



EPOPA – Development Through Organic Trade

EPOPA – Development Through Organic Trade

Export Promotion of Organic Products from Africa (EPOPA) is a programme created by the Swedish international Development Cooperation Agency (Sida) in 1994. The programme has ongoing projects in Uganda and Tanzania and is starting up in Zambia.

The EPOPA programme aims to give African smallholder farmers improved standards of living through developing the exports of organic products from Africa. The rural communities, thus the farmers, get a premium price for their crop, they get better prices, closer relationships with the buyers and cash in hand.

Participating countries are given the opportunity to increase and diversify their exports, while at the same time the agricultural sector is exposed to innovative and environmentally sound organic farming techniques.

Since the start in 1994, the programme has proven to be a valid instrument for African exporters to improve their business and for thousands of farmers to improve their livelihood.

The operation of the EPOPA Programme is subcontracted to a consortium of two consultancies, AgroEco from the Netherlands and Grolink from Sweden. Both consultancies have great experience of working with organic production issues globally. You can find more information on the consultants at their web sites: www.agroeco.nl and www.grolink.se

More information

Sida web site: www.sida.se

EPOPA

Att: Deepa van Staalduinen
Box 63, NL-6720 AB, Benecom,
The Netherlands

Tel: +31 318 420405

E-mail: d.vanstaalduinen@agroeco.nl

Web site: www.epopa.info



Three happy boys from Kerekese, south of Dar Es Salaam in Tanzania. When the first boy proudly showed the freshly harvested organic cashew nuts the other two also wanted to show of, but in the hurry they forgot the nuts.

Enhanced Export for the Countries

The EPOPA programme is implemented in co-operation with existing exporters in participating countries. Today EPOPA is present in Uganda, Tanzania and Zambia.

The result is an increase and diversification of the country's exports.

Exporters

EPOPA works with different types of exporters like co-operative unions, local and expatriate entrepreneurs and subsidiaries of international trading houses.

The projects usually last 3-year with participation of large groups of smallholders that are organised by the exporters, with assistance of EPOPA technical consultants.

EPOPA assists with

- Management assistance
- Technical consultancy
- Product quality management
- Staff training
- Market surveys
- Buyer contacts
- Participation in organic trade shows
- Project presentations
- Development and revision of Internal Control System
- Share in certification costs



Increased Income for Thousands of Farmers

About 35,000 smallholder farmers are involved in projects within the EPOPA programme. The farmers benefit from 25–50% higher price for their certified organic produce (compared to conventional produce).

High Quality Products

When exporting organic products, the exports must be of high quality. This is critical for EPOPA projects. A fact that confirms this is that coffee from EPOPA projects have won The 'East African Fine Coffees award' for three years in a row. KCU (Bukoba) in 2001, Bushenyi in 2002 and Sipi Falls in 2003.



Uganda

- 1 Arabica Coffee, Nebbi
- 2 Sesame, Ochero
- 3 Nile Perch & Tilapia, Lake Kyoga
- 4 Arabica Coffee, Sipi Falls
- 4 Arabica Coffee, Gumutindo
- 5 Vanilla & Robusta Coffee, Kikyusa
- 6 Vanilla & Cocoa, Bundibugyo
- 7 Fresh & Dried Fruit, Masaka
- 7 Bark cloth, Masaka
- 8 Processed Pineapple & Papaya, Kasese
- 9 Robusta Coffee, Bushenyi

Tanzania

- 10 Robusta Coffee, Instant Coffee, Bukoba
- 10 Dried Fruit, Bukoba
- 11 Arabica Coffee, Kilimanjaro
- 12 Southern Highlands Arabica Coffee
- 13 Canned Pineapple, Njombe
- 14 Cashew Nuts, Mkuranga
- 15 Honey, Rufiji

Cotton and Sesame in Ochero, Uganda

Farmers in Ochero have on average 1.2 hectares of land of which 0.8 hectares are cultivated with millet, sorghum, maize, cassava and cash crops like cotton and sesame. The work is done by hand. Lack of labour is given as the major constraint to cultivate more.

The average homestead has two adults and four children who live in a mud and wattle hut with a grass roof. 50% of the homesteads have one bicycle and 15% have cattle. The average income is low: US\$ 168 per year per household. 7% of the farmers have another source of income, usually small trading.

Impacts of the Ochero project:

In May 2001, the second farm survey was completed. Results from the three-year project period included:

- Increase in cultivated area – from 0.8 to 2 hectares per family.
- Improvement of living standards: Houses with iron sheet roof rose from 4 to 14%.
- Increase of the average number of cattle owned – from 0.8 to 1.7 per homestead.
- A 71% increase of income per homestead.