

## Coalition for African Rice Development: Progress since the 4<sup>th</sup> General Meeting (GM4)

8 November 2012, Yaounde, CAMEROON  
CARD Secretariat



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1. NRDS implementation
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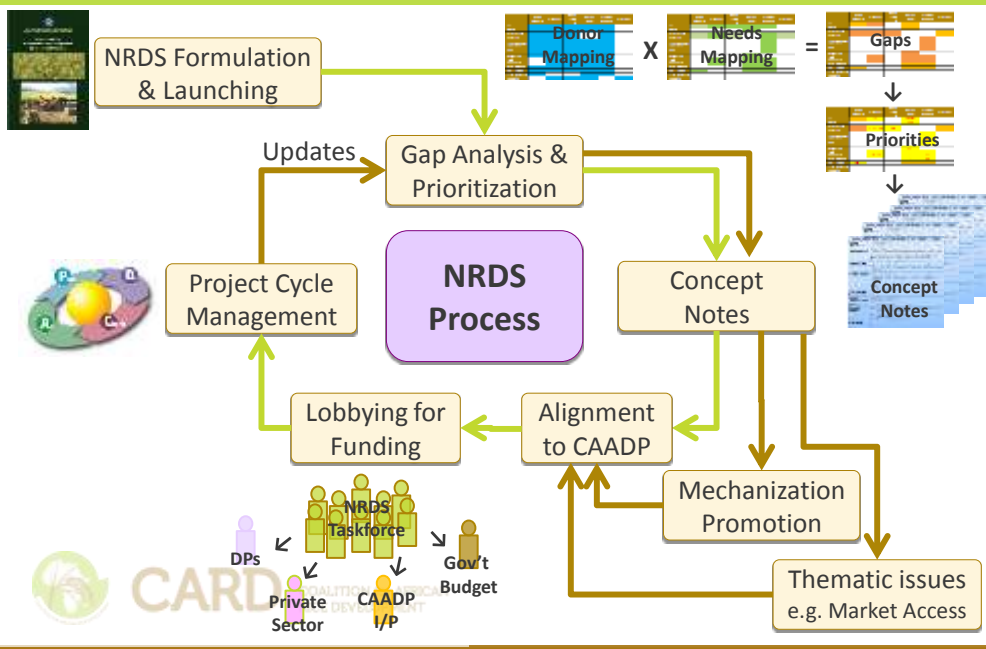
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# 1. NRDS IMPLEMENTATION



## NRDS Implementation – Process



### Capacity Development in strategic planning

G1 Country	Formulation	Prioritisation - WW1	Concept Notes - WW2	G2 Country	Formulation	Prioritisation - WW1	Concept Notes - WW2
Cameroon	→	→	→	Benin	→	→	→
Ghana	→	→	→	Burkina Faso	→	→ <sup>Local</sup> →	→
Guinea	→	→	→	Côte D'Ivoire	→	→	
Kenya	→	→	→	CAR	→		
Madagascar	→	→	→	DR Congo			
Mali	→	→	→	Ethiopia	→	→	→
Mozambique	→	→	→	The Gambia			
Nigeria	→	→	→	Liberia	→	→	
Senegal	→	→ <sup>Local</sup> →	→	Rwanda	→	→	→
Sierra Leone	→	→	→	Togo	→	→	
Tanzania	→	→	→	Zambia	→	→	→ <sup>FAO</sup>
Uganda	→	→	→				

### Prioritisation 20/23 countries [3/4]

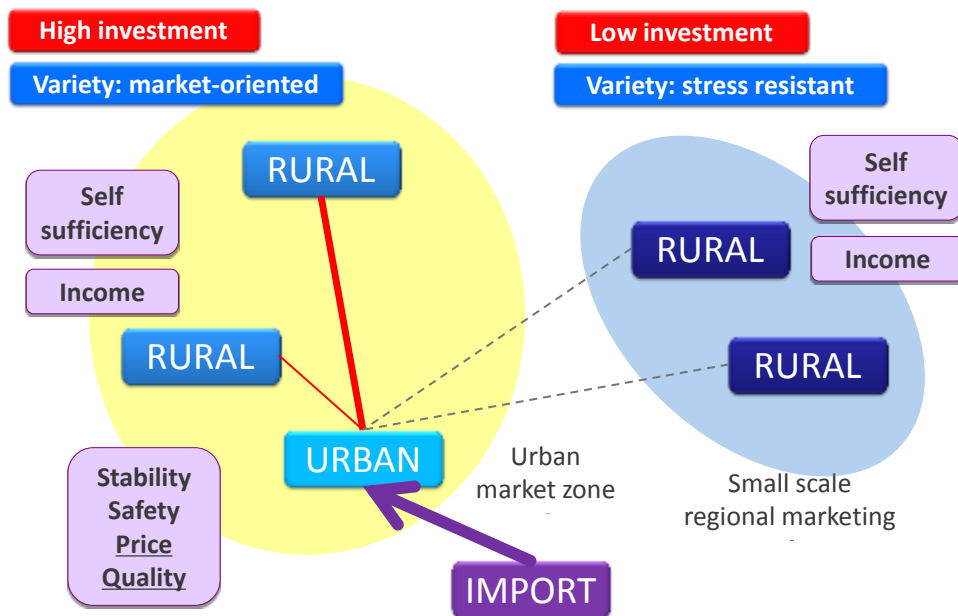
	Policy / Institutional	Infrastructure	Human resource capacity	Provision / support	Information / knowledge
Seed					
Fertilizer					
Irrigation / water management					
On-farm technology dissemination (R&E)					
Mechanization					
Quality improvement					
Access to market					
Access to credit					
Overall policy tools					

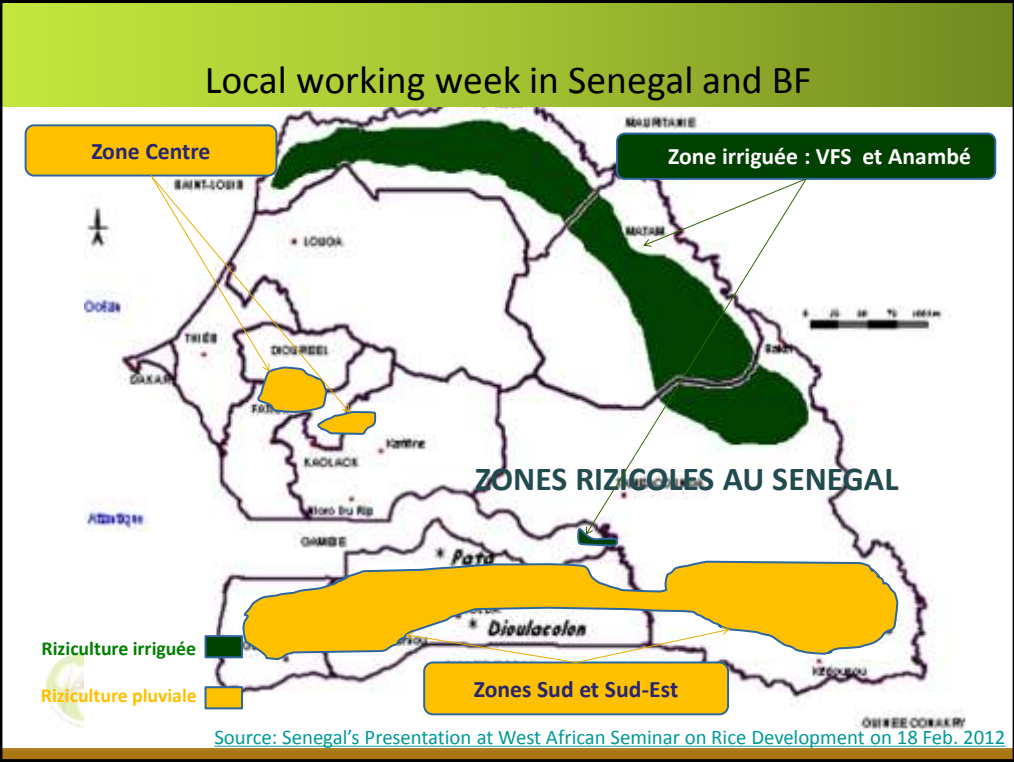
### Concept Notes Operationalization (examples)

Country	Project/ Programme	Source	Amount (\$)
Cameroon	Upland Rice Development	JICA	\$3.8m [2011-2014]
Cameroon	Irrigation development	IFAD, WB & Korea	(t.b.c.) [Pipeline]
Madagascar	Capacity Development of Seed Growers in three regions	Madagascar-Irrigation and Watershed Management Project – PHRD/ WB	\$15m (in Total) [Pipeline]
Madagascar	Applied research in the seed production		
Madagascar	Capacity Development of the laboratories for Soil science and Seed R&D		
Ghana	Human resource development for rice seed production and distribution	METASIP (*) / CAADP	(t.b.c.)
Ghana	Infrastructure development to improve rice seed quality	METASIP (*) / CAADP	(t.b.c.)
Senegal	14 new projects in pipeline – irrigation development, value chain development and others	Various – IFAD, JICA WB, AFD, MCA, USAID and others	(t.b.c.) [Pipeline]
Uganda	Capacity development of research institutes and service providers and other value chain actors	JICA	\$11m [2011-2016]

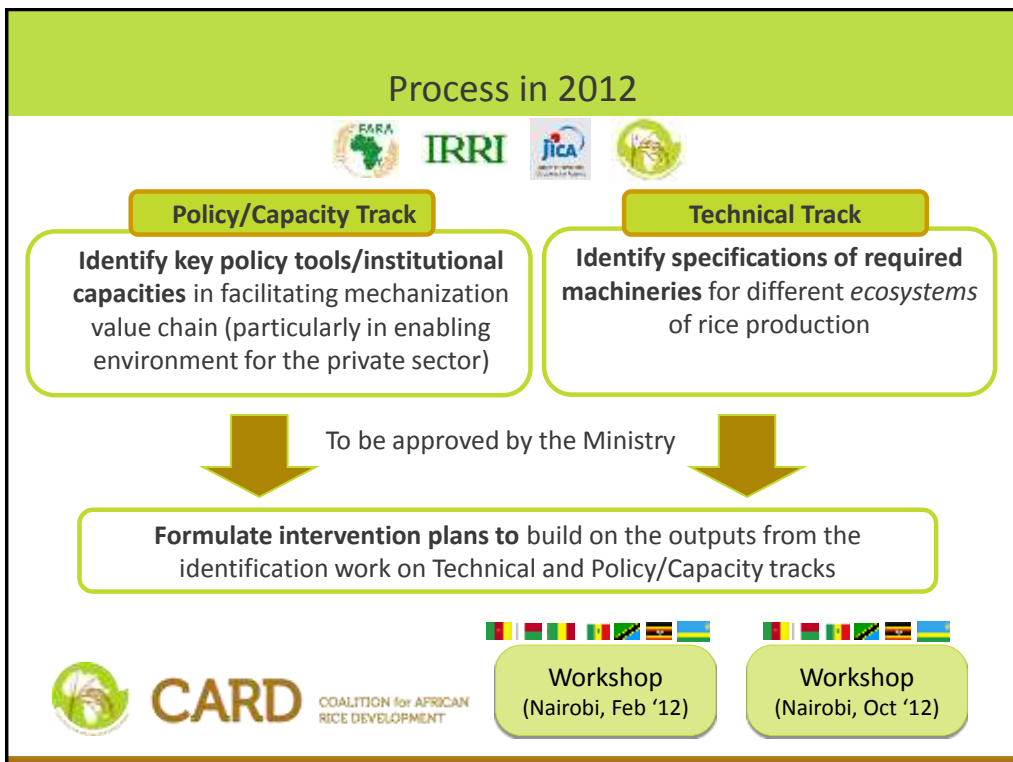
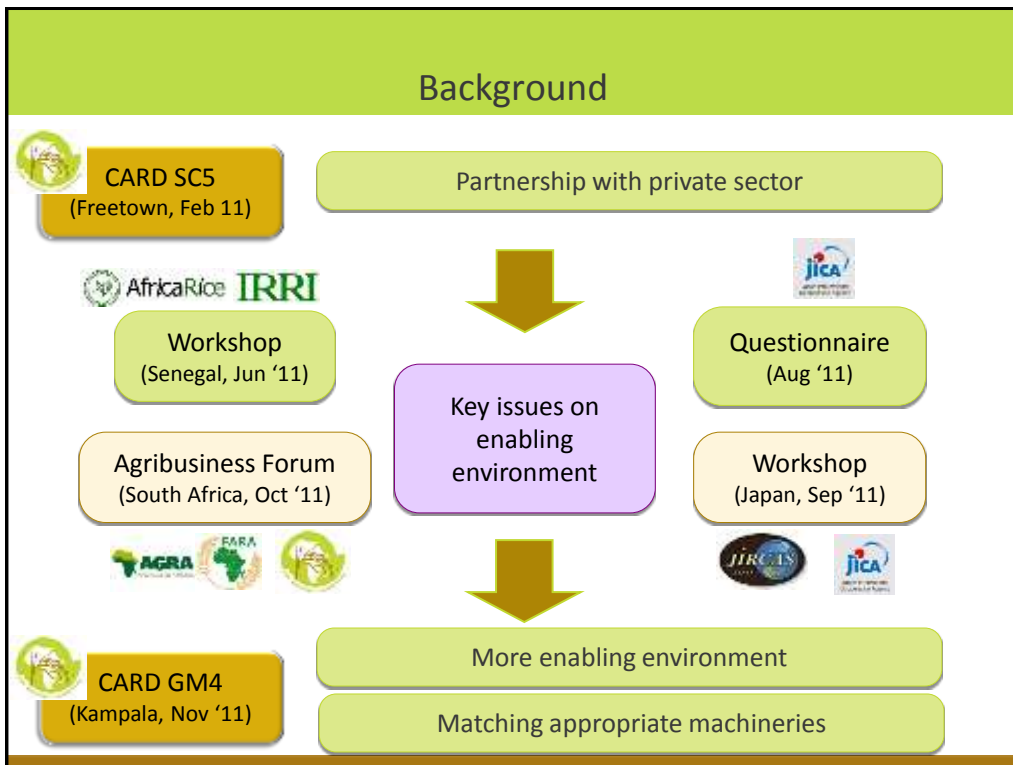
(\* ) METASIP: Medium Term Agriculture Sector Investment Plan

### Local working week in Senegal and BF





## 2. MECHANIZATION



## [Common] Policy Tools for Enabling Environment (e.g.)

For whom?	Objective (28)	Tool (33)	Action (12)
International manufacturers Domestic manufactures Machine operators	To ensure safety and quality of the machineries suit the local situation	<ul style="list-style-type: none"> <li>• Test &amp; evaluation, safety inspection and certification of quality of machinery (MOA)</li> <li>• Appropriation and standardization of machineries imported / locally produced (MOI)</li> </ul>	<ul style="list-style-type: none"> <li>• Disseminate measures on test and evaluation plus certification &amp; standards</li> </ul>
International manufacturers Importing agents	To make imported machineries / spare parts more affordable	<ul style="list-style-type: none"> <li>• Reduced import tariffs and VAT for machinery and spare parts that cannot be produced locally (MOF)</li> </ul>	<ul style="list-style-type: none"> <li>• Lobbying at parliament level in order to approve law modification on tariff reduction for international manufacturers</li> </ul>



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<http://www.riceforafrica.org/meetings/workshop/ag-mechanisation-ws>




## Scenarios – List of machineries/ implements to be domestically manufactured/ assembled

Country	Timeframe	Machineries/ Implements	Current Import Tariff & VAT
Cameroon	in 3 years	• Threshers / dehuskers / Laundresses/ Steamer/ winnowers	• N/A
	in 10 years	• Mini harvester/ Grader	• N/A
	beyond 10 years	• Power tillers/ Tractors/ Transplanters	• N/A
Tanzania	in 3 years	• Tractor – 22 Hp (Prototype already developed by CAMARTEC / Power tillers / Irrigation pumps	• 0%
	in 10 years	• Power tiller accessories like plows, planters, puddlers, iron/cage wheels / Reapers /Threshing machines	• 0%
	beyond 10 years	• (tbd)	

(\*) 4 More Countries (Madagascar, Rwanda, Senegal, Uganda) drafted the similar scenarios

<http://www.riceforafrica.org/meetings/workshop/ag-mechanisation-ws>


### Testing and certification

Organisations	Regulations	Facilities	Human Resource
 National Centre for Study & Testing of Ag. Machinery (CENEEMA) > being restructured	Does not exist	<ul style="list-style-type: none"> <li>Laboratory not equipped &gt; 5 stations n 2yrs in different AEZs to be established [Proposal]</li> </ul>	<ul style="list-style-type: none"> <li>1 Agronomist specializing Ag. Mech. &gt; 3 engineers to be recruited [Proposal]</li> </ul>
	must be inspected and tested for quality assurance	<ul style="list-style-type: none"> <li>Bureau of Standards (TBS), Centre for Agricultural Mechanization and Rural Technology (CAMARTE)</li> </ul>	
 Proposal: Mechanization National Center of Rwanda (2013-2014)	Bureau of Standards (RBS; but not yet for agricultural machinery)	<ul style="list-style-type: none"> <li>Infrastructure improvement-2013</li> <li>Internal equipment 2014</li> </ul>	Recruitment and trainings should be organized by mid 2014

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### Matching Farm Equipment to Farm Size – e.g. Tractors

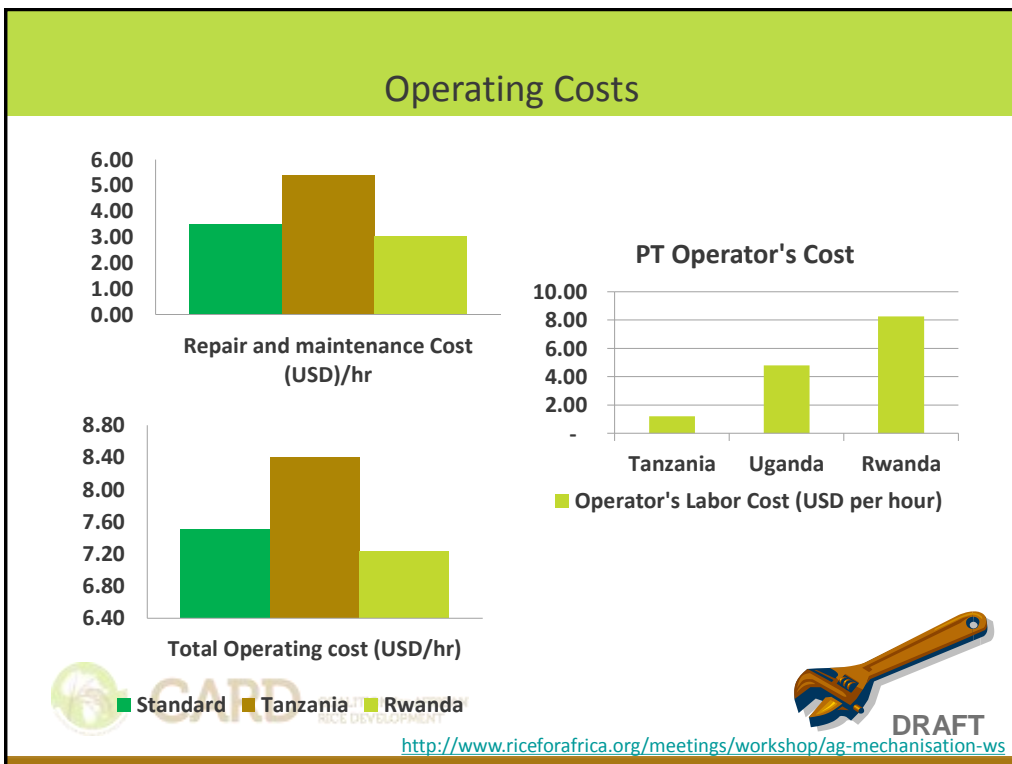
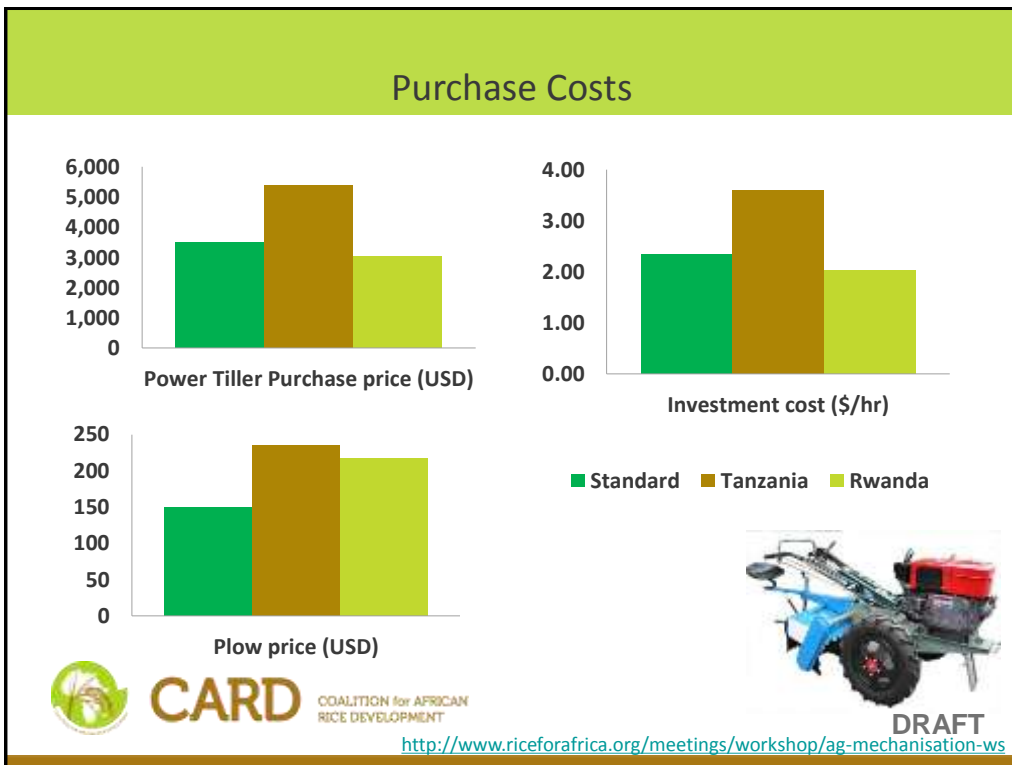
10 selected Steps out of 34	2 wheel	4 wheel
1. Area covered (ha)	10.00	40.00
10. Equipment sizes available (m)	0.50	1.00
12. Draft (kN/m)	4.00	7.00
18. Purchase price of tractor (\$)	3,500.00	20,000.00
20. Purchase price of plow (\$)	150.00	2500.00
28. Total Operating Cost (\$/hr)	7.50	23.00
31. Total Fixed Cost (\$/hr)	5.98	24.58
32. Total Cost/hr (\$/hr)	11.15	47.58
33. Cost/ha (\$/ha)	44.60	47.58
Contract Rate (\$/ha)	49.06	52.34

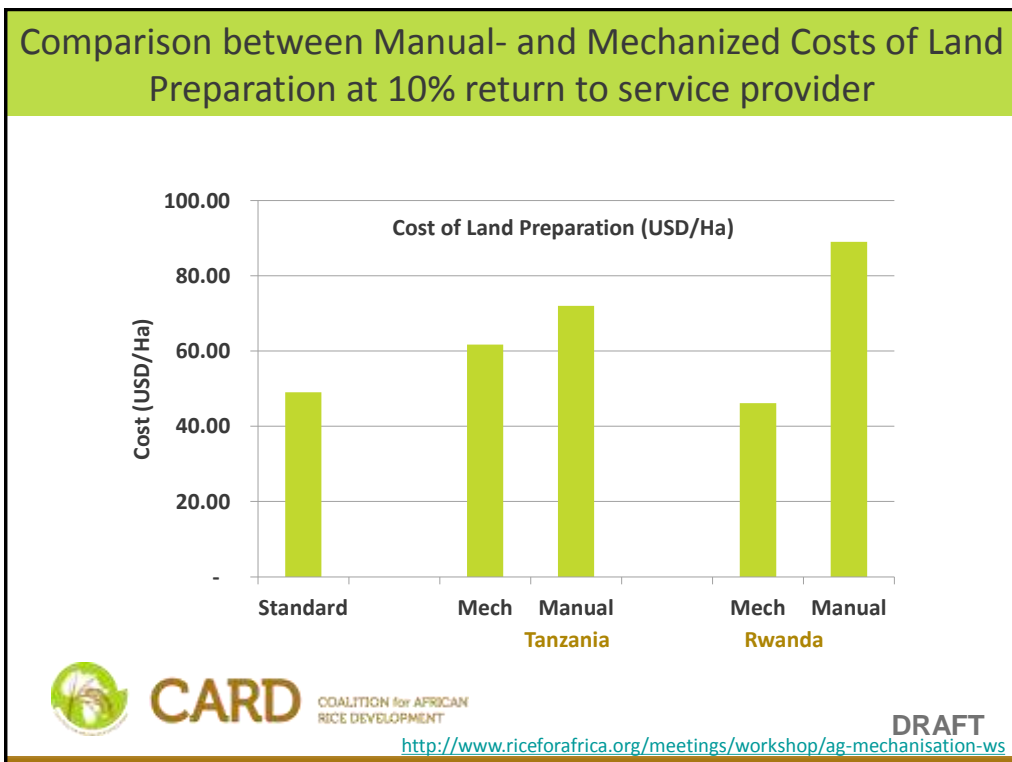
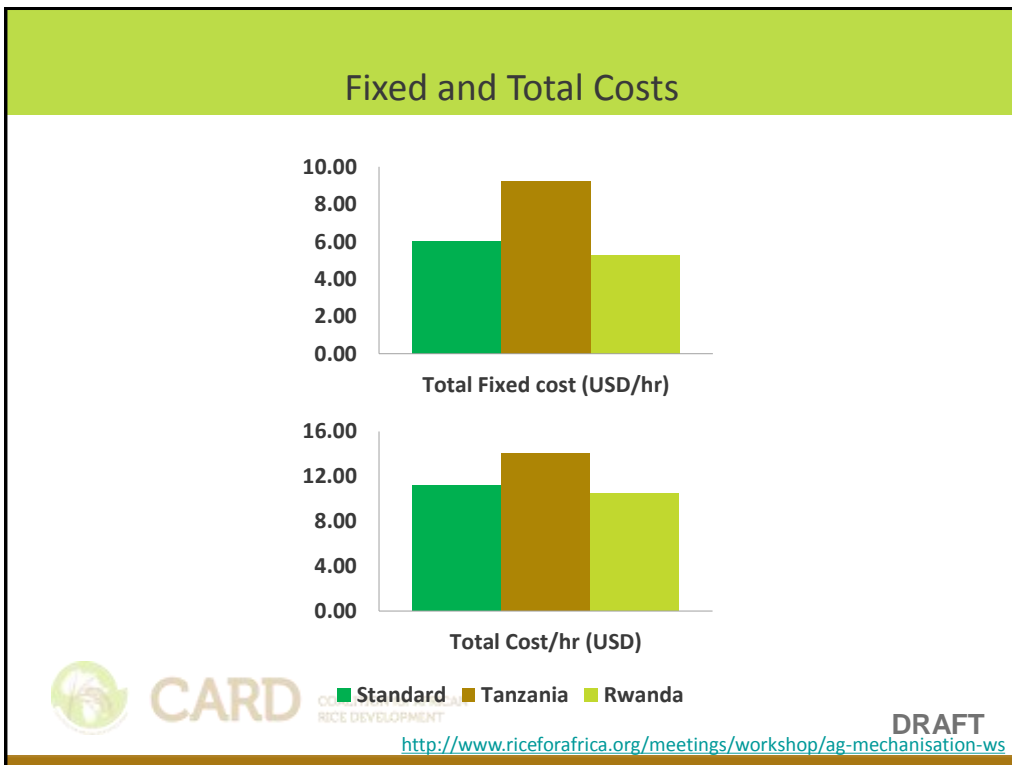


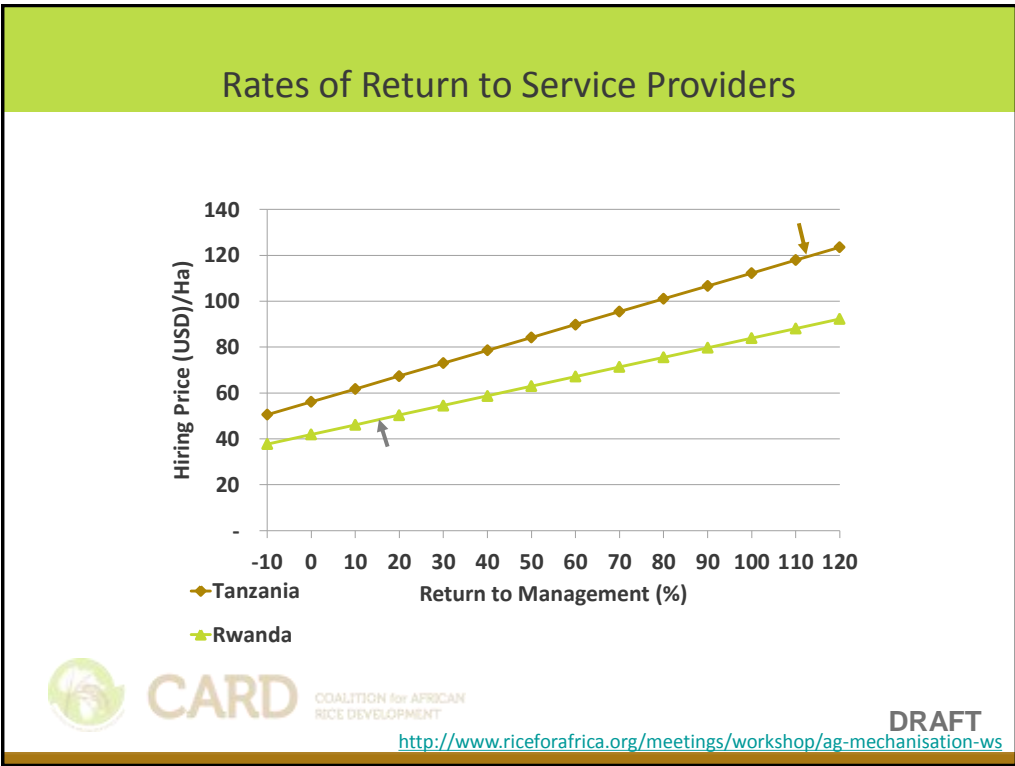
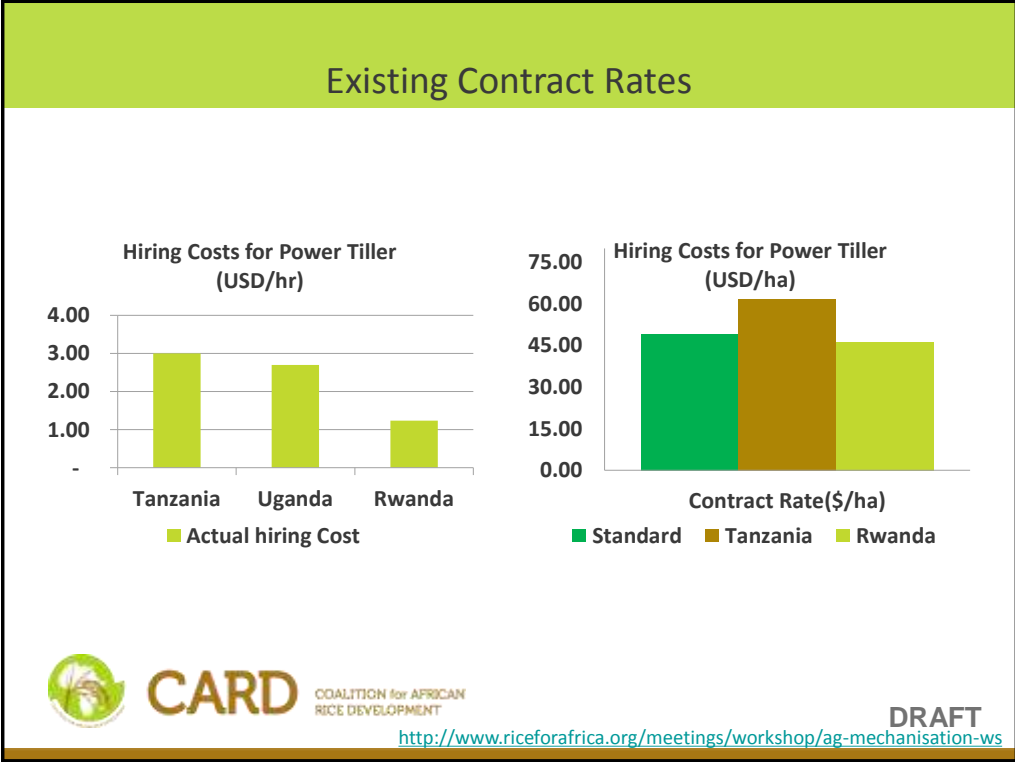
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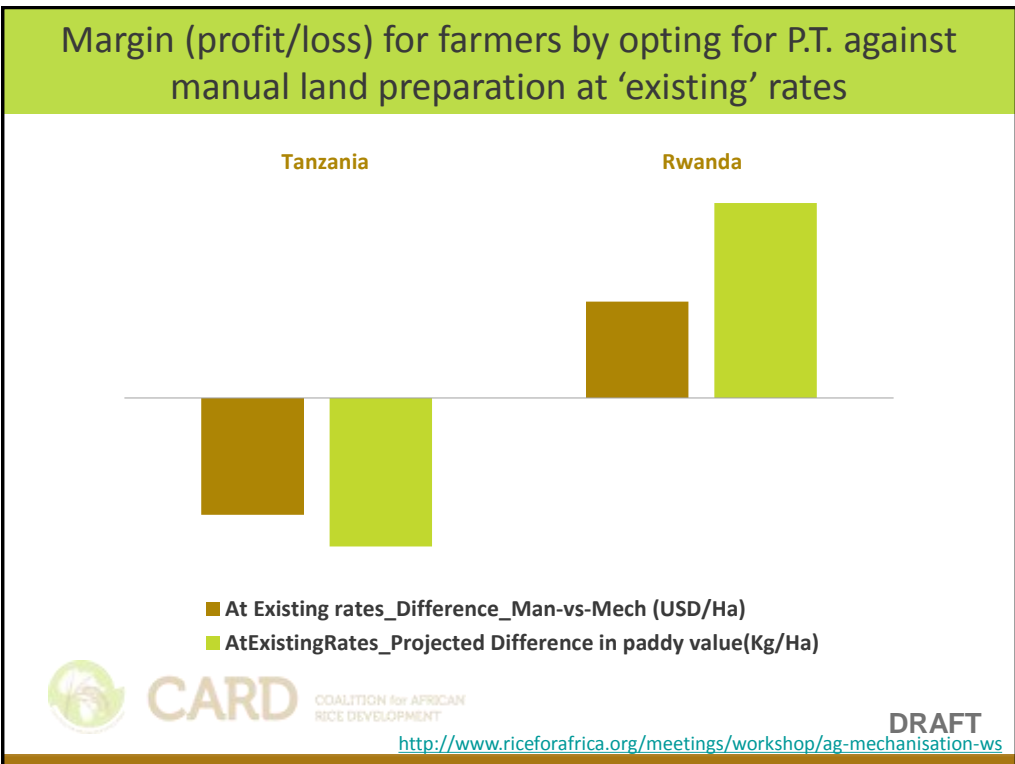
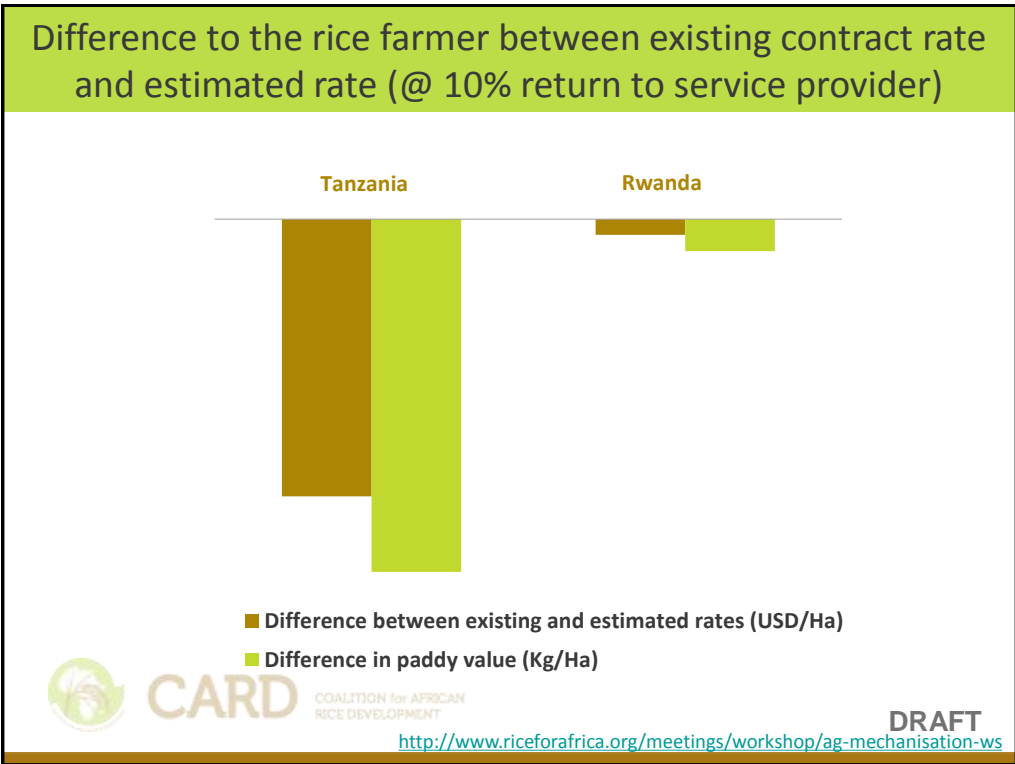
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## Observations > Issues > Technical and Policy Options

Observations	Issues	Policy Options
Contract rate (USD/hr) is high for Tanzania	<ul style="list-style-type: none"> <li>High inflation</li> <li>Higher interest rates on loans/investments</li> <li>Taxation (service tax, income tax, etc.)</li> <li>Poor matching of equipments</li> <li>No/Weak competition amongst private entrepreneurs</li> </ul>	
in Rwanda	<ul style="list-style-type: none"> <li>Contract is sponsored by public sector</li> <li>Lack of private players in service provision</li> </ul>	
The operating cost for power tiller in Tanzania is also higher at 8.4 USD/hr	<ul style="list-style-type: none"> <li>High repair and maintenance cost (5.4 USD/hr) against an estimated 3.5 USD/hr (Tanz)</li> <li>High operator cost (Rwa)</li> <li>High fuel cost (Rwa)</li> </ul>	
Investment cost for power tillers is higher (USD 5400)\	<ul style="list-style-type: none"> <li>Higher sales margin</li> <li>Higher interest rates on loans towards machineries</li> <li>Matching of Equipments (machineries and implements)</li> </ul>	

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<http://www.riceforafrica.org/meetings/workshop/ag-mechanisation-ws>

### 3. MARKETING



# CARD

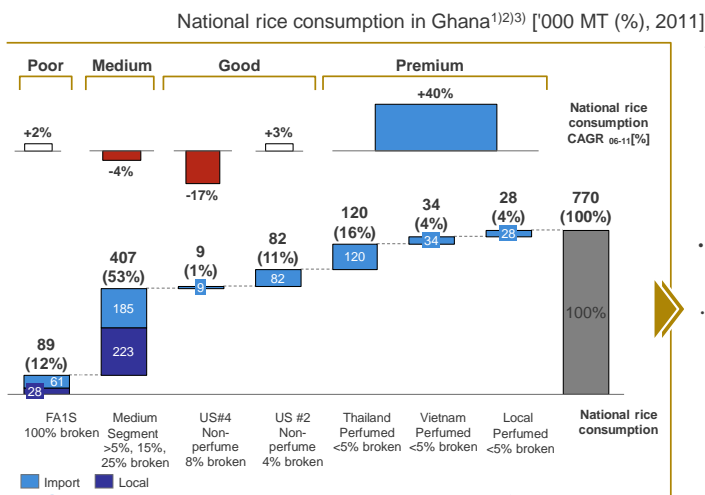
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## Updates

- Communicated with CMAOC as per the recommendation of the GM4 but did not make much progress.
- Meanwhile, the Gates Foundation conducted rice value chain analysis in their portfolio countries
  - **Detailed study: Burkina Faso, Ghana, Nigeria, Tanzania**
  - Preliminary study: Ethiopia, Mali and Uganda
- The Secretariat provided comments at the key points of the process, good relationship established



## THE GHANAIAN RICE MARKET IS INCREASINGLY DRIVEN BY PREMIUM RICE WHICH IS GROWING AT 40% P.A., WHILE THE MEDIUM SEGMENT IS SHRINKING AT -4% P.A.

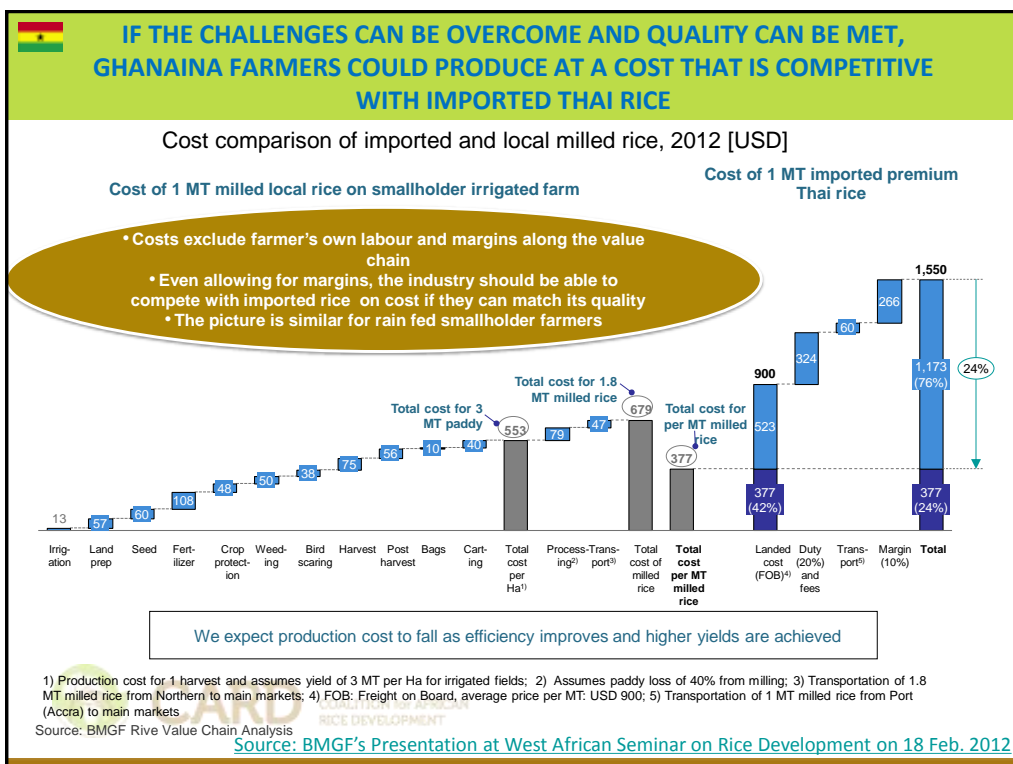
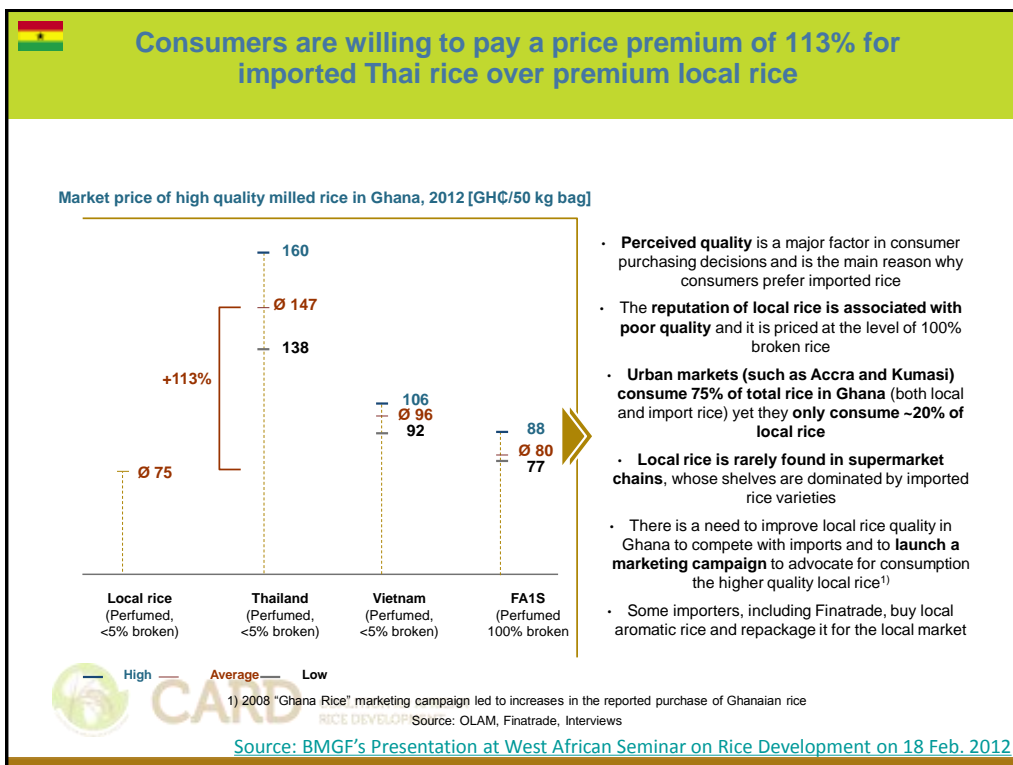


- Urban market consumers prefer imported rice due to perception of higher quality
  - It is cleaner (no stones)
  - Perfumed and low % broken
  - Appearance (e.g., even color)
- Local rice must meet these characteristics in order to compete with imports
- Perfumed rice in particular is increasingly popular and now accounts for 81% of overall rice imports
- 48% of imported rice consumption is <5% broken
- 31% of imported rice consumption is perfumed and <5% broken

1) Based on OLAM sales estimates; 2) Local production of milled rice was 278 MT in 2011 (assumes 40% paddy loss from processing); 3) Assumes 80% of local milled rice is in the Medium segment range, 10% Premium and 10% Poor

Source: OLAM, Interviews

Source: BMGF’s Presentation at West African Seminar on Rice Development on 18 Feb. 2012



## THE GHANAIAN RICE INDUSTRY IS DEVELOPING WELL, WITH A NUMBER OF COMMERCIAL PLAYERS ATTRACTED BY THE MARKET OPPORTUNITY AND GROWING CONDITIONS


	Producer	Processor	Market
<b>UPPER EAST</b>	<ul style="list-style-type: none"> <li>• ICOUR<sup>1)</sup></li> </ul>	<ul style="list-style-type: none"> <li>• ICOUR<sup>1)</sup></li> <li>• Single mothers (parboiled rice)</li> </ul>	<ul style="list-style-type: none"> <li>• Aggregators</li> </ul>
<b>NORTHERN</b>	<ul style="list-style-type: none"> <li>• Avnash Rice Mill<sup>2)</sup></li> <li>• Large nucleus farmers (up to 300 Ha land)</li> </ul>	<ul style="list-style-type: none"> <li>• Avnash Rice Mill<sup>2)</sup></li> <li>• Nasia rice mill<sup>3)</sup></li> <li>• Lolandi<sup>3)</sup></li> <li>• Amsig Resources</li> </ul>	<ul style="list-style-type: none"> <li>• Novel</li> </ul>
<b>VOLTA</b>	<ul style="list-style-type: none"> <li>• GADCO</li> <li>• Prairie Volta<sup>3)</sup></li> <li>• Brazil Agro-Investment</li> </ul>	<ul style="list-style-type: none"> <li>• GADCO<sup>3)</sup></li> <li>• Prairie Volta<sup>3)</sup></li> <li>• Brazil Agro-Investment</li> </ul>	<ul style="list-style-type: none"> <li>• Fintrade</li> <li>• OLAM</li> <li>• Stallion</li> </ul>

- Industry is **very fragmented** with no major commercial players - aggregators travel to Upper East to source rice for key markets (Kumasi)
- **ICOUR** offers a large pool of irrigated land (713 Ha)
- Avnash plans to build a third mill in Bolgatanga to export to Burkina Faso
- **More developed rice processing industry**, but **production and market is very fragmented** with no major commercial players
- **Avnash's mill is largest processor in Ghana** (to be operational by 2012 end)
- Increasing number of smaller processors are setting up mills in Northern, e.g., Amsig
- Strong interest from **Premium Food** to enter; other interested players include **GADCO**
- Avnash plans to build a second mill in Northern
- **Developed production, processing and market industry** with leading integrated commercial players along the chain
- **Emerging interest of commercial players interested<sup>4)</sup> in expanding into the region for rice production**, such as VEGPRO, Africa Atlantic, Stallion (joint venture with Asia Golden Rice)

1) Irrigation Company of Upper Region; 2) Will be operational 2012 end; 3) Includes government ownership, currently being taken over by Avnash; 4) WIENCO interested in the Eastern region

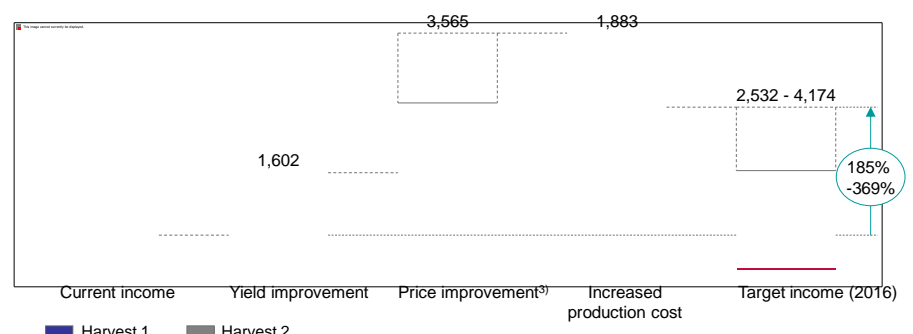
Source: BMGF Rive Value Chain Analysis

Source: [BMGF's Presentation at West African Seminar on Rice Development on 18 Feb. 2012](#)



### Copa Connect aims to increase irrigated smallholder income by 369% to USD 4,174 per year

Impact of Copa Connect on irrigated smallholder income<sup>1)2)</sup> 2016 [USD, p.a.]



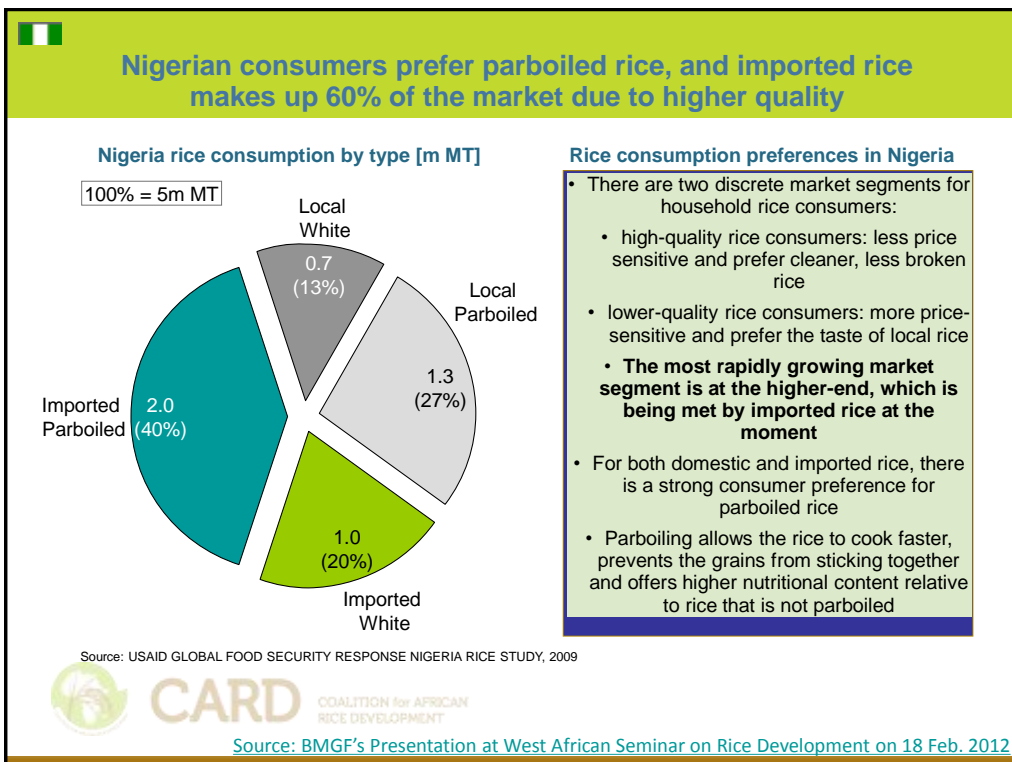
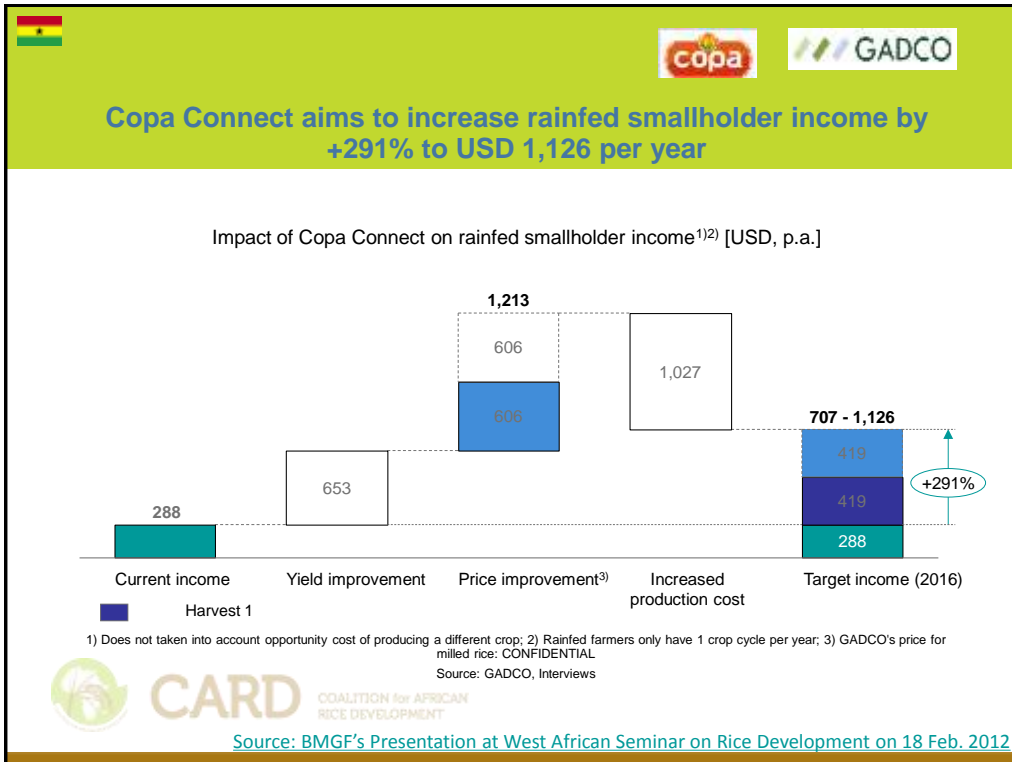
Category	Value (USD, p.a.)
Current income	1,602
Yield improvement	1,963
Price improvement <sup>3)</sup>	1,883
Increased production cost	-1,316
Target income (2016)	4,174
<b>Change from Current Income</b>	<b>+185%</b>
<b>Change from Target (after cost)</b>	<b>+369%</b>

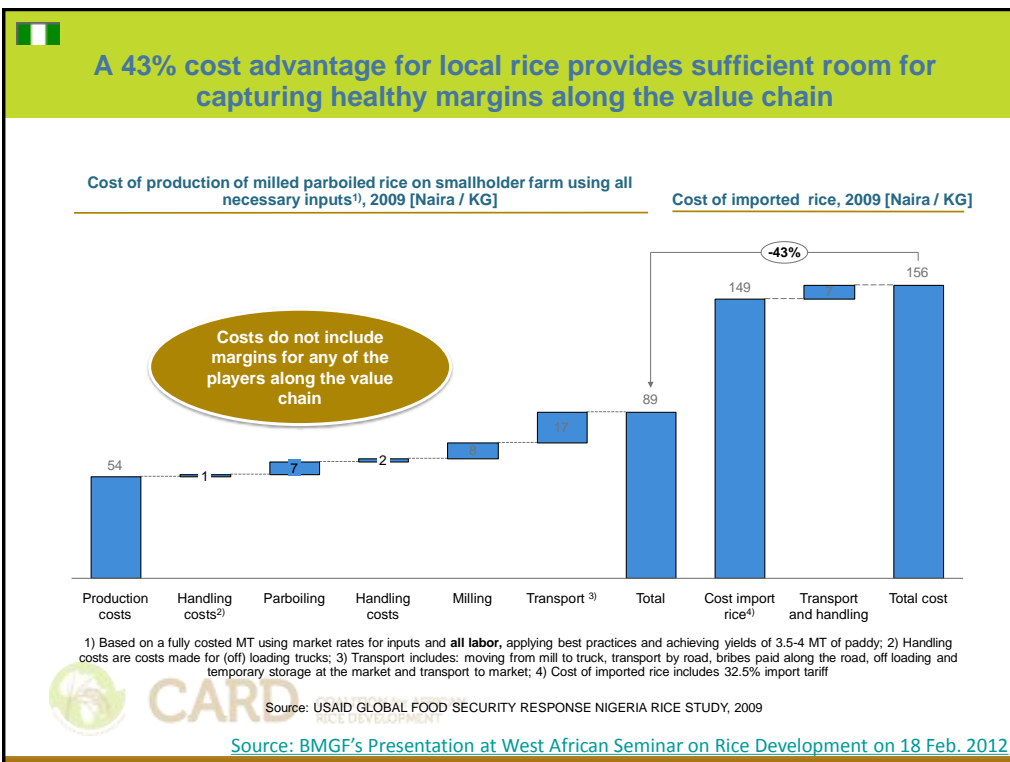
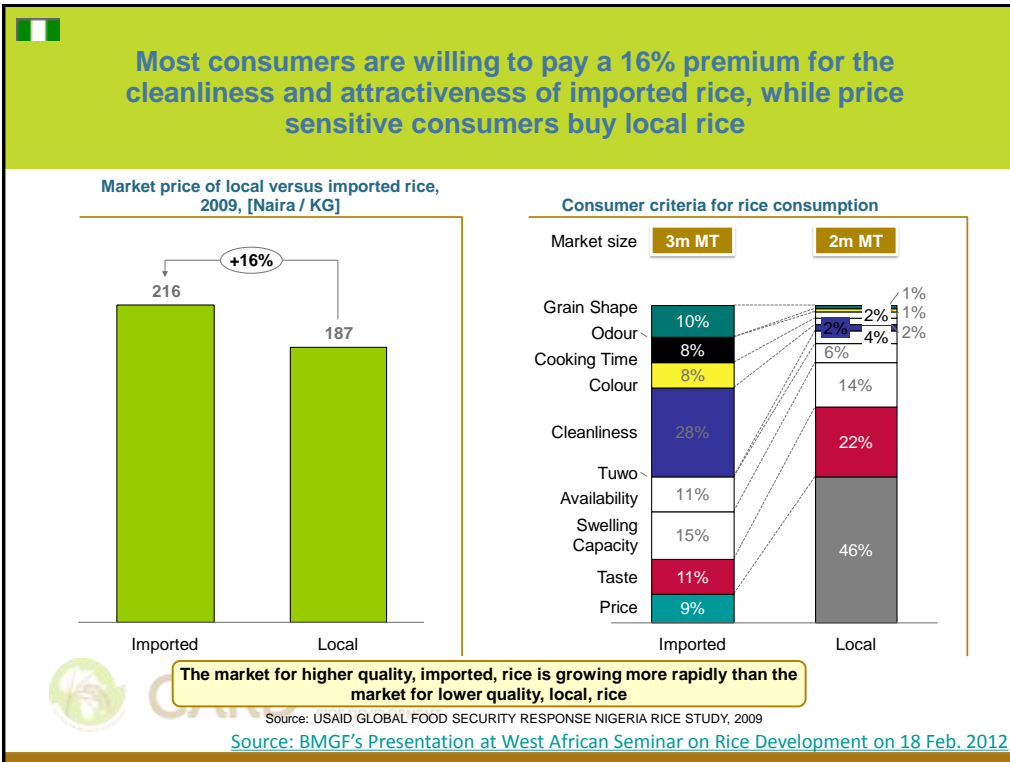
1) Does not taken into account opportunity cost of producing a different crop;; 2) Irrigation allows 2 crop cycles per year; 3) GADCO's price for milled rice: CONFIDENTIAL

Source: GADCO, Interviews

Source: [BMGF's Presentation at West African Seminar on Rice Development on 18 Feb. 2012](#)



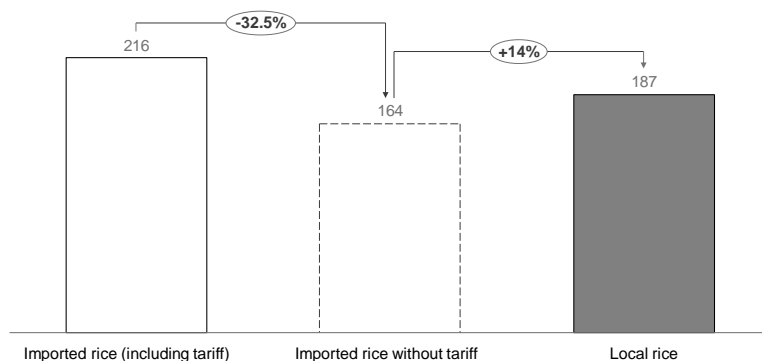






**If the 32.5% import tariff were removed, local rice would be 14% more expensive than imported rice, requiring either production cost or margins to fall**

Price comparison of domestic and imported rice, 2009 [N / KG]



Source: USAID GLOBAL FOOD SECURITY RESPONSE NIGERIA RICE STUDY, 2009



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Source: BMGF's Presentation at West African Seminar on Rice Development on 18 Feb. 2012

## Future steps

- Efforts to collect voices of various private players through our key partners (side events, surveys)
  - AGRA (Policy, Market Access)
  - BMGF (in its portfolio countries)
  - USAID (Feed the Future, SAGCOT)
- Similar survey in some other CARD countries?



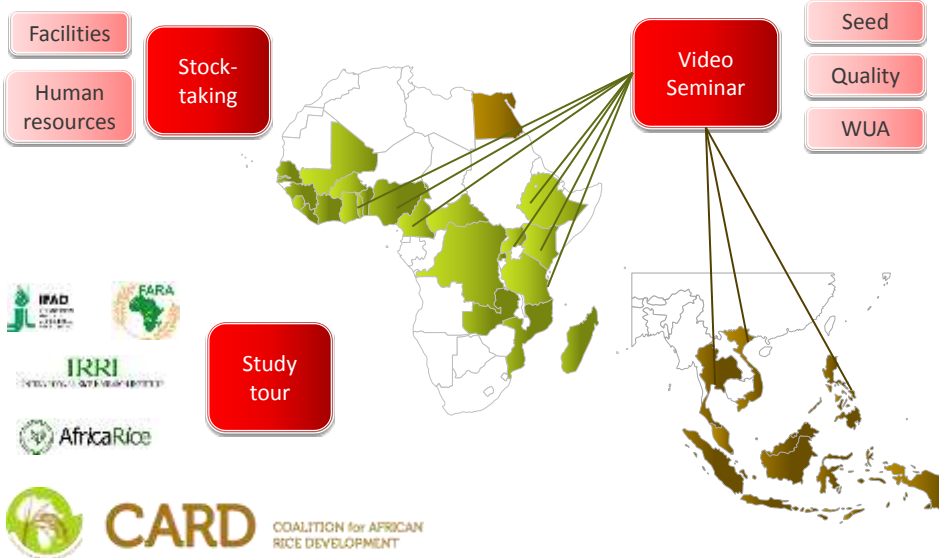
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## 4. SOUTH-SOUTH COOPERATION



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### South-south cooperation



## South-south cooperation

What African countries can learn from Asia...

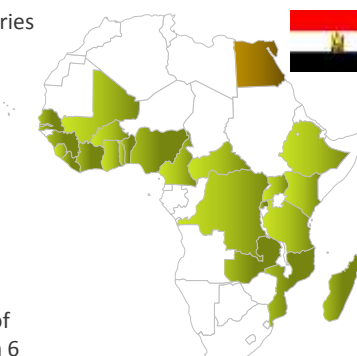
	Policy / Institution	Infrastructure	Human Resource	Provision / Support	Info / Knowledge
<b>Seed</b>	<ul style="list-style-type: none"> <li>Seed policy</li> <li>Seed law / standard</li> <li>Seed multiplication / delivery mechanisms</li> </ul>	<ul style="list-style-type: none"> <li>Breeding facilities</li> <li>Multiplication facilities</li> <li>Distribution facilities</li> </ul>	<ul style="list-style-type: none"> <li>Research staff (breeder)</li> <li>Community (if CIVT)</li> <li>Technicians (multiplication)</li> <li>Distributors (public/commercial)</li> <li>Implementation of quality standard (public)</li> </ul>	<ul style="list-style-type: none"> <li>Free distribution / subsidies by the public sector</li> </ul>	<ul style="list-style-type: none"> <li>Research results on breeding (new varieties etc)</li> </ul>
<b>Fertilizer</b>	<ul style="list-style-type: none"> <li>Fertilizer policy</li> <li>Fertilizer law / standard</li> <li>Fertilizer delivery mechanisms</li> </ul>	<ul style="list-style-type: none"> <li>Production facilities</li> <li>Distribution facilities</li> </ul>	<ul style="list-style-type: none"> <li>Implementation of quality standard (public)</li> </ul>	<ul style="list-style-type: none"> <li>Free distribution / subsidies by the public sector</li> </ul>	<ul style="list-style-type: none"> <li>Research results on fertilizer use (application ratio etc)</li> </ul>
<b>Irrigation / water mgt.</b>	<ul style="list-style-type: none"> <li>Policy on water use</li> <li>Laws and regulations</li> <li>Groups (water user association)</li> </ul>	<ul style="list-style-type: none"> <li>Full irrigation facilities</li> <li>Lowland rain-fed facilities</li> </ul>	<ul style="list-style-type: none"> <li>Farmers (on-farm water management)</li> <li>WUA (collective resource management)</li> </ul>	<ul style="list-style-type: none"> <li>Non-regularly budgeted technical services</li> </ul>	<ul style="list-style-type: none"> <li>Research results on on-farm / community resource management</li> </ul>
<b>Tech. dissemination</b>	<ul style="list-style-type: none"> <li>Research and extension policy</li> <li>Groups (farmer association)</li> </ul>	<ul style="list-style-type: none"> <li>Facilities for research and extension</li> </ul>	<ul style="list-style-type: none"> <li>Researchers / technicians</li> <li>Extension staff</li> <li>Farmer leaders</li> <li>Farmers / farmer groups</li> </ul>	<ul style="list-style-type: none"> <li>Non-regularly budgeted technical services</li> </ul>	<ul style="list-style-type: none"> <li>Research results on on-farm technology package</li> </ul>
<b>Mechanization</b>	<ul style="list-style-type: none"> <li>Mechanization policy</li> </ul>	<ul style="list-style-type: none"> <li>Factories / workshops</li> </ul>	<ul style="list-style-type: none"> <li>Artisans for manufacturing / maintenance</li> <li>Operators</li> </ul>	<ul style="list-style-type: none"> <li>Provision of machines</li> </ul>	<ul style="list-style-type: none"> <li>Research results on mechanization</li> </ul>
<b>Quality improvement</b>	<ul style="list-style-type: none"> <li>Policy for quality improvement</li> <li>Quality standard</li> </ul>	<ul style="list-style-type: none"> <li>Quality processing / packaging</li> <li>Effective storage</li> </ul>	<ul style="list-style-type: none"> <li>Operators of processing / packaging</li> <li>Operators of storage</li> <li>Staff for quality inspection</li> </ul>		<ul style="list-style-type: none"> <li>Research results on quality improvement technologies</li> </ul>
<b>Access to market</b>	<ul style="list-style-type: none"> <li>Trade policy (for imports, cross-border trading)</li> <li>Professional groups (farmers, processors, traders etc)</li> </ul>	<ul style="list-style-type: none"> <li>Storage / road</li> <li>Access for traders, consumers</li> </ul>	<ul style="list-style-type: none"> <li>Farmer groups</li> <li>Processors</li> <li>Traders</li> </ul>		<ul style="list-style-type: none"> <li>Research results on trade</li> </ul>
<b>Access to credit</b>			<ul style="list-style-type: none"> <li>Lenders</li> <li>Borrowers (individual / group)</li> </ul>	<ul style="list-style-type: none"> <li>Provision of financial capital for credit schemes</li> </ul>	<ul style="list-style-type: none"> <li>Research results on credit issues (eg. credit worthiness of the each stakeholder on value chain)</li> </ul>
<b>Overall policy</b>	<ul style="list-style-type: none"> <li>National strategies</li> <li>Regional policies</li> <li>Research policies</li> </ul>				<ul style="list-style-type: none"> <li>Research results on overall rice sector development</li> </ul>



## South-south cooperation: Stock-taking

**Human Resources**

- More than 128 Rice Researchers/ Experts in the variety of fields of expertise from 6 countries






Stock-taking





Facilities


Human resources

**Facilities**

- Rice Research Institutions/ Training Centres in the variety of fields of expertise from 6 countries



## SSC Video Conference Seminar

**Topics**

- Seed multiplication / distribution (19 Sep)
- On-farm / off-farm techniques for grain quality improvement (for small-scale farmers) (19 Oct)
- Water User Association (16 Nov)

**Target participants**

- Government organisations (staff involved in seed distribution, irrigation)
- Private-sector companies (seed seller, rice miller)
- Farmers' groups

**Format**

- Lectures through video conference

Seed

Quality


WUA

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## South-south cooperation – Platform & Study tour

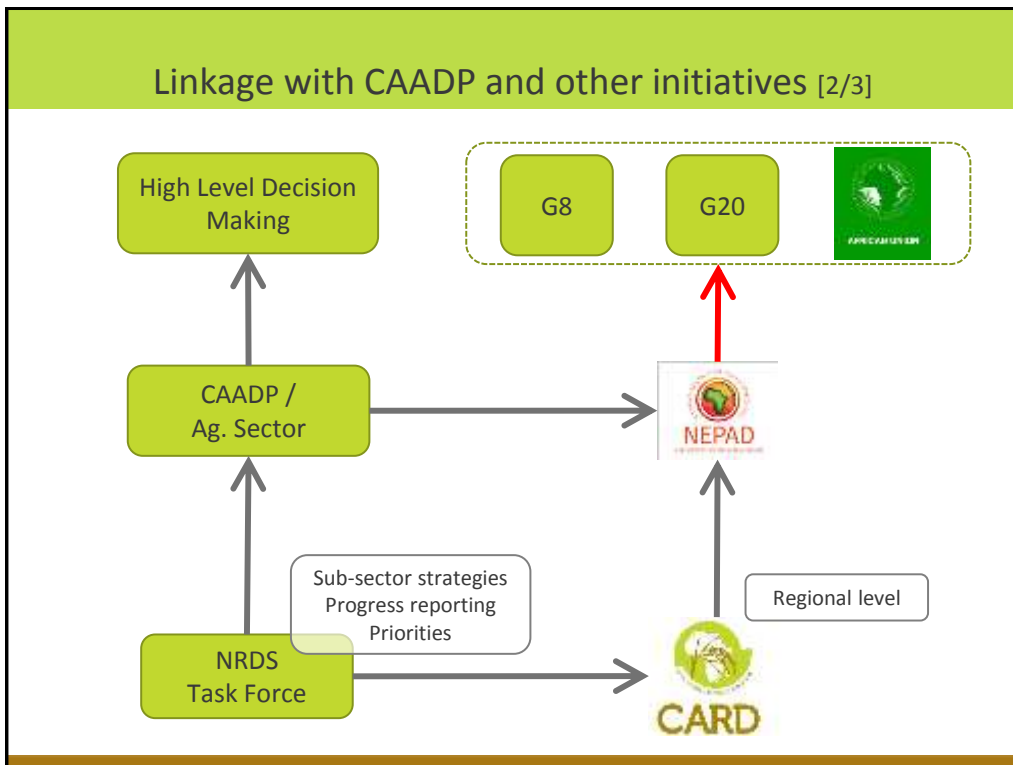
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## 5. CAADP



## Alignment to CAADP [1/3]

<p><b><u>At Regional Level</u></b></p> <p><b>NEPAD-AU as one of three key founders of the Coalition</b> - Jointly with AGRA and JICA at TICAD IV (Japan, May '08)</p> <p><b>Key African development partners as the Steering Committee members</b> - NEPAD-AU, AGRA, AfricaRice, FARA (Pillar IV)</p> <p><b>Gained recognition for the contribution in the implementation</b>          - <a href="#">A side event at 8th CAADP Partnership Platform</a> (Kenya, May '12): <a href="#">Communiqué Annex 2</a></p> <div style="display: flex; align-items: center;">   </div>	<p><b><u>At Country Level</u></b></p> <p><b>Integration of the result of NRDS implementation to CAADP</b> - Matching priority interventions into CAADP/ Providing project concept notes to CAADP Country Team (Ghana, etc), same focal point (e.g. Guinea, Madagascar)</p> <p><b>Integration of NRDS into CAADP Investment Plan</b> - NRDS as 'Rice Chapter' (e.g. Ghana – METASIP, Sierra Leone – SCP)</p> <p><b>CAADP-CARD F/Ps Dialogue</b> –a 3 yrs Training and Dialogue in Japan proposed by JICA</p>
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### Its Collaboration with Other Initiatives [3/3]

#### CAADP

- At county level
- At regional level – NEPAD Secretariat, 8th CAADP PP Communique Annex 2

#### G8 New Alliance

- [The Fact Sheet](#), the Camp David Summit (May 2012) A 'Technology Platform'
- ET, GH, TZ + BF, CI, MZ

**Where we are**

#### G20

- Agricultural Ministerial Declaration 'Action Plan on Food Price Volatility & Agriculture' (June 2011)

#### Grow Africa/ WEF

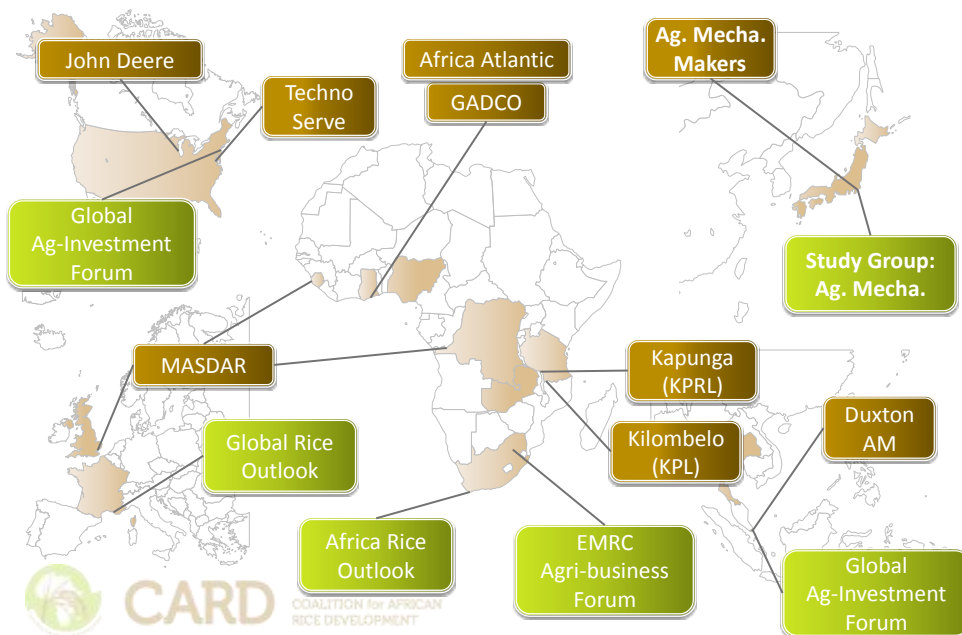
- Rice as a priority for investments by Gov'ts: ET, GH, TZ, BF, MZ, etc

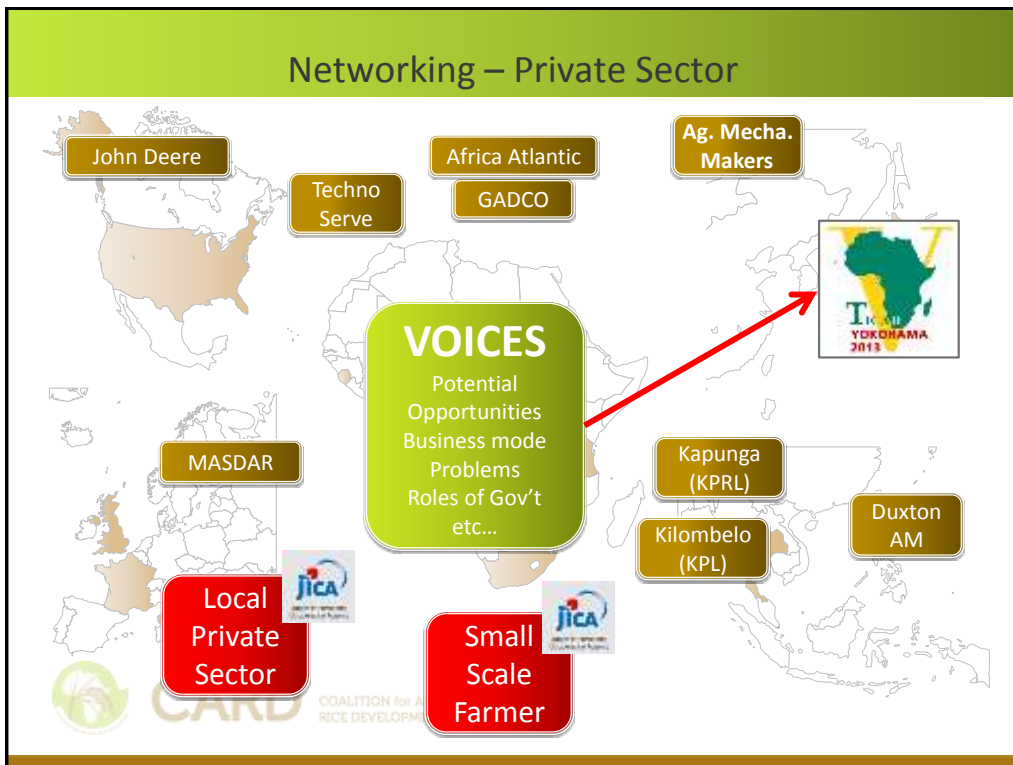


## 6. NETWORKING WITH PRIVATE SECTOR



### Networking – Private Sector





### Some more...

Growing large commercial investments – examples:

- About 1.5M ha in 13 SSA countries with 29 land deals, investors mainly from outside continent, 48% of 45 global rice land deals, 3% of 924 global land deals [Land Matrix DB]

- Ghana – 5,000ha in 5 years in Sogakope, invested by Global Agri-Development Company (GADCO), sold to local market under its own Copa brand, with \$10M by Seattle-based hedge fund Summit Capital and with \$1.5M by NY-based Acumen Fund
- Ghana – Grow Africa: The Ghana Commercial Agriculture Project (GCAP), a joint project of the Government of Ghana, World Bank and USAID

## Some more...

*(continued)*

- Nigeria – PPP under Agricultural Transformation Agenda (ATA) such as;
  - Badeggi Mill in Niger State privatized and managed by Deanshager Projects Ltd, expanding from 30,000 MT/year to 100,000MT/year, contracting out with 3,000 farmers;
  - \$12m Ofada/ Veetee Mill in Ogun State expanding from 30,000MT/year to potential 200,000 MT/annum; CLAM
  - Omor Mills (15,000MT/year) in Anambra owned by FG managed by Olam
  
- DRC – EUR400m investment by Heineken to Bralima breweries producing primus beer, contracting out rice farmers, purchasing 30,000MT, 16% of national production, with the support by EUCORD, financed by Dutch Government , as well as with the assistance by USAID and the World Bank



## Milestones and Way Ahead

Event	Achievement
<b>TICAD IV</b> May 2008	<ul style="list-style-type: none"> <li>• Official launching of the Initiative</li> </ul> 
<b>GM 1</b> Oct 2008	<ul style="list-style-type: none"> <li>• Operational inception of the Secretariat</li> <li>• Start support of the First Group (G1) countries</li> </ul> 
<b>GM 2</b> Jun 2009	<ul style="list-style-type: none"> <li>• G1 countries with the Version One of the NRDS</li> <li>• Expansion of the Steering Committee members (8→11)</li> </ul> 
<b>GM 3</b> May 2010	<ul style="list-style-type: none"> <li>• G1 countries on situation and gap analysis</li> <li>• Start support of the Second Group (G2) countries</li> </ul> 
<b>GM 4</b> Nov 2011	<ul style="list-style-type: none"> <li>• NRDS implementation on track</li> <li>• Emerging actions to include the private sectors</li> </ul> 
<b>GM 5</b> Feb 2013	
<b>TICAD V</b> Jun 2013	<ul style="list-style-type: none"> <li>• <span style="color: red;">Turning point to gear efforts towards promotion of private sectors</span></li> </ul>

THANK YOU



**CARD** COALITION for AFRICAN  
RICE DEVELOPMENT

## Webpage

- A tool to share information and particularly assist project planners to generate effective rice-related interventions that create synergies with other key stakeholders

[www.riceforafrica.org](http://www.riceforafrica.org)



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