



## African Gender, Climate Change and Agriculture Support Program (GCCASP)

PROCEEDING OF SECOND CONFERENCE FOR WOMEN IN  
AGRIBUSINESS- "WOMEN IN ENTREPRENEURIAL  
DEVELOPMENT A MUST FOR SUCCESS OF THE SDGS IN  
AFRICA"

**A program of the NEPAD Planning and Coordinating Agency**

**With the support of the Norwegian Government**

**November 2015, Durban, Republic of South Africa**



"Women in Entrepreneurial Development:  
A Must for Success of the SDGs in Africa"

November 3-5, 2015 | Durban, South Africa | #WomenInAgribiz

PROCEEDING OF 2<sup>ND</sup> CONFERENCE FOR WOMEN IN AGRIBUSINESS



**ORGANIZED BY NEPAD PLANNING AND COORDINATING AGENCY**

## **ACKNOWLEDGEMENTS**

*Many people have contributed to the success of the 2<sup>nd</sup> Conference for Women in Agribusiness under the Theme: “Women in Entrepreneurial Development: A Must for Success of the SDGs in Africa” which was held in the province of KwaZulu-Natal, city of Durban, Republic of South Africa from 03-05 November 2015. The NEPAD Planning and Coordinating Agency would like to thank all institutions and individuals who participated in the conference and contributed substantially to its success.*

*Special thanks go to the Agribusiness Development Agency (ADA) of KZN Department of Agriculture for co-hosting the Conference with the NEPAD Agency; and The Department of Agriculture and Rural Development and representatives of governments, The Food And Agriculture Organization of the United Nations for technical and financial support, GIZ for financial support, Agribusiness women, resource persons, non-state actors and private sectors.*

*Finally, we would like to extend our genuine thanks to the Norwegian Agency for Development Cooperation (NORAD) for their financial support of the NEPAD Gender Climate Change Agriculture Support Programme and the Women Conference in Agribusiness.*

## ***FOREWORD***

The Second Conference for Women in Agriculture was held from 03 to 05 November 2015, in Durban, South Africa. The conference has been a milestone for the women in agribusiness and presented the first opportunity for key stakeholders in Africa and partners to come together and share their perspectives to building on the outcomes of the 2014 conference and the recently adopted Sustainable Development Goals (SDGs).

Organized under the theme “*Women in Entrepreneurial Development: A Must for Success of the SDGs in Africa*,” with sub-themes on policy, operational issues as well as training and knowledge support, the conference was intended to inform policy and practices in Africa in order to contribute to enhancing the achievement of Entrepreneurship Development for African Women.

As the previous conference, this conference was instrumental in harnessing lessons, perspectives and experiences from wide stakeholders across the continent. Most importantly, the conference highlighted the irreplaceable roles and power of African women in agriculture and ensuring food security as well as substantially shaping the economy of the continent. This supports the actualization of SDGs and strongly sends a signal for the need to accelerate the implementation of previous calls for actions.

This document presents the proceedings of the conference and is intended to provide key aspects of the deliberations and recommendations for subsequent implementation and follow-up of the same.

***Mrs. Estherine Fotabong***  
***Director, Programme Implementation and Coordination Directorate,***  
***NEPAD Planning and Coordinating Agency (NPCA)***

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## *ACRONYMS*

3N Initiative	Nigerian Nourish Nigerians Initiative
ADA	Agribusiness Development Agency
AU	Africa Union
AUC	Africa Union Commission
BP	Business Planning
CAADP	Comprehensive African Agriculture Development Programme
COMESA	Common Market for East and Southern Africa
CSA	Climate Smart Agriculture
CSO	Civil Society Organizations
ECOWAS	Economic Community of West African States
FAO	Food and Agriculture organization
FPMAG	Fruit Processors and Marketers Association of Ghana
GCCASP	Gender Climate Change Agriculture Support Programme
IGAD	Inter-Governmental Authority on Development
LST	Labour Saving Technologies
MDGs	Millennium Development Goals
NEPAD	New Partnership for African Development
NORAD	Norwegian Development Agency
NPCA	NEPAD Planning and Coordinating Agency
NTFP	Non Timber Forest Product
PICD	Programme Implementation and Coordination Department
RSCC	Rural Saving and Credit Cooperatives
SACOs	Credit Service Cooperative Societies
SBAs	Small Business Associations
SDG	Sustainable Development Goal
SMAES	small and medium agro-enterprises
SPS	Sanitary and Phytosanitary
UN CSW	UN Commission on the Status of Women
UNIDO	United Nations Industrial Development Organization
WEAs	Women Entrepreneur Associations



## 1. BACKGROUND

With agriculture as the backbone of most African economies, there is shift in development thinking towards sustained and self-sufficient development. In essence, African agriculture is dominated by the smallholder sector, with women constituting the majority of smallholder farmers on the continent. The new thinking towards sustained and self-sufficient development has seen the conventional role of women in the society changing. Women are very much involved in the entrepreneurial activities in rural and urban areas. These activities on the continent, especially in agriculture are changing economies; in particular, rural economies. Nonetheless, women's engagement in the agricultural sector comes under myriads of constraints.

Some of the constraints stem from current policies and institutional arrangements on the African continent on one hand, as well as cultural and intra-household power relations that denies women access to the many services, including financial and infrastructural. More so, environmental and climate change challenges are posing greater threats to African agriculture, which is mainly rain-fed. In sub-Saharan Africa for instance, rain-fed agriculture is estimated to account for over 90% of the total food production. Consequently, agriculture in Africa is highly vulnerable to climate variability and extreme weather events.

Recognizing the gender dimension of climate change impacts on African agriculture and taking into account the significant role and contribution of women smallholder farmers in agriculture and food security and within the context of supporting women empowerment, the NEPAD Planning and Coordinating Agency (NPCA) designed a five-year programme, Gender Climate Change and Agriculture Support Programme (GCCASP).

As part of the process towards enhancing women participation in agriculture/agribusiness and promoting women rights and empowerment, NPCA organized the Inaugural Session of the Conference for Women in Agriculture in October 2014. The conference was organized within the context of the Gender Climate Change Agriculture Support Programme (GCCASP). The "Call to Action" the main outcome of the Conference which was submitted and endorsed by the NEPAD Heads of States and Government Orientation Committee, among others, called for:

- Increasing support for women farmers particularly in agribusiness activities
- Strengthening inclusive growth, employment generation and sustainable livelihoods for African women producers and agribusiness entrepreneurs
- Facilitating and supporting skill building for women through access to vocational training
- Making the Women in Agribusiness Conference an annual event

This consensus was also informed by the Malabo Declaration and Commitment to halving Poverty, by the year 2025, through Inclusive Agricultural Growth and Transformation. The decision was also specific on supporting and facilitating preferential entry and participation of women and



youth in gainful and attractive agri-business opportunities.

Building on the outcomes of the 2014 conference, and the just adopted Sustainable Development Goals (SDGs), with particular reference to Goals, 2, 4 and 5, the 2<sup>nd</sup> Conference for Women in Agriculture is slated for 03 to 05 November 2015, in Durban, South Africa. The theme of the 2015 edition is *“Women in Entrepreneurial Development: A Must for Success of the SDGs in Africa.”* The sub-themes focused on:

- a. Policy
- b. Organizational development
- c. Training and knowledge support to enhance the achievement of entrepreneurship development for African women

## **2. OVERALL OBJECTIVES**

The specific objectives of the conference included:

- i. Providing a platform for dialogue between relevant stakeholders in the field of the economic participation of women.
- ii. Sharing experiences and best practices on gender-sensitive financial and business services and identifying new and innovative opportunities to improve women’s entrepreneurial skills and development.
- iii. Supporting the strengthening of networking and advocacy for women’s entrepreneurship to encourage a progressive integration of rural women’s businesses into the formal economy.
- iv. Strategizing and support necessary for women entrepreneurs in creating partnerships, networking and building strategic alliances.

## **3. EXPECTED OUTCOMES OF THE EVENT**

Expected outcomes of the conference included:

- Relevant operational recommendations to be proposed to improve the implementation of the existing policies and strategies of the various actors to enhance the entrepreneurial skills of women in the agribusiness sector of Africa.
- Practical systems and strategies to support the transition of women-led enterprises from informal to formal status.
- Raising awareness among financial and micro-finance institutions about rural women entrepreneurs’ needs and introducing incentives for them to provide appropriate, accessible and flexible financial products and services (including affordable insurance and savings), at fair interest rates.
- Identifying areas for vocational training and skills improvement for young women in technical and entrepreneurial development.

## **4. CONFERENCE ORGANIZATION AND PARTICIPANTS OF THE CONFERENCE**

### **4.1. Conference Organization**

The Conference was organized in such a way that the opening ceremony involved the delivery of introductory and welcome speeches, remarks, statements opening address by key personalities. This was followed by press briefing and official opening of agribusiness women products exhibition. Three sessions were organized to set the scene for Conference. The first was on “Policy Options for Women and Youth Entrepreneurship with Respect to the Achievement of the SDGs.” The second on “Women Entrepreneurship in the Agri-Sector In Africa: Constraints And Opportunities,” and the third session dealt with selected Case Studies on - the Role of Agrofood Processing and Postharvest Management Technologies in Enhancing women Participation in Agribusiness Activities. In each session reflections on the presentations were made by selected panelists assisted by session facilitators, which were followed by plenary discussions. The second day was devoted for training session focusing on two Modules, where MODULE 1- dealt with Building Associations and Strategic Alliances, Women in Development and Women Entrepreneur Associations (WEAs); Creating Partnerships & Strategic Alliances and The Role of Advocacy in Women in Development. MODULE 2 addressed Finance Management and Developing a Business, with emphasis on Gender Issues and Access to Finance, Challenges of Enterprise Financial Management for Women, and Preparing Business Plan for Financing.

The third day was devoted to a field visit to “Cappeny States Strawberry Farm in Ballito”, where the participants had an exposure to the modern farm and got detailed explanation of the farm history, production methods and the entire value chain of the product.

### **4.2. Participants of the Conference**

The participants invited to this conference included: African Union Commission (AUC) representatives, policy makers, women small holder farmers and farmer group representatives, Leading Women Agribusiness Practitioners and Experts, Academia, Researchers, Non-Governmental Organizations (NGOs), Development Partners including NORAD, Private Sectors, and Government Ministries of Agriculture, Gender and Environment. All in all a total of 184 (55 male and 128 female) participants, drawn from the above indicated organizations, have attended the conference.

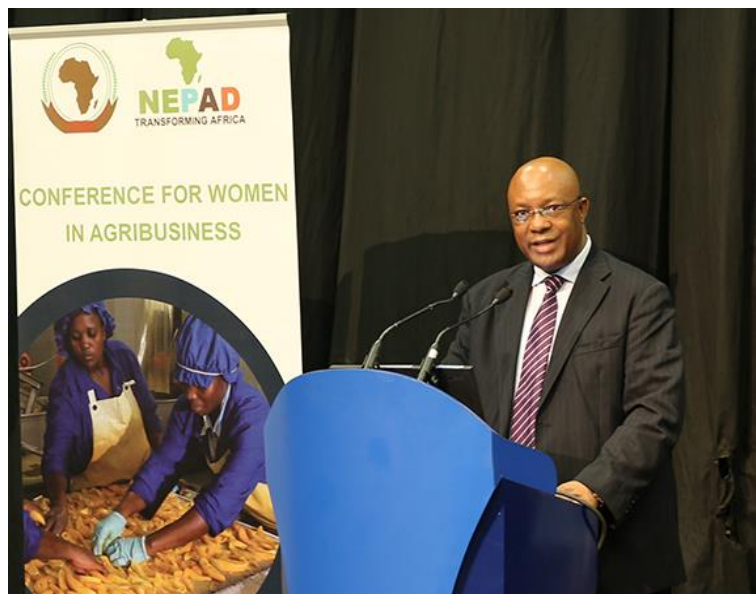
## 5. OFFICIAL OPENING OF THE CONFERENCE

### a. Introduction to the Conference – by Mr. Martin Bwalya, Head of Program Development, NEPAD Agency

The conference was directed by Mr. Abraham Sarfo of NEPAD, and the opening session was facilitated by Mr. Martin Bwalya, Head of Program Development of NEPAD Agency. The following are the highlights of the opening session.

Mr. Martin Bwalya, Head of Program Development, NEPAD Agency, started his introductory remarks by welcoming all the participants to the Second Conference on behalf of the NEPAD Agency and specifically on behalf of Dr. Ibrahim Assane Mayaki Chief Executive Officer of the NEPAD Agency.

Mr. Bwalya briefly outlined on major activities taking place in the African continent and worldwide including discourses and decisions regarding CAADP, African Vision, agenda 2063, and recent initiative of SDGs. He underscored that in all these decisions and commitments made, women empowerment is a common concern. Mr. Martin Bwalya called for concerted efforts to build on the said declarations and commitments to deliver results and impacts. He further noted that this conference is all about sharing and learning from each other on how to exhilarate implementation towards accomplishing results and bringing about the desired impacts.



Mr. Martin Bwalya, Head of Program Development, NEPAD Agency

Mr. Bwalya then read the key objectives of the conference, which included:

- i. Providing a platform for dialogue between relevant stakeholders in the field of the economic participation of women.
- ii. Sharing experiences and best practices on gender-sensitive financial and business services and identifying new and innovative opportunities to improve women's entrepreneurial skills and development.
- iii. Supporting the strengthening of networking and advocacy for women's entrepreneurship to encourage a progressive integration of rural women's businesses into the formal economy.

## b. Welcome Address – by Dr. Martha Mbatha – Chairperson, ADA

Dr. Martha Mbatha, Chairperson of the Agribusiness Development Agency (ADA) of KZN Province Department of Agriculture and Rural Development, welcomed all participants by recognizing high level personalities who were attending the conference.

She then pointed out that the conference is a collaborative effort between the New Economic Partnership for Africa's Development (NEPAD) and the Agribusiness Development Agency. Dr. Mbatha added that the collaboration between NEPAD and ADA was initiated when a conference on:



**Dr. Martha Mbatha, Chairperson of the Agribusiness Development Agency**

*“Investing in African Women: Opening the space for agribusiness”* was held in Durban last year then went on highlighting key recommendations made at that conference, which proved to be a great success for stimulating further thoughts for conceptualising the theme for this year’s conference, ***“WOMEN IN ENTREPRENEURIAL DEVELOPMENT: A MUST FOR SUCCESS OF THE SUSTAINABLE DEVELOPMENT GOALS IN AFRICA.”***

Reflecting on the agenda, she said that the agenda of the conference consists of wide range topics relevant to the circumstances of African women. Furthermore, Dr. Mbatha, briefly highlighted a host of challenges facing women and the multifaceted roles of women in agriculture, natural resources management and at household levels, thus underscored that it takes a genius to do all these complex tasks. She then declared that women indeed are geniuses!

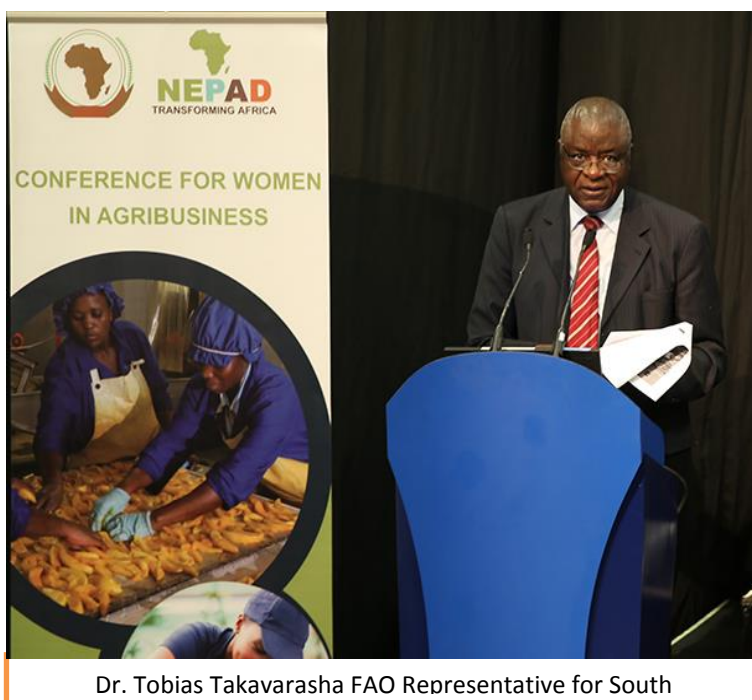
In spite of the existing challenges, Dr. Mbatha was of the opinion that measures taken to empower women are helpful in making some positive strides. She then called for building on the success made, existing women’s capacity and wisdom for transforming the whole continent while discussing Sustainable Development Goals. Dr. Martha Mbatha concluded her speech by wishing all a successful discussion of important issues and enjoyable stay in the beautiful city of Durban.

**c. Remarks – Dr. Tobias Takavarasha FAO Representative for South Africa**

Dr. Tobias Takavarasha, FAO Representative for South Africa, started his remark by thanking the organizer for the opportunity given to him, and congratulating NEPAD for carrying on with the vision of promoting Women in Agribusiness and expressed his hope that such effort will continue until the goal of emancipating Women in Agribusiness is accomplished and the vision realized.

In addition, he noted a very appropriate theme has been selected for the 2nd Conference which focuses on the new Sustainable Development Goals. Dr. Takavarasha elaborated that out of the 17 SDGs one can safely say at least three quarters of the goals speak to issues that are of direct relevance to addressing women, poverty, food security, nutrition, energy, climate change and rural development, which mostly cut across the mandates of both FAO and NEPAD. He then expressed his hope that one of the outcomes of this Conference would be identifying how the Women in Agribusiness agenda will contribute to the SDGs, and what indicators to use to measure progress.

Regarding partnership and collaboration, he pointed out that a Collaboration Agreement was signed between FAO and NEPAD by the two principals who met recently in Rome, on the 29th October 2015. He further elaborated that collaboration had been going on for several years between the two organizations in a number of common thematic areas including food security, nutrition, CAADP, climate smart agriculture, post-harvest loss prevention, fisheries and youth in agriculture and so now this MOU gives further impetus to the partnership. He noted that the conference was also building towards consolidating the partnership given the critical role of women in agribusiness and all other relevant activities. He then mentioned that the FAO office in South Africa is in the process of developing a project focusing on linking youth and women smallholder farmers to markets, providing vocational skills training and sharing experiences and best practices. Accordingly, he hoped to learn a lot from the interactions and concluded his remark by thanking the organizers for the opportunity given to FAO.

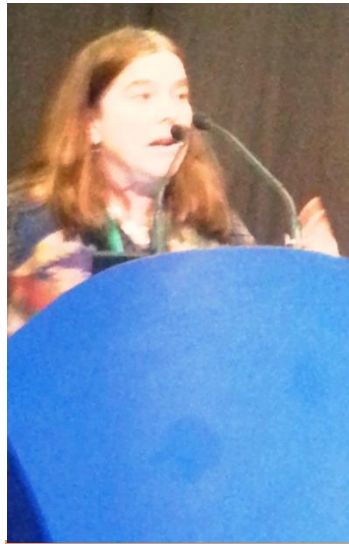


Dr. Tobias Takavarasha FAO Representative for South



**d. Statement – Representative of Development Partners, Ms Bodi Maal, NORAD Representative**

Ms. Bodi Maal expressed her happiness to see that NEPAD is working with the whole value chain of “women in agriculture” from women smallholder farmers to women in agribusiness in order to be able to feed the growing population in the coming years. She then added that Norway is proud to partner with NEPAD in the work through the Gender Climate Change and Agriculture Support Program (GCCASP).



**Ms Bodi Maal, NORAD  
Representative**

She also indicated her hope that this forum can be an annual forum where one can share experiences, learn about new technologies and policies that create barriers for women can be changed, and “women in agriculture/agribusiness forum” can do the situation of women in agriculture visible for politicians and the public and give women in agriculture a voice.

Ms. Bodi Maal also indicated that support for smallholder farmers, women and youth and the promotion of inclusive agriculture value chains, etc as central subject to Agenda 2063 and the Malabo CAADP implementation strategy. She underscored that in order to be able to reach this goal, one need to develop policies and advocacy to increase women’s access to land, inputs, ensure that at least 30 percent of agricultural finances reach women; introduce technology, training and market-knowledge. She concluded her statement by saying that the platform that is created and this conference is a small step in the direction of realizing the goals from Malabo declaration and also the SDGs.

**e. Key Note Statement – Mrs. Estherine Fotabong, PICD Director, NEPAD Agency**

Mrs. Estherine Fotabong started her key note statement by recognizing all high profile personalities presented in the conference, distinguished guests and participants and also thanking them for honoring NEPAD and ADA invitation. Her special appreciation also was conveyed to the organizers of the conference.

In her land mark speech, she said that we cannot have the conversation about women in agribusiness, without the critical players, women in agribusiness being at the conference and speaking for themselves. She pointed out that we all know the general problems agribusiness women face, but she emphasized the need to avoid academic discussion by dwelling on reiterating problems. She urged the women to see the issue from the practical and operational point of view in search for solutions. She indicated that what we can do is to engage those with decision power to make decisions that support women needs and work. She further said: “I wanted to see the issue in terms of equality, power relation and leadership, so that women can take control of the process and be able to make decisions.”

Mrs. Estherine Fotabong used the following quotations to illustrate the power in women:



Mrs. Estherine Fotabong, PICD Director, NEPAD

- i. "Women are the largest untapped reservoir of talents in the world."  
Hilary Clinton
- ii. The most common way people give up their power is by thinking they do not have anything." Alice Walker – you cannot make change if you think you are vulnerable.
- iii. "A woman with a voice is by definition a strong woman, but the search to find that voice can be dramatically difficult." Melinda Gates

By drawing on those highly loaded quotations and building on various economic and social development initiatives and decisions taking place at continental and

global levels, such as CAADP, SDG, Agenda 2063, Mrs. Fotabong underscored that the outcomes of such should have impacts in the lives of all us. The support of development partners, cooperation among member states, support to private sectors and civil society, all cooperation and financing will be guided by such frameworks. She then said that it is important that we do take note of and use them as leverage in pushing ourselves and our governments to do better to make women more active and recognized actors in the economic space as well as in all-inclusive entrepreneurial development.

She then briefly pin pointed the key goals of SDGs. Mrs. Fotabong said that in the wake of SDG there has to be a clear acknowledgment of the important role that women are playing in economic development. If we (women) have more access to inputs and service we can imagine how much can be done given that women are producers of 80 percent of food on the African continent that feeds households, she elaborated. Furthermore, she remarked that it is important to ensure that the various instruments agreed at continental level trickle down to the average women in those remote areas of Africa.

Mrs. Estherine Fotabong further said that, we are talking about the Agenda 2063 and the Malabo declarations; they are progressive and beautifully prepared but should not only remain on paper. It is the duty of governments, civil society groups and development partners to take action when it comes to women in development.

She also said: "Women must realize their full potential from small to medium enterprise but also get a voice in the political process. 51 % of voters are women; we need to use this to tell or challenge our elected officials to empower women through provisions of right policies, finance, appropriate technology, etc." Furthermore, Mrs. Fotabong explained that without empowering African women transformation of Africa will not be possible. It is time to realize that through leadership role the world is moving from knowledge economy to relational economy. This calls for



who do you know and work with. She called on women to organize themselves and be a strong force and speak with one voice, as it is easier to get such a voice heard across and easier to get training and deliver results. With reference to the scope of doing business she requested for more training in business planning and governance so that women act as a unit of force.

Finally, Mrs. Fotabong said that we need to implement the call of actions and produce women friendly tools, infrastructures and provide support and training that can empower women. She ended her key note remarks by requesting women to use their voice to make the desired change by making what is politically correct, economically right and important to bring social cohesion to our economy.

**f. Address – Mr. Cyril Xaba –MEC for Department of Agriculture and Rural Development , KZN**

Mr. Cyril Xaba welcomed the participants to Kwazulu-Natal Province and indicated that the Province is endowed with beautiful natural attractions and some pockets of poverty. He noted that the provincial government has recognized Agriculture as a key game-changer and has come up with a strategy for Agrarian transformation, including turning the province into thriving hubs of farming operations and agribusiness enterprise by unleashing the small-scale farmers' economic potential, specifically unleashing the potential of women in agriculture, where 61% of these subsistence farmers are women, Mr. Cyril Xaba emphasized.

Furthermore, he elaborated on the highest level gender based poverty incidence in KwaZulu-Natal as a case in point. Mr. Xaba expressed his gratitude that second conference on women in Agribusiness took place in KwaZulu-Natal province and was pleased that this event was organized in collaboration with the Agribusiness Development Agency (ADA), which is an entity of the KZN Department of Agriculture and Rural Development. He reflected what ADA is doing regarding development of Agribusiness, in general, focusing on youth and women and also communal estates initiatives.

Mr. Cyril Xaba concluded his speech by thanking NEPAD and expressing his wish that the conference on women in agribusiness will go a long way in addressing women needs for technology and science to cope with the adverse effects of climate change. He wished the participants the very best for a fruitful and successful conference.



**Mr. Cyril Xaba –MEC for Department of Agriculture and Rural Development, KZN**

## 6. AN OVERVIEW OF WOMEN AGRIBUSINESS EXHIBITION

This session was organized as a part of the 2<sup>nd</sup> Conference for Women in Agribusiness. Its aim was to serve the conference as a platform for agribusiness to exhibit their products, establish networking and business to business partnership. The ribbon cutting ceremony was made jointly by Mr. Cyril Xaba MEC for Department of Agriculture and Rural Development, KZN and Mrs. Estherine Fotabong, PICD Director, NEPAD Agency



**Ribbon Cutting Ceremony: Mr. Cyril Xaba MEC for Department of Agriculture and Rural Development, KZN (left), Mrs. Estherine Fotabong, PICD Director, NEPAD Agency (right), Dr. Tobias Takavarasha FAO Representative for South (Far right) and Dr. Martha Mbatha, Chairperson of the Agribusiness Development Agency (ADA) (Far Left)**

## Short profile of cooperatives and enterprises participated in the exhibition.

A number of exhibitors or agribusiness entities working in different business drawn from different countries, namely Cameroon, Kenya, Malawi, South Africa and Zimbabwe participated in the exhibition organized as part of the Conference. They exhibited different products they produce and market. Their short profiles are given below.

### CAMEROON

**Cooperative Des Initiateurs Du Developement (C.I.D.A.P)** :C.I.D.A.P is one of the Cameroon

based cooperatives participated in the exhibition. It is engaged in food transformation and work on a number of products including rice, dried vegetables, African Spices, Maize, Plantain, Cassava, Banana, Pumpkin/Melon, Cocoya and Dried Fruits. Most of these products are transformed into Flour, Cookies, Spaghezz, etc. and is availed for sale.







Cameroon exhibitions showing dried fruits, vegetables, non-timber products

## KENYA

**Vava Coffee:** Vava Coffee was established in 2009. It is a social enterprise whose main aim is to contribute to better future prospects for local communities by working with small holder farmers in different coffee growing regions within Kenya. Some of its roasted profile include, Medium,

Medium-Dark, Dark Roast and Italian Espresso. They have also a number of coffee blends including, Rift Valley, Sotik Espresso, Nairobi Roast, Mt. Kenya west, Chill Out Blend, Mara Tatu Blend, Breakfast blend and Swahili Blend



## MALAWI

**Kwithu Producers and Marketing Cooperative Limited:** The Cooperative is wholly owned by 17 women who hold equal shares. Their goal is to increase the women's income thereby improving their well-being. Currently, Kwithu Kitchen produces preserved Garden Fresh Tomato packaged in two sizes: 1Kg and 500g. They do not use synthetic preservatives and the product has shelf life of 1 year. They supply to chain stores, educational institutions and hospitality industry. Kwithu Kitchen Garden Fresh Tomato was accredited by Malawi Bureau of Standards under certification number MBS-28 and is Halaal certified.



Kwithu Kitchen showing bottled Tomato





Tithandizane Cooperative : The Malawi Lady who makes honey Showing her product at the exhibition

## **SOUTH AFRICA**

**i. INQABAYENSIMBI** Inqabayensimbi cooperative is situated at the North of Durban, which is a food security project. There is 2.4ha of land which is under production. The project has 08 members who are females, aged between 50-75 years. Currently the cooperative is selling their produces, namely Crop production: Spinach, Beetroot, Cabbage, Green peppers and potatoes, locally and at the retail shop (Spar) at Bridge City Mall.

The project is helping community's access fresh vegetables at lower costs without spending money on transport to go to town and also helped with the creation of temporary jobs during the planting season and harvest for potatoes.

In addition members of the Cooperative are now able to support their families from the money they receive from selling their vegetables.



In the future, the co-operative members wish to obtain bigger land so that they will produce at a larger scale in order to supply a larger market.

**ii. VUKANINISEBENZE:** Vukaninisebenze cooperative is situated at the North of Durban and it is a food security project. There is 4ha of land which is under production. The project has 9 members who are females, aged between 50-65 years. Currently the cooperative is selling Spinach, Beetroot, Cabbage, Green peppers, chillies, Potatoes and sweet potatoes locally and at the retail shop (Spar) at Bridge City Mall.

Due to this project the community is now able to buy fresh vegetables at lower costs without spending money on transport to go to town. It has also created temporary jobs during the planting season and harvesting of potatoes.

Members of the cooperative are now able to support their families from the money they receive from selling their vegetables.

In the future the co-operative intends to obtain a bigger piece of land so that they will supply their produce to a larger market. The members also wish to get funding for fencing in order to prevent theft, and install irrigation system in order to produce all year round.

**iii. ZAMA UKUKHANYA:** Zama Ukukhanya Cooperative is situated at the North of Durban is a food security project with 2.5ha of land under production. The project has 8 members who are females that are aged between 50-65 years. The cooperative is currently selling Spinach, Beetroot, Cabbage, Green peppers, green chillies, potatoes and sweet potatoes at a local retail shop, Spar, at Bridge City Mall.

As a result of the project the community is now able to buy fresh vegetables at lower costs without spending money to on transport to go to town. The project has also created temporary jobs during the planting and harvesting seasons of potatoes.

Members of the cooperative are now able to support their families from the money they receive from selling their vegetables.

The co-operative wishes to expand its production by obtaining land piece of land and supply their produces to a larger market. They also wish to get funding for fencing in order to prevent theft and would also like to install irrigation system in order to produce all year round.

**iv. EZAKHELENI CO-OPERATIVE:** Ezakheleni Cooperative is situated on the South of Durban in a place called Shongweni, Ezakhiweni, it is targeted at food security. There is 7ha of land which is under production. The coopertative has 8 female members aged between 50-75 years. Currently the cooperative is selling Spinach, Beetroot, Cabbage, Green peppers and Potatoes, Maize and dry beans locally and at the pension points.

Due to this project the community is now able to buy fresh vegetables at lower costs without spending money on transport to go to town. Moreover, it has helped with the creation of temporary jobs during the planting and harvesting seasons of potatoes.

As a result of the project members of the cooperative are now able to support their families from the money they receive from selling their vegetables.

The co-operative wishes to obtain assistance from the government in the future to install an irrigation scheme in order to increase production and be able to supply the markets with produce of high quality, as well as for off taking agreements with the retail shops.

**V. SILWANOBUPHOFU CO-OPERATIVE:** Silwanobuphofu Co-operative is situated at the South of Durban at EThekweni District. It is a food security project which comprises of 11 female members aged between 50-70 years. Currently the cooperative is selling their birds locally. They buy birds when they are a day old and sell them when they are six (6) weeks old. They have two units where they grow their birds; each unit takes about 500 birds. The major community is Broiler production

The project has helped the community members to save money due to they can buy birds locally without going to town and at lower cost. Similarly, members of the cooperative are able to support their families and take their children to school with the money they make from selling chickens.

In the future, the Co-operative wishes to obtain land in order to build more houses to meet the increasing demands for birds and to supply schools and hospitals.

**vi. NAME OF THE PROJECT: OKUHLE CO-OPERATIVE:** Okuhle Co-operative is situated at the North of Durban in Newlands West in ward 37 under EThekweni District. It is a food security project which comprises of seven females aged between 50-75 years. Currently, the cooperative is selling Spinach, Beetroot, Cabbage, Green peppers and Potatoes locally and at the retail shop (Spar) at bridge city.

Because of the project the community is now able to buy fresh vegetables at lower costs without spending money on transport to go to town. It has also created opportunity for temporary jobs during the planting and harvesting seasons of potatoes. On the other hand members of the cooperative are now able support their families from the money they receive from selling their vegetables.

In the future the Co-operative members intend to obtain a bigger land so that they will produce and supply larger markets.



South African exhibitor showing vegetables planted in plastic bags



South African Exhibitor showing Irish potatoes



Exhibitor from South Africa showing vegetables

## ZIMBABWE

**i. Continental Beverages:** It is a Zimbabwean owned beverage manufacturer established in May 2011. There are five types of beverages that are manufactured, namely, Orange Crush, Cream Soda, Blackberry and Raspberry all coming in 2 Liter packaging. Continental Beverages also manufactures 500ml ready to drink juices that come in three varieties, namely, grape, orange and Lemon and Lime. It is envisioned to provide all Zimbabweans with a beverage that is of premium quality, of great value and great taste.





A section of Continental Beverages showing bottles of juices

**ii. FESO-soap plant:** FESO is widely occurring and naturally growing wild plant that has been used by women in Zimbabwe to wash their hair since time immemorial. Now is proved a wonder product for regenerating hair growth. The business model for the production of Feso is premised on using rural women to harvest the plant. It is also hoped to grow plant in the catchment area as the demand is growing by recruiting women in other parts of the country to harvest with a view that rural women improve their livelihoods by harvesting a naturally growing plant.



Cultley's – Sample Feso Soap products

## 7. SESSION 1: Policy Options for Women and Youth Entrepreneurship with Respect to the Achievement of the SDGs

This session focused on examining policy frameworks and available options for women and youth entrepreneurship with respect to the SDG goals. The Session was moderated by Mr. Abraham Sarfo, who invited the speakers to the podium. In every region of the world, more and more women are seeking economic opportunity and self-determination through enterprise creation. The growth of women's entrepreneurship is frequently cited on an anecdotal basis, and is increasingly covered and commented upon in the business media.

The first session of the Conference was devoted to high level discussions on policy options for women and youth entrepreneurship with respect to the achievement of the Sustainable Development Goals (SDGs).

a. **Policy options for women and youth entrepreneurship with respect to the achievement of the SDGs.** By Madam Bongiwe Njobe, Executive Director, ZA NAC Investments -

The session started by a key note presentation delivered by Madam Bongiwe Njobe, Executive Director, ZANAC Investments Consulting on policy options for women and youth entrepreneurship with respect to the achievement of the Sustainable Development Goals (SDGs). In her speech, she highlighted on policy and emerging issues including business optimism and outlook for women entrepreneurs in Africa. She started her speech on the SDGs within the context of the theme of the conference "Women in Entrepreneurial Development: A Must for Success of the SDGs in Africa" and made proposals on possible policy options that could be implemented in the coming period to ensure that this millennium does not pass by the women, youth and indeed the whole continent of Africa.

To give an insight on the considerations that went into the discussions at the recent UN Platform for Action that adopted the SDGs 2015 – with a uniting vision for the world by 2030, she quote the MDG 2015 report which states "In many areas, especially related to health and education, the advance registered by Sub-Saharan Africa was the fastest among all developing regions. At the same time, the Northern part of the continent met many of the targets, including those on poverty and hunger reduction, universal primary education, children and mothers' health, as well as sanitation." She expressed her belief that although this is an encouraging achievement, we all need to do much more. She said that a simple way of thinking about the SDG goals is to think of the 5 P's – PEOPLE, PROSPERITY, PEACE, PLANET, PARTNERHIP – that are supported by 17 specific goals covering economic, social, governance/political and natural resources use goals.

In her address, she also recalled the last year's CAADP meeting convened by NEPAD Agency which was themed "WALK THE TALK" and the "Call for Action" of the Conference for Women in Agribusiness.

She continued by pointing out progress made which included the fact that the theme of the 2015 AU Summit is: "Year of Women's Empowerment and Development towards Africa's Agenda 2063" and other several linked activities that have taken place in relation to this declaration including capturing progress in meeting the goals of the Beijing Platform of Action at the UN Commission on the Status of Women (2015). She also noted that this was followed by a call to place gender equality and women's empowerment at the heart of the Financing for Development discussions and negotiations" (UN CSW, 2015).

She also cited the action at the African Development Bank – indicating that the African Development Bank and the government of Senegal co-hosted a conference - Feeding Africa – adopted an Action Plan for African Agricultural Transformation and launched an Affirmative Finance Action for Women in Africa (allocating almost US\$ 3billion financing; US\$ 3million for de-risking women owned businesses). The same meeting also resolved to scale up Skills Enhancement for Youths in Agriculture and establish an African Youth in Agriculture Financing Facility to support young commercial farmers and youths in agriculture. She also congratulated the NEPAD Agency for having this follow up meeting and indeed walked the talk since women left Durban during the first conference.

In terms of SDG, Madam Njobe posed questions including how realistic is a 15 - year time-line to have zero hunger, to end poverty, achieve gender equality, responsible consumption and many of the goals that make up the global commitments to action in 17 critical areas across all the countries of our continent? She then underlined the need to create an enabling environment to achieve these critical social targets.

Coming to the issue of agribusiness, she cited that the Global Entrepreneurship Monitor defines entrepreneurship as being "Any attempt at new business or new venture creation, such as self-employment, a new business organization, or the expansion of an existing business, by an individual, a team of individuals, or an established business".

Taking into account examples of remarkable business stories and their impact on the future of Africa, she noted that Africa is open for business and commented that it is not the absence of a policy that is the problem in our countries to drive entrepreneurship. She then asked – how can we accelerate, escalate and emulate success multiple fold across our continent to the point African countries are not at the bottom of global lists of critical factors for development. She then called for African governments to play their role in creating and organizing governance systems that:

- ✓ create stable, relevant and evidence based policy regimes, incentives and targeted schemes that promote entrepreneurship at all levels.
- ✓ build capable states – through the appointment of right people for the jobs that need to be done who are professional, people/citizen focused and have integrity and can generate evidence based gender disaggregated data to support the policy options.
- ✓ enable the collection and responsible disbursement of revenues by investing in infrastructure, regulatory and enforcement systems, agricultural research and innovation, education and health systems.



- ✓ With regard to trade, she highlighted the need for enhancing regional markets through harmonization of technical terms of trade including the Sanitary and Phytosanitary (SPS) measures, border control systems and strategies for international trade negotiations.

She stressed the need for developing clear policy and strategy as well as setting of targets for growth followed by diligently executed plan of work which is critical to achieve demonstrable results. She pointed out that policy makers are just that - they are the people responsible for or involved in formulating policies and it is the collective of technical, civil society and politicians who ultimately make and execute good and effective policies. In this connection, she posed the critical questions for deliberation by participants with the view to leverage the networks and to enhance the quality and efficacy of policy practice in organizations, countries and associations.

Policy formulation is, she said, the development of effective and acceptable courses of action for addressing what has been placed on the policy agenda. This begs the question – how do things get onto the agenda – She referred the Uganda Academy of Sciences who set up a consensus panel to look at this issue and noted one of the recommendations which she believe is pertinent to setting the policy agenda. She quoted the panel’s recommendation “To overcome challenges and increase country ownership of the post-2015 development agenda, the Committee on Ensuring Country Ownership of Africa’s Development Agenda in the Post-2015 Era identified five levers of development namely the role of traditional communities, capacity-building strategies focused on (2) education and (3) health, (4) capital broadly defined, and (5) the culture and policies of institutions”.

She then said that focusing policy, investment, and engagement on these levers will allow African countries to stimulate broader societal ownership of the post-2015 development agenda. She underlined that communities are at the core of owning African development, since they are both the drivers and beneficiaries of the development agenda. As a concluding remark, she gave the following overarching recommendations to the meeting:

- the focus for policy in the coming period should be to create open platforms for policy agenda setting that ensure the participation of women, youth and men in numbers relative to their presence rather than their roles in society.
- each and every one present take responsibility to share the outputs and experiences they had here in the conference with at least five other people when they go back and also to commit to some action – no matter how small or hard or fearful that will advance the position of women in society.

Finally, she forwarded her suggestion to NEPAD to create a platform where such discussions can be continued by inviting more people to join so as to avoid risk of exclusion pertinent stakeholders across the continent.

**Madam Clotilda Sawasawa, from Malawi’s Ministry of Gender, Children, Disability and Social Welfare** was invited to reflect on the talking point the moderator wanted her to address i.e. “What actions are expected to be undertaken by Malawi and other governments for implementing SDGs in the country’s context?”

She started her brief intervention by raising the issue of sustainability of the SDGs and she said looking at the SDG that are 17, they are actually focusing on urging everybody to take actions, to scale up and make sure that we do things differently. The member states that met at UN adopted the SDGs and agreed to commit themselves to action and we all are urged to take action to work together to achieve the goals. She also remarked that we could have so many beautiful policies and goals in our countries but what is missing is to take effective action that makes a difference at community and all levels.

For the SDGs implementation, the first thing that we need to do at national level is to bring down the global goals to the local level by domesticating them to reflect the local conditions with clear strategies and goals that are implementable and achievable. She also noted that we have been pursuing gender equality and women empowerment in MDG i.e. Goal no.3 as well as other related goals that have gender connotation but were not achieved as planned. She then asked what we are going to do this time to make sure that we achieve the SDG No.5 which is focused on gender equality and women empowerment and that the actions benefit women, men and the youth.

She noted that this international level conference on agribusiness has been instrumental for networking among the participants pooled from different countries and organizations. In this connection she suggested the need:

- to have an umbrella organization to coordinate such conference at national level.
- to establish linkage and network among the stakeholders at national, continental and international levels.
- for having follow up mechanisms so as to effectively monitor the benefit of working together and enhance partnerships.
- the need to pursue resource mobilization effort for the realization of GCCASP which would be instrumental to achieve effective networking in the course of its implementation.

Finally, she concluded by noting and emphasizing that policies are not enough but they need to be translated into action, action and action to bring about the desired change.

**The second panelist, Dr. Niger Thomas Margret**, Inspector No.1 of the Ministry of Economic Empowerment of Women and the Family of Cameroon was given the floor to reflect on the following question posed by the moderator. “What do you suggest to be under policy level that governments need to do to have African women entrepreneurs’ access to resources?”

In response to this question, Dr. Niger Thomas said that access to resources has been a major handicap in Africa and underscored the critical need for governments to create conducive environment for effective and inclusive growth and transformation where women entrepreneurs would benefit. She noted this would be achieved only if the rights of women to have access to resources, technology, material/equipment, extension services, etc. were respected at all levels.

On the policy matter, she commented that although there are policies for African entrepreneurs in agribusiness, often most of these policies are gender blind. Even if there are some policies with

gender dimensions, the target groups are not even informed about them and hence are not effectively implemented.

In light of this, she suggested a range of policy options and strategic interventions that would help promote women's economic empowerment and facilitate access to resources so that their role and contribution will further be enhanced in the whole economic development endeavor. These included:

- There should be an enabling policy for women to be able to carry their activities without stress and harassment
- Creation of an enabling policy environment that allow women get access to credit services
- Existing credit policies should be revisited with the view to reconsider the amount allocated for loans to enable women engage in economically viable ventures
- Rural women should be informed of the available credit opportunities where they are and modalities of access
- Promote gender sensitive extension service delivery to the rural women
- Provide enabling environment to organize women into associations for promoting collective action to effectively engage in value chain and agribusiness ventures.
- Provision of training for women entrepreneurs in business planning and leadership skills
- Building capacity of women in climate smart technology management to adapt to climate liabilities and changes.
- Exchange of experience on best practices within and from one country to the other.

**The third panelist Dr. Boukary Abdou Razac**, from Niger, 3N Initiative, reflected on the talking point of how the Niger 3N initiative work in terms of supporting women in enterprise development in agribusiness. He commenced his intervention by introducing the pivotal role the agriculture sector plays in Niger. He highlighted that agriculture is the backbone in the socioeconomic life of Nigerien people, engaging 80% of the active population. Women are the most active people in many activities related to agriculture. On the other hand, they are facing domestic workload and various social constraints. Their role in socioeconomic activities and the agricultural domestic value chain i.e. from production, processing and consumption is quite irreplaceable.

The agricultural system is fragile and easily affected by climate change. Women are victims of climate variability, degradation of ecosystem and exposed to malnutrition. The 3N initiative was conceived in 2011 to respond to the problem of food insecurity and malnutrition occurring as a result of climate variability.

The 3N Initiative verbatim "Nigériens feed Nigériens" is an integrated food security program adopted in June 2012 aiming at contributing in protecting Niger populations against hunger and malnutrition and ensure the conditions for full participation of women in national production and to improve their income. The Integrated Food Security programme document is with full reference to the women. In addition, addressing climate change is a pillar on the programme implementation.

He then cited activities undertaken to improve the conditions of women and promote agribusiness, as outlined below.

- The first step taken was to establish extension centers in all the provinces to serve the peasants in the provision of extension services and access to agricultural inputs (fertilizers and seed) and advising in farming techniques.
- Development of micro irrigation schemes and provision of the necessary inputs and follow up support.
- Support of agricultural machineries e.g. provision of tractors service for plowing for women producers.
- Creation of access to production factors for women especially farm land.
- Facilitation for women's engagement in income generation schemes such as, provision of ruminants, dairy management, artesian saloon, etc...
- Facilitation of women to access micro credit.

Finally, the panelist indicated that the challenges are still huge when it comes to the rural settings and resources are not enough to address the needs. He suggested for the need to organize rural women to come together and engage on collective actions to leverage local resources. In addition, he indicated the need to enhance existing partnership with the regional institutions and cited the NEPAD initiative as an example and its solid collaboration in developing the support programme on gender, climate change and agriculture. He wound up his intervention by calling and encouraging development partners to join hands in supporting the government efforts for fund mobilization to implement the programme.

#### Questions/Comments:

- The first question was about the challenge related to resources mobilization for programme implementation. The question cited as an example the Gender Climate Change and Agriculture Support Programme (GCCASP) on women empowerment which was initiated in 2012 in five countries. Although there are efforts to approach donors, getting resources remain to be a big challenge to implement programmes. How can we address this issue?
- As we interact with other women, they see Africa as a whole content as the people who keep the home fires burning. If the powers could not provide the wood how can we be able to do our part? We are pleading the powers/resource holders i.e government and the donors to provide us the necessary wood to keep the fire burning.
- The policy people should document the indigenous knowledge system which is said to be unscientific and yet that knowledge has sustained us up to today. We need to be rooted in that knowledge as African people.
- We support the idea of organizing exchange visits for interchange of ideas and lesson learning on best practices and sharing indigenous knowledge.
- The idea of value chain approach is quite important to pursue. But what kinds of Intellectual Property (IP) need to be sourced by the policy makers so that the experienced commercial farmers are transferring the knowledge?
- The major challenges for women are the issues of planning related to lack of their participation. In this connection lack of clarity of structures, level of implementation of

programmes, targeting of beneficiaries and starting fresh without proper assessment of ongoing initiatives and interventions are among the missing elements in the planning processes. We need to strengthen the participation of women in programme and policy planning and build on the existing initiatives

### Responses:

- With regard to resources to programme implementation the language has to change. We have several happenings in the world now. The western countries (Europe and USA) have so many burning issues at hand and this limits them to draw donations to the developing countries. The traditional orientation of who is going to help should change.
- We should not wait for funders from outside. We need to build on the existing capacities of our women while exploring and supporting the traditional and indigenous systems in place so that they become true funding mechanisms. The question here is how women can access available resources to bring the necessary support for the rural environment and to capitalize on and support women's activities?
- Commenting on the issue of pleading with government to keep the fires burning, the panelist took the example of Malawi's President "*He for She*" campaign which urged men to take part in making sure that there is gender equality and women empowerment. Men including members of parliament, traditional chiefs, other people, private sector as well as Civil society Organizations (SCOs) singing for their commitment that they take action that ensure gender equality and women empowerment.. We do hope that with this commitment from men there will be provision of the wood that the women want to use to keep the fire burning.
- The question related to the indigenous systems and the IT are very critical policy areas to be pursued.
- This policy session has highlighted key aspects of planning, commitment, getting the right people/target population, getting to know the existing policies and trickle down to the community and implementing concrete action.
- We need to strengthen the networks so that women can get access to resources, mobilize resources, get extension services form cooperatives, build their capacities and strengthen partnerships with public sector and non-state actors.
- We need to take initiative to organize similar conference in our Countries and give reports as to how far we have gone at national level. Progress reports should be based on actions taken on the ground beyond the development of policies and programmes.
- There is power in the collective actions. Cooperatives are made up of individuals. - This is a platform of networking. We all need to do something small to get the process going – need to communicate proactively take the driving seat of the action. We need to take home what we have got from this conference.
- Everyone present in this conference take responsibility to share the outputs and experiences they had here when they go back home and also to commit to some action – no matter how small that will advance the position of women in society Dr Niger-Thomas Margaret Agbaw – Director, Economic Empowerment of the Woman and the Family, Cameroon, called on the participants.

## 8. SESSION 2: Women Entrepreneurship in the Agri-Sector in Africa : Constraints and Opportunities

Women empowerment and socio-economic development are closely related. In this session main facts and figures related to women's participation in the economic life were discussed. Major constraints and challenges faced by women entrepreneurs in Africa were identified and opportunities for economic growth highlighted. The issues were examined from different perspectives by the entrepreneurs and academia.

This session was moderated by Thulasizwe Mkhabela, Chief Operation Officer, Agribusiness Development Agency (KZN).

### a. Key Note Presentation - "Women's Economic Empowerment" by Ms. Wadzanai Katsande-Investment Support Officer, FAO- South Africa

Ms. Wadzanai Katsande – Investment Support Officer, FAO- South Africa made the presentation on behalf of Dr. Tobias Takavarasha,

Ms. Wadzanai Katsande started her presentation by outlining FAO's mandates and its five strategic goals, which both relate to improving agricultural productivity and ensuring food security with a view to eliminate hunger and build livelihood resilience to disasters.

Regarding gender equality and empowerment, Ms. Katsande said that women constitute about 40 % of the agricultural labour force in developing countries; however, they have limited access to the opportunities and resources available to their male counterparts. As a result, such disparity is impacting negatively on rural/ agricultural development. She pointed out the need to ensure women's involvement in these modernizing food value chains. Furthermore, she cited some of the works by FAO related to women's empowerment associated with policy undertakings, capacity building and support in the areas of land governance.

The second part of Ms. Wadzanai Katsande presentation was focused on labour saving technologies and financial inclusion. In this presentation she pointed out that:

- Creating an enabling environment for enhancing access to labour saving and value addition technologies is essential for women to increase productivity throughout the value chain as the current status is too low or inappropriate for women conditions or rural setting,
- Global food security crisis and high food loss necessitate development of value addition & food processing technologies,
- Labour saving technologies (LST) is critical for women due to the fact that they are the ones involved in multitasked roles in agricultural activities and at family level,
- Access to finance is a key constraint for women in agricultural value chains - considering both demand and supply side issues

Ms. Katsande also briefly described the work of Inclusive finance for rural development at FAO, the goal of which is to scale-up innovative approaches that promote access to rural agricultural finance for smallholder farmers and small and medium agro-enterprises (SMAEs) in developing countries. She also reflected on a holistic approach to agricultural value chain finance, as well as FAO work related to capacity development, country-level support and Knowledge dissemination. Furthermore, Ms. Katsande outlined what needs to be done to assessing how effectively women utilize postharvest Labour Saving Technologies (LST)? Finally, she concluded her presentation by indicating FAO's response to data needs.

**b. Ms. Bodil Maal –Senior Advisor –NORAD – “Women Banks in Norway”**

Ms. Bodil Maal shared the experience of “Women Banks in Norway.” She started her presentation by indicating what bars women from accessing loans and credit, including the sceptical attitude that poor women are not credit worthy, cannot sign contracts (illiterate), small scale and thus the transaction costs become bigger. Financial institutions do not understand how women do business (build up their workplace gradually). Speaking of the characteristics of financial services that meet women's needs, especially women living in poverty, Ms. Maal mentioned, among other things; reliability, availability in time and place, adaption to local culture and social norms, with simple application procedures, no limit on down wards size of loan and no collateral in property as key features of worthy credit service for rural agricultural women.

Ms. Bodil Maal, in elaborating the principles of the Women banks, said that the borrowers organize themselves in groups of 5 borrowers, but should not be close family members. They are required to elect among members a chairperson and a secretary. She also indicated that the positions of a chairperson and a secretary should be rotated annually. The borrowers can apply for up to 50, 000 Norwegian Kroner (NOK) The women in the groups usually possess knowledge about the local market and will not support business that will compete with other women locally.

Ms. Maal said that the idea of women bank is a process of ***borrowing -investing-borrowing - investing***. It is based on a gradual development of a business through **learning process**. The groups start lending to projects where the borrower has experience and knowledge and good prospects for success. She also explained that 20 percent of the NOK 200 000 will always remain in the fund and the group makes the repayment plan for the borrower - based on the profitability of the business.

Ms. Bodil Maal finally outlined the advantages of the Women Bank, that it is a “midwifery” for small entrepreneurs, serves as a social and technical network, facilitates learning-process, enables the group members to follow up on each other, help establish cooperation on large purchases of inputs, marketing, sale, production lines, and provides “protection” against local power-structures and gender based violence, etc.

**c. Ms. Beauty Morukana Manake, GROUP CEO, “The case of Kungo farms”, Botswana**

Ms. Beauty Morukana Manake shared her experience on how she developed her KUNGO FARMS which includes KUNGO Vegetables and Fruit business, PII JENA RANCHES and KUNGO Consultants.



Mrs. Manake talking about her Vegetable and fruit farm, she identified the following as opportunities for her:

- Access to export market- Middle East Qatar
- New policies that support nutrition, thus creating more market using nutritional benefits as a tool to penetrate the market.
- Growing number of middle income market-sophisticated customers, who know what they are looking for, nutritional constituents of the food.
- Innovative marketing using nutrition and inclusion of the recipe as part of package to create convenience for busy people to inspire and guide how to prepare and understand what they use.
- Using Social Media as a Competition to get many people buy the products, and
- Tasting shows to promote nutrition & healthy eating

On the other hand Ms. Beauty Morukana Manake outlined the following as major challenges:

- Climate Change
- Lack of technologies and infrastructure—such as post-harvest technologies, proper packaging and storage facilities in order to get acceptance in the market (super markets) and better price
- Lack of market information and pre strategy {we do not understand market trends, demand etc.}- our produce are dying at the market because products are not reaching market at the right time and conditions
- Lack of policies that enable a conducive environment for agribusiness women growth– e.g. import tariffs and platforms

Mrs. Manake then described her PII JENA RANCHES business and associated opportunities and challenges. In terms of opportunities she pin pointed increasing beef efficiency-marbling testing (examining the feed contents of meat), creation of new beef markets, beef boutiques to promote locality of the meat and nutrition, access to international traceability standards availed by the Government of Botswana, etc., as contributing factors. On the other hand, she identified climate change or lack of rain as a challenge in ensuring cattle feed; and use of renewable energy for irrigation. She finally reflected on what they do as a consultant firm including market analysis and provision of training to agribusinesses.

Mrs. Manake finally concluded her presentation by underscoring the need to give the youth farmers the chance to join and change the agriculture sector.

#### **d. Prof Ken Ife ECOWAS Commission/NEPAD Presidency, Lead Consultant: “The case of Climate Smart Agriculture in Nigeria**

Dr. Ken Ife looked at the new SDG, which contain 17 goals and 169 indicators. He said it is a game changer that provides a comprehensive and robust framework for gender based economic and climate smart strategies, and said we need to make the best out of it.

He then underscored that each one of the 17 SDG goals are accountable to social, economic and environmental sustainability. The 169 indicators are also weaved into every goal, he emphasized.

Dr. Ken Ife further argued that:

- SDGs are descriptive enough to tell what quality infrastructure, capacity building, institutional arrangements, technology and innovation; research and development, etc. are required to deliver on a particular goal;
- Private Sector is at the heart of SDG approach;
- Unlike MDG, which is for poor and developing countries, SDG is for all, developed, developing and least developed countries;
- SDGs put up goals and look at supply and demand side and take a very balanced approach;
- SDGs provide for resources mobilization strategies including credit schemes, domestic resources mobilization, fund flow and best practices;

Regarding Climate Smart Agriculture (CSA), Dr. Ken Ife said that it is important to look at three facets of the strategy:

- Gender and climate smart strategy,
- Dissemination of information and sensitization of women about conservation agriculture, agro forestry and the like
- Promoting agribusiness in the context of climate change

Then he outlined the objectives of CSA, namely:

- Climate change adaptation and building resilience
- Mitigate the impacts of climate change
- Enhancement of contribution to food security and nutrition

On the strategies, Dr. Ken Ife said that it is important to do comparative strategy taking into account three states of the situation (Benign to harmful states). He then indicated the need to undertake the vulnerability assessment to examine the impact of climate change and community coping strategies. This assessment should look into land right and access to various services and agricultural inputs. Once we get the strategy, we can influence government policies and use it to develop programme and community development plan. Dr. Ife also underscored the importance of preparing relevant skill development programme for women, addressing natural resources and environment management issues, adopting integrated agricultural development and establishment of partnership with development partners and key stakeholders to ensure sustainability.

## 8.1 Plenary Discussions and Reflections

The following were the key highlights of the plenary discussions and reflections of participants.

- How can you share the experience you had in Nigeria with other countries like Botswana or Malawi?
- How does FAO embrace the use of science in trying to produce products that are less labour intensive for farmers, such as tissue culture as one of the ways to cut down the labour cost?
- How does Kungo Farm interface with other women farmers to grow their business, are you taking it to other level or simply rotate around your organization?
- You are a young lady, I want to know how did you enter into agribusiness (what drives you) and moved you to the level where you are now? What have you done to other youth to motivate them to join agribusiness and how do you access resources?

- Listening to the five strategic goals of FAO, I am interested in the second objective, which is related to making, agriculture, forestry and fishery productive and sustainable. I am really interested in the forestry aspect, people look at timber products but rural women are mostly engaged in non-timber forest products, I would like you to reflect more on that?

Responses:

- The resource materials can be made available through NEPAD for sharing. The combination of the gender strategy is what we called climate smart villages. We actually have four areas, namely climate smart technologies, Climate information System, local knowledge (identification of local copying strategies through vulnerability assessment) and village development plan. In terms of partnership development, the Nigeria government works with NEPAD to develop their domestic resources mobilization and partnership strategy. One important thing we need to remember is that development partners need results to support you, show outputs.
- Regarding KUNGO farm initiative to work with women farmers, Mrs. Manake said that the farm is facilitating the work of smallholder women farmers and also advocating for agriculture to bring so many youth into using media. She emphasized 'if I do it alone no change will come to Botswana.' With respect as to why she joined or chose agriculture as an occupation she said that it was not due to the fact that agriculture was her passion per se. She recited her story that her mother was a vegetables and fruit trader. She used to sell these farm products in Botswana by importing them from South Africa. She said then during the holidays she used to travel with her mother to South Africa. During this time she was witnessing successful agriculture in South Africa, where everything looked green but her country, Botswana looked quite different. She wondered why it was so yet the countries shared similar climatic and soil conditions. On the other hand, she was amazed to see her mother making four times more than her salary. She had gone to school but her mom had never gone to school but earned a lot more money than she did. Then she decided to be a farmer and told her mother, that "You know that you will be one of my customers," this is how she got into farming and agriculture, to get fast money, she explained"
- FAO is part of the UN family; we are not only working as FAO but also work with other organizations such as United Nations Industrial Development Organization (UNIDO) that deal with science and technology. Thus science is an important factor within the labour saving technology arena and it is one of the areas we work to improve the use of LST. But, LST is not only about science and technology. It is also about indigenous knowledge, such as community climate change copying mechanism that we need to use it to enhance LST.
- Regarding, the second strategic goal of FAO, it was said that non timber forest product (NTFP) is one of important issues especially in terms of medication and improving health. When we look at sustainable living, NTFP arena is a huge one so it was emphasized that there is a growing trade opportunity within forestry yet to be explored.

## 8.2 Day One Summary

Key messages of the day were summarized by Professor Peter Ewang as follows:

- The need for implementation of proposed action and recommendations made at various forums /platforms was a called for.
- The need to use the voice of the women and platform to do, change and interact.
- The need for establishing and strengthening partnerships which is fundamental for addressing women issues.
- The need for financing- government needs to do domestic resources mobilization; African development should not depend on support of partners. If that happens we will face a continuous problem in expanding what is supposed to do in terms of promoting African interest and agenda without donor conditionality and a sense of ownership .
- Acknowledging African women in agriculture as a resource – Women need recognition and enabling environment to practice what they know how to do. To facilitate the improvement of women agribusiness through creation of an enabling environment for women to access land, facilitate credit, (remove all conventional requirement e.g. Collateral and high interest rate), is critical.
- Women do not want activities done for them but they need activities done with them. The sustainability aspects of development is required and understood by knowing how to do it.
- Climate change is an issue and climate smart agriculture is a solution.
- It was pointed out that African women need to change their attitude that government should always be doing things for them and move to a new mind set and belief that they have to take self-driven initiatives. to contribute to the new movement of African development
- Public policy should be simple, enabling progressive and pragmatic and government support of women to access funds and building their capacity to value adding skills.
- It is important to consider how realistic and possible the domestication of SDGs into African development is.
- It is essential to make Labor saving technology research a reality in African context.
- Africa needs to redefine and overhaul the extension service.
- We had a programme of action last year, we need to come up with an implementation plan to make things real.
- Capacity building of women should not be considered as giving a favor!

## **9. SESSION 3: CASE STUDY ON-THE ROLE OF AGROFOOD PROCESSING AND POSTHARVEST MANAGEMENT TECHNOLOGIES IN ENHANCING WOMEN PARTICIPATION IN AGRIBUSINESS ACTIVITIES**

FACILITOR-Prof Peter Ewang -CAPDEV, Executive Director

### **i. Opportunities and challenges in the use of Agro-food processing and postharvest management technologies in enhancing women participation in agribusiness: A case of FAO agro food processing project in Zambia**

This presentation was prepared jointly by Dr. Chitundu Kasase & Prof Joseph Mpangalile, technical officer of the project, both from FAO and presentation made by the former. By way of introduction, it was pointed out that the project is a cooperation undertaking between FAO and Ministry of Agriculture of the government of Zambia. It was pointed out that the focus of the project was to train food security and nutrition staffs of the Ministry of Agriculture on agro processing technologies. The second component is training of women farmers. Furthermore, it was indicated that the rationale of the project is that women take the major share of the responsibility of ensuring household food security and income generation in agro processing, but they are faced with many challenges including limited skills and knowledge in value addition, which results in high post-harvest loss (30%). This is was the basis for the project implementation (intervention), he underscored.

Dr. Kasase then described methodology/approach used and attributes of targeted Women groups. Regarding attributes of targeted Women groups, he outlined opportunities and challenges for agro processing, such as districts that had surpluses in a crop with high agro processing and market potential, active women groups, but with inefficiencies in technology, poor quality products, and disjointed technologies, etc.

Dr. Chitundu Kasase further said that in order to interact with the target women, a number of questions were asked. The first one was what were the opportunities that enhanced women participation in agro food processing, for observed group or individual farmer involvement? The response included, interest, raw material availability, adaptability of the technologies, support from government etc. On the other hand, the major challenges faced by women groups were inaccessibility of agro processing and labour saving technologies, high cost, availability, gender insensitivity and non-labour saving nature of equipment they were using, energy scarcity, etc.

Furthermore, Dr. Chitundu Kasase outlined some of the technologies that were introduced and explained how that helped women agro processors enhance efficiency of their operations and quality of their products. These examples include Solar Dryer, Peanut Butter Roaster, Common Beans Packaging, Hygienic Agro Processing Practices, etc.



Dr. Kasase made short, medium and long term based recommendations and the way forward, which included: developing an enabling policy for women participation in agro processing; capacity building; scaling up; establishing partnerships and market linkages; improving agro processing technologies; etc.

Dr. Chitundu Kasase finally deliberated on the roles of different stakeholders, public, private, NGOs/CSOs, development partners etc. played and lessons learnt from the stakeholders through the Technical Working Group (TWG). In conclusion, he said that the training increased opportunities for women in agribusiness to improve their incomes and get transformed from being a farmer into business groups, where they were immensely motivated, and where women Institutional support structure and stakeholders were pulled-in in support of women efforts.

## **ii. Supporting the cottage industry to improve performance and product quality through the use of appropriate labour saving technologies**

The second presentation of this session was focused on a case study entitled “support to cottage industry: introduction to improve performance and product quality”. This was presented by prof. Bendantunguka Tiisekwa, FAO consultant. The presenter started by providing the main topic of the presentation which includes introduction to agrofood cottage industry, approach to the study, key findings, what next and finally gave concluding remarks. He continued by defining some of the characteristics of a cottage industry and its importance as follows:

Cottage industries are a small scale agrofood processing/value addition activity which is mostly rural based and much of the activities are linked to agriculture and use family labor, mostly operated by women and products are marketed and consumed locally.

- In many countries they are neglected and there is no special attention given to them. The participants/operators are extremely deprived of access to information as they have no linkages with other people, they cannot get bank credit, technology and trainings.
- They have great importance in household food security and income generation and positively contribute to improved livelihoods of participants.

He highlighted on what is happening in other countries taking an example of the findings of the case studies carried out in Nepal, Philippines, Ghana and Burkina Faso. The studies revealed that a significant proportion of household income is generated from agrofood processing activities of women and pinpointed the importance to consider gender aspects especially in the production and promotion of women friendly technologies.

Looking at the importance of Cottage industry, the presenter noted that promoting agrofood cottage industries would be instrumental for enhanced involvement of women in the agribusiness activities. He also indicated that the full participation of women is necessary for increased efficiency in agricultural activities through expanding their engagement from primary production in to the entire value chain all the way to processing and consumption. This will help to ensure increased output and productivity, and enhanced food security, ensures product safety and quality; the

outcome of which will be reduced poverty and women can meet livelihood needs, e.g. pay school and hospital fees.

He also outlined on the key findings of the case studies in terms of opportunities and challenges.

- As an opportunity, cottage industries are mostly located in rural areas and linked to rural agriculture. On the other hand as many rural households are faced with diminishing land resources and declining agricultural base, Cottage industries are among the potential options/opportunities for addressing the increasing need for the off-farm cash generating activities and absorb the high population growth while shifting in agricultural practices.
- The key Challenges highlighted by the presenter included; how to access adequate and quality raw-materials, access affordable finance, accessing suitable markets, lack of training in managerial skills, lack economies of scale and accessing information on available technology

The following key recommendations were outlined by the presenter for consideration as the way forward.

- The need to enhance the ability of women to access agrofood technologies - their involvement in the elaboration of their technology needs, development, and marketing of technologies is crucial with the view to take into consideration women's needs and for effective introduction, promotion, dissemination and wider adoption of technologies.
- The need to encourage the involvement of other stakeholders to assist women including NGOs, CSOs, Banks, Rural Saving and Credit Cooperatives (RSCC), etc.
- To enhance the ability of women to access technologies we need to build-up on what exists locally – i.e. cheap and easily accessible input and traditional/indigenous knowledge
- Provide opportunity for women to access credit and labour saving technologies, extension services in agriculture that target cottage industries.
- Encourage households to work together emphasizing on women participation in agrofood operations.
- Support up scaling of production and adoption of technology

In his concluding remarks the presenter said that cottage industry is often characterized by its enormous potential for employment generation yet not many efforts have been expended to support it. It is left by itself without any support to guide on business matters and the operators are mostly rural women. To accelerate the pace of development in the small and cottage industries sector, technology often needs to be improved. He underlined also that matters of food legislation and standards are extremely important to serve as a guide on the choice of technology that will produce a quality product because of much high attention is paid to food safety.

#### Questions and comments

- A question was asked why we still call cottage industries when Africans don't leave in cottages and it was responded that if one search literature for the definition of cottage industry one will find different perspectives. In general, the term cottage in the western is recognized as a very small or micro production and processing within the family and within the house.
- With regard to issue of regulatory laws it was suggested that governments need to set up one stop system for service delivery to minimize the burden and also be able to sponsor participation in trade fairs.

- It was commented that what is missing in the presentation is how to bring together the issues of marketing, branding and pricing in order to get a good return? Is there room for some collaborative research to look at what are the branding, marketing and pricing strategies that these industries need in order for them be able to make the margins that they need to save in their business?
- The suggestion of establishing production and incubation centers by countries to help to incubate farmers when they embark on agro processing of cottage industries was noted as an important idea to be considered. Such centers are also viewed to serve as important venues for business advisory services, technical backstopping and sharing experiences among operators.
- The policies and legal requirements that hinder women's involvement in agribusiness and other economic endeavors should be critically examined and rectified with the view to enhance the participation of women.

## 9.1 Capacity Building and Training Session

This session was devoted to the training workshops organized for the conference participants with the view to give a basic concept of business planning, entrepreneurship, partnerships and strategic alliance and related thematic areas. The training was designed to cover these thematic areas constructed into two basic modules.

### MODULE 1- Building Associations and Strategic Alliances

- Women in Development and Women Entrepreneur Associations
- Creating Partnerships & Strategic Alliances
- The Role of Advocacy in Women in Development

### MODULE 2- Finance Management and Developing A Business

- Preparing Business Plan for Financing
- Gender Issues and Access to Finance
- Challenges of Enterprise Financial Management for Women

The session was facilitated by Mr. Abraham Sarfo of NEPAD, Mr. Mark Fynn-Agribusiness Advisor (AUC), and Mrs. Juliana Asante-Dartey, AGRI-IMPACT CONSULT.

### 9.1.1 MODULE 1- Building Associations and Strategic Alliances

#### i. Strengthening Business Linkages through Women Entrepreneur Associations and Strategic Alliances

Mr. Mark Fynn, an Agribusiness Advisor to the African Union Commission made a power point presentation that provided background to the theme, definition of key words, highlights of issues

involved and case studies to facilitate interactive discussion and experience sharing conversation among the participants.

Accordingly, he said that producers and small businesses in Africa are at low degree of organization, which limits business linkages among themselves. Subsequently, he pointed out that there is a need for effective organization of small and medium-sized farmers and enterprises along the value chain and building partnerships and alliances to help them cope with the current competition.

Mr. Fynn then gave working definitions of value chain (from inputs to products that will be consumed), “vertical” and “Horizontal” business linkages or the commercial transactions between enterprises to deliver products to the market, and nature of Small Business Associations (SBAs). He further elaborated that within the value chain we have different operators, association of producers and business enterprises supplying specific inputs, add value in the production process, partake in packaging and transport products to sales points.

He further pointed out that the values of SBAs for farmers, which include improve access to markets and realization of economic benefits; increase their bargaining power vis-à-vis buyers; joint access to support, services, and information to a wider group of people and to organize service provision for members.

During the presentation a number of questions raised and reflections were made. These include the following:

Questions: when you come to association who should deliver? Is it the members or leadership? We need to appreciate a lot of cooperatives are being organized but the issue is that most of them are not functional or delivering results. How can we make farmers realize working in cooperatives?

Response: Cooperatives fail either due to failed leadership or membership. Some members join association only to get finance or credit as they consider the group as opportunity for collateral, and when that is not happening they simply withdraw. For cooperatives to work members should be well sensitized about the benefits and objectives of associations. They must also get training on how associations work. The capacity and role of members is critical.

**Reflection: In Bangladesh** before organizing an association, a background study was conducted and members were organized along similar economic class. In Africa sometimes the weak and strong are grouped together in one association, which create a situation where the poor ones do not have a voice. In other instances, the well to do group organize the poor ones, thus associations do not work. It is therefore important those with similar economic situation are organized to develop together. Thus, Africa needs to learn from Asia how to organize systematically. It was also suggested that associations needs to organize along similar composition of members’ status and homogeneity of functions in the value chain.

Mr. Mark Fynn, then continued outlining key activities of SBAs. Furthermore, he described key undertakings necessary for strengthening associations related to market orientation & contractual arrangements, technical & business performance and organizational development.

Mr. Fynn also highlighted on main tasks in strengthening of private business linkages and schematically described horizontal (on the same functional segments of value chain (production processing or trading functions) and vertical (at different stages of value chain buying and selling) collaborations/linkages. He then added that both business linkages are important. Furthermore, he defined strategic alliance and explained why partnerships and strategic alliances are necessary or useful and noted key considerations partners need to ask themselves as they establish partnerships or alliances.

During this discussion, participants shared their experience; the following are highlights of them.

**NEPAD Spanish Fund projects of Rwanda:** It was said that cooperatives succeeded in Rwanda because cooperative development is one of the priorities of the Rwandan government. In Rwanda those who wish to organize or support cooperatives are required to sign performance contract with the president himself. At the beginning of each year, they will sign the said performance contract, indicating specific actions they will do and strategies put in place to achieve the expected outputs. At the end of the year, they monitor and evaluated their performance. If they do not meet the expected output, it means they have failed. None of them wanted to fail so they worked hard. This is a case that shows high level leadership support is one of the critical leverages for success of associations/cooperatives.

**The IGAD's work in the areas of agricultural value chain:** It was said that the governments in these countries are using Saving and Credit Service Cooperative Societies (SACOs) as a mechanism of delivering different services to the communities, including finance or credit. The policy and delivery framework driven by the government helped the cooperative work effectively. It was also said that at local levels there are government departments that supports the functionality of these entities by mobilizing the women, training them and do the linkages. Farmers Associations are also used for the purpose of accessing agricultural advisory services. Here women are organized on the basis of their agricultural interest, such as poultry, and government support them access advisory service through private sectors. Women also get other services like family planning, thus they are committed to engage in their association.

Speaking of governance of SBAs, Mr. Mark Fynn identified democracy, transparency, accountability and representation, which challenges the legitimacy of the association, as important issues to determine how they function.

It was also pointed out by the participants that in some cases hidden agendas of leaders, legitimacy of representation, etc. kill the associations' initiatives.

As indicators of performance of associations, Mr. Fynn outlined sales and contracts, legal recognition (legitimacy and legal constitution), membership trends (decline or increase), whether or not the General Assembly conducted in line with the statute, benefits provided for members, own funding sources (financial sustainability) and date of foundation (long standing association) as critical ones.

During the discussions, it was commented by participants that some of the associations have a rule that require members to have land, in such instance most women are left out because they do not



own land. In other cases, some associations are organized by “men for men” or simply men dominated, and they have few women staffs and staffs with little competence in working with women and gender issues, no policy or budget to deal with women and gender issues. Accordingly, it was suggested to consider these issues when we talk about the performance of associations/organizations. In response to the raised issues Mr. Fynn said that the composition of the leadership of the organization must reflect the diverse needs of the members of the association and they need to have the requisite competence.

A question was asked on how we include those with extreme poverty.

It was also said that bottom poor may need social protection or safety net programme as the case in Uganda and some other countries. Otherwise, it was pointed out that in order to get service from SACOs you either have fishing vessels or land. It was also suggested that for extremely poor people to be part of this transformation package governments need to give them land where lands belong to states such as in case of Ethiopia.

Building on participants’ reflections Mr. Fynn said that in some associations, the founders of associations have a trend to become life time leaders. This kills passion and there is no democracy in the internal system. We need to have strategies to break such trends..

Regarding the issue of economically active poor, Mr. Mark Fynn categorized farmers groups into three, those who are doing very well, those having capacity to perform, and those who do not work well. He suggested that the latter group should be left out and should be provided safety net support and cannot be fit into an agribusiness group. He also said it is important to differentiate the level of the organization to ensure sustainability.

Finally, Mr. Mark Fynn highlighted the case study of Fruit Processors and Marketers Association of Ghana (FPMAG) by making reference to the challenges (sourcing of raw materials, Apple and mango) for juice production, consumer perception of use of a recycled bottles, non-availability of packaging for fruit) they encountered. He then pinpointed the interventions made that contributed to the improvement of their performance including rebranding of the association with new logo, objective and mission of FPMAG, setting up of website and giving information, linking up with manufacturers of bottles which produce bottles with the association logo on it, etc.

He also noted that FPMAG were assisted to get formal recognition of their product from the Food and Drug Administration Authority. A number of capacity building activities were conducted and record keeping system of their products was put in place, which also significantly contributed to the observed positive change in their performance, he added.

He concluded the training by saying that having a strong association is a building block of advocacy to promote and support agribusiness women.

### 9.1.2 MODULE 2- Finance Management and Developing a Business

This training was facilitated by Juliana Asante-Dartey (AGRI-IMPACT CONSULT) and Mr. Abraham Sarfo from NEPADgeny. Ms. Asante delivered the training on business planning while Mr. Abraham dealt with gender issues and access to finance. The training was facilitated in an interactive and participatory manner with exchange of views and perceptions on different topics put forward by the trainers for reflections by participants. The key topics covered in Module II are summarized hereunder.

**PRESENTATION ON BUSINESS PLANS:** The subject covered under this training, inter alia, included, concept and the purpose of business plan, components of business plan, including marketing, operations, human resources, finance and risk analysis and contingency plans.

Ms. Asante revealing that her training approach will be an interactive, not lecture as such, and will be based on an exchange of ideas on various topics relevance to the subject matter. She then started by indicating that most enterprises are lacking knowledge and skill of how to prepare business plans and stresses the importance of the Session which aims to refresh memories of participants on what a good business constitutes and to share experiences that would inform our future planning. She continued by posed a question to the participants *“what is business planning and what are the requirements for preparing a good business plan for small to medium and large businesses”*.

The participants expressed similar understandings related to the question posed by the trainer. Some of the perceptions reflected include - business plan is a road map of a business, it help us to outline the activities of a business, it outlines how and when to do a business, it is a tool that help to allocate scarce resources into viable business, a bible of business, a guidelines and planning and monitoring framework which describes how to achieve the business goals, etc.

Following the exchange of views with the participants, Ms. Asante gave a detailed account of what BP is and why we need it. She indicated that BP has several purposes and defined as *“a guide or a roadmap for a business that outlines goals and details how one plan to achieve those goals”*. In other words, she said, a business plan charts out the course to realize the organization’s vision. She further pointed out that BP is a management tool that links strategies to tactics; it communicates our strategies, what we are supposed to do and how to do it. For instance if you want to expand your production you need to chart out how you are going to get there. Critical thing about BP, she said, is that it should be grounded in reality. She underscored the importance of the latter aspect and shared the following case story from Ghana.

“A company came to Ghana and wants to look at coconut husk. They were interested in the husk for different uses not the coconut fruit as it is. They wanted that the plant be located in the western part of the country where they can get the expected raw materials base. Then, they contacted someone to put together the business plan for them. The consultants estimated the number of coconut trees that could be found in the region the amount of husks that can be harvested from the coconut fruits. She said, it was only when they are to start production that they realized the coconuts are marketed in the capital. Actually, the coconuts come to the capital for sell as fruit

where the husks also stay in the capital. She said, if they had done a bit more interrogation from the outset they would have found exactly where the coconut husks ends. Now the husks are in the capital which is like 300 KM and away from the production place and there was no way to transport the husk back to the western region. She added that this is one of many examples from which one can draw very important lessons on the need to ground business plan preparation on reality.

She further indicated the need to get sufficient knowledge of your market to make sound assumptions to inform your business plan so as to meet the need of your target market. Moreover, she pointed out that any time you want to go into a venture or new opportunity you need to ask first who are my buyers, who do I want to satisfy, know what are their requirements, understand in what form they want the product, how will I get the products to the market. In general, she stressed that your business plan needs to respond the above outlined and other related market forces.

Mrs. Juliana Asante continued her lecture by noting that BP is required, not only for management and operational purpose but also demanded by financiers for funding. The preparation BP is an evidence of the enterprise's ability to conceive and execute scale. It articulates, among others, financial needs and uses of funds. Hence, she said, BP is needed to communicate with your financiers, and your partners. As a planning tool, she underscored that business plan is a guide which as we go along will inform us whether we are on the right track or not and is demanded by investors and donors. In this connection, she quoted the saying "*failing to plan is planning to fail*" which conveys an important message for the success of any business venture.

An intervention was made by a participant expressed his view by saying that "besides that fact that business plans are demanded by investors and donors, we need to look the kind of people we are targeting, i.e. mainly smallholder farmers, majority of who are women. This group of people, if supported to move to a certain level to do a business, they can access financial institutions to borrow who would require of them to come up with business plan". In response to this remark, Mrs. Juliana Asante-Dartey indicated that the word investor is a generic term. Anybody who put money to a business is an investor. Investors could also be family members and other associates who want to take a stake in a business. She also noted that the banks are financiers in a sense that they are not taking a stake in your business but they will give you money to do your operation through appraising your business plan.

Mrs. Asante continued sharing her insights on the components of business plan. Here, she again posed questions to the participants to give their opinion on what are the components of a business plan and what does it constitute. She finally summarized by outlining that BP as a document having five main parts/components. These are:

- Marketing plan – focus on getting products and services to your target market-
- Operations plan - deals on day-to-day functions of running your organization-
- Human Resources plan - the people you need to execute your scaling plan
- Finance plan -c required to finance scaling activities
- Risk Assessment and Contingency plan - what could go wrong and what will you do about it if it does?

Having facilitated exchange of views related to her question of “*what goes into the above outlined components of a business plan*”, Mrs. Juliana Asante, highlighted the interconnectedness of the components. She pointed out that BP is not just a human resource plan or marketing plan or operation plan, financial plan alone. It is a holistic plan consisting of the above outlined interrelated components and explained as to how they fit into one other. In brief, she highlighted that the common goal of each business is to contribute to the achievement of the long-term perspectives (vision), mission and objective of the business. Therefore, she said, the planning process should embark with conducting market research on target market, identifying competitors, external and internal assessment of strengths and opportunities. The findings and analysis of the results of the market search should inform the preparation of coherent and interconnected business plan.

At this point, a participant intervened to share what he observed saying that “in Uganda we had two main beer plants. The time a third one comes they decided to use the bottles of the existing beer factories. Then they bought all the empty bottles from the market and controlled the beer supply. This has made the old plants go out of production quiet for some time until they are alert of the latter plants strategy and change their bottles”. Having heard this story, the trainer, reflected that there are such practices in Ghana and many other countries. Some businesses start by copying or imitating products and this makes them fail sooner or later from the competitive market. She noted that one of the key features of complete BP is that it should be guiding as to how your business will stay ahead of your competitors. For this to happen, it is important to carry out an assessment to learn why most buyers prefer products/services of one supplier to the other and think of what different product can I offer from what my competitors are doing, such as in terms of quality, quantity, timing, etc... to stay ahead your competitors.

The training also discussed the importance of risk analysis and contingency planning as an important element of business plan. Here Mrs. Juliana Asante opened the floor for exchange of views among the participants on what a contingency plan is and how that fits into a business plan. She then summarized the term by saying that risk analysis and contingency plan involves “what if...” Scenario analysis” assuming a certain size of market, price output, etc... In general, she highlighted that contingency planning is a fallback position or business plan assumptions indicating what you will do if you do not get what is anticipated in the plan.

A lesson was shared by a participant on the attempt by a project to support farmers manage risks in agricultural production. The contributor/speaker highlighted the experience of working with farmers downstream at the level of production node in the value chain in dealing with the contingency planning. He said that the project is giving the smallholder farmers access to weather and climate information. Moreover, farmers are advised on farming practices to adapt to changing climate, for instance if the rains are going to be below the normal, they are advised on which alternative crops they should plant during the season, which agronomic measures they have to take, the type of value adding (such as fertilizer, improved seeds or irrigation technologies) they have to adopt as a way of managing risks resulted by changing weather conditions. Mrs. Juliana Asante added that climate change, which is a risk factor and a threat to agriculture affecting

smallholder farmers, requires adaptation measures as exemplified by the project through undertaking climate smart agricultural practices to respond to changing environment.

**PRESENTATION ON GENDER ISSUES AND ACCESS TO FINANCE:** This training session was moderated by Mr. Abraham Sarfo, from NEPAD Agency. The training covered topics including entrepreneurship and stages in the life cycle of an entrepreneurial firm, gender issues and discussed on the concept of finance and source of finance and salient issues of sound financial management. It was also dealt with gender-based constraints to accessing and control over (micro) finance within the household, community and wider national context and discussed on the possible strategies to overcome Gender Constraints to (micro) finance. The training had exchanged views on key qualifying criteria or factors that impact access to credit and the need for effective financial management including internal control and cash flow management.

Mr. Abraham started the training by asking participants perception on the characteristics of entrepreneur. The responses from participants include, among others, an entrepreneur is a risk bearer, a business person, opportunity and survivor. He then gave brief description of personal traits of entrepreneurship highlighting that it is reflected by building self-confidence, self-reliance, a desire for independence, tolerance for ambiguity. He further noted that it requires high energy level, needs passion and action as well as high need for achievement. He pointed out that entrepreneurship is a business and every business has to pass through three stages. The first is the birth stage during which you are fighting for existence and the second is survival or break through stage where a business is able to cope with growth and takeoff and maturity stage is the third stage where it calls for refining strategy and investing wisely for continued growth.

He also shared views with the participants regarding the causes for businesses to fail or unable to transform to the above indicated successive stages. The key reasons outlined in this connection include lack of experience and expertise, insufficient commitment, poorly informed strategy or business plan, wrong assumptions, ethical failure such as poor leadership, dictatorial attitude and not listening to expert advice and opinion.

With regard to the issue of finance and financial control, Mr. Abraham discussed about, how to manage finance, how funding work for entrepreneurs. Here, he pointed out that any time we talk about bottlenecks of business, the problem of funding comes on top. He defined finance as “*the lifeblood of a business entity*” and emphasized that the most important thing for the entrepreneur is how to apply/use the finance/money they acquire effectively. On the source of finance he indicated two possible sources of finance for managing a business. The first form of financing a business is money from individual (personal finance) – this come from you own money in pocket, borrowing from family/friends or financial institutions, received from government if entitled to some benefits, earned by doing something or sales of products and services.

Business finance - a business also has the same source of money as for individuals, its own money, borrows from family friends, colleagues, banks and lending institutions, received from government grants, earned by sales of products and services, from venture capitalists, from private individuals, private placement firms and microloans. Mr. Abraham noted that there are different classifications



of businesses and ownership which can have different ways of financing itself. These include, sole trader – owned by one person, partnership – owned by two or more and based on agreement among them and limited company - owned by two or more persons but separate in law from people who own and control.

**Gender-based Constraints to Accessing Finance:** The training further dealt with gender-based constraints to accessing and control over (micro) finance within the household, community and wider national context and discussed on the possible strategies to overcome gender constraints to (micro) finance.

Some of the gender-based constraints to accessing and control over (micro) finance within the household, community and wider national context were discussed. Accordingly, with regard to financial constraint, it was pointed out that women lack access to banks and financial services, and at household level men control cash income, and the wider perception community and national context men as the controllers of money and loans.

Similarly in economic activities women undertake tasks producing low returns and have a heavy domestic workload. At household level, women are subject to gendered division of labour, unequal access to and control of land and labour, household produce income and other resources and hence cannot get access to funding. At wider community and national context, women are paid less than men for equal work and are stereotyped as only participating in low-value sectors of the economy. In this context, Mr. Abraham shared his experience from Ghana. He pointed out that, despite women's hard work, coco farming system in Ghana disadvantages women since the cash from selling of the products during the harvesting period remains in men's hands and noted that similar case is reported in Kenya where women are deprived of access to sugar cane cash income which is controlled by men. In political arena, the trainer indicated that women lack confidence to claim their political and legal rights and level women's rights to household assets is not defined in law or useful for collateral and at a wider community & national context women lack legal rights to (jointly owned) household assets.

A participant intervened at this point to express his point of view on the issue of gender based constraints presented by the trained saying that they are highly generalized. He indicated the case of Uganda where these stories are no longer applicable. He said, for instance, in Uganda, we cannot talk of women are less paid than men for equal work, laws not being gender sensitive and lack of confidence to claim their political rights. He then noted that as some of the conference participants are gender experts we should take note of the points raised here and when we go back review the applicability in our country's context with the goal of minimizing gender based constraints.

Mr. Abraham responded to the reflection, recognizing that the argument is valid for some countries but noted that a reality in many countries, as evidenced by research and live stories, is that the indicated gender constraints are still universal actually happening in different communities of developing countries. He underlined, despite the existence of good political will and favorable policies, the problem is still not adequately addressed in many countries due to lack of or insufficient enforcement and monitoring and evaluation on the implementation of the same, constraining access of women to finance/credit.

The training also exchanged views on key qualifying criteria or factors that impact access to commercial financing and the need for effective financial management including internal control and cash flow management. Mr. Abraham outlined qualifying criteria for assessing ability to access loan includes four key factors. These are *character* (number of years in business, gender, family size and dependency, use of funds, employee turnover, credit history (pay back) and savings history) *capacity* of the business (profitability, cash flow analysis, customer base , market potential, availability of markets and market size), *conditions* (competition, seasonality, type of product, perishability of product, stage of product and replicability of product) and *capital* (level of equity, level of debt, working capital and other funding sources).

The session also discussed on the importance of effective financial management which requires the need to institute internal control through adapting good record keeping and reporting as well as establishing sound cash flow management mechanism. The importance of planning according to the needs of the business, diversifying to avoid risk of loss and liquidity, being consistent in doing well, are also considered as strategic approaches to keep survive a business.

As a way forward, Mr. Abraham outlined the importance of practical banking - separating business account from personal account, setting out a salary for yourself, developing a banking relationship to cultivate the habit of transacting through the bank and enhance saving habit. He also underlined the need for assessing your capacity before taking a loan and avoiding use funds for personal expense since a loan is not income. Finally he underscored the need for business person to invest on themselves to become financially literate, build leadership and management skills while also building the capacity/skill of the employees for sustained and enhance business operation.

## 10. CLOSING REMARKS

### a) CLOSING REMARKS- By Ms. Bodi Maal

Ms. Bodi Maal, in her closing remarks thanked the participants for coming to the conference and expressed her gratitude to Madam Estherine Fotabong of NEPAD Agency and Durban Administration for organizing this big and successful conference.

She recalled that NORAD has been supporting the development of programme focused on women and agriculture since 2011 and noted that it has been a long process to reach where we have now managed to reach and to make women in agribusiness visible and exerting a lot of pressure to put the programme into action. We have seen many media people including press, TV, Twitter etc. and this is an important venue to get the voices of women transmitted and heard by decision makers and development partners so that they are supported to realize their goals. She pointed out that women from the different parts of Africa were present and this presented an opportunity to create links and learning from each other. She encouraged women to share what they had learned with their groups and women in the village to translate this into action when they get back home. .

Finally, she expressed her sincere hope that, in the next Conference, people can report back the actions they will take, challenges they will meet, what will work and what will have not worked in their endeavor to fulfill what they gathered from the conference. Such feedback and information exchange will take us to move forward and reflect on the issues we have to work on for further progress. She reiterated that there are a lot of issues to work on and indicated her current engagement on gender organizations that she is working on how to encourage and support gender sensitive agricultural organizations. She then concluded her remarks by underlining that every participant of this conference had a big task ahead to work in their possible areas of engagement and influence so as to contribute - big or small - to the achievement of the objective of the conference.

#### **b) Closing Remarks- By Dr. Niger Thomas**

Dr. Niger Thomas gave a brief remark by calling the participants to join a song saying "*African Women: We are shaking the Continent.*" On the behalf of participants, she expressed her gratefulness for NEPAD Agency and all organizers including the support staff, presenters and discussants and vowed that women are ready to move on noting that women's voices must be heard.

She also noted that the 2014 exhibition, in which products of agribusiness women and partners were displayed, was a small take off which triggered a bigger exhibition staged during the 2015 conference. She all over and again thanked the organizers of the successful conference including for the arrangement of the exhibition venue which was conducive - a relaxed atmosphere allowing for exchange of experiences and facilitated links among the participants.

#### **c) Closing Remarks - By Madam Estherine Fotabong**

In her closing remarks, Madam Estherine stated that she shared the views pronounced by previous speakers that this conference was a great success. She said that "we African women should use our voice in terms of our responsibility in the society". She noted that women play a critical role in bringing people together. It is not about ourselves, she said, it is about how we make life better for all and we should not lose sight of the African thinking of living as community or society. An individualistic thinking to development will not take us anywhere.

She then continued her closing remark on behalf of Dr. Mayaki, Chief Executive Officer of NEPAD Agency and extended her gratefulness to, the Kwazulu Agribusiness Development Agency (ADA) Chairperson, Dr. Martha Mbatha and her team for the effective collaboration and support for making this conference a success and called all participants to applaud and show appreciation. She also extended her vote of thanks for Ms. Bodil Maal, who has a deep passion for the African continent and has been working with NEPAD from the very beginning in drawing financial and technical support. She also recognized Madam Elizabeth Atangana, for shouldering the responsibility in representing African Rural women and confronting the challenges with success. She also expressed her appreciation to her NEPAD Agency colleagues who had been working nonstop behind this process and particularly thanked Ms. Edna Kalima, a Task Manager of this Programme, Mr Abraham Sarfo and all the trainers, the interpreters and in general all the conference participants whose contributions made this conference a success.

Key messages: Read by Madam Estherine Fotabong during her closing statement.

**Key messages from 2<sup>nd</sup> Women in Agribusiness Conference**

- Implementation of “Call to Action on Women in Agribusiness” that was declared at the inaugural session in 2014.
- Creation of an enabling environment by African Governments for women to actively participate in agribusiness, agro-processing and production along the value chain.
- Women should use their voices to advocate for change and influence public policies that are favorable for women in agribusiness.
- Need to enhance partnerships and networks at all levels especially intra-African connection to support and promote inter-African exchange and information sharing.
- African women are an invaluable resource for economic empowerment and should be seen as partners in development
- Increase women’s access to financing for agribusiness and modalities should be simplified, pragmatic and easy to allow women’s easy access.
- Promote education, training and professional development for women and make this aspect a standing element of the women in agribusiness forum meeting.
- Invest in education and training policies and programmes that open avenues for advancement of women at all levels and across all business areas and encourage women to enter non-traditional job fields.
- Ensure equal access to all government and private sector education and training programmes, including literacy classes, vocational and information technology training
- Establish women-friendly skills development and training environments in modularized formats, which allow them to gain skills but still carry out their domestic household work and care for their families.
- Implement enterprise development, supply chain and marketing practices that empower women
- Provide equal opportunities for formal and informal networking and mentoring and to encourage agribusiness and agricultural institutions that are gender sensitive.
- Actions that support and address the issue of post-harvest loss.

## 11. A FIELD VISIT TO CAPPENY STATES STRAWBERRY FARM IN BALLITO

The participants made visit to the “Cappeny States Strawberry Farm in Ballito”, where they received briefing about the history of the farm, its technical production methods, production capabilities, market share and linkage and the entire value chain. They also learnt about the challenges faced and measures taken to contain them.

Participants raised a number of issues and received sufficient explanations by owner and other staff members of the farm. The participants also expressed their satisfaction of the visits and thanked the owner and the staff for their very useful informative explanation and kind hospitality bestowed upon them by the company. The visit illicited interest and created opportunity for learning that can be used in their ongoing and future endeavors.

The following pictures show the partial view of participants’ field visit to “Cappeny States Strawberry Farm in Ballito.











## ANNEXES

### ANNEX 1: Workshop Schedule

**The 2<sup>nd</sup> Conference for Women in Agribusiness, Durban, South Africa, 3 to 5 November 2015**

#### **CONFERENCE AGENDA**

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##### **DAY 1 (3 NOVEMBER 2015)**

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##### **09:30-11:00- OFFICIAL OPENING OF THE CONFERENCE**

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- ✚ Introduction to the Conference – Mr. Martin Bwalya, Head of Program Development , NEPAD Agency
  - ✚ Welcome Address – Dr. Martha Mbatha-Chairperson, ADA
  - ✚ Remarks-Dr. Tobias Takavarasha FAO Representative for South Africa
  - ✚ Statement – Representative of Development Partners, Ms Bodi Maal, NORAD
  - ✚ Address – Mr. Cyril Xaba –MEC for Department of Agriculture and Rural Development, KZN
  - ✚ Key Note Statement –Mrs. Estherine Fotabong, PICD Director, NEPAD Agency
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11:00-11:30 COFFEE BREAK, PHOTO SESSION AND PRESS BRIEFING

11:30-12:00 OFFICIAL OPENING OF EXHIBITION, NETWORKING AND B2B

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#### **SESSION 1**

12:00-13:45-HIGH LEVEL DISCUSSIONS ON POLICY OPTIONS FOR WOMEN AND YOUTH ENTREPRENEURSHIP WITH RESPECT TO THE ACHIEVEMENT OF THE SDGS

Moderator – Mrs Estherine Fotabong-Director, NPCA

- ✚ Key Note Presentation –Bongiwe Njobe, ED, ZA NAC Investments
- ✚ Madam Clotilda Sawasawa – Ministry of Gender, Children, Disability & Social Welfare, Malawi
- ✚ Dr Niger-Thomas Margaret Agbaw – Director, Economic Empowerment of the Woman and the Family, Cameroon 3N Initiative
- ✚ Dr Cecilia Njenga– UNEP Regional Program Coordinator, Southern Africa UNEP

#### **PLENARY DISCUSSIONS**

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13:45-14:45 LUNCH AND B2B NETWORKING

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## SESSION 2

14:45-16:45- PLENARY SESSION: WOMEN ENTREPRENEURSHIP IN THE AGRI-SECTOR IN AFRICA: CONSTRAINTS AND OPPORTUNITIES

Moderator - Dr. Thulasizwe Mkhabela, Chief Operations Officer Agribusiness Development Agency (KZN)

- ✚ Key Note Presentation – Dr. Tobias Takavarasha, FAO Country Office, South Africa
- ✚ Bodil Maal-Senior Adviser- NORAD (“Women’s Banks” in Norway)
- ✚ Beauty Morukana Manake, GROUP CEO, Kungo farms, Botswana
- ✚ Dr. Ken Ife – Lead Consultant (Private Sector Development), ECOWAS Commission

## PLENARY DISCUSSIONS

16:45-17:00-COFFEE BREAK AND B2B NETWORK

17:00 -17:30 –DAY ONE CONCLUSION AND WRAPPING UP (PROF. PETER EWANG)

19:30 - GALA DINNER

## DAY 2 (4 NOVEMBER 2015)

08:30-09:00 EXHIBITION, NETWORKING AND B2B

09:00-09:45 RECAP OF PREVIOUS DAY, INTRODUCTION TO WORKSHOP AND CAPACITY BUILDING MODALITIES (PROF EWANG/ABRAHAM SARFO)

## SESSION 3

09:45-11:00-CASE STUDY ON -THE ROLE OF AGROFOOD PROCESSING AND POSTHARVEST MANAGEMENT TECHNOLOGIES IN ENHANCING WOMEN PARTICIPATION IN AGRIBUSINESS ACTIVITIES (FACILITOR-PROF EWANG)

- ✚ Opportunities and challenges in the use of Agro-food processing and postharvest management technologies in enhancing women participation in agribusiness: A case of FAO agrofood processing project in Zambia;
- ✚ Supporting the cottage industry to improve performance and product quality through the use of appropriate labour saving technologies

11:00- 11:30 COFFEE BREAK AND B2B NETWORK/ GROUPS FORMATION

- ✚ 11:30-13:00- WORKSHOP/CAPACITY BUILDING AND TRAINING SESSION

## FACILITATORS –

- ✚ ABRAHAM SARFO-NEPAD
- ✚ MARK FYNN-AGRIBUSINESS ADVISOR (AUC)

## **MODULE 1- BUILDING ASSOCIATIONS & STRATEGIC ALLIANCES**

- ✚ Women in Development and Women Entrepreneur Associations (WEAs)
- ✚ Creating Partnerships & Strategic Alliances
- ✚ The Role of Advocacy in Women in Development

## **MODULE 2- FINANCE MANAGEMENT AND DEVELOPING A BUSINESS**

- ✚ Gender Issues and Access to Finance
- ✚ Challenges of Enterprise Financial Management for Women
- ✚ Preparing Business Plan for Financing
- ✚ Presentation of Business Plans

13:00-14:00 LUNCH AND B2B NETWORKING

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14:00-16:30 - WORKSHOP/CAPACITY BUILDING AND TRAINING SESSION CONTINUES  
(CHANGE OF GROUPS)

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16:30-16:45-COFFEE BREAK AND B2B

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NETWORK 17:45-18:00 -CLOSING SESSION

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CLOSING REMARKS – REPRESENTATIVE OF GOVERNMENT OF SOUTH AFRICA

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- ✚ CLOSING REMARKS-WOMEN IN AGRIBUSINESS NETWORK
- ✚ CLOSING REMARKS-DEVELOPMENT PARTNERS
- ✚ DURBAN OUTCOME/KEY MESSAGES ON WOMEN IN ENTREPRENEURSHIP–PROF EWANG
- ✚ FINAL REMARKS-MRS. ESTHERINE FOTABONG

## **DAY 3 (05 NOVEMBER 2015)**

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FIELD VISIT

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09:00 GROUP 1 DEPARTURE TO CAPPENY ESTATES STRAWBERRY FARM - BALLITO

10:00 GROUP 2 DEPARTURE TO CAPPENY ESTATES STRAWBERRY FARM - BALLITO

## **Rapporures**

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1. Sitotaw Berhanu Abiyo
  2. Mr. Solomon Kebede Gizaw
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## ANNEX 2: Opening Sessions: welcome, remarks and speech

### a) Welcome Address – Dr. Martha Mbatha-Chairperson, ADA

WELCOME TO THE 2<sup>ND</sup> NEPAD CONFERENCE- NOV 2015 (SA)

It is my pleasure to welcome you all in this important conference that aims at reinforcing the participation of African women in agribusiness initiatives. I would like to acknowledge the presence of:

1. Mr Cyril Xaba, MEC for the Department of Agriculture and Rural Development
2. Mrs Estherine Fotabong, Director, NEPAD Agency and
3. Ms Bodi Maal, Representative of Development Partners NORAD
4. Mr Tobias Takavarasho, FAO Representative to South Africa and
5. All distinguished guests and delegates present here today.

This conference is a collaborative effort between the New Economic Partnership for Africa's Development Agency (NEPAD) and the Agribusiness Development Agency (ADA). The ADA is a government entity that supports black commercial farmers. The entity falls under the KZN Department of Agriculture and Rural Development. ‘

Collaboration between the NEPAD and the ADA was initiated when a conference on: “Investing in African Women: Opening the space for agribusiness” was held here in Durban last year.

The conference proved to be a great success stimulating further thoughts for conceptualising this one.

Among the key recommendations made at that conference are the following:

- Creating an enabling environment that takes cognisance of the socio-cultural, traditional and gender based value systems;
- Facilitation of the establishment of a fund for small scale agribusiness promotion for women in Africa; and
- Empowering women through meaningful participation in the development of macro-level strategies, rural development and non-financial services.

The theme for this year is: *Women in Entrepreneurial Development: A Must For Success of the Sustainable Development Goals in Africa*. The agenda consists of a wide range of interesting topics relevant to the circumstances of African women. We feel privileged to have been able to gather such high level of expertise in agribusiness as will be displayed during the conference proceedings.

We are all aware of the discourse on the economic empowerment of women. We are also aware of a host of challenges facing women as women and as active participants in agribusiness. These include, amongst others, lack of access to land, markets and finance. However, it is notable that despite all these constraints women are still responsible for 60-80% of food produced in developing



countries United Nations Industrial Development Organization (UNIDO). They remain the key producers of food, managers of natural resources, housekeepers, caregivers and income earners, only geniuses that can successfully balance all these responsibilities. Yes, women are geniuses!

While we have been growing impatient with what we consider as slow progress towards the achievement of the economic empowerment of women, especially when we take into consideration the amount of time and other inputs we have been investing in these issues, we are definitely making some positive strides. I know that we may sometimes feel discouraged and wonder if these conferences are worthwhile. We may also wonder how the future generations will evaluate our efforts and think of us. When taking into consideration our goals as Africans, as outlined in the Sustainable Development Goals, we indeed realise that our dreams for our beloved continent are bigger than ourselves.

As we delve into our discussions on women in agribusiness let us be encouraged by the fact that we are not deliberating on charity cases but on a formidable force that refuses to give in to the challenges of gender and economic inequalities. It is this force that we seek to unleash through these discussions.

Let's capitalise on the spirit of resilience that enhances women's capacity for transforming the whole continent. In other words, let's pause and listen to the voices of our beloved women whose wisdom is hidden behind their humility which is often mistaken for ignorance.

As we search for solutions and best practices pertaining to women in agribusiness, let us not limit our proposed solutions to technical factors. Over and above technical factors, let us get to know the women we are talking about; their social lives, their perspectives about life, what drives them, their dreams and their hopes. Let us work with them, learn from their experiences and wisdom and build upon such rich knowledge.

I wish you the best as you get to discuss these important issues. May these three days culminate in breakthroughs that will always be remembered beyond our lifetime. May you also enjoy your stay in our beautiful city of Durban!

I thank you.

## **b) Remarks-Dr. Tobias Takavarasha FAO Representative for South Africa**

Remarks by Dr Tobias Takavarasha, FAO Representative for South Africa at the NEPAD 2nd Conference for Women in Agribusiness Durban, South Africa, 2-5 November 2015.

Program Director, Mr. Martin Bwalya, MEC for Department of Agriculture and Rural Development, KZN – Mr Cyril Xaba, Chairperson of ADA, Dr. Martha Mbatha, Representative of NORAD, Ms. Bodi Maal, PICD Director, NEPAD Agency Mrs. Estherine Fotabong, Distinguished participants, Ladies and Gentlemen

Thank you for the opportunity. My task is simply to give a few remarks of solidarity. Let me begin by congratulating NEPAD for carrying on with the vision of promoting Women in Agribusiness as demonstrated by the hosting of the second annual Conference and hopefully the third, fourth, fifth until the goal of emancipating Women in Agribusiness is accomplished and the vision realised. In addition I wish to note that a very appropriate theme has been selected for the 2nd Conference which focuses on the new Sustainable Development Goals. Out of the 17 SDGs one can safely say at least three quarters of the goals speak to issues that are of direct relevance to addressing women, poverty, food security, nutrition, energy, climate change and rural development, which mostly cut across the mandates of both FAO and NEPAD. It is my hope that one of the outcomes of this Conference will be identifying how the Women in Agribusiness agenda will contribute to the SDGs, and what indicators to use to measure progress.

Partnerships are increasingly becoming a necessary component for development because not one organization can achieve all on its own. I am pleased to note that a Collaboration Agreement was signed between FAO and NEPAD by the two principals who met recently in Rome, on 29th October 2015. Collaboration has been going on for several years between the two organizations in a number of common thematic areas including food security, nutrition, CAADP, climate smart agriculture, post-harvest loss prevention, fisheries and youth in agriculture and so now this MOU gives further impetus to the partnership. This conference is also certainly building towards consolidating the partnership given the critical role of women in agribusiness and all other relevant activities.

Finally, coming closer to home I must say I have witnessed quite a number of what I consider to be best practices in South Africa towards recognizing the role of women. One is the Constitution itself which guarantees protection and equality for women. The other is that each year the month of August is designated as the month of women to honour their contributions. Further to that the Department of Agriculture runs a Woman of the Year Entrepreneurship Award starting at the Provincial level in which some very exciting agribusiness projects run by women receive visibility and recognition thus encouraging other woman to get more involved with the business of agriculture. The FAO office in South Africa is in the process of developing a project focusing on linking youth and women smallholder farmers to markets, providing vocational skills training and sharing of experiences in best practices. This conference is therefore coming at a crucial time and we hope to learn a lot from the interactions. I wish to thank you all on behalf of FAO team present for the opportunity to participate and make some presentations. Thank you for your attention and all the best.

**c) Statement by the representative of Development Partners, Ms. Bodi Maal, NORAD**

It is a pleasure for me to be here today. I welcome all the women farmers and entrepreneurs working with agribusiness that are here today. I am happy to see that NEPAD is working with the whole value chain of “women in agriculture” from women smallholder farmers to women in agribusiness. Norway is proud to partner with NEPADs in the work through the Gender Climate Change and Agriculture Support Program (GCCASP).

We need to work with the whole value chain in agriculture in order to be able to feed the growing population in the coming years. I hope that this forum can be an annual forum where one can share experiences and lessons learnt, get inspiration, learn about new technology, how to reduce the 40 percent post-harvest loss, how policies that create barriers for women can be changed etc. I hope it can be a meeting place where entrepreneurs from different countries can meet and decide to cooperate etc. In short the “women in agriculture/agribusiness forum” can do the situation of women in agriculture visible for politicians and the public and give women in agriculture a voice.

The support for smallholder farmers, women and youth and the promotion of inclusive agriculture value chains and preference for regional markets are central in Agenda 2063 and the Malabo CAADP implementation strategy. Africa aims to reduce the import of foods and raise intra-Africa trade in agriculture and food. In order to be able to reach this goal, one need to develop policies and advocacy to increase women’s access to land, inputs, ensure that at least 30 percent of agricultural finances reach women; introduce technology, training and market-knowledge.

In this conference women and men in agribusiness from 20 African countries participates. The platform that is created and this conference is a small step in the direction of realizing the goals from Malabo declaration and also the SDGs. Good luck with the conference.

#### **d) Key Note Statement – Mrs. Estherine Fotabong, PICD Director, NEPAD Agency**

It is a pleasure to see all faces in this hall and good Morning to you all. I would like to recognize the presence of all high profile personalities.

**Mr Cyril Xaba, MEC for the Department of Agriculture and Rural Development**  
**Dr. Martha Mbatha-Chairperson, the Agribusiness Development Agency (ADA)**  
**Mr Tobias Takavarasho, FAO Representative to South Africa**  
**Ms Bodi Maal, Representative of Development Partners NORAD**  
**All distinguished guests and delegates present here today.**

I wish to thank all of you for being here leaving all your daily duties and to honor this invitation from NEPAD's and ADA's.

It is indeed a particular honor for me to make this key note address. We could not timely organize this meeting without your support. I am Particularly gratified that so many of you have travelled from wide across the continent to be here this morning and I think the importance of this cannot be over emphasized, because we cannot have the conversation about women in agribusiness, without the critical players, being there and saying it for themselves.

We all know the general problems agribusiness women faces, thus we do not want to stay academic, we want to discuss practical and operational issues that give sense to support agribusiness women activities. This is not a training session those who are presenting lecture to you but an interactive one, that you learn from each other, and as practioners you have so much to share.

I see very intelligent and capable people sitting in front of us, so I thought we cannot going to approach this conversation as one of thinking solutions to rescue of people who cannot help themselves, but rather look as what most of us here do better and ask the question to make sure those with decision power make decisions that will support their works.

I wanted to see the issue in terms of equality, power relation and leadership, so that women can take control of the process and be able to make decisions.

When I was thinking of these women problems and why we are in such conditions the first quote that came to my mind was that of Ms. Hilary Clinton, she said that "Women are the largest untapped reservoir of talents in the world." The second quote that came to my mind as I was thinking was the one by Alice Walker, she said that "The most common way people give up their power is by thinking they do not have any."– You cannot make change if you think you are in a vulnerable position. The last point came to my mind was that of Melinda Gates, that "A woman with a voice is by definition is a strong woman, but the search to find that voice can be dramatically difficult."

I will start with the first one because I see the link between that women are the largest untapped reservoir of talents, in this case agribusiness. The second is, when you think you do not have power, you are actually giving up that power, it is about finding our voices.

I think Mr. Bwalya and Dr. Takavarasha have mentioned the policy environment we have last year and this year from global development decisions on international development cooperation. We have also development initiative within the African space, in terms of how the continent sees itself in the next 30 years, particularly in the sphere of agriculture, the Malabo decision that defines what Africa should look like in the next 25 years.

I really do not want to go in details what SDGs are and what the agenda 2063 is about? But to quickly say that, SDGs are sustainable development goals that international community has come together and agreed up on that this is supposed to guide sustainable development cooperation in the next 30 years. The important point is that the outcomes of these international decisions will have impacts in the lives of all of us, so the development cooperation between our member state, the support by development partners to civil society, private sectors and all cooperation and financing will be guided by such framework. It is important that we do take note of and use them as leverage in pushing ourselves and our governments to do better to make women more active in economic space and recognized actors in the economic space as well as in all-inclusive entrepreneurial development. In terms of SDG we have:

Goal 1. Which is to end poverty in all its forms everywhere?

Goal 2. Which is to end hunger, achieve food security and improved nutrition, and promote sustainable agriculture?

Goal 5. Achieve gender equality and empower all women and girls

Goal 8. Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

Goal 9. Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation

Women play significant role in our economic development. Despite the challenges women faces women produces 80 percent of food on the African continent that feeds households. If we (women) have more access to credits and inputs and service imagine that how much more can be produced.

Coming back to the issue of various international frameworks, it is fine to have documents, but they are important if they deliver changes. We have Agenda 2063 very progressive looking and seek to empower women but should not only remain on paper and we have also Malabo declarations beautiful and even with target to push the member states, civil society and development partners to reflect on how these support can be made to show the carrot and stick to measure and report to show that something is happening. We need to take action and take control of the situation.

I was in Milan for the meeting with development partner on women empowerment issues, one of the gentle man in hall said that “you women are always complain, do talk to the boss in your house so that he will put the right policy in his office that will help to empower women” He said it jokingly but when you think about it you might think of three things I mentioned earlier, equality, leadership and taking control of your own destiny. When we say take of control your destiny, it is

about the need to show that SDGs goals of ending hunger and poverty is not going to happen if women are continue to be excluded, exploited and marginalized from business opportunities, so issues about finance, inputs and organizing women have to be addressed. If they are not addressed forget about meeting SDGs goals or agenda 2063. The question is what role should we play? How do we get to address them, because we have been talking about the empowerment issue since Beijing, for the last twenty years? There are some progresses made but we are still facing the same problems. In this conversation the question is how do we take leadership as women? How we can use the power that we have? As the saying goes “most people give up their power by thinking they do not have power.”

The one key point that I want to pass through this talk is that you have power! Women have power! If you are feeding 80% of the continent that is a significant power that you can unleash. Despite all these problems women in rural areas continue to feed all of us. These challenges have made them build their resilience capacity to persevere and continue to cope with challenges. But we want to go just beyond coping. Women have to be supported to meet their full potential. We want to go beyond subsistence farming and just small business by rural side. We want to transformer the small activities into small and medium sizes enterprises.

I am saying let us control of the power and let us participate in the political processes. If my statistics are correct, 51 % of voters are female. That is a strong voice. I think it is time we use it. We need to use this to tell our policy makers and technicians this is what we want. We must use our power to tell our elected officials in the decision making process that this is what is going to make change the continent , when we talk about agricultural transformation and transformation of African continent it is not going to happen without fully empowering women. In our conversation we are having today about agribusiness, we need to talk about how can women have easier access to finance and supported along the value chain. Give them the capital and technical assistance that they use to grow their businesses. Give them the appropriate technologies to do the transformation of the natural products that they are harvesting. If they secure finance, investment and right policies we can increase income and all of that will bring social cohesion.

It is critically important that we take responsibility to engage our policy makers at community, municipality, country and continental levels to challenge them to support us.

The second point I would like talk about is that of leadership within you and within us as women groups and women associations. It is important that as women group and association working together is what is impacting us. The world is moving from knowledge economy to relational economy. This is basically about who do you know, who do you interact and works with? The importance of searching a forum as this one is becoming more and more relevant in how the world is going to operate. Women in agribusiness, we are still small businesses, are competing with big commercial firms. You can make maximum impact in the market by organizing yourself and working in groups. If you have a strong organization as women group, it is easier for you to become strong force and speak in one voice and push those politicians to take policy decisions appropriate for you to grow your business. It will also be easier for you to get training as organized group. For a tactical reason, it is difficult to call each and every group to attend a course. It is a lot easier to deliver training on a particular subject perhaps developing a business plan, how you structure your



organization and manage it, deal with governance related issues and how your organization function. So it is important you organize, and then we have strong women organization that act as a unit force.

Lastly, I would like to make a point here, we need to go for action, and we have the call for action that we made last year. It is still relevant and we do not need to draw new one but implement those call for action.

We need to be practical in our approach addressing these issues of women in agribusiness. It is important we continue to create platforms and opportunities at communities, country and continental levels in which women can come together and share their experience, both the positive ones and as well as their challenges.

I think we need to abandon the assumption that someone sitting in ministry of women affairs, agriculture or NEPAD is thinking for you.

I want to say again that women I see here are not vulnerable; you are all knowledgeable and have a lot more to share about and a lot you know. So we need that space so you can speak on the challenge you face and also the best that work so that those on the sidelines can take off and we can be informed to support your endeavor. The policy makers in the ministry can hear from you and see how they can better support you. So in terms, of concrete actions ensuring that we have inclusive support to women in enterprise. We are sharing, one of the key message is that we would like to see that we continue to have this event that promote exchange and event that support mainstreaming of younger women participate in agribusiness. We need tools that can help you to do things that that you are doing better. When FAO or NEPAD develop these tools we have to make accessible to you and they have to be user friendly. We have to be able to study the market. The key Malabo decision is promoting inter-regional trade.

In this continent we have 40% of post-harvest loss of all the plant we grow because we do not have appropriate infrastructure that can support storage and processing. What is actually very sad is we are importing about 40 billion bulk of food every year. So if we do the calculation there is a market for food stock if we can store and process it, instead we have a wastage because we do not have the infrastructure to transform or scale up the business that you all are doing so we can reach out the wider market. This is absolutely wrong; this is something we really need to think about as a continent, we need to change these. In a period you have a lot of unemployment and poverty, it is just unacceptable we lost such huge amount of harvest..

We need to use these opportunities for business to grow so that we can employ our young people who are out of jobs and continue attain food security and prosperity for family. We need to do research that can enable women grow their businesses.

There is one thing close to my heart that I have to end my speech with, it is about providing training for women. I am not talking of university or tertiary level education, I am talking about vocational training, we need to revive our institutions in our countries so that they produces more tools that

allow women like you to have a day or two training on some aspects related to your business and to your work that can empower you to further grow your business.

I will end by saying –I see a lot of potential in all of you, but use your voice to call for a change and take a leadership role in your hands to make that change because I think when challenges put on the table from a force that is represented by women, the politician will listen so that they will be doing what is politically correct, economically right and important to bring social cohesion to our economy.

Thank you.

**e) Opening address: By Mr Cyril Xaba –MEC for Department of Agriculture and Rural Development , KZN**

**Program Director, Minister in the Presidency Responsible for Women, Honourable, Ms Susan Shabangu,**  
**The African Union Commissioner for Rural Economy and Agriculture, Madame Rhoda Peace Tumusiime,**  
**The Representative from the Norwegian Agency for Development Cooperation, Ms Bodi Maal,**  
**NEPAD Director, Ms Estherine Fotabong,**  
**Chairperson of the Agribusiness Development Board (ADA), Dr Martha Mbatha,**  
**The Acting CEO of ADA Ms Phumla Vilakazi,**  
**All Distinguished guests,**

**Ladies and Gentlemen**

Let me add my own welcome to our province. We are known for beautiful beaches, mountains, Game Park and for being a cultural melting pot of African, Indian and European-influenced cultures.

Kwazulu-Natal has a beautiful landscape dotted with rolling hills and vast open space. Yet as government representatives who traverse the length and breathe of this province, we know that hidden on this artist's canvas are deep pockets of poverty. The provincial government has recognized Agriculture as a key game-changer of this scenario. As such we have come up with a strategy for Agrarian transformation. The strategy which is aligned with the National Development plan and the Provincial Growth plan, is aimed directly at growing the rural economy. In other words making those hills and dales thriving hubs of farming operations and agribusiness enterprise.

At the heart of the strategy for Agrarian transformation is the development of the small-scale farmer and unleashing their economic potential. If the statistics are examined more closely, it actually means unleashing the potential of women in agriculture. According to the last census, KwaZulu-Natal has the highest percentage of subsistence farmers in the country. Research done by the President's office revealed that 61% of these subsistence farmers are women.

A study commissioned by KwaZulu-Natal Premier, Mr Senzo Mchunu, as part of his Poverty Eradication Master Plan found that 28 Percent of all KwaZulu-Natal citizens live in extreme poverty and a further 29percent live in absolute poverty. The study found that KwaZulu-Natal has the highest gender based poverty incidence. In other words women are the face of poverty in this province. Given this background, Ladies and gentlemen, I can assure you that the

Development of women in agriculture is a key objective as we implement our Strategy for Agrarian Transformation.

The Provincial Government is grateful that you are holding this second conference on women in Agribusiness in KwaZulu-Natal. We are particularly pleased that this event has been organized in

collaboration with the Agribusiness Development Agency (ADA), which is an entity of the KZN Department of Agriculture and Rural Development.

To be able to transform agriculture in this province, we have re-structured our operations. The Department of Agriculture and Rural Development, concentrates on primary agriculture, while our Rural Development arm, among its many tasks, is involved in the implementation of airparks in the different district. ADA's brief is to focus totally on agribusiness. You will hear more about the work in the course of the conference, but some plans going forward is to establish a women's desk. ADA is also playing a leading role in developing young farmers. The Agency has been running a very successful program where young women and men from land reform farms are being sent to Denmark to train in modern livestock farming, running commercial farming enterprises and learning farming entrepreneurial skills.

This project is proving a huge success and it is hearting to meet these young people on their return and hear how they can now see the business potential and opportunities available in agriculture. These young people and students at our agricultural colleges are becoming real ambassadors for agriculture. Our plan going forward is to grow the numbers of our young farmers, especially our women farmers.

The Department of Agriculture, Forestry and Fisheries Female Entrepreneur Awards, is proving hugely successful. This year the

Provincial winner for Exporter of the year was a woman who developed as result of taking advantage of the support and training offered by Government.

Busi Lubanyane is currently exporting macadamia nuts to the United States, Europe and the Far East. She started off in 2008 at the bottom of the Female Entrepreneur Programme where she entered the small-holder category for tomato farming. She won in her category and invested her R75 000 prize money in her farm. Ms Lubanyan was assisted by the Department and the Agribusiness Development Agency (ADA) by being provided with intensive training through the Perishable Product Export Board Council. She also underwent training in financial management, agribusiness and marketing matters. This training allowed her to move into the commercial sector. In 2010 she entered the Female Entrepreneur Awards in the commercial category and came second. Once again this enterprising women farmer invested her prize money into her farm, this time to grow macadamia nuts. ADA assisted with infrastructure and today Ms Lubanyane is the first black women farmer from KwaZulu-Natal to supply macadamias for the export market.

In September the KZN Provincial Government started the process of launching another aspect of its strategy to transform agriculture in the province. The project is known as the communal estate pillar of our strategy. The aim is to develop smallholder farmers on communal estates, through support of cooperatives, so that they can become sustainable and commercially viable operations. Communal estates are established through communities clustering their small pieces of land into a minimum of 50 hectares up to 200 hectares so that they can plant large fields of crop that can be sold on the commercial markets

As government we are well aware that to help our farmers on communal land to compete in the commercial world, our support will have to extend to building infrastructure and ensuring access to markets. In this regard support for primary agricultural activity is accompanied by the provision of silos, maize mills or perhaps abattoirs in a particular district. Just over a week ago we launched the communal estate program in the Zululand District where the Maphophoma Maize Mill built by ADA was also officially opened. The Mill offers the farmers the opportunity to process their own maize and control their own production. We want to develop more Busi Lubayane's and create more jobs. More importantly our landscape must not be blemished by the scars of poverty. There must be no difference when driving past a commercial farm and when driving past farms on communal land.

Although at present the current drought is taking its toll on all farmland in the province. The province is grateful that National Government heeded its application to be declared a drought disaster area. The Department is finalizing details with National government to roll out its drought relief scheme for farmers in the province. This will be the form of a drought subsidy which will be administered on a sliding scale with poorer farmers getting more assistance than more commercially successful farmers.

The drought is a reminder that climate change has become a reality of life in South Africa and that farmers and those in the field of agribusiness have to learn to adapt and to find ways to mitigate against these adverse weather conditions.

This brings me to my conclusion and I want to thank Nepad, who in partnership with the South African Weather Service ran a course for KZN subsistence farmers on agro-meteorology. Many of these small scale farmers had little formal education but enthusiastically

Engaged with the science that looked at the effects of weather and atmospheric conditions on agriculture. They spoke easily on issues of climate change and how to adapt farming methods to the changing weather patterns. This brought home to me the fact that many of our subsistence farmers, here in KwaZulu-Natal and indeed in the rest of Africa are hungry for the technical knowledge to learn the science and business of agriculture. This conference on women in agribusiness will go a long way in addressing that need. I wish you the very best for a fruitful and successful conference.

I thank you

### ANNEX 3: List of Participants

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