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## **RAPID Task Order 1 (Policy and Design) Activity**

### **RCSA AGRICULTURE**

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For the RCSA to arrive at the most advantageous and productive assistance modalities for the SADC agriculture sector will not be an easy task. There are many avenues that can be pursued to increase productivity and lessen poverty in the region, many of which could make most welcome changes. Dealing from a regional platform and through various intermediaries makes the decision process even more difficult. Hopefully the various activities conducted towards the development of the new Mission strategy will provide sufficient background and information to assist in arriving at logical sector assistance programs. There are many in the SADC stakeholder community most willing to assist now -- and later when a firm strategy is developed.

## USAID ASSISTANCE TO SOUTHERN AFRICAN AGRICULTURE

For over three decades USAID has provided technical and financial assistance for improving agriculture production and food security in southern Africa. This has taken the form of bilateral and regional programs in research and extension activities as well as providing humanitarian support in times of disaster. Various modes of assistance have been used such as advanced degree training, budget support, providing International Agricultural Research Centers (IARC) collaborative programs, in-service training and infrastructure development. Overall production has increased considerably over the past 30 years, mainly due to expansion of land under cultivation, but at a lesser rate than the ever-increasing population. *According to FAO nearly half of all sub-Saharan Africans live on less than \$1 a day, a per capita income that is lower now than it was three decades ago.* There have been no easy solutions to increased agriculture production or food security in the Southern Africa Development Community (SADC). However, the agriculture sector still remains the driving economic force in the majority of SADC countries as well as the major employer, external trade earner and income provider. *(The term SADC, except where otherwise noted, in this document refers to the geographic area of southern Africa, not to the organization.)*

Apart from an extremely harsh farming environment that is exacerbated by periodic natural disasters, a number of external constraints have also hindered measurable production improvements. This is especially true for the smallholder agriculturist. Several critical constraints were identified in 1996 using an intensive program of meetings and workshops with regional stakeholders. In a current survey of NARS and IARC personnel the general consensus is that these constraints are still present and currently require attention. Briefly they are: **Poor Policies** (policy environment and lack of capacity to analyze policy issues), **Weak Institutions** (and lack of skilled human capital), **Inadequate Infrastructure** (including marketing and other rural services), **Weak Technology Development and Transfer Systems** (lack of improved technology for smallholders and slow transfer). These are explained further in Annex 1.

It is important to mention the major USAID accomplishments that have been achieved in the last 30 years such as the establishment of a number of agricultural colleges and training institutions in the region, and the graduate training programs provided for hundreds of national agricultural research systems' (NARS) scientists. Additionally USAID's long term partnerships with IARC/SADC collaborative research programs have provided valuable in-service training opportunities for local scientists and technicians as well as producing high yielding planting materials and improved farming technologies especially adapted for local conditions. Regional USAID programs were historically within the SADC program of work and coordinated through the Southern Africa Center for Coordination of Agricultural Research (SACCAR), an AID implemented and supported regional coordination office. SACCAR, a semi-autonomous commission, had a board of directors composed of the research directors from each of its member states. Each of the IARC research programs, coordinated by SACCAR, has/d a steering committee and a technical network made up of NARS researchers. Several years ago regional networking and information exchanges were greatly enhanced through an USAID initiated Internet program that linked these key agricultural players and organizations.

Unfortunately, through a recent SADC restructuring program, this very effective (world model) coordination unit was closed that now constitutes another very large constraint to improving the economic and nutritional status of smallholders in southern Africa.

Agricultural funding, both at the NARS level as well as that of USAID, has diminished rather drastically during the past decade. International donors have developed other priorities for their assistance, many bilateral missions have been closed and national governments have allocated their budget resources to other areas such education and health activities at the expense of food security and increased agricultural production. The Partnership to Cut Hunger and Poverty in Africa states: *“In fact, real per capita aid levels in sub-Saharan Africa actually fell by one-third during the 1990s. Even though development of agriculture and rural areas is critical to ending hunger and poverty, the decline in U.S. bilateral assistance to these sectors has been especially steep---falling by two-thirds over the past 12 years. At the same time, aid to African agriculture from other industrial countries has fallen by half, while World Bank funding plummeted by three-fourths.”*

These downward trends of support have come at the same time the pandemic HIV/AIDS is reducing the available labor force and capital savings of many rural households. In too many cases customary farming is not taking place in homes as the eldest members of the family are taking care of the youngest, and no one is available to do the heavy labor required in traditional subsistence farming systems. New terms such as “child headed households” that are appearing frequently, are even more worrisome. A recent report stated that a child now heads 10% of all households in Swaziland. These negative factors, as well as continuing out-migrations from rural areas, have added to the shortfalls of smallholder production in southern Africa - traditionally a major supplier of basic foods and a key to national food security.

The four key factors, which have contributed to the failure of recent development strategies to significantly reduce hunger and poverty in Africa, according to the Partnership to Cut Hunger and Poverty in Africa, (PCHPA) are:

1. A lack of African ownership of development strategies and programs financed by donor organizations.
2. An overall decline in financial resources for development globally, including levels of Official Development Assistance (ODA) from the U.S.
3. A focus on ODA and debt relief as the primary development catalysts, which although essential, diverted attention from the larger, long-term challenge of increasing African trade and stimulating domestic and foreign private investment.
4. A declining share of assistance directed to programs to facilitate broad-based economic growth, including agriculture, while an increasing proportion of aid was directed to urban areas, the expansion of social services and to emergency assistance needs.

The dilemma facing USAID in continued assistance to the agriculture sector is exacerbated by the closing of a number of bilateral missions in the region and the lack of agricultural officers in

others. The choice between funding technical assistance for agricultural production programs, or making food security the main focus is not an easy decision to make. Some would argue that if increased food production is achieved then the food security problem is solved, perhaps, but only until the next natural or man-made disaster! Clearly the private sector can contribute much more to improving the climate in which the agriculture sector must operate. Many more partnerships than what currently exist between government and the private sector must be created. However at present the political conditions in the region are not overly conducive to expanded private sector investments. According to current USAID/W statistics southern Africa is not keeping pace agriculturally with the rest of the continent. According to USAID/W there are no bilateral missions in SADC that fund agricultural research programs, RCSA is the only source of this support, although several missions do have agricultural production projects in their portfolios. Annex 2 lists current bilateral agricultural programs.

The Partnership to Cut Hunger and Poverty in Africa (PCHPA) provides the following rationale on “**Why Focus on Agriculture and the Rural Sector**” as a key engine of economic growth in sub-Saharan Africa:

- hunger can have numerous causes, but chronic hunger and malnutrition are largely caused by poverty;
- poverty can be overcome by rapid economic growth, as exemplified by the experience of East and Southeast Asia;
- the most important strategy for achieving rapid, poverty-reducing growth is an emphasis on accelerating agricultural growth because (a) the majority of the poor live in rural areas, and rural livelihoods are ultimately dependent on agricultural productivity; (b) agricultural growth has been shown to have large multiplier effects on the economy as a whole; (c) agricultural growth will help keep food prices low (food makes up about 70 percent of the expenditures of the poor); (d) low food prices can also keep money wages low, thus allowing expansion of employment in export- and import-substitution industries; and
- hunger and poverty are closely linked to other critical problems in rural areas, problems such as HIV/AIDS, inadequate education, limited opportunities for women, and environmental degradation. Complementary social investments are needed to address the complexity of rural problems, but sustainable solutions will not be possible without broad-based economic growth.

The PCHPA suggests that the means to achieve the above is for the US to concentrate its assistance to agriculture and rural development in five specific areas. It is important to note that **USAID** has assisted in some of these in the past and undoubtedly will in the future. The areas are:

1. Building human capacity and institutions for education, research policy deliberations and governance.
2. Strengthening agricultural and rural enterprises and integrating them into national, regional and global markets.
3. Improving science-based technology development and transfer for agriculture, health and the environment.

4. Linking food and emergency aid to a long-term development strategy (this could be used in both the RCSA's natural resources programs and those in agriculture)
5. Strengthening transport, power and communications infrastructure for rural Africa.

#### **REGIONAL DEVELOPMENTS:**

The following excerpts portray on-going issues in the region that directly deal with current agricultural trends and the various scenarios RCSA is working through towards developing a new strategy. These examples may assist in giving some direction based upon actual regional issues, developments and events.

Trade: During normal non-drought years if regional and national constraints could be relaxed or abolished there would be some assurance that production could be significantly increased. Assuming these localized issues can be successfully addressed, the SADC region is still faced with international constraints when trading with the West. On this issue Oxfam suggests “although the anti-globalization movement targets trade as the leading cause of global inequality, it is the rules of trade that are the problem, not trade in itself. Well-managed trade has the potential to lift millions out of poverty. *If Africa, South Asia, South-east Asia and Latin America were to increase their share of world exports by only 1%, the resulting gains could lift 128 million people out of poverty*”. What farmers need is access to technologies and information to expand agriculture which is suited to their specific conditions. In this part of the world international trade-distorting subsidies greatly preclude making much of smallholder agriculture a real business. Our SADC farmers are still waiting, and waiting and waiting.

The role of government, whether in South Africa or other SADC States, should not be to protect its industry but rather that of a challenger for innovation. Sound government policy will create and maintain the environment for industry to grow, states Dr. Koos Coetzee of Farmer's Weekly. There is some positive news in the trade elements of RSA agriculture, the revealed trade advantage (RTA) index rose from -0.16 in 1992 to 0.41 in 1999. In spite of difficult local conditions, the agricultural industry succeeded in operating more competitively. The RTA index shows to what extent cost and non-cost factors combine to achieve competitiveness on a global scale. FW 23/8/02

Recently at the African Summit of the World Economic Forum one very astute East African, Yoweri Museveni, a cattle rancher, cut through the diplomatic niceties in his refreshing earthy fashion and explained how Uganda, the world's fourth-largest coffee exporter, exported 2 million bags of coffee beans in 1986 for around US\$500 million. But despite doubling its export output to 4 million bags last year, it was rewarded for its efforts with a meager US\$100 million. Museveni quite bravely announced that he is prepared to engage in a trade war with the offending US coffee processors. “We will prosper by bargaining, not begging. Beggars are tolerated, but they are not partners”, Museveni said.

In September of this year Oxfam International launched a worldwide campaign to address the global coffee crisis and bring stability to an over saturated market. In particular, a confederation of 12 development agencies seeks to address the disparity between local coffee producers, who

are being driven into poverty by plummeting wholesale prices, and international coffee retailers, who are reaping huge profits (17-26 percent profit margins).

Clearly the current effort of the RCSA for improving marketing and trade conditions is on target and can do much to reduce constraints within SADC and hopefully also many of those that have impeded exports to the USA and Europe. However, whether the United States and the European Union have the political will and resolve to cut farming subsidies at any appreciable level, which would assist developing nations, remains to be seen.

Food Shortage Culprit: The FAO reports that at least four million people in the region could starve to death this year (2002), and at least 19 million need food aid urgently. The only country in SADC which has excess maize is South Africa but it does not have enough to supply all. There could be a regional shortage of 2 million tons. Why are there shortages? Drought has been bandied around as the main culprit, but the grain specialists say that it is only about 40% of the problem. The major cause of the problem is the total lack of a wider agricultural infrastructure on the subcontinent which almost always ensures that any setback soon develops into a full-blown crisis. With Zimbabwe now out of the equation there is little new research and development to speak of; storage and handling facilities are lacking, inadequate roads hamper transport, inputs are hard to come by and so the list goes on. Where subsistence farming plays a major role in producing basic food stuffs, all a smallholder needs in one bad spell to wipe out his or her crop, after that it's too late to discuss alternatives anymore and the cycle starts all over again. FW 24/5/02

South Africa only has enough white maize for domestic consumption and limited export. This could spell disaster for neighboring countries already experiencing serious food shortages, states the chairman of Grain SA. Weather conditions for the second half of the year will determine if the annual consumption figure of 5 million tons of white maize will be produced. This figure includes demand from traditional customers, namely Botswana, Lesotho, Namibia, Swaziland and (if they can afford to buy it at the current prices) Mozambique. FW 24/5/02

Heads of government should focus on strengthening agriculture and facilitating the self-help efforts of farmers in order to reduce world poverty by half by 2015 and provide food for all. The message from the 35<sup>th</sup> FAO World Farmers Congress was: “Neglect of agriculture has led to much of the misery that is facing the world today” as stated by Gerard Doornbos of the International Federation of Agricultural Producers (IFAP).

IFAP proposed the following actions to achieve the necessary effective partnerships between farmers, governments and other stakeholders:

- Reverse the drain of resources away from agriculture.
- Focus development efforts on people and organizations.
- Provide farmers in developing countries with possibilities to generate income from the commercial market.
- Correct the serious imbalances in the agricultural trading system against farmers in the developing countries.

- Provide farmers with secure access to resources, and build efficient infrastructures for marketing transportation and communications. FW 28/6/02

Almost all 15 EU agricultural ministers expressed reservations about proposals to overhaul farm subsidies ahead of the EU's expansion in 2004. The aim of these proposed changes is to encourage farmers to produce what the market wants and not what subsidies encourage. If this comes about farmers in southern Africa and around the world could benefit from better prices due to the end of product gluts in Europe, which are often exported to world markets at prices below the cost of production. Most EU members do not support them, although Germany, the UK and the Netherlands did support the proposed changes which could come on line in 2006. In these changes farmers would be paid a subsidy of up to 300,000 euros a year, even if they did not farm at all. FW 2/8/02

Soil and Water Conservation: Conservation of soil should be of prime concern in southern Africa. As primary input costs rise, natural resources on farms come under greater pressure as farmers try to harvest more to make up for higher costs. Already, 30% of all irrigated land, 40% of rain-fed areas and 70% of veld and pastures on our planet are in poor condition. Agriculture is a driving force behind this degradation and southern Africa is no exception. It is expected that a quarter of all plant species will be extinct by the year 2025. Farmers require biodiversity to develop hybrids; will biodiversity be there to make this possible? The world population has doubled to 6.1 billion over the past 40 years. It is expected that it will grow further to 9.3 billion over the next 50 years. Almost all of this growth is expected to take place in developing countries such as those in southern Africa. Scientists are predicting that by 2050 a total of 4.2 billion people will live in countries where the basic need of 50L of drinkable water per day will no longer be provided for. Development in SADC cannot take the same roads as the First World if sustainability of the region's natural resources is to be assured. Agriculture accounts for 74% of the total water use in southern Africa, industry uses 9% and domestic consumption accounts for the remaining 17%. FW2/8/02

The 2000 Global Water Partnership concluded: *“On the one hand, the fundamental fear of food shortages encourages even greater use of water resources for agriculture. On the other, there is a need to divert water from irrigated food production to other users and to protect the resource and the ecosystem. Many believe this conflict is one of the most critical problems to be tackled in the early 21<sup>st</sup> century”.*

A historic irrigation agreement between South Africa, Mozambique and Swaziland hopes to end nearly 40 years of conflict over water use from the Komati and Maputo rivers. The signed agreement provides for the development of irrigation projects in resource-poor areas along the Pongola River in South Africa. Swaziland is set to benefit from irrigation financing to develop nearly 11,000ha of land and create employment for nearly 10,000 people. The agreement also hopes to stabilize water supply to nearly 2 million Maputo residents. FW 27/9/02

Plan of Action for South Africa's Agricultural Sector: The plan was developed with stakeholders from the National Department of Agriculture, Agri SA and the National African

Farmers Union. Their vision is to establish a united, prosperous and non-racial agricultural sector. This implies sustained, profitable cooperation in the RSA economy. The goal is to sustain and expand a globally competitive commercial agricultural sector. The three main strategies of the plan include:

- The promotion of equal access to and participation in the agricultural sector.
- The improvement of global competitiveness and profitability, and
- The establishment of sustainable resource management.

Supporting strategies include:

- Good government – governance
- Integrated rural development,
- Knowledge, innovation, and
- Safety and security.

An implementation plan for the above to be developed fully by the stakeholder group contains the following 12 main points.

- Safety and security,
- Governance and partnership,
- Land redistribution,
- Agricultural technology development and transfer,
- Market-information systems,
- Agricultural-disaster and risk management systems,
- Fair local and international competition,
- Implementation of the vision for labor and land,
- Empowerment,
- Targeted investment,
- Lowering the cost of production, and
- Communication strategies

The plan is meant to be a transaction between government and stakeholders and not just a policy document. FW 30/8/02 **Is the development of National Agricultural Action Plans an entrance point for RCSA? ISNAR'S new office in Pretoria is to work directly on these kinds of issues.**

Biotechnology: More than 60 delegates, including members of RSA's parliament, cabinet ministers and representatives from agricultural unions, trade unions and the business sector from around the continent recently met in Pretoria to discuss biotechnology issues for Africa. Their findings were that biotechnology should be applied to suit Africa's specific needs to enhance food security and reduce poverty and hunger through increased agricultural productivity. Africa needs to address its low agricultural production. Conventional agricultural practices have been used from time immemorial without meeting its food requirements. It is important, therefore, that Africa looks at alternative technologies such as biotechnology to address this problem.

Concern by some delegates was expressed about smallholders being trapped or forced into purchasing patented GM seeds each year. FW 2002

The PCHPS makes this comment: “Biotechnology---and other science-based agricultural technology---hold the potential to help Africa achieve higher yields, improved pest control, greater drought resistance, reduced dependence on chemical fertilizers, shorter growing seasons, and increased nutritional value of crops. The judicious deployment of biotechnology and other improved technologies could lead to an agricultural revolution in Africa **even more dramatic than the Green Revolution of the mid-twentieth century**”.

GRAIN SA has entered the GM debate following its first commercial plantings of white GM maize in South Africa, the first country to plant such maize commercially. GRAIN SA will continue, in association with all the other role-players, to make clear to farmers all the possible market implications in growing GM maize to ensure that the system of preserving the identity of GM and non-GM maize is established. FW 2002

Smallholders in KwaZulu-Natal who used GM cottonseed achieved higher yields and used less herbicide than those who used ordinary seed. They also made higher profits. Their efficiency was 88% compared to 66% for non-users. This example illustrates the benefit of using GM crops, especially in the case of emerging farmers. FW 27/9/02

National Agricultural Research Systems (NARS); some SADC countries have been successful in putting into operation a true NARS process, however these have been few and far between and sometimes these have been functional for only short periods of time. Originally, NARS were to include all the stakeholders required to develop, prove and disseminate improved technologies. At a minimum this was to include government research and extension programs, but from the very start should have also included the university community, private sector, agricultural organizations, farmers and NGOs working with agricultural projects. Some NARS have done this, as for example the maize “task force” program in Malawi. Unfortunately in most cases the NARS has consisted entirely of research divisions within the ministries of agriculture. The big push in the 1980s for Farming Systems Research (FSR) approaches did help overcome some of the isolation researchers so much seemed to enjoy. FSR is still a valid approach if used as a tool of NARS and not as a substitute.

If NARS were to become *functional, rather than just fictional*, by including the major agents necessary for addressing a given production program or problem, then production improvements at the smallholder level could occur at a much faster pace than what is happening at present. Additional costs would be minimal since these organizations already exist in each of the member states. Whether these key stakeholders feel any obligation to work as a team and can be mobilized for improvements in production and economic betterment of smallholders remains to be seen. National Agricultural Development Plans should make “functional NARS” a major goal in their proposed programs of work. **Without a functional regional coordination unit, such as the defunct SACCAR, RCSA will find it difficult to effectively link with these key players. Perhaps some type of regional “NARS Task Force” training program is warranted.**

Livestock Programs; with the exception of the Heartwater vaccine program, USAID has not assisted in livestock programs for a number of years in southern Africa. However, with the current situation in many of the SADC rural communities where the oldest are caring for the youngest as a result of HIV/AIDs, livestock, in particular small stock, may present the only safety net currently available. Exciting work has been carried on by FAO and other organizations working with indigenous livestock, which are more hardy and disease resistant than imported breeds. There is less risk in working with these classes of animals. Community working groups do exist in most of the SADC countries that could present an entrance point for indigenous livestock and poultry programs targeting smallholder agriculture.

Regional Programs: There have been discussions by RCSA staff on providing continued IARC assistance to the region and perhaps having an IARC representative(s) housed at a regional Hub. Many of the professionals working in the sector believe this would be an excellent working arrangement, providing a “rapid reaction” capability for the region as well as improved planning among the various research programs, private sector and local NARS. This could be an option for RCSA to consider IF THE LEAD REPRESENTATIVE IS NOT FROM A COMMODITY BASED IARC. The competition and working relationships between most of the IARCs is not always congenial and placing one of these in a Hub to coordinate research efforts of others would not be a positive move. Either CGIAR or TAC, together with the IARC directors should agree on how this representation should be arranged. Naming a lead IARC, if one is to be named by RCSA, should not be based upon current IARC grantees that are already working in the region.

At this stage in RCSA’s strategy definition process there are a number of points which need to be reviewed in much more detail. The stakeholders’ meetings and USAID focus groups will need to bring more clarity to the identified issues of:

1. Trade and marketing: What are the constraints which can be removed or relaxed both within the region and internationally?
2. Research and development: What are the major crops or agricultural systems which warrant further assistance?
3. Technology transfer: How can site specific proven technologies be moved in a timely and economical manner to farmer clients?
4. Seed production and dissemination: What other sources of assistance can be employed to raise adoption rates and quickly distribute improved planting materials?
5. Production inputs for improved cultivation practices: How can access for these be assured at reasonable costs?
6. Land tenure policies: Can tenure rights be given to both men and women that are sufficient enough to secure agricultural loans when needed?
7. Gender issues: If women do most of the smallholder agriculture work, do we have the correct targets in sight?
8. Soil and water management: What issues have been identified in these two very important areas that the USAID should consider for its portfolio?

9. Regional coordination: If AID/W pushes for establishing three AIA Regional Centers, where does this leave the SADC region that is now without a working SACCAR?
10. Disaster mitigation: Can a long-term food for work program be initiated as a safety net and employment generation program?
11. SACCAR: Without a functional regional coordination office, what are the ramifications for management of regional agricultural programs for RCSA and its grantees?

### ***Future Additional Funding from Washington***

In the AID/W program, Agricultural Initiatives for Africa, the criteria which will be used by Washington for selection of project support will be: 1) marketability, 2) production, and 3) information dissemination. Discussions on this issue are in Annex 2.

The allocations of these AID/W funds will be along the lines of 30-40% for basic foods, 30-40% on economic drivers (what can be traded/marketed), and 25% on innovative research.

### **OTHER AGRICULTURAL DEVELOPMENTS**

The following information presents other aspects of agricultural development taking place in southern Africa (many in the RSA) that show the current status of certain economic areas and examples of farming activities which have been successful that others might wish to emulate in the region.

Growth Rates: Of the 25 emerging economies followed by *The Economist*, RSA placed number 14 in 2002, but is predicted to will fall next year to be fourth from the bottom. Growth rate this year is 2.5% and will move to 3.2% in 2003. Israel, Argentina and Venezuela will fill the bottom three slots. China will grow to 7.6% and India to 6.0% two of the most populated nations in the world. Southern Africa clearly will not in the near-term reach the 7% sustained growth target that the region has set itself.

However, the Department of Agriculture's latest economic review of RSA agriculture, ending on 30 June 2002, indicates that agriculture is performing well. Farming income rose a massive 53% to an estimated R13, 900 million. Gross farm income from all products was estimated at R57, 847 million, which is 18.6% higher than during the previous year's corresponding period. Gross farm income for field crops increased by 24%, horticultural products increased by 12.7%, and income from animal products increased by 17.9%. The value of exports came to R22, 341 million an increase of an increase of 28.2%. Major export items were wine, sugar, citrus fruit, grapes and fruits and nuts. Rice, oil cake, spirits and maize were the most important import products. FW 27/9/02

Wynand van der Walt states; "South Africa has remained one of only seven countries that are consistent net exporters of food. Agriculture has the responsibility to continue to exploit existing and new technologies in order to ensure food security, raise output and increase efficiency.

Managing people and managing technology will be required as basic skills in coping with modern agriculture. The most important impact of modern biotechnology will be on relationships between stakeholders in the food chain. Links between technology owners and seed companies as well as with consumers will become closer. Markets will become increasingly complex due to specialization and the global legislation.” FW 2002

Niche Markets; Development of organic products, game farming/products, medicinal and cosmetic plants/products, cut-flowers, specialty vegetable packs, animal genetic material, plant genetic material, fruits, nuts, wine, and veld products could be appropriate for some smallholder niche markets.

Food Aid: The US has delivered over 96,000 metric tons of food aid to SADC, valued at more than US\$ 50 million dollars, between January and August of this year. The World Food Program logistics plan assumes a need to bring a total of over 177,000 MT of food into the region per month, with contingency to increase this to 340,000 MT as needed. The USG has approved 500,000 MT of food aid for southern Africa, which is scheduled to arrive by the end of the year. Another 200,000 MT will be delivered in CY03, most before March, states Mr. L. Peterson Office of Food for Peace, USAID/W. Can a Food for Work program fit a regional portfolio which performs soil and water conservation work and acts as an on-line nutritional safety net?

Medicinal Crops; In this years’ September 6<sup>th</sup> Farmer’s Weekly, Michael Cordes writes; “It is estimated there are around 200,000 indigenous, traditional healers in South Africa, and up to 60% -- some say 80% -- of the population consult them regularly. Traditional medicine has maintained a virile people in Africa over the centuries and has spawned a greater variety of herbal traditions than on any other continent. Given the country’s remarkable cultural and biological diversity, it is not surprising to find that approximately 3,000 plant species out of 30,000 are utilized as medicine in one form or another, and around 350 are still used and traded as medicinal plants”.

Cordes further states; “The indigenous medicinal-plant industry offers considerable potential for the economic welfare of local people as well as promoting and sustaining biodiversity in a region. On a broader level, positive impacts would include:

- Easier access to culturally acceptable and affordable medicines for consumers,
- Economic empowerment and employment for rural communities involved in production of medicinal plants,
- Regular supplies and greater quantities for healers that will hopefully result in lower prices, and
- Conservation of funds as state health services will not have to allocate scarce resources for replacing indigenous health-care systems”.

Examples of Prices/kg for Traded Medicinal Plants

- Aipidea R125 to R133
- Bowena R71

- Tulbaghia R144
- Siphonochilus R100 to R138
- Salicia – section of roots 1,250 to R2,500

Water Wise: The era of developing new water resources has come to an end in most countries. The challenge has shifted to the development of technology and training in the ability to use the existing water resources more effectively. Based on present trends in water use and population growth South Africa, for example, is expected to reach the limits of its economically usable, fresh-water resources around the year 2030, writes Roelof Bezuidenhout, FW 22/8/02. Given this state of affairs in South Africa, what are the implications for the drier countries in SADC?

Farmers have been urged to attend public consultation meetings around South Africa to discuss the government's Water Strategy Paper. A proposed new law could see all water users applying for a license to use natural water resources, which would be granted for periods of up to 40 years. Agriculture uses over 70% of southern Africa's total water use, domestic consumption is 17% and industrial usage is the 9% balance.

Further, agricultural run-off is causing accumulation of excess nutrients, such as phosphates and nitrates, in water bodies (eutrophication), as well as sedimentation. This changes the composition and functioning of the natural biota; makes the environment less attractive for recreation and sport; releases toxic metabolites, and taste and odor-causing compounds; and complicates water treatment. How will this be addressed in SADC and by what authority?

Water Harvesting and Food for Work: Free State researchers are adapting an age-old technique that can unlock the feeding potential of huge tracts of SADC marginal soils. Although it is simple and costs nothing but labor, the techniques developed by ARC improves the yields of crops such as sunflower, sorghum, maize and dry beans on average by approximately 50% when compared to normal cultivation practices. The technique uses strip farming with water collection basins where deep infiltration takes place and run-off and soil erosion is prevented. **Food for Work could be used to promote this practice throughout the region.**

Household Food Security: While a high-input production approach in agriculture may result in national food self-sufficiency, many social scientists say many people are too poor to buy food. They are looking for a means of household food security. Although this is often a short-term solution, it is people-centered rather than technology-centered. Discussions concerning the smallholder now are no longer entirely about low-input sustainable agriculture; they are also about low external-input systems (including organic farming) which require significant internal management input. This means people have to be helped through capacity-building programs. An example of this is the Rainman Landcare Foundation, which plans to develop some 500 small 5ha commercial farms that will follow the low external-input systems with a focus on organic methods. The methodology and success rates of such initiatives should be appraised. FW 23/8/02

Sustainability of Smallholder Agriculture: Much of South Africa, like much of the rest of SADC, has low and unreliable rainfall and is dominated by soils that are inherently unstable and poor for cropping. Also, the recovery potential of most of these soils is extremely low. The result is that the slightest errors in planning and/or management in these areas are disastrous. Farmers who do not have security of tenure implement exhaustive cropping practices. Due to their land tenure insecurity they ignore conservation and better farming practices. Where adequate inputs and conservation practices are not done on high production potential land, vulnerable marginal land is used to compensate for the resulting under production, putting unbearable pressure on the less productive, more vulnerable marginal lands.

Smallholder successes on high-potential lands have been achieved in sugar, normally a cash crop in the realm of large producers. The Transvaal Sugar Company (TSB) supports no less than 25 successful small grower projects operating in the Nkomazi region of South Africa. Another seven are in the pipeline to come into the system. Women play a prominent role in cane farming, and a number of them have distinguished themselves as top farmers. Production statistics from the Nkomazi region show 42,000ha under sugar cane, with commercial farmers accounting for 63%, small-scale farmers for 20% and TSB 17%. Of the small-scale cane growers there are 25 projects in operation; one thousand and ten farmers are on 7,640ha, the average farm size is 8.9ha, average production is 90t/ha, average gross annual income per grower is R110, 499. Phase II expansion will add 1,830ha for 242 farmers with an average of 7.7ha each. If this kind of success can be made in a cash crop such as sugar, what are the possibilities with other cash crops and the needed integration with private sector partnerships?

Ecoagriculture: Strategies to feed the world and save biodiversity, convert agriculture that is destructive to biodiversity into a new type which aims to manage farms in a way that produces food, protects the environment and maintains biodiversity. Basic elements are; 1) reduce destruction of habitat by increasing farmland productivity, 2) use corridors to link wild spaces among farmlands, 3) Mimic natural habitat by incorporating perennial plants, 3) use methods that will reduce pollution, and 4) modify current practices.

Property Rights: As specialized food and medicinal niche products are developed in southern Africa, will patenting conflicts such as the lawsuit of Rooibos Limited, a large SA exporter of rooibos tea, is embroiled in become major constraints? Currently Rooibos Limited is contesting the “rooibos” trademark held by the American company Burke International Inc. that is claiming exclusive rights to the name “rooibos” in the United States. Most in the rooibos industry believe rooibos is a generic name and should not be patented and monopolized in a non-producing country.

## Annex 1

### CONSTRAINT AREAS IDENTIFIED AT ROUNDTABLES AND EARLIER STAKEHOLDER MEETINGS

#### 1. Poor Policies (policy environment and lack of capacity to analyze policy issues)

**This is defined as the lack of a favorable macroeconomic and A/NR sectoral policy** environment that undermines production incentives. Related to this is the low priority assigned to agriculture/natural resources and free markets by political leadership in economic planning and budgetary decisions. Other major policy constraints identified by SADC stakeholders include weak integration of agricultural and other sectoral policies, attempts to jump stages of development, lack of security of tenure for smallholders, urban food subsidies, cross border tariff and non-tariff barriers, and **excessive agricultural taxation.**

Policies that militate against agricultural productivity and growth are still common in most SADC Member States. Often, macroeconomic and non-agricultural sector policies are inconsistent with and/or lack attention to their impact on agriculture. Very little has been accomplished in terms of research and analysis leading to regional coordination of agricultural policies and food security strategies. There is limited capacity within the region at this time to undertake agricultural policy and strategy analysis.

A related issue is the lack of smallholder political clout as reflected in the policies of most of the region's countries. One of the most obvious effects is the low level of budgetary support for research, extension and other public sector services directed at the smallholder sector. In all but one of the SADC countries, less than ten percent of the government's annual recurrent budget supports its agricultural sector, both smallholder and largeholder. There is a paucity of organizations that represent smallholder interests in the region.

#### 2. Weak Institutions (and lack of skilled human capital)

This is defined as inadequately funded public and private rural institutions, staffed by poorly trained personnel, that lack the leadership and capacity to service the smallholder sector. Other major institutional constraints identified by stakeholders include public and private corruption, underdeveloped political systems, disenfranchisement of rural people, especially women, underfunding of smallholder service institutions, land tenure systems that lower productivity, and inadequate investment in human capacity at all levels.

The consensus among the stakeholders is that although progress has been made, most private and public institutions in SADC Member States' agricultural sectors are still very inadequate in terms of serving smallholders. However, it should be noted that there is great variation among countries and even regions within a country.

On a more positive note, progress to date in the region means that a regional capacity to mobilize and coordinate A/NR research, training and information-sharing activities now exists. National research and training institutions in the region are using the collaborative network mode very successfully. **In 2002 this is no longer true, SACCAR is no longer alive and well.**

### **3. Inadequate Infrastructure (including marketing and other rural services)**

This is defined as inadequate physical infrastructure, e.g., transportation systems (vehicles, roads, railways, etc.), and communications facilities. Some stakeholders discussed limited marketing infrastructure which includes the transportation systems, as well as marketing structures, market information, and other public and private rural institutions that serve smallholders.

### **4. Weak Technology Development and Transfer Systems (lack of improved technology for smallholders and slow transfer)**

This is defined as the slow development for, and slow transfer of technologies to smallholder farmers. Other major technology-related constraints identified by stakeholders include underfunding of research and extension, and inadequate training and retention of research and extension personnel. Furthermore, the role of the private sector, including NGOs, in the technology development and transfer process is much too limited.

Although generally technology is available for smallholders in favorable agricultural environments, there is very limited technology available for smallholders in unfavorable or marginal agricultural environments. Technology is especially lacking for crop management, cropping systems, soil fertility, pest/disease and water management, and for livestock production systems. Continuing support of specific priority areas in technology development, using the collaborative network mode of IARCs and NARS across the region that has already proven so successful, is essential to this effort. Future work should be based on the outcome of the priority-setting analytical exercise currently underway. Technologies must be developed that increase productivity, but cause minimum harmful effects to the environment.

In most SADC countries, there is the need to ascertain what the specific requirements are to further the transfer of existing (so called on-shelf) improved technologies to smallholders. For example, the lack of adoption of an improved technology, in a particular country, could be a labor constraint, the lack of credit, or a poor input (seed, fertilizer, pesticides) delivery system. The technology, per se, may be only "ten percent" of the total effort needed. Technology is necessary, but not sufficient, to generate the much needed economic growth. Technology must be accompanied by appropriate policies, with institutional and infrastructural support.

The lack of improved seed (or new varieties) for smallholders is a wide-spread problem. Seed multiplication and distribution systems are often lacking. Government regulations related to certification and phytosanitary concerns delay seed production and cross-border sales. Many improved varieties developed by the 13 regional research networks working with NARS have not yet been widely adopted in the region.

## Annex 2

### Interview with Dr. Jeff Hill

1. What bilateral missions are doing Ag. research? None, although Mozambique does have a strong Ag. Portfolio.
2. What needs added to the old Holdcroft constraints list? Currently more needs added about GMOs, property rights and AIDS.
3. New research needs; see the three criteria outlined in the Agricultural Initiatives for Africa paper.
4. Real issue is who can do the real measurements on the three criteria in the AIA paper? Jeff says his office is doing this for information, IFPRI on the trade and production data.
5. What projects is the Africa Bureau funding with the IARCs outside of normal core assistance? There is a special project fund, which assists research networks. There are two in the southern Africa area; 1) Resource management and seed multiplication with CIMMYT and ICRAF; 2) Seed development with ICRIST and US universities. A third network could be funded soon with ADC on TDT of vegetable crops, funding from USAID and GTZ
6. What bilateral programs are working in the region? The following are some of the activities being carried on in the SADC region.
  - Mozambique; Cassava, oil seeds, maize, sweet potatoes, and rice. ADO Christine De Vost, Scott Simens a PSC, Sid Bliss works with NGOs.
  - Zambia; Some applied research assistance, Helen Gunther ADO
  - Zimbabwe; CIMMYT is doing some work on Maize production, ICRIST in sorghum and millet.
  - Malawi; No research but do supply starter packs to the farmers of seed, fertilizer insecticides, etc.
  - Tanzania; No ADO some work going on in country with ADC.
  - RSA; Livestock, biotech, medicinal crops.
  - Namibia; Nothing going on.
  - Angola; Ag. recovery and technical transfer.
7. Discussions were held on funding for southern Africa; the criteria for funding from the bureau will be based upon - production, marketability and information dissemination. The Agricultural Initiative for Africa will start in 2003 and will be 28% more funding than in 2002. There are 23 missions in Africa and they will be allotted around \$100 million, about \$335 million will be allocated to AIA for programming of ongoing programs. There will be 3 focus countries in each of three regions, missions will need action plans to obligate the funds. Allocations will be based

on 25 factors (unsure what these are, but RSA, Malawi and Mozambique have been selected with Zambia on stand-by.)

8. The SADC region is falling behind the rest of Africa in terms of growth and production.

9. AIA allocations will be along the lines of 30-40% on basic food production; 30-40% on economic drivers (what can be traded/marked regionally and internationally) and 25% on research efforts. Key words, Science and Technology, Market and Trade. Concentrate on the top five commodities in each country to develop RCSA assistance.

10. What advice to the missions: Efforts must be taken to target women in agriculture. Training, credit, TDT services both public and private are also needed. May consider food for work or NPA as other sources of assistance.

11. Discussed a regional Hub, AIA has a similar program with key centers in each of the three regions in Africa. The paper he sent out must be studied in detail if the RCSA wishes any special funding other than the split of \$100 million between 23 missions.

## **Annex 3**

### **USAID FOCUS GROUP ON ANR, 24 SEPTEMBER 2002**

Michael – covered points on the agenda and laid out the mechanisms we would use during the meeting, brainstorming and open communication.

Gary – opening remarks; in the meeting today we are looking for issues already addressed and not yet addressed, he felt that the stakeholders' group did not have private sector representation (not sure how Agri-link is classified) during the agricultural sector focus group exercise.

Oliver – Focus groups, the exercises were not correctly implemented in that sufficient time was not given for the group(s) to study the prepared documentation.

#### **Key Issues and Trends in ANR**

Debra – transboundary and cross border issues, generation of income through management of natural resources, conservation and economic impacts

Morris – degradation must be controlled and improved for natural resource assets and biodiversity conservation. CBO governance is politically important, transboundary issues, knowledge is available; dissemination is the problem.

Oliver – a disturbing trend in the region is increased poverty, why? Governments seem to be centralizing more in terms of local power, less freedom for CBNRM activities. Little investment in the region; survival of the rural areas is a common theme, more controls in terms of governance. However, there are trends of increasing level of political will to cooperate and to collaborate.

Bea – let us not forget the HIV/AIDS impact on both of the sectors of agriculture and natural resources.

Gary – economic benefits can be derived from CBNRM, but only sporadic support by governments to this development area. CBO empowerment has been good and is a trend. Centralization, does this drive poverty? Decentralization - does this promote groups taking advantage (grab the bucks and run) of others? In the Ag. sector not much investment, why is this? Why are people not interested in making money in agriculture? North South issues? Smallholders are forced to operate on an extractive basis, when do we rejuvenate what has been extracted?

Scott – global marketing problems which are affecting direct and indirect equality, increased urbanization, less foreign investment. SADC has good protocols, but nothing is happening, such as water, trade etc. Impact from these has yet to be seen. South Africa's dominance in the region. Policy issues, RSA seems to do it right in stimulating industrial growth and expansion, other SADC members seem to hinder their industrial sector. RSA, however does protect their industries with unfair practices against other member states. Does expansion of RSA companies benefit the countries they are moving into? Not very much.

Gary – in free markets, competition is a must, policy constraints may hamper this. Nothing positive will happen unless there is good governance. Policy environment is important, but nations must also produce if they are going to sell. Governmental policies must provide an environment to operate in. RSA has a supply chain in place and is willing to operate where there are opportunities.

John – trends are all positive, all are moving up because of better information and technologies which are available. When trends are negative they are lacking factor inputs. Better trade agreements are on their way, will US help? NRM and Ag. are really the same, management of the same resources. Rainfall, drought is on its way. FEWS work is very important, water is a major problem and will become more important. RSCA will need a water SO. Other issues; WTO, globalization, trade and marketing.

Oliver – if we have invested heavily in the sectors, can we really measure what has happened, what is the impact? Discussion on impact measurements took place.

### **Recap on Discussion at this Point**

Michael – what I have heard up to now:

1. Economic issues; generation of income and employment from natural resource management efforts and agriculture.
2. Investments; why are more not being made in each of the sectors and where there are investments who is making them?
3. Dual economies; why this is a problem, can it be a solution?
4. Management of knowledge and technology; they are here who gets them?
5. Governance issues; power, abuse and control of resources.
6. Less human capital; in the rural areas.
7. HIV/AIDS; impact on all aspects of these two sectors.
8. Urbanization; migration to the cities with resulting environmental and social problems.
9. Food security; what can be done? (Food for Work discussion here)

Oliver – are we talking to the right people, how do we make contact with target groups and not the intermediaries? Discussion about the Agro Business Forum and its demise.

## **Lessons Learned**

- John - USAID changes; must stay the course, should not always work on short-term time frames
- Scott - Governments have liberalized markets, but the private sector (except RSA) did not pick it up, may have had a negative impact, not what was expected.
- Technology does not move fast enough or far enough.
- NGOs are important, but not up to the task, RCSA/NRM over estimated the Partners' delivery capacities and abilities.
- USAID is slow to move and slow in information dissemination.
- No real impact evaluations done.
- We don't move if they (partners?) do not have real resources.
- USAID seems unresponsive because it is unable to make timely decisions.
- Value of regional coordination unit, without a SACCAR like - functional unit it will be difficult to manage regional agricultural programs with NARS connections.
- Multi donor collaboration needs to be improved, what are the mechanisms which could promote this – it once was SACCAR for Ag. and NRMP/Malawi for NRM.

## **Strategy Period – Suggestions on content**

1. Must have an evaluation and monitoring system on going, that can point out to the mission what the real regional trends are. Should this be an in-house operation?
2. Partners, mechanisms must be in place to help measure their abilities. Better SO teams which are functional and will be there for the long-term
3. Hubs are good and could serve several of the areas discussed today, especially useful for ad-hoc needs.
4. Two levels of monitoring required; global and project
5. USAID needs to do a better job of capacity building with and for its partners
6. SADC has no real capacity so how can the mission work with or through them
7. Donor collaboration: this needs to improve drastically and be continuous
8. If the trends are towards perennial famine, periodic disasters, civil strife, unemployment, malnutrition and environmental degradation; can food for work aid be employed from a regional platform to act as a safety net and help in terms of conservation and infrastructure development?

## **Broad Strategic Directions**

1. Research – biotechnology could produce another green revolution

2. Bring an IARC(s) to the Hub, which could assist in policy, trade or Ag. technology
3. Start an innovation Hub; water, energy, agriculture
4. Mozambique will be a target country for assistance under the AID/W program
5. RCSA needs to know where it has been and how it did in order to help it know where to go next.
6. Disaster assistance and mitigation; could RCSA have or obtain the capacity to do this?
7. Strategic thrust; see mission statement – it was not the one Morris suggested – improved management of natural resource and poverty elevation.

Rough Notes: R.E. McColaugh

## Annex 4

### FOOD FOR WORK

**Rational for RCSA using Food for Work** as a developmental tool for the improvement of agricultural production and in the conservation of natural resources. Based upon the continued problems of periodic drought, annual floods and civil disobedience in the region, a long-term strategy using Food for Work should be developed. With over 14 million persons in SADC faced with famine and little prospects of short-term alleviation; the strategic use of Food for Work could do much to mitigate the nutritional needs of many rural areas as well as performing urgently needed conservation practices and improvements to local infrastructure.

The following points are crafted from the Partnership to Cut Hunger and Poverty in Africa's publication *Now is the Time*. Food aid and other emergency assistance can be used in four broad types of situations. Their purpose is different in each circumstance, as is the issue of how the aid relates to longer-term, broad-based development strategy. In all cases, inter-agency and inter-donor coordination at country *and regional levels* is important.

#### Four Situations Where Food Aid May be Used

1. Safety Nets against Natural and Human-made Disasters

Floods, droughts, hurricanes, earthquakes and wars often disrupt the access of large groups of the population to food. These situations cause short-term, acute food insecurity, whose most extreme manifestation is famine. The critical challenge is how to provide rapid relief to the stricken while not undermining the conditions necessary for longer-term development.

2. Safety Nets and Other Assistance for the Chronically Food-Insecure

Even in a country free of crisis and with a growing economy, some people are left behind. In Africa, families devastated by AIDS are swelling this category. Here, the challenge is to provide support in a context where markets may not be disrupted, yet where the administrative capacity is lacking to run food stamp or similar programs that work through the market.

3. Food Aid Monetization

Over the last decade, non-emergency food aid monetization has become an increasingly important substitute for declining monetary development assistance. U.S. law requires that food aid monetization takes place in a way that reinforces domestic markets in the recipient countries and enhances agricultural productivity.

4. Food Investment in Human Capital

A last category of non-market food assistance involves using food aid for investment in human capital, such as providing lunches to make school attendance more appealing for children and their families.

**CHEMONICS-RAPID**

**AGRICULTURE FOCUS GROUP**

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**GABORONE Botswana**

**19 September 2002**

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## **Attachment: Aurora Notes on the Focus Group on Agriculture**

On September 19, 2002 a group of eighteen experts in various aspects of agriculture met in Gaborone Botswana to discuss trends, issues, and options for southern Africa over the next seven to eight years. What follows is a brief summary of those discussions.

### **Major trends and issues**

The participants identified ten major factors that need to be addressed to make sustained progress in agriculture possible.

1. Water is becoming increasingly scarce because of a combination of climate change, industrialization, technology, urbanization and population increase in conjunction with poor water management techniques (harvesting, harnessing, saving and sharing). Demand for water already appears to be exceeding supply and even under the best-case scenario this imbalance is certain to grow. Droughts are common and cause not only shortfalls in production but massive defaults on loans.
2. Land use is often less than optimal. Approximately 5% of land of Southern Africa is arable and suitable for crop production. Forty five per cent of the total land area is farmed. Some of that land is used for livestock where it may be suitable, but much of it is resulting in degradation. Subsistence farmers occasionally encroach on protected lands and often use unsustainable farming techniques. As a result soil fertility is declining. Overgrazing, deforestation, and poor soil management further contribute to land degradation
3. Land tenure is a critical issue because often rural citizens do not have legally valid claims to their land and thus cannot obtain credit. The situation becomes worse when a male head of household dies. Women, who often are not legally married, frequently have difficulty in inheriting the land.
4. Agriculture yields are down. Input costs are up. Government support services to farmers and rural communities is also declining.
5. Agriculture research and extension in partnership between private businesses, non-governmental organizations, government, and producers is producing encouraging results in selected areas of SADC. Linkages with faith based initiatives at the local and national level in Tanzania have been particularly successful. Still the majority of farmers in the region do not benefit from research-supported extension. This needs to change.
6. GMO and other high tech options have excellent potential for the future. Better education of southern African governments on the nature of GMO is required before it can begin to make a significant contribution.

7. Rural - Urban migration is decreasing the supply of rural labor supply. Simultaneously services in urban areas are declining because of the increasing population.
8. Population, AIDS and the expanding death rate. The death rate is locked in for the duration of the strategy even if the infection rate declines. Despite the death rate population is anticipated to grow at 1.8% over the next ten years. A severe impact is unavoidable, effective management of that impact is essential.
9. Governance and the potential spread of autocracy. The current implosion in Zimbabwe is a major concern affecting the region. The need for political stability is essential for growth and investment. Even though several participants indicated support for land redistribution there is concern that Zimbabwe's disregard of the rule of law concerning property rights will have very negative impact on investment throughout the region. Critically for agriculture this has been a major factor in the food shortages in Zimbabwe.
10. Inadequate competitiveness of southern Africa results in under utilization of economic opportunities from the world markets. Africa lags behind the rest of the world in producing high standard value-added goods. Agriculture is part of this trend. Another important trend is that worldwide the standards for quality and food safety are increasing. Food safety standards are growing especially rapidly. For southern Africa to export those standards must be met. Regional trade policy is also an important consideration.

### **Cross cutting issues**

- Land tenure and use: Stable, equitable and transparent property and resource rights are essential in all sectors. Agriculture is very visible and thus especially influences perceptions of this issue.
- Water: governance, conflict, and management of this vital commodity affect every sector.
- Linkages: How can RCSA most effectively facilitate the creation of linkages starting with smallholder farmers and reaching up to include service providers? Promoting trade through active marketing should be the first step in facilitating these linkages.

### **Strategic options**

The participants believe the following area should be actively considered in any regional agriculture program.

- ❖ Promote improvement in governance. All of the focus groups believe improved governance through transparent democracy is essential. This requires active promote at all levels. Seek cross cutting linkages that promote accountability and transparency by demonstrating that such a process benefits everyone's interests.
- ❖ Promote more efficient water management and utilization through policy reform followed by sustained efforts to promote active implementation. Facilitate the region wide introduction of water saving technology through the private sector.
- ❖ Enhance linkage from the small holder commercial farmer through to international investors. Work with the private sector to expedite enhancement of financing, input provision, and marketing. Build upon some existing experiments linking small holders with large commercial enterprises. South Africa already has several successful examples.
- ❖ Continue efforts to facilitate agriculture trade in all of its dimensions. Use regional mechanisms to encourage governments to reduce their barriers to trade, both within their own nation and across borders. Intra-regional trade should be the initial priority. Seek markets in Europe and the Middle East.
- ❖ Seek out niche marketing and assist rural communities in adding value.
- ❖ Facilitate southern African efforts to more effectively rationalize equitable, and stable property and resource rights throughout the region.
- ❖ Facilitate efforts to reduce land degradation and increase soil fertility.

### **Analytical gaps**

1. Land tenure. A) Property rights – what practices prevail in the region, how do these affect productivity, equity, and governance. B) Farm composition. FAO data indicates the majority of land in the region is farmed by subsistence farmers, what is their production, number of people per farm, crops, etc.
2. Water: How much is available, how much is lost, how can it be better managed.
3. Trade: More accurate data is needed on agriculture trade, especially informal trade both locally and between nations.
4. Policy: assessments of national policy frameworks and most importantly how policy is actually implemented are needed.