

A photograph of a woman in a red patterned dress, smiling and holding a large basket of white grains. The background is a blurred rural setting. The image is partially covered by a dark red wavy shape that serves as a background for the title text.

Agroecological Enterprises and Service Providers in West Africa

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Acronyms

3AO	Alliance for Agroecology in West Africa
AE	Agroecology
AEE	Agroecological Enterprises/Agroecological Entrepreneurs
AEF	Agroecology Fund
AFSA	Alliance for Food Sovereignty in Africa
ECOWAP	Agricultural Policy of ECOWAS
ECOWAS	Economic Community of West African States
EU	European Union
FAO	Food and Agriculture Organization
NAFSN	New Alliance for Food Security and Nutrition
NGO	Non-Governmental Organizational
OM4D	Organic Market for Development
PES	Plan for Emerging Senegal
PFJ	Planting for Food and Jobs
PGS	Participatory Guarantee System
SP	Service Providers
UNFCC	United Nations Conference on Climate Change
UNCTAD	United Nations Committee on Trade and Development

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Executive Summary

This study sought to glean insights from agroecological entrepreneurs and service providers about what are the necessary enabling factors for agroecology. The purpose was to gain understanding of the relationships between agroecological entrepreneurs (AEEs), a range of service providers (accelerators, banks, incubators, microfinance programs, NGOs, social entrepreneurs) as well as policy makers, researchers and advocates, on the one hand and agroecological movements and markets, on the other. The study generated qualitative data by interviewing 21 agroecological entrepreneurs (AEEs) and 13 service providers in four countries (Burkina Faso, Ghana, Senegal, and Togo). What is documented here provides glimpses, based mainly on perspectives captured at a specific moment in time, about the effectiveness of agroecological enterprises and various service providers. This study also identifies, from the perspective of AEEs and SPs, some of the contextual factors affecting the business and investment opportunities for Agroecology at both the country and regional levels.

In terms of business growth agroecological enterprises are expanding across the region, not because of, but despite receiving inadequate support from national governments. The expansion of agroecological enterprises seems to be most visible in West African countries, which use French as a national language. Togo is perhaps the best example of how rapidly agroecological enterprises are mushrooming. Currently, the country has more than 12 agroecological enterprises. Yet more indicative of the business opportunities in the region, is the growth in Togo's organic exports to the European Union, which are now the second largest in Africa. Critically, it is not only export of agroecological products to global markets that tell the tale of growth of agroecological entrepreneurship. According to the AEEs engaged, the local markets in all four countries are demanding more agroecological products that are currently supplied.

Generally, the role of service providers in strengthening agroecology has been positive. This is particularly true of non-governmental organizations (NGOs) who have provided much needed technical support as well as engaged in advocacy to create a more enabling environment for agroecological enterprises. Financial institutions, incubators and accelerators cannot be said to have positively impacted agroecological markets as they are not really engaged with agroecological entrepreneurs, especially in ways that recognize the specificity of their

needs. For instance, an acute challenge facing most of the AEEs is their inability to access affordable credit. This difficulty in accessing credit restricts business development in terms of production quantity, value addition, quality of packaging and marketing.

Government institutions, especially those in the agriculture sector, are presumably mutually invested in the success of agroecological enterprises. However, the perspectives of AEEs and SPs across the four countries reveal that government support for agroecology is problematic. On the one hand, there is limited support, for example, via government support of agricultural inputs such as organic fertilizer. On the other hand, provision of fertilizers is biased towards inorganic fertilizers. Moreover, the impact of providing fertilizers is limited given that investment in irrigation, storage, and machinery remain inadequate to the scale of the challenge. Most significantly, government support is not deliberately focused on small holder farmers, but geared towards industrial agriculture. Consequently, governments are not doing as much as they could to support agroecology. Still there are positive signs of change. The government of Burkina Faso is currently developing legislation that will benefit agroecology. In Togo the government has developed a financial mechanism that helps agroecological enterprises access credit. Nonetheless, governments across West Africa can do much more to strengthen markets for agroecology.

There are multiple reasons why more is not taking place. On the most basic level there is the issue of awareness. Consumers are not adequately aware of agroecological products. There remains inadequate distinction between conventional and agroecological products. Relatedly, there are not enough agroecology specific markets that provide opportunities for customers to experience and purchase agroecological products. The acute dearth of such spaces constrains the building of networks and relationships between AEEs and SPs as well as between AEEs and consumers necessary for constructing/strengthening markets.

There are other fundamental reasons that also constrain the development of agroecological markets. Two reasons seem to over-determine the politico-economic context: 1) primary commodity export orientation of most countries and 2) growing inequality. Together these play critical roles in constraining policies and practice that could enable agroecological markets. To understand why AEEs and some SPs identify access to affordable credit as a problem and limited consumer purchasing power as a limit to growth of agroecological markets is to understand the structural conditions that constitute and are constituted by the dominant primary commodity export focus and the wealth and income inequality across the region.

In response to the learnings gleaned from this study, a number of recommendations are provided. Some of these require that AEEs take greater initiative. For example, it is important that AEEs initiate collective activities to raise awareness of agroecological products. In other areas, SPs have a critical role to play. For example, SPs, especially financial institutions, can co-develop with AEEs financing mechanisms that strive to increase the economic autonomy of AEEs. Of critical importance is that SPs work with AEEs to strengthen capacities of small holder farmers, AEEs, and citizens to advocate for progressive policies (e.g. land rights for women) and practices that can enable agroecology.



Agroecological Enterprises and Service Providers in West Africa

Agroecology,
“the right of
peoples to healthy
and culturally
appropriate food
produced through
ecologically sound
and sustainable
methods, and their
right to define
their own food and
agricultural systems”

Introduction

Agroecology is often understood as science, practice and movement. As a science it refers to the combination of agronomy and ecology. Agroecology is the “application of ecological science to the study, design and management of sustainable agriculture” (Altieri M.A., 1995). As an agricultural practice, agroecological agriculture takes a holistic approach so that agriculture is more sustainable socially, ecologically and economically. As a movement, agroecology aims to realize food sovereignty. La Via Campesina, the largest peasant organization in the world, defines food sovereignty as “the right of peoples to healthy and culturally appropriate food produced through ecologically sound and sustainable methods, and their right to define their own food and agricultural systems” (Nyéléni Declaration 2007). As a movement, agroecology aims to support the realization of food sovereignty by strengthening the autonomy of small holder farmers, landless people, farm workers, indigenous people and others marginalized. Importantly, agroecological agriculture is environmentally sustainable and productive (Pretty 2006; UNCTD 2008).

Given the potential of agroecology to ensure sustainable food systems, there is increasing interest in the

The purpose is to gain understanding of the relationships between agroecological entrepreneurs (AEEs), a range of service providers (accelerators, banks, incubators, microfinance programs, NGOs, social entrepreneurs) as well as policy makers, researchers and advocates,

relationships between agroecology and markets. This study seeks to glean insights from agroecological entrepreneurs and service providers about what are the necessary enabling factors for agroecology. The purpose is to gain understanding of the relationships between agroecological entrepreneurs (AEEs), a range of service providers (accelerators, banks, incubators, microfinance programs, NGOs, social entrepreneurs) as well as policy makers, researchers and advocates, on the one hand and agroecological movements and markets, on the other. Put differently, the objective of the study is to identify key ingredients necessary for building and/or strengthening markets for agroecological products and services. To do so the study engages some agroecological enterprises (AEEs) and some of their service providers (SPs) across four countries in West Africa: Burkina Faso, Ghana, Senegal and Togo.

Agriculture in West Africa is at a crossroads. Food production across the region continues to be dominated by small holder farmers who produce most of the food consumed locally. Governments, concerned to gain foreign exchange, are interested in scaling up production, most often for the export market. As a result, they tend towards prioritizing the expansion of the industrial agriculture model. A plethora of entities have also sought to influence the development of agriculture in West Africa. For example, Alliance for a Green Revolution in Africa, Yara, the New Alliance for Food Security and Nutrition are but some of the different actors seeking to influence the direction West African countries will take –towards a deepening of the industrial agriculture model¹. An alternative model, mentioned earlier, is proposed by movements of and by small holder farmers and some civil society actors. This alternative is agroecology.

An alternative is necessary because the West African region faces serious challenges. Climate change is a prime example. In a region where rain fed agriculture is the norm, climate variability introduces greater risk in agriculture and threatens food security. The COVID 19 pandemic has exposed the extreme fragility of West African food security². Agroecological agriculture offers ways to mitigate current and pending crises, such as declining soil fertility and loss of biodiversity. Moreover, agroecology also creates opportunities for entrepreneurs to grow markets that value sustainability, ecosystems, services,

1 See IPES Food the Added Values(s) of Agroecology

2 See Oxfam's Covid-19: 50 Million People Threatened by Hunger in West Africa

resilience, and equity. But how do these agroecological entrepreneurs work with service providers to develop an enabling environment? What is the regional context in which these agroecological enterprises operate?

A cursory review of the context in Burkina Faso, Ghana, Senegal and Togo reveals similarities that are consistent with regional studies. West Africa countries, as in most of Africa, have become net importers of food³. The Economic Community of West African States (ECOWAS) has strived unsuccessfully to increase food production in the region and to direct various external initiatives⁴. For instance, in Burkina Faso, Ghana, Senegal and Togo governments are providing subsidies for agricultural inputs, which focus mainly on inorganic fertilizers. However, there have been some developments which are positive from an agroecological perspective.

West Africa countries, as in most of Africa, have become net importers of food.

Senegal is currently one of the pilot countries on the Agroecology Scaling Up Initiative of the Food and Agriculture Organization (FAO). The initial Plan for an Emerging Senegal, the country's strategic development plan, did not originally include Agroecology. However, recently the government of Senegal has added Transition to Agroecology as part of the five major components of the Commission's Priority Action Plan, the second phase of Plan for Emerging Senegal, (2019-2024).⁵ Additionally, Senegal has introduced an Agroecology Desk in the Ministry of Agriculture since 2019-2020⁶.

In recent years Burkina Faso's Ministry of Agriculture has taken some initiatives⁷, to promote Agroecology. For example, the Organic Market for Development (OM4D) supports Agroecology, which aims to improve the livelihoods of smallholder farmers by connecting them to national and international organic markets while supporting their adaptation to existing and emerging local and global challenges such as climate change, natural resource scarcity and depletion, and inequality. It takes advantage of the growing demand for organic products as a driver for development.

Togo is potentially the West African country that is seeing the greatest development of the region's potential for Agroecology. The sector is experiencing a significant growth in Togo. Between 2018 and 2019, Togo has more than doubled its exports of organic agricultural products to the European Union. Going from 22,000 tons to nearly 45,000 tons over the period, an increase of 102% was recorded.⁸ These figures make the country the second largest African exporter of organic produce to the EU (after Egypt), the 14th largest exporter

3 See <http://www.fao.org/3/i2497e/i2497e.pdf>. Why has Africa become a Net Importer of food?

4 See https://oi-files-d8-prod.s3.eu-west-2.amazonaws.com/s3fs-public/file_attachments/bp-ecowap-fragmented-policy-131115-en.pdf.

5 See <http://www.fao.org/agroecology/database/detail/en/c/1255441/>.

6 See <http://www.fao.org/agroecology/database/detail/en/c/1255441/>.

7 See https://www.agriculture.bf/jcms/pv10_103431/fr/developpement-de-l-agroecologie-la-solution-par-une-integration-dans-les-politiques-agricoles.

8 See <https://www.togofirst.com/fr/agro/0806-5670-le-togo-2eme-exportateur-africain-de-produits-bio-vers-lunion-europeenne>

Togo

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102%

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exporter worldwide**
(it was ranked 31st in
2018), and once again
the largest exporter to
Europe in ECOWAS.

Côte d'Ivoire	(23,503 t)
Ghana	(20,318 t)
Burkina Faso	(13,312 t)
Senegal	(4,765 t)
Benin	(2,081 t)
Niger	(640 t)
Nigeria	(289 t)

Organic agriculture
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36,000
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worldwide (it was ranked 31st in 2018), and once again the largest exporter to Europe in ECOWAS. For the sub-region, Togo is ahead of Côte d'Ivoire (23,503 t), Ghana (20,318 t), Burkina Faso (13,312 t), Senegal (4,765 t), Benin (2,081 t), Niger (640 t) and Nigeria (289 t). Organic agriculture employs more than 36,000 people in Togo. Therefore, organic agriculture occupies a preponderant place in the agroecological sector.

If Togo is on one end of the spectrum, Ghana is near the other. In Ghana, the policy context is not favorable to agroecological enterprises. The extant policy framework favors the industrial agriculture model and is deeply oriented towards export. Take for instance, Ghana's dominant agricultural programme -- Planting for Food and Jobs (PFJ) -- which aims to further government's commitment to increase the use of fertilizers in agriculture and "improved" seeds. However, the PFJ cannot be said to be supportive of Agroecology in any substantive way. Despite the fact that PFJ provides some subsidized organic fertilizers it is less than 25% of the total amount of the industrial chemical fertilizers that are subsidized. Perhaps most telling of the lack of support is the capacity (staffing) of the Organic Desk within the Ministry of Food and Agriculture. This unit, designed essentially to support export oriented organic agriculture, does not currently have even 10 staff members. Essentially the unit is understaffed and has not been capacitated to deliver its mandate. It is important to note here that this is the case even in a context where the agricultural export model is dominant. To the extent that support for export oriented organic agriculture is so limited, it is indicative of the context in which Agroecology and agroecological enterprises operate⁹.

In short, the West Africa context in which agroecological enterprises operate is characterized by continuities as well as context specific variations. With a bit of context established, the next section seeks to understand how agroecological enterprises and their service providers can create an enabling environment for Agroecology.

⁹ For a more detailed overview of the context of agriculture in West Africa see the 2020 IPES-Food, The Added Values(s) of Agroecology by Goita and Frison.

Key Ingredients for an Enabling Environment

What does it mean to have an enabling environment for Agroecology? For the purposes of this research, an enabling environment refers to a context that values, supports, expands, deepens, and rewards Agroecology. This is why it is important to look at agroecological enterprises and their service providers, broadly conceived. Their perspectives on what is necessary for an enabling environment provide important insights. The driving question of this research project is: what are the factors that are necessary to create an enabling environment for agroecological enterprises to thrive? Table 1 below shows the responses provided by selected agroecological enterprises in the four countries.

Table 1: Top Three enabling factors for AEES by Country

Top Three enablers	Burkina Faso	Ghana	Senegal	Togo
1	Agricultural mechanisation to reduce the drudgery of work (3 of 5)	Access to affordable finance is the first priority (4 of 6)	Greater collaboration between farmers and government. This needs to be more inclusive and ensure the participation of agroecological farmers (2 of 2)	Define a legal framework for Agroecology (3 of 5)
2	Access to low-cost inputs (Subsidized agricultural inputs to reduce the cost of production) (3 of 5)	Access to water is the 2nd biggest priority (2 of 6)	Strengthening knowledge of existing agroecological farming between farmers, with consistent and systematic Government support.	Ease the access to finance (3 of 5)
3	Raising awareness of consumers and producers on Agroecology (products/ practices) (4 of 5)	Access to transportation/ transportation infrastructure (2 of 6)	More accessible certification processes	Reduce taxation of organic products (5 of 5)

The table above reveals that in each of the four countries the different AEEs understand the priorities to create an enabling environment a bit differently. This highlights that a one size fits all approach will not be the most effective. However, there is some tentative convergence across the four countries. For example, access to finance is the first and second biggest enabler among the majority of AEEs in Ghana and Togo. To the extent that agricultural mechanization can be seen as a function of access to capital, then the AEEs in Burkina Faso can also be said to be making access to capital a number one enabler; in this context, access to credit is the prerequisite for procuring machinery.



Key Enabling Factors from a Service Provider (SP) Perspective

What are the top three factors that service providers believe are necessary to create an enabling environment for agroecological enterprises? This question was posed to service providers in the various countries. These are the results below from SPs across the 4 countries.

Table 2: The Top Three Enablers from a Service Provider's perspective

Top Three enablers	Burkina Faso	Ghana	Senegal	Togo
1	Integrating religious and customary leaders into the Agroecological movement will help to raise awareness among the population	Businesses need to strengthen packaging of products and strengthen the overall presentation of the enterprise and its products to the market.	Research action/ collaboration with other service providers	Synergy of action of all actors
2	Developing the market: informing consumers more about the benefits of consuming agroecological products		More training for all actors of Agroecology	Create a legal framework for Agroecology
3	Involve researchers more in the agroecological movements to produce scientific work in the field of Agroecology		Access to community-based micro credit	Facilitate access to credit

Top Key enabling factors - Service providers perspective

- Quality packaging and marketing
- Marketing
- Access to affordable credit
- Research

The results in the table above are based on the feedback of 6 service providers (1 in Togo, 1 in Burkina Faso, 1 in Senegal and 3 in Ghana). Of the top three priority enablers, two were shared by multiple service providers in Ghana: 1) – quality packaging and marketing and 2) marketing.

From the table above we can observe some additional points of convergence. The table shows that in both Senegal and Togo the third most enabling factor is access to affordable credit. However, other priorities identified by SPs in Ghana were also identified by SPs in the other three countries. For instance, an SP in Senegal identified research as a top three priority and this was shared by an SP in Burkina Faso and in Ghana.



Key Enabling Factors from Policy Actors Perspective

Policy actors are also service providers. However, because they have the singular means to create, implement and enforce policy (at least theoretically) they are more uniquely positioned vis a vis other actors to enable systemic change. It is with this understanding we sought to get some insights from policy actors. This was limited to two countries: Ghana and Togo.

Table 3: Top Three Priorities that Policy Actors believe are Necessary for an Enabling Environment

Top Three enablers	Ghana	Togo
1	Create opportunities for producers to demonstrate their products and network with aggregators and processors. (e.g. Trade Fairs)	Bring together all the actors
2	Support producers/enterprises to get connected to more international markets to learn customers' needs.	To set up an incentive mechanism in favor of agro-ecological companies, in particular an advantageous tax system.
3	Build national and sub-regional markets for organic products. Then work backwards to strengthen production and build capacity to meet the needs of the markets.	Trade fairs

Policy actors in Ghana and Togo share a perspective on the priority enabling factors. A political actor in Ghana, a district level director of agriculture, identified trade fairs as one important forum for agroecological enterprises to showcase their products as they grow a market. Similarly, the policy actors in Togo also recognized the importance of trade fairs and made it the third most important priority. For policy actors in Togo, it was also important to strengthen the unity of all agroecological actors as well as to see to the implementation of a pro-agroecological enterprise tax structure. For the Ghanaian policy actor, the other top two priority enablers are: supporting agroecological enterprises to link with international opportunities and for government to play its role in building national and sub-regional markets.

Top Key enabling factors - Policy Actors perspective

- Trade fairs
- Unity of all agroecological actors
- Supporting agroecological enterprises to link with international opportunities
- Government to play its role in building national and sub-regional markets.
-

Some Obstacles to Thriving Markets for Agroecological Enterprises

Different factors help to constitute markets. The same is true for agroecological markets. Above, critical elements necessary to enable thriving markets were identified. The study also sought to identify some major obstacles to a more enabling environment for agroecological markets.

Table 4. Obstacles to thriving Agroecological Markets

Burkina Faso	Ghana	Senegal	Togo
Expropriation of land (the land is expropriated by the State and property promoters)	Limited purchasing power of majority of the population	Government/policy makers bias against agroecology; non-existent or limited state led support for organic inputs	Government/policy makers bias against agroecology; non-existent or limited state led support for organic inputs
Difficult access to bank loans (Constraints related to access to bank credit: high interest rates)	"Culture" of cheap food.	Credit system that exploits the vulnerability of farmers; compels agroecological enterprises to seek short term benefits to meet loan obligations	Narrowness of the local market and low purchasing power
Organic markets are hard to access and organic products are more expensive compared to conventional products. As a result, it difficult for organic producers to sell their products	Insecure land tenure		

Obstacles to thriving markets for Agroecological enterprises

- Insecure land tenure
- Inconsistent supply
- Limited access to affordable credit
- Low purchasing power of citizens

The obstacles as expressed by AEEs and SPs across the four countries help to complete the picture of the challenges to building a thriving agroecological market. In Burkina Faso, Ghana and Togo insecurity of land tenure and out right land expropriation are significant obstacles. For instance, limited access to and even loss of land undermines agroecological production. Importantly, markets for agroecological products will not grow if supply cannot satisfy demand consistently. Limited access to credit and/or access to credit at exploitative rates are other obstacles, raised in this instance, by SPs in Burkina Faso and Senegal. Yet another obstacle is the purchasing power of citizens. This cuts across all countries. That the majority of the population has limited income and even more limited incomes for discretionary spending means that market for agroecological products remains narrow.

Women, Gender and Agroecological Markets

Across much of the African continent, women are overwhelmingly involved in agriculture and agro-processing. Although this research project was focused on how to enable agroecological markets, it would be a mistake to ignore the question of gender and agroecological markets. Consequently, this study was deliberate about gaining insights into the relationship between gender, agroecological enterprises and markets. While these observations are hardly new, it is important to register them. Cognizance and intentionality can contribute to increasing gender equity.

Table 5. Some Learning about Agroecological Enterprises, Markets and Women's Financial Security

Burkina Faso	Ghana	Senegal	Togo
Agroecology contributes to women's autonomy	Strengthening agroecological enterprises and markets may disproportionately benefit women and therefore is potentially an important mechanism to increase women's financial security and children's wellbeing	For agroecological enterprises to benefit women optimally, women will need more support from government, including technical training and access to land	Agroecological enterprises may be an effective means of addressing multidimensional poverty, which disproportionately affects women
Agroecology helps to reduce (income) inequality between women and men	Strengthening agroecological enterprises and markets may also reduce seasonal outward migration of women and subsequent family disruptions.		Agroecological enterprises can generate income for small producers, especially women and youth.

That agroecological enterprises and markets have such positive potential for the lives of women, but also youth, the vulnerable and the wider society, also reveals why strengthening agroecological agriculture transcends the agriculture sector and necessarily includes Ministries of Gender and Social Protection, Labour, Health, Education, Transportation and Environment and Technology.

Women, Gender

- Agroecological enterprises/markets have positive potential for the lives of women
- Agroecology helps to reduce income inequality between women and men

The Context as It Is

The study has provided some insights into what AEEs and SPs think are necessary ingredients to building/sustaining thriving agroecological markets. What then, are the extant financial, non-financial and policy mechanisms which support agroecological entrepreneurship? The table below provides some examples.

Table 6. Mechanisms to Support Agroecological Entrepreneurship

Burkina Faso
<p>Non-Financial</p> <p>Granting plots of land to women so that they can develop Agroecology (EEA) https://eauterreverdure.org/qui-sommes-nous/</p> <p>Granting of micro-farms, islets to develop Agroecology (EEA) https://beoneere.wordpress.com/activites-et-formations/</p> <p>Training and information sessions for young people and women (EEA) https://aidmr.wordpress.com/programme/</p> <p>Accompaniment of groups and cooperatives (support for agricultural materials) (EEA) https://www.cnabio.net/a-propos/</p> <p>Training, monitoring and advisory support, advocacy and awareness raising, establishment of a local certification agency.</p> <p>Policy</p> <p>The PACTE project (Contract farming and ecological transition project) piloted by the Ministry of Agriculture, which aims to meet food demand through the development of contract farming, Agroecological intensification and the professionalisation of stakeholders (SP) https://www.afd.fr/fr/carte-des-projets/pacte-projet-dagriculture-contractuelle-et-de-transition-ecologique</p> <p>On the policy level, the PNDES (Plan National de Développement Economique et Social) contains axes that support Agroecology in Burkina Faso (SP)</p> <p>In terms of research, more and more researchers are involved in the promotion of Agroecology, the CNABIO and researchers from the Joseph KI-ZERBO University are collaborating on the development of bio-pesticides (SP)</p> <p>At the legal level, a law on Agroecology is currently being drafted at the level of the Ministry of Agriculture. Members of CNABIO were consulted for the drafting of this text. (SP)</p>
Ghana
<p>Financial: Not Applicable</p> <p>Non-Financial: Not Applicable</p> <p>Policy</p> <p>Ostensibly, Planting for Food and Job Programme that may be seen as a policy that has supported Agroecology indirectly through subsidies for organic fertilizers. https://mofa.gov.gh/site/programmes/pfj</p>
Togo
<p>Financial</p> <p>Since 2018, the government has implemented the Agricultural Finance Incentive Facility (MIFA). Based on risk sharing, MIFA allows the government and its partners to act as guarantors for producers, thereby reassuring banks that they will agree to provide financing to farms whose activities are considered “too risky” and which, in the absence of guarantees, have had little chance of receiving credit until now. https://www.togofirst.com/fr/agro/0107-5843-mifa-deux-ans-apres-son-lancement-les-chiffres.</p> <p>Non-Financial</p> <p>With regard to non-financial mechanisms, there are various initiatives to promote Agroecology, including training.</p> <p>Policy</p> <p>The “REDD” mechanism (Reducing Emissions from Deforestation and Forest Degradation) is a mechanism created at the UNFCCC Conference of the Parties, to provide economic incentives for large tropical forest countries to avoid deforestation and forest degradation. It started in Togo in 2016. https://www.reddtogo.tg/</p>

A Perspective from a Financial Service Provider

Many AEEs across the four countries identified access to affordable credit as a key ingredient for their success. This financial service provider provided a rejoinder to this issue. This SP wants the government to support the establishment of mechanisms to provide long term loans. This request is ironic. It is so because this specific issue was established to support agriculture. Yet, the institution does not currently and does not see itself able to support agricultural entities with long term loans. This then reinforces the very point that AEEs have made about the lack of access to affordable credit.

There are additional productive points of convergence between AEEs and this financial service provider. For instance, the SP, like the majority of AEEs believes that government support for irrigation facilities, tax waivers and incentive packages for agroecological enterprises are very important for building agroecological markets.

However, it is not all convergence between perspectives of AEEs and this financial institution. One area of tension is in regards to the relationship between agroecology and climate smart agriculture. In the financial SPs response to the questionnaire you can witness a privileging of climate smart agriculture and conflating this with agroecology or at least with sustainable agriculture. Ultimately, this is likely to be counterproductive for agroecology. That is, if banks are focused on financing climate smart agriculture, which is normally capital intensive, then these banks are unlikely to be financing small holder farmers adequately.



“More funding should be channeled to support advocacy groups that are pushing for practices that reduce greenhouse gas emissions.”

The financial SP is silent on who should be channeling funds to support advocacy groups. However, the SP does register that advocacy around climate change is necessary. Given that agroecology provides many ways to mitigate agriculture's contribution to climate change, it is critical that agroecology's advocates more effectively and persistently demonstrate and disseminate this tremendous potential of agroecology.

Critical Disconnects

There is at times disconnect between policies and/or institutions, on the one hand, and those that they are supposed to serve, on the other. To better understand what may be necessary ingredients for thriving agroecological markets, it is also important to understand the relationship between existing policies and/or institutions and their intended “beneficiaries.” The table below, focused on Ghana only, juxtaposes some key policies that may be assumed to be beneficial with perspectives about them from agroecological entrepreneurs, their potential “beneficiaries.”

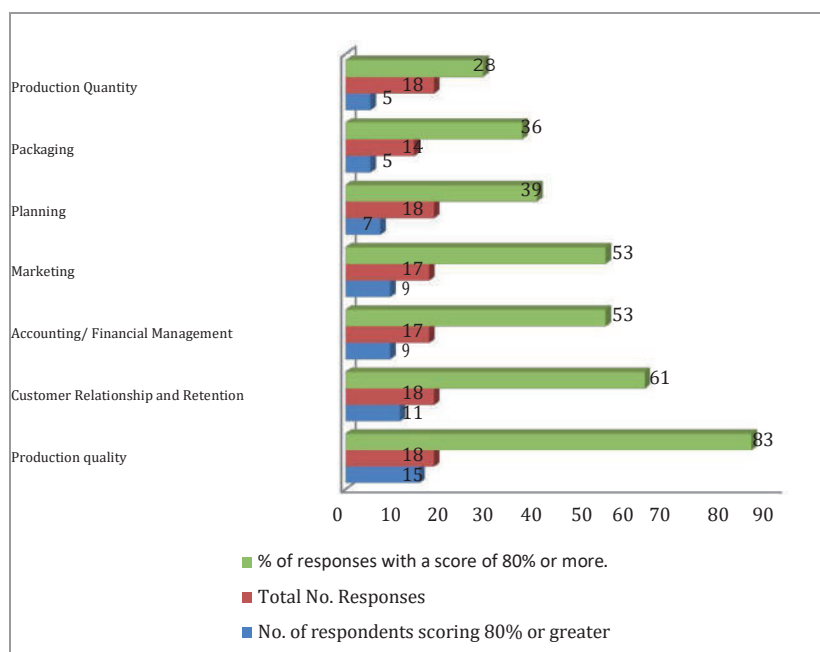
Table 7. Disconnects Between Enabling Mechanisms and Reality

Enabling Mechanisms/ Institution	Assumptions	Perspectives of AEEs
Planting for Food and Jobs (PFJ)	This is the flagship programme of the Ministry of Food and Agriculture. It has been providing organic fertilizers at subsidized prices. This was seen by one SP as a positive contribution to agroecological markets.	Of the six AEEs engaged, only one mentioned the PFJ. This AEE wanted the fertilizer subsidy to be stopped. Rather, they wanted the MoFA and GoG to invest in providing farmers with access to water via irrigation. The key argument was this: with water you can farm the entire year. With fertilizer but no irrigation, you are restricted to farming in the rainy season.
Organic Desk/ Ghana	This entity ostensibly provides service to organic farmers. It is geared primarily to those interested in the export of organic Produce.	Only one of the AEEs engaged mentioned the Organic Desk (though not as a specific entity). The perspective was not a complimentary one. Rather the AEE found it problematic that MoFA was only concerned with trying to encourage the AEE to export its organic produce than sell in the local market. An SP mentioned the Organic Desk, and did so specifically. It was a critique of the Organic Desk’s capacity. According to this SP, since the Organic Desk did not have more than 5, if that many staff, how could they possibly support organic agriculture for the entire country.

Are AEEs Ready to Thrive?

Thriving agroecological markets require that agroecological enterprises have the internal capacity to function optimally. This study did not attempt any independent assessment of the capacities of any AEE. Rather, the study simply sought to learn how the AEEs assess themselves along key aspects of a business. These included the following categories: planning; production quality; production quantity; small business accounting/finance; marketing effectively; and customer relationships and retention. Participating enterprises were asked to assess themselves on a scale from 1 to 10, where ten is the best possible score. Chart 1 below captures some of the responses to this question.

Chart 1. Organizational Capacity of AEEs



What do the responses tell us about AEEs? Let us start with the most positive. Eighty three percent of the AEEs believe that their production quality is equals to or greater than 80%. The next area is customer relationship and retention. Normally, a score of 61% might be considered as passing, but below satisfactory and definitely not good. Still, in this case it is positive. It is so because the AEEs consistently asserted that the 61% score for customer service and retention was not as a result of poor service. On the contrary, this was primarily a result of AEEs not being able to supply their products consistently. As the chart demonstrates

83% of the AEEs believe that their **production quality**

≥80%

Customer relationship and retention.

61%

primarily as a result of AEEs not being able to supply their products consistently.

28%

believed that their level of production is greater than 80%.

Many of the AEEs and some SPs had identified improving the **quality of packaging** as an enabling factor.

Organizational capacity self-assessment

The **capacity of AEEs to optimize opportunities** within their own sphere of influence is critical to building vibrant enterprises. Business capacity, but also advocacy capacity is a prerequisite if AEEs are to shift power relations towards a more equitable food system.

only 5 of the 18 AEEs that responded (28%) believed that their level of production is greater than 80%. Indeed, the AEEs consistently, when asked about enabling factors, identified those that would assist them in increasing the quantity of their production. Many of the AEEs and some SPs had identified improving the quality of packaging as an enabling factor. Therefore, the results of the organizational capacity self-assessment are consistent with the early findings. Only five of the fourteen AEEs who were involved in packaging believed that their current packaging was rated at 80% or better.

Planning is an area important to the success of any business. The data here reveals that only 39% of the AEEs engaged assessed their currently planning as 80% or greater. Based on the individual interviews, AEEs often asserted that their planning was negatively affected by not having funds to implement the said plans. In the two remaining categories which were part of the self-assessment -- marketing and business financial management -- the score was the same -- 53% of AEEs believed that their grades were 80% or above. This is also consistent with where the AEEs said they needed support to grow their businesses. The self-assessment data provided by the AEEs indicates that strengthening markets for Agroecology will require that AEEs expand their own capacities. The capacity of AEEs to optimize opportunities within their own sphere of influence is critical to building vibrant enterprises. Business capacity, but also advocacy capacity is a prerequisite if AEEs are to shift power relations towards a more equitable food system.

Are AEEs Organizing to Shift Power?

Dominant businesses do not achieve market dominance by eschewing politics. Transnational corporations that invest in industrial agriculture constantly engage in the political realm to shift policies and practices in their favor.

Take for example, a government's policy decision to subsidize inorganic fertilizers. This is not only "beneficial" to farmers. Rather, arguably the greatest beneficiary of such subsidies may be producer of industrial inputs. With this in mind, the study sought to learn about the extent to which AEEs were participating in governance.

In Ghana, only two out of the six AEEs engaged (33%) are actively engaged with policy making processes. In Burkina Faso and Togo 80 percent of the AEEs are engaged in governance. Conversely, in Senegal, the two of the five AEEs engaged have deliberately shunned participation in governance issues, while two others have engaged such processes and one declined to respond. Thus, in Senegal, 40% of the AEEs were actively seeking to participate in policy making issues relevant for agriculture.

This is a small sample so it is not particularly useful to generalize. However, if reflections are limited to findings of this research, we can make some general statements. It is evident that the AEEs interviewed in Burkina Faso and Togo are more actively engaged than the other two countries. Based on this limited sample size, both of those countries have participation of 80%. This is in sharp contrast to what pertains in Ghana, where only 33% of the entities engaged seem invested in trying to shape policy. Similarly, in Senegal only 40% of AEEs were engaged in governance. Despite the small sample size, there are important lessons here. Across all four countries more support is needed for agroecology. The two AEEs in Senegal who were explicit about their decision not to even try to participate in governance also remind us that it is common for marginalized groups to make cost benefits analysis and decide against attempting to engage governments for change. Given that agroecology is mostly practiced by smallholder farmers and they are often marginalized, especially when compared to industrial agriculture, then strengthening markets for agroecology may require strengthening social movements, perhaps even beyond agroecological/food sovereignty movements. Moreover, it suggests that there is a need for more active citizenship generally, and, more specifically, a critical mass of citizens who can proffer radical critiques and organize sustained strategic actions.

Initial Learnings and Tentative Conclusions

This research has enabled documentation of the perspectives of a small number of agroecological enterprises and their service providers, including government agencies. What is documented here is not necessarily generalizable in its entirety partially because it captures the perspectives of the various actors in a specific moment. The objective of the research was to generate insights into what AEEs and SPs perceive to be important for building/strengthening agroecological markets. It has done so. This conclusion provides some of the initial learnings:

1. The agroecological sector is expanding and has great potential for growth. Consumer demand currently exceeds the capacity of most businesses to supply consistently and in adequate quantity. Vegetables and fruits are most in demand; there is also a growing demand for value added products. (Burkina Faso, Ghana, Senegal, and Togo).
2. Most of the AEEs have established and maintained their business with their own capital. In some instances, they benefit from some support from external actors. (Burkina Faso, Ghana, Senegal, and Togo).
3. Women are well represented in agroecological enterprises. Agroecology and AEEs seem to contribute consistently to improving women's social and economic security. (Burkina Faso, Ghana, Senegal, and Togo).
4. There is inadequate awareness of the general public about agroecological products and their health, environmental and equity benefits. Moreover, the agroecological/sustainable agriculture/organic agriculture sector is divided. Nomenclature is a divisive factor. The multiple names -- agroecology, organic, sustainable agriculture -- have caused confusion and division. This is compounded by the entrance of additional terms such as climate smart agriculture and precision agriculture in the landscape. (Ghana).

5. Another factor stunting the development of agroecology is a lack of synergy on three levels:
6. (1) between practitioners (engaged in actual production); (2) between practitioners and others (including state actors and NGOs); and (3) between different service providers (e.g. various NGOs). (Burkina Faso, Ghana, Senegal, and Togo).
7. The environment is not adequately enabling for agroecological entrepreneurs. Generally, there is inadequate support for small holder farmers and aligned enterprises. The situation is worse for AEEs, because it is assumed that what is appropriate (or even advantageous) for non-agroecological farmers is also good for AEEs. Indeed, it could be said that the environment is hostile to AEEs given that some governments seem to believe that Agroecology/organic farming is not a viable option for feeding the nation and building agriculture based businesses. (Ghana)
8. Access to finance is not always the solution to some of the issues faced by agroecological enterprises. Indeed, some AEEs are deliberate about not accessing credit from commercial banks and other financial institutions. Not only are they wary of high interest rates and the pressure they exert on producers to seek short term gains at the expense of the environment, more fundamentally, some AEEs believe that community-based funding is more aligned with agroecology because any profits remain in the community thereby contributing to local economic development and strengthening solidarity economies. (Ghana and Senegal).
9. Agroecology has the potential to contribute substantively to improving women's economic security and well-being. However, for this to be realized women will need equitable access to land and other inputs, appropriate technical support and affordable finance. Governments and the agroecology movement must be more intentional in supporting women, especially women in rural areas. This should include technical support to women that encompasses skill acquisition in production, value addition, marketing and business management. (Burkina Faso, Ghana, Senegal, and Togo)
10. Agroecological production continues to be curtailed by the most basic and fundamental of inputs – access to water. The provision of irrigation services specifically for agroecological production could potentially be transformative of production. (Burkina Faso, Ghana, Senegal, and Togo)
11. There is no legal framework specific to the agroecology sector that provides an enabling legal environment, which could, for instance, facilitate public procurement or support tax exemptions. (Ghana, Senegal and Togo; Burkina Faso is in the process of developing legislation which may provide a positive example for West Africa).
12. Many indigenous/traditional agricultural practices are clearly “agroecological.” Thus there is a deep and widespread existing knowledge base which can support the strengthening of agroecology. However, precisely because agroecology is rooted in indigenous and traditional agriculture, it is often and deliberately mis-characterized as archaic and its potential dismissed. Proponents of agroecology will have to address this in order to strengthen the movement and build agroecological markets. (Burkina Faso, Ghana, Senegal, and Togo)

Big Issues

It is important to include in this conclusion some two reflections on additional learnings, that are fundamental, but which remained relatively unspoken. Yet these can be said to over-determine the building/strengthening of agroecological markets. These are

- (1) **the dominance of primary commodity export dependency** and
- (2) **inequality of wealth and income.**

Primary commodity export dependency refers to trade practices which trace their roots to colonization, where colonized entities were coerced to export products (e.g. cocoa, shea-nuts, cotton, timber, gold etc.) in their primary state. During formal colonial rule value addition was deliberately curtailed in the colonies. Value addition was the prerogative of colonizing states. The transition to quasi sovereignty has not ended primary export dependency. Indeed, the rise of neo-liberalism has intensified this phenomenon given that it has extended market liberalization¹⁰. Countries where primary commodity export dependency is dominant are unlikely to prioritize: 1) agroecological production and/or (2) small holder farmers. Ideologically, most governments are captive to the alleged superior productivity of industrial agriculture. Therefore, investment in agriculture is usually directed overwhelmingly towards large scale industrial farming, which government believes will provide more returns on any investment. This government view becomes even more dogmatic since these large scale farmers are usually producing for the export market, which brings the country foreign exchange. Primary commodity export dependency also tends to deny the necessary investment in small holder farming because policy makers often view small holder farming as unproductive and anachronistic.

This is not to say small holder farmers are being totally ignored. Increasingly, small holder farmers are being subjected to agricultural “modernization” initiatives. These aim to transform small holder farmers into consumers of industrial agriculture’s inputs – “improved” hybrid seeds, chemical fertilizers, herbicides, and fungicides. That small holder farmers purchase and use these inputs is also critical for them to be better incorporated into contract farming and out-grower models that feed export oriented agriculture. In fact, whether or not small holder farmers are incorporated into export oriented agriculture directly, to the extent that they become dependent on industrial agriculture’s input they become ensnared in relations that capture and redistribute value away from the communities of small holder farmers to

¹⁰ See: AFSA. A Study of Policies, Frameworks and Mechanisms Related to Agroecology and Sustainable Food Systems

elites, whether local or transnational. It is important to also note that the growing presence of supermarkets and their ability to shape the prices of primary products introduce another way in which small holder farmer value is appropriated. In short, the primary commodity export model remains intact and coexists with other modes of expropriation that target agricultural inputs dependency and some that extract value by controlling the most lucrative markets. All of these are drivers of inequality.

“Inequality has reached extreme levels in the [West African] region, and today the wealthiest 1% of West Africans own more than everyone else in the region combined”.¹¹ In 2018, Burkina Faso, Ghana and Senegal were three of the fastest growing economies in Africa. The latter two were also two of the fastest growing economies in the world, witnessing growing economies and growing inequality. Is this relevant for strengthening agroecological markets?

“The wealthiest 10% of Ghanaians now account for 32% of the country’s total consumption. This is more than the consumption of the bottom 60% of the population combined”.¹² Although not as stark as inequality in Ghana and Nigeria, other West African countries are also experiencing rising inequalities. Interestingly, inequality was never explicitly mentioned by AEEs or SPs during the research. However, two AEEs and one SP spoke about the limited purchasing power of many citizens.

Purchasing power and disposable income are indelibly linked to income and wealth. Inequality of wealth and income is a factor that fundamentally affects the building/strengthening of agroecological markets. Inequality is not only the rich getting richer. They do so at the expense of those living in poverty, whose poverty inequality deepens. As a result, growing inequality shrinks the disposable income of the majority of the population. This in turn reduces the potential customer base for agroecological products/services. That is, to the extent that inequality deepens poverty and shrinks disposable incomes of the majority it has a negative impact on consumption in general, and agroecological products specifically, since these tend to cost more to produce and may have a higher cost in markets.

Given that agroecological producers do not receive the same level of support as non-agroecological producers, the former tend to have a higher cost of production. If in trying to secure sales they do not raise prices or reduce the quantity sold for the going market price, the likelihood that production will not be adequately remunerative increases. In this context, agroecological enterprises will operate at a loss. Again, it is the inequality driven constrained purchasing power that dictates consumption patterns.

When purchasing agroecological products becomes more challenging for majority of consumers, especially for those with low income levels, agroecological markets cannot grow, or grow adequately.

It is important to note here, that the impact of inequality in wealth and income is not limited to the immediate ability to consume agroecological products. Inequality of wealth and income affects, for example, saving practices and availability of affordable credit. If inequality

11 See: The West African Inequality Crisis. <https://oxfamlibrary.openrepository.com/bitstream/handle/10546/620837/bp-west-africa-inequality-crisis-090719-en.pdf>

12 See: Ibid.

shrinks disposable incomes, it also reduces the capacity of those with low incomes to save, within formal and informal institutions. Generally, the growth of income can drive/encourage “cultures” of saving. If these emerge or grow, they can increase the amount of funds financial institutions (and even individuals) have available to lend, which can make credit more affordable. (Recall that the lack of affordable credit is one of the main disenabling factors for agroecological enterprises). Conversely, inequality shrinks savings and increases the cost of credit, which negatively impacts small businesses.

Another indirect way that inequality may negatively impact the strengthening of agroecological markets is the way inequality and the conditions it creates contribute to shaping perspectives on the use and preservation of environmental resources. One selling point of agroecology is the positive contributions it makes to the environment. Because inequality creates hardships, it coerces those with the least resources to utilize some of the more fragile ecosystems to eke out survival. For example, small holder farmers who lose access to land, may feel compelled to use increasing quantities of inorganic fertilizers. Alternatively, small holder farmers with land may reduce fallow periods and/or clear more forested lands to plant monocultures. In either case, inequality produces conditions where the environment, or let us say nature, is cheapened¹³ in practice and in the realm of ideas. In doing so it destroys not only the resource base for agroecological production (i.e. life), it also creates/strengthens a perspective that is dismissive of the innate value of nature. To put it differently, if consumers do not care about the ecological impact of their consumption, agroecological producers lose one of their unique selling points. Inequality, not only shrinks the ability of some to consume, it also contributes to shaping our collective desires about what we wish to consume.

Critically, wealth and income inequality also fuels a culture of cheap food. In a context of deepening precarity and austerity, people are compelled to seek cheap food, or should we say calories, in their bid to survive intensified hardship. Inequality and reduced purchasing power makes eating more expensive. As a result, the more limited your income, the more your necessity for cheap food (or calories). In this context nutrition which can be achieved through diversity of food types, gives way to high calorie foods that may satisfy hunger but provide inadequate nutrition. The sheer density of numbers of people who need cheap food and ever increasing inequality and impoverishment creates a “culture” of cheap food. This sometimes engenders an understandable necessity among the impoverished for the least expensive food as well as, and more problematically, a perception among those that can afford to pay fair prices that food should be cheap. This may be called a “culture” because of the way undervaluing agriculture labour and the lack of consideration for the right of small holder farmers to fair prices is normalized.¹⁴

Relatedly, many governments, to stay in power and to curtail food catalyzed rebellions against inequality also strive to cheapen food. This is reflected in the productivist focus of many

13 My use of “cheapened” here and in the next paragraph where I discuss “cheap” food is informed by Patel and Moore’s use of “cheap” in their *History of the World in Seven Cheap Things*.

14 This phenomenon is part of what generated the emergence of the Slow Food Movement. See: <https://www.slowfood.com/about-us/>.

governments in West Africa¹⁵. The short term “greater” productivity of industrial agriculture in specific crops, (but not in producing a variety of crops) as well as the externalizing of the environmental and health costs of industrial agriculture corresponds to electoral cycles. To put it differently, in the absence of seriously tackling inequality, governments in West Africa are drawn to promises of the New “Green” Agricultural Revolution because surplus production, especially when they lead to gluts on the market which keep the price of food artificially low i.e. cheap. Ironically, then, inequality, creates conditions where the impoverished, and those who are not find common cause with the very governments who are failing to tackle inequality adequately -- to endorse the culture of cheap food. Yet, agroecologically produced food is not cheap, nor does it desire to be so; but inequality certainly delimits the strengthening of agroecological markets.

Taken together these learnings suggest that, agroecological enterprises thriving is not simply a matter of improved access to affordable credit via the banking sector. As AEEs in Senegal and Ghana expressed, community controlled financing mechanisms is a key ingredient. The learnings reveal that thriving agroecological markets will not be built and sustained mainly by NGOs providing timely technical training to AEEs in product packaging and marketing. This is absolutely necessary but insufficient. Building and sustaining thriving agroecological markets in West Africa, will require fundamental shifts in the region’s political economy. Agroecological and food sovereignty movements will have to successfully work with other movements to challenge the dominance of primary commodity export dependency and to reorient national economies so that they move towards radically reducing the growing inequalities of wealth and income. Perhaps the most important ingredient will be a well-organized food sovereignty movement that collaborates effectively and helps reenergize and radicalize labour movements, and, critically, finds cause with the masses of unemployed and underemployed youth. If agroecology, in all its dimensions is vibrant, then we will have thriving agroecological markets. With these learnings in mind, it is time to discuss recommendations with greater specificity.

¹⁵ See IPES Food. The Added Value(s) of Agroecology.



Recommendations

This study reveals that thriving agroecological markets need support to stimulate demand creation and other types of assistance to enable superior supply. These are general recommendations for the strengthening of agroecological markets.

Demand creation is fundamental to building thriving agroecological markets. Increasing knowledge and awareness about the benefits of agroecological products to the wider population is essential. If the population is more aware of the benefits of agroecological products some of them will seek these products and help build markets for them. Public procurement for agroecological products is a key tool that governments can use to strengthen markets for agroecological products. For example, governments can require that national school feeding programmes be required to procure at least 50% of their products from agroecological suppliers. Similarly, governments could deliberately buy products from agroecological suppliers for national buffer stocks, which will contribute to price stability and ensure a minimum basic income for agroecological producers.

To be able to supply superior products and services, agroecological enterprises (AEEs) need good finance (low interest rates, no payment requirements for a few years, flexible payment schedules). At the most basic level, with greater access to affordable credit, they will be able to increase production and generate more sales. Critically, more access to affordable credit enables investment in machinery (increased effectiveness and efficiency in production) better quality packaging, and increased marketing and distribution. It is important to note that although some AEE's want access to finance, many AEEs actually do not want money from banks – they highlight that what is needed is stronger community self-financing mechanisms.

AEEs desire targeted training specific to their needs and the present state of the enterprise. (For example, AEEs seeking to expand to

national, sub-regional and/or international markets may need training in online marketing and online sales).

AEEs must be provided with business friendly services for certification and registration of their products. This is aligned to the need for the certification agencies in the various countries to be adequately decentralized in each country so they are much more accessible to AEEs; and these agencies must also improve the quality of their services to AEEs (e.g. speed of processing product approval).

AEEs need good transportation. This has a wide range of meanings. From a more systemic perspective, there is a need for transportation infrastructure that makes moving of goods and services more effective and efficient. For rural enterprises it is also necessary to have transportation for /owned by the business. Transportation is important for moving of raw produce and finished products to markets as well as raw produce (inputs) to processing centres for value addition.

In order to strengthen agroecological markets across West Africa here are specific recommendations, which ought to be considered:

Agroecological Enterprises (AEEs)

1. Organize trade fairs to promote agroecological products and services. Seek collaboration with non-agricultural entities deliberately. For example, engage health, gender, and trade sector actors along with local level government.
2. Implement public awareness campaigns about agroecological/ organic/sustainable agricultural products. It would be important not to get trapped in divisions over the appropriate nomenclature.
3. Create independent registers of AEEs at district and then regional levels. This could be done by encouraging the use of Participatory Guarantee Systems (PGS), which are self-financed by AEEs.
4. Engage local government and food safety authorities to improve the product certification processes.
5. Strive to build/strengthen community and/or AEEs self-financing and support mechanism. For example, AEEs could organize to form a **buyers and sellers club** to reduce the cost of packaging material and shipping of value added products to larger markets.
6. Engage with local government about specific support for AEEs (e.g. participation in school feeding programmes).

Alliance for Food Sovereignty in Africa (AFSA) /Agroecology Fund (AEF)

Institute a small grant mechanism to provide financial support to select agroecological enterprises. This mechanism would provide grants of about \$5,000 each to selected agroecological enterprises. The focus here is on scaling up production (direct production and/or aggregation). These AEEs could be selected based on indicators such as: number of women involved in the value chain; potential impact on increasing women's income; AEE's growth potential; depth of agroecological practices; The selected AEEs would receive grants for two consecutive years, they would become eligible for a low-cost loan (\$10,000 maximum) in the third year. Repayment would begin in four months using a save and pay model. That is, 15% of the payment amount would go to a savings account that would be held in an escrow account for the AEE. The remaining 85% would cover principal and interest. The objective here is to ensure that after the AEEs has completed repayment of the loan it would gain control of it savings and therefore have additional liquidity (funds saved). Selection of the AEEs is very important. Identifying and partnering with agroecological enterprises with great potential for success and capacity to become an anchor organization that can support territorial agroecological hubs is critical for strengthening markets.

AFSA/AEF should partner with local NGOs and agroecology movement actors to support/establish community financial institutions (e.g. village saving and loans groups, credit unions). Matching funds should be provided to select community groups. These matching grants ranging from \$500 - \$1,000 per group would be provided to help the AEE scale up production of the right crops at the right time. Ideally, this will be implemented in the same region with the funding programme in the first recommendation. The objective is to grow the number of agroecological enterprises in a specific territory as well as increase the production of agroecological products as well as on- farm processing/value addition.

AFSA/AEF should work with other actors within the agroecological space to develop a mechanism to support packaging and marketing. This could include facilitating bulk purchasing of packaging material. The long term objective could include helping to establish a packaging and marketing cooperative. This entity would simultaneously reduce the transaction cost of procuring quality packaging material for AEEs as well as create

employment opportunities for youth. This same entity would pool resources and enable AEEs to access expert marketing services for their various products.

It would be important to site this packaging and marketing cooperative in the same region where the support for production is taking place in the initial year. Financial and technical support would be provided for at least three years. Initiatives to replicate the model could be initiated in the third year. However, if other initiatives of this sort emerged organically, then the AFSA/AEF consortium could potentially provide technical support.

AFSA/AEF should work with other entities that support agroecology to strengthen the agroecological movement. Here the focus should be on strengthening the capacity of farmers to engage in political analysis and action. Engagement with La Via Campesina is critical. It is important that AFSA/AEF do NOT only work with the already known organizations in the various countries. It is imperative that advocacy trainings are not organized by only farmer organizations, but by advocacy oriented actors. A key objective is to train community based advocates, especially women and youth. Advocacy training should go beyond training on mobilization, but extend to enabling political visions for social change that is concerned with big issues such as food politics, inequality, land rights for women, labour rights, tax justice, and climate justice (e.g. environmental protection).

The agroecological movements across the region should advocate for a policy change that makes it mandatory for the National School Feeding Programme to require that at least 40% of the food needed should be sourced from small holder agroecological producers, prioritizing local procurement to the greatest extent possible.

The agroecological movements across the region should advocate for a Public Procurement policy that requires that 50% of procurement for a National buffer stock system should come from small holder agroecological producers. The procurement modalities and the buffer stock system should aim to guarantee a minimum price for key crops to ensure that the price floor gives farmers a guaranteed basic income. Within this system, small holder agroecological producers should receive a premium for the positive contribution to enabling ecosystem services.

Appendices

Appendix 1: List of AEEs and SP's Engaged

Burkina Faso

Agroecological Enterprises (AEEs)
<p>ASY (Association Songtaab-Yalgré) ASY has 7 groups, 6 of which are located in rural areas; the structure has 1247 members (98% of whom are women). The main products are sesame oil and shea butter Upper 5 regions (Central Plateau Region, Centre Region, South Centre Region, Haut Basin Region, West Centre Region)</p>
<p>BEO-NEERE AGROÉCOLOGIE CNABio certified organic producers and highly active trainers in agroecology. The main products are vegetables and fruits. Upper 3 regions (Centre, North, Centre-North, Centre-East)</p>
<p>NAPOKO, FERME Establishment of an agroecological garden, a breeding site and an organic restaurant; participates in the training of women in agroecology. The main products are fruits and vegetables. Upper Central Plateau Region</p>
<p>AIDMR (Association Interzones pour le Développement en Milieu Rural) Diffusion des pratiques agroécologiques et le renforcement des capacités des producteurs pour la gestion des ressources naturelles. The main products are fruit, vegetables, millets, maize. Upper Central Plateau Region, Central West Region</p>
<p>BIOPROTECT BF Research, production and distribution of products for organic soil fertilization and ecological crop protection. The main products are - Organic inputs (bio-pesticide, bio-fertilizer), sesame, vegetables, fruits. East Region</p>
Service Providers (SPs)
<p>CNABio (Conseil National de l'Agriculture Biologique) A pioneering structure in the promotion of agroecological practices in Burkina Faso, through training, monitoring and support advice, advocacy and lobbying; It also enabled the establishment of a local certification body.</p>

Ghana

Agroecological Enterprises (AEEs)
<p>Attarah Ltd. This social enterprise processes baobab oil and shea butter. It also makes and sells baobab candy. This enterprise works closely with women, especially widows.</p>
<p>Kofi Vinyo Ventures This company produces food for domestic and international markets. The processing of tiger nuts is a primary activity.</p>
<p>Noyine-Ganiseerum is a women's cooperative farm that produces for the local market. It is based in the Upper East Region of Ghana.</p>
<p>Abarike Ventures This Agroecological farm is owned and managed by a husband and wife team. The farm produces food crops as well as fish, pigs and poultry for the local market.</p>
<p>SowGreen Farms Is an organic farm that produces a wide range of "exotic" vegetables (e.g. arugula, Chinese cabbage, string beans, radish etc.), as well as traditional Ghanaian vegetables (e.g. kontomire, alefu, sweet potatoes etc.). They also process and bottle fresh fruit juices.</p>
<p>Songtaar Tietaa Songtaar Tietaa Enterprise is a company based in the Upper West Region of Ghana. This company is led a female entrepreneur who works closely with women groups to produce a wide range of products which include: sorghum flour, dawadawa powder, shea butter, neem oil, ground nut paste and other products.</p>
Service Providers (SPs)
<p>Agriculture Development Bank This was Ghana's first bank and was founded to support agriculture.</p>
<p>The Centre for Indigenous Knowledge and Organizational Development (CIKOD) The Centre for Indigenous Knowledge and Organizational Development (CIKOD) is an NGO with an extensive history of supporting agroecology.</p>
<p>Participatory Guarantee Systems Ghana This entity works with farmers to become certified as organic producers.</p>
Policy Makers/Actors
<p>Organic Desk -- Ministry of Food and Agriculture (MoFA)</p>

Senegal

Agroecological Enterprises (AEEs)
<p>CEEDD (Centre d'Ecoute et d'Encadrement pour un Développement Durable) This is composed of 5 women's groups with farming as their main activity and transformation. They are located in Thies (West of Senegal)</p>
<p>ONG des villageois de Ndem This AEE is located in Diourbel (central Senegal). They support the population for a better living condition through farming. They are also active in transformation, training, marketing/they started selling their products internationally</p>
Service Providers (SPs)
<p>GRET is an international development NGO Located in Dakar (West region) capital city of Senegal since 1985 They focus on agriculture, access to water, microfinance, among others</p>
<p>CREATE! Located in Kaolack, Fatick (central and south) and Louga (North region), they target specifically women's groups and train them on best practices in farming, marketing and breeding. They provide services to the local population on how to access water with renewable energy and how to make organic fertilizers.</p>

Togo

Agroecological Enterprises (AEEs)
<p>Ferme Pilote de l'Association les PERma-JARDins du Togo (PERJAT)/Kouma Konda (+228)90270213 perjatogo@gmail.com Based in the Plateau region, it is an agroecological enterprise promoting organic farming in Togo. It also aims to perpetuate knowledge on local and traditional medicinal plants. In addition, it organizes ecotourism meetings.</p>
<p>Groupe d'Actions pour un Développement Durable et Intégral, GADDI-Togo (+228)93482797 gaddi-togo2025@gmail.com Contributes to the preservation and management of the environment and natural resources and fight against climate change. Promotes grassroots development through agroecology, health education, entrepreneurship and tourism. Promotes access to sustainable energy at the level of rural and urban populations.</p>
<p>SOJA PLUS BIO Soja Plus BIO is a company that specialized in the production and marketing of organic soybeans and market garden products. Its aim is to promote ecological agriculture in the Dankpen area. (+228)90063544 sojabioplus@gmail.com</p>
<p>Centre International de Développement Agro pastoral (CIDAP) -Kara Region (00228) 25650251/91436148 cidapbagabaga@gmail.com Started as family initiative, it has two farms and a shop selling organic products. It popularizes agroecological systems and promotes ecotourism</p>
<p>AREJ +228) 90 01 72 61 arejtogo@gmail.com The AREJ is a socio-economic development company that offers young people in difficulty professional training for better integration in rural areas. It specializes in the reclamation of depleted land and the social integration of youth in difficulty. In 2014, AREJ invested in raising awareness among producers in its region and gave birth to the Agro-bio-Savanes in order to popularize agroecology and the preservation of peasant seeds. Its objective is therefore to promote ecological agriculture in the Savannah region and throughout Togo through awareness, training and transmission of know-how and agroecological approach.</p>
Service Providers
<p>ONG SONGOU-MAN +228027700922 songouman@gmail.com It is a community-based association specialized in tree nurseries and reforestation. Since 2007, it has made community and family reforestation coupled with composting and the rehabilitation of village forests its battle horse for sustainable agriculture. In August 2016, the association obtained the status of NGO.</p>
<p>CABINET CBMQ SARL +228 99 00 39 14 Located in Lomé, the CBMQ firm specializes in organic certification. It provides training in agricultural entrepreneurship, quality control, fair trade and organic agriculture.</p>
Policy Makers/Actors
<p>Director of Monitoring and Evaluation, Ministry of the Environment</p>
<p>Director of Planning, Ministry of Agriculture</p>

Appendix 2: Methodology

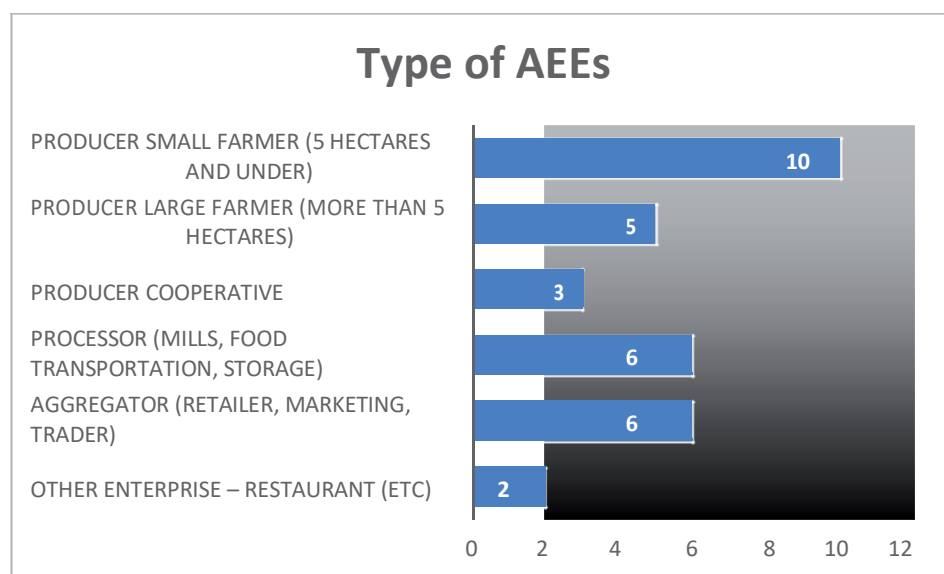
This study was conducted over a period of three weeks through semi-structured interviews with a range of agroecological enterprises and their service providers. In each of the four countries at least five agroecological enterprises were engaged and at least one service provider. In Ghana and Togo, in addition to service providers, policy makers were included. Appendix A provides a list of the various AEEs and SPs engaged. Appendix B offers further details on the methodology.

The study utilized is a qualitative approach where semi-structured in-depth interviews with agroecological enterprises/entrepreneurs (AEEs) and Service Provides (SPs) afford an opportunity to gain insights related to the key questions guiding the research project. During the course of the research 18 agroecological entrepreneurs and 13 service providers including public policy experts were engaged. Some of these interviews were conducted in person. For example, many of the interviews with farmers took place on their farms and included a walking tour of the farm to enable observation. Given COVID-19 concerns, some interviews that were planned as in-person, changed to online interviews (using Skype or Zoom). In a few instances a questionnaire was sent to respondents for them to complete. One focus group discussion was organized via Zoom with four participants. Six other entities were invited to participate, but did not actually make the focus group discussion.

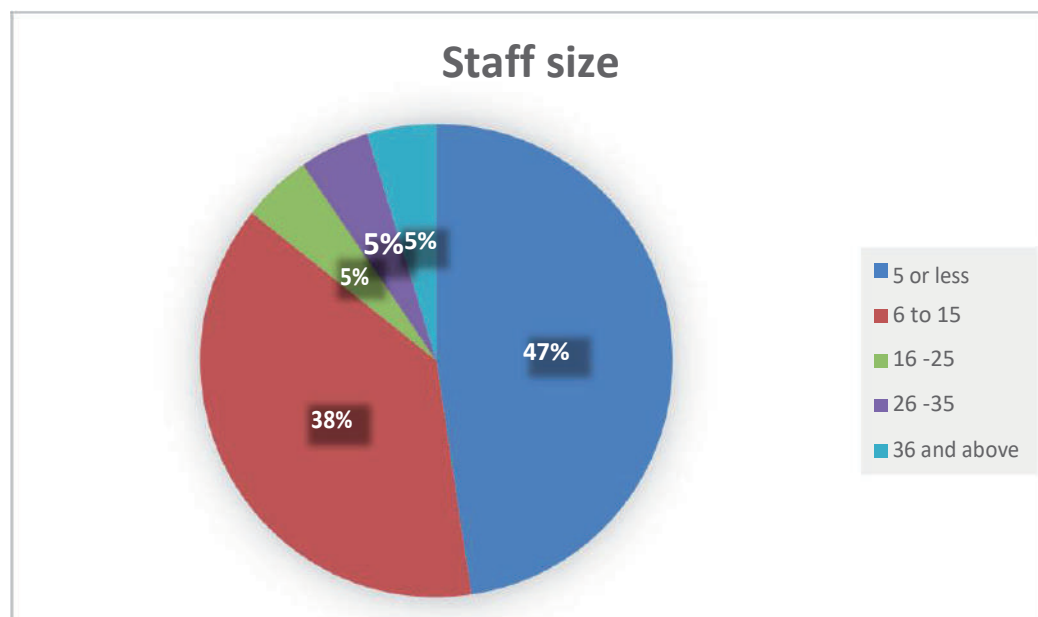
Service providers were further disaggregated to separate policy makers from policy actors. That is, policy makers were understood to have the unique capacity to make and enforce policy, which positions them uniquely to enable systemic change. During the course of this study we focused on policy makers in Togo and Ghana. We chose those countries for specific reasons. Because in the prior AFSA study, Togo was identified as the country with the most AEEs, we decided it would be important to try to learn what was making that possible. Given that Ghana does not seem to have advanced as far in promoting agroecological markets as the other three countries in this research project, we deemed it necessary to understand what pertains there. This is particularly important, because Ghana is the second biggest economy of the West Africa region.

To gain understanding of the context, especially in relation to financial, non-financial, and policy mechanisms that were/are beneficial to AEEs, we used what may be called “grounded tracing.” In this approach, a researcher does not simply identify the existing mechanism (e.g. policy) which may be beneficial or otherwise based on literature/policy reviews. Rather, the researcher is attentive to the actual mechanisms (financial, non-financial, policy etc.) which the AEEs (in this case) identify. The point of this approach is to privilege the entities and policies that a particular AEE may mention because it has or is understood to have real relevance for the business of the AEEs. In this way, the researcher does not risk highlighting mechanisms which “may” be of use, because they exist. Instead, what is given primary attention is those mechanisms that are actually having impact according to the perspective of AEEs whether this impact is substantive or negligible, whether it is real or imagined.

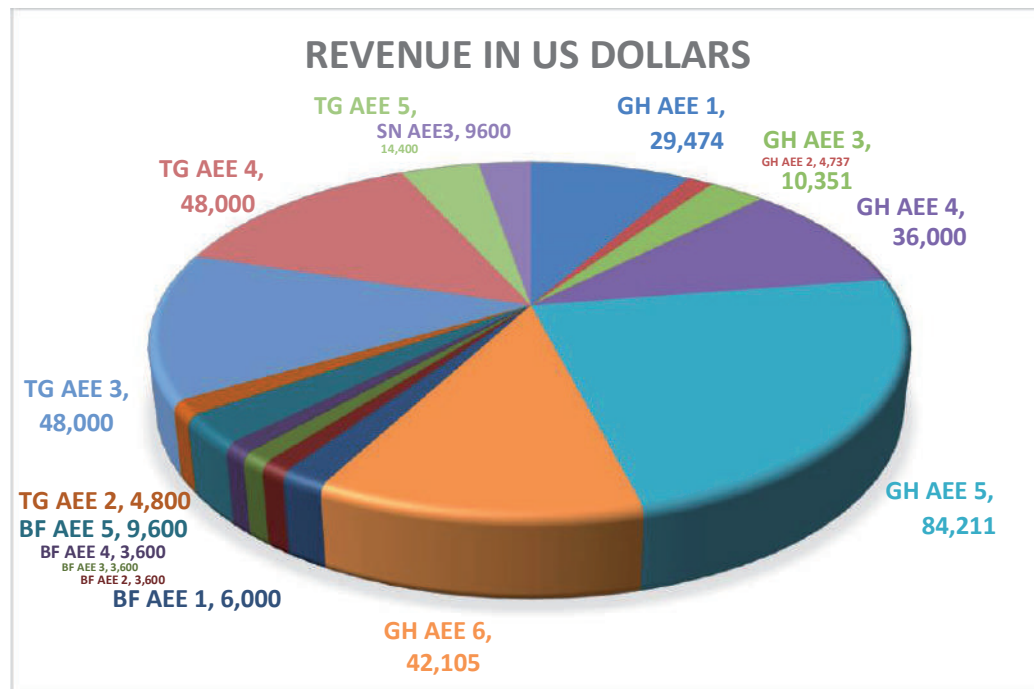
Appendix 3: The Types of AEEs



Appendix 4: AEEs and Employment



Appendix 5: The Revenue of the AEEs



Based on the study, the findings suggest that the revenue of AEEs are as follows:

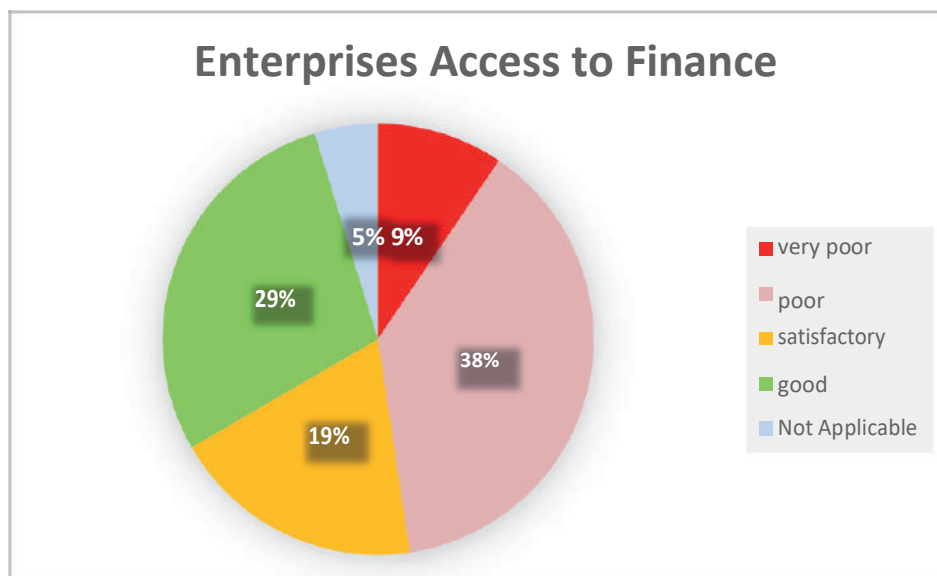
Average annual revenue: \$23,231.81

Median annual revenue: 412,375.44

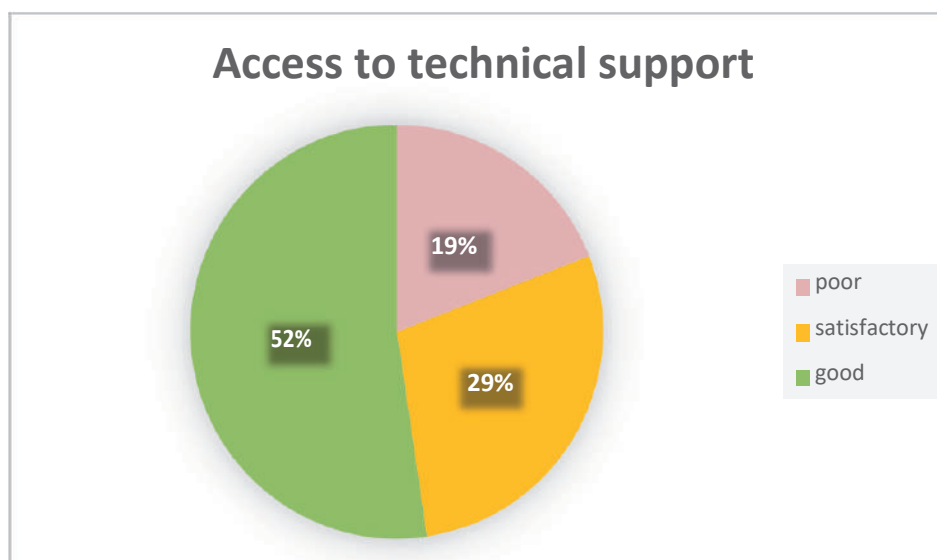
The number of AEEs earning \$5,000 or less annually is: 5

The number of AEEs earning \$50,000 or more annually is: 3

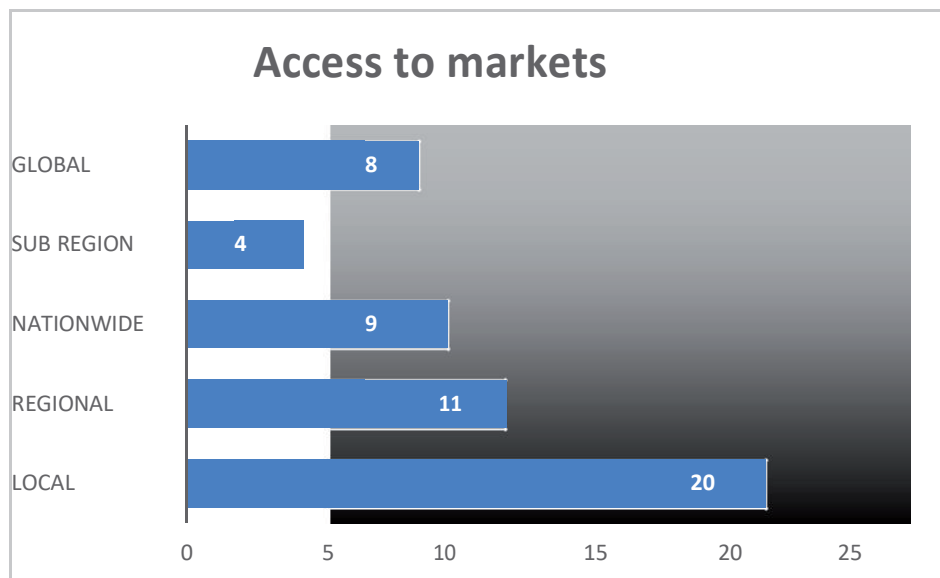
Appendix 6: Enterprises Access to Finance



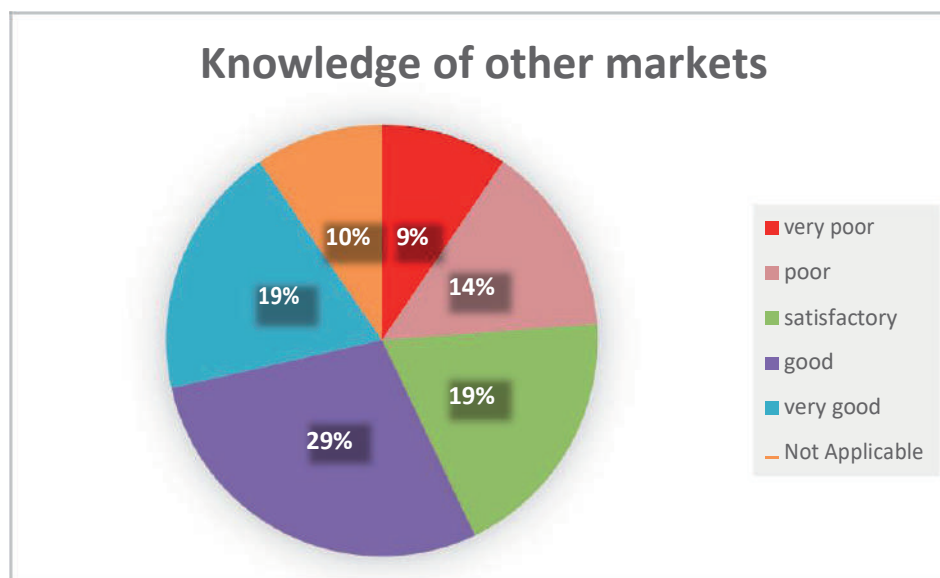
Appendix 7: Enterprises Access to Technical Support



Appendix 8: AEs Access to Territorial Markets



Appendix 9: AEs Knowledge of other Markets



Appendix 10: Ghana and Agroecology: A Brief Political, Economic, Social, Technological, Legal and Environmental Analysis

Please note: *Given that the other three countries (Burkina Faso, Senegal, and Togo) have participated in previous AFSA studies it is assumed that it is not necessary to provide an additional analysis of the context as is provided for Ghana.*

In Ghana, the policy context is not favorable to agroecological enterprises. The extant policy framework favors the industrial agriculture model and is deeply oriented towards export. Take for instance, Ghana's dominant agricultural programme -- Planting for Food and Jobs (PFJ) -- which aims to further government's commitment to increase the use of fertilizers in agriculture and "improved" seeds. However, the PFJ cannot be said to be supportive of agroecology in any substantive way. Despite the fact that PFJ provides some subsidized organic fertilizers it is less than 25% of the total amount of the industrial chemical fertilizers that are subsidized. Perhaps most telling of the lack of support is the capacity (staffing) of the Organic Desk within the Ministry of Food and Agriculture. This unit, designed essentially to support export organic agriculture, does not currently have even 10 staff. Essentially the unit is understaffed and has not been capacitated to deliver its mandate. It is important to note here that this is the case even in a context where the agricultural export model is dominant. To the extent that support for export oriented organic agriculture is so limited, is also indicative of the limited support for agroecology. In short, agricultural policy in Ghana is not intentional about strengthening agroecological/organic sustainable agriculture.

The economic context in Ghana is another important factor affecting the building of thriving agroecological markets. More specifically, economic inequality is a major factor in Ghana's context. On the one hand, inequality of wealth and income plays a significant role in constraining the potential market for agroecological products; to some extent, the amount of disposable income of consumers may influence the amount of them that consistently purchase agroecological products, especially those that have gone through value addition processing. On the other hand, wealth and income inequality also shapes the buying practices of the wealthy, because some of them may lean towards purchasing foreign made products, partially because they are often a status symbol. That is, to the extent that where one shops and what one buys is indicative of class standing, inequality of income may constrain the purchase of locally produced agroecological products, which are also not as readily available in supermarkets. Inequality of wealth and income also negatively impacts national saving patterns. Inequality of incomes, for instance, means that a greater number of people will spend their income on consumption and have less available to save. This in turns negatively affects the availability and cost of credit in the local economy, which also limits the ability of businesses to access affordable credit.

The social context of Ghana is also an issue in the development of agroecological markets. One element of this is the desire for foreign products. This is linked to a belief, in some instances, that foreign products are of better quality. Recently, there have been attempts to promote "Made in Ghana" products, led by the Food and Drug Administration (FDA). This promotion of MIG seems to have had some success, especially for the promotion of local rice. However, another development in the Ghanaian market is the emergence of the "Ghanaization" of products. This refers to the deliberate branding of products produced outside of Ghana, being branded with "Ghanaian names" to create the impression that it is a local product. To give

two examples, the above is true for some agricultural inputs as well as tinned fish products in the Ghanaian market. Aligned to this is the practice of procuring inputs outside of Ghana and then packaging it in Ghana as a Ghana made product. For example, granola products made up of oats and dried fruits are increasingly packaged in Ghana as a made in Ghana product. In the social context, attitudes towards ecological products and a culture of cheap food are also of significance. Although there seems that there is a growing interest for ecological products among segments of the population, this is not adequately widespread to shift the context in favor of agroecological products.

When combined with a “culture of cheap food” – that is, a desire to purchase food at the cheapest possible prices, -- then there remain considerable challenges in strengthening markets for agroecological products.

The technological context in Ghana also militates against the building of agroecological markets. Many agroecological enterprises indicated the lack of basic technologies. Perhaps the most basic, yet most profound technological gap is inadequate irrigation facilities. This has a major constraint on production, because it restricts farming to the limits imposed by rainfall. This is especially true for areas in Ghana which only experience one rain season. However, even agroecological entrepreneurs in parts of Ghana that have two rain seasons are also limited by the lack of access to irrigation. The lack of other basic technologies negatively affects the productivity of agroecological entrepreneurs. For instance, the limited availability of refrigerated transportation and storage facilities leads to tremendous post-harvest loss of all producers, including agroecological producers. Critically, important labour saving devices and machinery for value addition, especially on farm value addition, are not readily available and this limits the efficiency of production by agroecological producers.

Legal factors must also be considered to understand the ecosystem. Currently, in Ghana, the extant legal context does not necessarily support agroecology and agroecological products. For example, although there are national standards on what constitutes “organic”, this is not adequately enforced to ensure that products labelled organic are truly so; this generally undermines market differentiation as well as consumer trust in the verifiability of ecological products. That said, there is a somewhat positive development with the strengthening of participatory guarantee systems in Ghana. However, it must also be noted that organizers of PGS have had challenges with gaining and maintaining the participation of organic farmers. Another legal challenge is the November 2020 passage of the Plant Protection Variety Bill which attempts to introduce laws that advocates of food sovereignty and agroecology believe will work against the interest of small holder farmers.

Finally, it is important to examine the environmental context that shapes agroecological markets. As indicated by an AEE during this research, government zoning of specific areas as exclusively for organic production could be very supportive of agroecology. This is not the case. Moreover, environmental policies are not adequately enforced in Ghana and leads to a disabling environment for agroecological production. For instance, the ongoing pollution of water bodies through illegal mining, deforestation, government led opening up of foreign reserves to mining; lack of enforcement of laws to protect ground water and inadequate regulation of chemical use in farming all combine to produce an environment where agroecology's potential to offer solutions to pressing challenges are constrained by the very exacerbation of environmental destruction.

Appendix 11: Reflections on a “Regional” Study

Attempting to conduct a “regional” study of agroecological enterprises and service providers in four West African countries (Burkina Faso, Ghana, Senegal and Togo) provides opportunities for reflection.

The first and most basic question could be: what is a regional study? One could also ask: how is a regional study conducted? Put differently, is collecting data on and conducting interviews with entities and people across the countries which comprise a region, a regional study? Does research on countries within a region then the amalgamation of the data, the aggregation of findings, especially similarities and challenges qualify as a “regional” study?

This is what we did. We gathered data on agroecological enterprises (AEEs) and service providers (SPs) across four countries. We engaged duty-bearers across the four countries. We teased out similarities in the challenges faced by AEEs. We identified shared perspectives among SPs as well as AEEs. We observed the policy and legal frameworks that exist in the various territories which comprise the region. We also documented some common challenges expressed by AEEs and SPs. Indeed, through a very small sample of AEEs and SPs, we attempted to gain insights in the political, economic, technological, social, legal, and environmental factors that collectively constituted the context of this region. Yet, at the end of this process, we wish we could have done more, more things that would make us feel more confident that what we did can unconditionally be said to be a regional study.

On further reflection, not that we did not brood over the questions above from the beginning, we did; however, having completed our study we are better able to see what is and what is not. To study a region, perhaps, requires that one attends to the movement of people, ideas, goods, and services across “regional” borders. So to conduct a regional study of agroecological enterprises would probably mean that it would be important to examine what agroecological products and services are moving from where to where and this “where” must be some kind of imagined yet real nation-state imposed boundary. And we would also seek to know with what level of frequency and during which periods do these agroecological goods and services cross the borders which constitute the region. A regional study might also mean that one attends to what forces are enabling these movements, and to whom and what the benefits and burdens of these movements accrue and in what proportions. Additionally, a regional study would also look at the work of regional “boundaries”. Such a study may ask: what do the boundaries of a region produce?

So more specifically, if we had the opportunity to do a similar research project, we would aim to trace the movements of specific agroecological products (and services). For this, we may have to focus on the borders cum bridges, i.e. those towns that straddle the dividing lines of cartography. In this way we would do again much of what we have done, but, and here is the shift, there would be an additional product centeredness and territoriality to our focus. We would want to understand how what happens in one place influences other places, the relationships that ensue, and the selling of goods and services.

Appendix 12: List and Contacts of AEES and SPs – West Africa Study

Agroecological Enterprises

	Name of entity	Telephone No	Website	Contact Person	Position	Sex	Telephone No	Email Address	Location(s) of Enterprise	Area(s) of operation	Year it began operating	Year of official registration
Burkina Faso	ASY (Association Songtaab-Yalgré)	00226 70 59 20 98/00226 70 27 48 69		Mrs. Naré Sonia/ Mr. Yameogo François de Salles	President/Organic Labelling Officer	woman/Man	00226 70 59 20 98/00226 70 27 48 69	kfrandesalles@gmail.com	Ouagadougou	5 regions of Burkina Faso (Central Plateau, centre, south centre, haut basin, Centre-west)	1995	1998
	BEO-NEERE AGROÉCOLOGIE	00 226 79 55 70 60	https://beoneere.wordpress.com	Razack BELEMGNEGRE	Executive Director	Man	00 226 71 40 49 86	rbelemgnegrec@gmail.com	Ouagadougou	4 regions of Burkina Faso (Centre, North, Centre-North, Centre-East)	2003	2011
	NAPOKO, FERME	00226 70 25 07 11		Moussa OUEDRAOGO	Fondateur	Man	00 226 70 25 07 11	Moussasegnam50@gmail.com	Loumbila	1 region (Central Plateau)	2004	NA
	AIDMR (Association Interzones pour le Développement en Milieu Rural)	00 226 76 61 45 12	https://aidmr.wordpress.com	Ablacé COMPAORE	Coordinator	Man	00 226 76 61 45 12	compablace@hotmail.com	Ouagadougou	2 regions (Central Plateau, Centre-west)	1993	2002
Ghana	Songtaar Tietaa enterprise	(233) 20 582 4803	not available	Anita Sutha	Director	Female	(233) 20 582 4803	suthaanita@gmail.com	Lawra, Upper West Region	Upper West Region	2015	2017
	Abarike Ventures	(233) 54 149 2798	not available	Joseph AbarikeAzumah	Owner	Male	(233) 54 149 2798		Bolgatanga East	Bolgatanga East; Bolgatanga	2015	2015
	Noyinse Ganiseerum	(233) 024 822 7238	not available	Jennifer Apotele Nyaaba	Secretary	Female	(233) 024 822 7238		Asoloko, Bongo District;	Asoloko, Bongo District; Bolgatanga	2019	2019
	Atarrah Ghana Limited	(233) 050 654 9796	attarahghana@gmail.com	Fati Abdulai	Director/Owner	Female	(233) 050 654 9796	attarahghana@gmail.com	Bolgatanga	Bolgatanga	2014	2017
	Sow Greens	(233) 24 123 4234	www.Sowgreenorganic.com	Kobina Hudson	Owner	Male	(233) 024 123 4234	kobinahudson@yahoo.com	Ayim (near Kitase) Eastern Region	Accra		
	Kofi Vinyo and Company Ltd	(233) 24 060 2480	www.kvclghana.com (currently down)	Kofi Vinyo	Owner	Male	(233) 24 060 2480	kofivinyo4@gmail.com	Sunyani, Bono Region	Nation wide		
Togo												
	PerJaT	(+228)90270213	https://sites.google.com/view/perjat	Agbeko Yao	Director	Male	(+228)90270213	perjatogo@gmail.com	Kouma-Konda, Plateaux Region	South Togo, 2 regions	2017	2018
	GADDI-Togo	(+228)93482797	https://www.gaddi-togo.org/category/gaddi-togo/	Dansou Koami	Director	Male	(+228)93482797	gaddi-togo2025@gmail.com	Lomé, capital of Togo	Maritim region	2013	2015
	Soja bio plus sarl	(+228)90063544	N/A	Tamandja Derrick	Owner	Male	(+228)90063544	sojabioplus@gmail.com	Guerin-kouka, Kara region	2 regions, Kara and central	2014	2014
	Centre International de Développement Agro pastoral CIDAP	(00228) 25650251/9143 6148	http://cidap.org/	Bawiema Patrick	Director	Male	(00228) 25650251/91436148	cidapbagabaga@gmail.com	BAGA DOUFELGOU, région Kara	Kara region	1984	1988
	L'Action Réelle sur l'Environnement, l'enfance et la Jeunesse (AREJ)	(+228) 90 01 72 61	https://arejtogo.wordpress.com/	Nametougli Jacques	Founder	Male	(+228) 90 01 72 61	arejtogo@gmail.com	Cinkassé, Savannah region	Savannah region	1999	2007

Service Providers

	Name of entity	Telephone No	Website	Contact Person	Position	Sex	Telephone No	Email Address	Location(s) of Enterprise	Area(s) of operation	Year it began operating	Year of official registration
Burkina Faso	CNABio (Conseil National de l'Agriculture Biologique)	00 226 25 38 61 33	https://www.cnabio.net	Souleymane Yougbaré and Cheick Aboubacar Bambara	Project manager/technical assistant	Male	00 226 78 04 70 63	yougbaresouleymane@gmail.com/ cheick.bambara@gwpao.org	Ouagadougou	Burkina Faso	2012	2011
	Dr. Fening; (Soil and Irrigation Research Centre/African Regional Postgraduate Programme in Insect Science (ARPPIS), University of Ghana)	(233) 24 181 9305	not applicable	Dr. Ken Fening	Senior Research Fellow at the Soil and Irrigation Research Centre	Male	(233) 24 181 9305	kenof2@yahoo.com	Accra, Ghana	Nation wide		
	District Director of Agriculture -- La Dade Kotopon Municipal District	(233) 24 48 4388		Mrs. Emelia Monney	District Director of Agriculture	Female	(233) 24 48 4388	eomonney@gmail.com	Accra, Ghana			
	National Board for Small Scale Industries (NBSSI)	(233) 54 054 1297	https://www.nbssi.org/welcome-to-nbssi/	Ms. Linda Adiya	Business Advisory Centre	Female	(233) 54 054 1297		Accra, Ghana	Nation wide	1985	
	Participatory Guarantee System of Ghana	(233) 26 904 8634	https://pgs-ghana.bio/	Mrs. Olawumi Benedict	PGS Advisor on the Organic Markets for Development (sponsored by IFOAM)	Female	(233) 26 904 8634	olawumi.benedict@gmail.com	Wenchi	Nation wide	2018	2020
	Centre for Indigeous Knowledge and Organizational Development (CIKOD)	(233) 501-322-900	https://cikodgh.com/	Wilbeforce Laate	Deputy Executive Director	Male	(233) 50 132 2901	wilraby@yahoo.com	Accra; Upper West; Nadom; Lawra	Nation wide		
	Agriculture Development Bank	(233) 302 22 4043	www.agricbank	Samuel Arko	Agribusiness Division	Male	(233) 24 428 1927	karko@agricbank.com	Accra, Ghana	Nation wide		
Togo	ONG SONGOU-MAN	+ 228 90 1485 06	http://songou-man.org/fr/	Salifou Bounele	Founder	Male	+ 228 90 1485 06	songouman@gmail.com	Dapaong/Région des Savanes	Savannah region, Togo	2007	2016
	Cabinet CBMQ	+228 99 00 39 14	N/A	Komlan Ametepe	Director	Male	+228 99 00 39 14	cabinetcbmq@gmail.com	Lomé	Nation wide	2015	2015
	Ministère de l'Environnement et des Ressources Forestières	(228) 90185826		Bamoudna Bagdougoua	Monitoring Chief	Male	(228) 90185826	felibamod@yahoo.fr	Lomé	Nation wide		
	Ministère de l'Agriculture, de l'élevage et de la pêche	(228) 90289433		Alassani Nassirou	Monitoring Chief	Male	(228) 90289433	alassani2004@yahoo.fr	Lomé	Nation wide		

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