

## List of acronyms

ACP	Africa, Caribbean, Pacific
AfT	Aid for Trade
AU/IBAR	African Union/Interafrican Bureau for Animal Resources
CAADP	Comprehensive Africa Agriculture Development Programme
CAP	Common Agricultural Policy
CDE	Centre for the development of enterprise
CRNM	Caribbean Regional Negotiating Machinery
CTA	Technical centre for agricultural and rural cooperation ACP-EU
EC	European Community
ECDPM	European Centre for Development Policy Management
EDF	European Development Fund
EPA	Economic Partnership Agreement
EU	European Union
FTA	Free Trade Agreement
GLOBALGAP	Global Partnership for Good Agricultural Practice
LAG	Local Action Group
MFN	Most Favoured Nation clause
NEPAD	New Partnership for Africa's Development
NIP	National Indicative Programme
PRSP	Poverty Reduction Strategy Papers
RDP	Rural Development Programme
SACAU	Southern African Confederation of Agricultural Unions
SFA	Special Framework of Assistance
SPS	Sanitary and phyto-sanitary
WTO	World Trade Organization

# Annex 1

**Table 1: Priorities for the AfT agenda as identified by stakeholder groups**

	<b>The five most important items to be included in the AfT agenda:</b>	<b>The two most important follow-up activities required:</b>
<b>ACP Governments</b>	<ul style="list-style-type: none"> <li>• Agriculture should be made a priority, as it is essential to the eradication of poverty. In this context, a political framework is important to harmonize the various donor policies.</li> <li>• AfT should be distinguished from budget support, as funds given through budget support are difficult to access for the private sector.</li> <li>• Resources should be channelled through existing private sector development programmes.</li> <li>• Governments and the EU need to negotiate procedures and modalities which would simplify the access to resources.</li> <li>• Capacity building on SPS measures (Institutions within governments in charge of facilitating trade often lack the capacity to verify compliance and assist the private sector to meet EU standards.)</li> </ul>	<ul style="list-style-type: none"> <li>• Determine the modalities to access AfT funds</li> <li>• Determine the amounts of AfT</li> </ul>
<b>ACP Farmers organizations</b>	<ul style="list-style-type: none"> <li>• AfT should target production to enhance efficiency and competitiveness through modernisation and innovation.</li> <li>• Support to infrastructure</li> <li>• Support to farmers organizations (Better organisation will enable small farmers to negotiate prices, to bulk products and to influence input markets or acquire inputs as a group.)</li> <li>• Support to regional integration in terms of rural development policies, regional markets and FTAs to take advantage of the EU market</li> <li>• Support to dialogue frameworks to strengthen partnerships between public sector, private sector including farmers</li> </ul>	<ul style="list-style-type: none"> <li>• No two specific activities could be identified as most important, as all items need to be addressed as a comprehensive package.</li> </ul>
<b>ACP Regional organizations</b>	<ul style="list-style-type: none"> <li>• Strengthen the tools: SPS harmonization, regional legislation, aggressive branding, etc.</li> <li>• Building regional umbrellas for farmers and private sector including Public-Private Partnerships</li> <li>• Identify strategic commodities for a region-wide AfT sector approach</li> <li>• Identify strategies to build and/or access regional value chains (and technology)</li> <li>• Support to regional infrastructure (bulking, etc)</li> </ul> <p>[Recommendations by this group are based on the philosophy of moving from agriculture and agribusiness to regional trade for food security (e.g. 'Maize without Borders').]</p>	<ul style="list-style-type: none"> <li>• Sharing best practices between ACP regions</li> <li>• Workshops to refine and implement regional policy frameworks (e.g. regional tools), which can become contributions conferences for donors.</li> </ul>

<p><b>ACP Private sector</b></p>	<ul style="list-style-type: none"> <li>• Support the integration of small farmers into value chains (use IT to link producers with markets, support to meet standards, address supply constraints, access to low cost credit, organizational support, access value chains through linkages with larger producers)</li> <li>• Ensure that AfT resources are based on effective and timely delivery mechanisms (draw on existing programmes and create new targeted programmes for areas not yet covered.)</li> <li>• Support to meet SPS and private standards, which allows compliance and verification on a cost effective basis.</li> <li>• Elaborate an action plan on market and product development for national and regional markets.</li> <li>• Trade facilitation (There is a need to clearly define this concept.)</li> </ul>	
<p><b>EU Donors</b></p>	<ul style="list-style-type: none"> <li>• Interventions need to be demand-driven and follow principles of aid effectiveness such as harmonization.</li> <li>• AfT needs to be integrated in PRSPs and sectoral policies.</li> <li>• In the context of EPAs, sensitive products excluded from liberalisation need to be covered by EPA accompanying measures (with a view to improving competitiveness and possibly allowing market opening at a later point).</li> <li>• Appropriate delivery instruments need to be found, making the procedures lighter and enhancing the efficiency of aid. Specific challenges in this context include: <ul style="list-style-type: none"> <li>○ Aid agencies are mostly organized based on sectors whereas the AfT initiative envisages an integrated approach.</li> <li>○ How to support the private sector through public funds? (Certain instruments targeted to the private sector are not part of the WTO concept of AfT, e.g. loans to the private sector, guarantees, risk capital investment funds.)</li> </ul> </li> <li>• Specific strategies need to target international, regional and national markets</li> </ul>	<ul style="list-style-type: none"> <li>• Adapt delivery instruments to the demand at national and regional level</li> <li>• Shift from a sectoral to an integrated approach</li> </ul>

## Annex 2: Agenda

**Dialogue on challenges of changing agricultural markets in the  
context of ACP-EU trade:  
Identifying an Aid for Trade agenda for the agricultural sector**

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**Brussels, 14-15 April 2008**

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**Bedford Hotel**

### Monday 14 April

**8h30-9h15**                      **Welcome and registration**

**9h15-9h30**                      **Introduction: state of play of AfT and agriculture, objectives of  
dialogue, expected outputs and agenda**  
CTA/ECDPM

**Session 1:**                      **Analysis of changing agricultural market conditions**  
*Chair: Ibrahim Mayaki, former Prime Minister of Niger*  
*Executive Director of the Hub rural, Dakar, Senegal*

Objective: The first session aims at reviewing the changing context of ACP-EU agricultural trade and the key issues faced in placing ACP-EU agricultural trade relations on sustainable long term basis capable of supporting the objective of the structural transformation of ACP economies.

More specifically, this session will:

- review the major processes of change underway giving rise to the new context of ACP-EU agricultural trade relations;
- analyse the changes taking place and their impact on ACP-EU agricultural trade relations;
- outline the key challenges arising for the ACP;
- identify in broad terms possible policy responses and associated aid for trade needs.

**9h30-10h30**                      Paul Goodison, GDC Partners, Belgium

Discussion

**10h30-11h00**                      **Coffee break**

**11h00-13h00**                      **Panel on the overall challenges of changing market conditions  
and the implications on ACP regional markets**

Chris Anstey, Consultant (former manager at Tesco Ltd)

Nigel Durrant, Caribbean Regional Negotiating Machinery (CRNM),  
Trinidad

Ajay Vashee, President, Southern African Confederation of  
Agricultural Unions (SACAU), Zambia

Discussion

**13h00-14h30**                      **Lunch**

**Session 2: How ACP commodities sectors can adapt to changing market conditions?**

*Chair: Ambassador P.I. Gomes, Embassy of Guyana, Brussels*

**Objective:** The second session aims at reviewing how various commodities (sugar, banana, livestock and horticulture) sector have or are adapting to the changing context of ACP-EU agricultural trade.

More specifically and for each group of commodities, this session will:

- briefly recap the key challenges
- examine the various strategies, approaches, tools/instruments set up or used in order to address these challenges
- the lessons learnt so far and key recommendations

**14h30-16h30**

***Banana***

Philippe Mavel, OCAB, Côte d'Ivoire  
Anatole Ebanda, ASSOBAACAM, Cameroon  
Edwin Laurent, Commonwealth Secretariat, UK

Discussion

**16h30- 16h45**

**Coffee break**

**16h45-18h45**

***Sugar***

Nisa Surujbally, Guysuco, Guyana  
Mike Matsebula, Swazi Sugar Association (SSA), Swaziland  
John May, Fiji sugar commission, Fiji

Discussion

**18h45-20h00**

**Cocktail**

**Tuesday 15 April**

**Session 2: How can other ACP agricultural sectors adapt to changing market conditions?**

*Chair: Pierre Berthelot, All ACP Agricultural Commodities Programme, Brussels*

**9h00-10h30**

***Livestock***

Jürgen Hoffmann, MeatCo, Namibia  
Cherif Touré, CDE, Belgium  
Medhat El-Helepi, AU-IBAR, Kenya

Discussion

**10h30-11h00**

**Coffee break**

**11h00-12h30**

***Horticulture***

Stephen Mbithi, Association of Horticultural Exports, Kenya  
Boureima Wankoye, ASI, Niger

Discussion

**12h30-14h00**

**Lunch**

**Session 3:                   What can be learnt from the EU?**  
*Chair: Hansjörg Neun, Director CTA*

Objective: The third session aims at reviewing the lessons to be drawn from the EU's internal experience of deploying public support to enhancing the competitiveness of EU food and agricultural production in response to changing market conditions. Specific attention will be paid to the EU rural development programmes and the lessons learned from the LEADER programme.

**14h00-16h00                   Lessons from EU internal adjustment programmes**

Peter Wehrheim, DG Agriculture  
Vincent Derussy, LAG Grande Terre, Guadeloupe  
Paul Goodison, key lessons for the ACP

Discussion

**16h00- 16h30               Coffee break**

**Session 4:                   Way forward**  
*Chair: Paul Engel, Director ECDPM*

**16h30 – 17h30               What lessons for future Aid for Trade programmes?**

Objective: The last session will try on the basis of the presentations and discussion held in sessions 1 to 3 to identify the lessons that need to be taken on board when designing Aft programmes/activities.

**17h30- 17h45               Closing remarks**

## Annex 3: List of participants

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