



# Improving rice self-sufficiency policies in West-Africa: Challenges and opportunités

Dakar Workshop Report  
January 12th – 14th 2016



July 2015

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## 1. Introduction

West-Africa depends for over 40% of its rice supplies, on imports coming essentially from Asian countries, mainly Thailand, Vietnam and India. Three countries remain dependent from these imports: Nigeria, Côte d’Ivoire and Senegal. In these countries as in most West-African countries, rice production is not yet sufficient to respond to the consumption needs in constant growth, due in particular to *the demographic growth, the rapid increase of the urban population, the increase in income and the evolution of the urban consumers’ preferences*. The 2007/2008 global food price crisis illustrates well this conclusion and has shown food insecurity vulnerability from most of these countries.

Following that crisis and after the first emergency measures taken by Governments to roll it back – reduction of import taxes, consumer subsidies, lightening restrictions on food products trading ... - bolder State measures and interventions, embedded in longer term perspectives, have enabled rising growing interest and actions from investors and large-scale industrialists for the local rice value chain. Significant changes are seen today in the implementation of partnerships and contractual arrangements which allow the production and marketing of competitive quality rice by comparison to imported rice.

However, several issues and challenges still face the creation of value chains capable of *“contributing to sustainable growth and reducing poverty”*. These are namely: quality governance of the value chain, the establishment of mutually beneficial partnerships among stakeholders of the chain, incentive measures and interventions for an environment conducive to investments and the sustainable development of companies, support policies and provision of services to the most vulnerable stakeholders and, market support policies.

All these aspects have been dealt with in the workshop’s concept note (annex 1) which also presents the synthesis of the policies and strategies implemented in Côte d’Ivoire, Nigeria and Senegal in response to the objective of rice self-sufficiency.

Under IPAR<sup>1</sup>, CSEA<sup>2</sup> and CIRES<sup>3</sup> initiative, the Dakar workshop, which is in direct coherence with the implementation of the orientations of the regional policies, in particular, ECOWAP<sup>4</sup> and its program “regional offensive for sustainable and sustained revival of rice cultivation in West-Africa” was organized with the objective of sharing information and analyses on these various initiatives. The issues dealt with served as backgrounds to the participants’ reflections and analyses. The workshop brought together a diversity of stakeholders (political decision-makers, civil society organizations, private sector operators, implementation agencies, research organization, donors and think-tanks) to *“deepen their understanding of the challenges and opportunities and lay the foundation for collective thinking on the means of improving the implementation of these policies in West-Africa”*. The Ministry of Trade, the Informal Sector, Consumption, Promotion of Local Products and SMEs chaired the opening ceremony of the workshop. The active participation of ECOWAS Commissioner<sup>5</sup> for the Industry and Private Sector Commission, the Executive Director of the Rural Hub, The Africa Director of IPFRI and the President of the IPAR Board of Directors was

<sup>1</sup> Prospective Agricultural and Rural Initiative

<sup>2</sup> Center for the Study of the Economies of Africa

<sup>3</sup> The Côte d’Ivoire Economic and Social Research

<sup>4</sup> The Agricultural policy of the Economic Community of West-African States

<sup>5</sup> The Economic Community of West-African States

also noted. Nearly forty experts and representatives of socio-professional institutions and organizations attended the workshop (**Annex 3**).

This report gives an account of the main discussion items, analyses and proposals made for the improvement of rice self-sufficiency policies in West Africa.

The first section of the report summarizes an inaugural conference on the challenges and prospects of rice self-sufficiency policies in West-Africa. It is followed by presentations and discussions related on topics of interest identified during the Dakar ECOWAS meeting on the rice sector held in Dakar in November 2015 and summarized in a document entitled “The Dakar Declaration”. These topics focus essentially on the concerns related to the gender approaches in rice development strategies, the design and implementation of the policies and incentive mechanisms and the development of partnerships among stakeholders.

The value chain policies and industrialization models fill the second section of the report. The presentation of concrete case in Nigeria, Côte d’Ivoire and Senegal is subjected to analyses and proposals with regards to possible improvements and scale-ups.

The third section of the report investigates the sector’s innovative modes of financing and contractualization among the value chain stakeholders through experiences and initiatives implemented in Nigeria and Senegal. The specific case of the public-private partnership models experimented in the three case study countries are analyzed and discussed in the fourth section of the report.

Finally, women and youth employment opportunities, as well as the implementation conditions of the value chain good governance are visited in the report’s two last sections before research avenues are proposed to deepen the analyses and define the research strategy lines for the betterment of rice self-sufficiency policies in West-Africa.

## 2. The current context

In the analysis of the current context, the challenges and issues rice self-sufficiency policies in West-Africa are facing are reviewed. An IFPRI introductory paper enables to that effect to have a rather precise assessment of the dynamics and strategies at global level and the options offered to West-Africa.

Current initiatives, in particular, in terms of mobilization at regional scale are equally reminded through the commitments of the “Dakar declaration”. Identification attempts of responses to the concerns for that mobilization are proposed in the inclusive approaches to be developed, the “producer-private sector” partnerships to promote, or the strategic feature of the local production competitiveness enhancement.

### 2.1. Reaching self-sufficiency through productivity enhancement

Rice is currently the most consumed cereal in West-Africa, but meeting the populations’ consumption needs is essentially ensured through imports, owing to largely insufficient domestic production. This constitutes a strategic issue of prime importance for the region’s economy.

Through a comprehensive review of the production trends and prospects and the global demand for rice, Dr. Badiane, Africa Director of IFPRI<sup>6</sup> has submitted to the evaluation of participants his conclusions and analyses of the issues and challenges to rice self-sufficiency policies in West-Africa. Starting from trends showing that rice consumption is forecasted to increase by 73.5% between 2011 and 2025 (an average annual growth of 4%), he suggests that, to reach self-sufficiency in 2025 (which represents 25 million tons), rice production should increase by 8.3% annually.



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For that purpose, the self-sufficiency must necessarily be achieved through enhancement of the current production systems productivity, which remains relatively low, regional trade facilitation and the boosting of extra regional exports, and the full integration of regional rice markets. Protective options based on tariffs barriers at community border level are costly and have limited effectiveness on production enhancement.

<sup>6</sup> International Food Policy Research Institute (IFPRI)

## 2.2. A regional program to support rice development national strategies

“The offensive for sustainable and sustained revival of rice cultivation economy in West-Africa” is one of the ECOWAS and WAEMU<sup>7</sup> flagship programs to operationalize their agricultural policy. It consists in developing a regional response to support rice development national strategies as an end-goal and achieving rice self-sufficiency by 2025.



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The program formulation is the result of a participatory and inclusive process which involved political institutions (WAEMU, ECOWAS), technical partners (HUB RURAL, IPFRI, AfricaRice) and regional socio-professional organizations. The program was adopted in November 2014 at the Yamoussoukro Heads of States’ Summit.

A business meeting, held in Dakar, in November 2015, has had as an objective to speed-up the program’s implementation. It resulted in commitments and recommendations which constitute the “Dakar Declaration”. Endorsing key

conclusions drawn on the inability of the local supply to meet the rice regional demand and acknowledging efforts made by the region’s stakeholders, the declaration insists on the role that each of the institutional and organizational stakeholders must be able to play to foster efficient implementation of the advocated self-sufficiency policies.

## 2.3. The need for inclusive development and better appropriation of the gender approach

In wanting to achieve the objectives of rice self-sufficiency, it is important to incorporate in policy formulation, a gender approach. Indeed, it is possible to achieve, according to Dr. BINATE FOFANA Namizata (CIRES), equitable, inclusive and sustainable development, more satisfactory results of the policies, if the motivation of all stakeholders fosters the achievement of good results. For that purpose, three guiding principles must steer the programs in their implementation phases: participation, the roles assigned to men and women and priority granted to the disadvantaged category with regards to gender issues. Women and youth, with regards to these principles, are to that effect the category which must be mostly taken into consideration as they are stakeholders present in all the segments of the value chain. Therefore, facilitating women and youth’s access to land is quintessential, as is facilitating access to credit tailored to their needs.



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<sup>7</sup> West African Economic and Monetary Union

## 2.4. The partnership between producer and the private sector, a path to prioritize and consolidate

Rice value chain development cannot be the sole undertaking of the State. It will necessarily go through a more formal partnership between small producers and the private sector. Several projects or programs are supported this way in Nigeria and Senegal by technical and financial partners (MIKAP Rice, Nataal Mbay). These projects/programs, aim at establishing strong contractual relationships between small producers and the private sector operators on several links of the chain. Establishing links and partnerships between producers and processors is given priority.

In most cases, grouping various stakeholders within professional entities better placed to meet their concerns and defend their interests is encouraged.

Important material and human means are also made available to stakeholders, especially small producers, for enhancing their capacities, facilitating their procurement of quality inputs, their access to funding institutions, and their resort to insurance and better organization for their market access.

Stakeholder groupings are also encouraged at regional scale. Thus, the West-African Rice Investors' Association (WARIA<sup>8</sup>) seeks, at the level of each ECOWAS member-State, to sensitize decision-makers on the necessity to formalize partnerships with the private sector for the development of the value chain which most of these countries Governments cannot implement alone.

The role expected from the private sector for the achievement of rice self-sufficiency is also sought through the intentions of agribusiness international and multinational industries to invest in the continent.

## 2.5. Productivity and competitiveness, the key challenges of the West-African rice

For West-African rice to impose itself and find a leading position in the offensive waged by rice exporters, primarily based in Asia, it must be competitive. That competitiveness will come out, amongst other factors, from the productivity increase of current production systems, in particular, through the use of quality inputs, in sufficient quantity<sup>9</sup>. A study by AfricaRice<sup>10</sup> shows that conditions exist for competitiveness enhancement of West-African rice, but intervention policies must take into account the specificities and diversity of production systems which exist in the various countries (irrigated, plateau, lowlands, mangrove production systems).

Just the same, one has to take into account the structural differences which exist among countries and opt out for responses suited to the context of each country. Consequently, if in Senegal, a 50% increase of the yields per hectare and growth of the harvests processing

<sup>8</sup> The West Africa Rice Investor Association

<sup>9</sup> The studies conducted on the West-African production system reveal they are well below certified seeds use world averages with 13kg/ha only as against 100 kg/ha.

<sup>10</sup> This study on the analysis of rice competitiveness in West-Africa covered 21 countries of which 10 in West-Africa (ref. Rice Competitiveness in West-Africa – Mandiaye Diagne, AfricaRice, workshop presentation)



rate generate the same positive effects on competitiveness, in Nigeria, the introduction of high-yield varieties is the only policy which can enhance competitiveness.

These studies have also shown that *“setting high import tariffs does not enhance competitiveness even if it protects local producers and strongly encourages them to produce”*.

## 2.6. Analysis

Given these findings and challenges on the sector, questions and concerns are expressed in relations to several aspects: the incentives and forms of support to be given priority by the Governments, the types of public-private partnerships to implement, the inclusive and affirmative action policies in favor of women and youth, the constraints and incentive measures for productivity increase of the production systems and competitiveness enhancement of West-African rice, the appropriateness of the policies and tariff measures.

The relevance of proposed approaches in Nigeria and Senegal, as well as the possibilities to scale them up raise many questions, in particular, with regards to the constraints related to their implementation and the Governments' policy choices.

However, the majority of producers, or representatives of producer organizations, request that priority be given to building the capacities and expanding the means of stakeholders at grassroots level, i.e., the paddy producers, whichever the proposed approach or model. These same stakeholders also suggest the competitiveness of the West-Africa rice to be analyzed in relation to its quality which, in their opinion, is higher than the one of imported rice. Very often, imported rice comes from stocks 7-years-old and is heavily subsidized from harvest; which should call WTO's attention <sup>11</sup>. But, beyond these concerns, producer organizations, such as ROPPA<sup>12</sup> request that rice production and promotion conditions in Asian countries, like Thailand, be better analyzed to inspire similar approaches in West-Africa.

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<sup>11</sup> World Trade Organization

<sup>12</sup> The West-Africa Farmer and Producer Organizations Network



### 3. Industrialization to increase production and enhance productivity

Industrialization of the rice growing sector is one of the preferred ways to respond to the objectives of rice production increase and productivity enhancement in West-Africa. For that purpose, industrialization models from Côte d'Ivoire, Nigeria and Senegal served as a basis for the reflections and analyses on the issues and challenges these countries must face. This relates specifically to: their capacity to meet the objectives and effects expected in terms of employment, income or food security; taking into account the strategic choices made, the inclusion and sustainability; the way in which they can conciliate the need for scale-up production in short deadlines and the imperative for developing a network of competitive and resilient small and medium size production units.

#### 3.1. Large-scale industrialization

Being present in Africa for over 25 years, OLAM, the second largest rice distributor in the world, is the example of a multinational company which has set itself the challenge of participating in the development of agricultural and agro-industrial sector by intervening in all sectors which can contribute to improving their performance. In addition to direct interventions in the agricultural sector, it invests indeed in all the key sectors related to production/processing such as roads, warehouses and the logistics necessary for products' shipment, but also in social infrastructure related to the populations' education and health in its intervention locations.



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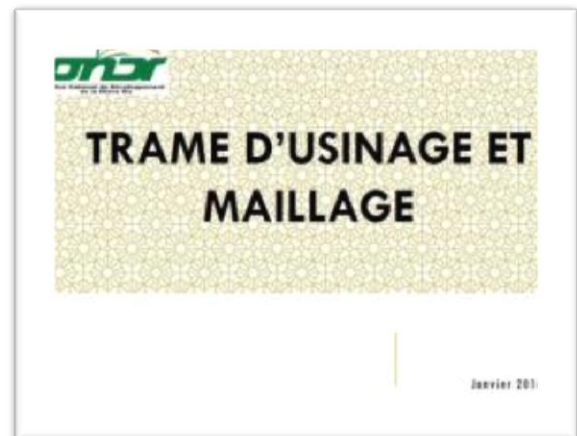
In its 10,000 hectare farm in Nasawara State in Nigeria, OLAM ensures direct production over 4,200 hectares, of which it ensures processing thanks to an integrated rice factory. It possesses modern equipment and over 1,200 employees to reach its production objectives: 10 tons/ha yields, 2 production cycles/year... to participate in local production increase and increase of farmer income, OLAM supports a network of small producers who benefits from its

assistance in various areas: training, campaign pre-financing, supply of high-yield varieties, agricultural inputs access facilitation... These producers thus improve their yields and preferentially, sell their production to OLAM. The dual challenge to that agro-industry is on the one hand production capacity increase and, on the other hand, the development of a model which enables improving productivity.

### 3.2. Proper geographical networking and taking into account processing needs at all levels

To cover all the national consumption needs, the ONDR<sup>13</sup> (Côte d'Ivoire) proposes a mechanism based on a proper netting of the production zones “enabling to capture the entire paddy production in a maximum radius of 70 km to make the obtained white rice competitive” and a good geographical distribution of the rice-milling industry. That geographical distribution is done based on several modalities:

- Small-size rice factories (0.2 to 2 tons/h) surrounding the production zones, the product (white rice) of which is meant for proximity consumption ; this is also the first milling and inter stakeholder contractualization level;
- Medium-size milling units (25,000 tons/year) introducing contractual networks of producers to millers;
- End of chain units of large storage and milling capacities (over 25,000 of paddy/year) which constitute structuring knots of the mechanism responsible for the system’s financial flows and materials.



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According to the ONDR management, this mechanism would help to lower at a maximum production costs over all the chains’ links; and facilitation of cash purchase of the paddy would encourage small producers to adhere to it.

Contractualization between the milling units, where support to producers is provided, and the private sector (inputs suppliers, traders...) is strongly encouraged. Various levels of contractualization are thus proposed to these stakeholders.

### 3.3. Different models and differentiated trajectories...

About thirty equipped rice milling factories producing quality rice and over 450 operational rice hullers make the on-going industrialization initiatives in the Senegal River valley <sup>14</sup>. These are not all performing well, but they are representative of the possible situations in terms of good use of incentives and public policies in the sector, scaling-up of promising initiatives and implementation of attractive conditions for private investment.

Some issues remain to be investigated with regards to competitiveness and sustainability of the proposed models, their inclusive approach and responses they can offer in terms of job creation, income generation and preservation of the environment.

<sup>13</sup> National Rice Development Office

<sup>14</sup> Ref. the ecosystems of the rice milling industry in Senegal River valley – workshop presentation by Ibrahima Hathie, IPAR

### 3.4. Analysis

Generally, and in the case of the large industrialization models proposed in Nigeria and in Côte d'Ivoire, concerns are voiced as to the support offered to small producers to encourage their grouping and structuring and thus defend their interest. Likewise, despite capacity-building actions deployed for them, questions remain to be answered as to the transfer and their true mastery of knowledge and technologies they are proposed, and which should empower them to decide and take action, abilities which enable them to “achieve self-sufficiency” as Mr. Thiako, President of rice producers in Côte d'Ivoire and ROPPA member, suggests. It is convenient perhaps to view these producers only as large companies' suppliers of raw-materials or agricultural laborers.

But, as the ECOWAS Commissioner for Industry and the Private Sector reminds it, the importance of family farming is stated in the common agricultural policy. “We must make sure there is good articulation between the proposed models and the ones implemented by family farms and not oppose them. This means analyzing the mutually beneficial contributions of the proposed models and the strategies proposed by farmer's organizations through the family farms.”

for the leaders of the ONDR however, it must be the policy-makers priority and not the producers. This issue is taken care of in the framework it proposes through the strategies it enforces (self-consumption, building safety stocks, exports promotion...). Others think that sustainable self-sufficiency will become real only if there is true involvement of the private sector and a solid public-private partnership is strongly anchored in the sector. Indeed, the role of private operators and investors is essential and should not be neglected for the sector's sustainable development.

Fundamentally, there is also the issue of the objectives targeted in the proposed models. Are these about solving trade balance problems? Are we looking for multiplying effects on employment policies, income generation, food security, poverty alleviation...? In that respect, some remind that in the rice value chain of most countries in the sub-region, we are referring to a sector in which we want to solve the income problems of the poorest and employment problems. The desired model would be, according to them *“a promotion and structuring of the value chain which imposes a participatory approach which include all the farmers, large-scale farmers as well as small-scale farmers”*.

The transfer of technologies is also mentioned through the support to be given to small farmers in acquiring the means that the State provides investors for the industrialization of productions areas. *“We should not be mistaken : a small unit can produce rice of equal quality to rice produced by a large milling industry thanks to the use of adequate and appropriate machines and tools : stone separators, sorters, whiteners, calibrators... Are our States aware that small farmers can grow?”* (Ouédraogo, Burkina Faso).

Ease of granting large agro-industrial company large areas of land is also mentioned as support which domestic small producers could benefit from. Some are not far from the view that they should have priority over that land:

- *“Where have the producers who used to exploit the 10,000 ha that OLAM is farming gone?”* (Lakoussan, Côte d'Ivoire)
- *“One should not take someone else's mat to sleep on because he will take it back when he wants to lie down”.* (Thiako, Côte d'Ivoire)

The issue of taking into account sustainable development objectives in the proposed models is seriously raised. In their defense, most of the proposed models make reference to charters and regulations which testify to their technical management history.



Chief Michael Kaase Aondoaka, MİKAP Nigeria

## 4. Financing the sector and contractualizing between stakeholders

Various experiments are conducted by projects and program which aim at identifying and implementing innovative financing schemes and formal contractualization among stakeholders, enabling an adequate and sustainable development of the value chain. The results achieved and lessons learnt from the experiments in Senegal and Nigeria are revisited at the light of the challenges to overcome and scaling-up opportunities.

### 4.1. In search of innovative mechanisms

*“It’s rice that finances rice at different stages”.*

This could illustrate the set of approaches implemented for an innovative financing mechanism of the rice value chain in the Senegal River valley which faces various constraints.

Indeed, rice self-sufficiency financing is facing several situations and constraints: production fragmentation, insufficient or inadequate guarantees, deadline and discipline in loans repayment, lack of appropriate long-term loans, little structured markets, price fluctuation, disasters, low competitiveness of productions in terms of performance, costs, quality, etc.



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In the Naatal Mbay project supported by USAID<sup>15</sup> in Senegal, an **“inclusive Value Chain approach which introduces the small cereal farmers to the local and national market”** is promoted. To do so, the project intervenes at several levels: facilitating aggregation and contractualization systems, setting in place public-private partnerships, promoting private investments, facilitating access to capital, infrastructure enhancement, facilitating access to materials and equipment, supporting the strengthening of institutions which intervene in the value chain, developing the sector’s monitoring capacity, at local and national levels.

The proposed innovations are based on:

- A CASH-FLOW strategy and risk control, with innovative schemes of integrated loans: repayment in kind at a contractualized price, credit margins guaranteed by raw-materials stocks, warehouse receipts, commercialization and factoring, upstream-downstream connection and traceability of the flows;
- Stakeholders’ contract management capacity-building, giving responsibility to the groupings; inter-trade agreement; quality certification;
- Insurance contractualization for production, storage, equipment and materials.
- Training of all stakeholders in quality standards and control, popularization of quality grading;

<sup>15</sup> United States Agency for International Development



## 4.2. The need to have a sound analysis of the context and local stakeholders' motivations and aspirations

According to OLAM and based on its charter and intervention principles, it is of prime importance to study and understand the context (economic, biophysical, social, and political) in which the chain stakeholders evolve. A sound analysis of the stakeholders' capacities and skills, means and motivations is necessary. This entails identifying the constraints and shortcomings on which support can be provided to improve their performance. Based on these preliminary approaches, win-win contracts can be negotiated between the milling industries and the producers (outgrowers) who supply them.

However, all this is only possible if a certain number of prerequisites which need to be negotiated with decision-makers and local public authorities are met, while knowing that this will not happen overnight. These relate to the exploitation modalities and valuing of the land and infrastructure to be made available, the commitment of the communities and local institutions in the implemented programs, the contribution of implemented programs to local as well as national development and food security objectives.

Other conditions are also necessary: encouraging the creation or intervention of micro-finance and insurance companies in order to avoid turning milling industries into loan or agricultural insurance operators.

## 4.3. Linking small farmers to the milling industry

Being the first rice importer in Africa and the second largest in the world after Indonesia, Nigeria was very early on, interested in finding the means to fill the gap between its consumption needs and its local production of rice which, in 2014, was still respectively 5.9 and 2.7 million tons/year. In that logic, a wide range of measures and policies were implemented to achieve rice self-sufficiency, of these, the Rice Development National Strategy which covers the 2009-2018 period.

The formalization of small paddy producers' relationships with the milling industry has motivated the implementation of initiatives and strategies through various models: industrial milling units ensuring their supplies thanks to contractualization with small producers, offering them access to inputs and essential services (*outgrower schemes model*); milling companies with a production farm and completing their procurement thanks to small producers (*nucleus farm model*). These strategies have recorded results which remain however below the expectations awaited from them.

New investigation avenues interested in the contractualization modes and experience among stakeholders are proposed. It is also suggested to get interested in incentive and policy measures which can bring small growers to participating in programs such as the "outgrower schemes". This can help improving the vertical relationships among the value chain stakeholders.

#### 4.4. Analysis

With regards to the diversity of solutions proposed to ensure the sector's efficient financing, there is the issue of deepening the analyses – especially on issues related to information asymmetry – a key issue for the loan mechanism – and the need to document the presented approaches with a view to giving avenues for efficient scaling-up.

If the presented approaches seem all to have found solutions to the problems and constraints upstream of the value chain, there is the issue of the market – especially in the case of the Naatal Mbay project – the competition ground with the imported rice which competitiveness is underscored. The question which remains unanswered is how that sector can survive with the intervention of the State (subsidies and other incentives and facilitations).

The contours of the partnerships sought after with public authorities (Governments, local communities, local authorities) still remain to be clarified or better defined.

In some experiences, the Public-Private Partnership (PPP) seem to be a reality, in particular through the facilitation of access to land for investors and milling units by public authorities, on the one hand, and, on the other hand, investment made by private operators in the fields of transportation, education, or health. In other cases, reference to that partnership is less noticeable and the observed approaches seem closer to purely private initiatives. Some ask themselves questions as to the forms of incentives the public authorities must put in place to efficiently support the implemented modes of partnerships and improve conditions.

It is also necessary to deepen the analyses as to the relevance of reducing or increasing government intervention share in the proposed initiatives, this with a view to better measuring the efficacy of the advocated partnership as to its contribution to the sector development objectives and the improvement of the revenues of the most vulnerable groups. Analysis of the advantages and disadvantages (if not risks) of State intervention (more advantageous rates, subsidies...) should also be done with regards to its positive aspects or disruptive effects on the strategies implemented by value chain stakeholders.

Contractualization remains a key issue for producer organizations. The nature, the contours and most of all the impact of contract on the strategies and future of small farmers deserve to be better analyzed through several questions: do these enable preserving the assets and the role of family farms (family's role)? Do they not turn family farmers into agricultural laborers? Do they enable small producers to have fair remuneration? Do they allow producers to truly be in a bargaining position? Involving the professional organizations as well as inter-professionalization in the partnerships development and contractualization processes' implementation is requested to guarantee mutually advantageous terms.

The innovative feature of the repayment or payment in kind (paddy rice) of the various loans or contractual transaction is questioned. As “exchange currency”, paddy is indeed used to repay all the loans contracted by the producer, serving thus as guarantee to his partners both upstream and downstream of his production. Beyond these guarantees, some ask themselves questions as to actual rate of loan granted to the producer, as to the volume of loan actually granted to him, as to the actual cost of its production and his actual gains.

Access to credit institutions and credit rates enforced remain also key issues in the search for the value chain sustainable financing mechanisms. In that respect, the State must create conducive conditions to the involvement of financing institutions in the sector, just as its



intervention is requested to facilitate the stakeholders' generalized access to the loans chain at preferential or subsidized rates.

Evidently, these approaches have tried to demonstrate the impact of adequate financing mechanisms in the value chain productivity enhancement. There is need on that issue of deepening the analyses on the coherence between the mobilized financing and the production targets assigned to the proposed model which, in the view of the ECOWAS Industry and Private Sector Commissioner, would gain in being better documented for possible scaling-up. On that issue, he is asking for concrete proposals as to the achievement of 8.2% growth rate to reach 25 million tons by 2025, which represents the region's rice self-sufficiency level.

He suggested for that purpose, among other solutions, to take advantage of the TEC<sup>16</sup> which purpose is to promote the domestic production. Producers are enquiring however on the impact of that instrument on rice regional self-sufficiency policy. Indeed, in a context of dumping practices into the domestic production, there is legitimate concern expressed as to the relevance of that measure; to these the Commissioner assures that ECOWAS has put in place prevention mechanisms against dumping practices.



**MR. Thomas Kouadio-Tiacoh, Président of the National Association of Rice Producers in Cote d'Ivoire (ANARIZ-CI)**

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<sup>16</sup> Common External Tariff set at 10% for rice

## 5. Public-private partnership

Public-private partnership is one of the privileged avenues in increasing the rice value chain production to make it meet the populations' consumption needs and reach the self-sufficiency objectives it is assigned. Its implementation modalities through initiatives and approaches experimented in Côte d'Ivoire, Nigeria and Senegal and supported by the State have served as a basis for the workshop participants' analyses and proposals.

### 5.1. Is public-private partnership a guarantee of sustainable and profitable business?

In Côte d'Ivoire, the State intervenes in all levels of the value chain (production, milling, and commercialization) to regulate the relationship between stakeholders. It has thus defined a public-private partnership based on the concession of services. The rice growing areas put in place in the framework of rice development national strategy (SNDR) are, as a fact, entrusted to multinationals or private investors, which in turn, can have sub-contracting agreements with producers. The objective, in the view of the ONDR, which is assigned the implementation of the SNDR, is to *“create a profitable milling and marketing business for competitive white rice in comparison to imported rice”*.

The sub-contracting agreements are concluded with producer groups or groupings but not individual producers. In ONDR's view, *“the family farm taken individually and isolated in its territory cannot be a reliable basis to conclude a sub-contracting agreement with”*. The grouping of family farms into cooperatives enables benefiting from many advantages (inputs joint purchase, easier access to loans, group insurance for multifaceted risks, and mechanization of production activities through the use of cooperative agricultural equipment...).

One of the key concerns of ANARIZ is to be able to efficiently replace private investors and operators involved at the highest level in the current public-private partnerships, by well-structured and strong farmer organizations.

### 5.2. The need to agree on a consensus agenda

In Nigeria, the overall sector improvement strategy (Rice Milling Agenda) is the basis of all proposed innovations and the State's support to the value chain stakeholders. It has enabled better producer access to quality inputs, lower production costs through mechanization, intensifying production and using upgraded varieties, structuring and organizing producers and their greater access to enhanced technique, rice mills and markets.

Public-private partnership is promoted in setting up rice mills integrated to the production systems. This involves small milling units as well as large industrial rice factories. This partnership is implemented through quality paddy rice collection and distribution centers accessible to millers and enabling to reduce their transaction costs and produce competitive rice by comparison to imports.

### 5.3. Encouraging the settlement of investors

Through the 3PRD (Rice Partnership Promotion in the River Valley) in Senegal, settling private investors by the State in developed areas enables experimenting investments at shared costs. Structuring rice field development are paid for by the State, end-use

development (electro-pump units, tertiary irrigation and draining networks, leveling and embankments) are partially paid for by grantees.

Involvement of local communities in the implementation of these partnerships is sought after through the choice of the grantees and their settlement and the monitoring of the developed spaces. Family farms are taken into account through the provision of 5 and 10 ha plots subsidized at 85-95% by the State. Establishment of small and medium-size enterprises takes place in 25 and 50 ha farms, respectively subsidized by the State at 75 and 40%. There is no State subsidy from 100 ha and above.

The establishment of that type of partnership is however facing a certain number of challenges: the financing of agricultural investments, secured management of the infrastructure and equipment, adhesion of the implantation zones' populations, especially as regards land issues, the involvement of all the stakeholders, of which the local communities, in enforcing the management of land and infrastructure management and securing tools and rules, support and greater responsibility devolvement to local communities.

#### 5.4. Analysis

In the experiences shown, in which the State is guarantor of the infrastructure and policies implemented in the proposed PPPs, there are still expectations expressed as to the effectiveness of the support and subsidies granted to small farmers; this, it would seem, in comparison to the conditions gathered to favor the settlement of large industrial operators. Good examples of support to small farmers could be taken from countries like Thailand where it seems, the State subsidizes the inputs they have access to.

Contractual relationships between producers and rice mills are still questionable as to the most effective way to formalization, the objective being to preserve the interests of both parties and ensure a sustainable development of a productive and competitive domestic rice value chain. In that area, the regulator role of the State is sought, even if it is wished it does not become a constraint to private initiative.

## 6. Job opportunities and women and youth entrepreneurship

### 6.1. A varied job offer

Which are the current women and youth employment and entrepreneurship possibilities in the value chain? The session devoted to that topic was enriched by the contributions of young entrepreneurs who shared their experiences and initiatives.

The results of a study conducted by IPAR<sup>17</sup> [on youth and women's employment in the Senegal River valley](#) served as introductory presentation to the topic to help in the identification and analysis of the opportunities offered to women and youth. It is noted in that study the diversity of employment which the value chain offers in the jobs of production, milling, commercialization, services and support provision. One mostly notes, through the specific case of the Senegal River valley that the rice value chain is a provider of remunerated employment for youth and women and that it motivates the coming of seasonal migrants.



Ms. Cathy Lô, Président of Téranga entreprises in Sénégal

The presentations made by women and male private operators show the diversity of initiatives to value domestic production and make it competitive by comparison to imported rice. It is in that logic that contracts between millers, especially private rice milling units, and producers are of several modalities and forms: formal and formalized agreement on quality rice (quality certification), campaigns pre-financing by rice factories and repayment in kind by the producers. Valuing of milling by-products (middling) for animal feed is also becoming a more and more formal activity practiced by women who ensure their commercialization.

True interest is then expressed by youth and women for domestic rice production which reveals itself income generating for most of them: *“people grow rice because they earn*

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<sup>17</sup> IPAR (2015). Emploi des jeunes et migration en Afrique de l’Ouest (EJMAO)

*money...people who grow rice do not think of migrating... rice production zones attract masses of migrants”*. A participant reports that massive youth home return is observed in some rehabilitated rice production basins in Mali.

Rice growing also offers self-employment opportunities. In the case of Senegal, this would characterize most farms in the Delta and in the southern region of the country. This agriculture is mostly practiced by women who have their own rice fields.

Steaming also play an important role in some countries: Benin, Burkina, Guinea... This processing sector is mostly controlled by women who succeed in processing individually between 0.5 and 2 tons a week. Questions are asked as to the ways and means to move from traditional to industrial steaming without having that activity escape their control. In general, concerns are expressed on the processing models to be promoted to meet the needs of small steaming unit operators and increase their revenues.

## 6.2. Analysis

The domestic rice value chain offers the populations employment opportunities and improvement of their socio-economic status, which there is need to strengthen at the level of public policies targeted at job creation and the improvement of the populations' living conditions .

The State is thus in priority called upon about the incentives and levers to implement to promote and support the initiatives and undertakings of youth and women intervening in the sector: subsidies, tax exemption, preferential financing mechanisms, facilitation of access to installations and infrastructure put in place by the State, vocational training...

Concrete scaling-up possibilities of several of the presented experiences exist. These initiatives deserve however to be better documented in order to develop concrete proposals which can feed public policies in matters of job creation and the most vulnerable populations revenue increase, of whom, youth and women.



## 7. The rice value chain governance

How can rice quality be ensured all along the value chain? Which strategies should be implemented to increase public and private investments in the rice value chain? Which incentives are necessary to reach the objectives of rice self-sufficiency? Attempts of responses are brought to the debate to make concrete proposals for the value chain's sound governance



From left to right : Mr. Kalilou Traoré, ECOWAS Commissioner in charge of industry and the private sector, Excellency Mr. Alioune Sarr, Minister of Commerce, the informal sector, consumption, the promotion of local products and MSEs, Mrs. Aminata Niane Badiane, President of IPAR administrative board.

From the onset, there is consensus that good governance of the value chain goes necessarily through the involvement of two key stakeholders: the State and inter-professional organizations. The value chain governance systems differ depending on the countries and the options taken by the State to develop it.

In Côte d'Ivoire, the State through the ONDR, has adopted the strategy of "having things done" by pulling out from productive activities. In that scheme, inter-professional organizations constitute the governance stakeholders and consist of three constituencies: producers, millers and distributors. In a prospect of investments increase, the State has set in place rice development poles it has entrusted to the private sector. Efforts must however be done as to land and investments in economic infrastructure security (road network, rehabilitation or building of water mastery infrastructure...).

In Nigeria, the State got committed through liberalization policy of several of the chains' components and preference for local investors. It also committed itself, in the framework of a PPP, to the development and rehabilitation of infrastructures. However, efforts remain to be made on other aspects: access to low rate loans for small farmers, revival of commercial agricultural banks, etc.

However, inter-professionalism would constitute the “*ideal model*” or interlocutor for States corresponds to different realities according to Ibrahim Ouédraogo (VECO), made a comparison of the constitution process of that instance in several countries of the West-Africa region. Indeed, three countries implement that approach in the sub-region: Senegal, Burkina Faso and Ghana. A temporary evaluation shows that inter-professional organizations in Burkina and Senegal, despite some deficiencies, have had the merit of being spaces of negotiation and setting minimum prices, which can be considered a success. However, in Burkina, inter-professional organizations have been put in place prior to stakeholders’ professional organization (producers, traders, steaming workers). The consequence, which also remains a challenge, is for stakeholders, the representativeness of the inter-professional organization. Indeed, several situations are observed: organizations under the impulse of donors, the creation a posteriori of the farmer organizations that should be involved in the creation of the inter-professional organization in the first place. One of the advocated solutions is the creation of conditions enabling the justification of operating an inter-professional organization by encouraging cooperation amongst already well-structured stakeholders within their own professional organizations.

Another aspect also deserves special consideration in the value chain governance. As regulator and policy-maker, the State must face a dual situation: on the one hand, implement incentive measures to meet the sector’s production and economic and financial profitability objective and, on the other, create conducive conditions to job creation and the improvement of the populations’ socio-economic conditions. The State’s regulator or interventionist status can then be more or less exacerbated depending on the strategies given priority to and the sector’s strategic stakeholders’ proposals of consultation frameworks.



Mr. Christian Kouamé-Bi, National Bureau for rice production development (ONDR Cote d'Ivoire)



## 8. Conclusion: a few research avenues

### 8.1. Topics to be deepened

The objective of bringing the workshop participants to deepen their understanding of the rice self-sufficiency policies challenges and opportunities was no doubt reached. The quality of the contributions and depth of analyses and discussions contributed to that. The participants expressed their full satisfaction in this respect and reassessed their wish to see the institutions which conducted the various studies presented benefit from consequent support from donors for the continuation of the work.

However, all the challenges and opportunities for rice self-sufficiency policies improvement in West-Africa may not have identified during the workshop and the findings and analyses on the situations presented still need to be better documented to help have a better assessment of the strategies to be implemented to reach the expected results.

The evaluation and analysis of State interventions in the domestic rice value chain deserve special consideration. Several aspects can be studied: the opportunities and limitations of the incentive measures and interventions, the impact of supports and subsidies on the stakeholders' strategies, etc.

Partnership, in all its forms (PPP, intra and inter trade contractualization models...) and the modalities of its implementation are a constant concern of the value chain stakeholders. If openings and facilities are proposed to foreign investors and large milling companies, expectations are still expressed by domestic stakeholders, primarily, small producers and millers for the enforcement of conditions advantageous to them.

The specific role of women and youth in some components of the chain deserve also special consideration. In that respect, deepening the analysis of women's role in the rice processing sector, especially in steaming, is desired.

Industrialization models continue to be questioned on their innovative status as to an optimization of profits and results sought after, their impacts on the evolution of the economic and social situations in rice production areas, their contribution to job creation policies and the fight against precariousness. Capitalization work is suggested on the various models implemented to enable comparative analyses as to their advantages and disadvantages, depending on the policies that must be given priority.

Likewise, the innovations proposed in the investment models and the chain's financing mechanisms deserve to be better documented. Several analyses are to be deepened, especially, their leverage effects on other support and public policy financing mechanisms (subsidized rate loans, subsidies...), risk management related issues, etc.

Other topics of interest also deserve a deeper analysis: inclusive development strategies, the role of the inter-trade approach in partnerships and development strategies for monitoring and implementation, the role of CET in the regional policy implementation.

## 8.2. A roadmap to go further

In the diversity of topics to be deepened, IPAR, CSEA and CIRES have identified priorities on which they are going to focus their efforts and develop research projects:

- The public-private partnership – effectiveness of integration models and services provision
- Industrialization models – financing and innovation, inclusive approaches, investment choices, impacts analyses on youth and women employment, on domestic economies...
- Consistency of self-sufficiency policies – how are they put in relation with macro policies? How can sustainability be inserted in the systems to be proposed?
- Analysis of the policies implemented or involving large companies or the agri-business:
  - Review of the on-going experiences and dynamics with the sub-region;
  - Analysis of the mechanisms and modalities implemented by large companies to foster youth and women’s involvement, local communities participation, employment, empowerment...

Generally speaking, the three institutions intend to meet the demand regarding documentation, capitalization and analyses deepening on topics of interest:

- Incentive measures (CET, subsidies...) and impacts on policies (national and regional);
- The value chain financing, supported by precise questions by the
- Commissioner on the ways of achieving the desired 8.5% to reach 25,000,000 tons;
- Inclusion, gender and employment;
- Taking the environment and sustainability into consideration;
- Competitiveness analysis;
- Asian countries’ rice growing backing policies.

A request for in-depth analysis and response from the institutions was expressed by the ECOWAS Industry and Private Sector’s Commission Commissioner: **what is the investment volume to be made by 2025 to reach the 8.3% growth rate necessary for reaching the 25 million tons of milled rice representing self-sufficiency objectives?**

To answer all these questions and requests, the managers of the three institutions agreed on the need to have a joint agenda in which they will try to pool their competences and approaches. This does not prevent, based on their comparative advantages and specificities, that they can ally with other partners or institutions interested in the identified issues.

Opportunities to benefit from support<sup>18</sup> from institutions such as the IDRC<sup>18</sup> or ECOWAS exist. What this requires is submitting relevant projects which can motivate their support and funding.

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<sup>18</sup> International Development Research Center



Mr. Chukwuka Onyekwena, Executive Director, CSEA



Mrs. Binaté Fofana Namizata, Programs Manager, CIRES



Mr. Ibrahima Hathie, Research Director, IPAR

## ANNEXES

## Annex 1: The workshop concept note

### 1. The context

The 2007/2008 food price crisis has recently shown how vulnerable to food insecurity West-African countries were, especially in pursuing their rice needs satisfaction. In most of West6Africa, rice production has not been able to meet the increases in demand stemming from demographic growth, rapid urbanization, revenue increase and the evolution of urban consumers. As a consequence, the West-African region depends on international imports for over 40% of its rice procurement, primarily from South and South-East Asia (Thailand, Vietnam and India). Imports represent about 20% of the rice marketed internationally, which represent 5 million tons (SWAC/OECD, 2011; Demon and Neven, 2013). Nigeria, Côte d'Ivoire and Senegal are the largest importers.

The sudden rice price increases have sparked riots in several countries pushing decision-makers to quickly react. The governments have taken emergency measures such as reducing rice imports taxes, subsidy regimes for consumers and restriction on trading food products. More ambitious long-term policy measures have also been adopted aiming to achieve rice self-sufficiency in a reasonable deadline. The core of these programs focuses on inputs subsidies (seeds and fertilizers) as well as loans to producers. Extension of irrigated areas was also a priority and mobilized large financial resources.

The rice sector has experienced spectacular changes these past years. State and donor interventions have attracted new stakeholders in the sector and interesting public-private partnerships are coming into existence. By and large, a value chain approach is becoming popular with true improvements in milling and the segments of the end-market. Public and private investments in industrial and semi-industrial rice milling units make possible high quality whitened rice. In many cases, these units have entered into contractual agreements with small producers to ensure reliable high quality paddy rice procurement. Several models are visible in West-Africa, depending on the driving force of the value chain integration. In some countries, multinational companies are the integration lead driving forces when NGOs and farmer organizations play a similar role in other countries. Sometimes, State and/or donor projects play the lead role.

Though consensus exists on the fact that creating effective value chains will result in making agriculture more able to supporting sustainable growth and alleviating poverty, there are systemic constraints which hinder rice value chains in West-Africa. Quality governance all along the chain is a key challenge to be up to. Because rice is characterized by low value, large storage capacity and large number of small traders, the possibility of breaches of contracts is high. In that context, the value chain governance requires harvests value increase and improvement in contracts execution. This means sustained interventions to build trust, transparency and win-win advantages among the value chain stakeholders. A business-friendly environment, vertical and horizontal linkages and markets support policies are all important policy features which must be taken into account. In that respect, government support policies and provision of sustainable development services from companies are key options to reach the objective of rice self-sufficiency.

The policies and strategies to meet the objective of rice self-sufficiency vary considerably across the region. In Nigeria the 2014 newly approved rice policy has put in place an innovative regime based on a taxes differential on imported rice. The stated objective is to

encourage investments in the rice value chain. Thus, investors with a domestic rice production plan (DRPP) and milling capacity benefit from 10% tax and 20% levy whereas traders shall have to pay 10% import tax and 60% levy. The required minimum investments for rice growing and milling are set at \$ 10 million, an estimate of the installation cost of a medium-size 36,000-ton integrated rice-milling unit and a nucleus of directly managed agricultural farms of 2,000 ha (AgroNigeria, 14/01/2015). Eligible companies pledge through submitting a domestic rice production performance obligation which equals 30% of the value of the received quota. Investment plans are closely monitored as to the key stages. That new Government policy linking a lower tariff to investment imports in the rice sector clearly offers incentives for substantial private investments in domestic production and milling to the disadvantage of imports.

In Côte d'Ivoire, the 2012-2020 national revised rice sector development strategy (SNDR) aims at meeting quality rice national consumption need, which rice can rival imports. Strategies to reach that objective include the seeds sector development, the production sector capacity-building, providing support to milling and marketing activities and the creation of an information system capable of providing reliable data to the sector operators. To implement that policy, 30 rice development poles are created in the rice growing areas, backed by a medium-size rice-milling factory (15,000 to 24,000 tons capacity) acquired on a public-private partnership basis. The objective is to establish contractual relationship between rice growers et the milling operator on a win-win basis by facilitating access to inputs to producers and guaranteeing paddy supply to the factory. Partnerships are also planned with importers to use their distribution network and with the financial operators. Agribusiness management centers will be created for the system's monitoring at large.

In Senegal, the national rice self-sufficiency policy has also been revised and seeks to reach its objective by 2017. Rain grown rice is expected to supply 40% of the 1.6 million tons of paddy. The government has invested important financial resources to increase the production base (rehabilitation of the irrigated zones, development of new zones), eliminate the production constraints, especially the lack of agricultural equipment, and provide leverage buy-out funds for milling and marketing transformed rice. Discussions have also taken place with importers to initiate regulatory measures limiting rice imports and thus increasing domestic rice market share.

This brief overview testifies to multiple policy initiative implemented in West-Africa in pursuit of rice self-sufficiency. Considering the diversity of implemented policies, experience sharing could produce substantial learning and have a positive impact in the region. Putting face to face the views of the various stakeholders in the rice sector (decision-makers, practitioners, researchers and donors) will contribute in designing better policies for better results in the benefit of the countries and the region. Based on the Dakar Declaration which results from the ECOWAS rice business meeting held in mid-November in Senegal, this international conference shall seek identifying the knowledge gaps and develop a research program based on inclusion and sustainability.

## 2. Objectives

The Initiative Prospective Agricole et Rurale (IPAR Sénégal) – *The Prospective Agricultural and Rural Initiative* –, the Center for the Study of the Economies of Africa (CSEA) and the Centre ivoirien de recherches économiques et sociales (CIRES) – the Côte d'Ivoire Economic and Social Research Centre – are organizing a three-day-learning and exchange workshop on

rice self-sufficiency policies and strategies in West-Africa, based on three study countries (Nigeria, Côte d'Ivoire and Senegal) and leading to the development of an inclusive research program. The objective is to bring together policy-makers (representative of agriculture ministries), practitioners (public institutions, projects and programs), the private sector, regional entities (ECOWAS, ROPPA), think-tanks and donors to exchange view on the various rice self-sufficiency policies and strategies and deepen their understanding of the challenges and opportunities to lay the foundations of collective thinking on the means of improving these policies implementation in West-Africa. The conference will be an opportunities for identifying the knowledge gaps which would be the basis of future collaborative research. This initiative will then contribute in enhancing think-tanks' research capacities and improve their policy relations within the West-Africa region.

### **3. Program design and activities**

The three days bilingual conference are designed based on a diversified format to enable discussions, sharing and learning. There will be presentations by guest-speakers, roundtables and technical sessions. It is planned that the Ministry of Agriculture of the Republic of Senegal officially opens the conference and delivers the keynote address.

After the opening address, a set of presentations will follow based on issues contained in the Dakar Declaration. These include: (i) gender mainstreaming in rice development strategies; (ii) the design and implementation of well-thought of mechanization policies; (iii) partnerships development between producers and the private sector. The afternoon of day 1 will focus on the industrialization models. The policies may be designed to support small-scale processing by improving the business environment and making possible the upgrading of a handful of these processing units. However, the industrialization strategies may be based on attracting foreign direct investment which favors large companies under various models (relationship with the nucleus plantation model, resort to contractual agriculture). The underlying outcome of these policies will also be discussed.

Day 2 prepares the ground for discussions on innovative financing models of the value chain, contractualization and the public-private partnerships (PPP). The presentations will shed light on the lessons learnt from various experiences conducted by projects/programs and the private sector, with special consideration on success stories which need scaling-up and the challenges to be overcome. Participants will also question the role and place of women and youth in the rice value chain, highlighting the job and entrepreneurship opportunities. We will finish by discussing quality governance along the procurement chain, including contracts execution, transparency, policy backing for a business-friendly environment, sustainable provision of business development services...

The final day will be devoted to developing research strategies and to the delineation of a research program for think-tanks and research centers interested in providing support for rice self-sufficiency policies enhancement in West-Africa. In the last session, researcher will fine tune the research program and draft a work plan and a financing strategy.

### **4. Expected outcomes**

The following outputs are expected from the conference:

- A final document which summarizes the key issues examined and main findings;
- Three documents which present each a critical examination of a rice self-sufficiency policy. Each document examines the policy framework, highlighting the strengths and



weaknesses. They will also provide an overview of the success and implementation challenges.

- Policy papers on specific and relevant issues resulting from the exchange of views;
- An inclusive and regional research agenda which aims at improving the development of policies in the rice sector, based on the interactions of a set of diversified speakers.

In terms of outcomes, the conference will contribute to reinforcing the research capacities of the participant think-tanks, especially in the field of agricultural policy, improving the quality of their research, fostering peer-learning and developing their relations with policies at regional and national levels.

## **5. Dates**

The conference is expected to be held in January 12-14, in Dakar, Senegal.

## Annex 2: The Workshop Agenda

Day 1: Tuesday, January 12 <sup>th</sup> , 2016	
Time	Activities
8:30 – 9:00	Participants arrival and registration
9:00 – 11:00	<p><b>Session 1</b> : Opening ceremony followed by the inaugural conference</p> <p>The Opening ceremony</p> <ul style="list-style-type: none"> <li>- Chairperson of the IPAR Board of Directors</li> <li>- The ECOWAS Commissioner for Industry and the Private Sector</li> <li>- The ROPPA Representative</li> <li>- The Minister of Trade, Informal Sector, Consumption, Promotion of Domestic Products and SMEs</li> </ul> <p>The inaugural conference</p> <ul style="list-style-type: none"> <li>- Dr. Ousmane Badiane, IFPRI Africa Director</li> </ul> <p>Topic: Rice self-sufficiency policies in West-Africa : challenges and prospects</p>
11:00 – 11:30	<p>Coffee break</p> <p>Group picture</p> <p>Press conference</p>
11:30 – 13:30	<p><b>Session 2 : The Dakar Declaration and the way forward</b></p> <p>Chairperson: Dr. Yamar Mbodji, The Hub Rural Executive Director</p> <p>Synthesis of the Dakar Declaration (Bio Goura Soulé)</p> <p>Speaker 1: Gender (women and youth) mainstreaming in rice development strategies (CIRES)</p> <p>Speaker 2: Partnership between rice growers and the private sector (Michael Aondoakaa, Mikap Rice, Nigeria)</p> <p>Speaker 3: Rice competitiveness in West-Africa (Mandiaye Diagne, AfricaRice)</p> <p>Speaker 4: The expected role of the private sector and Grow Africa for the achievement of sustainable rice self-sufficiency (Joost Van Odijk, Grow Africa)</p> <p>Discussant: Ramakrishna Badhei, Ibrahim Integrated Rice Mill</p> <p>Q &amp; A</p>
13:30 – 15:00	Lunch break
15:00 – 17:00	<p><b>Session 3 : Industrialization models in the rice growing sector</b></p> <p>Chairperson: Kalilou Traore, ECOWAS Commissioner for Industry and the Private Sector</p> <p>Panel: OLAM (Nigeria); CASL (Senegal); ONDR (Côte d’Ivoire); ROPPA; IPAR</p>
Day 2 : Wednesday, January 13 <sup>th</sup> , 2016	
9:00 – 11:00	<p><b>Session 4 : The value chain financing and contractualization</b></p> <p>Chairperson: Michael Aondoakaa, Nigeria</p> <p>Speaker 1: Innovative financing mechanisms in actions: lessons from the Senegal River basin (JM Voisard, Naatal Mbay Senegal)</p> <p>Speaker 2: Contractual agriculture in the Nigerian rice sector: conditions of success and traps to be avoided (Ade Adefeko, Olam Nigeria)</p> <p>Speaker 3: Towards rice self-sufficiency in Nigeria : linking small growers to rice-milling factories (Chukwuka Onyekwena, CSEA)</p> <p>Speaker 4: The value chain financing :Financement chaîne de valeur: a case</p>

	study of NIRSAL in Nigeria (Patrick Okigbo, Nextier Advisory) Discussant: Papa Nouhine Dieye, USAID Q & R
11:00 – 11:30	Coffee break
11:30 – 13:30	<b>Session 5: The public-private partnership</b> Chairperson: Mor Talla Kane Speaker 1: Tirer parti des possibilités de partenariat public-privé pour la chaîne de valeur du riz (ANARIZ-CI) Speaker 2: Harnessing the opportunities offered by the public-private partnership for the rice value chain (Andrew Ikhadeunu, Rice Value Chain, Federal Ministry of Agriculture, Nigeria) Speaker 3: Private investment promotion: the case of the 3 PRD project in Saint-Louis (Seyni Ndao, SAED Deputy Director) Discussant: Patrick Okigbo, Nextier Advisory
13:30 – 15:00	Lunch break
15:00 – 17:00	<b>Session 6 : Women and youth employment and entrepreneurship opportunities in the rice value chain</b> Chairperson: Flaubert Mbiekop Introductory presentation (IPAR) Country experience sharing among stakeholders present in the employment niches Cathy Lô (Teranga entreprise); Nazimata BINATE (CIRES) Côte d'Ivoire; Patrick Okigbo, Nextier Advisory, Nigeria; Alioune Mbodji, GIE Mbodj et freres, Senegal; Liberia; Ghana
<b>Day 3 : Thursday, January 14th, 2016</b>	
9:00 – 11:00	<b>Session 7 : The rice value chain governance</b> Which strategies to increase investments? Which incentives to reach the objectives? Chairperson: Dr. Cheikh Tidiane Dièye Panel : The experience of Côte d'Ivoire (ONDR); Ramakrishna Badhei, Ibrahim Integrated Rice Mill, Nigeria; Mamadou Lamine Ba, APIX ; ROPPA, Ibrahim Ouedraogo, VECO Q & A
11:00 – 11:30	Coffee break
11:30 – 13:30	<b>Session 8 : Synthesis and official closing ceremony</b> Chairperson: Ibrahim Ouedraogo, VECO Rapporteur presents synthesis and prospects Official closing ceremony
13:30 – 15:00	Lunch break
15:00 – 17:00	<b>Session 9 : Think-tanks working group</b> Roadmap

### Annex 3: Workshop participants

	Title	Name	Surname	Institution	Country	Contact
1	MR.	Ade	ADEFEKO	OLAM/Rice	Nigeria	<a href="mailto:ade.adeferko@olamnet.com">ade.adeferko@olamnet.com</a>
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CSEA-CIRES-IPAR – Improving rice self-sufficiency policies in West-Africa – Challenges and opportunities

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