

SOUTHERN AFRICA TRADE HUB



USAID FOOD SECURITY INITIATIVES IN SOUTHERN AFRICA

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Seminar

May 22, 2012



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Feed the Future

Regional Food Security approach underpinned by Feed the Future (FtF) Initiatives

- \$ 7-8 Million per year to enhance food security
- Focus on:
 - Increasing intra-Regional trade and agricultural productivity
 - Improving Policies that support economic and agricultural growth

Feed the Future

Regional FTF Programs

- Focus on SADC Region
 - Malawi, Mozambique and Zambia
 - Importance of Beira Nacala trade and development corridors.
- Focus Value Chains
 - Maize
 - Soy
 - Groundnuts

Regional FTF Programs

- **Regional Agricultural Policy Analysis**
 - Food, Agriculture and Natural Resources Policy Analysis Network (FANRPAN)
 - Multi Stakeholder, multi-national policy network
 - Supports the development and implementation of better food, agriculture and natural resources policies

Regional FTF Programs

- **Regional Agricultural Data & Knowledge Sharing**
 - Regional Strategic Analysis and Knowledge Support System (Re-SAKKS)
 - Technical support to SADC to develop the Regional Agricultural Policy (RAP)
 - Food policy trends analysis
 - Support to country nodes to monitor progress on CAADP objectives.

Regional FTF Programs

- **Sanitary and Phytosanitary (SPS) and Aflatoxins**
 - Partnership with USDA
 - Focus on invasive fruit fly and Aflatoxins/Mycotoxins
 - Partnerships with PACA and IITA

Regional FTF Programs

- **Removing the Barriers (RtB) Alliance**
 - Implemented by NEPAD Business Foundation (with funds from Hewlett Foundation)
 - Southern Africa Agricultural Development Partnership Platform (SAADPP)
 - Mobilize and institutionalize private sectors voice to address constraints

Regional FTF Programs

- **Southern Africa Trade Hub (SATH)**
 - Increase international competitiveness, intra-regional trade and food security in SADC
 - Value Chain Approach
 - Maize
 - Soy
 - Groundnuts
 - Emphasis on Partnerships

Maize provides a deep-dive on the range of partnerships possible

Constraints

- Production
- Transportation, storage and post-harvest handling
- Trade
- Enabling environment



Set of responses

- Develop warehouse networks
 - improvements in grain transportation and handling (reduction of post-harvest loss)
 - improve access to production, marketing, and trade finance
 - investment promotion in commercial production, storage, transport and services
 - implement WRS
- policy advocacy
 - adoption of certified seed
 - allow regional export for sale



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Supporting partnerships

grain transportation and handling

Grain Systems, Inc. (GSI)



Characteristics

- Targeted partner
- Assumption, IL, USA
- Grain storage manufacturer, subsidiary of AGCO
- www.grainsystems.com
- Role: storage infrastructure mfg and installation
- Targeted at ZM, ML, MZ



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Supporting partnerships

grain transportation and handling

Grain Elevator & Processing Society (GEAPS)



Characteristics

- Private sector association
- Bridges into private sector
- Minneapolis, MN, USA
- www.geaps.com/
- Role: Technology and knowledge transfer and potential investment by member companies



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Supporting partnerships

in production, marketing, finance

Grain SA

Characteristics

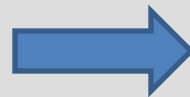
- Bridge into private sector
- Location: SA
- Private sector association of producers
- www.grainsa.co.za
- Role: NAMPO trade show currently



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Supporting partnerships

investment promotion

Advanced Africa Solutions

Characteristics

- Opportunistic
- Location: Washington, DC
- Private sector investor, operator
- www.africansolutions.com
- Role: potential investor, Zambia

Blumberg Capital



Characteristics

- Opportunistic
- Location: Coral Gables, FL; New York
- Investor, mfg. of warehouse systems
- www.blumbergcapitalpartners.com
- Role: est of warehouse mfg facility and warehouse mgmt systems



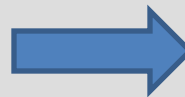
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Supporting partnerships

in implementing WRS

Export Credit Insurance Corp (ECIC)

- Targeted partner
- Location: SA
- Parastatal, quasi-private sector
- www.ecic.co.za
- Role: insures bank-level transactions



Country-level commodity exchanges

- Targeted partners (Malawi ACE, e.g.)
- Location: within the SADC country
- Private sector
- Role: warehouse accreditation, trades warehouse receipts



Aflatoxin Approach

- Leverage private sector institutions to address Aflatoxin issues in their supply chain
 - Twin Trade
 - SA Groundnut
 - Tiger Brands
- Facilitate technical interventions
 - University of Georgia Peanut CRSP
- Address the enabling environment
 - SA Grain Laboratory



Groundnut Trade



- Fair Trade
- Shareholder in Afri-Nut, Malawi
- Collaborate with NASFAM/ Ex Agris
- Regional Sourcing
- www.twin.org.uk



Twin Trade

- Trade in nuts in shell
- Mechanical Shelling
- UV/ Infra-Red Sorting
- Storage in Jute Bags

Regional Roll Out

FreshPikt- Zambia

IKURU/ SA Groundnut- Mozambique



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South Africa Strategic Partnerships

- **Africa LEAD**
 - Technical and Training Support
 - Improve Agricultural Leadership
- **Government to Government (G2G)**
 - Public and private sector institutions leveraged

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Thank You!

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