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Promoting Regional Competitiveness of Onion Production and Marketing in West Africa

“A Sahelian Onion Productivity and Market Expansion Programme (SOPMEP) Initiative”

WORKSHOP REPORT



OCTOBER 28 - 29, 2013
OUAGADOUGOU, BURKINA FASO

SOPMEP REGIONAL WORKSHOP REPORT

SUBMITTED TO ECOWAS AND UNDP

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1.0 Introduction

The First Regional Workshop on Promoting Regional Competitiveness of Onion Production and Marketing in West Africa (SOPMEP) sponsored by ECOWAS and UNDP/AFIM was held at Pacific Hotel in Ouagadougou, Burkina on October 28 and 29, 2013 under the leadership of Agribusiness in Sustainable African Plant Products (ASNAPP) in close collaboration with UNDP Burkina Faso, the Ministry of Industry, Trade and Handicraft of Burkina Faso, the Fédération des Professionnels Agricoles du Burkina (FEPA/B) and TRIAS Ghana.

Amongst the objectives of the workshop was to share the lessons learnt from the implementation of SOPMEP in Ghana and Burkina, help promote the benefits of storage and staggering of sales by producers to take advantage of high off season prices, and explore the idea of a regional onion knowledge sharing platform/exchange. The proposed platform/exchange was to share best practices on the main functions of the onion value chain (production, post-harvest, marketing) as they relate to increasing competitiveness of the regional value chain, and create a space for business linkages, which ultimately is to lead to immense benefits for the sub region through supporting the adoption of competitiveness enhancing practices and better coordination of the regional market. Developing a regional onion exchange/knowledge sharing platform, while noble, is fraught with a lot of challenges, as is common when dealing with issues that require cross border linkages. The sub-objectives below were therefore pursued during the onion workshop to explore how to move forward with a regional onion knowledge sharing platform/exchange:

- Identify gaps and constraints that hamper the ability of producers in West Africa to fully satisfy sub-regional market demand throughout the year.
- Develop regional strategies to take advantage of the high prices in off seasons and satisfy the sub-regional market demand throughout the year.
- Share findings and draw lessons from the SOPMEP catalytic project on the rate of adoption, benefits of adopting Good Agricultural and Postharvest Practices, the challenges and way forward with stakeholders in the sector.

1.1 Expected results of the workshop

The following outcomes were expected from the workshop:

- The Roadmap for the establishment of a Regional Knowledge sharing platform/exchange developed.
- Lessons learnt from SOPMEP incorporated in development agenda of development organizations and producer associations in the region.



- Identification and definition of follow up activities based on the recommendations of participants.

1.2 Participants

The workshop brought together representatives from trade and producer associations as well as buyers from the following countries: **Ghana, Burkina Faso, Niger, Togo, Mali, Senegal and Nigeria.** Benin was invited but failed to attend due to some logistical constraints.

Regional experts and other stakeholders were also present to share their views on successful business models that have the potential to make onions from West Africa more competitive against those from Europe and Asia.

A total of 50 participants attended workshop (see Annex 1 for the list of participants).

2.0 Workshop Content

The two-day workshop was led according the agenda shown in Annex 2. Day 1 focused on presenting findings from the implementation of SOPMEP, discussing crosscutting challenges associated with onions in West Africa and exploring possible areas of collaboration to make onions in West Africa more competitive. Day 2 focused on group works that critically analysed the main issues along the onion value chain in the sub-region in order to come up with a workable follow-up plan.

3.0 Welcome and Opening Addresses

The welcome and opening ceremony of the workshop was chaired by the Minister of Commerce of Burkina Faso, Patiendé Arthur Kafando. It was co-chaired by the UNDP Resident Representative for Burkina Faso, Pascal Karorero, Alfred Braimah, Director of Private Sector – ECOWAS and Pascale Bonzom, UNDP/AFIM Programme Specialist.

In his introductory speech, the Resident Representative of UNDP for Burkina Faso thanked the government of Burkina for accepting to host the workshop and to chair the opening of the workshop. He emphasized the importance of integrating the smallholder farmers to markets in order to achieve development goals. He also commended the SOPMEP initiative and underscored the importance of the project in reducing poverty when scaled-up, with special consideration for gender.



Mr. Alfred Braimah, pointed out the extreme importance of the workshop to the sub-region and therefore thanked UNDP and AFIM for collaborating with ECOWAS for the project. He highlighted the need for inclusiveness and the need for actively engaging the private sector to spur growth in West Africa that impact positively on actors down the value chain. He also expressed his gratitude to the government of Burkina Faso for hosting the workshop and indicated the presence of the Minister of Industry, Trade and Handicraft himself, was a sign of commitment. He reiterated the importance of providing support to develop the private sector in the pursuit of food security for the sub-region and mentioned the development of various platforms by ECOWAS to shore up the private sector. Finally, he re-affirmed ECOWAS commitment to Projects like SOPMEP that have the potential to impact positively on the lives of millions of people in the region.

UNDP/AFIM Programme Specialist, Pascale Bonzom, in her welcome speech, was thankful to the Minister of industry and Trade of Burkina Faso and ECOWAS Private Sector Director for honouring their invitations. She indicated the need for sharing lessons learnt from the implementation of SOPMEP sponsored by UNDP/AFIM and its subsequent implementation by partners present in their respective countries.

In his opening speech (Annex 3), the Minister of Industry, Trade and Handicrafts of Burkina Faso, thanked the workshop organizers and welcomed the participants on behalf of the government of Burkina Faso. He pointed out the key interest of the Burkinabe government and that of his department in the promotion of the competitiveness of onion production and marketing. He identified initiatives such as SOPMEP to be well in line with the vision of his department which is to create the enabling conditions for a diversified, highly efficient and competitive private sector that will be the engine of economic growth. He expressed his personal support and that of the government of Burkina Faso for up-scaling the project. He then declared the workshop officially open and was hopeful the expectations of participants will be met for the benefit of actors of the onion value chain in West Africa.

The workshop was moderated by Mr Seriba Ouattara, Coordinator of the national union for implementation of the Enhanced Integrated Framework (UNMO/CIR) of the Ministry of Industry, Trade and Handicraft of Burkina Faso.



4.0 Presentations

Following the opening ceremonies, brief introductory remarks were made by ASNAPP (the Project Promoter) and the key implementing partners for Ghana and Burkina Faso TRIAS and FEPA/B respectively. These were done by Juliana Asante-Dartey of ASNAPP, Rex Asanga of TRIAS and Athanase Birba of FEPA/B.

4.1 Overview of the SOPMEP Project and of the workshop purpose and agenda

Juliana Asante-Dartey, Country Director of ASNAPP Ghana and Liberia, presented an overview of the project objectives and key achievements, purpose and the expected outcome of the workshop (see Annex 4).

Funded by UNDP/AFIM, SOPMEP was implemented by TRIAS in Ghana and FEPA/B in Burkina Faso with overall coordination by ASNAPP. It was designed as a catalytic initiative on onion productivity and market expansion to reduce poverty and improve food security with the aim of expanding to other key West African onion producing countries like Niger, Mali, Benin, Nigeria, Cote D'Ivoire, Senegal and Togo. The project objectives were to:

- Strengthen the capacity of producers on Good Agricultural and Post-Harvest practices
- Reduce postharvest losses, increase market access and incomes of onion value chain actors
- Increase access to finance by onion producers and other chain actors
- Foster regional collaboration

Some notable achievements as presented after a year of project implementation are below with details in the PowerPoint attached.

- 34 family-level** storage structures valued at \$200 each constructed in Bawku West, Northern Ghana, for communities that previously stored only in their rooms.
- 46 medium and large family size** storage structures (made from local materials; mud and sticks) valued at **\$140 - \$260** constructed in Batondo district for four Onion Unions in Burkina Faso. These structures were easily adoptable as it was cheaper compared to existing **Steel Structures costing \$1,400**.
- The adoption of planting in rows technology (GAP) also led to remarkable increase in onion bulb sizes from **50g to 100g** and yield increased by **70%**.
- Selected beneficiaries of the storage structure who sold in July recorded **400% increase in Price** up from \$25/bag in March to \$100/bag.

Lessons learnt from implementation of the project were shared and the challenges of the onion value chain in West Africa presented. Additionally, the purpose and expected outcome of the workshop as in the concept note was presented to participants.



4.2 Productivity Enhancement in Onion production and Storage

Francis Kusi, Entomologist at CSIR – Manga (Ghana), in his presentation (Annex 4) described the current practices of onion producers in Ghana, the knowledge gaps in production techniques, and the pest and diseases problem faced by onion production.

His presentation focused on the results of a survey conducted in Ghana to assess the level of technology use. It revealed that:

- Most of the farmers did not use seed dressers
- The practice of heat sterilization of seed bed and incorporation of the ashes before nursing was not a common practice among the farmers
- Few of the farmers were found using both insecticide and fungicide
- Neem seed extract as an insecticide is known among the farmers, yet only very few of them used it to protect their crops
- The use of hybrid seeds treated with insecticide and fungicide was popular only among tomato farmers at Tono

He also highlighted Integrated Pest Management (IPM) as a way forward to overcome the main challenges, increase productivity and improve sustainability. The key components of such IPM strategies included:

- Good nursery management
- Early transplanting
- Good land preparation
- Efficient Water management
- Monitoring (pests and diseases Incidence and favorable conditions for pests and diseases)
- Timely, adequate and safe application of pesticides

Results of an onsite demonstration in Farmer Field School (FFS) carried out to compare different onion varieties and the effect of IPM strategies to increase onion production were presented to the workshop participants.



4.3 The economics and success stories on the adoption of the improved storage facility

In this presentation (ANNEX 4), Larry Amekuse, Program Manager of ASNAPP, showed the economic benefit of the storage facilities introduced for small scale producers and income realized by farmers in Ghana for adopting these storage structures. The presentation illustrated different types of storage structures used by onion producers in Ghana and Burkina, alongside the improved ones introduced by the project. The facilities presented varied with regard to the storage capacities, the materials used and the overall cost.

The presentation revealed that storing well cured onions could extend the shelf life of onions to take advantage of future higher prices. Larry demonstrated this by comparing the annual price trends to the time onions are sold vis-à-vis the cost of the structure and its maintenance. *Statistics from the SOPMEP implementation recorded farmers increasing income by 200% after adopting the improved storage structures.* He presented different scenarios which showed that producers could gain a **net value of more 50%** if improved structures were fully adopted.

4.4 Producer Associations and their role in the extension of improved technologies and ensuring effective project management

The Programme coordinator of FEPA/B, Mr Athanase Birba, gave an overview of the implementation and achievements of the project in Burkina (Annex 4). The activities implemented in Burkina Faso included capacity building for onion producers and building of onion storage structures. The involvement of the producers' unions was highlighted as a key element that contributed to the success of the project. He alluded to the fact that, the ownership of the project by the producers ensured the sustainability of the project. He outlined some of the challenges faced to include: the limited number of producers that could be involved in the project, the non-availability of some building materials (seko), difficulties in using some of the production techniques, and the presence of termites.

4.5 The role of partnerships in ensuring project success

SOPMEP was implemented by a consortium of partner organizations including ASNAPP, TRIAS and FEPA/B. In his presentation, Rex Asanga of TRIAS Ghana highlighted the key elements that made it possible for the 3 organizations to successfully collaborate for the implementation of the project (Annex 4). The partnership relied on existing relationship and was built on trust through clarity of roles, complementary and transparency in the entire process. The short duration of the project (one year) and the language barrier between Ghana and Burkina were limitations as partnerships require time to build trust and confidence amongst partners.



4.6 Regional Onion Value Chain Facilitation and Networking Platform in Enhancing Cross Border Trade

Mr. Dan Acquaye, Executive Director of Agri-Impact, introduced the topic by defining value chain as starting from input suppliers to retailers through producers and processors (Annex 4). He also presented the characteristics of the onion value in West Africa which is marked by disparities in knowledge, productivity, planning difficulties due to the asymmetry of information, lack of market regulation, and unnecessary competition amongst the countries within the sub-region.

Despite these difficulties, the market offered opportunities: offseason market, import substitution, investment in logistics.

Based on these opportunities, the presenter suggested a regional platform that will aim at:

- Finding solutions to the constraints of the regional trade ;
- Creating an enabling environment for the regional market;
- Facilitating linkages between markets : attracting investments in the value chain, market information system ;
- Scaling up technologies to other countries in the sub-region;
- Sharing market information (collection, sharing and exchange of experiences).

Reducing input costs, harmonization and standardization, increased profits along the entire value chain in particular are the potential benefits of setting up a regional onion platform.

The East African Grain Council and the East African Grain Institute were also referred to as models that could be replicated in West Africa.

4.7 Value Chain Financing As a Tool for Effective Agricultural Value Chain Development

This presentation was made by Rex Asanga, country director of TRIAS Ghana (Annex 4). He enumerated some key challenges faced by producers in accessing finance for expansion as lack of suitable products, concentration of MFIs in cities and not close to producing communities, reluctance of MFIs to lend to farmers, poor organization of producers and the lack of credit culture. Some innovations to reduce cost of agriculture financing were also presented as training of beneficiaries before granting loans and adapting loans to production cycle. This highlighted the importance of funding the whole value chain and not just some segments of it.

The presentation was interlaced with the experience of TRIAS in agricultural value chain financing in Ghana: the success and challenges. TRIAS strategy focused on capacity building of rural banks and the value chain actors and facilitated direct exchanges between banks and farmers' organizations in the design of specific financial products for beneficiaries.



The presentations were concluded by answering questions on the topics presented which set the agenda for discussions the following day.

Key issues were deliberated upon after the presentations. Participants were of the view that in addition to what was earlier done, the next phase of the Project should consider the following:

- Larger capacity storage infrastructures for importing countries (Off-taker Markets)
- Role played by women in the onion value chain
- Present graph showing production data overlaying with price fluctuation data, import data, ...
- Learn from the Moroccan experience
- Producers organization initiate the platform and then lobby other value chain actors to join
- More private sector involvement: In order to turn the challenges into investment opportunities (fertilizer supply, improved seeds, large professional storage, transport); creating incentives for the private sector
- The need to learn from other previous initiative of the same nature as the regional platform, such as the Onion observatory for West and Central Africa
- Bring on-board other categories of stakeholders (researchers and processors) of the onion value chain in West Africa.
- More linkage with microfinance institutions for adapted financial products to onion producers
- The need to discuss and implement successful business models for onion production in the region



5.0 Group discussions

Breakout sessions were organized on the second day of the workshop to discuss specific issues and propose pragmatic solutions. Participants were grouped into three to deliberate on the thematic areas below:

- Group 1: production related issues (seed, diseases & pests, techniques, research, incentives for attracting private sector, etc)
- Group 2: post-harvest handling (storage technologies, access for small and large scale producer, adapting to local condition, quality system, processing, attracting private sector, etc)
- Group 3: market and competitiveness (planning, market information system, market infrastructure, private sector, etc)

Access to finance was to be discussed as a crosscutting issue by all three groups.



The reports of the three groups are presented below.

GROUP 1

TOPIC: PRODUCTION OF ONION

- 12 members from 8 countries
- Moderator: Francis Kusi
- Secretary: Joel Aiki

ISSUES OF DISCUSSIONS	RESPONSIBLE
1. SEEDS	
i. Need to increase the use of improved varieties of onion across the sub-region	- Farmer-based organizations
ii. Identification of local varieties with good storability, high yields, diseases/pest resistance for development	- Research institutes in the different countries
iii. Need for capacity building in local seed production	- To be coordinated by ASNAPP



2. PRODUCTION TECHNIQUES	
<ul style="list-style-type: none"> i. Need to strengthen/build farmers capacity on: <ul style="list-style-type: none"> -Better nursery establishment -Better land preparation -Appropriate/adequate use of organic manures/inorganic fertilizers (in respect of purpose) ii. Introduction of drip irrigation technique/option iii. Learn from and build upon Moroccan onion production practices and experience 	<ul style="list-style-type: none"> - Team of regional and country researchers - Experienced farmers - Extension agents and technicians - ECOWAS
3. DISEASES AND PEST ISSUES	
<ul style="list-style-type: none"> i. Adequate training for farmers to be able to identify pest and disease situations on their farms ii. Emphasis on IPM rather than chemical pest control iii. Screening for disease resistant varieties that will do well across the sub-region 	<ul style="list-style-type: none"> - Regional/country research team - Experienced farmers - ECOWAS
4. COORDINATION OF RESEARCH	
<ul style="list-style-type: none"> i. Establishment of a regional research team (RRT) to coordinate all research work in the sub-region 	<ul style="list-style-type: none"> - ECOWAS - ASNAPP
5. HARMONIZATION OF PRODUCTION TECHNOLOGIES	
<ul style="list-style-type: none"> i. Establishment of a website as a platform for quick information sharing across the sub-region ii. Production of guides and information papers iii. Exchange visits (for researchers, farmers, Extension agents and technicians) iv. Periodic review meetings 	<ul style="list-style-type: none"> - ECOWAS - ASNAPP
6. PRIVATE SECTOR INVESTMENT	
<ul style="list-style-type: none"> i. Need for private sector investment in <ul style="list-style-type: none"> • Seed production (hybrid and improved varieties) • Inputs supply • Processing • Storage/storage structure • Transportation (facilities) 	<ul style="list-style-type: none"> - ECOWAS - ASNAPP - World Bank
7. ACCESS TO FINANCE	
<ul style="list-style-type: none"> i. Adequate sensitization and training of MFIs and Agricultural banks ii. Sharing and scaling-up of TRIAS Ghana' experience in the sub-region iii. Establishment/strengthening of Farmer-based organizations/Commodity associations 	<ul style="list-style-type: none"> - Individual countries - ECOWAS - ASNAPP



GROUP 2

TOPIC: POST-HARVEST

Facilitators: Pascale Bonzom/Robert Nyambaka

ISSUES OF DISCUSSIONS	RESPONSIBLE
1. STORAGE TECHNOLOGIES	
<ul style="list-style-type: none"> i. Identify existing models and their costs in each country, including the importing countries ii. Adapt existing models from Ghana and Burkina to the contexts of different countries iii. Share good technologies that work for each type of producer (small, medium, large) iv. Develop different sizes that meet the different types of producers (small, medium and large) 	<ul style="list-style-type: none"> - Associations of producers in each country + national coordinator in each country - A coordinator at the regional level (e.g. onion platform at regional level) - Associations of traders in each country
2. RESEARCH TO ADAPT STORAGE TECHNOLOGIES	
<ul style="list-style-type: none"> i. A team of regional experts be put together to design localised structures that will best fit the different contexts across West Africa 	<ul style="list-style-type: none"> - Burkina: INERA - Cote d'Ivoire: MINAGRI, ANADER - Niger: INRAN - Togo: ITRA - Ghana: SARI - Nigeria: NIHORT, NSPRI (National Stored Product Research Institute) in Kano - Senegal: ISRA - Mali: IER - Benin - Regional level: Regional Onion Platform, CORAF
3. POSTHARVEST PRACTICES	
<ul style="list-style-type: none"> i. Develop national strategies ii. Identify existing good practice in each country iii. Develop manuals / tools for the storage of the onion iv. Disseminate at national and regional level (between countries) v. Develop and implement capacity building programs (including exchange visits within and between countries) vi. Organization of exchange visits to countries outside ECOWAS 	<ul style="list-style-type: none"> - Nationally: federations and their partners - Regional level: onion platform and its partners
4. ESTABLISHMENT OF A QUALITY SYSTEM	
<ul style="list-style-type: none"> i. Good practices and storage guidelines must be developed and adhered to – this activity must be 	<ul style="list-style-type: none"> - Nationally: federations and their partners



linked to point 3 on best postharvest practices	- Regional level: onion platform and its partners
5. PROCESSING	
i. Identify and catalogue examples of processing already practiced in the different countries (e.g. Niger: dried onion, powder, jam). Overall this should include appropriate technologies ii. Develop product specifications for processing iii. Dissemination in the different countries of the region	- At the national level: Associations of processors, if they exist, or associations of producers where they do not exist - At the regional level: Regional onion Platform
6. INVESTMENT BY THE PRIVATE SECTOR	
i. Advocacy at regional and national level to attract private investment in the processing and storage (towards governments and the private sector directly and ROPPA) ii. Organization of forum for private investors iii. Use and promote incentives for the private sector	- Chamber of Commerce and Industry - Ministry of Commerce - Regional Onion Platform - ECOWAS - ROPPA - PAFO
7. ACCESS TO FINANCE	
i. Identify financial products that best meet the needs of producers. For example, need for guarantee funds to access credit ii. Sharing of best practices in financial products iii. Financing of capacity building: the need to identify sources of funding in each country and to have a strategy for resource mobilization	- The regional onion platform - Financial Partners of producers' associations - Financial Institutions - ROPPA



GROUP 3

TOPIC: MARKET OPPORTUNITY & COMPETITIVENESS / OPPORTUNITES DE COMMERCIALISATION ET COMPETITIVITE

12 members, Facilitators: Dan Acquaye/Philippe Tokpanou, Secretary: Kanazoé Yacouba

Issues discussed	Constraints	Actions points	Responsible party	Comments
Production and marketing planning	<ul style="list-style-type: none"> • Insufficient quantities produced • Unavailability of product throughout the year • Low quality of product (perishable) • Difficulty of production planning • Low seed quality • Non-compliance with quality standards • Multiplicity of onion varieties (which variety is most suitable for conservation e.g. violet galmi is appropriate for conservation in Niger) • Storage difficulties 	<ul style="list-style-type: none"> • Conduct a study on the characterization of demand for onion in the sub-region • Promoting standards and quality of onion produced in the sub-region • Strengthening the capacity of stakeholders of the value chain on compliance with production and marketing techniques (for better storage) 	ASNAPP ECOWAS Development Partners and stakeholders of the value chain	There are different requirements depending on the client (hotel, end users, etc.). We must characterize the onions in the markets Taste is an important factor in assessing a variety
Market information system	<ul style="list-style-type: none"> • Difficulty in collecting data • Unreliability of the data collected • Diversity of Market Information System (MIS) in the sub-region with the strengths and weaknesses 	<ul style="list-style-type: none"> • Conduct a diagnosis of existing MIS at the sub-regional level • Establish a regional Onion MIS based on national MIS 	ASNAPP ECOWAS Development partners Stakeholders of in the value chain	Ensure the reliability of collected market data. The best data collectors are the stakeholders themselves. There are several MIS experiments (agricultural products



Issues discussed	Constraints	Actions points	Responsible party	Comments
				Trading Posts, MIS)
Market infrastructure	<ul style="list-style-type: none"> • Existence of storage problems • Atomicity of the production • Difficulties accessing the production areas • The size of packaging bags impact on the cost of transport (transport costs are related to the amount of bag, not the volume per bag). • Road Harassment 	<ul style="list-style-type: none"> • Build warehouses of medium capacity • Build trading posts with large storage capacities (e.g. 10,000 tons) • Develop rural roads • Promote appropriate types of packaging with adequate and accessible packaging materials • Promote retail shops • Standardize packaging types in the sub-region • Ensure the implementation of regional regulations on free movement of people and goods 	Governments of member countries ECOWAS private investors stakeholders of the value chain	Good storage technique requires compliance with production techniques Ensure a good calibration of onion and package according to each class. Market infrastructure includes all warehouses at different levels (small and large)
Regional networking platform	<ul style="list-style-type: none"> • Informal nature of trade in the sub-regional • Low harmonization in the terms of conditions governing sub-regional trade 	<ul style="list-style-type: none"> • Assess national platforms • Establish a regional platform with a proper operation scheme • Organize a knowledge fair every two years within ECOWAS 	ASNAPP ECOWAS Stakeholders of in the value chain	
Private sector investment	<ul style="list-style-type: none"> • Low private sector involvement in the sector • Low investment in the private sector due to the perishable nature of the product • Road Harassment 	<ul style="list-style-type: none"> • Improve product quality for better storage • Stabilize investment conditions by negotiating fair prices and rationalization of imports • Promote suitable containers for packaging 	Governments of member countries Stakeholders of in the value chain	



6.0 Follow-up action plan

As a way to move things forward, the workshop participants agreed on a road-map that includes the following actions to be taken in the short term:

1. Synthesize all the information from the workshop: recommendations and actions - Workshop report, to be coordinated by ASNAPP, in 2-weeks' time, by November 15.
2. Submit a concept note on Next Steps to ECOWAS by November 15, 2013.
3. Write a proposal brief to ECOWAS and other development partners covering key priority areas to be addressed at the regional and national levels to be submitted by December 13, 2013. The proposal brief will be developed from country briefs prepared by key participating countries present at the workshop. The table below shows the responsible person for each country. Representative should submit their write-ups to ASNAPP by November 30, 2013.

Country	Responsible Person/organization	e-mail
Ghana	Rex ASANGA, TRIAS	rex.asanga@triasngo.be
Niger	HANAFI Abdoul Aziz	anfoniger@yahoo.fr
Senegal	NDIAYE Oumar Samba	oumarsambandiaye@hotmail.com
Mali	DIARRA Bintou Guindo	ifeomali@yahoo.fr
Cote d'Ivoire	Mme KONE Pehouélé	nklo.d.richard@gmail.com
Nigeria	KANU Michaël O. E.	ekanumikeo@yahoo.co.UK
Burkina	Bakari CISE, FEPA/B	bakcis_bf@yahoo.fr

It is also suggested that each country identifies other institutions that have shown interest or that could potentially come on board: EU, FAO, IFAD, COLE ACP, GIZ, World Bank (PCDA project), etc.

7.0 Closing remarks

In the closing ceremony, all speakers expressed their thanks to the organizers of the workshop. Thanks were extended to ASNAPP, TRIAS, FEPA/B and the Country office of UNDP for gracefully handling the logistics of the workshop

It was emphasized that the regional onion value chain will have to be seated on effective and efficient country level programs that will be supported by the regional platform. Additionally, efforts need to be deployed to bring on board more stakeholders (input dealers, processors, investors, research, etc.).

ECOWAS, UNDP and the Ministry of industry and commerce of Burkina Faso guaranteed their continuous support for follow-ups to this workshop as a competitive regional onion value chain could significantly contribute to food security, develop commercial opportunities for Sahel



countries to entrench good governance, food security and peace as well as drive private sector development.

8.0 Evaluation by Participants

At the end of the two (2)-day workshop, assessment forms were given to the participants to express their views about the workshop, its organization and the content and performance of the facilitators. Twenty seven participants of the workshop completed all or part of the evaluation.

The survey was divided into two parts. The first focused on assessing the quality of the workshop organization and the second focused on the content of the presentations and materials presented at the workshop. A summary of the results are presented below in figure 1.

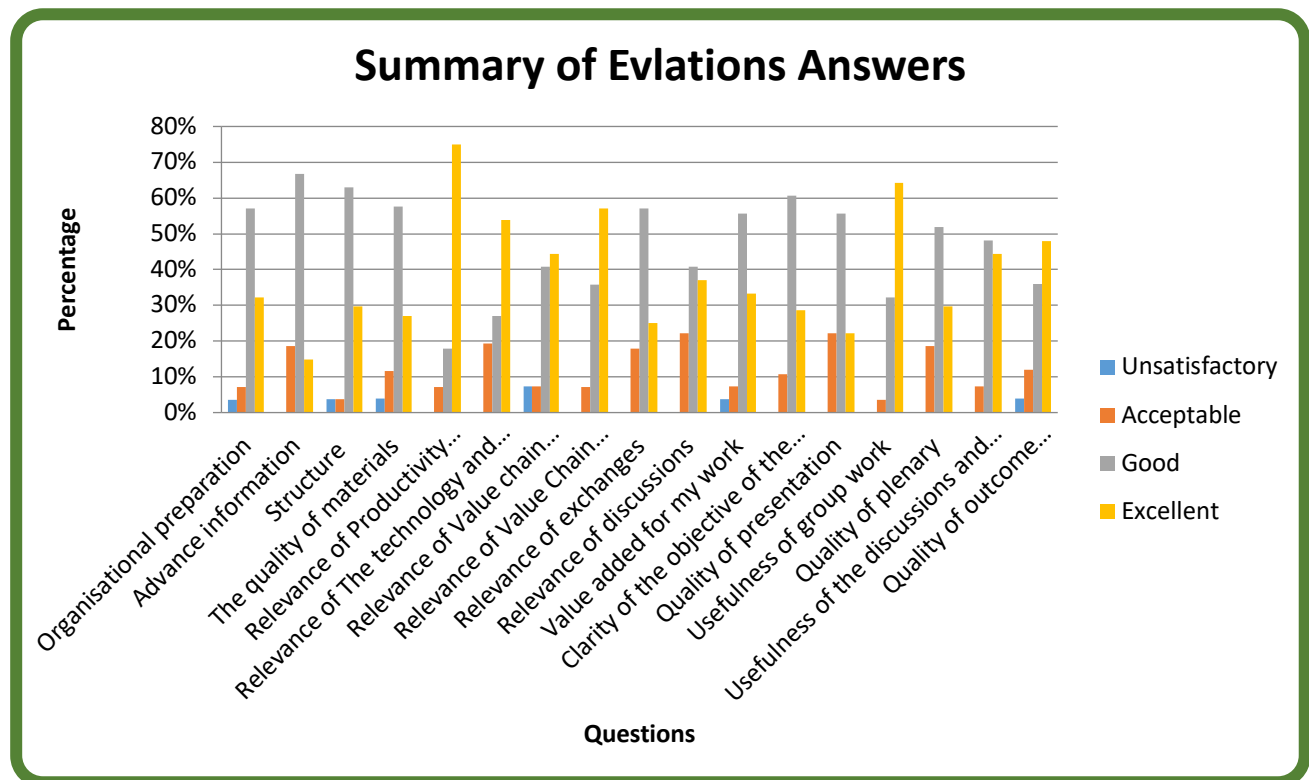


Figure 1: Summary of Evaluation Questions

Figure one above shows the ratings by participants on evaluation questions raised.

- i. Over 80% of respondents of the respondents were of the view that, the organization of the workshop, provision of advance information about the workshop and the structure were good and excellent.



- ii. On the relevance of the topics treated at the workshop, the participants rated all topics above 80% for as good and excellent
- iii. Over 70% of respondents indicated that the discussions and exchanges as good and excellent as well.
- iv. Eighty-nine percent (89%) of respondents were satisfied with the workshop and were excited it added value to their work.
- v. Ninety-six percent (96%) of respondents rated the group discussions as very useful.
- vi. On quality and clarity of presentations, over 75% responded as being good and excellent
- vii. Eighty-six percent (86%) of respondents were excited with the quality of work and roadmap for implementation. They were hopeful of the positive outcome of this workshop and agreed roadmap.

Additional comments from the participants lauded the initiative and indicated the need to replicate the success of SOPMEP across West Africa. Others were excited the themes chosen clearly linked to development issues of participants and thus provide professional and pragmatic way forward to challenges discussed.

Finally, others were also of the view, there should be about 3-4 multi-stakeholder engagement prior to the establishment of the regional platform.



ANNEXES



Annex 1: List of participants

N°	NAME	COUNTRY	ASSOCIATIONS / ORGANISATIONS	POSITIONS	EMAIL	CONTACTS
1	OUEDRAOGO N. Salif	Burkina Faso	UNAPOB	Vice Président UNAPOB	onafisem@yahoo.fr	+226 71 29 21 26
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Annex 2: Agenda of the workshop

Promoting Regional Competitiveness of Onion Production and Marketing in ECOWAS (SOPMEP)

PROGRAM

Date: 28th - 29th October 2013

Venue: Conference Room - Hotel Pacific, Ouagadougou

Day 1

Activity/Presentation	Presenter(s)/Responsible persons	Time
Arrival and Registration of Participants	FEPA/B	8:00 – 9:00
Welcome from UNDP-Burkina	Pascal Karorero/UNDP Resident Representative	9:00–9:05
Brief remarks by ECOWAS	Alfred Braimah, Director Private Sector Division, ECOWAS	9:10–9:15
Brief remarks UNDP/AFIM	Pascale Bonzom, Programme Specialist, UNDP/AFIM	9:15-9:20
Opening address by Minister of Industry, Trade and Handicraft, Burkina Faso		9:20-9:30
Coffee break and networking		9:30–10:00
Introductory remarks by project Partners Introduction of Participants/Invited Guests	ASNAPP, FEPA/B, TRIAS Ouattara Seriba, MC	10:05-10:35
Overview of the SOPMEP Project , the purpose of workshop and expected outcomes	Juliana Asante-Dartey, Country Director, ASNAPP	10:40–11:00
Productivity Enhancement in Onion production and Storage	Francis Kusi, Research Scientist, CSIR-Manga Station- Ghana	11:05-11:25
The technology and economics of the improved storage facility	Larry Amekuse, Program Manager, ASNAPP	11:30-11:50
Q & A		11:50 – 12:20
Producer Associations and their role in the extension of improved technologies and ensuring effective project management	Athanase BIRBA, Coordinator, FEPA/B	12:25 – 12:45



Lunch		12:45–13:30
The Role of Partnerships in ensuring Project Success	Rex Asanga, Country Director, TRIAS	13:35- 13: 55
Value chain financing as a tool for effective agricultural value chain development	Rex Asanga, TRIAS	14:00 – 14:20
Value Chain facilitation and Regional Networking Platform in enhancing cross border Trade	Dan Acquaye, Executive Director, AgrilImpact	14:25 – 14:50
Q&A		14:50 – 15:20
Coffee break		15:20 – 15:35
Enhancing market opportunities and Competitiveness of West African Onions	Introductory remarks by Dan Acquaye followed by ECOWAS led panel discussion	15:40 – 16:40
Deliberations of key issues raised and Q&A		16:40–17:30

Day 2

No.	Activity/Presentation	Presenter(s)/Responsible persons	Time
1	Reflection on the previous days discussions	Ouattarra Seriba, MC	8:30–9:00
2	Working groups and discussions on thematic areas; <ul style="list-style-type: none"> - Market opportunity & Competitiveness - Productivity - Postharvest and Storage 	Dan Acquaye, Alfred Braimah, Herve Korougo, Pascale Bonzom and Robert Nyambaka	9:00–10:30
3	<i>Coffee break</i>		10:30–10:45
4	The way forward by thematic areas (working groups)	Facilitated by Dan Acquaye	10:45–12:45
5	<i>Lunch/ Group Photograph</i>		12:45–14:00
6	Presentation of findings from the working groups	Facilitated by Dan Acquaye	14:00–15:00



7	Agreement on a road map for the way forward	Facilitated by Dan Acquaye	15:00–16:30
8	Closing Remarks by ASNAPP	Juliana Asante-Dartey	16:30 – 16:40
9	Closing Remarks by UNDP/AFIM	Pascale Bonzom	16:40 – 16:50
10	Closing Remarks by a representative from the Ministry of Trade	Ouattarra Seriba	16:50 – 16:55
11	Closing Remarks by ECOWAS	Alfred Braimah	16:55 – 17:00



Annex 3. Open speech of the Ministry of Industry, Commerce, and Handicrafts of Burkina Faso

Chers participants, mesdames et messieurs,

Permettez-moi de vous exprimer la joie que j'éprouve au moment de présider cette cérémonie d'ouverture de cet important atelier multi acteurs pour la Promotion de la compétitivité régionale de la production de l'oignon et de son marketing dans l'espace CEDEAO organisé par ASNAPP en collaboration étroite avec le Bureau Régional du PNUD / AFIM ,les Bureaux Pays concernés du PNUD en Afrique occidentale et la Fédération des Professionnels Agricole du Burkina (FEPA/B).

L'intérêt que revêt la thématique de la compétitivité de la production et du marketing de l'oignon dans l'espace CEDEAO pour le gouvernement burkinabè en général et le département du commerce en particulier traduit la présence de ma modeste personne à cet atelier.

Le Ministère de l'Industrie, du Commerce et de l'Artisanat (MICA) et l'ensemble du gouvernement réalisent sans cesse des efforts visant à développer les secteurs de production pour une création cumulative de la richesse nationale, des emplois et des revenus des populations. Aussi, la vision de la politique sectorielle du MICA, consiste-t-elle à créer les conditions effectives pour la diversification, la performance et la compétitivité d'un secteur privé appelé à jouer le rôle de moteur de la croissance économique.

Le diagnostic du secteur réalisé à la faveur de l'élaboration de la politique de promotion de l'industrie, du commerce et de l'artisanat, a fait ressortir un certain nombre de contraintes et de défis à relever pour une croissance économique du Burkina Faso.

L'agriculture et l'élevage qui constituent les secteurs dominants de l'économie connaissent des difficultés liées à la faiblesse de transformation et d'exportation. L'insuffisance d'informations commerciales sur le marché national, régional et international, la non maîtrise de l'offre nationale qui est liée aux aléas climatiques, la non maîtrise de la demande, le manque de prévisibilité et de flexibilité dans le système productif, sont à l'origine des différentes perturbations sur les marchés.

Dans le domaine du commerce régional et international par exemple, le défi consiste à assurer l'équilibre de la balance commerciale qui est chroniquement déficitaire, faisant du Burkina un importateur net. Au niveau du commerce intérieur, le défi majeur est d'assurer le fonctionnement optimum du marché interne à travers la promotion d'une concurrence saine, loyale et transparente.

Chers participantes et participants,

Au Burkina Faso tout comme dans les autres pays de l'Afrique de l'Ouest, les acteurs de la chaîne de valeur des produits agricoles rencontrent des difficultés revêtant de multiples formes dans les différents maillons de chaque filière.

Les institutions régionales de l'Afrique de l'Ouest et du Sahel telles la CEDEAO, l'UEMOA et le CILSS et ont initié des politiques agricoles et commerciales dans leur espace géographique. En effet l'agriculture ouest africaine constitue une composante essentielle de l'économie régionale, de par sa contribution à la création de richesses, aux recettes d'exportation, à l'emploi et à la satisfaction des besoins alimentaires des populations. Elle est l'objet de multiples sollicitations, se traduisant par le développement de nombreuses stratégies tant au niveau national que régional. Les stratégies les plus visibles ont été observées au niveau des institutions en charge de la coopération et de l'intégration régionales (UEMOA, CEDEAO) avec l'adoption respective de la Politique agricole de l'UEMOA (PAU) en 2001 et de la Politique agricole de la CEDEAO (ECOWAP) en 2005.



Au niveau national, les Etats membres ont également adopté plusieurs politiques de développement économique et agricole.

Au Burkina Faso, la Stratégie de Croissance Accélérée et du Développement Durable (SCADD) en cours de mise en œuvre constitue le cadre de référence des politiques et stratégies gouvernementales en matière de lutte contre la pauvreté dont sont issues les politiques sectorielles des différents départements ministériels.

Il est certain que la filière oignon contribue à la croissance économique, à la réduction de la pauvreté, à la création d'emplois pour plus de 20 000 acteurs de la chaîne de valeur en Afrique occidentale grâce au travail pendant la période de soudure.

Toutefois, des contraintes au développement réel de cette filière sont prégnantes tant au niveau des états de l'Afrique de l'Ouest qu'au niveau de l'espace CEDEAO.

Le faible niveau d'organisation des acteurs de la filière, le coût élevé des intrants, l'absence d'un système de financement de la production, les difficultés de stockage / conservation, les difficultés d'écoulement de la production, les mauvaises rémunérations des quantités vendues, la forte fluctuation des prix, la saisonnalité des productions, leur périssabilité, le grand écart entre le prix au producteur (bord champ) et le prix au consommateur constituent entre autres les problèmes au développement de la filière.

Mesdames et messieurs les participants,

La situation du marché actuel qui est de type oligopsonne, avec les producteurs subissant des prix faibles imposés par un nombre réduit d'acheteurs ne favorise pas une implication forte et réelle de tous les acteurs. La valeur ajoutée de la filière est très inégalement répartie entre les acteurs de la production et ceux de la commercialisation.

D'où tout l'intérêt du présent atelier qui regroupe les différents acteurs de la chaîne de valeur et dont l'objectif principal est d'explorer l'idée d'une plate-forme régionale de partage/d'échange des connaissances sur l'oignon.

Chères participantes et chers participants,

La conquête du marché régional voire international, exige de nos opérateurs beaucoup plus de rigueur et de professionnalisme. Je suis convaincu que malgré l'existence de goulots d'étranglement qui minent le développement de la filière, il existe également des facteurs favorables pour son développement. Je vous exhorte donc à orienter vos travaux sur ces questions en plus des pertinents objectifs et résultats ciblés pour une meilleure compétitivité de l'oignon sur les marchés visés. Vos diverses expériences contribueront sans doute à l'atteinte des objectifs de l'atelier.

Distingués invités,

M'en tenant à la qualité des hommes et des femmes que vous êtes tous, pétris d'expériences diversifiées et engagés de front dans la promotion de la filière oignon, je n'ai aucun doute que ces deux (02) jours d'échanges engendreront les résultats escomptés par les organisateurs. Je n'ai également aucun doute sur l'impact à terme d'une telle initiative dans l'économie de l'Afrique occidentale en général et dans la vie des acteurs de la chaîne de valeur oignon en particulier.

C'est sur cette note d'espoir que je déclare ouvert l'atelier régional pour la promotion de la compétitivité régionale de la production de l'oignon et de son marketing dans l'espace CEDEAO.

Je vous remercie.



Annex 4. Links to all presentations from the Workshop

[F. Kusi Productivity Enhancement in Onion production and Storage.pdf](#)

[MARKET COMPETITIVENESS Eng.ppt](#)

[Overview of SOPMEP, workshop purpose and outcome Eng.pptx](#)

[Presentation Role of Partnerships Eng.ppt](#)

[Regional Platform Eng.ppt](#)

[Rôle des OP dans la vulgarisation des technologies améliorées \(amendé\) Fr.ppt](#)

[ROLE OF VALUE CHAIN FINANCING IN THE SUSTAINABLE DEVELOPMENT OF AGRICULTURAL VALUE CHAINS TRIAS Eng.pptx](#)

[The technology and economics of the improved storage facility-LSA.pptx 1 Eng.pptx](#)

