



The ESFIM International Workshop

October 24-26, 2007, Tunis

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SUMMARY OF THE ESFIM WORKSHOP REPORT

Smallholder farmers have to adjust themselves to new market challenges and find solutions to improve their situation from access to and use of inputs, seeds and technologies on the one hand, and to the dynamics of change in the retail and processing sectors on the other. Generating better practice to engage in the domestic, regional and international markets is a key for smallholder farmers who today face rapid evolution in technology, marketing and regulation.

This is the challenge which was tackled in the IFAP-ECART Workshop on “Empowering Smallholders Farmers in the Market” held in Tunis, from 24th to 26th of October 2007. IFAP and ECART had elaborated in 2006-07 a research proposal for helping farmers in this regard and invited a variety of smallholder farmers’ organizations from different countries of Latin America, Asia and Africa to discuss deeply and thus enrich this proposed initiative in this workshop.

The first day of the workshop was dedicated to the exchange of expectations, the explanation of the objective and methodology of the ESFIM initiative and subgroups’ discussions on the proposal.

The combination of short presentations prepared by the ECART researchers followed by discussions among the participants and plenary sessions about the results of these discussions resulted in a better understanding of the ESFIM initiative by the representatives of farmers’

organizations and donors and increased their involvement with the initiative. Moreover, the discussions were very useful to reflect on the initiative and identify opportunities for improvement of the focus and the content of the ESFIM Programme thanks to the farmers' contributions.

Additionally, time was dedicated to exchange amongst participants, information about on-going initiatives related to FOs strategies to support smallholder farmers to improve their access to markets thanks to a discussion around their own experiences including in a poster session. Presentation of other relevant experiences (Regoverning Markets programme, CTA initiative) was also made in order to understand the relation between these programmes and the ESFIM initiative and the potential added value of this initiative to these programmes, as well as gathering the maximum of relevant information and give farmers the necessary background to decide the specific orientations they would like to see in the ESFIM Programme.

A list of issues of interest linked to market access was also elaborated by each stakeholder group of the workshop. In summary, FOs wondered about their role as an economic entity, gave priority to the sustainable financing of their organizations, and were interested in the marketing systems that could be put in place and that they can manage. The representatives of international organizations explained their work to enhance the FOs' bargaining power and to encourage local networks (thus targeting the poorest social groups). ECART researchers are aware of the need to strengthen the entrepreneurial capacities of farmers, and are interested in the creative financing mechanisms of FOs, in quality and certification systems as well as in the institutional arrangements to reduce transaction costs. In other words, each group has its own interest-based vision which completes the priorities established by the other groups.

The second day was dedicated to a detailed discussion of the methodology of the ESFIM initiative, in order to identify opportunities for adjustments and improvements. After presentation of two relevant farmers' cases studies (Malawi and Bolivia), an exercise of identification of what farmers felt were most relevant in FOs' advocacy strategies and what they envisage could be done in these aspects back home.

A key step of the workshop was the reflection on the criteria for case study selection and the way to work with other FOs (non IFAP members) within the selected countries. The participants recommended IFAP put emphasis on creating awareness of the initiative within the FOs. Time has to be invested so that FOs recognize themselves in the objective of the initiative and the activities to be developed. FOs should have the lead in identifying research topics but the researchers need to come up to speed with the local situations. It could be that a FO has already ideas half way developed, which would be a good starting point and avoid the risk to elaborate generic or irrelevant research. Moreover, other local collaborators need to be identified such as research institutes that may already work on related topics and could be partners. Linkages also need to be built with the private sector. It is important to focus down as soon as possible to smallholders' specific interests.

The last part of the workshop was used to discuss the management structure of the ESFIM programme and how to proceed. IFAP explained the institutional setting of the programme within the IFAP structure and the important role played by IFAP regional coordinators in the communication with FOs. Some FOs expressed the need for developing communication strategies that enable FOs and their members to be more efficiently involved.

The participants discussed the next steps to be taken. IFAP and ECART will use the outcome of this workshop to adjust and enrich the ESFIM proposal. The new proposal will be discussed with the currently interested donor organizations. It was noted that AgriCord is a key funding partner and would be the lead financial sponsor of the country level work which

will need to be initiated by the FO themselves. It is expected that funds will become available to initiate activities with regard to the collaborative research in a maximum of ten countries.

All participants recognized that the workshop was too short to deal with the range of complex issues. At the beginning, they feared a potential imbalance between researchers and farmers' organizations while being worried by the terms and conditions of the development of the ESFIM programme. During the final assessment, the farmers' organizations' representatives stated that the workshop had given them a strong feeling of true engagement in the ESFIM programme (from 20 to 70 %), as was the case for the "other" participants (from 38 to 60%) while the level of engagement of the researchers had remained the same (65%).

The Workshop was kindly sponsored by:



MINUTES OF THE ESFIM WORKSHOP

24th of October

Opening Session

Participants were warmly welcomed by Mabrouk Bahri, President of UTAP, who underlined the efforts made by his organisation to support smallholder farmers' development in Tunisia. Christian Hoste, Director of ECART, and Raul Montemayor, Vice-President of IFAP, expressed their interests as co-organisers of this workshop in hearing farmers' views on the empowerment of smallholder producers in the markets. It was underlined that smallholder farmers have to adjust themselves to new market challenges and find solutions to improve their situation from access to and use of inputs, seeds and technologies on the one hand, and to the dynamics of change in the retail and processing sectors on the other. Generating better practice to engage in the markets is the key for smallholder farmers who today face rapid evolution in technology, marketing and regulation.

The workshop was opened by Hon. Mohamed Habbib Haddad, Tunisian Minister of Agriculture and Water Resources, who highlighted the challenges small scale agriculture currently face such as liberalisation, evolution of technologies, safety and quality norms, and property rights. Reforms have been adopted in Tunisia with a positive impact on small scale agriculture, on farmers' empowerment and on the efficiency of professional structures within the farming sector. But farmers should still take advantage of market opportunities such as organic agriculture thanks to information sharing, training and adapted infrastructure. Hon. Mohamed Habbib Haddad opened the meeting encouraging an efficient contribution of farmers represented in this workshop.

Presentation of participants

Each participant – farmers, researchers and international organisations - introduced himself/herself, his/her mandate as representative of his/her structure and his/her expertise in market access for smallholder farmers. The story of the *Empowering Smallholder Farmers In Markets* (ESFIM) programme, its origins and inception phase was also traced back through a series of testimonies of the various actors to facilitate the understanding of the role of the

different stakeholders involved, from farmers’ first mention of this concern at the IFAP Executive Committee in October 2005 till the holding of this workshop. (*Appendix 1*) Denis Pesche and Henri Hocdé from CIRAD facilitated the workshop.

I - Introduction of ESFIM; presentation of the workshop programme; expectation of participants

The first day, participants were encouraged to better understand ESFIM initiative with direct inputs, presentation of other relevant experiences (Regoverning markets, CTA) and the presentation of the smallholder farmers’ experiences (*see program in appendix 2*). The second day was dedicated to improve the ESFIM methodology through farmers’ contributions.

Giel Ton, project leader for the ESFIM Inception Phase, introduced the programme by showing the challenge of the farmers/researchers relationship. For example, farmers need support from research to develop good proposals and strategies, and researchers need a more long term strategy of FOs to focus on strategic issues. Whilst expectations from both parties are potentially different, in this programme they both want to elaborate an evidence-based research for farmers’ organisations to help create a more enabling policy and regulatory environment and more effective economic organisations. Giel Ton illustrated the rich diversity of producers’ organisations format and the importance of an enabling environment for coping with the dynamism of the food production chain from input suppliers to global retailers. Issues such as food quality norms, financial and non financial business services, and legal regulations at local, national and global levels, make up this enabling environment and are the arena where smallholder farmers have to develop lobby actions in order to ensure that policy decisions take into account their interests and concerns. To support this last issue, farmers and researchers propose to finalise the ESFIM initiative with farmers’ organisations in the driving seat.

Questions raised to each participant in individual work:

1. What do you expect from the workshop?
2. What are your concerns/fears about the workshop?

Cards were distributed to each participant who gave his/her views and these were summarised by the facilitators of the workshop.

EXPECTATIONS	CONCERNS
<p>FO position in the ESFIM Programme/ Contribution of FOs to governance:</p> <ul style="list-style-type: none"> ○ Identification of ways for collaboration between researchers and FOs ○ Better understanding of ESFIM Programme. ○ FOs role in ESFIM Programme ○ How decisions are taken ○ Governance structure and methodology of ESFIM Programme. ○ FOs preferences as to the content of ESFIM ○ How specific market issues of each FO are dealt with as they differ between countries 	<p>Insufficient time for:</p> <ul style="list-style-type: none"> ○ Going into details ○ Hearing FOs voices ○ Having realistic discussion ○ Having an effective involvement of FOs ○ Managing the workshop agenda/ modules <hr/> <p>Language: the concrete barrier of the workshop and programme:</p> <ul style="list-style-type: none"> ○ Different language groups ○ No translation of the slides in own language ○ Share experiences within the programme outside of conferences due to the absence of common language
<p>Exchange of experiences – Have better knowledge of each others’ experience:</p> <ul style="list-style-type: none"> ○ Better understand small farmers concerns regarding market access ○ Learn about marketing strategies of small producers around the world 	<p>Representation/Participants:</p> <ul style="list-style-type: none"> ○ Over representation of researchers and international organisations compared to farmers representatives ○ Different levels of representation ○ Representation of POs in the ESFIM

<ul style="list-style-type: none"> ○ Know how to work with FOs in their countries ○ Learn about farmers' experiences with researchers ○ Gain insight on how to address specific small farmers' challenges 	<p>programme based on POs being present in the meeting</p> <ul style="list-style-type: none"> ○ Insufficient taking into account of small scale producers and their specificities
<p>Strengthen FOs:</p> <ul style="list-style-type: none"> ○ Support each other ○ Efficient ideas to build FOs ○ Identify measures to support FOs establishment and re-establish confidence 	<p>Articulation between POs and researchers:</p> <ul style="list-style-type: none"> ○ Difficult collaboration due to the economic environment in developing countries ○ Make sure farmers priorities are not decided by researchers
<p>Concrete outputs and elaboration of a plan of actions:</p> <ul style="list-style-type: none"> ○ Concrete strengthening of farmers' position in the market ○ Increase FOs capacity to promote market innovations that improve access ○ Have a clear agenda recognising the diversity of situations faced by FOs 	<p>Doubts about the programme:</p> <ul style="list-style-type: none"> ○ Implementation of the programme: how to show it is different from other research ○ Articulation between local and national levels ○ Concrete benefits in the short term ○ Avoid a top down approach ○ Avoid duplication of efforts ○ Ways of dissemination of outputs of the workshop and programme ○ Ill-adapted solutions to specific contexts of each country – diversity of local realities
	<p>Difficulty of fighting against private sector (multinational) and liberalization of markets</p>

II - Get to know ESFIM: The programme outline

Farmers were divided in subgroups by language (English, Spanish and French). The discussion was facilitated by a member of the ESFIM technical team, and results were reported to the plenary by a farmer from each subgroup. This methodology was used during the all working groups to facilitate the interaction between farmers and to make sure of the understanding of each participant.

In this section, each subgroup had to present three answers to two questions.

Questions raised to each farmer in subgroups were:

1. From the information and resources you have till now, what is your understanding of ESFIM?
2. What would you like ESFIM to be?

These results were presented by a farmer from each group.

QUESTION 1: WHAT IS ESFIM?		
ENGLISH SPEAKING	FRENCH SPEAKING	SPANISH SPEAKING
1. little knowledge of ESFIM	1. an opportunity to better link research and farmers to improve their market access	1. an empowerment of farmers' participation in the market
2. a way of having an enabling environment at local and national levels	2. an improvement of knowledge	2. an opportunity to establish contacts between farmers and non technological research
3. little feedback on case studies sent to IFAP prior to the workshop		

QUESTION 2: WHAT WOULD YOU LIKE ESFIM TO BE?		
ENGLISH SPEAKING	FRENCH SPEAKING	SPANISH SPEAKING
1. a way of having accessible and implementable ideas on market access	1. a technical empowerment for farmers in market access	1. a platform to respect the diversity of FOs
2. a way of enhancing internal capacity of FOs	2. an easy access to research results at local level, availability of the results to farmers	2. a support to formulate common strategies on market access, coordinate farmers' priorities at national and regional levels and organise the lobbying
3. a way of recognising specific and unique commodities	3. a means to improve the negotiating power of FOs	3. a way to adapt available technologies to farmers' realities

The knowledge of the ESFIM initiative is heterogeneous, depending of the preparation of each participant and when they started to be involved (i.e. new in the process or involved in earlier IFAP discussions). This is one of the reasons why a workshop on this programme is important.

General remarks were collected in the plenary discussion. Concerns were raised about:

- The accessibility of non IFAP members to the ESFIM programme and its results
- The need for access to experiences that can be replicated in other circumstances
- The improvement of communication about the programme
- The result of the new relationship FOs/Researchers and how it might itself open up new innovation.

Giel Ton presented the proposed programme methodology with its three objectives:

- Support FOs with information and through learning processes (on innovative and replicable policies and institutional arrangements; all countries concerned). This objective constitutes the comparative research of ESFIM.
- Assist a number of national FOs in developing countries to formulate feasible, evidence-based propositions for policy changes. This objective constitutes the collaborative research of ESFIM.
- Facilitate learning of national FOs in both developed and developing countries to influence the lobby agendas and policy processes related with smallholder farmers' access to markets. This objective constitutes the "Learning for Action" phase of ESFIM.

Explanations were given on each of these phases. The collaborative phase will facilitate the research component of ESFIM to generate accessible documentation for farmers' organisations. The comparative phase is more global and linked to IFAP; it will generate policy proposals. The Learning for Action phase will stimulate the knowledge dissemination through workshops and farmers' exchanges for example. See also www.esfim.org

Discussion in plenary session raised the following issues:

- It is essential to develop actions at two levels: lobby governmental policies on access to markets with the right knowledge and empower FOs themselves to ensure they can efficiently address the problems they are facing on market access. (Inocencio Bertoni, CAF, Uruguay)

- The programme should focus on short term problems to obtain concrete results that will help governments to get involved and make the bigger changes on market access. (Raul Montemayor, FFF, Philippines)
- An identification of the research priorities should be carefully done and existing results should be used to avoid duplication. (Andrew Shepherd, FAO)
- Issues such as illiteracy, land ownership, credit access, and deficient infrastructure were mentioned as major production barriers. (Hajasoanirina Rakotomandimby, Fekritama, Madagascar)
- The link between researchers and farmers should be given attention and time to ensure a better dialogue on the ground as there is a huge divergence between researchers and producers. (Gerard Grant, NASFAM, Malawi)
- There is a need of research on specific products which have a specific access to markets. The ESFIM programme should go to the micro level. (Vijay Kumar, FFA-AP, India)
- One of ESFIM added value should be to focus on staple foods and local markets as they are crucial for smallholder farmers and often neglected in many other programmes (Regoverning markets, Linking farmers to markets...) more focused on export market chains. (Philippe Remy, IFAD)
- Reference should be made to the Farmers Fighting Poverty programme. There is a direct relation with AgriCord that enables the translation of research into action. (Raul Montemayor, FFF, Philippines)

Answers and clarifications:

- ESFIM does not want to work as an independent initiative but align with others and add value. ESFIM has invited also GFAR, CTA, Regoverning Markets Programme, FAO, IFAD, to work in partnership and thus add value to ESFIM. It will encourage the sharing of information between the various existing initiatives and partners. The research results' sharing should be more oriented to farmers' needs. (Felicity Proctor, Consultant to NRI; Denis Pesche, CIRAD)
- The ESFIM team wants to have the FOs in the driving seat and define topics to work on that are of real concern for smallholder farmers. It will also mobilize supportive technical research at the local level through national research institutions. (Giel Ton, WUR)
- As ESFIM should be translated into concrete actions, FOs are the actors of the programme, they are not only members of the team, but should be driving the programme. (Philippe Remy, IFAD)
- AgriCord is not present in this workshop, but is an important partner of ESFIM. (Denis Pesche, CIRAD) AgriCord considers that ESFIM will help to strengthen and improve the lobby capacity of FOs. (Giel Ton, WUR)

III - Main challenges for Empowering Smallholder Farmers in Markets

To share information collected in various research programmes on market access, the workshop proposed two short presentations on:

Regoverning Markets (RM): This initiative seeks to answer three questions through empirical research, case studies and support to policy processes: can smallholder farmers be partners in new business?, can anticipatory public policy make any difference?, and can the new agrifood business drivers be partners in development?

Felicity Proctor, the RM policy outreach coordinator, presented ten key emerging messages learned from the initiative:

1. Market restructuring change is fast and there are unpredictable interactions, but
2. Substantial restructuring downstream (retail) is not always matched by upstream (farm) restructuring – there is uneven restructuring midstream of the chain
3. The role of intermediaries (modern/traditional; processors) is important for inclusion
4. Developing small-scale farmers' resilience to change in all markets (modern/traditional) is necessary
5. National multi-stakeholder task groups build understanding and support change. Best if within a governance and legislative framework
6. There are regional effects on inclusion/exclusion
7. Collective market action is not always a pre-requisite for modern market inclusion
8. Private sector engagement in pro-poor and inclusive procurement is being realised
9. Food safety enforcement/certification creates major challenge for inclusive modern market procurement
10. Foundation of success: supportive public policies; trained and empowered farmers; and receptive business sector plus a facilitation "space"

The RM will hold an international conference in China in March 2008. Products from the programme are being posted on the website www.regoverningmarkets.org. Further outreach and dissemination will be agreed after March 2008

Raul Montemayor, FFF, Philippines, shared with participants his experience with the Regoverning Markets Programme. He explained the need of showing the farmers that if they change, they will earn money. The objective is to bring farmers to the market, let them study the situation and evaluate afterwards to see how to respond to what was observed. Gathering clusters of producers in a flexible system to access jointly the market gave them a larger market and a more stable price. He feels it is necessary to take advantage of innovative processes (i.e. through case studies, demonstration and learning by doing) to access modern markets.

CTA programme on local marketing innovations of FOs in West and Central Africa: Vincent Fautrel from CTA and Anne Lothoré from 'Inter-réseaux Développement rural' presented the main lessons to be drawn from their experience in working with FOs on local marketing innovations. The main justification of this programme was that many interesting local initiatives are not well known and not well documented and that they could be very relevant and useful for other FOs. This is mainly due to the lack of capacity of FOs in documenting, analysing and sharing their own experiences. A 3-4 year process has been elaborated and organised as follows: identification of interesting farmers led initiatives, concrete analysis by the FOs of the case studies (with exchanges and visits), brainstorming during national workshops with FOs on how to draw lessons from a particular initiative and dissemination of case studies (through print documents, audio and video) and experiences sharing during a regional workshop held in Bamako in January 2007. One of the main lessons is that information exchange and experience sharing are not just about producing information and analysis and presenting it in a workshop. FOs need to have the capacities to analyse how a particular information or experience can be useful for them and to have the resources to disseminate this info among their members. A pack containing all the products developed during this programme is currently being done by CTA and Inter-réseaux and should be completed by the end of 2008.

Questions and remarks related to presentations:

- There is a difficulty for small scale farmers to adapt to dynamic changes of the market. (UTAP, Tunisia)

- In a context where producers are not fully organised, it is difficult to lobby for change in the national policies and to influence decisions being taken by the government in an efficient and anticipatory manner. Example: decision of the government on the importation of agricultural products when local production suffers from weather or climate variability or extremes. (Brehima Dembélé, AOPP, Mali)
- RM is tackling important issues for farmers. Problems should really be taken seriously, one by one, and simple answers to complex problems should be found. Sharing information is crucial to have a common answer to a specific market problem. (Felicity Proctor, Consultant to NRI)

This information sharing session about existing initiatives of farmers' access to markets was completed by presentations of the two ESFIM Working Papers.

The first ESFIM working paper, presented by Jos Bijman, Wageningen University, gives an overview of policy initiatives responding to constraints in market access and competitiveness. Five issues were detailed: removing barriers to entry into markets; reducing market risk; reducing transaction costs; strengthening bargaining power; and strengthening FOs. For each of these issues, constraints were highlighted and policy initiatives to face these constraints were mentioned.

The second ESFIM working paper, summarised by Gideon Onumah, NRI, showed FOs innovations to empower farmers in dynamic and competitive markets. Three main positive facts are underlined: the increased private sector role in traditional commodity markets, the growth of high value agri-food products markets, and the regional integration for staples and livestock markets. But there are still obstacles to be taken into account such as the more stringent quality standards, the increased price variability, and the incomplete trade policy reforms. Examples of innovations were also presented.

Remarks related to the two ESFIM working papers:

- The production capacity itself is influenced by management and entrepreneurial skills and capacity. This real problem needs to be discussed/researched. (Mokoene Molefi, NAMC NAFU, South Africa)
- Market access should not be seen exclusively from an export perspective. In fact, trade restriction if imposed by developing countries can help them to protect their own market against imports. This is linked to the issue of policy space which is needed by these countries (Vincent Fautrel, CTA)
- Quality certification is an important issue. The Tanzanian cotton is an example of smallholder farmers making profit: the investment in quality improvement created new opportunities. (Mokoene Molefi, NAMC NAFU, South Africa)
- Many stakeholder (state, donors, private sector) thinks it found the solution and implements policies accordingly, and FOs should find a way of critically review these 'solutions' from the perspective of farmers. The ESFIM programme would like to help FOs in making their choices between the more relevant proposals made to them, by giving FOs the support of research on experiences with these policy solutions in different countries and contexts. (Giel Ton, WUR)
- There is a growing competition of products from developing countries in industrialized markets mainly due to trade liberalisation (through WTO but also through increasing number of Free Trade Agreements). This erodes the value of preferences of African countries on the EU market. This should also be taken into account. (Vincent Fautrel, CTA)

Main challenges for ESFIM – Results of the subgroups discussion

Based on the first ESFIM working paper, five challenges to facilitate smallholder farmers' access to markets were identified: reducing access barriers, reducing market risk, reducing transaction costs, strengthening the bargaining power, and FOs support and collective marketing. Farmers were invited to highlight in subgroups important issues of their organization for each of these five challenges and public policies that addressed these issues or could address them.

The table below illustrates the results of the subgroup discussions on these two aspects. The output was a mixture of issues that have a national character and that could be worked on at a national level through collaborative research, and issues that were of concern to more than one FO/country that could be worked through comparative research. The participants did not make a clear distinction between these two approaches at this stage. This was acknowledged to be a topic for further discussion in the future development of the ESFIM initiative.

Challenges	Important issues for FOs + public policies answering these issues		
	English Speaking Group	French Speaking group	Spanish Speaking group
Reducing access barriers	<ul style="list-style-type: none"> • Assisting small holder groups through the use of franchise, • Information on innovative financial models. • Tackle uncertainty 	<ul style="list-style-type: none"> • Protection of national and regional markets vis-à-vis food imports (rice, milk): taxation of imports needed to give support to FOs • Capacity building of producers to sanitary norms and quality standards • Support to FOs with external expertise on norms 	<ul style="list-style-type: none"> • Government's responsibility in creating access to export markets that restrict markets without any proper reason, showing that sanitary norms are respected
Reducing market risk	<ul style="list-style-type: none"> • Information on replicable risk reduction strategies and instruments. • Study on how to mitigate market calamities such as weather, climate change etc. 	<ul style="list-style-type: none"> • Information on price volatility • Possibility of calamity support funds 	<ul style="list-style-type: none"> • Private contracts • Managing supply to vegetable markets: overproduction due o missing planning • Huge difference between local and international markets: concern over extensive production • Price stabilisations: reduce variability of prices (Uruguay: milk and vine have fixed prices)
Reducing transaction costs	<ul style="list-style-type: none"> • Mechanisms to reduce trader and institutional arrangements. • Decompose transaction costs and define mechanisms or interventions to reduce them. 		<ul style="list-style-type: none"> • Need for better systems of market information (prices and other information)

Strengthening bargaining power	<ul style="list-style-type: none"> • Understand institutional architecture within which POs operate. • Information asymmetry and power between POs and other actors and how to improve the flow of market information. 	<ul style="list-style-type: none"> • Priority given to urban compared to rural population • Negative impact on producers of the utilization of exports to stabilize the local prices 	
FOs support and collective marketing		<ul style="list-style-type: none"> • Exchange between FOs • Existence of national platform to define the agricultural policy 	<ul style="list-style-type: none"> • Authorise supply management policies for local markets • Strengthen the marketing strategies of organized farmers relative to the investment companies that increasingly dominate in agriculture

These results were presented by a farmer facilitator from each group. There is a high difference between the results obtained in the 3 subgroups. It should be noticed that the Spanish Group was quite small compared to the English one.

IV - Presentation of the posters Exhibition of farmers' access to markets

Participants were asked to prepare a poster on a farmers' initiative on market access. An exhibition was organised and a three hour discussion around the posters was dynamic. Participants were invited to keep in mind three issues when discussing their specific initiative: Which FOs' action linked to public policy for market access attracts your attention? What kind of support obtained by FO has been efficient to help them in their market access? Which actions are you planning to put in place to lobby on public policy formulation? In addition to the posters presented, participants were invited to watch a video produced by CTA in the context of the initiative described earlier. The movie was on the experience of Nowefor, a FO in Cameroon which managed to increase and regulate the price of ginger thanks to a complete reorganisation of the market (supply management scheme). Participants were very interested by the experience and a lot of discussions were held on the process and the lessons learned.

25th of October

V - Main findings on ESFIM potential issues of study: comparative research

The second day was opened by a discussion on the ESFIM themes identified by farmers in subgroups. In the last day session, they were also asked to give key points that can benefit from comparative research among different countries. Conclusions were presented by the farmer facilitator of each subgroup and these are summarised below:

Challenges	ESFIM potential themes for comparative research
Reducing access barriers	<ul style="list-style-type: none"> • Models of how smallholder farmers can be assisted in creating franchises to improve their market access • Need information on innovative financial models • Tackle uncertainty and unpredictability of the trading environment • Share best practices regarding the development of market infrastructure • Studies on entrepreneurial capacity of smallholder farmers • Share information on different quality and certification systems and services • Successful policies to stimulate farmers' access to foreign markets in other countries • Which tariff policy best strengthen the domestic agrifood sector? • How FOs are addressing sanitary and phytosanitary norms?
Reducing market risk	<ul style="list-style-type: none"> • Information on sustainable and replicable risk reduction instruments • Risk reduction strategies and instruments (e.g. diversification) <p>Which insurance schemes limit risks generated by price volatility, market calamities, weather, etc.?</p> <ul style="list-style-type: none"> • Contract agriculture
Reducing transaction costs (TCs)	<ul style="list-style-type: none"> • Investigate transaction costs of perishable products • Mechanisms for reducing trading TCs and institutional arrangements which reduce uncertainty and TCs (e.g. quality insurance) • Decompose TCs and get evidence of the impact of different interventions that reduce TCs • Define the information required for developing a market information system.
Strengthening bargaining power	<ul style="list-style-type: none"> • Understand issues within the institutional architecture within which FOs operate that influence bargaining power • Information asymmetry and power between FOs and other actors: how to improve the flow of market information? • How to strengthen FOs negotiating capacities?
FOs support and collective marketing	<ul style="list-style-type: none"> • Good examples for comparing marketing systems • What is a good practice for FOs? • What are good models for local/national commodity groups? • What is the added value of a FO in economic activity? • Legal environment in which FOs can trade • Different models of economic cooperation • Models for financing organisations • Understand better the mechanisms behind public purchasing • How to involve FOs in policy dialogue and follow up?

These potential issues that concern more than one FO/country were discussed in order to find priorities for the comparative research.

First of all, Jack Wilkinson, President of IFAP, explained that it is planned to work with ECART on risk reduction strategies in a separate but complementary research programme as this issue is an essential challenge for smallholder farmers around the world and covers many themes requesting deep study. Andrew Shepherd, FAO, added that the European Commission has just started a programme on ACP commodities which includes a large component on risk management in ACP countries; these results could be used.

Participants listed issues that were not covered by the last day discussions:

- Which impact and implications when a country does not respect the marketing agreements put in place? What is the regulation system in this case?
- Notion of “inter-professional bodies” as specific regulatory set-up within some subsectors (filière)
- How to use efficiently a legal environment supporting FOs?
- Disseminate concrete data on how FOs ensured the marketing of a specific product, using FOs case studies, seminars, CDs, etc.
- How to tackle the issue of moving from local to national, regional, and then international? Ways to have a change in scale
- Change the method of research: FOs should be active in projects
- Encourage the professional orientation of FOs

Participants were asked to prioritize these 31 themes, first individually and then collectively. Some of them disagreed with this methodology as most of the themes are in themselves a priority. Some farmers (Lucy Mwangi, KENFAP, Kenya; Inocencio Bertoni, CAF, Uruguay; Aurélian Mbzibain, NOWEFOR, Cameroon; Raul Montemayor, FFF, Philippines) insisted on the fact that FOs should find a way to synthesise the list of ESFIM potential themes into 5-6 cross cutting issues and agreed that the result will of course not be fully satisfying for all. But an effort should be made.

Researchers (Jos Bijman, WUR; Felicity Proctor, Consultant to NRI; Myrtille Danse, WUR) reminded participants that this first prioritisation was done and the five cross cutting themes are the main challenges mentioned in the table.

Joseph Nkandu, NUCAFE, Uganda, proposed the following priorities: commodity models; certification and norms; legal, regulatory and institutional framework; marketing models; value addition and risk management.

The difficulty in prioritising issues is that for FOs all these themes are relevant for further investigation. An important discussion then took place about this exercise as FOs should decide on what should be tackled first and what the exact cross cutting issues are. This discussion was essential in building the partnership. It was recognised that this is time demanding but farmers and researchers should find ways of working jointly in this initiative. The themes including the listed gaps still need to be merged. But due to lack of time this was not possible in this session however it was agreed that a useful first effort had been made to define key areas for comparative research.

All agreed on the idea that the facilitators would establish later a synthesis of the prioritization that each participant made individually (5 selected themes). The results are presented in *appendix 2*.

It is concluded that the FOs wonder about their role as an economic entity (what is the added value?), give priority to the financing of their organizations and are interested in the marketing systems to be put in place and that they can manage. The representatives of international organizations try to enhance the farmers’ organizations’ bargaining power and stick to the local networks (thus targeting the poorest social groups). ECART researchers are aware of the need to strengthen the entrepreneurial capacities of farmers, are interested in the creative financing patterns of the FOs, in quality (and thus in the certification systems) as well as in the institutional arrangements of transactional cost reduction. In other words, each group has its own interest-based vision which completes the priorities established by the other groups.

VI - Methodology for collaborative research: empowerment of FOs capacities for lobbying and cases studies

The following sessions were dedicated to discuss in further detail the methodology of the ESFIM initiative, in order to identify opportunities for adjustments and improvements. The objective is to share existing experiences (i.e. through the posters, presentations, and own experiences) and to identify what methods seem to be of most interest in respect with public policies supporting farmers' access to markets.

Prior to the discussion, two FOs case studies were presented to enrich the debate.

Gerard Grant, NASFAM, Malawi, explained the involvement of the FO in policy and advocacy. NASFAM is the largest smallholder farmers' association in Malawi with 108,000 individual registered members and is promoting production and marketing of cash crops. NASFAM built a policy programme to enhance smallholder capacity to make direct input to and impact on policies that affect their farming business and livelihood. NASFAM policy work is concentrated on an annual Policy Platform highlighting key policy areas, on policy symposia, panel discussions and radio presentations, on elaborating position statements and organising an annual Farmer Conference. Taking the case of the removal of withholding tax, Gerard Grant highlighted the different stages for an efficient lobby action:

- Stage 1: Expression of concern by smallholder farmers
- Stage 2: Study and analysis of issue and identification of the main problem and the setting advocacy agenda
- Stage 3: Dialogue with Malawi Revenue Authority and relevant government departments
- Stage 4: Technical dialogue and Lobbying Parliamentary Committee on Agriculture and National Action Group
- Stage 5: Increased pressure on Government from different angles
- Stage 6: Results: Smallholder farmers exempted from Withholding tax in this case

He also shared with participants the lessons learned and challenges encountered in this policy advocacy experience:

Lessons learned in NASFAM advocacy	Challenges of an advocacy programme
<ul style="list-style-type: none"> • Thorough analysis of issues is important. • Setting clear policy agenda – clear purpose • Have accurate facts • Have support of constituents • Avoid untargeted media articles • There is strength in numbers • Utilise credible organisations to increase support 	<ul style="list-style-type: none"> • Limited capacity for policy analysis • Limited resources for policy research • Limited resources for adequate consultation with constituents. • Some issues need to be handled at a regional or international level • Lack of recognition in some instances • Lack of supporting institutions to increase the voice

Giel Ton, WUR, presented the case of CIOEC, Bolivia. He explained the process in which FOs had generating policy proposals, and used research support, during the PRSP process. During this process, they built a systematic way of detailing policy and marketing problems and separated the issues to be resolved by FOs themselves, and issues where external support was necessary. Further they detailed the need for external support in issues related through lobbying on three audiences: government, donors or private sectors. The inventory of issues was realized in 12 commodity wise consultations. As a result of this process, these sectors developed a sector lobby agenda, and on a general level the cross-cutting issues have been developed in a national lobby agenda for CIOEC. As a result various obstacles have been tackled combining lobby, mobilisation and research support. Two examples:

- Government procurement
 - FOs wanted to sell their production to the Bolivian government who was buying outside. There was a need for an appropriate legislation to ensure that the government was supporting its smallholder farmers by buying their products.
 - CIOEC had to studying detail the legal constraints to access this market to change this situation and used consultants to help.
 - This ended up, after 4 years of lobby, with a range of changes in laws, decrees and administrative regulations, known as the ‘Compro Boliviano’.
- Taxation of economic activities of FOs
 - CIOEC found that producers were competing with local traders who were not paying the same taxes. This situation was limiting farmers’ access to markets.
 - CIOEC had to convince local authorities to change the legislation bringing clear documentation on the existing fiscal policy and its consequences, and solutions to go beyond these constraints.
- Certification
 - To ensure a fair competition between farmers, CIOEC discussed the certification and quality norms and a possible systematisation of internal control of the respect of norms for organic agriculture. This issue required both an advocacy activity and research support to define why a FO successfully obtains the certification compared to an unsuccessful one.

6.1 Farmers’ views on major actions to influence policies and actions to be undertaken returning home

From these experiences and the posters’ presentation, participants detailed in subgroups what were the major actions to influence policies and secondly, what they would like to undertake to influence policies. The English group was split up in two groups as there were many English speaking participants.

QUESTION 1: MAJOR ACTIONS TO INFLUENCE POLICIES (from presentations, posters and debate)			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Media sources	1. Conduct advocacy activities in a structured way on issues emanating from farmers	1. Influence parliamentarians in order to have them fighting for farmers’ rights	1. Create a multi-stakeholder entity of FO representatives, public officials, researchers, and others.
2. Conduct evidence based research to support policy	2. Work at grass root level with organised smallholder groups	2. Determine arguments with the support of technicians and partners	2. Analyse the problems to solve in details and from different points of view (including existing experiences).
3. Be embedded in policies processes/ forums	3. Need for political good will and linkages with government	3. Existence of a consultation platform by commodity/ creation of a multistakeholder observatory	3. Need to know the mechanisms to lobby, the most adapted ones to the problems to be solved
4. Be aware of risks of being compromised	4. Need access to international forums through partnerships with international bodies who are represented there	4. Media can be useful	
5. Build conditions to a wide range of		5. FOs should learn from what happens in other	

stakeholders (win-win)		markets such as in EU / influence European decision makers	
6. Identify individuals within stakeholder groups who could be champions			
7. Work with local and national authorities, connection to parliamentarians			

QUESTION 2: ACTIONS TO UNDERTAKE TO INFLUENCE POLICIES (from your experience and knowledge of your country)			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Most of the ideas represented on Question 1	1. Be part of the formal policy formulation process	1. Strengthen FOs capacity to negotiate with public decision makers	1. Strengthen FOs efficiency, definition of priorities, and representativity
2. Credible research work driven by FOs	2. Develop informal ties with relevant policy makers	2. Improve the understanding of the challenges	2. Strengthen consultative mechanisms within FOs
3. Mobilize funds for farmer driven research	3. Develop systematic process for research, presentation of issues and monitoring and evaluation	3. Ensure the follow up of public policy establishment	
4. Importance of internal capacity building	4. Develop FOs capacity in having an active role in lobby and advocacy (training, technical assistance)	4. Focus on the FOs financial stability to strengthen their negotiating capacity with public decision makers	
5. Learning across regions, farmer to farmer (data bank study) e.g. lobby IFAP		5. Strengthen networking and partnerships with national and international research	

These results were presented and explained by a farmer from each group.

6.2 Farmers' views on criteria for case studies selection for the collaborative research and ways to work with non IFAP FOs in the selected countries

In the collaborative phase, case studies will have to be chosen for further research locally. A key step of the workshop was to develop a set of criteria for farmers to use in case study selection. Subgroups discussed this and presented their criteria to the rest of the participants.

The ESFIM initiative will work in countries where there is an IFAP member however within those countries will also work with other FOs. Looking at ways to make sure the FOs of a same country can collaborate on this initiative is crucial for the success of the programme. Results of subgroups discussions are gathered in the second part of the table.

QUESTION 1: CRITERIA FOR CASE STUDY SELECTION			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Farmer ownership: define a strategy to involve farmers	1. Demand driven case study	1. FOs role in the farmers formation	1. Create change in the economic, social and political arena
2. Sustainability	2. Build on and reinforce current issues i.e. not necessarily “out of the box”	2. Sustainability of the case study (social, economic, environmental)	2. Replicable
3. Partnerships	3. Review relevant national (and possibly international) research, add value and fill gaps: reinforcement	3. Possible replication of a case study to other country work	3. Solve a concrete market access constraint
4. Context of success and failure (failure can be as interesting as success as a learning experience)	4. It does not have to be economic policy research, it could be about process/organisational/ institutional change	4. Policy lobby strategy	4. Help to improve market access strategies
	5. Result driven (combine technical and institutional change)	5. Organisation of national sectors (inter-professional stakeholders)	5. Help to create opportunities to take collective action
	6. SWOT or cost-benefit analysis to determine potential benefit to FOs	6. Different levels articulation of the representation (local, national, etc)	6. Case study should effectively strengthen the capacities of FOs

QUESTION 2: WAYS TO WORK WITH NON IFAP FOs			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Involvement of the other FOs of the country from the start	1. The IFAP member should define the mechanisms by which external partners are engaged in the case study	<i>(no time to discuss this issue and complete this section)</i>	1. Establish multi-stakeholder technical committees (farmers, governments, researchers, donors, etc.) on specific issues linked to market access. External experts will be involved on specific themes and do not have to participate physically in all the meetings of the committees.
2. Each FO does it alone	2. Early stage of involvement of external partners		2. Support the work of the FO representatives in these structures (technical committees)
3. Develop broader and inclusive foras	3. Some issues do not lend themselves for working in a multi-actor setting, and need to be worked on more internally between the		3. Open the access to information

	POs and the research team e.g. internal governance. This each PO may decide to do it alone.		
			4. Create partnerships with external organisms
			5. Use existing network and build on local structures

As the criteria for selection were felt to be clear enough, an open discussion about question 2 was held on how to involve FOs in the countries.

The capacity of interaction of a FO through formal or informal structures should be taken into account. It could be one of the criteria for country selection. And it will imply a stronger involvement of all partners in the selected country. (Inocencio Bertoni, CAF, Uruguay). IFAP should play a role to mobilize FOs that can learn from others, and use existing networks.

There was a general discussion on whether the programme should limit itself to IFAP members. In principle, the programme is meant to focus on IFAP members as it is an IFAP-ECART initiative. Nevertheless, IFAP members can also learn from the experiences of other FOs. (Philippe Remy, IFAD). If the IFAP member itself proposes a project including other FO partners, it will not cause difficulties. But this programme should be aimed principally at IFAP members. (Raul Montemayor, FFF, Philippines). Depending on the selected theme of work, the programme may not be able to work effectively through an exclusive arrangement with the IFAP country member where the issue tackled is for example commodity or sector oriented. (Felicity Proctor, Consultant to NRI). IFAP will analyze this issue and define a proposal for this.

IFAP explained that IFAP and ECART will use the outcome of this workshop to adjust and enrich the ESFIM proposal before the end of 2007. The revised proposal will be discussed within IFAP and submitted to donors for negotiation. The aim being to develop the programme and secure funding for three years and have full implementation in place by the end of 2008. It is expected that funds will become available to initiate activities in early 2008 with a view to have collaborative research in a maximum of ten countries at full implementation.

6.3 Farmers' views on how to make ESFIM operational at the country level from now

Supposing that the ESFIM Programme is approved and supported by donors farmers have to decide on what activities the programme should start with.

How concretely would farmers want to start after financing approval?

How to begin the working process within the countries?

QUESTION 1: WHAT ACTIVITY WOULD YOU LIKE TO START WITH?			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Sensitization through workshops gathering researchers and FOs for each country involved	1. Engage members and find out the opportunities that exist	1. Identify the FOs in the country to work with: IFAP member, small farmers' organisations	1. Phase 1 in 2008 - Share the proposal with FOs for an extended knowledge of it - Establish the working team - Hold an information forum for FOs in the country

2. Need to “nationalize” the project document (language, examples etc.) for better ownership of the Programme	2. Focus on commodities / select commodities	2. Inform various platforms and FOs of the ESFIM initiative (methodology, expected results): Raise awareness by using media and other information tools	2. Phase 2 in 2008 - Identify needs - Establish a national platform - Define strategies
3. Researchers need to come up to speed on local situations (analysis) and other related work	3. Setting up product quality controls	3. Analyze the market access issue at national and international level within the country : experience of FO	3. From 2009, Phase 3 - implementation of activities mentioned in the strategic plan
4. Identify other collaborators in country, (researchers, FOs)	4. How to do market linkages		
	5. Establish ways of improving bargaining power for smallholder farmers		

QUESTION 2: HOW COULD WE START?			
ENGLISH SPEAKING 1	ENGLISH SPEAKING 2	FRENCH SPEAKING	SPANISH SPEAKING
1. Focus down to small holders specific interest in general areas of concern	1. Market assessments both internal and external. Study supply chain and identify interventions	1. Elaborate a business plan: define priorities and terms of reference for contracting external experts to conduct a number of activities. Researchers should facilitate this process	<i>No results on the how to start, but also resistance from the group because they felt the need to be better informed before giving views on this issue.</i>
2. Target issues to ensure conclusions likely to be of use and FOs interested in utilizing them (result feeds a process/action)	2. Contact ESFIM researchers on how to do it	2. Create a steering committee to coordinate activities. IFAP member being the focal point at national level	
3. If FO already has ideas and half way down a certain road, that would be starting point: no need for a generic research approach if the baseline is already in place	3. What are the solution-based systems that others have used / lessons learned elsewhere and whether they can be adapted		
	4. Scope the extent of probabilities and opportunities		
	5. Build linkages with private sector. Explore mentoring with established farmers		
	6. Develop training programmes to build capacity for emerging farmers. Focus on skills development in agriculture and business management		

These results were presented and explained by a farmer from each group.

When discussing in plenary these results, farmers recommended IFAP to put emphasis on creating awareness on the initiative within the FOs at national level. But of course, FOs should have the lead in identifying research topics but the researchers need to come up to speed the local situations including ongoing and related local research and studies. It is important to focus down as soon as possible to smallholders' specific interests and areas of concern.

VII - Learning for Action: how to proceed?

The last part of the workshop was used to discuss the shared learning, the management structure of the ESFIM programme and the way to forward. IFAP representatives and executive members explained the institutional setting of the project within the IFAP structure.

Fabienne Derrien, IFAP Secretariat, made some proposals to participants on how IFAP can use the results of the programme. Results will be formatted in a concrete and readable way for FOs. It is important to have usable and accessible information and not just research papers.

To disseminate the results of the research on smallholder farmers' market access, various tools will be used to reach IFAP and non IFAP FOs (mail and emails to ESFIM partners and IFAP members; online documentation on ESFIM, IFAP, ECART websites for free access to all FOs; regional dissemination through IFAP regional meetings). This method will ensure that results will be accessible for all FOs, a main concern of non IFAP participants.

IFAP will also organise workshops through its four regional committees, thanks to the collaboration in the ESFIM programme of the four IFAP Regional Coordinators. There is also a possibility of organising a working session in the World Farmers Congress (June 2008, Poland). The objective of these workshops will be the sharing of the results of the FOs, the learning process through the exchange of information between farmers and between researchers and farmers, and also the possibility of identifying new issues of concern linked to smallholder farmers' market access.

At the national level, FOs will have to take the lead and advocate for creating a real dynamism around the programme in their country. At the international level, IFAP will use the results of the programme to enrich IFAP policies on empowering smallholder farmers in the markets.

Comments received:

- In some cases, FOs may decide that the results are not a public good for example if the country collaborative work has focussed in internal governance issues of the FO. In this case, results would not be shared among other FOs except where there are generic lessons of wider interest and with the FOs agreement. (Felicity Proctor, Consultant to NRI)
- Some FOs (Inocencio Bertoni, CAF, Uruguay; Brehima Dembelé, AOPP, Mali) expressed the need for more information and the development of communication strategies that enable FOs and their members to be better involved. Emails will not be enough as the information is then staying at the FO level. IFAP explained that the regional coordinators are working on this to ensure that decisions are taken at the FOs level. Also the ESFIM programme includes activities to facilitate the exchange of information and collective learning.

- There are a lot of expectations of IFAP. FOs would like to have open channel to make recommendations, and to keep in touch to exchange ideas. (Inocencio Bertoni, CAF, Uruguay)
- The costs of information sharing can increase due to this type of initiatives. IFAP should enable the FOs to transmit the information to the base with the most adapted means.

IFAP President Jack Wilkinson clarified a point: at the moment, IFAP has no budget for setting up communication systems to inform producers at individual level. IFAP tries to keep its website up to date and disseminate the available information to FOs. But FOs should work at the local level to disseminate this same information to individual farmers. And then FOs have to keep IFAP informed on local experiences related to information sharing in the region so that IFAP be able to share this initiative with other FOs.

Questions are raised about the implementation structure. Giel Ton, WUR, explained the implementation structure was still under discussion but at the moment we have IFAP regional coordinators assisting in setting up the programme in the region (for collaborative research), and a Steering Committee taking decisions at the international level on finding funding support, technical orientation, etc. Giel Ton showed possible organisational structure of the ESFIM Programme. (*Appendix 3*)

Raul Montemayor, FFF, Philippines, explained the positioning of the project within the IFAP structure. Jack Wilkinson, IFAP President, explained the current status of the initiative with regard to donor support. IFAP will create a mechanism for the national FOs to apply for support. IFAP has a structure to screen these proposals. IFAP will work on the issue of donor support so the FOs will not lose time on this. At the same time, it was explained that FOs can request funds with AgriCord to work independently on a number of issues the FOs are confronted with. There is an operational and open budget line for this however, these funds cannot be used for contracting international researchers. The ESFIM programme will enable that opportunity, but finding funds for these expenses requires a bit more time. Many barriers should be recognised such as the donors' target countries. The advancement of the programme will be communicated by the regional coordinators of IFAP to the national FOs representatives. IFAP will concentrate the next period on efforts to develop a workable plan.

The FOs that are ready to start can discuss the ESFIM programme within their country and identify partners. Starting the preparation of ground work is feasible. FOs are requested to keep IFAP informed about their progress so that they can be shared among partners.

VIII - Closing session

Jack Wilkinson, IFAP President, concluded the workshop explaining that even if this is a demanding effort, this workshop was necessary to involve fully the POs in the process. Now partners will be able to fill in further details in the draft proposal and will on behalf of farmers try to obtain the donor support. If participants like the basic assumptions of the programme, they are encouraged to inform other people about it so they can also contribute. As mentioned by the facilitators, Denis Pesche and Henri Hocdé from CIRAD, it has been a good experience and worthwhile discussions. All partners, including FOs in countries, will now look for possibilities to proceed and get this programme initiated.

The Workshop was closed by the President of UTAP, the host farmers' organisation, Hon. Mabrouk Bahri, who underlined the intensity of the discussions of the last two days and invited participants to visit on the next day the International Agricultural Fair taking place in Tunis.

IX - Evaluation of the workshop

Participants were asked to evaluate the workshop, they shared the following comments:

- Need to improve the coordination and the preparation of participants (Inocencio Bertoni, CAF, Uruguay)
- Some participants unavoidably arrived late in the process which could be reason for some misunderstanding (Inocencio Bertoni, CAF, Uruguay)
- Need reliable information about the initiative which could be shared and analysed within FOs (Inocencio Bertoni, CAF, Uruguay)
- Need more time to discuss as such an important issue (Inocencio Bertoni, CAF, Uruguay)
- The workshop' objectives were ambitious but the workshop was well managed (Raul Montemayor, FFF, Philippines)
- The absence of predefined conclusions is appreciated as we wanted to hear all opinions from farmers. Results will be processed from now. (Philippe Remy, IFAD)
- First time to have such a dynamic meeting which achieved a great deal given working in three languages and with the diversity of country and FOs experiences. Participants should congratulate themselves for their response to this multi language and multi cultural challenge. (Felicity Proctor, Consultant to NRI)

All participants recognized that the workshop was too short to deal with the range of complex issues. At the beginning, they feared a potential imbalance between researchers and farmers' organizations while being worried by the terms and conditions of the development of the ESFIM programme. During the final assessment, the farmers' organizations' representatives stated that the workshop had given them a strong feeling of true engagement in the ESFIM programme (from 20 to 70 %), as was the case for the "other" participants (from 38 to 60%) while the level of engagement of the researchers had remained the same.

A written contribution was requested of participants in respect to the workshop evaluation. (*Appendix 4*)



AGRICORD



APPENDIX 1 – SCENARIO OF ESFIM PROGRAMME ORIGINS

1. IFAP: the issue was raised in IFAP executive meeting in October 2005 and IFAP Secretary General David King met Christian Hoste Director of ECART and spoke about these farmers' concerns

(Introduction of ECART)

2. ECART: first reaction and ask IFAP for a concept note

3. IFAP: draft a short concept note and send ten lines for first discussion within ECART

4. ECART: discussion with ECART members

(Introduction NRI and WUR)

5. NRI and WUR: Preparation of a first concept note and discussion in an IFAP/ECART meeting in February 2006

6. IFAP: Discussion with AgriCord and with farmers' organisations in the IFAP World Farmers Congress in May 2006 in Korea and IFAD President speech giving IFAD political support to the programme

(Introduction IFAD)

7. IFAD: Reaction in-house and discussion with other contacts

(Introduction CTA)

8. NRI and WUR: elaboration of two Working Papers (discussed in the workshop)

9. IFAP: Consultation of farmers' organisations, call for case studies on market access in September 2006

10. IFAD and AgriCord: approval concept note for the inception phase in December 2006

11. CTA: came on board –experience based on “Inter-reseaux”

12. ECART: further development of documentation and drafting of the concept note for full programme ESFIM

13. IFAP and ECART organise this workshop with support of CTA, IFAD and AgriCord to have your feedback on the ESFIM proposal + CIRAD proposed to facilitate the workshop

(Introduction of CIRAD)

APPENDIX 2 – PRIORISATION OF RESEARCH TOPICS BY THE PARTICIPANTS

The second day started with a module on comparative research. Research topics suggested the day before by the various working groups had been clustered in a list of 30 topics. This list had been publicly commented on by the moderator to make sure all participants would have a common understanding. A 31st topic was added. Each participant was then to select the five research topics to be dealt with first as a priority. The next step consisted in pooling the answers by putting on a mural table the priorisations according to three groups (FO, researchers, and other participants). When time came to consider together the results, some participants questioned the proposed methodology, hence the collective exercise did not take place. Participants endorsed the suggestion made by the moderators, i.e. to collect the various priorisations, to combine them and to later disseminate the results.

A total of 20 replies were collected; 18 were directly operational (FOs: 9; Researchers: 6; others: 4). The final outcome appears in the following table.

Table 1. Detailed topics priorisation by group of participants

Research theme	FO	ECART	Others	TOTAL
1 Models of how smallholders be assisted in creating franchises to improve their access to markets	1			1
2 Need information on innovative financial models	2	3	1	6
3 Tackle uncertainty and unpredictability of the trading environment	-	-	-	-
4 Lesson sharing on best practices regarding development of market infrastructures	1	1		2
5 Studies on entrepreneurial capacity of smallholder farmers	4	3		7
6 Quality, certification systems	2	3		5
7 Comparative study of policy intervention in the promotion of external market access	2			2
8 Which tariff policy best strengthen the domestic agrifood sector? (filières)	1	2	3	6
9 How FOs are facing sanitary and phytosanitary norms?	1		1	2
14 Contracting agriculture	2	1	1	4
15 Study TCs for perishable products	1		1	2
16 Mechanisms for reducing trader TCs and institutional arrangements which reduce uncertainty and TCs	2	3	1	6
17 Decompose TCs and get evidence of the intervention	2	2		4
18 Study the necessary information to develop of system of market information	1	1	1	3
19 Issues to do with the institutional architecture within which FOs operate	1	2		3
20 Information asymmetry and power between FOs and other actors – how to improve the flow of market information		1		1
21 How to strengthen FO's negotiation capacities?	2		3	5
22 Good examples for comparing marketing systems	3	1		4
23 What is good/best practice for FOs?	1			1
24 Good models for local/ national commodity groups	3	1		4
25 The value added of a FO in economic activity	3	2	1	6

26 Legal environment in which FO can trade	1	1		2
27 Different models of economic cooperation	1	1		2
28 Models for financing organisations	4	2		6
29 State purchase	2	2		4
30 How to involve FOs in policy dialogue and follow up?				
31 Rôle des autorités locales. Décentralisation. Multistakeholder programs	1			1

Two FOs' representatives elaborated a list of priorities :

FO N°10:

1. FO Models
2. Standards, certification and sustainability
3. Legal, regulatory and institutional framework
4. Marketing models (systems) of FO
5. Value additive issues
6. Risk management
7. Advocacy and policy

FO N°11:

1. Models for commercialisation of FO's activities (5,25,27)
2. Strengthening FO's capacity in undertaking economic activities
3. Rules and regulations governing trade (6, 7, 16, 26)
4. Models for financing FO's
5. Improving market infrastructure
6. Partnership for enabling environments in markets

Synthesising roughly, it appears the following:

Table 2 Priority themes considered by the 3 groups

FO	ECART	Others
5) studies on entrepreneurial capacity of smallholder farmers	2) Information on innovative financial models	8) Which tariff policy best strengthen the domestic agrifood sector? (filieres)
28) models for financing organisations	5) studies on entrepreneurial capacity of smallholder farmers	21) How to strengthen FO's negotiation capacities?
25) the value added of a FO in economic activity	6) quality certification systems	
22) good models for comparing marketing systems	16) mechanisms for reducing trader TCs and institutional arrangements which reduce uncertainty and TCs	
24) good models for local/national commodity groups		

ECART Researchers

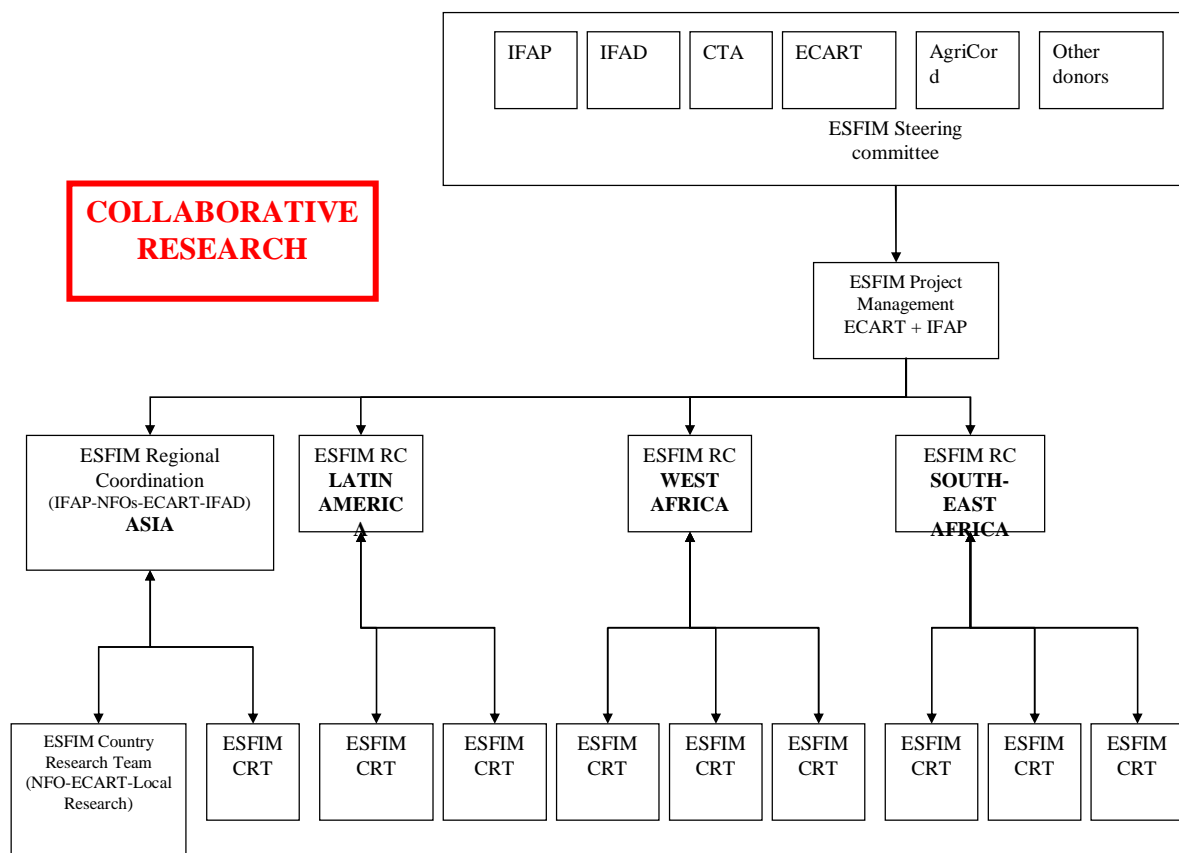
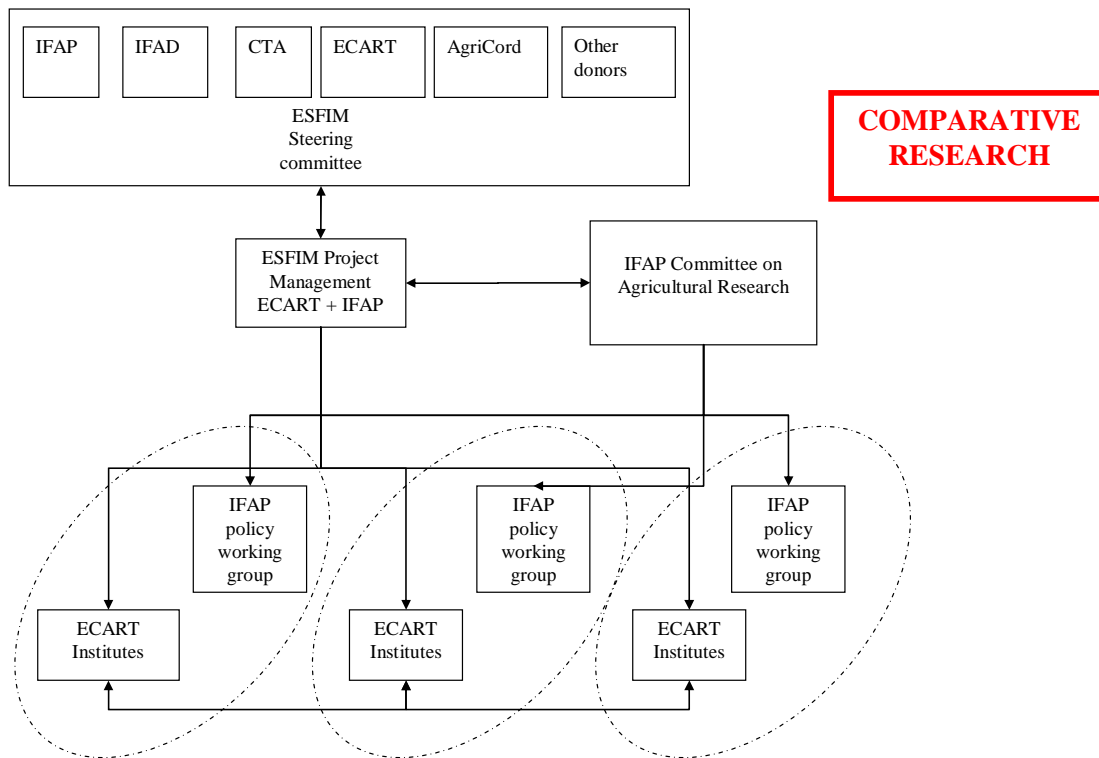
It should be noted that 5 answers from ECART researchers give also their opinion on a hierarchy of priorities, summarised below:

Table 3 Topics prioritisation by ECART Researchers

Order of priority of research topics	Researcher 1	Researcher 2	Researcher 3	Researcher 4	Researcher 5
1	29	25	19	25/27	2
2	18	6	28	22/4	5
3	28	17	26	16	6
4	8	5	6	19	17
5	16	2	16	5	20

The researcher 6 gave only a list of topics 2-8-14-24 and 29 without prioritisation.

APPENDIX 3 –ORGANIZATIONAL STRUCTURES OF THE ESFIM PROGRAMME



APPENDIX 4 – INDIVIDUAL EVALUATION OF THE WORKSHOP

QUESTION 1: Mention something which strikes you during the workshop		
FOs	RESEARCHERS	OTHERS
11 completed questionnaires	5 completed questionnaires	8 completed questionnaires
Recognising the need to make farmers access the markets, and to assist FOs through funding in this objective	The diversity of FO's, needs and perceptions	Access to markets
The circumstances of FOs and the issues they face vary greatly. Generalisation is hard.	It is not easy to create ownership within an international network; there are many interesting experiences that should be shared among IFAP members	Relevance of my work to the ESFIM programme
Importance of risk management	Experiences of FO's in policy advocacy	Diversity of perspectives on how to face the programme
Empowering smallholder farmers in markets as presented by different POs (case studies)	Importance of commodity specific research	The participants' coordination
Synthesis of first day on main findings	Importance of risk management	The international organisations role
The lack of preparation before a so dense and short workshop	Very good atmosphere	The participative animation
The difference of knowledge of the ESFIM programme between participants from different countries	Excellent interpretation services	The subgroups' discussions
The ESFIM programme and its funding	Interesting working group dialogue	
The experiences of FOs in lobbying and their ways to facilitate market access		
The participative working groups All the farmers had to involve themselves actively and positively in the objectives of the workshop		
An useful opportunity to connect with other POs and a rare opportunity to meet/understand researchers		

QUESTION 2: Mention something that you didn't like during the workshop		
FOs	RESEARCHERS	OTHERS
Country specific research was not looked into (or) rather not given so much FO thought	Methodology	Unclear governance structure of ESFIM programme
Lack of comprehensive background material prior to workshop. Such material received only on the first morning of the workshop	Time limitations	Lack of definition of the terms and roles
Development of themes	Not enough time for debate and	Too ambitious

	consensus building	
Introduction: probably ESFIM was not well understood		Lack of clarity about the follow-up of the workshop
The lack of time as the restitution of existing knowledge was necessary and time demanding		Lack of initial clarity about the purpose of workshop. Had to wait for Jack in final session to get clear idea.
Lack of or weak FOs participation in the future actions is planned		Lack of preparation of FOs
Traceability		
Short time was dedicated to discussions after restitutions of subgroups		
Absence of interpretation in the poster session which impeded presentations		

QUESTION 3: Mention a strong idea from the workshop exchanges which you would like to put in place		
FOs	RESEARCHERS	OTHERS
The need for lobbying and advocacy as one means to have an enabling atmosphere for farmers	More comparative research on commodity specific marketing channels and the role of PO's in these channels	Assisting farmers (emerging) to become established farmers
Research on how PO can best intervene in different sorts of value chains/markets types	Further work on risk management tools and approaches will be useful to implement in less developed countries	Importance of the support to FOs in the capitalisation phase and animation around the research results
Partnerships with others stakeholders	Not applicable	Need to strengthen dialogue with FOs and think about their effective role in the programme
Undertaking research so as to gain relevant information for lobbying on various policy issues		Succeed in establishing strong FOs
Value chain analysis (situation analysis emphasizing field needs of FOs members)		Donor funding to assist government is needed, our government has conflicting demands for funds
None		Franchise is a good idea.
The Kenyan strategies in working methodology with producers and access to market strategies		
Strengthen human and technical capacities of producers to access markets		
Networking and membership to IFAP		
The various marketing strategies to better sell and the strategies to better influence policies for smallholder farmers		
Support FOs in finding opportunities for marketing their products in international markets and decrease the barriers of the EU and US legislation		

The figures below summarise the evolution of involvement/belonging degree in ESFIM. On a scale from 0 to 100, each participant indicated at which degree he (she) felt involved in ESFIM programme at the beginning and at the end of the workshop.

FOs (11 responses)

Starting	10	10	20	10	30	5	30	50	10	10	50	21.3
End	70	75	70	40	70	70	50	85	70	80	90	70

Researchers (4 responses)

Starting		50	60	-	90	70						67.5
End		50	60	-	60	90						65

Others (8 responses)

Starting	10	30	5	20	50	100	0	90				38
End	60	60	45	40	60	90	30	90				59

APPENDIX 5 - WORKSHOP PROGRAMME



ESFIM International Workshop

Tunis 24-26 October 2007

Under the auspices of the Tunisian Union of Agricultural Producers - UTAP

23 October 2007

Installation of the farmers' posters Exhibition
Meeting of the ESFIM Technical Committee – 5 pm.

24 October 2007

Chair: Jack Wilkinson
Facilitators: Henry Hocdé and Denis Pesche (CIRAD)

9:00 - 10:00 **Opening Session (M0)**

- Welcome remarks by the President of the “Union Tunisienne de l’Agriculture et de la Pêche”
- Address by Christian Hoste, Director of ECART
- Address by Jack Wilkinson, IFAP President
- Opening by Mohamed Habib Haddad, Tunisian Minister of Agriculture and Water Resources.

10:00 - 10:30 **Presentation of participants (M1)**

10:30 - 11:00 *Coffee Break*

11:00 - 11:30 **ESFIM Research and Policy Development Programme: Introduction to ESFIM; presentation of the workshop program; expectation of participants (M2)**

- Plenary
- Individual work and plenary session

11:30 - 12:15 **ESFIM Empowering Smallholder Farmers in Markets: the programme outline (M3)**

- Presentation of ESFIM project by Giel Ton (Wageningen U)
- Perception of the project by participants: groups work and debate

12:15 - 13:00 **Understanding each other: building partnership in ESFIM (M4)**

- Sub-group activity and debate

13:00 - 14:30 *Lunch*

14:30 - 15:30 Main challenges for **Empowering Smallholder Farmers in Markets (M5)**

- Short presentations from Regoverning Markets programme and CTA
- Short presentations on ESFIM Working Papers 1 and 2

15:30 – 16:00 *Coffee Break*

16:00 - 18:00 Main challenges for **Empowering Smallholder Farmers in Markets...**

- Sub-groups – key issues and opportunities
- Report back from sub-groups
- Plenary debate and first outline of key themes

18:00 - 19:30 **Presentation of the posters Exhibition of farmers' access to markets (M7)**

20:00 *Welcome cocktail at the Abou Nawas Hotel*

25 October 2007

8:30 - 9:15 **Synthesis of previous day: main findings (M8)**

- Sub-group activity

9:15 - 10:00 **Global framework of ESFIM project (M9)**

- Plenary debate

10:00 - 10:30 *Coffee Break*

10:30 - 12:30 **Methodology for collaborative research: empowerment of NPO capacities for lobbying and cases studies (M10)**

- Sub-group activity on posters
- Plenary
- Presentation of some National Farmers Organisation's experiences
- Sub-group activity and plenary debate

12:30 - 14:00 *Lunch*

14:00 - 15:00 **Learning for action: how to proceed? (M12)**

- Presentation of IFAP proposal
- Plenary debate

15:00 - 15:45 **What activities from now ? (M13)**

- Plenary debate

15:45 – 16:15 *Coffee Break*

16:15 – 16:45 **Action plan and follow up (M14)**

Plenary debate

16:45 – 17:05 **Written and oral evaluation of the workshop**

Individual and collective assessment

17:05 - 17:15 **Closing remarks** by IFAP President

17:15 - 17:30 **Closing address** by the host organisation UTAP

Dinner in Tunis

26 October 2007

Visit to the Tunisian International Agricultural Fair



AGRICORD



APPENDIX 6 - LIST OF PARTICIPANTS

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