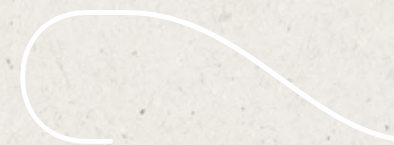
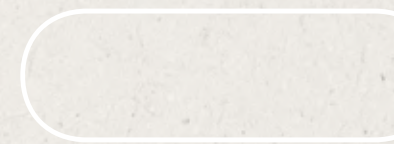
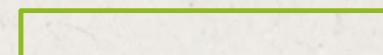


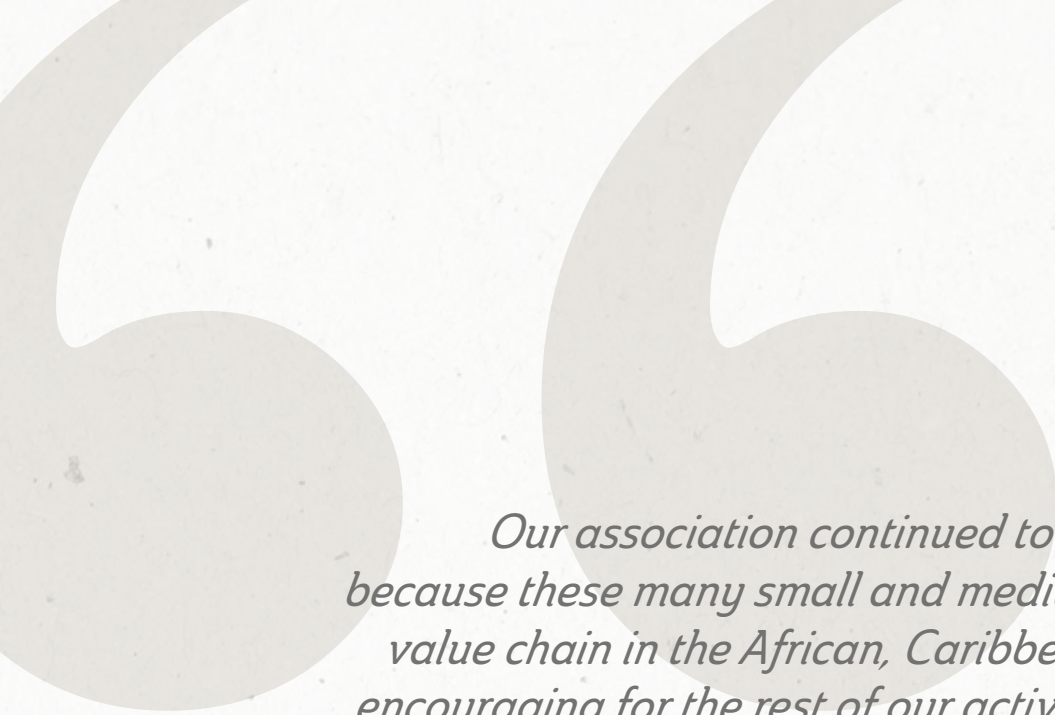


ANNUAL REPORT

OF COLEACP AND ITS PROGRAMMES



COLEACP



Our association continued to welcome many new members in 2018. I am delighted because these many small and medium-sized enterprises represent the entire horticultural value chain in the African, Caribbean and Pacific States and the European Union. This is encouraging for the rest of our activities, because many challenges remain to be met with regard to the sustainability and competitiveness of agriculture in our countries. Every day we receive requests for support, from which we are building up many action plans to support the profound transformation of the horticultural sector in ACP countries. These are the building blocks for a human and sustainable planet.

Stephen Mintah,
President of COLEACP

COLEACP is an association of companies and experts committed to sustainable agriculture
Its mission is to develop inclusive, sustainable trade in fruit & vegetables and food products, focusing on the ACP countries' trade with one another and with the European Union.



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**2018 ACTIVITIES AND
RESULTS**









FOREWORD

COLEACP in 2018: 600 development projects in 50 countries

The year 2018 was marked by a growing number of requests for COLEACP support from the ACP-EU horticultural sector. This illustrates the vitality of the sector – and its many challenges.

On a daily basis, our team and network of experts and trainers are managing more than 600 development projects in nearly 50 countries in Africa, the Caribbean and the Pacific, reaching more than 2 million producers. Improving the global competitiveness of ACP SMEs through the adoption of sustainable entrepreneurial, agronomic, managerial and business practices on all fronts is at the heart of our main ongoing programme in 2018, Fit For Market, which is co-financed by the European Union (EU) and French Development Agency (AFD) at the request of the ACP Group of States. The ultimate objective of Fit For Market is to contribute in each country of intervention to alleviating poverty, enhancing food security and improving the quality of health.

young people represent
37% of the active
population in Africa

The challenge of sustainability remains immense

Recent months have highlighted the growing inequalities in addressing the effects of climate change, which the rural populations of ACP countries are the first to suffer from and the last to be responsible for. We should remember that the whole of Sub-Saharan Africa consumes less electricity in a year than one small state in the United States. While the growing awareness of our current climate emergency is heartening, we must take care not to focus on the wrong battles. 'Locavorism' – eating foods grown locally whenever possible – should take into account the poorest producers in the poorest regions of the world, because exporting produce is most often the only source of additional income to facilitate access to health care and education. Although the trade flows covered by COLEACP's activities have recently mainly concerned the local and regional markets of ACP countries, the association continues to defend the interests of the export sector to the EU as a source of income and employment, and a vehicle for the dissemination and improvement of practices for the benefit of all agri-food sectors and the populations concerned.

Despite decades of unprecedented growth, the proportion of populations living in poverty declined more slowly in Africa than in any other region.

OXFAM, Starting With People

Support for the development of agri-food SMEs offers a clear guarantee of inclusive economic growth in ACP countries. Current solutions for access to finance are insufficient and unsuitable for a sector that is structurally unattractive to financial intermediaries (in ACP countries and elsewhere). In 2018, COLEACP continued and strengthened its support for capacity building on management practices in SMEs, and its engagement with financial actors specialised in agriculture in ACP countries. 2019 must mark a turning point on this issue of recurrent concern.

60% of young people still unemployed – but the ACP agri-food sector offers rich opportunities

On average, 11 million young people enter the labour market each year in Africa, which has only 3 million jobs for them, a gap of about 8 million. As a result, young people represent 37% of the working population, but constitute about 60% of the unemployed (African Development Bank, Jobs for Youth in Africa, 2018).

In ACP countries, the growth in purchasing power, demographic vitality and concerns about health and nutritional quality represent a tremendous development opportunity for SMEs in the markets concerned, provided they are sufficiently robust to face foreign competition. The emergence of new distribution channels and marketing opportunities for higher value-added products processed locally must now be fully integrated into the development strategies of ACP SMEs. In line with its daily work on youth training, in 2018 COLEACP initiated a fundamental reflection with the French Development Agency on its gender approach to enable implementation of more effective and creative mechanisms so that women in particular can benefit more from these opportunities.

Improving food safety can – and should – be a factor in development

The consequences of food safety deficiencies cost low- and middle-income economies US\$110 billion each year in lost productivity and medical costs (World Bank, The Safe Food Imperative, 2019).

Our challenge today is to make the accumulated knowledge and know-how available to as many people as possible in ACP countries so that companies can fully play their role as drivers in the emergence of innovative societal models

Sanitary and phytosanitary (SPS) issues for ACP fruit and vegetable exports to the EU must be capitalised to accelerate transformation processes on food crops. Multi-stakeholder public-private governance, coupled with consumer awareness-raising in ACP countries and large-scale training of supply chain actors, will be essential in each ACP country. In the case of Africa, a regional or even continental approach seems to be the most appropriate way to pool efforts and develop economies of scale. Since the early 2000s, COLEACP members have understood that improving



operational processes within their companies to comply with SPS regulations represents a tremendous opportunity to professionalise their activities, sustain their growth and thus contribute to poverty alleviation. At a time when migration is causing European democracies to falter, and the security situation is deteriorating in several Sahelian countries in particular, our challenge today is to make the accumulated knowledge and know-how available to as many people as possible in ACP countries so that companies can fully play their role as drivers in the emergence of innovative societal models.

In all its activities, COLEACP is guided by the principle of collective intelligence supporting personal development

Our main challenge – continue to increase our impact

In this context, to respond to needs on the ground in the face of a major revision of the SPS regulatory context in Europe, COLEACP responded to a request from the ACP Secretariat for a proposal for intra-ACP intervention, complementary to the existing Fit For Market programme, financed under the

11th European Development Fund for €15 million over 4 years. This additional capacity for action will make it possible to intervene in depth with the competent authorities of the ACP countries by priority sectors, according to the specific SPS issues and their corresponding socioeconomic weight. COLEACP aims to complement its intra-ACP interventions with national programmes. The first was concluded in 2018 in Togo with the Standards and Trade Development Facility (STDF), with the objective of strengthening the Togolese phytosanitary system for vegetable exports to the EU. The launch of other national complementary programmes is planned for 2019.



How? ...*Growing people*

In all its activities, COLEACP is guided by the principle of collective intelligence supporting personal development. The association is committed, with its members, to a process of continuous improvement with individuals at its centre. The COLEACP approach is to facilitate the development, learning and performance of all those with whom we are working together, by first developing capacities in order to maximise potential. This is the principle behind *Growing people* – our new signature, visualised by our new logo.

In 2018, in response to the growth in activities and those planned for 2019, the permanent COLEACP team was expanded and its services strengthened with new resources and skills, including access to technical assistance financing, management of training projects, and market intelligence data processing. New members have also joined the association, making it possible to continuously improve our representation of the ACP-EU fruit and vegetable sector. An important event that embodies the continuous improvement and development of our organisation is the appointment of COLEACP's new General Delegate from June 2019.

In the year 2019 we plan to consolidate the efforts of many previous years with the arrival of new technical and financial partners in order to fully meet the many challenges of sustainability for the ACP-EU horticultural sector.

Guy Stinglhamber,
General Delegate
June 2013 - May 2019

Jeremy Knops,
General Delegate
from June 2019







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HIGHLIGHTS IN 2018

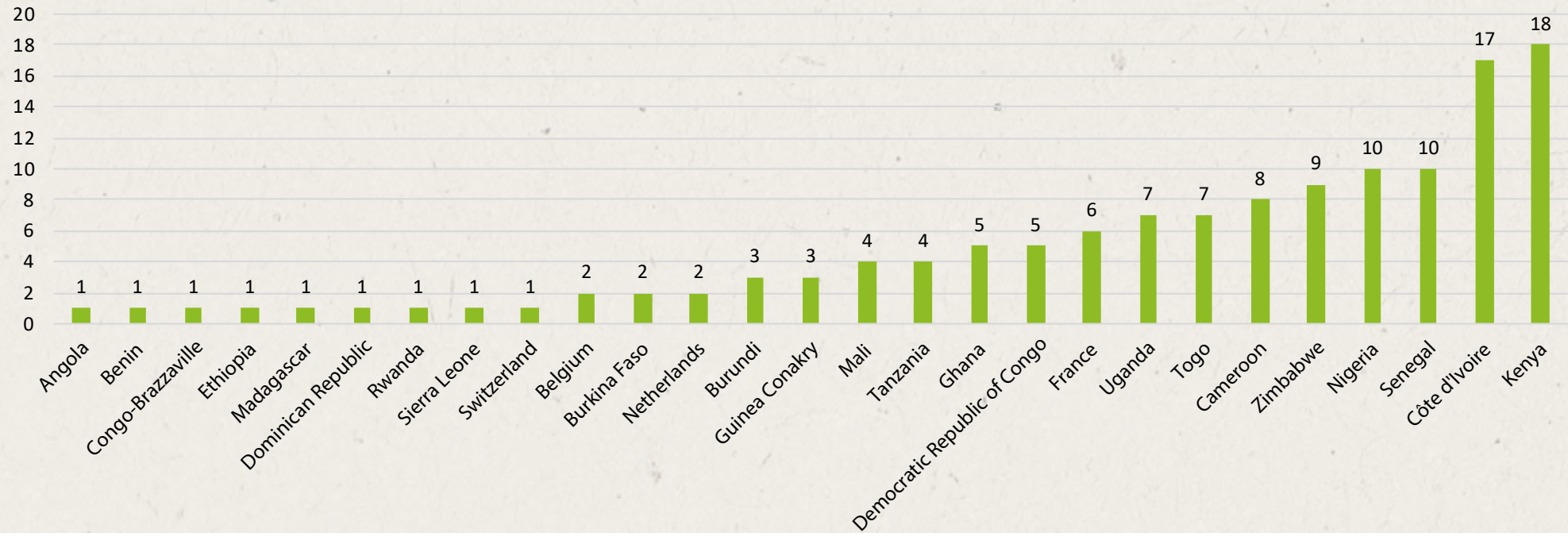
Annual calendar and main events

JAN	FEB	MAR	APR	MAY	JUN
<p>Brussels</p> <p>Meeting with Business for Social Responsibility (BSR) Women's Empowerment Initiative</p>	<p>Berlin</p> <p>Fruit Logistica 2018</p>	<p>Brussels</p> <p>Welcome of Agnes Kalibata, President of the Alliance for a Green Revolution in Africa (AGRA), who received the badge of Doctor honoris causa from the University of Liège – Faculty of Gembloux</p>	<p>Brussels</p> <p>Freshfel working group, focusing on official controls, plant protection products, biocidal products, plant health, marketing standards and labelling</p>	<p>Nairobi</p> <p>Joint mission with the Embassy of the Republic of Kenya to the Kingdom of Belgium, the Grand Duchy of Luxembourg and the Mission to the European Union</p>	<p>Brussels</p> <p>European Development Days: "Fit For Market: Women at the forefront of 400 projects"</p>
<p>Accra</p> <p>Awareness-raising workshop on the new EU phytosanitary regulations</p>	<p>Nuremberg</p> <p>BioFach 2018</p>	<p>London</p> <p>Innovation Forum on "How companies can make small producers' supply chains resilient"</p>		<p>Webinars</p> <p>Fresh Produce Centre webinars on "Importing fruit and vegetables into the EU"</p>	<p>Paris</p> <p>COLEACP Board of Directors and General Assembly</p>
<p>Brussels</p> <p>Strategic Working Group on "European agricultural research, towards a greater impact on global challenges"</p>	<p>Brussels</p> <p>Workshop of DG Research and Innovation on the authorisation process for plant protection products in Europe</p>	<p>Webinars</p> <p>"How effective are sustainability standards in promoting the adoption of sustainable practices" (collaboration with ISEAL)</p>			<p>Nairobi</p> <p>Participation in the 2nd KEPHIS Regional Plant Health Conference</p>
					<p>Amsterdam</p> <p>Sustainable Food Summit</p>

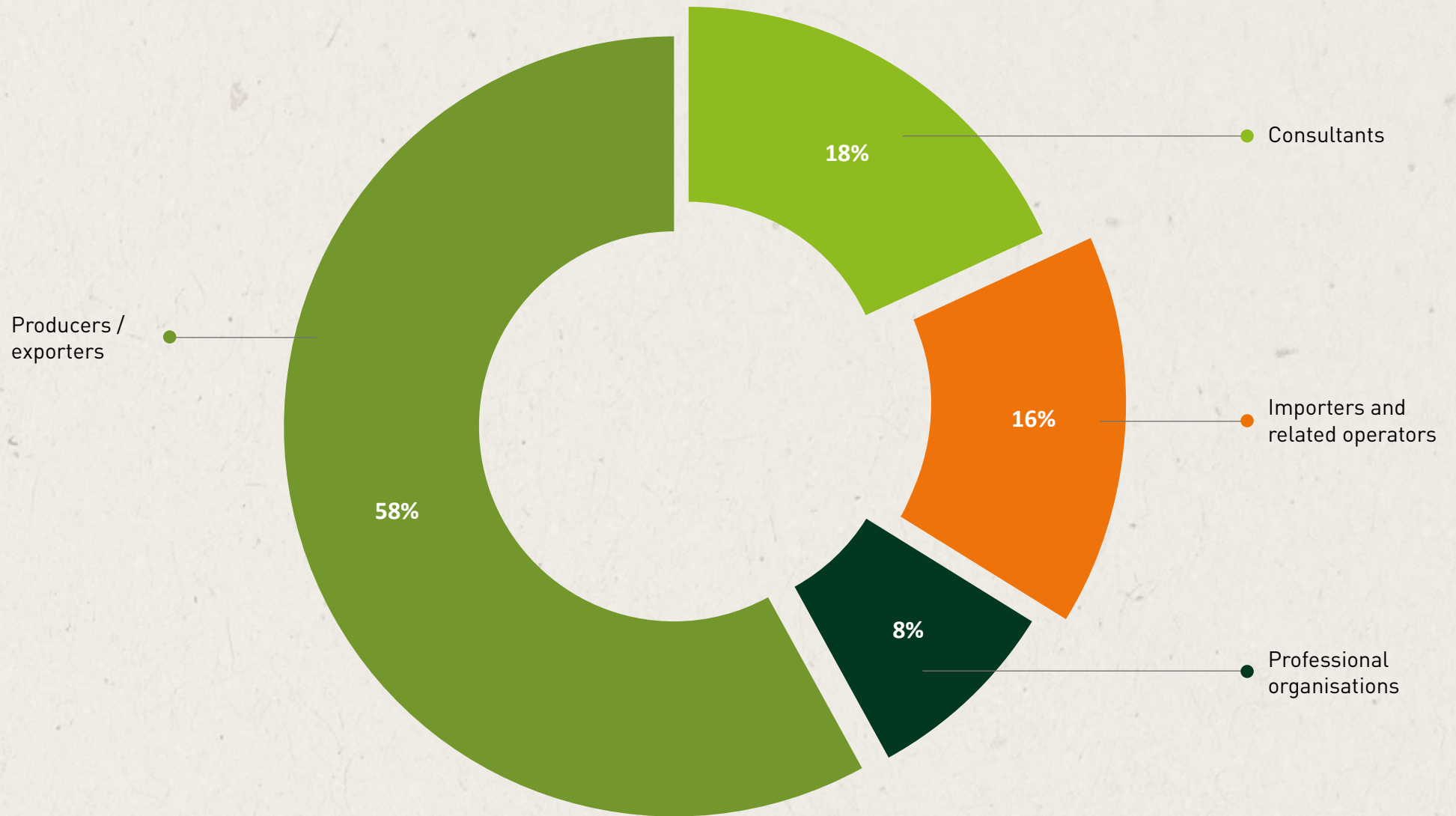
JUL	AUG	SEP	OCT	NOV	DEC
<p style="text-align: center;">Geneva</p> <p>Participation in the 72nd Ordinary Meeting of the WTO Committee on Sanitary and Phytosanitary Measures</p>	<p style="text-align: center;">Paramaribo</p> <p>Fit For Market launch event in Suriname</p>	<p style="text-align: center;">Brussels</p> <p>CTA Briefing: "Food security in Africa"</p>	<p style="text-align: center;">London</p> <p>Presentation of the COLEACP Sustainability Self-Assessment System at the Sustainable Agriculture Initiative (SAI) platform workshop</p>	<p style="text-align: center;">Webinars</p> <p>Presentation of the FAO Toolkit for Pesticide Registration</p>	<p style="text-align: center;">Abidjan</p> <p>Review workshop of the 2018 mango campaign</p>
<p style="text-align: center;">New York</p> <p>High Level Policy Forum at the United Nations: "Transformation towards sustainable and resilient societies"</p>	<p style="text-align: center;">Kenya</p> <p>Video production for the annual conference of the Kenyan fruit and vegetable sector held in Nairobi from 5 to 7 September 2019</p>	<p style="text-align: center;">Nairobi</p> <p>Awareness-raising workshop on quality management throughout the avocado value chain</p>	<p style="text-align: center;">Geneva</p> <p>Consumer Goods Forum Sustainable Supply Chain Initiative (SSCI) Stakeholder Meeting at the International Trade Centre</p>	<p style="text-align: center;">Brussels</p> <p>COLEACP Board of Directors</p>	
		<p style="text-align: center;">Brussels</p> <p>Hosting a Kenyan delegation – mission of the competent Kenyan horticultural authorities</p>	<p style="text-align: center;">Geneva</p> <p>73rd Regular Meeting of the WTO Committee on Sanitary and Phytosanitary Measures</p>		

Members of the association

New members by country (in 2018)



Members by category



Significant commitments

Commitment to buyers and standards bodies

COLEACP participates in technical meetings and working groups with buyers and standards bodies to defend the interests of ACP stakeholders. The objective is to influence private standards and buyers' demands to ensure they are adapted to the ACP context and do not disadvantage ACP suppliers. COLEACP also participates in networking and raising awareness among companies to keep informed about buyers' policies and practices that may affect ACP suppliers. Activities in 2018 are detailed below:

Meeting of the members of the Sustainable Agriculture Initiative (SAI) Platform. The SAI Platform is a global forum for food and beverage companies and distributors "to develop a common understanding of sustainable agriculture and the tools for its implementation". It has more than 90 members who share, at the pre-competitive level, knowledge and initiatives to support the implementation of sustainable agricultural practices. Some senior members of the SAI have identified the need for a smallholder farmers' version of its Farm Sustainability Assessment (FSA) tool, which is used by large global companies to source sustainably produced raw materials.

COLEACP's Sustainability Self-Assessment System is based on the FSA, but is adapted to the production systems of ACP fresh produce and of small producers. COLEACP met with SAI members to explore the possibility of using COLEACP's Self-Assessment System instead of SAI developing its own smallholder

assessment. As part of this process, SAI has commissioned a benchmark study of COLEACP's Self-Assessment System compared with the SAI FSA tool.

Contribution to the Consumer Goods Forum's Sustainable Supply Chain Initiative consultation. This is a new industry benchmarking system for third-party sustainability audits. The objective is to reduce the audit burden on suppliers and increase audit efficiency and effectiveness. Agribusiness operators face many challenges in dealing with the plethora of social and environmental standards currently in place.

COLEACP programmes are conceived to support and enable sustainable production and trade

This results in inefficiencies at the buyer level and a lack of certainty and trust in the results of the verification. Development of the Sustainable Supply Chain Initiative was overseen by a 27-member steering committee (including Carrefour, Sainsbury's, Co-op and Migros) and co-chaired by Nestlé and Ahold Delhaize. Stakeholder consultation during its development will ensure the criteria are sound and relevant to the industry. COLEACP participated in this process to represent the ACP perspective.

Liaison with GLOBALG.A.P. This is the main certification system in the primary production of fresh produce. Certification is required for almost all ACP horticultural exports to the European Union (EU), and there is growing interest in high-end ACP local and regional markets. COLEACP regularly liaises with GLOBALG.A.P. to share information on compliance issues and seek advice on behalf of ACP producers, and has signed a Memorandum of Understanding with the organisation to

strengthen collaboration and joint work, in particular for capacity building in food security and sustainability. COLEACP was invited to attend the biannual GLOBALG.A.P. summit in Lima and to participate in a roundtable on smallholder farmers. These events provide an opportunity to monitor certification trends and retailer requirements.

Participation in the summit also offered an opportunity to advance COLEACP's collaboration on the development of a supplementary certificate for the management of banana Fusarium Wilt Tropical Race 4 (TR4). Along with GLOBALG.A.P. and AgroFair, COLEACP met with representatives of the Peruvian public and private sectors to discuss the management of TR4, and to present GLOBALG.A.P.'s new 'TR4 Biosecurity Add-on'. Progress on this issue in the Americas can be shared with ACP countries.

Sustainability is now an economic reality that is becoming increasingly important under pressure from consumers and civil society, and has moved from being a disadvantage to a competitive advantage

Commitment to global sustainable development initiatives

COLEACP's programmes are designed to support and enable sustainable production and trade. The development of COLEACP's Sustainability Charter, Self-Assessment System and value chain support actions is based on the current thinking of some of the world's leading sustainable development initiatives.

Participation in the International Trade Centre (ITC) Forum on Trade for Sustainable Development (T4SD).

COLEACP has been participating in this forum since its launch in 2014 and is a member of the T4SD Advisory Committee. The Forum is a leading event on voluntary sustainability standards and brings together companies, standards bodies, researchers and United Nations agencies to discuss trends. The 2018 meeting focused on Sustainable Development Goal (SDG) 12: "Responsible production and consumption" and its relationship to sustainable trade in global value chains. During the year, COLEACP also regularly engaged with the T4SD on sustainability assessment.

Dialogue with the Sustainable Food Lab.

Discussions focused on food waste and opportunities for synergies, including collaboration on food loss and a Rockefeller Foundation programme.

Engagement with the SAI Platform. SAI members source from millions of farmers around the world and share their knowledge and initiatives for sustainable agricultural practices. In 2018, COLEACP presented and

participated in two SAI Platform workshops on sustainable development in small farms, and maintains a regular dialogue with the platform on sustainable development assessment.



2 Highlights in 2018

Monitoring and engagement with ISEAL.

The ISEAL Alliance (International Social and Environmental Accreditation and Labeling) represents the global movement in sustainability standards. COLEACP monitors ISEAL discussion platforms and publications, as well as participating in webinars, including those on "*The future of sustainability assurance is data*" and "*How effective are sustainability standards in driving uptake of sustainable practices?*".

Attendance at Innovation Forum events.

Innovation Forum is an independent company that focuses on critical sustainable development challenges around the world. COLEACP participated in its conference on "*How business can make smallholder supply chains resilient*". Key themes included the

business case for smallholders and SDGs; linking SDGs to smallholder supply chains; and the need to support entrepreneurial development of smallholder farmers.

Participation in the Sustainable Foods

Summit. The Summit addressed key industry sustainability issues such as packaging, food ingredients, health impacts and green marketing, bringing together key stakeholders in the food industry: ingredient and raw material manufacturers, retailers, distributors, packaging companies, industry organisations, inspection and certification agencies, investors and financiers, as well as academics and researchers.

Participation in the Freshfel Sustainability Working Group.

Freshfel (the European Fresh Produce Association) recognises that sustainability is now an economic reality that is becoming increasingly important under pressure from consumers and civil society, and has moved from being a disadvantage to a competitive advantage that all stakeholders must address. The Sustainability Working Group aims to promote the sharing of best practices and expertise among its members.

Commitment to sanitary and phytosanitary initiatives

ACP countries face a range of problems related to sanitary and phytosanitary (SPS) measures that have a negative impact on production and market access. Many of these problems are regional, and require a regional response. Others are more localised, but have an impact on interregional trade. COLEACP maintains a dialogue with national authorities as well as with regional and international bodies, including the following in 2018:

Participation as presenter and panelist at the Second Phytosanitary Conference on "Phytosanitary systems for safe trade and food security". The meeting was organised by the Government of Kenya, the United States Agency for International Development (USAID), Kenya Plant Health Inspectorate Service (KEPHIS), Centre of Phytosanitary Excellence (COPE) and Centre for Agriculture and Bioscience International (CABI).

Participation in STDF meetings. COLEACP has been granted observer status to attend regular meetings of the Standards and Trade Development Facility (STDF). This allows COLEACP to keep informed about the Facility's activities, projects and delegates, and to identify opportunities for coordination and collaboration on SPS-related technical assistance. COLEACP and STDF regularly exchange information on programmes and partnerships, SPS issues, available expertise and technical advice.







3 IMPACT REPORT (CSR)

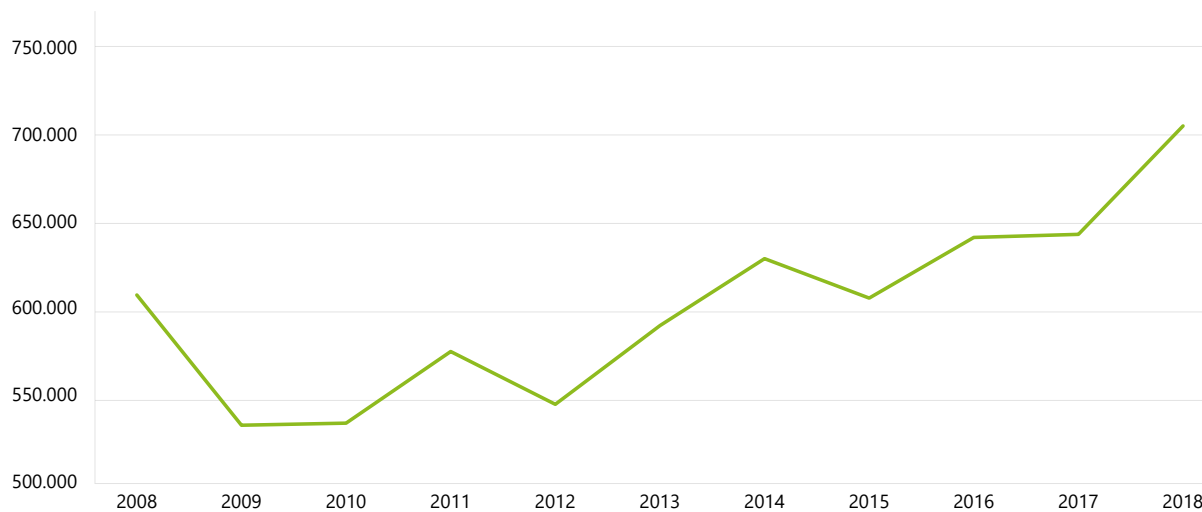
Economic impact

To measure the impacts of our activities as objectively and realistically as possible, our approach is based on three principles:

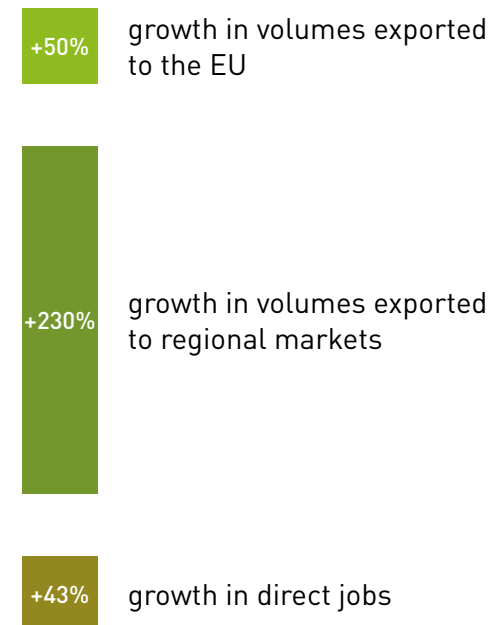
- Measure impact over a specific timeframe and/or within a specific programme.
- Measure impact at several economic levels.
- Integrate specific indicators linked to objectives and expected results, highlighting the effects of our activities on market access, employment, small-scale producers, gender, sustainability, etc.

At the macroeconomic level

Trends in ACP fruit and vegetable exports to the EU
(volumes in tonnes, excluding bananas, 2008-2018)



Impact of the PIP2 programme (2010-2016)



The positive impact of COLEACP's activities on the ACP fruit and vegetable trade is demonstrated by macroeconomic indicators, including the evolution of ACP fruit and vegetable exports to the EU, and the 2016 evaluation of the PIP 2 programme, the latest external evaluation of COLEACP available over 5 years.

Monitoring of the ongoing Fit For Market programme already indicates its scope of action and its impact on small producers and decent jobs in beneficiary companies:



+2 M

NUMBER OF SMALL PRODUCERS IMPACTED BY THE FIT FOR MARKET PROGRAMME



+130 000

NUMBER OF JOBS IN BENEFICIARY COMPANIES IMPACTED BY THE FIT FOR MARKET PROGRAMME



3 Impact report

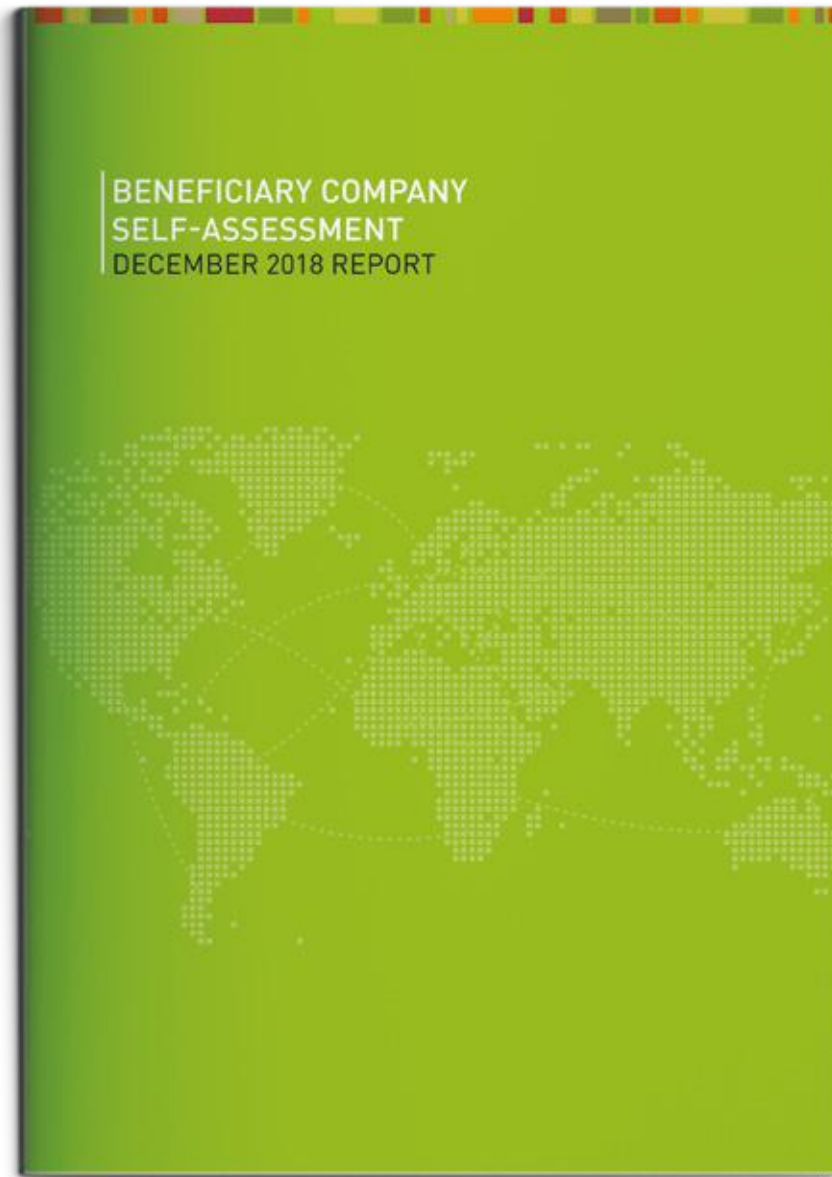
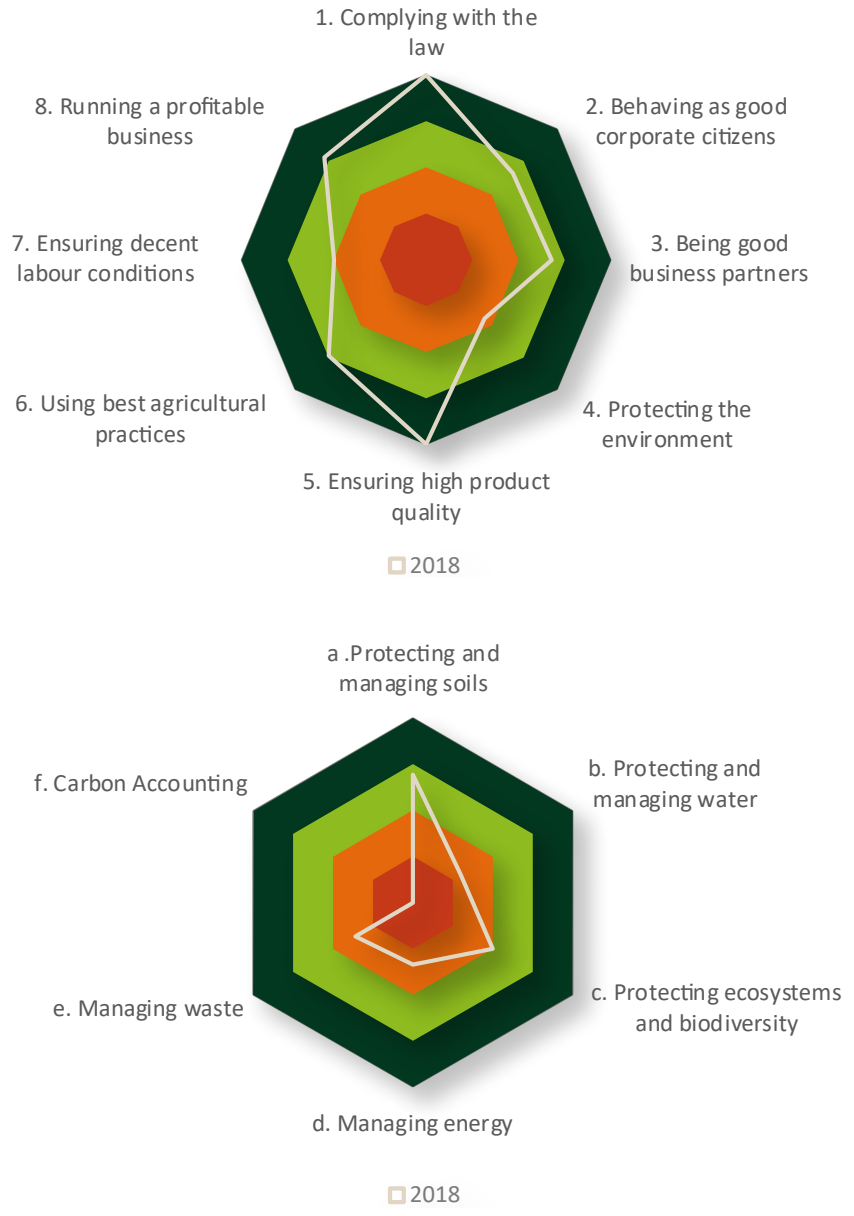
At the mesoeconomic level

COLEACP has designed a Self-Assessment System to enable the companies benefiting from its activities to measure their sustainability impact. The Self-Assessment System includes a baseline questionnaire on the company, a checklist to record current practices, and a set of parameters covering key indicators including soil quality, water and energy consumption, labour force retention rate, and profit calculation. Completing the checklist and indicators each year allows beneficiaries to monitor and demonstrate their progress.

The results from the Self-Assessment System will be used by COLEACP to inform priorities for programme activities with beneficiary companies on economic, social and environmental levels.

In addition, 250 reports generated by COLEACP's Self-Assessment System will be used in 2019 to provide measures of individual and collective impacts on SMEs in the fruit and vegetable value chain.





Gender parity

COLEACP has always monitored gender parity empirically within its activities, particularly in human resources capacity building. In 2018, through the impetus of the French Development Agency (Agence française de développement, AFD), co-financer of the Fit For Market programme, COLEACP initiated a more proactive approach to the gender issue, reflecting one of its founding values – continuous improvement.

The French Development Agency, a public financial institution, is the central actor in France's development policy. It is involved in projects in developing countries in many sectors, including agriculture, energy, employment and training, health, transport, and urban development, through a network of 85 agencies abroad. Its activities are in line with the Sustainable Development Goals (SDGs). Through COLEACP's extensive network of partners, greater consideration of gender

issues in all its activities can have a very significant impact in reducing inequalities between women and men.

This is why AFD considers that this gender approach should be based in particular on capacity-building work for COLEACP staff and partners. In 2019, the Agency plans to finalise and implement an action plan and specific monitoring on gender issues in COLEACP, both internally and within its technical assistance activities in ACP countries.

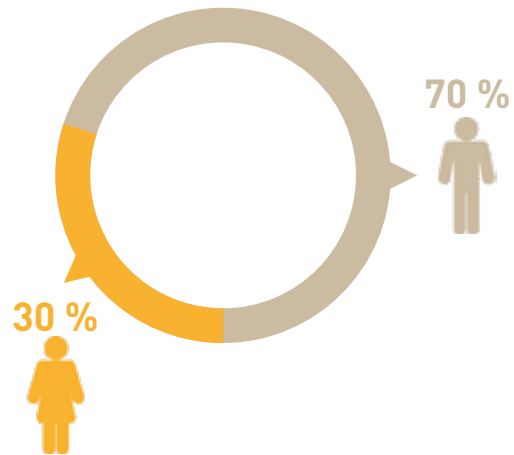
These pages show an early snapshot of gender parity, both internally within COLEACP and externally among its programme beneficiaries, from the first half of 2019.

COLEACP employees

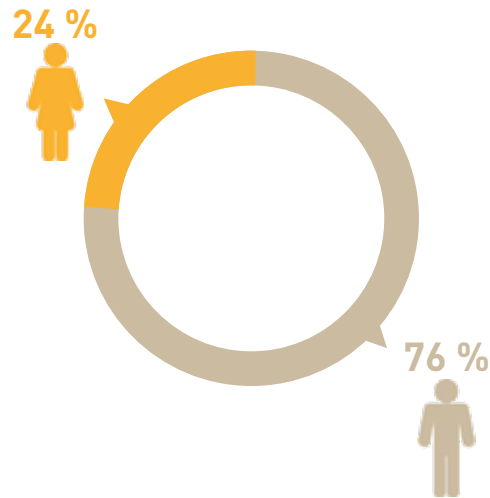


COLEACP beneficiaries

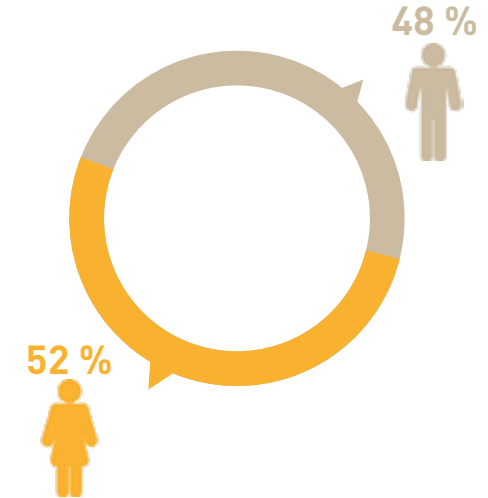
Learners registered on the e-learning platform



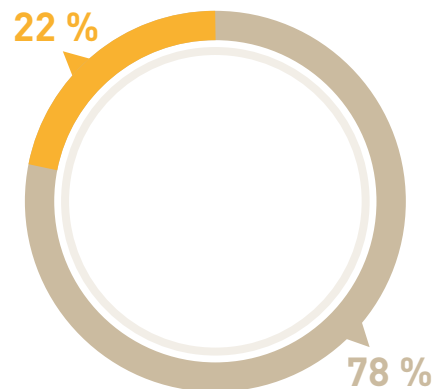
Experts under framework contract with COLEACP



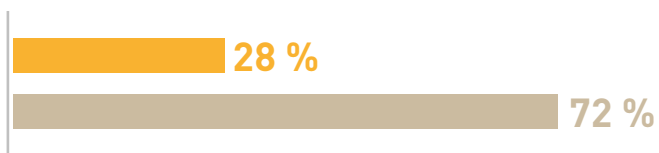
Gender breakdown among employees



Number of people trained directly



Individual training



Group training



Environmental impact

“It starts with us”

To be consistent with the principles of its Sustainability Charter and take the environmental impacts of its activities and programmes into account, since 2017 COLEACP has implemented a proactive environmental policy within the organisation itself. The aim is to promote the adoption of best practices in the Brussels and Rungis offices.

The Ecodynamic Enterprise Label awarded by Brussels Environment has been identified as a good option to initiate the process and make a first concrete step. Offering official and free recognition by a public agency of the Brussels-Capital Region, the Label promotes the environmental initiatives of Brussels companies/associations in terms of waste management and prevention, rational use of energy, and management of worker mobility. The Label can be obtained for the COLEACP office in Brussels, and good practices can also be implemented in the Rungis office. Efforts are categorised as one-, two- or three-star, and awardees can use the logo in their external communications.

In the new version of the Label, revised in 2018, Brussels Environment has developed a reference framework that adapts to the activities and profile of the applicant. Brussels Environment now offers access to an easy-to-use online platform that allows the team managing the Label within the association to be flexible and autonomous. The tool allows you to create your own labeling file, to complete

it at your own pace, to interact directly with the Ecodynamic Enterprise Label team and to consult the agenda of the proposed training courses.

The good practices to be implemented cover eight themes: water, waste, mobility, energy, green space, noise, purchasing and organisation. They are articulated on four levels:

- Legal obligations (for which you must be 100% in good standing).
- Mandatory good practices, defined by Brussels Environment (also 100% mandatory).
- Good practices (50% needed to obtain the first star).
- Bonuses (to increase the percentage of good practices achieved).

The implementation of this approach within the office was carried out in several stages. In 2017, a five-person working group was set up, on a voluntary basis and with the full support and clear commitment of the

general management. Three people from the group attended an information session on the repository and the use of the online platform. An information and awareness session was organised for all office staff to explain the process and gather comments and questions.

The actual start of the process in 2018 made it possible to take stock of what is currently being done, particularly in terms of mobility, waste management and procurement policy. This made it possible to identify and prioritise the actions to be carried out. The first concrete actions have been launched on the themes of mobility at work and waste management, with a guide to good practices distributed internally.

The team and management are working to maintain a positive attitude to the process through regular communications about progress, for example in the form of internal videos.



COLEACP has 18 months to define its reference frame and encode good practices and evidence. The system compares the practices implemented with what should ideally be done and calculates a percentage of success. Brussels Environment verifies the encoded data, and in 25% of cases an on-site audit is carried out.

Given the nature of COLEACP's activities, particular attention is devoted to travel (train, air) through a carbon footprint compensation procedure. A dashboard makes it possible to monitor progress – to date, 100% of legal obligations have been met and nearly a quarter of good practices are also being met.

The objective is to obtain the Ecodynamic Enterprise Label in 2019. COLEACP has 18 months to define its reference frame and record good practices and evidence.



3 Impact report

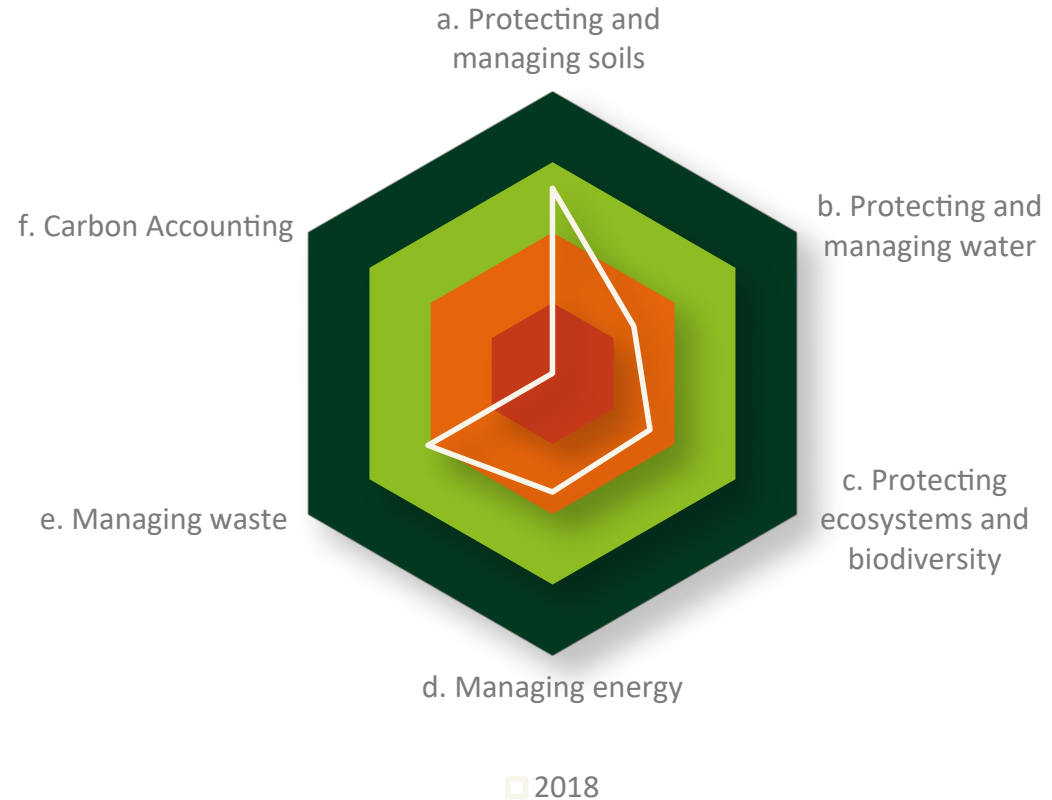
External management of environmental impact

The environment is one of the seven areas of COLEACP's Sustainability Charter, which the association's members and beneficiaries sign up to: "we run our operations in a way that minimises any adverse effects on the environment, and that protects natural resources, biodiversity and ecosystem services."

Environmental management is one of the key themes of COLEACP's training system, which integrates the following themes: sustainable production, and sustainable management of energy, air, water, soil, waste and biodiversity.

COLEACP's Sustainability Self-Assessment System, described on page 20, is a business management tool that can be used to prevent bad practices and integrate good practices. Its list of controls and metrics includes several indicators that specifically concern the environment.

Evidence from three entrepreneurs



► GAMBIA, Gambia Horticultural Enterprises – water management

To produce quality fruit and vegetables, Gambia Horticultural Enterprises uses a large irrigation system and has various wells and boreholes. The company also uses water after harvesting to clean and process products. However, its water resources are limited and must be carefully managed. During the SMETA ethical trade audit, it was stressed that Gambia Horticultural Enterprises must invest in a water management system to improve the efficient use of its water resources, reduce the amount of waste water and minimise its impact on the environment. The first step to improve water management was to train staff to better understand the different components of water management and how to reduce environmental impact. This COLEACP training is the basis for the practical implementation phase of the water management system.

KENYA, Frigoken and Interveg – water and soil management

Due to significant climate change in the production areas, Kenyan farmers are facing increasingly severe droughts. Most small and medium-sized farmers have limited access to irrigation, and their dependence on the reducing rainfall is of increasing concern. Several green bean-exporting companies have requested support to help their producers use available water more efficiently and sustainably.

Technical assistance is being deployed to develop multi-stage support and training. Following an analysis of current practices, measures are identified that are effective in improving current water management practices, affordable, and easy to adopt; finally, a water management training programme is defined. This programme can be deployed by the technical teams of exporting companies. A first diagnostic mission was carried out at

Frigoken (working with 50,000 small producers) and Interveg (350 producers). Support will continue in year 3 based on these diagnoses.

The same approach is used for land management, to identify measures that can be easily applied by smallholders to minimise damage caused by drought and take advantage of improved soil fertility. These measures must not lead to an increase in production costs for farmers, and must be easily integrated into their agricultural production practices, crop rotation and livestock management. The target crop for this first step is green bean cultivation, and the two companies supported are also Interveg and Frigoken. The measures defined will be integrated into a training programme on soil conservation and the proposal of alternative practices.



3 Impact report

CAMEROON, Africa Bio – waste management and recovery

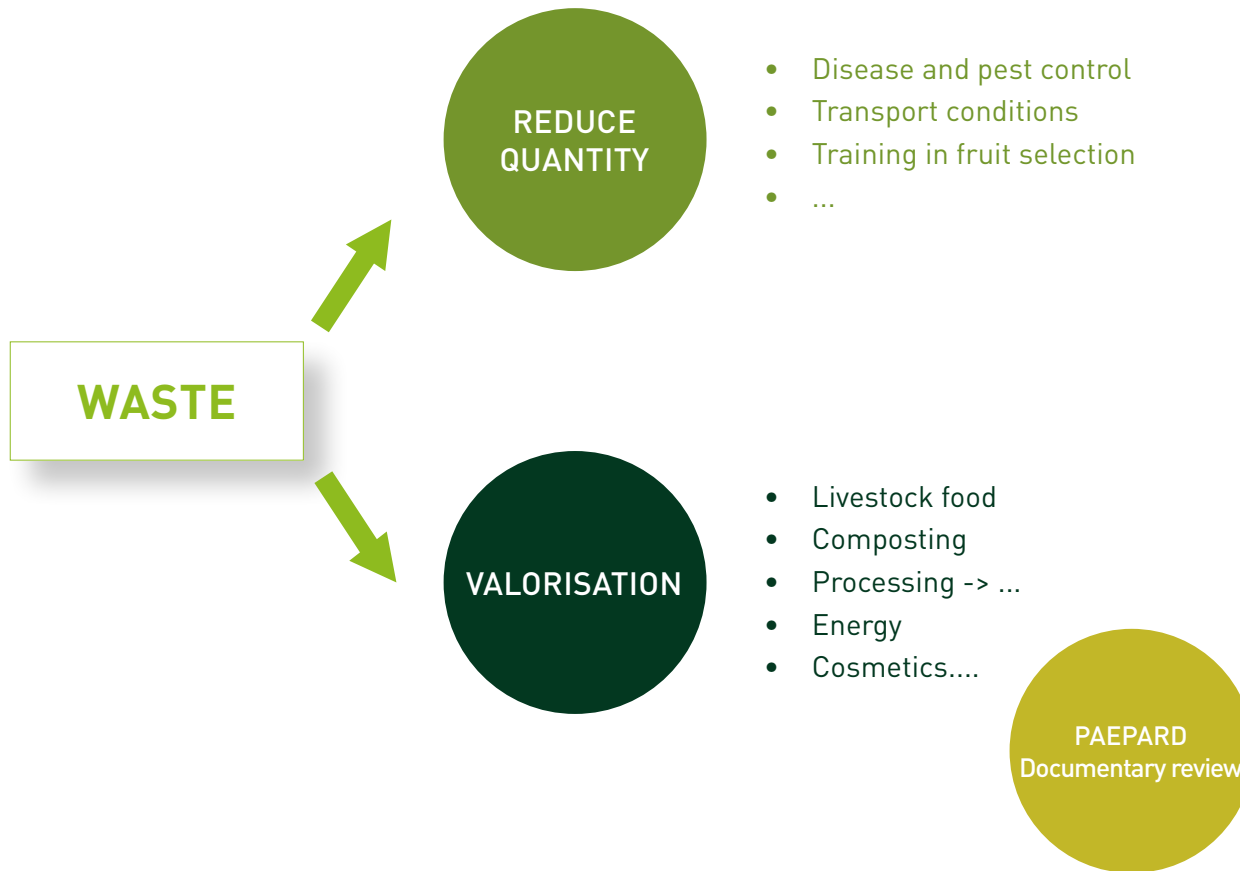
To meet the growing demand from partner horticultural companies for the management and recovery of processing waste and also for reducing losses, particularly in post harvest situations, the intervention strategy must be based on two main and complementary axes:

- The reduction of the amount of waste produced.
- The recovery of residual waste.

Africa Bio in Cameroon produces and processes various fruits from organic farming. As a result of its processing activities, it produces a large amount of waste; and at the same time it faces a lack of fertiliser materials that can be used in organic agriculture. However, it does not have a compost production site.

It therefore benefited from an initial analysis of the raw materials available at its various production and processing sites, linking them to fertiliser needs. The company can apply expert recommendations to set up an economically viable composting unit that will enable it to manage waste as efficiently as possible and ensure a level of autonomy in the production of fertilising materials.





COLEACP SUPPORT

3 sectors considered:

- VGB - Sustainable Food Lab
- Mango - Bakker
- Avocado in Kenya
- Air France - KLM partnership
- Mango waste monitoring in Burkina Faso and Senegal
- Specific support for the options' economic and technical analysis
- Composting support (Africa Bio)





4

FOCUS: PRIORITY THEMES FOR COLEACP

SUSTAINABILITY ASSESSMENT

THE SANITARY AND PHYTOSANITARY CHALLENGE

ACCESS TO REGIONAL VERSUS INTERNATIONAL MARKETS

ACCESS TO FINANCE

Sustainability assessment

"Sustainability" is everywhere, from the SDGs to the SAI Platform. Through its Fit For Market programme, and specifically the Sustainability Self-Assessment System, COLEACP is focusing on what sustainability means in practice for companies, and particularly for SMEs. How can companies assess their sustainability, and how can they value their progress?

The COLEACP Self-Assessment System (see page 20) is a business management tool for fruit and vegetable producers and suppliers in ACP countries. Value chain operators can use it to prevent bad practices, integrate good practices and consolidate their financial viability.

The tool provides companies with a framework for continuous improvement. Answering simple questions about practical and achievable actions leads to step-by-step improvements and encourages compliance with regulations and standards, which facilitates market access by enabling companies to provide evidence of good practice and meet buyers' expectations.

For ACP fruit and vegetable producers and suppliers, the adoption of sustainable practices can have a positive impact on their company's financial results. With the right assessment and monitoring tools, there are ways to make farms and businesses more efficient, profitable and resilient. Improved soils increase yields and reduce the need to use inputs such as fertilisers; reduced post-harvest losses increase profits; efficient energy use reduces costs; and better conditions for workers improve productivity.

For ACP producers, companies, cooperatives and farmers' groups, ticking the sustainability box opens access to high value-added and niche markets, both regionally and globally.

With their low-input farming systems and awareness of the development impact, ACP horticultural producers are already well placed to produce the sustainable crops and foods that are increasingly in demand by markets. There are clear opportunities to take advantage of this position and develop new markets in the fruit and vegetable sector, as two entrepreneurs describe below.

Evidence from two entrepreneurs 



4 FOCUS : Priority themes for COLEACP

► KENYA, AAA Growers

Managing five farms and pursuing an ambitious sustainability policy is the challenge for this Kenyan company specialising in the cultivation and innovative packaging of fresh produce.

COLEACP: How was the AAA Growers company born?

Frank Obure, General Manager of Pack Houses: We started with our first production site in 2000. At the time, we were an agricultural start-up financed by the World Bank's SME programme. Today, our activities are spread over five sites dedicated to the production, processing and packaging of our products, via a vertically integrated management "from seed to display".

Our sustainability policy is based on diversified production, efficient water management, solar energy and the use of biological processes to protect crops

What are your products, markets and specialities?

In total about 30 varieties of vegetables are spread over our five sites. Some species are found on several farms, others are specific. Hippo Farm in Thika (the very first farm) produces peppers, broccolini, butternut squash, fine beans, peppers, lemongrass... ; Chestnut Farm offers aromatic herbs, strawberries and raspberries, among others. Turi Farm also grows bok choy and spinach. And of the 185 hectares of Simba Farm, 45 are dedicated to rose cultivation and 40 others will soon welcome the future cultivation of avocados. Our lines allow complex packaging, mixing several processed products. We rely particularly on innovation to offer novel packaging and extended product life.



© AAAGrowers

What are your sustainable activities and how do you promote them?

Our objective is to reach zero pesticide residues. Our sustainability policy is based on diversified production, efficient water management, solar energy and the use of biological processes to protect crops. The diversity of our production allows for crop rotation, better soil management, adaptation to temperature changes, and a wide range to offer our customers all year round. When one operation encounters difficulties, the others can overcome them without affecting our customers. Our employees are trained in a culture of food safety and quality. We use drip irrigation to reduce the amount of water used for production, and each farm has a dam or reservoir to store excess water from rainy seasons. We favour solar installations wherever possible and try to preserve nature as much as possible, in particular through close collaboration with the competent authorities.

The collaboration with COLEACP has enabled us to train our teams in environmental audits, so our staff are aware of environmental issues and standards

We are also involved in many corporate social responsibility projects around each site. Examples include the construction of a school canteen, an HIV testing centre to promote awareness of testing, a maternity wing, and the harvesting of a plant that invades a local dam and is used as fuel to feed the canteen of one of our farms.

How do you manage diversity and your carbon footprint?

Each site is unique: operations depend on the location. Housing the packaging centres in the heart of the farms extends the life of the products and only transports to the airport what is ready for export, thus reducing the transport of raw materials.

Regarding the sustainability of your activities, what has COLEACP brought you?

The collaboration with COLEACP has enabled us to train our teams in environmental audits, so our staff are aware of environmental issues and standards. For example, we have abandoned the use of pesticides after clearly understanding the benefits of other agricultural processes.

www.aaagrowers.co.ke



© AAAGrowers

4 FOCUS : Priority themes for COLEACP

UGANDA, KadAfrica

This agro-industrial and social enterprise creates economic opportunities for out-of-school girls in Uganda through a local, vertical and integrated passion fruit value chain, with a positive impact that extends to the families of new entrepreneurs.

*COLEACP: Why did you choose this path?
What is your story?*

Eric Kaduru, co-founder and board member:
In the Rwenzori region where KadAfrica is located, less than 50% of girls have completed primary school – and less than 1% have completed secondary school. When a girl leaves school, her world is restricted, opportunities for encounters diminish, and finding new resources becomes more complex.

Add to this frequent early pregnancies and the highest AIDS rate in the country (15.2% compared to a national average of 7.1%), and you have a population of young women who are particularly vulnerable, have great difficulty earning money, and choose risky routes such as prostitution or early marriage.

This situation is compounded by the fact that 93% of Ugandan women can't obtain title to property. The country's economy is based on agriculture, and nearly 80% of the population live off it.

The empowerment of out-of-school girls is achieved through the KadAfrica Experience

In this context, the simplest way for a woman to acquire agricultural land is through marriage, often resulting in power inequality: women work the land but can't have their own income.



KadAfrica has worked with more than

2,240

women in Kabarole District



In practice, how does this work in the field?

The empowerment of out-of-school girls is achieved through an exclusive training programme called the KadAfrica Experience. By providing them with the land, knowledge and know-how to start their own passion fruit business, they acquire financial skills and become true agribusiness entrepreneurs. These girls follow a fun and comprehensive two-year training programme and emerge armed to make responsible decisions for themselves and their children, breaking the cycle of poverty and building a more prosperous and egalitarian community. Each family receives ten young plants to replant on their farm, so that they can earn money and learn in turn from their daughters. The goal is for families to encourage the girls to continue their education and succeed. For our action to have a real impact, the environment in which our girls live must also change so that they can flourish. KadAfrica buys 100% of the fruit production. We take care of storage and distribution at the wholesalers. At the end of 2018, we started processing concentrated fruit pulp. Thanks to our unique value chain, KadAfrica is able to produce high-quality passion fruit at a stable price all year round.

How many women have you employed so far? Has their status changed?

We have worked with more than 2,240 women in Kabarole District. Changes have been observed at different levels: in household financial management, agricultural practices, and the health and hygiene conditions of the households of our beneficiaries and their families.

Concerning the sustainability aspect of your activity, what has COLEACP brought you?

Collaboration with COLEACP is starting and we are convinced that it will help us to progress in the whole process.

www.kadafrika.org



The sanitary and phytosanitary challenge

African, Caribbean and Pacific countries can only fully benefit from agricultural trade if they are able to provide competitive products that comply with existing regulations and standards. Increasingly stringent sanitary and phytosanitary (SPS) measures, combined with market requirements for environmental, social and ethical standards, pose a challenge to ACP suppliers and increasingly affect their ability to access national, regional and international markets.

The evolution of European Union (EU) SPS regulations has a particular impact. These include the strengthening of phytosanitary rules (under the current Directive 2000/29/EC and the new EU Regulation 2016/2031), which aim to prevent the introduction or spread of harmful organisms in the EU, but also impose increased requirements on ACP inspection services and National Plant Protection Organisations (NPPOs). Regulation (EC) No. 1107/2009, which aims to protect workers, consumers and the environment, leads to the loss of authorised plant protection products,

and therefore to an increase in production costs for ACP producers and an increase in the number of plant health non-conformities and pesticide residues. This puts pressure on both ACP producers and exporters, as well as on the relevant public sector authorities.

Despite the progress made in recent years by private and public actors, by 2018 it had become increasingly clear that the new SPS rules put pressure on public authorities, in particular on inspection services, NPPOs and pesticide registration authorities. Capacity

development of these authorities is essential to maintain trade flows and export potential in the high-value horticultural sector, as well as to protect consumers in national, regional and international markets.

Regulatory and SPS compliance monitoring

COLEACP continuously monitors EU regulations and any non-compliance of ACP exports. The objective is to identify any changes or emerging problems at an early stage, so that ACP operators can be informed and COLEACP support actions can be realigned (see Regulatory and SPS compliance monitoring)



The main possible implications for ACP countries are:

- Important export crops such as mango are affected.
- In the future there will be low tolerance for non-compliance cases, with the risk of more emergency measures or bans (and more import controls means more chance of finding non-compliance).
- NPPOs must have the necessary human and financial resources and skills, and all operational procedures must be in place and functioning effectively.
- NPPOs must ensure that official controls are applied at all times to ensure that exports meet the requirements.

- NPPOs should work closely with private operators to inform and implement national action plans.

In this context, a new proposal was developed in 2018 to complement the private sector-focused Fit For Market programme: 'Strengthening ACP sanitary and phytosanitary systems in the horticultural sector' (Fit For Market SPS). The programme emphasises raising awareness of SPS regulations and standards, strengthening the capacity of public authorities to improve the management and enforcement of SPS rules, and research innovation to develop the knowledge and technologies necessary for SPS compliance.

This new all-ACP support will be provided by COLEACP at the request of the ACP Group of States between 2019 and 2022, with a budget of €15 million under the 11th European Development Fund. This is a first step towards meeting the very considerable need within ACP competent authorities to ensure consumer food safety, and a basis for further work that will be needed to strengthen SPS systems at national, regional and international levels.

Access to regional versus international markets

For the first time at the end of 2018, the volume of fruit and vegetables marketed on local and regional markets by beneficiaries of COLEACP's Fit For Market programme exceeded the volume exported to the European Union.

Both local and regional markets are expanding. There are many reasons for this:

- Fruit and vegetables are popular with consumers because of their health benefits and diversity.
- The African continental market is becoming more liberalised.
- Export experience acquired over the past few years is enabling professionals to meet the new demands of local and regional markets.
- Local producers and processors invest in higher value-added production chains (dried fruit, fruit juices, flour, vegetable chips, etc.).
- The middle class in cities in Sub-Saharan Africa is growing.
- Local supply chains are being structured with the development or arrival of major distribution groups (e.g. Carrefour and Auchan in Central and West Africa).

While all markets offer rich opportunities, accessing them remains complex, particularly for the European market, where conditions are constantly changing as specifications and public regulatory requirements evolve.

It is in this context that COLEACP continues to support ACP SMEs in terms of food safety quality management, adoption of sustainable practices and, increasingly, marketing, in order to help companies seize opportunities in local and international markets.

COLEACP's technical assistance increasingly focuses on:

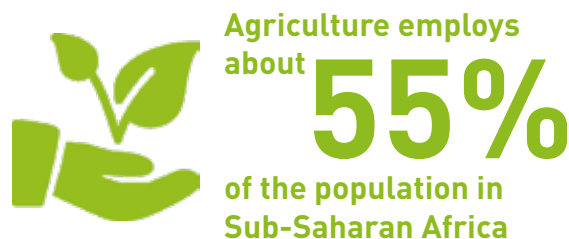
- Market analysis to better identify the most promising value chains – COLEACP's 2017 EU market study will be updated in 2019; and a study on markets in Sub-Saharan Africa, launched in 2018, will be published in 2019.
- Identifying potential customers via international trade fairs (Fruit Logistica, BioFach, etc.) and bilateral meetings.
- Offering coaching in marketing (branding, media, images, etc.).

- Actively participating in multi-stakeholder working groups on market access conditions for ACP SMEs (Global Food Safety Initiative, GLOBALG.A.P., SAI Platform, World Trade Organization SPS Committee, etc.).
- Integrating capacity building of SMEs in marketing and commercial fields into training tools and programmes.



Access to finance

To develop a company in the fruit and vegetable sector requires investment – for example, for construction of packaging stations that meet the standards of new target markets, or for fruit-processing equipment in the event of diversification projects. But ACP companies in the sector usually do not have the necessary funds, and are frequently isolated in their fundraising efforts.



Local banks generally have few long-term loan facilities, or offer very high loan rates for the agricultural/horticultural sector; local facilities are sometimes poorly disseminated; investment funds may be unknown, unsuitable or difficult to access; and application processes to obtain such loans are often complex. Companies often face a double challenge: identifying finance opportunities, and preparing the credit application file.

Hence the need to improve the match between supply and needs – on one hand, companies seeking financing; and on the other hand, banks and investors with limited knowledge of the agricultural sector seeking "bankable" companies.

Following these observations, in 2018:

- COLEACP's database of financial institutions likely to invest in the ACP agricultural sector was extended to the French-speaking countries covered by the programme.
- Support to companies was directed towards identifying their financing needs, contacting the structures best suited to meet these needs and, if necessary, advising companies on how to prepare their applications.

In Africa, according to the World Bank's International Finance Corporation, while agriculture employs about 55% of the population in Sub-Saharan Africa, only 1% of bank loans go to the agricultural sector. In addition, only 5.9% of adults in rural areas have a bank account. The fruit and vegetable sector, which has a very limited shelf life and high exposure to SPS risks, is particularly unattractive to banks.

Faced with the sector's growing challenges and business opportunities, access to finance and the strengthening of business skills are dimensions that must be taken into account.

This is why COLEACP has integrated access to finance into its support for SMEs by:

- Presenting them with targeted funding sources.
- Strengthening their business skills.
- Working with them to develop comprehensive and structured business plans.

In 2018 it was decided to strengthen the permanent team with experts combining agronomic technical knowledge and business expertise on access to finance.

COLEACP has begun to concentrate its approach by targeting potential partners more closely, aiming to focus on around 15 investors in 2019.







5 2018 ACTIVITIES AND RESULTS OF COLEACP AND ITS PROGRAMMES

ONGOING AND CONCLUDED PROGRAMMES 2018

TECHNICAL ASSISTANCE

TRAINING

MARKET ANALYSIS

INNOVATION AND DEVELOPMENT

ADVOCACY

INFORMATION AND COMMUNICATION

BUSINESS DEVELOPMENT

5 2018 activities and results

COLEACP is organised into seven departments that correspond to the association's seven areas of internal expertise. The activity of each department is financed by cooperation programmes. Each service is accessible to COLEACP members and beneficiaries of COLEACP-managed programmes.

Ongoing programmes in 2018

Fit For Market: Strengthening the sustainability and competitiveness of the ACP horticultural sector. At the end of Year 3.

Fit For Market SPS: Strengthening the sanitary and phytosanitary systems of the ACP horticultural sector. In Year 1 (launched early 2019).

STDF Togo: Strengthening the phytosanitary control and certification system for the fruit and vegetable sector in Togo. In Year 1 (launched October 2018).

Fruit Fly: Technical coaching of the Regional Fruit Fly Management Project in West Africa (ECOWAS); preparation for capitalisation and sustainability of the results obtained in 2019, particularly on the monitoring system. In year 5 (final year).



Programmes concluded in 2018

PRODEFIMA: Intervention programme on the mango sector in Guinea.

PAEPARD II: Africa–Europe collaboration in the field of agricultural research.



PRODEFIMA

The Mango Sector Development Project in Guinea (PRODEFIMA-Guinea) was led by the Export Promotion Agency of Guinea (AGUIPEX). It was financed to the tune of US\$3 million by the Enhanced Integrated Framework (EIF) programme.

COLEACP was in charge of building the capacities of these actors. Synergies with the Fruit Fly programme were also established.

The overall objective was to contribute to increasing the income of stakeholders in the mango sector, in particular small producers.

PRODEFIMA aimed at strengthening production and sales, particularly in the export sector of the Guinean mango sector. To this end, the project contributed to:

- Improving the tax and regulatory environment.
- Improving the productivity and quality of mangoes.
- Capacity building for the collection, packaging and conservation of mangoes for export.
- Capacity building of actors and organisations in the mango sector and support for marketing.
- Strengthening of the institutional framework and the capacities of management staff of CAFEX-AGUIPEX (project executing agency).

Main achievements at the end of the three-year PRODEFIMA programme

- Training materials and tools have been developed.
- Agents of ANPROCA (Agency for the Promotion of the Countryside and Agricultural Advice) are also able to support and train harvesters and producers to identify quality mangoes.
- The private structures identified have set up the foundations of a health, quality and traceability management system. The technical managers of these structures are able to train the staff of the packaging stations for a quality product.
- The sanitary and phytosanitary control system is finalised and inspectors are trained in its use, as well as in the recognition of pitted fruit.
- The project also made it possible to identify and train officials within the SNPV-DS (Service National de la Protection des Végétaux et des Denrées Stockées – National Service for the Protection of Plants and Commodity Food Stocks) who were able to continue training inspectors.
- From orchard to checkpoints, including the stations, everything has been put in place to allow the mango sector in Guinea to develop in both quantity and quality.
- Additional support would make it possible to consolidate these achievements. This can be done in particular through COLEACP's Fit For Market programme, which already plans to continue supporting export structures.



FRUIT FLY PROGRAMME (PLMF)

In the context of preparing the technical proposal for the project to support the Regional Fruit Fly Management and Control Plan in West Africa (PLMF), COLEACP was identified as the reference organisation to support the development of sustainable agriculture in ACP countries in the fruit and vegetable sector. The role of COLEACP within the consortium in charge of implementing the project has been defined as "backstopping" at the service of the Coordination Committee and the National Committees. For each technical component of the Coordination Committee, a member of the COLEACP permanent team has been designated as a reference point.

Backstopping was intended primarily to provide an overview of the project to ensure that long-term objectives were achieved. Under no circumstances was it to replace the Coordination Committee or to govern the project, but rather to allow the Coordination Committee to benefit as much as possible from COLEACP's expertise in the language sector in West Africa.

Success stories of COLEACP backstopping – PLMF

Capacity building – mango action plan:

At the end of the 2016 mango season, the number of interceptions by the European Union of batches of mangoes from Mali, linked to the presence of fruit flies, was exceptionally high. The EU threatened to ban mango exports from Mali for the 2017 season if Mali did not put in place a rigorous action plan to reduce the risk of fruit flies in mangoes.

At the request of the Malian Joint-trade Organisation for Mango in Mali, COLEACP and the PLMF agreed to collaborate on the resolution of this crisis. Part of the activities were financed by the PLMF crisis budget and the rest were covered by the budget of the new COLEACP Fit For Market programme.

Several concerted actions were implemented, in particular during the preparation of a workshop to develop and validate the action plan for the reduction of interceptions due to fruit flies:

1. Preparatory meeting to review data and results	2. Organisation of a workshop for elaboration and validation of the action plan	3. Finalisation and sending the action plan to the EU Health DG
12 October 2016	13 & 14 October 2016	20 October 2016

In 2017, Mali presented its action plan to the EU and was authorised to continue its exports.

At the end of this crisis, thanks to the solutions implemented by the PLMF and the Fit For Market programme, the number of batches of mangoes intercepted fell drastically.

Capacity building – training materials:

During the inception week and again during the January 2016 workshop, COLEACP sent the PLMF more than 100 documents produced by its various programmes (PIP, EDES, etc.). Many of these documents were subsequently used to develop the project's training tools and materials. Among the documents used were (non-exhaustive list):

- COLEACP (2015). Teaching Notebook: Mango and Fruit Fly. Brussels. 110p.
- COLEACP-EDES (2015). Manual for the Elaboration of Official Control Programmes. Brussels. 52p.
- COLEACP-EDES (2013). Food Safety System: Role of Competent Authorities and Food Business Operators, 1.7. Brussels. 29p.
- COLEACP-EDES (2013). Procedures: Main Sampling Concepts, Technical Booklet 9.6. Brussels. 24p.
- COLEACP-EDES (2013). Regulations and Standards: SPS Agreements and International Standards (OIE, IPPC & CODEX Standards), Technical Paper 2.1. Brussels. 48p.
- COLEACP-EDES (2012). Food Safety System: Elements of a National Food Control System, Technical Paper 1.6. Brussels. 32p.

- COLEACP-EDES (2012). Food Safety System: Coordination of Activities within a Food Safety System, Technical Paper 1.10. Brussels. 23p.
- COLEACP-EDES (2012). Food Safety System: Organisation of Official Control Systems, Technical Specifications 1.12. Brussels. 25p.
- COLEACP-EDES (2012). Risk Assessment: The General Principles of Pest Risk Assessment, Technical Paper 3.6. Brussels. 104p.

The capitalisation and use of COLEACP's knowledge in the field has reduced the learning costs associated with any new project and allowed the benefit of existing knowledge and know-how to be realised in the PLMF's field of action.



5 2018 activities and results

Under surveillance:

Thanks to the monitoring system set up under the PLMF, and the private–public consultation meetings organised by COLEACP under its other programmes, campaign closure dates have been used more and more frequently in mango-exporting countries.

During a campaign, the closing date is fixed on the basis of data from the monitoring system. This allows the issuance of a campaign closure date based on the actual risk of fruit flies. The choice to implement this closure date system was discussed during campaign preparation meetings between the competent authority and industry professionals. This has facilitated its acceptance by the private sector.

This simple measure has reduced the number of interceptions. In the future, this principle can be further refined by proposing the use of monitoring data to allow differentiated treatment between different agro-ecological zones within the same country.

Fighting fruit flies:

Insecticide products used against fruit flies in pilot orchards and large-scale integrated pest management actions have been approved in countries through COLEACP programme activities (PIP until 2015 and then Fit For Market), directly or indirectly. COLEACP served as a catalyst for these products to be registered by supporting trials or through permanent contacts with phytosanitary firms. A document produced by Fit For Market reviews the diffusion and development of products against fruit flies; it was sent to the PLMF so that this information could be taken into account by the research component and in updating the PLMF manuals. It is entitled "Dossier mango fruit fly and post-harvest diseases - Status of registrations at the Sahelian Pesticides Committee (SPC) and in Côte d'Ivoire; potentially useful products in development or to be developed". There is growing interest from phytosanitary firms on the problem of fruit flies, and new solutions have appeared during the course of the project, or will appear soon. It should be noted that at the beginning of the project, there was only one product registered for fruit flies.

In April 2017, a joint backstopping mission with the manager of the control component made it possible to better monitor pilot orchards and adapt the pilot orchard procedures manual to country realities.

A manual of procedures for integrated control has also been developed by backstopping, and proposed to the Bamako coordination unit.







STDF TOGO

The specific objective of this Standards and Trade Development Facility (STDF) programme is to strengthen the phytosanitary control and certification system for the fruit and vegetable sector in Togo, with the aim of contributing to the improvement of the SPS control system in Togo.

The programme started in October 2018 and lasts three years. Its main expected results are:

- A regulatory and institutional framework in harmony with the WTO SPS agreement.
- Good inspection and official control practices.
- Enhanced capacity for laboratories and their staff.
- Enhanced capacity for private operators in terms of good practices.
- An SPS control system that limits environmental impacts.

TECHNICAL ASSISTANCE



MEET THE COLEACP
TEAM FROM
THE TECHNICAL
ASSISTANCE
DEPARTMENT



Technical missions conducted in 2018 by regional programme and project managers



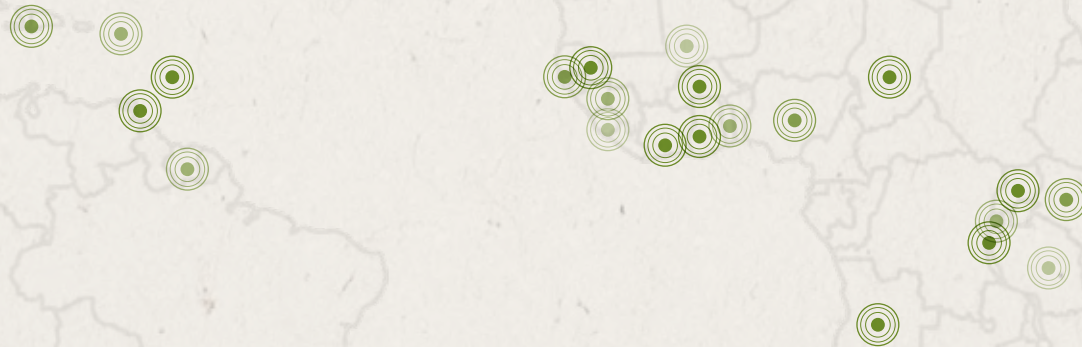
29
MISSIONS



23
COUNTRIES



+515
MEETINGS



JAN	FEB	MAR	APRIL	MAY	JUNE	AUG	OCT	NOV	DEC
Ghana	Guinea	Senegal	Ghana	Mali	Rwanda	Suriname	Mali	Angola	Côte d'Ivoire
Burundi	Tanzania	Cameroon	Côte d'Ivoire	Sierra Leone	Nigeria	Trinidad and Tobago		Togo	Senegal
	Uganda	Gambia	Burkina Faso	Kenya	Kenya	St. Vincent and the Grenadines		Benin	
	Kenya					Barbados		Kenya	
								Tanzania	
								Chad	



Technical assistance to the private sector

COLEACP has been supporting ACP horticultural companies and producer groups for many years through a tried-and-tested intervention methodology. Whatever the issue for which a beneficiary requests support, the proposed action plan usually takes the following pattern, with a demand-driven response to the beneficiary's specific requests that takes into account any actions already carried out under previous programmes:

- Diagnosis of the existing situation – review of practices and procedures, human resources, infrastructure, etc.
- Support for implementation of corrective actions – strengthening people's technical and teaching capacities through collective or tailor-made training, organisational support, etc.
- Validation – depending on the theme, this may take the form of certification.

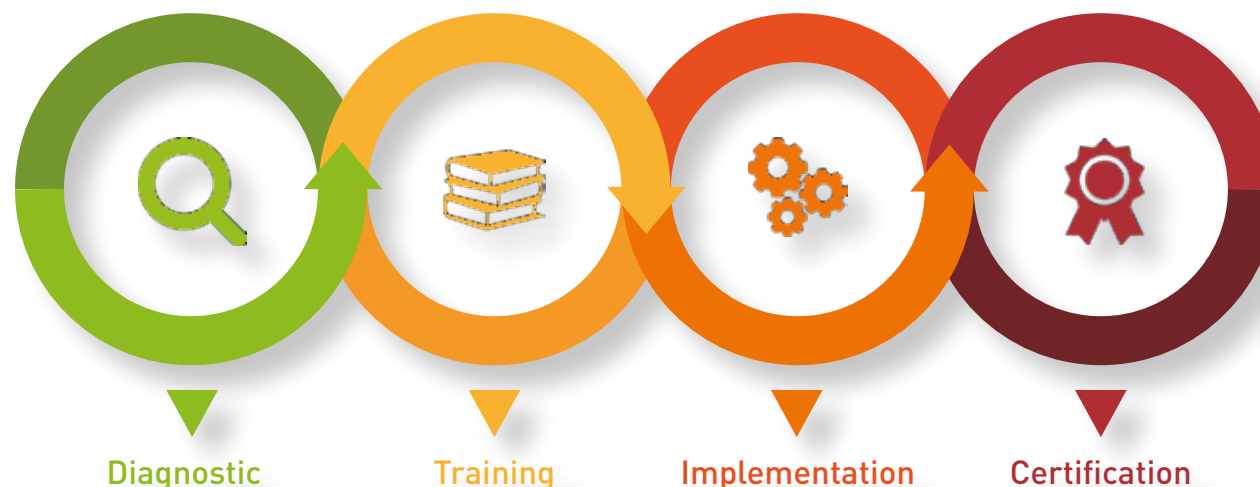
This sequence aims to achieve:

- An in-depth review of the practices of exporters/producers (especially through the prior training of technical managers).
- Autonomy in adapting to the constant evolution of markets, resulting in a greater capacity for resilience among operators.

For example, the Fit For Market programme aims to support micro-, small and medium enterprises (MSMEs), producer groups, and small producers linked to the formal market towards better control of the sanitary quality of their products in accordance with regulatory and commercial requirements, by promoting sustainable production practices.

The graphic below shows the support methodology in the case of compliance with private standards.

By the end of 2018, the Fit For Market programme confirmed the 2017 trend of a rise in requests for support, receiving and analysing 578 individual requests from stakeholders in the fruit and vegetable sector in 45 ACP countries. These requests resulted in 299 action plans and 407 capacity-building activities (including technical assistance, on-site training and collective training).

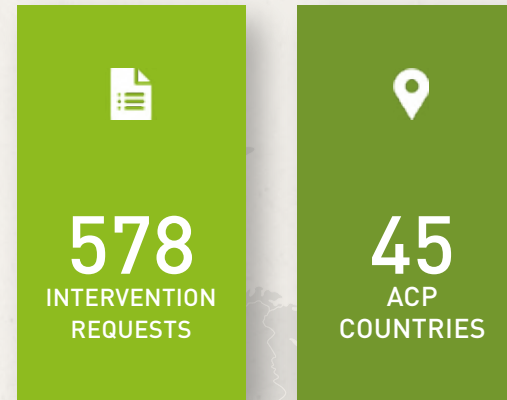


INTERVENTION REQUESTS

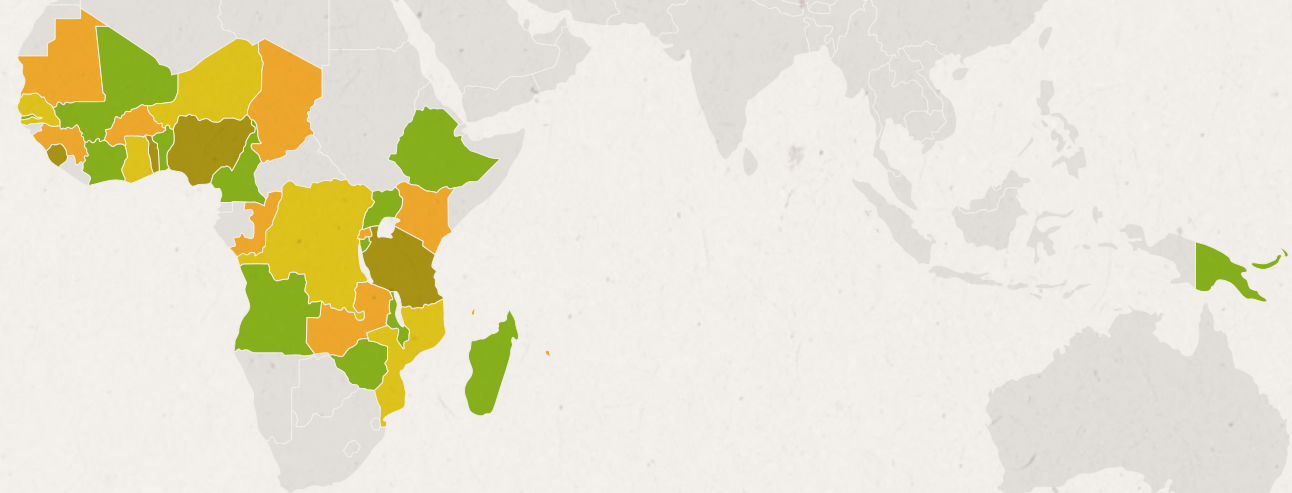
SINCE THE LAUNCH OF THE FFM PROGRAMME

Angola	2	Mozambique	1
Antigua and Barbuda	2	Niger	1
Bahamas	1	Nigeria	46
Barbados	1	Papuasie New Guinea	1
Benin	16	Rwanda	5
Burkina Faso	23	Saint Kitts and Nevis	1
Burundi	11	Saint Lucia	2
Cameroon	40	Saint Vincent and the Grenadines	4
Chad	2	Senegal	39
Comores	1	Sierra Leone	9
Congo-Brazzaville	3	Suriname	7
Côte d'Ivoire	46	Tanzania	24
Democratic Republic of Congo	20	Togo	39
Dominica	1	Uganda	19
Dominican Republic	8	Zambia	1
Ethiopia	7	Zimbabwe	26
Fiji	1		
Gambia	6		
Ghana	27		
Grenada	1		
Guinea Conakry	12		
Haïti	1		
Jamaica	2		
Kenya	79		
Madagascar	12		
Malawi	1		
Mali	19		
Mauritania	1		
Mauritius	1		

SINCE THE LAUNCH OF THE FFM PROGRAMME



IN 2018



INTERVIEWS WITH ENTREPRENEURS BENEFITING FROM COLEACP'S TECHNICAL ASSISTANCE

**SENEGAL, Sunuagrix**

Created in 2016, Sunuagrix mainly markets organic mangoes and lemons for export. The company works with more than 50 mango producers and about 100 lemon producers (Tahiti lime variety). To all these producers, we offer a framework and marketing contract that follows the principles of fair trade. In this way, we can offer them sustainable opportunities and stable incomes.

COLEACP: How is your approach based on sustainable agriculture?

El Hadji Diop, General Manager: We work on organic production in partnership with small producers, to whom we offer a contract to supervise and market their production. The contracts we establish aim at a fair and lasting relationship. In return, producers must comply with precise specifications, which make it possible to comply with the strict food production standards to which we have subscribed.

Our work consists in supporting small-scale producers in their transition to organic farming, with a gradual replacement of chemicals by natural equivalents. The introduction of complementary concepts such as the rational and economical use of water, as well as the adoption of clean energy sources, is planned in a second phase.

With mango and lemon producers, we sign a formal contract that formalises our commitment

How are the producers you work with selected?

We have local relays, who assist us in presenting our approach to producers who may be interested. During the campaign, they are remunerated on a flat-rate basis according to the volume of products collected in the area that meets our quality criteria. They also assist our agents in the implementation of technical support and the feedback of monitoring information on certified orchards.

How do you work with them?

With mango and lemon producers, we sign a contract that formalises our commitment firstly to support them with the necessary technical assistance to ensure they produce fruit that meets our quality criteria; and secondly to collect the available production that meets these criteria.

We have a priority on the marketing of their production. We try to buy at the most remunerative price possible, so that they are not harmed compared to producers who would not be involved in the programme. However, we do not require exclusivity for the marketing of their products, and they can sell them to other collectors or exporters after consultation with our agents.

Through technical support and fair trade conditions, this company helps small producers to become real actors in a sustainable rural economy

Do you have any special certifications?

We are certified GLOBALG.A.P. and Organic Agriculture by Ecocert. We have initiated the steps for the SMETA social certification.

Concerning the sustainability aspect of your activities, what has COLEACP brought to you?

COLEACP supported us in extending the GLOBALG.A.P. and Organic Agriculture certification from mango producers to lemon producers. We are also working with COLEACP to set up the SMETA ethical production and operating system.

Our agents benefit from training courses organised locally, especially on the quality management of mango for export.

We highly value this support because it reconciles the requirement of economic viability of our approach with the consideration of issues on which we do not have many other advisors, including ethical and social certification, which is particularly important to us.

www.sunuagrix.com



MADAGASCAR, HavaMad

Located in Madagascar, HavaMad transforms organic fruit into fruit juices and purées. The food industry orders them from us in drums, and distributors in bottles. The company was created in 2013 and now has 60 employees.

All the fruits we process are certified organic: pineapple, lychee, mango, passion fruit and banana. We source our supplies from small producers grouped in cooperatives in different regions of Madagascar. Our first desire was to work directly with these producers, without intermediaries, so that all the income from the sale of fruit would go to them. We also invite them to field training courses, during which they learn how to optimise technical routes and thus modernise their traditional practices. For this purpose, we use our experimental farm where we carry out demonstrations.

COLEACP: How do you support the producers you work with? What are the social aspects of your approach?

Adrien Jacque, Manager: The producers with whom we work operate in a complex rural context. We are committed to supporting them to ensure a secure, responsible and sustainable supply. We train and support producers and cooperatives on four themes. Firstly, on the contractual commitment: making producers aware of the terms of the contract as well as the standards of hygiene, traceability, quality and organic certification. Secondly, on good agricultural practices: training producers in production techniques and supporting them to adopt good practices. Thirdly, on the social aspect: producers are made aware of social standards through a charter. A health insurance service is offered to all producers.

Finally, on cooperative management: training members of the cooperative office to improve their financial management and governance.

All the fruits we process are certified organic: pineapple, lychee, mango, passion fruit and banana

Do you have any special certifications?

We are certified organic (European and American labels), Kosher, and ISO 22000 (currently being upgraded to FSSC 22000). We are currently working on the Fair for Life certification of our pineapple sector.

About this Fair for Life certification, what adjustments will you need to make to your activities to comply with it?

This programme is a certification reference system for fair trade and responsible sectors.



The label's specifications are relatively cumbersome to implement, although in our opinion it is the most complete and logical reference in terms of fair trade. Much preliminary work for this certification has been carried out over the past three years with the German GIZ cooperation, within the framework of the programme "Promoting sustainable sourcing in the fruit industry". We have come half way, and now we have to allocate one full-time person until November to meet the label's specifications. With this label, we hope to contractually involve some of our customers in sustainability with commitments over the duration of the contract.

The complex rural environment has led this company, which markets organic fruit juices and purées, to train and supervise its partner producers towards a more professional approach and a more sustainable and responsible supply

What are your immediate plans with COLEACP?

We will work together on the Fair for Life certification of our pineapple sector.

www.havamad.mg



Assistance to national networks – the example of avocado in Kenya

With the rapid growth in consumption of avocados on international markets, and the recognition that importers are not living up to their Kenyan potential, producers are embracing opportunities to improve their practices to meet their customers' growing demand and quality requirements. COLEACP supported the sector on a collective level, in particular by mobilising private and public stakeholders through the organisation of a national workshop on 28 and 29 November 2018, in collaboration with the national professional associations Fresh Produce Exporters Association of Kenya (FPEAK) and Fresh Produce Consortium Kenya (FPC Kenya). The aim was to raise awareness of the quality required by the international market, to avoid individual bad practices that could harm the collective image of Kenyan origin and to seize the many commercial opportunities that are arising through sustainable production.

The popularity of avocado has grown massively in recent years – in a decade, world production increased by 72%. Kenya is one of the fastest-growing fresh produce-exporting countries in the world, and in 2016 the country produced 246,000 tonnes of avocados. The majority of avocados in Kenya are cultivated by small-scale farmers who manage between 10 and 200 trees.

Exports of this fruit almost doubled between 2013 and 2017, from 22,500 to 46,500 tonnes. About half of this volume is exported to the EU, the other half to Middle East markets. The European market has grown dramatically in recent years, with the volume of European imports increasing by 57% between 2012 and 2016.

Avocado is a climacteric fruit, which can ripen after harvest. It is picked hard and green, and stored at a cool temperature until it reaches its destination. Avocado care on the tree, at harvest and afterwards is essential to maintain the quality of the export

supply chain. Considerable losses can occur throughout the supply chain due to lack of care before and after harvesting and during handling, due to limited resources in terms of infrastructure, knowledge and access to post-harvest technologies. Effective supply chain management plays a crucial role in reducing post-harvest losses and improving the reputation of Kenyan avocados in international markets.



Did you say sustainable?

From an environmental point of view, the production of avocados is extensive and generally 'natural'. Farmers cannot afford to spray their crops, which are rainfed and fertilised only by natural fertilisers when trees are planted. The value chain is socially sustainable and inclusive, involving many small producers.

The economic aspect of sustainability is the one that currently requires most improvement, to ensure that both producers and the workforce have an income commensurate with their existing and future efforts.

Main conclusions of the 2018 national workshop

Participants agreed that fundamental decisions and measures were needed to improve the international image of Kenyan avocado, thus enabling everyone involved in the production, processing and distribution of avocados to be appropriately remunerated for their efforts. Fair pricing systems would go a long way towards motivating producers to improve their organic farming practices. Also, many producers need to be better informed and trained, especially in pre-harvest and post-harvest processing.

The various stakeholders representing the Kenyan supply chain (Horticultural Crops Directorate, Ministry of Agriculture, KEPHIS, FPEAK, FPC Kenya) have agreed to take responsibility for the measures needed to implement these improvements. COLEACP, for its part, has undertaken to intensify training in pre-harvest, harvest and post-harvest techniques.

**In ten years,
world
production has
increased by** **72%**



Technical assistance to the public sector

COLEACP supports companies and their service providers in building their capacity to adopt sustainable practices. It also supports the public sector on issues related to food safety quality management, particularly in the fruit and vegetable sector. In 2018, the current and projected evolution of European regulations required particular awareness on the part of the competent authorities. COLEACP has been involved in this through a series of digital communications and face-to-face workshops.

Awareness workshops in ACP countries

COLEACP uses a variety of means to ensure that ACP producers, SMEs and also public authorities are informed of any significant changes in regulations, standards or buyer requirements, and of any action they need to take. In 2018, a series of workshops in 17 ACP countries was organised to inform stakeholders about the new EU Plant Health Regulation (EU Regulation 2016/2031).

All ACP SPS notifications are compiled in quarterly reports, which are available on the COLEACP website and sent to the relevant authorities by email

The objective was to raise awareness of the main changes among public (and private) sector stakeholders, and to initiate discussions among them on the measures they need to take to minimise the impact on trade. Later in

the year, information bulletins were published to explain the guidelines for implementing the new regulations. These include EU Directive 2016/2031 on the provisional list of high-risk plants and the list of plants to be exempted from the requirement to have a phytosanitary certificate. National Plant Protection Organisations have been informed of the procedures they must apply in the case of high-risk plants, and of the guidance available from the European Food Safety Authority.

Targeted information on emergency measures

Emergency measures have been introduced to address new and serious phytosanitary problems. In 2018, the European Food Safety Authority carried out a pest risk analysis on fall armyworm (*Spodoptera frugiperda*) and then took emergency measures under the 2018/638 (EU) programme; operators were kept informed through information bulletins and emails. The competent authorities of the affected countries were also notified of changes in the frequency of import controls under Regulation (EC) No 669/2009. This occurred in response to



concerns about pesticide residues in imported products.

Continuous review of EC monitoring programmes

COLEACP continuously reviews two EU monitoring programmes: the Rapid Alert System for Food and Feed (RASFF) that records exceedances of pesticide maximum residue limits (MRLs) recorded by EU Member States; and the European Union Notification System for Plant Health Interceptions (EUROPHYT) recording EU notifications of plant health non-compliance.

All ACP sanitary and phytosanitary (SPS) notifications are compiled in quarterly reports, which are available on the COLEACP website and sent to the relevant authorities by email. This alerts all actors in the value chain when there is a serious problem of pests or contaminants in imported products. Direct contacts have been established with operators and national authorities in the countries concerned to offer them advice and support. In 2018, leaf vegetable whiteflies and pepper thrips from the Dominican Republic were identified as problematic.



Updates on the development of new EU regulations

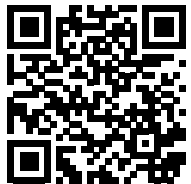
Information bulletins have been distributed to EU and ACP stakeholders to keep them informed of progress in the development of a new EU regulation aimed at improving the position of farmers in the food chain by banning some of the most common unfair trade practices. Key stakeholders were also informed of upcoming changes in the EU's organic products regulations.

December 2018: At the request of the ACP Group of States, the European Union entrusts the Fit For Market SPS programme to COLEACP

Fit For Market SPS aims to strengthen the sanitary and phytosanitary systems in the ACP horticultural sector. The programme focuses on the challenges faced by ACP exporters of fruit and vegetables, in particular in the light of the new EU phytosanitary rules that will enter into force in 2019, and the evolution of EU regulations on the use of plant protection products. Support aims to strengthen the capacities and SPS systems of relevant national authorities through participatory processes with national stakeholder platforms and SPS committees – processes that also improve the ability of these organisations to represent the views and interests of their members.

The main beneficiaries directly targeted by Fit For Market SPS are the ACP public sector, including regional economic communities and competent national authorities: National Plant Protection Organisations, inspection services, border controls, regulatory authorities for plant protection products, phytosanitary laboratories, and extension services.





MEET THE COLEACP
TEAM FROM
THE TRAINING
DEPARTMENT

TRAINING



COLEACP's training department coordinates learning activities, in the field or at a distance, to enable learners to achieve their objectives. Our cascading training system is the result of more than 15 years of development, with:

- *Tools adapted to different types of learners.*
- *Methodologies for collective training in companies.*
- *A network of expert trainers.*



SUSTAINABLE
PRODUCTION AND TRADE



PLANT HEALTH



FOOD SAFETY



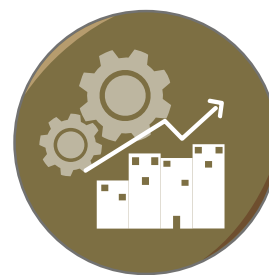
AGRICULTURAL
PRODUCTION AND
PROCESSING



SOCIAL ACCOUNTABILITY
AND EMPOWERMENT



ENVIRONMENTAL
MANAGEMENT



BUSINESS MANAGEMENT
AND DEVELOPMENT



TRAINING
METHODOLOGY

2018 COLEACP training in numbers:




INCLUDING **41**
COLLECTIVE TRAINING
COURSES



1026 PARTICIPANTS

INCLUDING **222**
WOMEN [22%]

 = 100



4092 PEOPLE
PER DAY OF
TRAINING



Collective training courses

During the 41 group sessions, several new training programmes were implemented in 2018:

- **Optimisation of the operation of packaging stations**
- **Modern management of mango orchards and different pruning techniques**
Training aiming to guarantee better productivity and better health of orchards, with many practical exercises.
- **Raising producers' awareness of GLOBALG.A.P. Option 2**
Training of company technical managers on how to sensitise producers to the benefits and obligations of being GLOBALG.A.P. certified.
- **Qualifying training for GLOBALG.A.P. internal controllers (Option 2)**
Contributing to strengthening links between producers and companies – first pilot training, to be replicated in many countries in 2019.
- **Training on organic production for avocado**
Including a module on producer awareness of the internal control system for organic production.

- **Regional training of a group of anglophone and francophone experts on COLEACP's Self-Assessment System**
Training for 30 experts, who then assisted companies in completing the Self-Assessment System.
- **Regional training of English-speaking NPPOs on pest risk analysis**
Intervention by experts from the UK's Department for Environment, Food and Rural Affairs (Defra): activity to be repeated in 2019 for French-speaking countries.

Action to be repeated in 2019 for French-speaking countries:

- **Training on the technical itinerary for Sugarloaf and Smooth Cayenne pineapple**
- **Health quality training**
Many training courses were implemented to support companies in better management of the health quality of their products (good hygiene practices, traceability principles, health quality management system), particularly for new companies and in countries where the horticultural sector is developing.

- **Regional training of trainers**
Training for experts from Benin, Burundi, Democratic Republic of the Congo, and Togo, organised in Togo. Included many Togolese participants, particularly in anticipation of the STDF programme (see page 52).



Individual capacity building of COLEACP trainers

COLEACP's pool of trainers was strengthened in 2018, particularly through 19 specific capacity-building activities, for example to support companies in using the Self-Assessment System.

Training tools

COLEACP's existing training tools are constantly updated, and new ones are created in response to requests for support from programme beneficiaries, or are anticipated through COLEACP's monitoring of the recipient markets (new private or public requirements).

The following are some of the new tools developed in 2018:

Animations for teaching:

- "Raising producers' awareness of GLOBALG.A.P. Option 2" in English, oriented towards the green bean sector. This animation will be generalised to all sectors in 2019.
- "Producer awareness of organic certification" in English, oriented towards the avocado sector.
- "Good harvesting and post-harvest practices in mango orchards/packaging stations", with the objective of carrying out training in 2019, based on materials produced as part of the PRODEFIMA programme.

Manuals :

- Plant health – four manuals.
- Food safety – five manuals.
- Agricultural production and processing – four manuals.
- Sustainable environmental management – in the process of completing a set of seven manuals.

E-learning :

- Five plant health trials, to be published in 2019.
- Three courses on sustainable environmental management, to be published in 2019.



Some testimonies from participants in COLEACP training courses

CÔTE D'IVOIRE

Extract from a report on Self-Assessment System training organised by COLEACP (Fit For Market) by Amadou Diouf

"The training aimed to enable experts to understand:

1. COLEACP's global approach to supporting the sustainability and competitiveness of the ACP fruit and vegetable sector;
2. COLEACP's Self-Assessment System and its implementation;
3. How to organise interviews with companies' resource persons as required by the Self-Assessment System.
4. How to support companies completing the Self-Assessment System.

The training, for 15 participants, was both theoretical and practical, with role-playing exercises.

The training was very useful because it allowed me to:

- Deepen my knowledge and to remind myself on different themes of support to companies in order to bring them into compliance:
 - Social responsibility

- Sustainable and responsible production
- Ethical production
- Crop protection
- Using the Self-Assessment System (checklist and metrics)
- Practical support for companies and better awareness of the difficulties that may arise

The tool takes into account all aspects related to the management of the company and will allow us to consider, in the context of the Self-Assessment System as for other business support, all the factors that the company must take into account for a comprehensive upgrade, in order to ensure its compliance, profitability and sustainability.

The Self-Assessment System can be used not only to obtain a benchmark for the company, but also to improve all the elements related to performance. Starting with the traceability system, this should help companies to more easily and more reliably keep track of all aspects of efficient quality management.

The training allowed me to further develop my listening skills to better understand the company's concerns. It also served to remind us of the importance of serenity and patience in the context of support missions, in order to make them successful.

It would be interesting to carry out a simulation with one or more companies to verify whether our assumptions, in the context of the application of the Self-Assessment System, will be verified, especially with regard to profitability, in order to provide greater reassurance to companies.

In conclusion, the Self-Assessment System training met all my initial expectations by enabling me to strengthen my knowledge and capacities to support the agricultural sector in general and horticulture in particular as part of the ongoing efforts made by companies to improve the sanitary, phytosanitary and societal quality of their products, taking into account economic, societal and environmental considerations that will lead them towards greater sustainability and competitiveness.

We thank and congratulate the managers of the Fit For Market programme who took the initiative to organise this training and for giving us the opportunity to participate. We also thank the trainers for the relevance of the presentations, the quality of the training, their great knowledge of the subject and their constant concern to transmit as much knowledge as possible about the tool to all participants. They have also shown unfailing availability.”



KENYA

Extract from a report on "Organic avocado production and producer awareness" training organised by COLEACP by Joachim Weber and Rikki Agudah

"This group training involved co-facilitation, coaching and debriefing on biological risk assessment and awareness raising for organic avocado producers, for technical staff of avocado-exporting companies in East Africa. The training involved a series of classroom and field sessions. COLEACP training materials were distributed and additional materials (the awareness manual) were produced locally."

Evaluation of collective training
Kenya, February 2018

FEEDBACK FROM PARTICIPANTS

Very unsatisfactory to very satisfactory



STRUCTURE OF THE SEMINAR:	0	1	2	3	4
Timing	0	0	2	6	9
Subject/themes discussed	0	0	0	6	11
Presentations	0	0	0	6	11
Exercises and case studies	0	1	1	6	9
Interaction between lecture, exercises and debriefing	0	0	0	3	14
Suitability of content and duration of training	0	0	3	10	2
ANIMATIONS	0	0	3	5	9
ACHIEVEMENT OF TRAINING OBJECTIVES	0	0	0	8	8
CONTENT OF DOCUMENTS	0	0	2	12	2
LOGISTICS (VENUE, ACCOMMODATION,...)	0	0	2	7	8



DEMOCRATIC REPUBLIC OF THE CONGO

Extract from a report on "Health quality management in the fruit and vegetable sector" training organised by COLEACP by Angélier Florent Nkouasseu

"The overall objective was to develop the skills of supervisors of support structures in the horticultural sector on good practices and regulations related to health quality management.

Specific technical objectives were to strengthen the technical skills of supervisors in the following areas:

- The sanitary quality of the products – good hygiene practices during all stages of production.
- Implementation of a traceability system.

Specific pedagogical objectives were to:

- Communicate the key technical messages acquired more effectively to the producers supervised.
- Develop a training programme adapted to their context to encourage producers to change their behaviour and adopt good practices, in order to produce in a sustainable and responsible manner.

Strengths of the training:

- The effectiveness of the implementation of this first training in the Democratic Republic of the Congo, by COLEACP.
- The good appreciation of this event made by the participants, as well as the local administrative partner in the Democratic Republic of the Congo, the National Fund for Promotions and Social Services (FNPSS).
- The number of structures of supervisors (11) who took part in this training;
- Punctuality, attendance, and positive participation of learners.
- The proper logistical organization of the training (choice of training framework, respect of break schedules by the institution), which facilitated the achievement of objectives.
- The remarkable contribution of the COLEACP capacity building unit in developing the detailed training programme.
- The provision of COLEACP manuals and brochures to participants to enable them to perfect their learning, regional guidelines for food safety regulation in SADC member states, and phytosanitary regulations in the Democratic Republic of the Congo.
- The number of exercises and practical cases carried out during this training to involve participants more in their learning process."

General evaluation of training

FEEDBACK FROM PARTICIPANTS

Very unsatisfactory to very satisfactory



STRUCTURE OF THE SEMINAR:	1	2	3	4	5
Timing		1	2	3	10
Subject/themes discussed				7	9
Presentations			1	3	12
Exercises and case studies			3	8	5
Interaction between presentations, exercises and debriefing	1	1	2	5	7
Suitability of content and duration of training	1	2	3	5	5
ANIMATIONS				1	15
ACHIEVEMENT OF TRAINING OBJECTIVES			1	5	10
CONTENT OF DOCUMENTS			1	2	13
LOGISTICS (VENUE, ACCOMMODATION,...)	1	2	2	5	6
PERCENTAGE RATE	1,88	3,75	9,37	27,50	57,50





MARKET INTELLIGENCE



MEET THE COLEACP
TEAM FROM
THE MARKET
INTELLIGENCE
DEPARTMENT

COLEACP monitors food regulations and private quality and societal standards. We also study specific developments in the international market for fresh and processed fruit and vegetables, particularly in the European Union and the ACP States.

Regulatory and SPS compliance monitoring

COLEACP continuously monitors EU regulations, as well as all non-conformities in ACP exports of fresh fruit and vegetables. The objective is to identify at an early stage any changes or emerging problems so that ACP operators can be informed and COLEACP's support actions can be realigned.

This includes regular monitoring of:

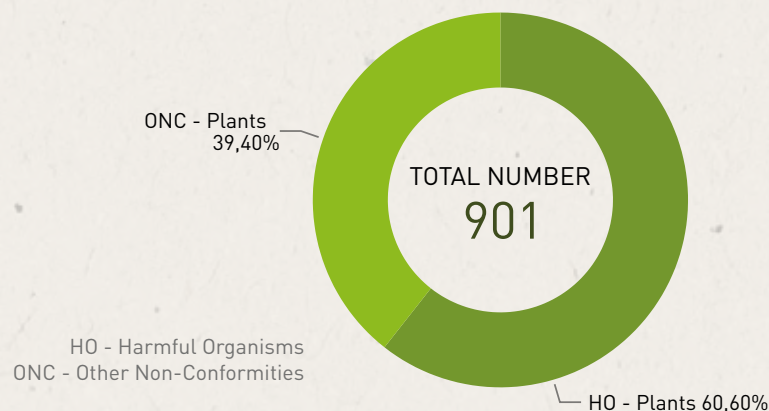
- Amendments to EU plant protection product approvals [Regulation (EC) No. 1107/2009].
- Changes in EU maximum residue limits (MRLs) [Annexes II and III to Regulation (EC) No. 396/2005] and Codex MRLs [Food and Agriculture Organization and Joint FAO/WHO Meeting on Pesticide Residues (JMPR) reports].
- Amendments to the registration of plant protection products in ACP countries.
- Amendments to the EU plant health regime, including the new EU Regulation 2016/2031; and strengthening controls under the current rules (Directive 2000/29/EC).
- World Trade Organization SPS and Technical Barriers to Trade (TBT) notifications, and consultation on new measures that may affect trade.
- Exceedances of MRLs for pesticides and plant health non-compliances recorded by EC and Member States' surveillance programmes (RASFF and EUROPHYT see pages 80–81).
- Changes in the frequency of import controls under Regulation (EC) No. 669/2009.



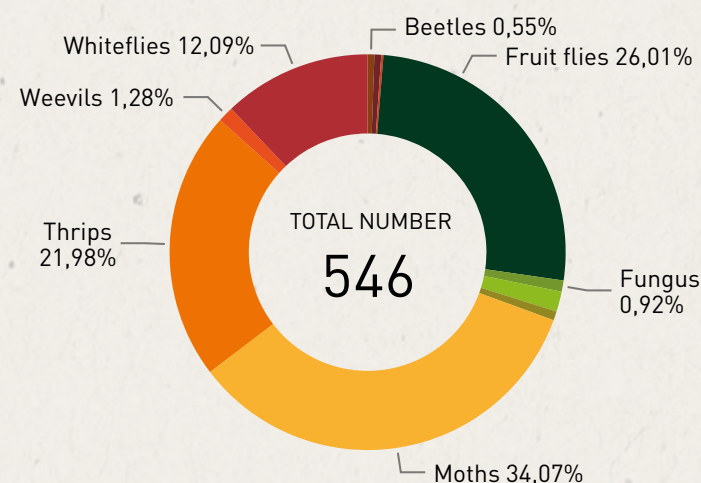


Monitoring of 2018 EUROPHYT interceptions

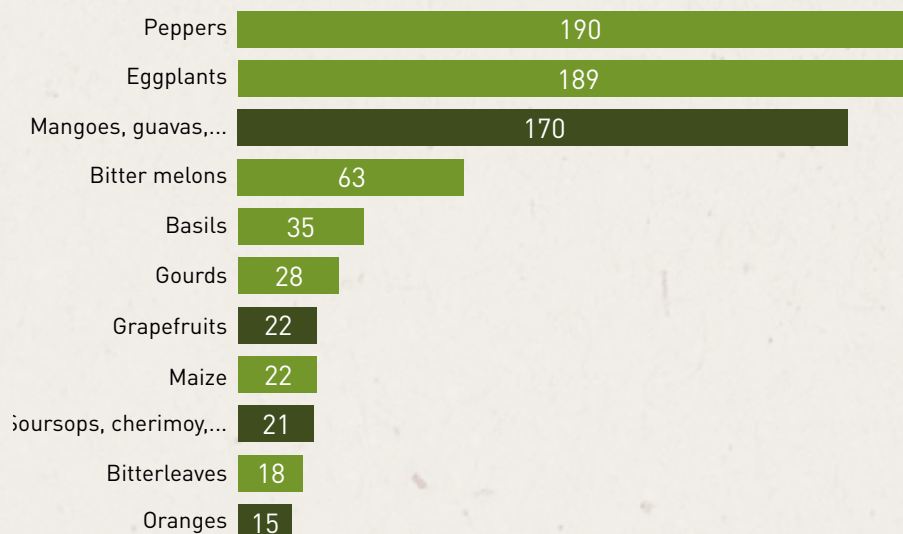
Total number of interceptions on fruit and vegetables from ACP countries entering the EU market



Harmful organisms intercepted on ACP fruit and vegetables entering the EU market

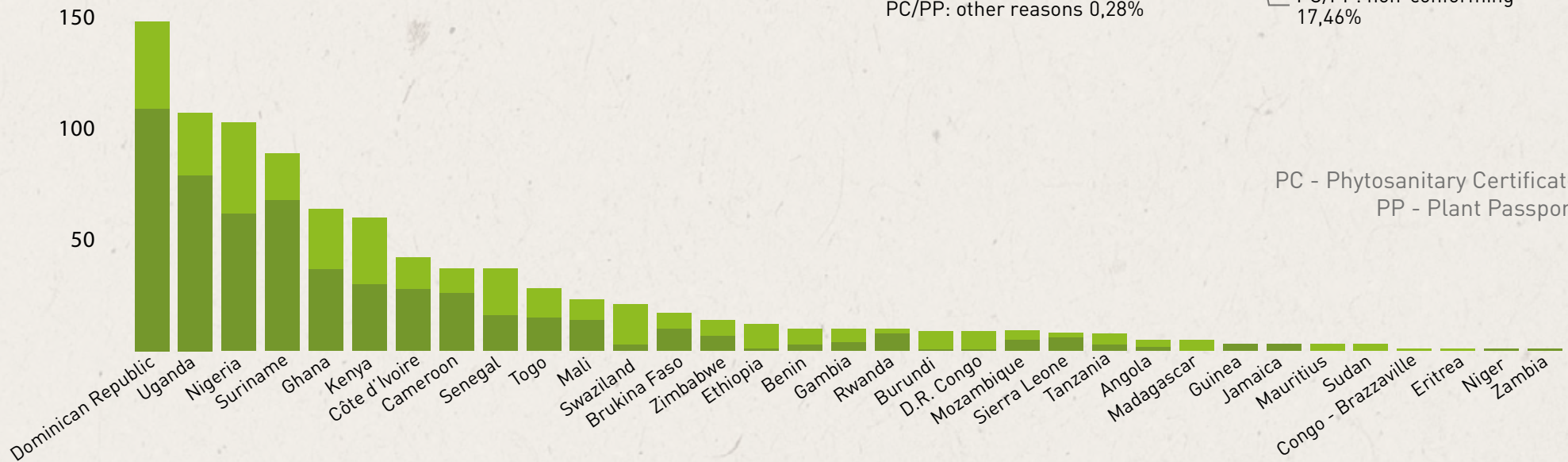


Total number of interceptions of ACP fruit or vegetables entering the EU market

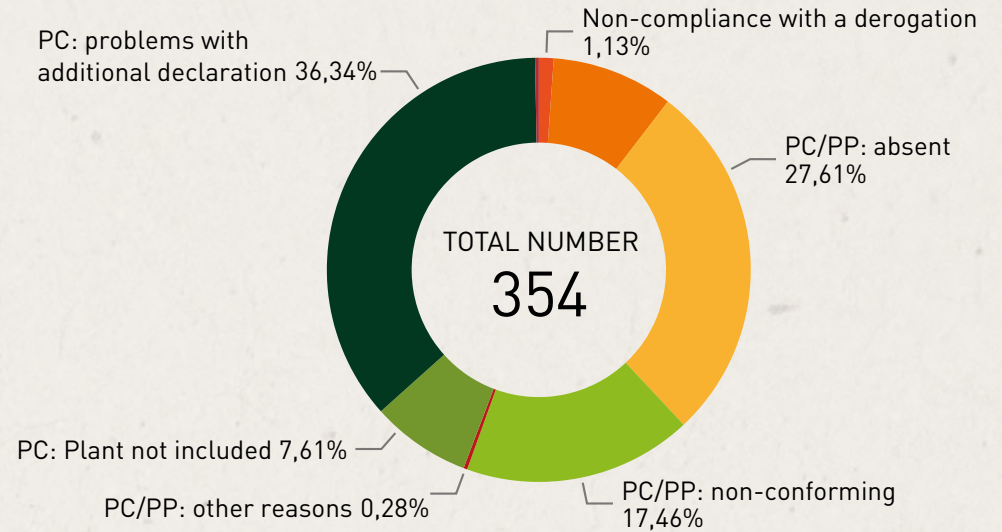


- Other Non-Conformities - Plants
- Harmful Organisms - Plants

Total number of interceptions of fruit and vegetables by ACP country entering the EU market



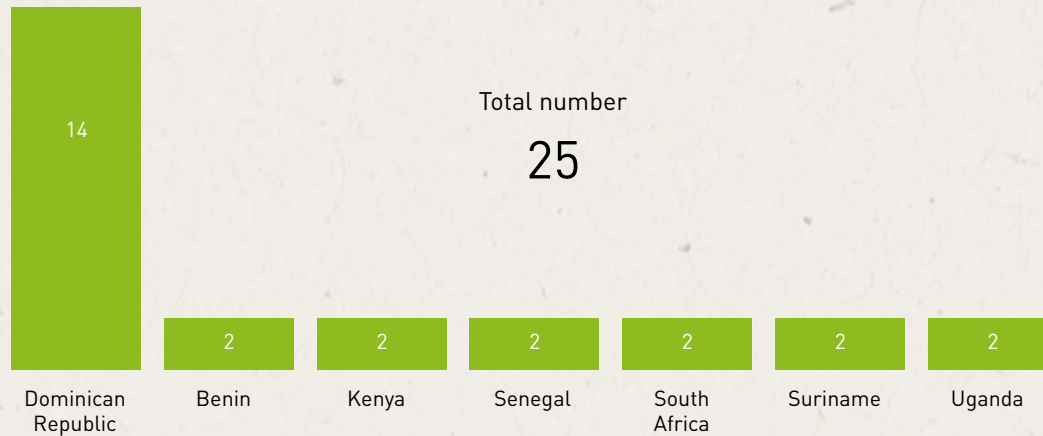
Interceptions due to Other Non-Conformities on fruit and vegetables



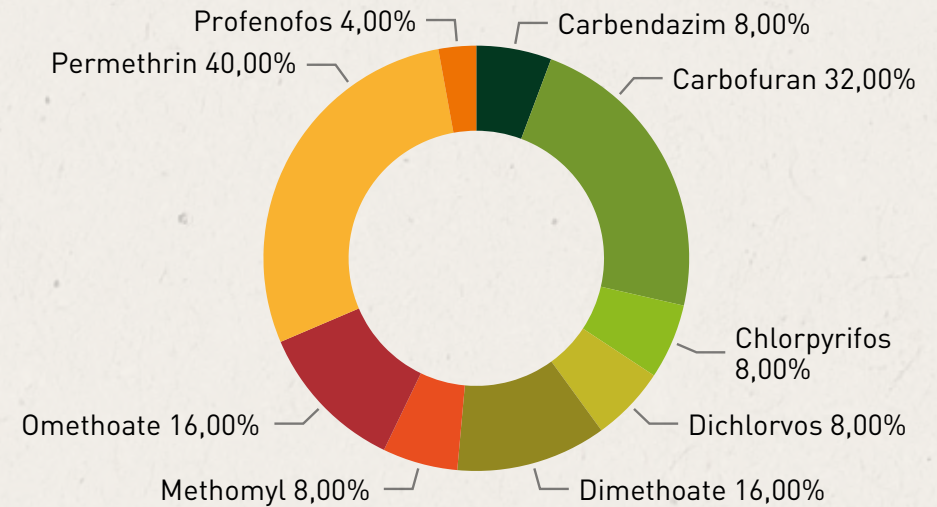
PC - Phytosanitary Certificate
PP - Plant Passport

Monitoring of 2018 RASFF notifications

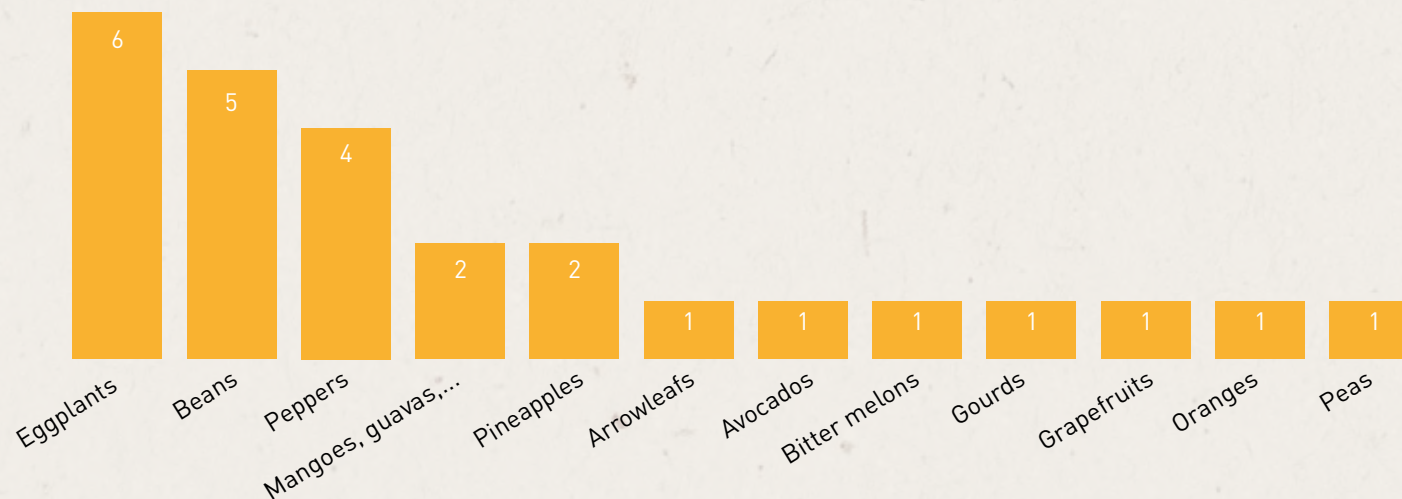
ACP countries receiving notifications concerning fruit and vegetables entering the EU market



Percentage of notifications related to an active substance



Fruit and vegetables from ACP countries receiving notifications on entering the EU market





Market monitoring and research

COLEACP's market analysis department also monitors marketing through the trade press and participation in trade fairs in Europe and the ACP countries. These observations are shared via a newsletter and a press monitoring group on LinkedIn, and feed into the development of profiles and market studies.

In 2017 COLEACP published a market study, *Overview and opportunities of the European market for fruit and vegetables of ACP origin*, which identified the most promising market segments. This study was widely disseminated to beneficiaries of the Fit For Market programme in 2018, and is scheduled to be updated in 2019.

In addition, in 2018 a study of the market for fresh and processed fruit and vegetables in Sub-Saharan Africa (SSA) was launched, applying a methodology that integrates quantitative and qualitative approaches, including international market analysis and feedback from field experience. Initial analyses in 2018 confirmed the main development trends of the continental fruit and vegetable market (regional and local) for SSA and Asian export markets, while the European export market continues to grow, but at a slower pace.

The report will be published in 2019 in hard copy and online, and will cover three market levels:

- World – trade between SSA and other continents.
- Regional – exchanges between regions of SSA and within each region.
- National – exchanges between 25 countries of SSA and the rest of the world.

Further country data will be made available online in the form of dashboards useful to the various stakeholders of COLEACP and its programmes.

This data will be integrated with COLEACP's country files to inform the determining factors of the organisation's country strategies.





INNOVATION & DEVELOPMENT



MEET THE COLEACP
TEAM FROM THE
INNOVATION &
DEVELOPMENT
DEPARTMENT

COLEACP develops agronomic solutions to support the association's members and programme beneficiaries in improving the quality and profitability of their products and services. Innovation at COLEACP is also increasingly related to the development of ICT and logistics solutions (database management, Self-Assessment System, blockchain, etc.).

Engaging with the research and innovation community

COLEACP collaborates with the research community to provide feedback on research needs in the horticultural sector. This includes participation in three research coordination initiatives:

- ARCH – Strategic Working Group on European Agricultural Research for Enhanced Impact on Global Challenges [European Initiative for Agricultural Research for Development (EIARD)/ Standing Committee on Agricultural Research (SCAR)].
- European Forum on Agricultural Research for Development (EFARD).
- Global Forum on Agricultural Research (GFAR).

COLEACP actively participated in the Platform for African European Partnership on Agricultural Research for Development (PAEPARD), which ended in 2018 after eight years. This project was funded by an EC grant contract under DCI-FOOD2009/200-228. The

overall objective was to build joint Africa–Europe multi-stakeholder partnerships in the field of agricultural research for development contributing to the achievement of the MDGs/SDGs. COLEACP remains a member of the Supervisory Board of iCRA (International Center for Development Oriented Research in Agriculture). iCRA's mission is to strengthen the capacities of people and organisations involved in development, research and education, and to achieve knowledge-based rural and agricultural innovation to support sustainable development objectives.

In 2018, COLEACP was appointed a member of the Steering Committee of the World Banana Forum. Organised by the Food and Agriculture Organization of the United Nations, the forum includes producers, trade unions, cooperatives, exporter groups, fresh produce companies, retailers, traders, government agencies, governments, research institutes and civil society. It provides a space where members can meet with governments, research institutions

and civil society to discuss the problems facing the banana sector and seek solutions through collaboration.

COLEACP is also an active member of the Task force on Fusarium wilt Tropical Race 4 (TR4), which aims to identify and promote actions to control the spread of this very serious disease. It also co-manages (with GLOBALG.A.P.) a subgroup on TR4 capacity building.

COLEACP was a member of the Advisory Group of the Global Food Safety Partnership (GFSP) Africa Mapping Project Advisory Group from November 2017 to April 2018. This public–private initiative, organised by the World Bank, examined investments made by the international donor community, and ways in which African donors and governments can better coordinate these investments and promote greater synergy between the public and private sectors.

Key achievements of PAEPARD (launched in 2009)

Capacity building

The Platform for African European Partnership on Agricultural Research for Development (PAEPARD) has helped to strengthen the capacities of its partners in the following areas: (i) articulation of research needs/priorities, in particular by non-research actors; (ii) preparation of sound proposals and participation in competitive calls for proposals; (iii) mobilisation of funds and implementation of activities that contribute to the achievement of the SDGs (and formerly the MDGs, to which PAEPARD contributed) in Africa. Over an eight-year period, PAEPARD partners mobilised a total amount of €37,709,844; (iv) management of partnerships and funds; and (v) knowledge management and information sharing.

Negotiating partnerships

PAEPARD supported collaboration among stakeholders to address common challenges. Since such collaborations rarely occur spontaneously, PAEPARD has established partnerships with relays by engaging qualified relays that brought together all the partners concerned, as well as facilitators who helped the partners to formulate their needs, interests and perspectives. This process has contributed significantly to: (i) bridging cognitive gaps; (ii) promoting social learning among partners;

(iii) maintaining partnerships focused on the demands of non-research stakeholders; and (iv) building partners' capacity to work effectively together towards common outcomes. Under the aegis of PAEPARD, 151 consortia and five user-driven processes have been formed. However, due to the resources available, only 24 of them received assistance.

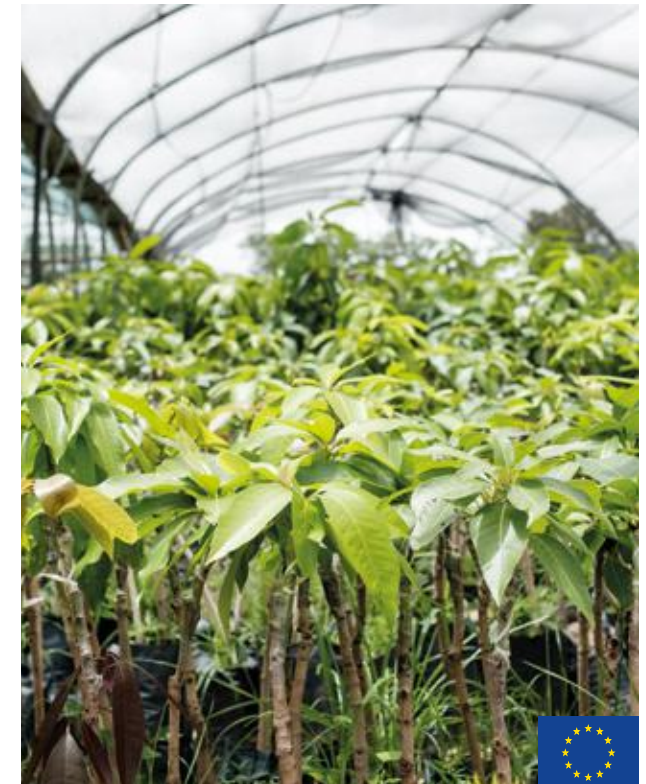
Examples of COLEACP's contribution in 2018 under PAEPARD

- Workshop in Côte d'Ivoire with leaders and co-leaders of consortia and Bioprotect (themes: biopesticides, cosmetics...).
- Literature study on existing technologies for solvent-free mango oil extraction, to enable discussions with European research centres on complementary research activities that could be developed using the most transferable technological know-how in Africa.
- Mango waste recovery: two partners, FIRCA (Fonds Interprofessionnel pour la Recherche et le Conseil Agricoles; Interprofessional Fund for Agricultural Research and Consulting, Côte d'Ivoire) and INERA (Institut de l'Environnement et de Recherches Agricoles; Institute of Environment and Agricultural Research, Burkina Faso) have signed a contract with another structure to add value to mango waste in animal feed. A Yamoussoukro's

University is also associated with this project.

- Workshop in Ghent (Belgium), support for the participation of 1001 Noyaux (France), member of the cosmetics consortium.

COLEACP, through its Fit For Market programme, continues to develop the activities of some consortium members by supporting them to implement new actions based on results obtained through PAEPARD.



Providing recommendations and technical advices

COLEACP provides ongoing technical advice on crop protection and sustainable production. This includes responding to requests for information; developing technical advice in the event of new pest or production problems; producing advisory bulletins; and updating recommended practices in response to regulatory changes. Highlights of 2018 include the following:

- Updating COLEACP protocols and crop guides.** These contain technical production routes and advice on pest management and the use of plant protection products in accordance with good agricultural practice (GAP). The GAP recommendations allow producers to comply with the requirements of their destination market in terms of pesticides and maximum residue limits (MRLs). In 2018, the Protocol on Pineapple Crops (Smooth Cayenne) was updated to incorporate new recommendations on the use of degreening agents. An unpublished version of the citrus guide has also been revised to update MRLs and GAPs, and is now ready for revision and publication.
 - Technical bulletins.** An advisory bulletin was prepared on the eggplant fruit and shoot borer (*Leucinodes orbonalis*), which is on the list of regulated quarantine pests in the EU. In 2018 there was an increase in the number of interceptions at border controls, where imports of fruit and vegetables from ACP countries were found to contain this harmful pest.
- The total of 39 interceptions in 2018, compared with 3 in 2017 and 1 in 2016, raised concerns and led to the destruction of infested shipments. COLEACP prepared this advisory bulletin to facilitate identification of the pest and suggest appropriate control strategies.
- Reports.** A report was prepared on The status of registrations to the Sahelian Pesticide Committee and Côte d'Ivoire: Products potentially useful in development or to be developed, reviewing the products registered by the Sahelian Pesticide Committee (Burkina Faso, Cape Verde, Chad, Gambia, Guinea-Bissau, Mali, Mauritania, Niger and Senegal), and in Côte d'Ivoire, Ghana and Cameroon, for control of fruit flies and post-harvest mango diseases. Plant protection products that are in the process of being registered, as well as those that are likely to be registered, are included. The report is the result of several exchanges with manufacturers of plant protection products.
 - Update of recommended GAPs.** Protocols and guides are an important tool for producers, but the information must be kept up to date. When changes are made to approvals of plant protection products and MRLs under EU regulations, in most cases GAPs will also have to be changed and producers will have to adapt their production practices. It is essential to inform producers as soon as possible of any changes they need to make.
- COLEACP monitors the application of the regulations and, if necessary, attempts to establish the new GAP. This involves research and/or obtaining information from manufacturers. If the change in MRLs is significant, the establishment of a new GAP may require field testing, and discussions are held with the manufacturer to encourage them to do so. Producers are notified of changes in MRLs, substance approvals and new GAPs, or are notified if reliable GAPs are no longer available.

- **Database on active substances.** To make updated GAPs available to producers, COLEACP has developed a new online database. It is available in English and French, and contains the following information for a total of 187 active substances:
 - Official lists of plant protection products registered for use in some ACP countries;
 - Codex and EU MRLs for the main crop–substance combinations in ACP horticulture;
 - Recommended GAPs (if available) to ensure compliance with EU and Codex MRLs, and the limit of quantification (LOQ). These include the dose rate

of the active substance, the number of applications, the interval between applications, and pre-harvest intervals;

- World Health Organization (WHO) recommended classification of pesticides by hazard;
- Insecticide Resistance Action Committee (IRAC) or Fungicide Resistance Action Committee (FRAC) classifications of mode of action (MoA).

Fit For Market SPS programme: New resources for innovation

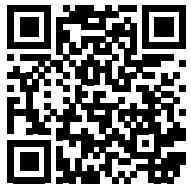
Under Fit For Market SPS (see page 66), COLEACP will continue the work undertaken under the PIP programmes by fostering innovation and partnerships to adapt and apply new products, processes and technologies, and ensure that solutions are available.

Activities in 2019 will include:

- Defend or extrapolate existing EU MRLs and establish EU import tolerances (with some parallel work to obtain Codex MRLs for local and regional trade);
- With ACP researchers, conduct trials to establish GAPs under local conditions for new MRLs or commodities;
- Facilitate local registration of new products, including biopesticides, with efficacy and residue trials;
- Strengthen the capacity of ACP institutions for the registration of new products, including research institutions, analytical centres and regional harmonisation initiatives.

CROP	ACTIVE SUBSTANCE	EU MRL	CODEX MRL	GOOD AGRICULTURAL PRACTICES
Amaranth	Abamectin	0.01 (*)	/	view
Amaranth	Emamectin benzoate	0.01 (*)	/	view
Amaranth	Diazinon	0.01 (*)	0.5	view
Amaranth	Acetamiprid	0.6	/	view
Amaranth	Azadirachtin	1	/	view
Amaranth	Azoxystrobin	15	/	view
Amaranth	Beta-cypermethrin	0.7	0.7	view
Amaranth	Diazinon	0.01 (*)	0.5	view





MEET THE COLEACP
TEAM FROM
THE ADVOCACY
DEPARTMENT

ADVOCACY



5 2018 activities and results

COLEACP's Advocacy Department defends the interests of the ACP agri-food sector on the national and international scenes, ensuring regular relations with business and government officials, political decision-makers and donors. COLEACP advises international platforms involved in trade and sustainable development of ACP agriculture, ensuring that their specificities and needs are well understood.

This includes direct actions in collaboration with other organisations working in the sector. In 2018, the activities were as follows:



Fight against unfair commercial practices (UCP)

In recent years, COLEACP has been working with other organisations to lobby for the extension of EU regulations on fair trade and CPCs (consumer protection cooperation regulations). Unfair commercial practices are a serious problem for operators who supply EU retailers directly or indirectly. In 2018, the EC finally proposed new legislation to improve the situation of farmers by banning some of the most common unfair commercial practices. COLEACP has joined a coalition of other organisations, including Oxfam, the Fair Trade Advocacy Office and the International Federation of Organic Agriculture Movements (IFOAM-EU), to lobby the European Parliament and the Council to strengthen the Commission's proposal and protect the most vulnerable in the food chains.

COLEACP contributed to an information document and engaged with Members of the European Parliament and national delegations to propose and lobby for amendments to the proposal. This included lobbying for legislation to cover not only European suppliers, but also those selling into the EU from third countries (including ACP countries).



Engage in a review of the authorisation process for plant protection products (PPP) in Europe

The European Commission (EC) has appointed a group of high-level scientific advisors from the Scientific Advice Mechanism to provide advice on the authorisation process for plant protection products. The results of the review will inform future policy development. As part of this process, the High Level Group organised meetings with representatives of stakeholders to gather their views. COLEACP was invited to participate.

Activities with Freshfel

COLEACP participates in the biannual meetings of the Freshfel Food Quality Working Group. Freshfel is a forum of the European fresh fruit and vegetable industry, and represents the interests of the sector at European and international level. Its members include companies, associations and representatives of the European Commission. It covers a wide range of issues, including pesticides, food additives, EU regulations, plant health, marketing standards and labelling. COLEACP also participates in the Freshfel Working Group on Sustainability. Freshfel is more proactively engaged on sustainability issues, both internally and externally, and engagement with key opinion leaders (including NGOs) is essential to ensure that Freshfel speaks for the sector.

COLEACP met with representatives of DG Health alongside Freshfel, as well as in bilateral meetings. These were opportunities to obtain detailed information and advice on regulatory changes, which COLEACP could share with ACP stakeholders. The meetings also enabled COLEACP to raise awareness in the EC of the impacts and challenges faced by ACP suppliers as a result of regulatory changes (e.g. strengthening controls under Regulation 369/2009/EC).

World Trade Organization SPS Committee

COLEACP attends the regular meeting of the WTO Committee on Sanitary and Phytosanitary Measures as an observer, as a delegate representing the ACP Group of States. This is an important opportunity to keep abreast of regulatory developments – including trade concerns – that have an impact on ACP countries. COLEACP is also able to provide technical information for bilateral meetings between ACP States and EC and WTO representatives, and to provide updates to the Committee on key SPS issues and capacity building.



INFORMATION & COMMUNICATION



MEET THE COLEACP
TEAM FROM THE
INFORMATION &
COMMUNICATION
DEPARTMENT



COLEACP's information and communication expertise covers global communication, events, editorial, media, and the production of technical support. The department designs, formats and disseminates news, knowledge and know-how. Activities are adapted to the target groups of the COLEACP and its programmes.

Conception and graphic design

In 2018, activities focused on improving the efficiency of the service, and more than 300 paper or digital references were produced.

2018 was also marked by the evolution of COLEACP's logo and identity, with the aims that:

- The association's image and positioning are consistent with its vision
- The association's programmes have a logo and identity that is consistent with those of COLEACP, which manages them.

While work on the new branding was carried out in 2018, its first public outing was in February 2019 on the Fruit Logistica stand, followed by use on the website.



Main infocom activities in 2018



GLOBAL/ CORPORATE COMMUNICATION



29 mission sheets

New layout for newsletter
& social media

Documents presenting COLEACP and
its programmes and results to
potential partners

Fit For Market monitoring reports;
COLEACP annual report;
Reconciliation of programme activities

Presentation of the training system
(to SAI Platform)

3 photo reports



EVENT COMMUNICATION/ PUBLIC RELATIONS



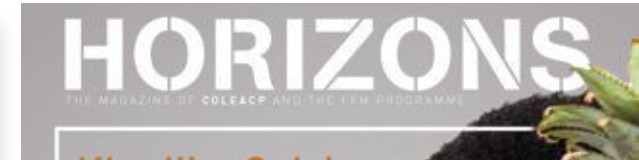
Fruit Logistica: Fit For Market stand &
video animations, meetings,
Guide "How to participate successfully
in the Fruit Logistica exhibition"

BioFach: Fit For Market promotional
packs, meetings

PR communication to ACP embassies
on the progress of FFM activities in the
respective countries (CMR, RCI, GAM,
GHA, MDG, NGA, UGA, RWA, SEN)

European Development Days: stand,
promotional animation: "ACP products
and women entrepreneurs"

BoD & GA (June & November):
files and presentations, reporting



Media, Calvin & EDITORIAL COMMUNICATION

EMPLOYERS SPEAK OUT
Karim Dostmohamed, DG, FrigoKen
"I urge youth to get involved"

Horizons magazine n°5:
Youth & training dossier

103 flashes, newsletters, emailings
in French & English

5 2018 activities and results



MEDIA COMMUNICATION

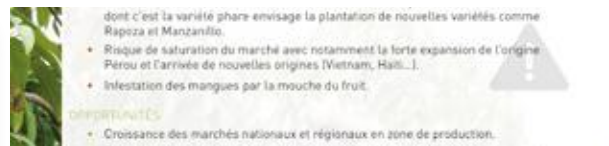


Website: interface translated into Spanish & Portuguese

Compliance with General Data Protection Regulations (GDPR)

Social media posts

Press coverage



PRODUCTION OF TRAINING & TECHNICAL TOOLS



Layout training catalogue

11 Self-Assessment System reports

Teaching methodology notebooks (e.g. organic certifications, mango & fruit flies)

24 training manuals, 10 teaching booklets & 17 training brochures

SCORM & MCQ of the plant health pathway

25 country files

West African mango market & positioning

RASFF & EUROPHYT quarterly reports



OTHERS



Marketing identity for Angola

Background paper on new EU SPS Regulation

New system for referencing, classifying & accessing COLEACP & programme publications (Jambo, e-library)

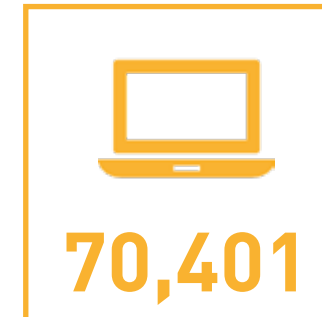
What happened on the web in 2018?



Unique visitors connected to the COLEACP site



Sessions (or visits) recorded



Page views, 8.9% more than in 2017 (64,081)



Geographically, the ACP country with the highest number of users was Kenya (13.82%). Cameroon (11.39%) and Côte d'Ivoire (9.65%) were respectively 2nd and 3rd in the ranking.

5 2018 activities and results

Facebook

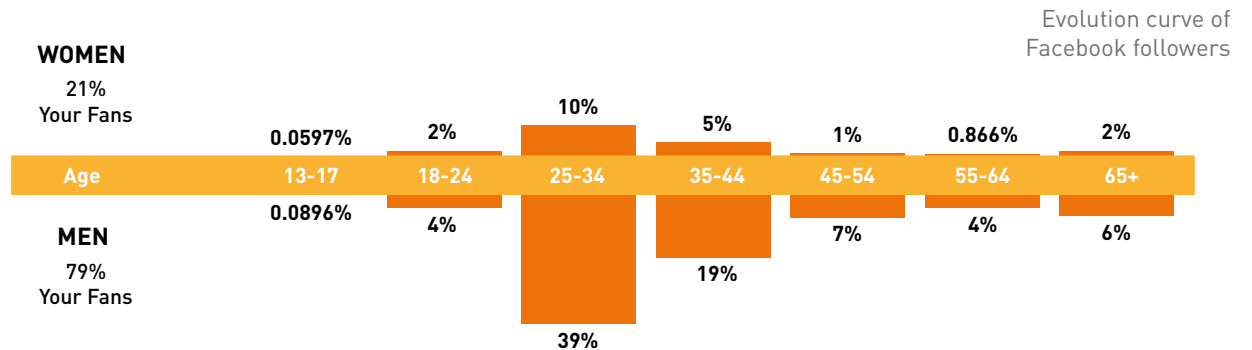
COLEACP continued its overall progress on social networks in 2018, with 103 posts on Facebook, 9.5% more than in 2017. The engagement rate (user reactions) is around 10% per post, more than double the previous year. This demonstrates the formation of an active community around our social networks in general.

The number of followers exceeded 3,000 in 2018 (3,208 by 31 December).

In terms of statistics on COLEACP Facebook followers in 2018, 79% of the public were male and 21% female. The majority of followers (39%) were males aged 25–34.

From a geographical point of view, the majority of COLEACP followers come from West Africa (Ghana, Côte d'Ivoire, Mali, etc.), although East Africa is also represented with Kenya in second place in the ranking.

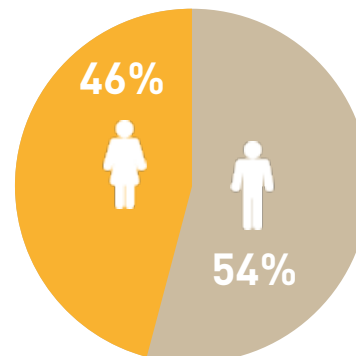
The Facebook post with the highest engagement rate was related to training in Kenya. 1,432 people were reached, and the total number of engagements for this post was 537.



Twitter

On Twitter, the most prolific month in terms of impressions (number of views of tweets) was March, with more than 12,000 impressions. The average in 2018 was 7,194 impressions per month, 23% more than in 2017 (5,526).

According to Twitter, our follower audience was 54% male and 46% female.



Instagram

An Instagram account was created for the European Development Days 2018. The objective is to reach an ever wider and more diversified audience. While its active user base exceeded 1 billion in June 2018, Instagram has become more open to companies and associations that want to share information.

In order to promote the opening of COLEACP's Instagram account, a selfies competition was organised on the occasion of the European Development Days, and the photos have been sent to the COLEACP Instagram account.

BUSINESS DEVELOPMENT



MEET THE COLEACP
TEAM FROM
THE BUSINESS
DEVELOPMENT
DEPARTMENT

5 2018 activities and results

COLEACP seeks and identifies business developments for the organisation, its members and beneficiaries, in particular through participation in trade fairs, professional forums and targeted market monitoring in the fruit and vegetable sector. We also advise companies on how to improve their competitiveness and access financing.

B2B trade fairs

The main business-to-business exhibition in which COLEACP participates for the benefit of its members and beneficiaries is Fruit Logistica. As in previous years, the results were positive in terms of professional contacts, thanks in particular to the stand and the mobilisation of the team (32 countries, 188 companies, 238 people met).

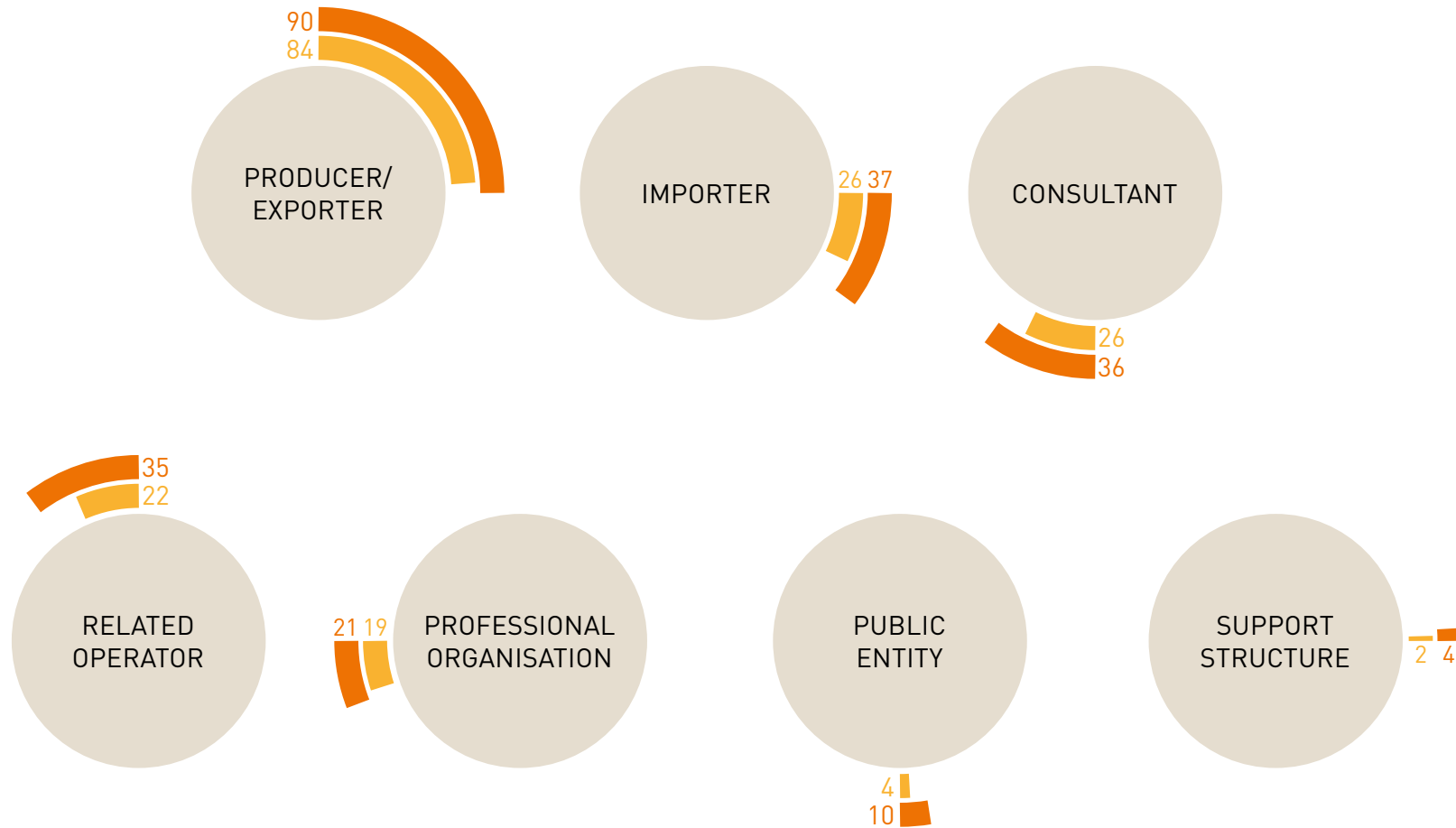
It should be noted that in 2018, Angola received specific support (marketing and commercial meetings) at its request as a potential new origin for the fruit and vegetable market in Europe. A delegation from Nigeria was also specifically accompanied by three European importers. Finally, an exporter from Mali was introduced to various importers at her request.

COLEACP also participated in BioFach 2018, an exhibition specialising in organic agriculture, offering an opportunity to meet the visiting ACP delegations and exhibitors present on the Africa stand. On the basis of the results of our participation in recent years and the rise of organic farming in the ACP-EU fruit and vegetable trade, COLEACP has decided to opt for a mini-stand on the Africa pavilion for 2019, and to also consider participation in other trade fairs (MacFrut, Fruit Attraction).
To be continued in 2019...



Types and number of contacts tagged at Fruit Logistica 2018

- Number of contacts
- Number of companies



Other support for members and beneficiaries seeking business partners

Trade missions of pineapple producers/exporters from Benin to Europe, February and November

Between mid-December and early August 2017, Benin was subject to a self-imposed embargo on the export of yellow pineapples, decreed by the Government of Benin due to excess residues of ethephon. As part of a post-embargo export recovery, in 2018 COLEACP was asked to support two Beninese trade missions to Europe.

In February 2018, a round table was organised in collaboration with Thierry Paqui, involving French importers and the French pesticide residue control authority (Direction générale de la concurrence, de la consommation et de la répression des fraudes, DGCCRF). The objective was to communicate on the reorganisation of the sector at the level of both operators and supervisory authorities. In November 2018, the trade mission was able to meet five French importers and their professional organisation, one Swiss company and one Spanish company of wholesalers, and two French retailers.

Trade mission of Rede Camponesa (Angola) to France, Belgium and the Netherlands, August

Following its participation in Fruit Logistica 2018, COLEACP was asked to organise and support Rede Camponesa during six meetings with French (3), Dutch (2) and Belgian (1) importers who are members of the COLEACP network, over four days. All the companies expressed their interest in receiving and evaluating the first samples of fruit and vegetables proposed.

Visit of the Ministry of Agriculture of Cameroon to Rungis, February

COLEACP was requested to organise a visit to the meat, dairy products, fruit and vegetables, and flowers sectors of Rungis International Market. This provided representatives of Cameroon's Ministry of Agriculture with an opportunity to better understand the functioning of one of the most important wholesale markets in the world: the marketing of perishable products in France, health controls of products, and also the quality requirements required for Cameroonian products to face international competition (especially for pineapple).





Priority areas of activity for 2019 (by department)

Technical assistance: Fit For Market and Fit For Market SPS action plans; 250 individual sustainability reports available for ACP companies following their use of the Self-Assessment System.

Training: Fit For Market and Fit For Market SPS, external accreditation for the COLEACP training system to strengthen links with the academic world and build loyalty among trainers and digital learning networks.

Advocacy: defence of ACP interests in the face of EU regulatory developments (SPS, Organic, unfair trade practices,...).

Market analysis: study on the dynamics of trade in fruit and vegetables (fresh and processed) in Sub-Saharan Africa and the EU.

Innovation and development: relaunch of field trials of 'priority' plant protection products.

Business development: new technical and financial partnerships, new trade shows, capitalisation of individual support for access to financing.

Information and communication: production of training tools and SAS reports; implementation of the Sustainability Charter and new identity, *Growing people*, in activities and materials.

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June 2016 - June 2019

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www.coleacp.org



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The Europe-Africa-Caribbean-Pacific Liaison Committee (COLEACP) is a professional association created in 1973 whose mission is to develop an inclusive and sustainable trade in agricultural and food products (fruits and vegetables in particular), as a priority in the ACP States and between these countries and the European Union.

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