



HELVETAS

Agir pour un monde meilleur

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Building or Creating Organic Value Chains

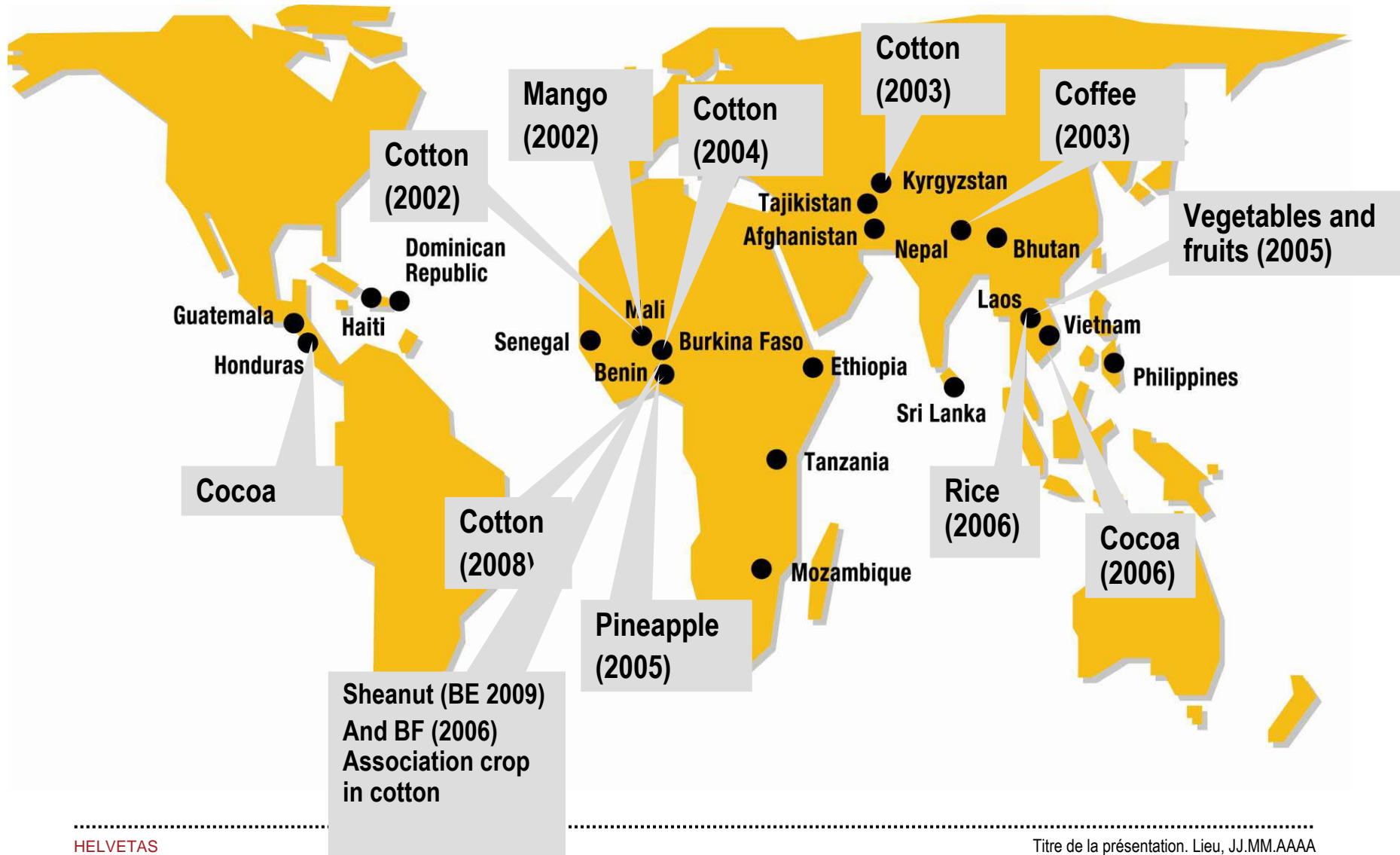


Evelyne SISSINTO

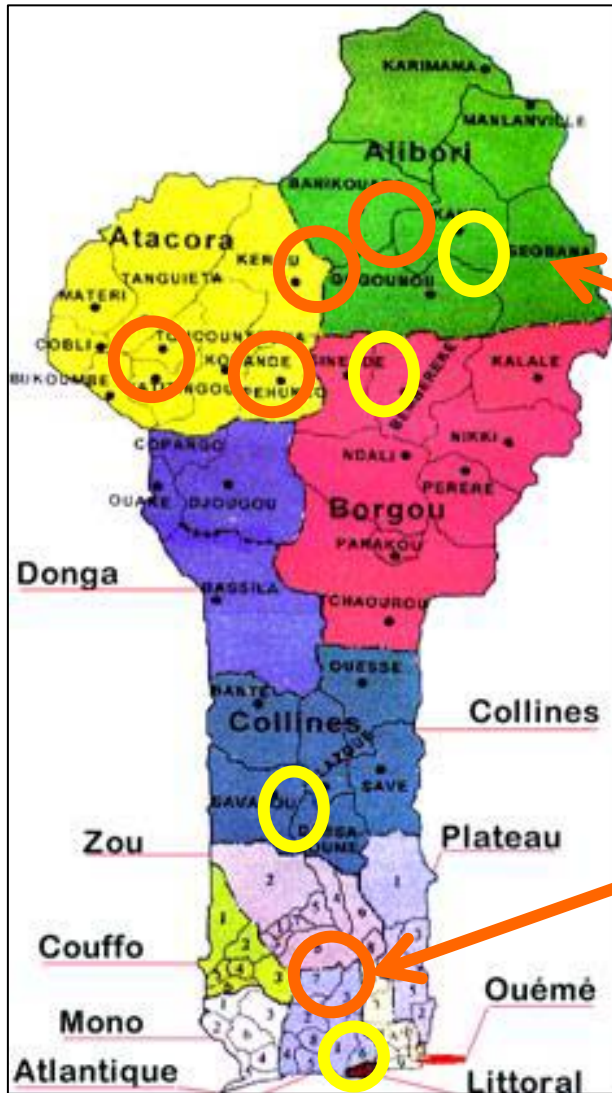
Project manager

Brussels, the 11 July, 2011.

Overview of Helvetas organic and fairtrade projects

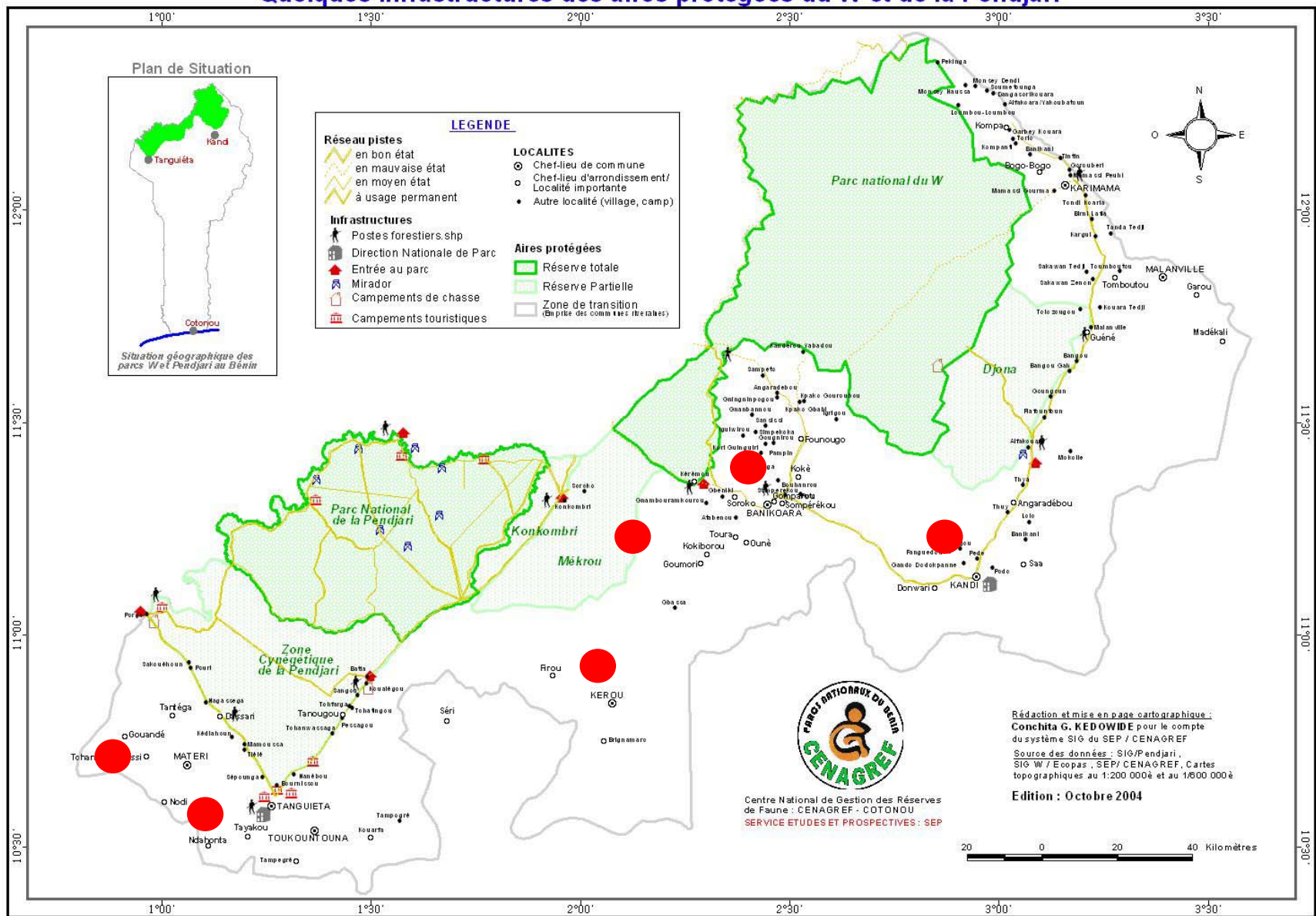


Overview Organic and fairtrade cotton and pineapple in Benin

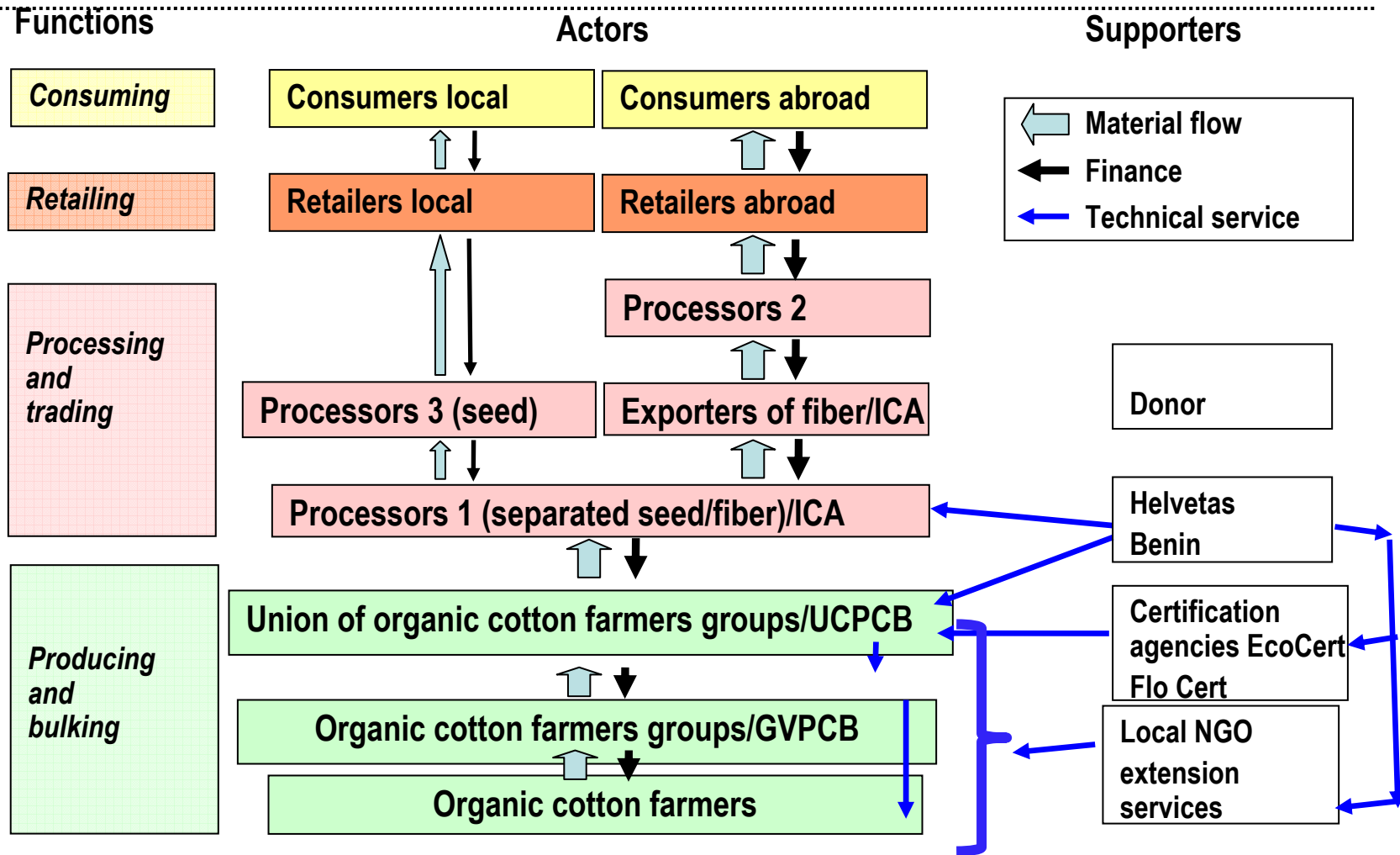


- Overview of Helvetas in Benin
- Overview of OBePAB in Benin

Example: Organic and fairtrade cotton



Organic and fairtrade cotton value chain/Benin



NB: In case of Benin, Processor 1=Export of Fiber = ICA society/ private monopoly

Organic cotton value chain Challenges in Benin

□ Challenge: Organic cotton production/ support by Helvetas Benin

Years	Women/ farmers	Men/ farmers	Total	Number of GVPCB	Number of farmer's leaders	Cotton with seed (T)	Cotton fiber (T)
2008	89	64	153	25	25	38,25	12,63
2009	314	381	695	62	55	79	34
2010	575	456	1031	71	97	100	42

Organic cotton value chain Challenges in Benin

□ Challenge: Organic production

- **Farming systems designs (Organic crops rotations/association: soja, sheanut, etc...)**
- **Organic cotton organisation management/adaptation (cotton environment change a lot since the privatisation of cotton sector: new reforms)**
- **Organising farm inputs (organic cotton seeds, pest management inputs...)**
- **Increase yield, land and labour availability of women**
- **Building partnerships (relations, stakeholder dialogue)**

Organic cotton value chain Challenges in Benin

□ Challenge: Certifications (organic, fair trade) and Internal Control Systems

- **Developing one ICS for all certifications**
- **Reducing of certification costs (each year the certification cost increase)**
- **What local system certification for minimal costs? available or not!**

Organic cotton value chain Challenges in Benin

- ❑ Challenge: Building and maintaining relations farmers groups and Processor or trader

- **Make a long term contract between Union of Farmers and Processor/ICA**

- In crisis ICA sell the fiber to the partner of long term

- Now ICA research the better price and don't consider the partnership of long term (It is the same thing in Mali)

- Lack of transparency negotiation between farmers and processor or traders (farmers haven't access of main informations of market, the price is top down or not negotiate)

Organic cotton value chain Challenges in Benin

❑ Challenge: Post-harvest operations

- **How to/who support logistics (storage, transport) in crisis situation**

❑ Challenge: Business planning (strategy and plan)

- **Forecasting production figures, costs and revenues**
- **Pricing, premiums and payments**
- **Financial planning and cash flow management (need for credits, trade finance)**
- **Public-private development partnerships**
- **Corporate governance and management**
- **Optimizing the performance of the business (checking cost price at end of season, strategies to earn more, expansion to the optimum)**

Organic value chain Challenges

- Challenge: Developing the project structure and organisation after project
 - Organisational set-ups (companies, cooperatives, functions...)
 - Involvement of farmers (selecting farmers, how to create ownership and loyalty)**
 - Roles and responsibilities of field staff
 - The role of women in the project
 - Staff development (importance of field staff that stays, capacity development)
 - After project who finance staff or what the become of field staff? Actor in value map? Or provided service which is paid by farmers!**
 - Recovering by public extension service**

Politics of organic farming in African means:

❑ Rural development (extension service and Research)

- Include organic farming in national extension service and research (for example SYPROBIO project/FiBI/EU)
- Train field staff on organic farming and extension methods
- Elaborate the law of biosecurity / GMO in all the countries of UA

❑ Accreditation of local certification organisation

- Build the local certification service which will be available for farmers and not expensive (one ICS of all certification?)
- Empower the local private sector who want to work on quality management and who will be available for farmers

❑ Market and marketing/public-private partnership

- Empower the local private persons who will build and maintain relations with clients and offer this kind of services of farmers
- Empower the local industry of transformation concerned the norms
- Build and maintain long term partnership with private sector



Thanks