

All ACP Agricultural Commodities Programme ITC Consultation & briefing mission report

Country: Zambia
Sector: Cassava, including processed food derivatives
Mission dates: April 2009

Mission Participants:

For ITC:

- Hernán Manson, Associate Adviser for Value Chain Development, ES/BPP
- Antonio Lopez Montes, Senior Sector Specialist ES/BPP

For FAO:

- Peter Wobst, Economist, Trade and Markets Division, FAO
- Federica Angelucci, Consultant on Risk Management, Trade and Markets Division, FAO

Objectives of the Mission

Under the All ACP Agricultural Commodities Programme, this mission was the start of the Result 1 Strategy Development activities in Zambia. It was also a follow up to the ACP kick-off workshop (KOW) held in Dar es Salaam, Tanzania, in June 2008 and responded to a request from the Zambian Ministry of Agriculture. This was a joint mission conducted with the Food and Agriculture Organisation (FAO), who under the ACP programme supports ITC under Result 1.

The mission had the following objectives

- Confirm the level of commitment to the sector strategy development process.
- Meet key stakeholders who represent various parts of the value chain to obtain their views and explain the strategy development process.
- Consult with the Accelerated Cassava Utilisation task force (ACU), a 15-member research and consultative forum and establish terms of reference for the overall Strategy and implementation Coordination Committee to be established under the strategy development process.
- Outline the process going forward and agree with the stakeholders the approximate timeframes of workshops 1 and 2, commitment required, clarification of roles and responsibilities, identification of possible national consultants and inputs required to ensure a successful strategy development process and integration with other existing development activities.
- Conduct a strategy kick-off workshop with representative value chain and support service institution participants. Other participants included government agencies, donor agencies, international development organisations, NGO's, universities and civil society.

Results of Mission:

Overall: Successful execution of the Consultation and Briefing and establishment of an executive branch of the ACU to act as the Coordination Committee (NCC) in Zambia.

Meetings with officials and relevant technical authorities were conducted both in the Ministry of Agriculture and Cooperatives and in the Ministry of Commerce and Industry. Separate Consultation and Briefing meetings were conducted with government funded technical agencies such as Zambia Development Agency and Citizen Economic Empowerment.

Additional meetings were held with the Agricultural Consultative Forum (ACF), which coordinates a wide range of research activities in Zambia, and with the ACU specifically concentrating on Cassava sector dynamics and on the existing development and research activities

Authorities and Stakeholders reinforced that a participatory strategy development approach was needed and that a private sector led executive coordinating committee should be established within the ACU.

The Ministry of Agriculture and the ACU arranged a series of individual meetings with key stakeholders along the value chain: Smallholder and Commercial Farmers, Support Services, Processing and Manufacturing, Distribution, Trade and Marketing. This included a field trip to the Cassava belt around the Mansa area.

The Strategy development process was launched officially on April 28th by stakeholders through a participatory workshop that included donors, NGO's and development agencies.

During the meeting the background to the ACP programme was discussed, the role of each International Organisation (IO) clarified and commitment to the process by stakeholders confirmed.

Other achieved results:

- a. Support from key Farmers, Grower Associations, Research Centres, Processing Firms and exporters was obtained through fieldtrips and bilateral meetings with them.
- b. The FAO regional Office, COMESA, IFAD, USAID/PROFIT, PLARD (Finnish Gov. funded programme), UNDP, DANIDA, JICA and other related cassava project institutions were also briefed on the strategy development launch and actively supported the process.

Introductory highlights:

Sector situation and dynamics

After Maize¹, Cassava is the most important crop being grown, locally consumed and commercialised in Zambia. The total volume produced per year is approximately 1,000,000 Mt. The size of the majority of cassava plantations vary between 0.5 to 2.0 hectares and cassava mainly remains a subsistence crop.

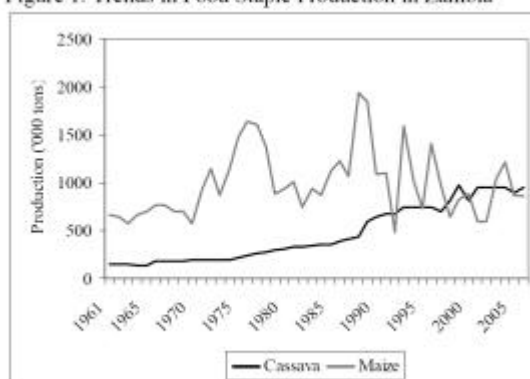
In some regions (Cassava Belt) more than 80% of the farmer population depends on cassava for food security and economic revenue through commercialisation in the domestic markets or through informal export to DRC and Angola. Cassava production systems have a considerable proportion of women farmers involved, who play a key role for the development of the sector.

¹ "It is possible for Zambia to reach the CAADP target of six percent agricultural growth, but this will require additional growth in all crops and sub-sectors. Zambia cannot rely on only maize or higher-value export crops to achieve this growth target; broader-based agricultural growth, including increases in fisheries and livestock, will be important." Thurlow, J., Benin, S., Diao, X., Kalinda, H., Thomson, K, 2008

More than 200 processed products can be derived from cassava roots and leaves and there is a significant market potential for diversification through value addition and multi-channel distribution strategies (linkage of different production areas to different market segments – i.e.: animal feed, human consumption, as well as industrial usage at the internal and export levels). There is very little information regarding the actual domestic and cross-boarder market size.

In Zambia, Cassava production has increased over the last 20 years in reaction to the gradual and slow removal of subsidies for maize, exception made for input subsidies that have been maintained.

Figure 1. Trends in Food Staple Production in Zambia



Source: FAOSTAT.

The economic potentials of cassava have not been fully realized by the small-holder farmers. Problems associated with cassava in Zambia include the small scale and fragmentation of supply, unorganized farmers and markets, inconsistent supply and quality, lack of feasible technologies for high yielding production and processing systems, lack of market information and access and most important lack of incentives for farmers to plant and provide necessary care to Cassava.

Current segments and distribution channels:

Cassava remains mostly a subsistence crop and Zambian farmers market about only 8% of total cassava production. The percentage of marketed cassava varies by region of production from 5% in the South to up to 20% in the North. In terms of volume this accounts for about 80,000 Mt of cassava per year divided mainly in 4 channels: Fresh, Dried, Animal Feed, Industrial uses.

1. Fresh for Human Consumption represents approximately 35,000 tons. The fresh Cassava in the Lusaka Soweto markets comes from “a network of half a dozen private traders”. It has grown up over the past 5 years to assure daily deliveries from Rafunsa to the Lusaka market. The main challenge of this market is that root quality deteriorates within 48 hours of harvesting. However, the roots may be kept refrigerated for up to a week. Hence, without efficient logistical and transportation platform the market for fresh cassava is limited to the local community level² close to the plantation areas.
2. Dried Cassava for Human Consumption: approximately 45,000 tons are dried (mainly by sun) into approximately 15,000 tons of cassava chips which transit long distances to supply markets as far a field as DRC and Angola. There is adequate milling capacity in Zambia both in the Northern provinces and in Lusaka. Blended flour products, such as biscuits, breads, fritters and *nshima* would require some product development and marketing efforts to gain consumer acceptance. In the medium run, if Zambia were to reach cassava consumption patterns similar to those prevailing in West Africa, *gari* and other cassava-based convenience foods could ultimately absorb as much as 500,000 Mt of fresh cassava per year.

² Haggblade, S., Nyembe, M., 2007

3. Dried and milled Cassava flour for Animal Feed currently represents around 500 Mt per year. Zambia's current annual maize use in the livestock feed industry, together with common international feed formulations, suggest that Zambia's feed industry could absorb in the order of 90,000 to 150,000 Mt of fresh cassava per year³.
4. Industrial uses: Currently, a handful of industrial enterprises, primarily on the Copperbelt, use cassava flour in their packaging, paper products and wood processing activities, although volumes currently do not exceed 300 Mt of cassava flour or 1,000 Mt of fresh roots per year.

The spatial distribution of cassava production affects commercial potential in two major ways.

1. Consumption patterns vary across zones: the market prospects for cassava-based foods will prove most promising around the cassava production areas where consumers have already developed a taste for cassava and derived food products. Hence, cassava flours and processed cassava-based foods are most likely to find ready markets in the zones of heavy cassava production, such as Mansa and Kasama.
2. Similarly, most processing activities, particularly first-stage cassava processing which results in rapid weight reduction (through water loss) and value added will prove most profitable in the heavy cassava production zones.

On these grounds, northern Zambia holds clear potential as a supply zone. Currently, itinerant traders account for about 60% of marketed volumes of dried cassava. The Accelerated Cassava Utilization task force (ACU) estimates that cassava farmers acting as traders account for roughly 30% of the volume of dried cassava traded. Fixed-establishment traders account for the remaining 10% of the dried cassava traded. Shop owners, commodity traders, and truck owners assemble cassava until they have a full truckload, and then they transport it to market. They also are most likely to negotiate sales with large industrial purchasers of cassava flour such as the printing, packaging and plywood factories in the Copperbelt⁴.

Regarding market potential, domestic market prospects are attractive as both urban consumer and industrial demand for cassava is high and remains unsatisfied. Also, cross border export markets (Angola and DRC) represent a good opportunity taking into consideration that commercial exchanges are already in place and the proximity between production areas and market. It is estimated that these export market could represent a total of 4,000,000 Mt of dried cassava chips per year. High potential also relates to cassava flour.

Additionally, as has been demonstrated in Colombia, in the South of Zambia, cassava could be integrated as a supplement-crop in the cattle production systems, along with other silvo-pastoral technologies oriented to improve competitiveness of the agricultural sector. This integration may represent a new potential for cattle and cassava production in this part of the country.

Potential Impact

In all, there are many thousands of semi-commercial and commercial small farmers. Women carry out most of the farm labour and primary processing jobs so they would benefit a lot from the strategy and its implementation. (UNDP's major focus in Zambia is women entrepreneurship development)

In the Northern Provinces more than 80% of smallholders plant and depend on Cassava for food security and to a certain extent for economic revenue.

³ Chitundu, Droppelmann and Haggblade, 2008

⁴ Haggblade, S., Nyembe, M., 2007

Cassava is the second most important food crop in Zambia after maize and is a staple food for at least 30% of the Zambian population. Cassava production has grown rapidly in Zambia since the early 1990s from some 137,000 Mt in 1996 to its current level of more than one million Mt.

The Ministry of Agriculture regards the diversification out of maize and into cassava as a priority because farmers' livelihoods are significantly affected by the following

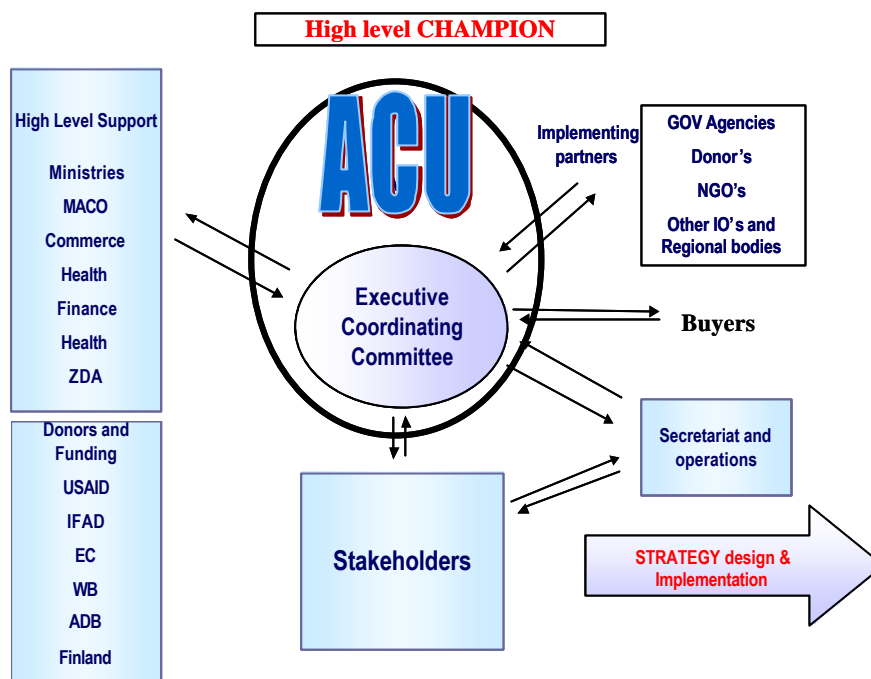
- Gradual removal of heavy subsidies for maize production and marketing coupled with the government withdrawal of a guaranteed maize market (National Food Reserve Agency).
- Unfavourable weather patterns and high cost of maize inputs have driven many small farmers towards growing drought resistant and low input crops like cassava.
- High and unsatisfied domestic demand and need for developing a cassava based industry.
- In Luapula, Copperbelt and Northern Provinces improved market opportunities for cassava in urban areas and in cross border markets (D R Congo and Angola).

Among the major constraints related to increase of supply stakeholders described the lack of commercial incentives at the farm level for the switch into cassava. This is a problem recognised by the government, for which it is trying to find a good solution although there is no agreement on policy particularly related to the fertilizer policy and the direct and indirect subsidies to maize.

NCCS Coordinating Committee

It has been agreed with stakeholders that a 5 to 6 member executive body was needed within the existing Task Force on Acceleration of Cassava Utilization (ACU). The ACU is a multi-stakeholder volunteer organization formed in 2005 to strategize and advocate for commercialization and increased utilization of cassava in Zambia. Members of the ACU include public, private and civil society institutions that are concerned with cassava commercialization. Other members are NGOs and donor programmes such as JICA involved in multiplication and distribution of cassava.

The diagram below reflects the NCCS coordination mechanism.



The Executive Coordinating Committee will be private sector driven and will represent all major stages and actors in the Cassava Value Chain including support services and government. The names will be confirmed by mid May.

Key planning issues for I/O's

Main Development projects targeting Cassava (ACTIVE or pipeline)

- CFC, Small Scale Cassava Processing and Vertical Integration of the Cassava Sub sector in Southern and Eastern Africa – Phase II. 5 million USD, starting September 2009.
- FAO TF: Enhancing Food Security in cassava-based farming systems. 2 years, 750 000 USD ending in December 2009.
- FAO TCP: Support to integrated production and processing of cassava for increased food security and income generation. 2 years, 335 000 USD ending in December 2009.
- IFAD: Rural Finance Programme that started in 2007 and Agribusiness development programme with a budget of 17 million USD starting in 2010.
- PLARD, Finish Government programme addressing value chain linkages. 4 years, 13 million USD, ending in 2010
- JICA, Cassava propagation and multiplication. 3.5 million USD, 4 year programme, ending in 2011.
- National Export Strategy Implementation through Zambia Development Agency and Citizen Economic Empowerment. Cassava selected as priority sector.
- EU, Food security and agriculture diversification. 30 Million Euros, 2008-2013

A more comprehensive list of development projects can be found in annex 1.

Workshop 1 dates and next steps

- First round of strategy stakeholder workshops scheduled for period 15 July to 22 July 2009.
- There will be a half-day preparatory workshop with farmer in the Northern Province as well as a two-day strategy development workshop in Lusaka.
- Contributions to stakeholder lists, mapping of existing development activities and projects related to each sector.
- Identification and provision of regional and national consultants to be agreed between IOs and committee
- Definition and provision of preparatory information for workshops to be agreed between IOs and committee

Confirmed and potential IO participation and support in Workshop 1

ACP Implementing Partners: FAO (R1 and R2), CFC (to confirm), AIDCO (to confirm), EC delegation (to confirm), Local WB office (to confirm)

Non-ACP Implementing Partners: CIAT (to confirm), IITA (to confirm), COMESA, UNDP, USAID, SIDA (to confirm), PLARD, IFAD

Key people met

Alick Daka, Director Ministry of Agriculture and Cooperatives

Hargreaves Sikwibele, Chief Economist, Ministry of Agriculture and Cooperatives
Kaunda !!

Chungu Mwila, Director, Investment and Promotion, COMESA

Peggy, Mlewa, Director, Foreign Trade, Ministry of Commerce and Industry

Glyne Michelo, Director, Zambia Development Agency

Atsushi Suzuki, Senior Adviser, JICA

Noureddin Mouna, Res Rep, FAO
Viola Morgan, Res Rep, UNDP
Dr. Dick Siame, Country Officer, IFAD
Dr. Michael Mbulo, responsible for IFAD programme on financial inclusion
Meeri, Komulainen, Chief, PLARD (Finish Cooperation)
Mark Wood, USAID/PROFIT

Total number of participants to strategy Kick Off workshop : 55 of which 20 were women.

Annex 1 – Development projects

Classified as **Multilateral Active Development** projects related to Zambia Cassava sector, general agriculture or commodity trade.

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
IFAD Country: Zambia	Rural Finance Programme 2007 – 2013	Production Level Local Transformation Level	Total cost: US\$ 17 400 000 IFAD loan: US\$ 13 800 000 SIDA: 4 500 000	<p>This programme is an initial IFAD operation designed to support development of long-term rural financial services for rural poor people. Savings and credit groups are a source of social empowerment, especially for women, and they benefit communities by enabling members to generate savings and access small loans. Through village banks people can access loans for investment in various income-generating activities. The programme is national in scope, but activities will be adapted and implemented in those areas where they can be most effective.</p> <p>The programme has been designed to ensure that the poorest rural households will benefit as much as possible from its activities. Programme objectives will be achieved through investments in activities that work to:</p> <ul style="list-style-type: none"> - Develop sustainable community-based financial institutions - Promote rural banking services - Increase small-scale production in contract-farming operations - Develop new and existing financial service products in rural areas - Establish a more efficient policy and institutional framework for rural finance 	Carla Ferreira Country programme manager Via Paolo di Dono, 44 Rome, Italy Work: +39 0654592722 Fax: +39 0654593722 c.ferreira@ifad.org

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
FAO Country: Zambia	Regional support to alleviate the impact of soaring food prices on the most affected vulnerable farming families of the Southern African Subregion 2009-2010 Project name: TCP/RAF/3206	All Levels	US\$ 495,628	Strengthen capacity at national and regional level to monitor and analyse the food security situation and implement productive safety nets to boost smallholder food production and address soaring food prices. Specific objectives: Support countries tasked with distributing inputs to ensure that this is done rapidly, in full transparency, with high quality inputs targeted to those most in need; Assist countries in setting-up effective monitoring and evaluation mechanisms to assess the impact of activities to address the soaring food prices situation; Support interagency assessments at the national level of the impact of the food crisis, the development of country action plans and the detailed formulation of recommended projects; Provide coordination services at regional/subregional level; identify scope for synergy, lessons learned and potential for upgrading and further development of national initiatives; Strengthen regional and subregional organizations to better monitor and address the food security situation in the region.	TPC@fao.org

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
FAO Country: Zambia	Support to integrated production and processing of cassava for increased food security and income generation 2007-2009 Project number: TCP/ZAM/3103		US\$ 335,000	This project responds to a growing need of resource-poor farmers, processors and consumers to increase and sustain cassava-based production and food systems in Zambia. In collaboration with MACO and RTIP, this project aims at promoting a sustainable cassava production and cost-effective processing technologies, thereby enhancing food and income availability and alleviating rural poverty. The direct beneficiaries of the project are smallholder farmers/households, especially women and female-headed households, wishing to upscale cassava production and processing for food security, improve livelihoods, farm profitability and income generation.	TPC@fao.org

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
FAO Country: Zambia	Input supply to vulnerable populations under ISFP 2008-2009 Project number: TCP/ZAM/3201		US\$ 500,000	To hasten increased agricultural productivity and production among the resource poor small-scale farmers through urgent input support.	TPC@fao.org

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
FAO Country: African Union	Assistance to the formulation and initiation of the African Seed and Biotechnology Programme and Action Plan for its implementation 2007-2009 Project number: TCP/RAF/3108		US\$ 250,000	<p>The overall objective of the project is to enable African farmers to have access to the benefits of advances in seed technology and biotechnology through the elaboration and implementation of the ASBP. This will be accomplished by building the capacity of the AU, its member countries and seed sector stakeholders to better understand the technical and policy issues related to seed and biotechnology, so that they can fully develop the Action Plan of the ASBP that will include a clear indication of detailed activities, timeframes and allocation of responsibilities for ASBP implementation.</p> <p>The specific objectives are: To create a greater awareness of the technical and policy issues related to seed and biotechnology in Africa among policy makers of AU, its member countries and seed sector stakeholders so that they can fully participate in the development of the Action Plan for the elaboration of the ASBP document; To develop the Action Plan that will result in a fully developed ASBP document through a participatory process of consultations with a range of stakeholders (national, regional, international) through workshops using the most applicable strategy; Prepare specific project profiles on the various components of the programme that require extra budgetary funding and design a meeting with the AU to solicit donors' support.</p>	TPC@fao.org

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
ADB Country: Zambia + Malawi	Small-Scale Irrigation Project (SIP) 2002-2009 Project number: P-MW-AA0-018		UAC 6 400 000	The objective is to contribute to food security by increasing the irrigated agriculture land by 4,600 ha, and increasing agricultural productivity of 12,000 smallholder farmers. Benefits IMPROVE WATER MANAGEMENT AND ACCESS TO SMALL-SCALE IRRIGATION TO INCREASE CROP PRODUCTIVITY, SMALLHOLDER'S INCOMES, AND FOOD SECURITY.	SOLIMAN Wael Mohamed - OSAN3

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
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<p>IDA + IBRD</p> <p>Country: Zambia</p>	<p>Support for Economic Expansion and Diversification (SEED)</p> <p>2004-2011</p> <p>Project ID: P071407</p>		<p>US\$ 28 150 000</p>	<p>The Project's overall objective is to help reduce the vulnerability of the Zambian economy to shocks by supporting the diversification of its sources of growth. This is to be achieved by improving sector specific policy and regulatory frameworks and strengthening the capacity of Government agencies to implement them. The development objective will also be supported through selective public investments that stimulate private investments.</p> <p>The project has the following four components:</p> <ol style="list-style-type: none"> 1) The tourism component is divided into two main areas, tourism and protected area management. Within the tourism component, there are three subcomponents: (a) policy, regulatory and institutional support for Ministry of Tourism, Environment and Natural Resources (MTENR) and its agencies; (b) tourism investments and capacity building in the Livingstone area; (c) infrastructure for Livingstone and institutional support for Livingstone City Council. 2) Will increase the value added and competitiveness of the sector by accelerating the development of supply chain linkages from farm to market, improving quality and safety codes of practice, and encouraging new product development. 3) The gemstones will support measures aiming to promote gemstones production and trade, and facilitate its inclusion into the formal economy, improve the sector's socio-economic contribution at the regional and national levels, and encourage private sector investments. 4) Beneficiary institutions will play an active role in project implementation. 	<p>Ministry of Finance & National Planning</p> <p>Sheppard, W. Marie The World Bank 1818 H Street, NW Washington, DC 20433 USA tel: (202) 473-1000 fax: (202) 477-6391</p>
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Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
IBRD IDA GEF EU Private Country: Zambia	Zm: Increased Access to Electricity 2008-2013 Project ID: P077452	Transformation	US\$ 80 500 000	The objective of the Increased Access to Electricity Services Project of Zambia is to increase access to electricity services and improve efficiency and quality of the electricity distribution system in targeted areas. The project has three components: (1) Zambia Electricity Supply Company (ZESCO) efficiency improvement: including reinforcement of existing distribution networks, intensification within existing grids in peri-urban areas, and energy efficiency and demand side management; (2) access expansion: including grid extension to rural areas, isolated grids such as mini-hydro, and solar PV for schools, clinics, commercial establishments, and household market; and (3) technical assistance for both ZESCO and the Rural Electrification Authority (REA).	MINISTRY OF ENERGY AND WATER DEVELOPMENT

Funding Organization	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
National Road Fund Agency WB, NORAD, EU, JICA, BADEA, KFW, DANIDA, ADB Country: Zambia	ROADSIP II	Transportation	Total cost: US\$ 1,634,062,141	ROADSIP is a 15 year programme which, commenced in 1998 and will end in 2013 but divided into two phases, namely ROADSIP I and II. Phase I started in March 1998 and ended in 2003. The second phase started in 2004 and will end in 2013. The original estimated budget for ROADSIP II was US\$860 million but due to the large network, the programme was extended to 10 years and costs also went up to US\$1.6 billion. ROADSIP II would first concentrate on roads that were identified in ROADSIP I, but had no funding sources and as such, they could not be maintained. <ol style="list-style-type: none"> 1. The main objectives of ROADSIP I are: 2. Bringing the road core network to maintainable condition 3. Improve road conditions 4. Build capacity of road authorities 5. Employment creation for poverty alleviation 6. Improve road safety 7. Improve environmental management 8. Improve rural transport services and 9. Management of community roads. 	National Road Fund Agency P O Box 50695 Lusaka Zambia. Tel: 253145, 250819, 250823 Fax: 253154, 252731 email: nrfa@zamnet.zm or roadfund@nrfa.org.zm

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
GEF UNIDO, UNDP, Gouv Country: Zambia	Renewable Energy-based Electricity Generation for Isolated Mini-grids 2006-2012	Transformation	Total cost: US\$ 7,831,000	This project will develop sustainable models for renewable energy based electricity generation and distribution via isolated mini-grids. Initial activities will focus on a carefully selected pilot area, from where replication activities will be designed for implementation in other appropriate areas in Zambia. The project has been initiated and the capacity building activities as well as planning for the investments is well advanced. The Initial investments in mini-hydro, biomass gasification and photovoltaic minigrids are also progressing. Strong interest and uptake from ZESCO is evident in regards to the minihydro and biomass gasification mini-grids while the Rural Electrification funds will support the PV minigrid.	Tom Hamlin CC Task Manager DTIE/GEF Coordination Tel:+33 1 44 37 14 72 tom.hamlin@unep.org

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
EUROPEAN COMMISSION Country: Zambia	Food security and agriculture diversification 2008-2013	Production, Transformation Marketing	Total cost: US\$ 30 000 000	Support for food security and agricultural diversification will be based on supporting the achievement of strengthened agricultural growth based on production and marketing improvements at all levels that will contribute to improved food security, especially for the rural poor. The overall objective will be achieved through five outputs: i) Improved agricultural extension services supporting expanded year-round production and product diversification, in turn enhancing household food security, especially for the rural poor; ii) Deepened and integrated agricultural marketing and post-harvest management, supporting value chain/value addition development, contributing to wealth creation and re-investment, especially for vulnerable groups; iii) Expanded and diversified agricultural exports developed from improved, harmonised and streamlined standards and certification, branding and market development under the EPA framework; iv) Sugar sector expansion contributing to poverty reduction and product diversification; v) Progress towards sector and/or sub-sector investment policies.	Mr. Rafael Aguirre UNCETA COOPERATION, Head of Operations E- mail: Rafael.AGUIRE-UNCETA@ec.europa.eu

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
EUROPEAN COMMISSION Country: Zambia	Trade Related Support	Trade	Total cost: US\$ 2 000 000	Support to public services responsible for external trade (Ministry of Commerce, Trade and Industry), private sector intermediary organisations and CSOs; the 10 th EDF funding will cover: specific policy activities (strengthening analytical capacity and legal advice in the Ministry); regulatory and marketing interventions that will enhance sanitary and phytosanitary standards, certification and marketing conditions, thereby improving access to EU and other markets; developing product and quality improvement, to increase the added value and competitiveness of Zambian products.	Mr. Rafael Aguirre UNCETA COOPERATION, Head of Operations E- mail: Rafael.AGUIRE-UNCETA@ec.europa.eu

Classified as **Bilateral Active Development** projects related to Zambia Cassava sector, general agriculture or commodity trade.

FUNDING COUNTRY	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
Finland Recipient: Zambia	Support to Zambian Rural Development 2006-2010	Production	Total cost: EUR 10 327 000	Target sector: Luapula	Ministry of Agriculture, Zambia

FUNDING COUNTRY	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
Finland Recipient: Zambia	Business Development Services for Small and Medium Enterprises 2008-2010	All level	Total cost: EUR 1 400 000	<i>Possibly the same project as next one?????</i>	Zambia Development Agency

FUNDING COUNTRY	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
United States Recipient: Zambia	Production, Finance and Improved Technologies (PROFIT) project 2005-2010		Total cost: EUR 15 000 000	Improved competitiveness of selected agro-industries with large number of micro and small enterprises (MSE) through: <ul style="list-style-type: none"> 1. Better inter-firm co-operation 2. More developed support markets 3. Building credibility and confidence in market mechanism 	? Source of data: OCDE

FUNDING COUNTRY	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
United States Recipient: Zambia	Market Access, Trade and enabling Policies (MATEP) Project 2005-2010		Total cost: EUR 10 000 000	Increase Agriculture export and tourism revenues by working to overcome barriers to trade and forging trade linkage	? Source of data: OCDE

Funding Country	Project Name and Duration	VC Applicability	Project Budget	Components Activities	Contact
Netherland, Finland, ILO Recipient: Zambia	BDS Voucher Project 2007-2010	All Level	Total cost: US 3 648 000	<p>The overall objective of the voucher program is to contribute to sustainable growth/development in the Zambian SME sector, to citizens' economic empowerment and to Zambia's economic development and poverty reduction goals.</p> <p>Immediate objectives</p> <ul style="list-style-type: none"> The immediate objectives are: <ul style="list-style-type: none"> To facilitate the development of a BDS market within the SME sector, focusing on both the demand as well as the supply side To indirectly facilitate access to other services, such as finance, land, etc. To foster the integration of SMEs into the formal sector <p>Program outputs</p> <ul style="list-style-type: none"> The following program outputs are listed <ul style="list-style-type: none"> BDS voucher program, enabling SMEs to access BDS services improving their efficiency, profitability, turnover, employment, etc. established and operational Specific BDS services aimed at the Zambian small and medium enterprises sector developed by Zambian BDS providers BDS facilitators able to operate their decentralized functions within the BDS voucher scheme ZDA able to fulfill its fund manager contracting and program monitoring role in the BDS voucher scheme 	Zambia Development Agency

FUNDING COUNTRY	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
Japan Recipient: Zambia	Cassava Processing Plant		Total cost: US 79,350	Kanakantapa area	Source of data: http://africanagriculture.blogspot.com/2008/05/japan-donates-towards-cassava.html

Pipeline Development projects related to Zambia Cassava sector, general agriculture or commodity trade.

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
IBRD Country: Zambia	Poverty Reduction Support Credit I Unknown Project ID: P107218	Trade	Total cost: US\$ 25 000 000	General public administration sector (50%); General industry and trade sector (20%); General agriculture, fishing and forestry sector (15%); General finance sector (15%)	WB: Revilla, Julio E. MINISTRY OF FINANCE AND NATIONAL PLANNING

FUNDING ORGANIZATION	PROJECT NAME AND DURATION	VC APPLICABILITY	PROJECT BUDGET	COMPONENTS ACTIVITIES	CONTACT
IBRD Country: Zambia	Irrigation Development and Support Project Unknown Project ID: P102459	Production level	Total cost: US\$ 68 000 000	The project development objective is to improve the supply response to market opportunities for specifically targeted commercializing smallholders through public-private partnerships with commercial farmers. This will be achieved by improving smallholder and commercial farmer access to irrigation and market information, and by strengthening land administration and land use planning.	Contact: Paavo Eliste Tel: (202) 458-8925 Peliste@worldbank.org