



EPOPA Phase II

*Export Promotion of Organic Products from Africa
1st April 2002 to 31st March 2005*

EPOPA Programme Management End Report

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Executive summary

The Programme Management contract for the execution of EPOPA ran from 1st April 2002 to 31st March 2005. The responsibilities within the programme's management were all subject to one main objective: to facilitate the execution of all EPOPA projects most optimally, from project idea identification and formulation into new projects, the execution, monitoring, financial administration, annual reporting and finally evaluation of each project. The goal was to fulfil the general EPOPA and specific project's objectives through overall management, promotion and further development of the EPOPA programme. This has been achieved and the programme attracts constant interest of aspiring exporters in both countries.

The implementation of the programme progressed well in both Uganda and Tanzania, after the initial delay in approval of the country programmes and the first project documents. Zambia has been slow in its start-up due to its late inclusion into the programme and limited budget. The Programme Management was to facilitate the expansion of EPOPA from 5 to about 20 projects in Uganda and Tanzania through the management and development of the programme. By the 31st March 2005, 39 separate projects were active or completed in the countries with 2 export projects, 8 Limited Supporter to Exporter projects and 3 Flanking Activities being completed during this period. At the time of writing this report (March 05), EPOPA has 26 ongoing projects. The export projects that were first initiated and were successfully concluded continue to operate also after the EPOPA assistance has ended, some with indications that they will continue expansion. By end December 2004, 54,000 farmers were recorded to have been involved in EPOPA projects. Additional consultants were employed in the countries and trained to facilitate the smooth progress and expansion of the programme."

A mid-term evaluation was conducted in Uganda, Tanzania and Zambia with positive results. The evaluators concluded that the pay-back relation between farmer benefits (increased income) and cost (Sida's investment) is 3 to 1; that is, there is a threefold return on the investment. The program was seen to be in line with key policy positions of Sida, as expressed in strategies on the private sector, on trade and development, on rural development, as well as on country strategies – in particular as these prioritise poverty alleviation, by the evaluators. On Sida's indications, certain issues like real impacts of the project on the farmers and environment, more proactive attention to the HIV/ Aids in the project areas, etc., are gradually being integrated into the current phase of the programme

The inclusion of new countries into the programme was a challenge and demanding of the time of the Programme Directors. Even Zambia is still going through the approval process for its own country programme. Efforts in including West African countries, Mozambique, Kenya, Malawi and Ethiopia have not borne fruit in spite of the interest the programme generated in the country offices.

The budget for the Programme Management totalled SEK 11,200,000. The Programme Management had good and positive cooperation with Sida. The financial issues were clear. Invoicing and payments from Sida have been regular and on time.