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QUARTERLY NEWSLETTER – INFORMATION CAMPAIGN PROJECT

N°2 - December 2018

The present newsletter is one of the products related to the activity of implementing an interactive device of information and communication as part of the project to design and set up a campaign addressed to producers and companies of agro-alimentary processing in the framework of the project to create the Regional Food Security Reserve (Réserve Régionale de Sécurité Alimentaire - RRSA) in West Africa (ECOWAS). The project will be henceforth designated in this newsletter as the "Information Campaign Project". The newsletter is structured in three main parts: an introductory section, followed by a section entitled "P16's activities and achievements" which presents a summary of all the information - published contents and materials produced by the project, and a third part, "Knowing the institutional markets", that offers resources related to all the topics covered by the project.

Write to us if you want to share other interesting resources on these topics; they can complete this newsletter or be used in future issues!

Good reading!

*For the P16 implementation consortium, the Rural Development Inter-Networks team
(inter-reseaux@inter-reseaux.org)*

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1. Background and objectives of the Information Campaign Project

For the constitution of the physical stock of the Regional Reserve of Food Security (RRSA), ECOWAS has made the choice to get supplies primarily from cereal producers and grain products processors from West Africa through institutional purchases; this, in order to better structure the demand for cereals and improve the income of West African producers. ECOWAS has even negotiated and obtained from its lenders the stratification of the lots and a regional preference which consists of preferring the financial offer of a supplier from West Africa, with a margin of 15% more per year in comparison with a non-Community supplier. Despite this preferential regime, there has been a very low participation of West African cereal producers and grain products processors in the first two calls for tenders.

It is in response to the challenge of access to the institutional markets of cereal producers and processors organizations that the information campaign has set itself the following objectives:

- *to improve the access of these actors to information and calls for tenders ;*
- *to inform them and make them aware of the terms and conditions of supply of the RAAF, to be able to participate in their calls for tenders, by respecting the quality standards of cereals in force within the ECOWAS;*
- *to strengthen their technical capacity to respond to calls for tenders.*

The information campaign is led by the consortium "Oxfam - Green Africa - Jade Productions - Inter-Réseaux" on behalf of ECOWAS.

For more information on the information campaign project, visit the web: <https://stock-ecowas.info/>

2. Activities and achievements of the information campaign project

⇒ Design and launch of the information campaign project's website

The importance of a website in a communication plan has already been established. The design and launching of a website dedicated to the activities of the information campaign was selected as one of the flagship activities of the project. The <https://stock-ecowas.info/> website has been designed to include all the features required to meet the needs of information sharing, contact and project visibility. The design of the website has been finalized and the website is now fully functional. To discover the site, please go to <https://stock-ecowas.info/>

⇒ Training of producer organizations' (POs) members in Nigeria

As part of the information campaign activities, a two-day training course was held for members of the Grain and Cereal Producers Organizations (POs) on this subject: *Supporting Nigerian producer organizations to improve their ability to perform cereal quality analyzes*. The trainees were permanent agents of farmers' organizations, including JUSSAF's integrated enterprises and the Nigerian Rice and Wheat Producers' Association; working directly in the purchase, storage, sale and / or tracking of inventory at the store level. Following this training, practical sessions were held in Kaduna from October the 6th to August the 9th of 2018. To learn more about this training, click on <https://stock-ecowas.info/index.php/2018/09/19/stock-ecowas-information-campaign/>

⇒ Training in Niamey, Niger, of members of the Mooriben POs Federation

In Niamey (Niger), on September the 24th and 25th of 2018, the members of the Mooriben POs Federation received training on how to supply and rebuild the Regional Food Security Reserve (RRSA) as part of the information campaign implemented on behalf of ECOWAS by the consortium of

Oxfam - Green Africa - Jade Productions - Inter-Réseaux. This training was attended by 24 members of the Mooriben federations including 6 women and 18 men; the three specific objectives aimed were:

- Explain the arrangements for supplying and rebuilding the regional reserve,
- Train the participants on the different stages of quality analysis,
- List the national and sub-regional laboratories for cereal quality analysis.

For more information, click on: <https://stock-ecowas.info/index.php/2018/12/03/formation-niger-niamey/>

⇒ **Training in Maradi, Niger, of SAA and FUCAP POs federations' members**

On September the 27th and 28th of 2018, the members of the SAA and FUCAP POs federations of the regions of Tahoua and Maradi met for a training session in the centre of Maradi in Niger. 21 people, including 4 women and 11 men, members of the SAA Federation, and 6 men, members of the FUCAP Federation, took part in this training. Three main objectives were targeted:

- Explain the arrangements for supplying and rebuilding the regional reserve,
- Train the participants on the different stages of quality analysis,
- List the national and sub-regional laboratories for cereal quality analysis.

To learn more about the training, click on: <https://stock-ecowas.info/index.php/2018/12/03/formation-maradi-niger/>



Family picture of the Maradi training participants

⇒ **Training in Burkina Faso of UPPRS members**

On September the 19th, 20th and 21st of 2018, in the meeting room of the Regional Agricultural Center, was held the capacity building workshop in administrative, financial and accounting management with the storekeepers of the Provincial Union of Rice Producers of the Sanmatenga (UPPRS) and the project manager of the Provincial Union. Thirteen (13) people took part in this capacity building workshop at UPPRS whose main objectives were:

- Review the diagnose made on the administrative and financial management of the organization and the existing management tools at the UPPRS level;
- Participatory implementation of an accounting system in accordance with the activities of the organization, the standards of the RRSA and the OHADA law;
- Propose simple management tools adapted to the accounting, administrative and financial management of the organization.

To learn more about the training, click on: <https://stock-ecowas.info/index.php/2018/10/10/training-burkina-faso-upprs/>

⇒ **Training in Burkina Faso of FEPAB members**

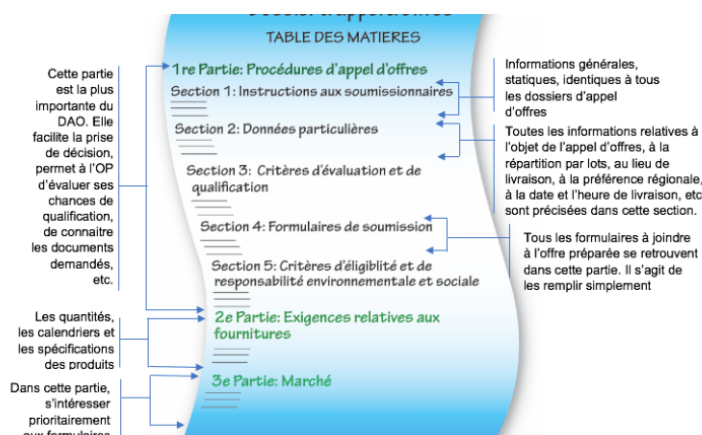
On September the 11th, 12th and 13th of 2018 was held, in the meeting room of the GRAAP, the capacity building workshop in administrative, financial and accounting management with some members of the FEPAB in Bobo Dioulasso. The objectives of this workshop were:

- Review the diagnose made on the administrative and financial management of the organization and the existing management tools at the FEPAB level;
- Participatory implementation of an accounting system in accordance with the activities of the organization, the standards of the RRSA and the OHADA law;
- Propose simple management tools adapted to the accounting, administrative and financial management of the organization.

To learn more about the training, click on: <https://stock-ecowas.info/index.php/2018/10/10/training-burkina-faso-fepab/>

⇒ **Cereal SBD contents adaptation**

The information collected from grain producers organizations and cereal processing companies as part of the development of the communication strategy, helped to identify the various obstacles in the RAAF SBD's appropriation and which was the best way to adapt it. With this in mind, it was decided to produce an illustrated brochure, along with fact sheets on the production of bid documents in response to the SBD. This brochure has been developed and posted on the website of the information campaign. It provides guidance on how to easily read SBDs and it also includes the different steps of the market participation process.



Overview of the SBD content adaptation brochure

Discover the brochure by clicking on: <https://stock-ecowas.info/index.php/2018/10/23/une-brochure-explicative-presentant-le-dossier-dappel-doffres-dao-de-laraa/>

⇒ **Capitalization of POs' experiences in institutional markets: UNPCB's case**

In the framework of the first international bid launched by the RAAF for the supply and delivery of 15,000 tonnes of cereals to the RRSA, the National Union of Cotton Producers of Burkina Faso was one of the three tendering structures. The UNPCB has - through a contract signed with RAAF - contributed to the constitution of the first stock of the RRSA. How did the UNPCB do it? What are the assets they had and which allowed them to win this contract and run it until term? What are the major constraints encountered? How did the UNPCB bypass them? What are the learning elements that can be drawn from it? These are some of the questions that the capitalization document produced as part of the information campaign has attempted to address in order to help build the capacity of producers 'and processors' organizations to participate in the procurement and the reconstitution of the RRSA through the valorisation of POs' institutional market experiences.

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PARTICIPATION DES ORGANISATIONS DE PRODUCTEURS MARCHES INSTITUTIONNELS ALIMENTAIRES : LEÇONS DE L'UNPCB DANS L'APPROVISIONNEMENT DE RESERVE REGIONALE DE SECURITE ALIMENTAIRE (RRSA LA CEDEAO)

Réalisé avec le soutien de :
 Logos: European Union, AFD, coopération espagnole, FAO

Membres du Consortium de mise en œuvre du projet
 Logos: OXFAM, FAO, jade, Inter-réseaux Développement rural

Octobre 2018

3. News related to the institutional markets

⇒ New RAAF call for tenders for the Regional Food Security Reserve (RRSA)

RAAF, October 2018

As part of the operationalization of the Regional Food Security Reserve in West Africa, the Regional Agency for Agriculture and Food (RAAF) launched an international call for tenders on October the 18th of 2018 for the acquisition and delivery to Mali of 756 tonnes of cereals destined to the RRSA. The quantities - and the cereals - concerned are as follows:

- White corn: 151,2 tonnes
- White sorghum: 189 tonnes
- Mil : 189 tonnes
- White rice: 226,8 tonnes

Tenders must include transport costs to Mali (Sikasso, Koutiala, Segou) and a guarantee of an amount equivalent to 1% of the bidder's offer. A margin of preference of 15% will be given to offers of cereals of regional origin (ECOWAS).

Access more information on the RAAF website: <http://www.araa.org/fr/call-for-tender/avis-d%E2%80%99appel-d%E2%80%99offres-international-pour-la-fourniture-et-livraison-de-756-tonnes-0>

⇒ Food stocks' feedback: the 4th issue of the ECOWAS Regional Food Security Reserve newsletter

RAAF, September 2018

The 4th issue of the ECOWAS Regional Food Security Reserve newsletter is now available. It takes stock of the implementation of the Regional Reserve for Food Security project supported by the European Union. Specifically, this newsletter covers a variety of topics and the following titles are included:

- *ECOWAS Heads of State and Government take ownership of the Regional Food Security Reserve;*
- *ECOWAS expresses the solidarity of the region in Niger and Burkina Faso through the delivery of food products;*
- *ECOWAS trains senior technicians in instruments and microcomputers;*
- *the Harmonized Framework, a decision support tool to sustain;*
- *ECOWAS builds the capacity of farmers' organizations to contribute to the supply of the Regional Food Security Reserve;*
- *the network of public structures in charge of managing national food security stocks (Resogest) is now institutionalized;*
- *the Regional Food Security Reserve in brief !*

To download the newsletter: http://www.ecowas.int/wp-content/uploads/2018/10/Bulletin-trimestriel-RRSA-No4_ARAA.pdf

⇒ Institutional food markets: an opportunity for producers?

Inter-Réseaux, August 2018

Institutional markets are an opportunity for local family farms, allowing them to sell their product. Nevertheless, the conditions for them to benefit from them are rarely met. How can farms deal with the different constraints of market, with the aim of sustainably supporting local production?

This article written by Mr Francis Dabiré, communication officer at RAAF, has been published in the 75th issue of the *Grain de Sel* journal.

To discover the article, click on : <http://www.inter-reseaux.org/publications/revue-grain-de-sel/no75-l-aval-des-filieres-vivrieres/article/marche%CC%81s-institutionnels?lang=fr>

This newsletter was produced by Inter-Réseaux as part of the project for the design and implementation of a campaign addressed to producers and agro-food processing companies as part of the project to create the Regional Food Security Reserve (RRSA) in West Africa (ECOWAS). We thank all the organizations and individuals who helped us to identify, collect and present the various resources listed in this newsletter.

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