercialization services, access to credit and price stability. Instead, new member-controlled organizations have flourished in many countries with the purpose of fulfilling farmers' needs. Governments, donor agencies and NGOs have come to reconsider the potential of such organizations to promote rural development and in many Sub-Saharan African countries; Rural Producer Organizations (RPO) are key partners in the design and implementation of agricultural programs. Understanding the conditions under

which RPOs may be effective in linking smallholders to markets and enabling them to secure a larger share of their product market prices, is therefore necessary to identify interventions to support them.

Approach of the project

The research follows a two-step approach. In the first step, we use a combination of baseline surveys of RPOs, case studies, focus groups and field experiments to build a systematic knowledge base on the internal mechanisms that drive (un)effective RPOs. In the second step, this knowledge base is used to design, test and evaluate experimental interventions to support RPOs in providing market access to their members. Finally, we assess the impacts of these interventions, design a scaling up strategy and diffuse the results.



Major results achieved

At this stage of the project the following objectives have been met:

- Senegal: Baseline survey conducted between May and July 2010 for 204 RPOs and 408 households grouped under 9 associations in 5 regions of the country. The groups are involved in marketing of groundnuts, onions, tomatoes, mangoes and rice.
- Uganda: Baseline survey conducted between October and December 2009 for 375 RPOs and 844 households grouped under 21 depot committees in 14 districts of the country. The groups are involved in marketing of coffee, matooke and maize.
- Uganda: Starting October 2010 two interventions are being implemented in 11 depot committees (197 RPOs) to be randomly evaluated. The first intervention consists of a cash on delivery program that allows farmers to receive a partial cash payment upon delivery of their crop to the group. The second intervention consists of a price information system to improve information flows and transparency within the group.



Expected impact

We expect to improve the lives of smallholder farmers by strengthening the ability of RPOs to improve their members' access to input and output markets. We expect the results of this study to be of use to RPOs as they seek to serve their members better, and to a wider range of institutions in the countries in which the analysis is undertaken, such as National Agricultural Research Systems (NARS) trying to disseminate their research; national and local government officials seeking to improve the functioning of input and output markets; donor agencies engaged in agricultural projects, private traders seeking to source directly from farmers and other relevant stakeholders.



Collaborating Institutions: University of Hohenheim and Institute for the Study of Labor (IZA).

The Advisory Service on Agricultural Research for Development (BEAF) manages Germany's contribution to international agricultural research. Instruments for implementation are project funding, postdoc funding, small grants and liaising between German and international researchers. BEAF is part of GIZ and acts on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ).

Imprint

Published by:
Deutsche Gesellschaft für internationale
Zusammenarbeit (GIZ) GmbH
Advisory Service on Agricultural Research
for Development (BEAF)

Dag-Hammarskjöld-Weg 1-5
65760 Eschborn, Germany

T +49 61 96 79-3347
F +49 61 96 79-803347
E beaf@giz.de
I www.giz.de/agricultural-research

Dahlmannstr. 4
53113 Bonn

T +49 228 24934 231
F +49 228 24934 215
E judith.jansen@giz.de

Photo credit:
© 2009/2010 Eduardo Maruyama/IFPRI

Contact:
Dr. Maximo Torero: m.torero@cgiar.org