

Productive Strategies for Poor Households to Participate Successfully in Global Economic Processes

First draft Country Report for Senegal to the IDRC

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1 INTRODUCTION

Objective

The overall objective of the study is to prepare an agenda of priority research for the IDRC Rural Poverty and Environment Programme Initiative (RPE) within the theme “productive strategies for poor households to participate successfully in the global economic process”. The RPE’s mission is to contribute to the development of networks, partnerships and communities of practices, in order to strengthen institutions, policies and practices that enhance the food, water and income security of the poor, including those living in fragile or degraded uplands and coastal ecosystems.

Short description of the methodology;

The methodological process used to carry out this study combined a set of 4 complementary phases:

- 1 An inception phase aimed at refining the conceptual framework of the study, defining the research scope, carrying out a literature review and drafting an inception report to inform the following phases
- 2 Six regional scans carried through desk reviews to have an overview of socio-economic development issues of relevance of the study and to identify relevant themes that can potentially feed into regional research agendas. Identification of current research and potential partner institutions was also part of the regional scans.
- 3 Country level investigations carried in the pilot countries selected in each one of the six sub-regions. Country case studies were based on participatory stakeholders’ analysis with the aim of validating the regional scans reviews. An important component of the country case studies was to make an assessment of the relevance of the research themes and if necessary to propose new themes.
- 4 Consolidation and dissemination of the regional scans and country cases studies.

The expected results are:

- inception report
- regional scans
- country reports
- country workshops
- general report with strategic research themes
- calls for research proposals based on the themes identified

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Objectives of this particular document

This report combines the result of a regional scan focusing on the Sahel belt of West Africa and a more in-depth country study focusing on Senegal. The regional scan focused on the Sahelian belt of West Africa comprising Burkina Faso, Mali, Mauritania and Senegal. Mainly based on secondary data review, it was carried out to overview the socioeconomic development issues in the region relating to the adaptive capacities of the poor rural households to the global economic process, and to the mechanisms by which the enabling environment can support the participation of the rural poor. Other areas of focus of the regional scan include an overview of the current and likely future relevant research activities, the potential partners including financiers for this future work and finally the identification of a list of relevant research themes that might feed into the regional agenda.

The Senegal country case study, on the other hand was undertaken to validate the regional scan finding with a particular focus on the identification of policies, processes and institutions able to expand the potential benefits of participation to the rural poor. In the agenda of the country case study was also the assessment of the relevance of the thematic research identified during the regional scan through a large consultation with key stakeholders. Unlike the regional scan, the country case study included interviews with key informants including representatives of farmers organizations, policy makers, elected members of parliaments and local governments, NGOs, international organizations, traders, researchers and extension agents. Another important component of the country case, is the organization of national workshop aimed at sharing the preliminary findings with key stakeholders, assess their relevance with regional scan and national context, add new ideas and insights to improve the report.

2. VALIDATION OF KEY FINDINGS FROM THE REGIONAL SCAN (GUIDELINE <8 PAGES)

2.1. HOW CAN POOR RURAL HOUSEHOLDS ADAPT THEIR LIVELIHOOD STRATEGIES TO BENEFIT FROM PARTICIPATION WITH GLOBAL ECONOMIC PROCESSES

2.1.1. Understanding the context

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narratives
<p><u>Who are the poor?</u></p> <ol style="list-style-type: none"> 1. Small farmers living in subsistence farming. 2. Pastoralists with only small ruminants especially (less than 3 units) 3. Pastoralists who, found themselves as seasonal guards of small herds 4. The agro-pastoralists not having either sufficient products of cattle to sell, or sufficient not yet productive lands 5. Women-head of households. 6. The large families (10 people and more) having too many infants 7. Individuals - generally pregnant and nursing women and children of less than 5 years, 	<p>Overall, typology is considered to be relevant. However:</p> <ul style="list-style-type: none"> ▪ Need to include geographical difference (Kolda and Kedougou districts have highest level of poverty) ▪ include peri-urban poor in the vicinity of Dakar, Touba (highest urban population growth: 4,5 to 6%). ▪ Poverty not equality distributed even within poor community: inter-generational, gender and social status differences exist. ▪ New trend: poverty “massification” in peri-urban cities 	<ul style="list-style-type: none"> ▪ Some areas like Kolda and Kedougou where poverty is highest like are not the poorest in natural resources: they have good rainfall, ecological diversity, low population density, fertile lands. Therefore ill-defined policy orientations and low economic diversification appear to be major constraining factors. ▪ The persistence of poverty is partly due to the fact that the primary sector which accounts for 72 to 88% of the poor contributes only for 19% of national wealth, while the tertiary sector contributes for 51% of national wealth with only 	<p>As in other Sahelian countries the incidence of poverty is high in Senegal (people living below poverty line of 2400 cal/day from 57,9% in 1994 to 53, 9% in 2001 while the 2001 survey on perception gives 65%). Poverty is more striking in rural areas: between 72 et 88% against 44 and 59% in urban areas (DSRP, 2002). Main rural poor are: Small farmers living in subsistence farming, Pastoralists with very few small ruminants, pastoralists who lost all their animals, agro-pastoralists not having either sufficient products of cattle to sell, or sufficient not yet productive lands, women-head of households, large families (10 people and more) having too many infants,</p>

<p>physiologically fragile</p>		<p>14,3% (Bosco Ki, 2005) of the poor. Therefore the primary sector should be the driver of any policy aimed at reducing poverty.</p>	<p>pregnant or nursing women and children physiologically fragile; peri-urban dwellers living in land insecurity :</p>
<p>Degree of rural and their influence on participation</p>	<ul style="list-style-type: none"> ▪ Rural sector employs 60% of Senegalese population ▪ Degree of rural is important because participation in economic processes is influenced by infrastructure base, access to education, to markets and to information and most remote rural areas tend to have weakest access to infrastructure and markets. 	<p>For example Kolda which has the lowest accessibility index (0-50 against a maximum of 400-500) to the 5 most important social sector (education, water, health, road, market) has the weakest links to national and international markets</p>	<p>The degree of rural influence the choice of participation strategy. It has been observed that:</p> <ul style="list-style-type: none"> ▪ most “rural” areas in Senegal tend to have weak access to infrastructure, education and health, information and markets. ▪ Infrastructure critical because of uneven population distribution (areas of production remote from main consumption centres: 80% of population concentrated in 20-30% of the territory) ▪ In these circumstances the participation of poor households tend to be low with a strong role played by middlemen who grasp the largest share of revenues.
<p><u>Extent of current participation: barriers, trends and future prospects</u></p> <ul style="list-style-type: none"> ▪ Indeed, the poor populations are adversely integrated into the global markets. ▪ through the trade of their 	<p>Besides the issues raised in the regional scan, some additional barriers were raised, they include:</p> <ul style="list-style-type: none"> ▪ market and power concentration ▪ Weak negotiation power 	<ul style="list-style-type: none"> ▪ In Senegal participation of poor households is considered to be weak. ▪ Feeling that the negative impact is more important than the positive ones. 	<p>The participation of poor households in global process is still weak. Main barriers include:</p> <ul style="list-style-type: none"> ▪ Power concentration at global level and more and more at domestic level.

<p>agricultural products</p> <ul style="list-style-type: none"> ▪ through their consumption models, which are more and more based on values and habits alien to local culture 	<ul style="list-style-type: none"> ▪ Unfair trade rules ▪ Small scale production 	<ul style="list-style-type: none"> ▪ Since 2000, Common External Tariff (CET) considered as one of the principal cause of import surge (poultry, dairy product, refined oil, etc.). For example, between 1999 and 2002, import of poultry products increased from 2117 tons to 16600 tons that is more than 780%!!! Causing the closing down of 70% of peri-urban poultry small businesses. ▪ Also because of dumping of refined vegetable oil government only able to buy at guaranteed price, less than 30% of this year's groundnut production. 	<ul style="list-style-type: none"> ▪ Weak negotiation power of poor farmers ▪ Unfair trade policies (subsidies) affecting cotton, livestock, groundnut and some vegetable like onion Small scale of rural production <p>current trends include:</p> <ul style="list-style-type: none"> ▪ Producers' organisation joining together trough international coalitions to have a stronger influence on international agenda. ROPPA is therefore gaining stronger regional and international power and experience. ▪ Agriculture is not anymore the main income generating sector in many rural areas where new activities are promoted to face vulnerability. In northern and the old groundnut basin (Louga, Diourbel, Kaolack region, and Thies) migration is the main income generating activity ▪ Cereals have become cash crops; reflecting a new strategy to reduce risk and vulnerability associated with strong dependence on cash crops where prices are very volatile.
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<p><u>Perception of the poor on successful participation in global economic processes</u></p>	<p>New issues raised include:</p> <ul style="list-style-type: none"> ▪ The need for poor households' to voice their needs, to have access to appropriate technologies and information, and to have the necessary organisational capacity 	<p>Many initiatives are being taken by the producers organisations at regional and international levels:</p> <ul style="list-style-type: none"> ▪ At international levels there is a coalition of farmers and producers organisations under the leadership of Via Campesina and in January 2006, they have been keys players of the World Social Forum held in Mali ▪ At regional level, cotton producers have linked up with governments to build a lobby group and have been successful 	<p>Successful participation means</p> <ul style="list-style-type: none"> ▪ Participating in policy formulation at national and regional level to define priorities according to needs and constraints faced by poor rural households. ▪ Having access to the necessary technology to produce goods that meet international market requirement ▪ Having the organisational capacity and the negotiation power to engage in international

		in bringing the West Africa cotton issue in the international agenda	<p>transactions</p> <ul style="list-style-type: none"> To have access to timely and relevant market information and being able to decide what to produce
<p><u>What assets do poor have access to</u></p> <ul style="list-style-type: none"> <u>Land</u> <u>Family labour</u> <u>Small equipment</u> <u>Credit</u> 	<ul style="list-style-type: none"> In Senegal, migrants (seasonal or long term) constitute another asset to be differentiated from family labour. Also, though not conventional, the community has also been referred to as another important asset, because in period of crisis the community is seen as an important resource that the households can tap into. 	<p>Many farmers think that access to financial assets (credit) has been made difficult since 1984 when the New Agricultural Policy (NAP) was adopted as an instrument for the implementation state disengagement:</p> <p>Alternative financing systems through micro-finance and traditional lending mechanisms have been set up, but are not able to meet all the financing needs or rural households.</p>	<p>The main assets of poor households include:</p> <ul style="list-style-type: none"> Land Family labour which is considered by poor household as the driving factor as access to the others (credit, equipment, land) often problematic for the poor. Migrants Small equipment Credit <p>Community (social capital)</p>
<p><u>Importance of NFRE</u></p> <ul style="list-style-type: none"> <u>Tourism</u> <u>Services</u> <u>Migration</u> <u>Craft industry</u> 	<p>Besides migration, the other NFRE are still weak in most rural areas in Senegal. Recent periods have seen the development of services mainly those linked with telecommunications (telephone centres) which are closely linked to migration because they allow migrants to keep in close links with families in home country.</p>	<ul style="list-style-type: none"> Given the combination of weak national policies, ecological and international market constraints, NFRE will increase in the future. Tourism is important in Senegal: 4% of GDP; 12,000 workers and export earning equivalent of 60% fishing exports. Migration: it accounts for up to 52% in households revenues in the peanut basin and 39% in the River Valley 	<p>In Senegal, main NFRE include:</p> <ul style="list-style-type: none"> Migration Services (telecommunications) Craft industry in rural areas for the transformation of wild products. Regaining impetus because of difficulty in accessing credit to acquire equipment Petty trading Tourism-related activities in the coastal areas: employment,

		<ul style="list-style-type: none"> ▪ Craft industry also very developed with an estimated 76,000 units 	<ul style="list-style-type: none"> ▪ markets for agricultural products. ▪ Eco-tourism also developing around parks and in Casamance

2.1.2 Distributional issues

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narrative
<u>Factors that influence the distribution of benefits and costs at micro-level</u>	<ul style="list-style-type: none"> ▪ Social values and norms. ▪ Education and access to critical information <p>Increased participation can lead to a more equitable resource allocation between members of the households. For example in many parts in Senegal it has been observed that where women were empowered (through training, the provision of income generating activities, sensitisation, etc.) their access to key resources such as land has improved.</p>	<p>Women and the children are particularly vulnerable. For example in many poor households children tend to be used as labour for farming and more and more as beggars in urban cities, without any compensation while missing opportunities to go to school.</p>	<ul style="list-style-type: none"> ▪ Social norms (power), level of access to education and information, level of connectivity with the outside world are critical factors ▪ Vulnerable groups such as women and the children tend to benefit less. ▪ The head of household (more often adult male) manage the household assets and decides on their allocation. He is also the main contact with the outside world (government, NGOs etc.).
<u>Environmental sustainability and productive strategies</u> <p>The work carried out in Senegal, Mali, Burkina Faso and Niger to</p>	<p>In Senegal, experiences include:</p> <ul style="list-style-type: none"> ▪ Sustainable agriculture practices with the support of NGOs and NRM projects: AGRECOL, 	<p>Environmental sustainability is now in the forefront of the farmers' organisations agenda in Senegal. This is illustrated by the fact that</p>	<ul style="list-style-type: none"> ▪ There is a high level of awareness both at central and local levels regarding environmental issues.

<p>study the transformation of west African agriculture (Reij, et al (pers. Com), Toulmin and Gueye, 2003, Touré, 2005 and Ouedraogo, 2004) challenges the idea that livelihoods strategies developed by the rural poor are environmentally unsustainable. Family farms are multifunctional systems which combines social, cultural, economic and technical objectives; the latter dealing mainly with the sustainable use of natural resources. <u>Example: Indigeneous soil and conservation in Burkina Faso which led: increased productivity by 50%, reduction of migration, reduced poverty by 50%, investment in small animals,</u></p>	<p>GREEN Senegal, Enda TM,</p> <ul style="list-style-type: none"> ▪ Promotion of local practices through local conventions in the groundnut basin: Projet Bassin Arachidier, Projet Agroforestier, IED Afrique ▪ The environmental protection of the Niayes ▪ In the peri-urban area of Dakar , pressure on land has given birth to intensification based on the use of organic fertilizers made from manure and urban waste, and the adoption of new varieties. 	<p>over the last 10 years, there is a strong movement involving NGOs, farmers, governments and elected people for the promotion of local conventions. Moreover, there are many initiatives aimed at linking local practices and global conventions (on Desertification, ecological biodiversity and climate change).</p>	<ul style="list-style-type: none"> ▪ This is translated into the adoption of NRM policies emphasising participatory processes, with poverty-focus ▪ At local level, livelihoods strategies include: the exploration of farming techniques that rely less on external inputs, the setting up at community level of institutions and rules for a sustainable use of the local natural resources. ▪ In peri-urban areas farming practices tend to be more intensive with the adoption of new technologies (organic fertilizers, adoption of new varieties) that allow a sustainable use of local natural resources.
<p><u>Impact of shocks and stresses on productive strategies of the poor</u></p>	<p>Factors of vulnerability include: land insecurity, lack of labour capacity, drought and natural hazards. In the pastoral areas a major source of vulnerability is pasture fire</p>	<p>In Senegal groups exposed to shocks and stresses include: landless peri-urban dwellers, households headed by old people without any support, pastoralists.</p>	<ul style="list-style-type: none"> ▪ Strategies tend be short term, survival being the priority ▪ Investment in small animals to avoid selling critical assets (lands, households equipment) ▪ Seasonal migration as common strategy

2.1.3; Constraints to participation

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p><u>Institutional and other factors preventing poor benefiting</u></p> <ul style="list-style-type: none"> ▪ Customary tenure regimes ▪ Poor access to information ▪ market concentration, ▪ Weak negotiation power and weak links to export markets. 	<p>Factors identified in regional scan seen as relevant. Additional factors</p> <ul style="list-style-type: none"> ▪ Low access to education for girls in rural areas ▪ Top-down policy formulation process ▪ Lack of policies specifically targeting rural women’s needs: credit, lands (many rural programmes tends to take the household as a homogeneous unit) ▪ Also existing credit programmes do not take into account the diversity of needs and tend to focus on agriculture-related activities only. 	<ul style="list-style-type: none"> ▪ Customary tenure regimes predominant ▪ Women still facing difficulties in accessing productive land, mainly because of existing social structures and norms, despite the fact that in the Senegalese legislation, access to land for women is a constitutional right. ▪ Until recently the land legislation did not recognise mobility as a sustainable NR practice. 	<p>The main factor preventing poor households from participating include:</p> <ul style="list-style-type: none"> ▪ Lack of sound policies (land, credit) that specifically target the poor groups. This has been one of the criticism against the Senegal PRSP ▪ Inequitable customary tenure regimes ▪ Weak negotiation power and linkages with export markets ▪ The low level of education which increases the difficulty for accessing critical information ▪ Social norms and values which limit women’s participation in the decision making process
<p><u>Sequencing issues</u></p>	<p>From discussions with key stakeholders, it appears that choice of market no often guided by deliberate sequencing consideration. Markets tend to be “specialised”: food crops for domestic markets, cash crops with both domestic and international</p>	<p>For example: for groundnut: oil mainly for export, and for domestic market, other uses: flour, butter, roasted, etc.</p> <p>Cotton: export is priority market (less than 5% processed in region)</p> <p>Vegetables: unless engaged in</p>	<ul style="list-style-type: none"> ▪ Market targeting depend mainly on the type of crops: ▪ Cotton and groundnut target primarily the export market ▪ Food crops target the local and domestic markets

	markets segments but differentiated according to quality and type of uses	contract farming, poor farmers target local and domestic markets.	<ul style="list-style-type: none"> ▪ Fruit and vegetable show some level of sequencing but priority to domestic markets.
<u>Access of poor to global value chains</u>	<p>In Senegal, stakeholders think that constraints include:</p> <ul style="list-style-type: none"> ▪ Weak processing capacity: for example less than 5% of West African cotton processed in the region ▪ Tariff escalation as key constraint for Senegalese farmers to enter export markets. ▪ Regulations on quality standards ▪ Market concentration. ▪ lack of capacity lead most poor household enter contract farming and to rely on middlemen 	<p>For example, despite being eligible to the AGOA initiative, Senegal has not been able to benefit from it as local producers and exporters cannot meet the tough quality standard for primary or processed products for export.</p> <p>Some farmers organisations anticipating these difficulties: for example UGPM is training some of their members in quality certification techniques, a programme developed by AGRECOL, an NGO working on organic and bio-agriculture</p>	<p>Improving access to GVCs</p> <ul style="list-style-type: none"> ▪ Increase processing and packaging technology ▪ Improve quality standards ▪ Explore the organic product market where Senegal has some comparative advantage (fruit, vegetables, meat)
<u>Role of middlemen</u>	The same applies to Senegal.	Many stakeholders think that most poor rural households in Senegal interact with global market through intermediaries: exporters (fruit, vegetable), the state (main cash crops such as groundnut and cotton) , importers (foodstuff and inputs), NGOs such as OXFAM (information, advocacy).	Interaction of poor households with global economy is weak and work mainly through intermediaries: private middlemen, the state. Different reasons for this: subsistence agriculture is predominant, public marketing boards still functioning for main cash crops (cotton and groundnut), therefore government mediating. Regarding main high value crops, small farmers relying mainly on exporters through contract farming.
Interaction of poor households with the global economy is very weak in the Sahelian region and happen mainly through the state, middlemen including domestic private sector			

<p><u>Trigger for adoption of new technology</u></p> <p>Triggers vary from one context to another. They can be:</p> <ul style="list-style-type: none"> ▪ Education ▪ Migration ▪ Research and extension ▪ Farmer to farmer exchange ▪ Farmer innovations ▪ Information and Communication Technology ▪ Markets 	<p>Stakeholders think that these triggers and barriers are all relevant to the Senegalese context</p>	<ul style="list-style-type: none"> ▪ education and technical training is seen as critical for high value vegetable and fruit products for export (need to have adapted varieties, capacity to meet European market requirement). ▪ in Senegal, urban markets have been a strong trigger for agricultural intensification technology in peri-urban where the combined effect of population pressure and low land availability stimulate innovation. 	<p>Depending on contexts, triggers may be: education; migration; research and extension; farmer to farmer exchange; farmer innovations; information and Communication Technology</p> <p>The main barriers are:</p> <ul style="list-style-type: none"> ▪ Cost of technology ▪ Lack of market opportunities ▪ Complexity of technology ▪ Low education level ▪ Inefficient extension service ▪ Reliance on external inputs
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2.1.4: households' livelihoods strategies

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p>Use of innate knowledge and skills to participate in global economic processes</p>	<p>In Senegal, actual examples include:</p> <ul style="list-style-type: none"> ▪ Use of migrants networks in Europe to channel information and products to European markets ▪ Through their farmers organisations build strategic alliances with northern lobbyist organisations 	<p>Women's groups are very active in promoting processing and storage food technologies to target both domestic and international markets (for example, a fast growing export market targeting Senegalese migrants in Europe and the USA and focusing on the processing of local products: millet, sorghum, fish, wild products)</p>	<p>Actual examples include:</p> <ul style="list-style-type: none"> ▪ community-based, sustainable tourism in Senegal to offer alternative products based on cultural exchange ▪ Many example where migrants networks act as intermediaries to develop market opportunities (River Valley) ▪ Making most out of the

			comparative advantage in organic products (new niche markets for wild products developed by rural communities: baobab fruit, hibiscus)
<p><u>Strategies used by the poor household to engage in global economic processes</u></p> <ol style="list-style-type: none"> 1. Sustainable and productive agricultural practices: indigenous soil and water conservation in Burkina Faso and agricultural intensification in the peri-urban area of the Maradi District in Niger 2. Seasonal and international migration, a structural livelihood strategy 3. Development of micro-finance institutions. 4. Strengthening the organisational capacities of poor farmers to make their voice heard. 	<p>The strategies identified during the regional scan are also relevant for Senegal. Other additional strategies include:</p> <ul style="list-style-type: none"> ▪ Start first by building strong regional organisations with negotiation and proposition capacity to influence rural development policies ▪ Use the migrants networks in Europe to seek strategic partnership with local food chains engaged in fair trade ▪ Explore the extent to which sustainable tourism can be promoted in support of rural livelihoods. 	<ul style="list-style-type: none"> ▪ Microfinance: a fast growing sector in Senegal: more than 11 billions (CFA francs) credits in 2002. Important for women economic empowerment: they benefit 56% of total lending ▪ Migration also very important in Senegal: according to Tall, M (2005) the transfers of funds by senegalese migrant workers were estimated at 252 billion F CFA of 2003 according to statistics' of the West Africa Central Bank. They account for 7% of the GDP and 82% of the APD of Senegal, against 6% and 72% respectively in 2001 and the 1/4 of the budget of the State of Senegal. 	<p>Livelihoods strategies by which rural households can engage with global economic processes:</p> <ul style="list-style-type: none"> ▪ Exploring ways in which remittances from migration can be better channelled to finance rural activities . ▪ Building an international strategic alliance/coalition of producers organisations with a velar agenda for influencing major global policies (trade and food policies) ▪ Develop technology to add value on products through processing, packaging and meet international quality standard to enter EU markets. ▪ Institutionalise participatory policy analysis and engagement: citizens juries, budget tracking, public hearings, etc;

<p><u>What are key capabilities of rural poor</u></p>	<ul style="list-style-type: none"> ▪ Participatory policy analysis using approaches such as citizens juries, public hearings of policy makers, Participatory policy assessment, etc. ▪ Negotiation capacity including policy engagement with the State and international organisations. Strategies will include: lobbying and advocacy ▪ Technological capacity including improved production technology, processing and storage ▪ Networking at national, regional, and international levels to foster mutual learning and create a critical mass ▪ Market information collection and management taking into account both domestic and international markets 	<p>Senegalese farmers' organisations are amongst the strongest in West Africa and play a leading role within ROPPA, the regional PO umbrella. Over the last few years, they have been very active in developing advocacy and lobbying capacities to influence policies. They are now engaged in strategic alliances with international civil society organisations to influence trade policies at international levels.</p> <p>Regarding technologies, FONGS is supporting their members to set new household management schemes emphasising effective resource allocation (including the choice of the right crops to grow given existing domestic and international context) and budget management.</p>	<p>To participate effectively in global processes, poor households need technical, political and methodological capacities. These include: upgrading production technology to improve productivity, quality and competitiveness, negotiation and proposition capacity, policy analysis and influence, networking.</p> <p>Strategies for acquiring them include:</p> <ul style="list-style-type: none"> ▪ Link with government and international organisations to set up comprehensive programmes on poor rural households policy analysis and engagement capacity building ▪ Action plan by ROPPA at regional level on the same issue
<p><u>Engagement with local and regional markets</u></p>	<p>Yes.</p> <p>Differences:</p> <ul style="list-style-type: none"> ▪ Non tariff barrier such as standard and quality is less of constraint in domestic markets ▪ Market concentration is less constraining in domestic markets for food crops while for cash 	<p>Regional trade is still very low (around 13% in WAEMU) and Senegal accounting for around 15% of sub-regional trade. Problems that limit trade between Senegal and the other sahelian region are relating to infrastructure, lack of complementarities in rural economies</p>	<p>Many stakeholders support the idea that local and regional markets should be given priority given the difficulty of entering international markets. However institutional constraints (markets and infrastructures) limit intra-regional trade. Comparison between domestic</p>

	<p>crops price support still in place</p> <ul style="list-style-type: none"> Paradoxically because of lack of good infrastructures at regional level, product flow is easier with international market 	<p>(major crops produced in all countries) the size of the local market. Senegal has however some advantages that can potentially facilitate the integration in global processes: relatively close to and good linkages with Europe (from port and airport)</p>	<p>and international markets show that there are some differences : domestic markets facing less non tariff barriers and less concentration.</p>
<u>Links between different strategies</u>	<ul style="list-style-type: none"> The remittances from migration are used to acquire inputs and equipment migration contributes to technological and innovation mobility Micro-finance used as an alternative to fund consumption and productive needs Social capital is critical in times of crisis; in Senegal and other Sahelian countries solidarity remains a strong resort against vulnerability 	<p>These different strategies are in many cases combined in Senegalese rural households. Depending on the regions, the importance of these strategies and the type of combination can vary. For example in the Senegal River Valley remittances from migration is the main source of financing of rural activities.</p>	<ul style="list-style-type: none"> The remittances from migration are used to acquire inputs and equipment migration contributes to technological and innovation mobility Micro-finance used an alternative to fund consumption and productive needs Social capital is critical in times of crisis; in Senegal and other Sahelian countries solidarity remains a strong resort against vulnerability
<u>How and why do people migrate</u>	<ul style="list-style-type: none"> Earlier migration waves in the 1970s and 1980s were mainly caused by drought/desertification But the real or apparent relative well being of migrants has changed the perceptions: 	<p>The impact of migration varies depending on household structure. For example female headed households with no assets such as land and/or adult labour tend to structurally depend on migration related activities (begging is a</p>	<ul style="list-style-type: none"> different motivations behind the decision to migrate. According to the stakeholders, the most common reasons are distress, lack of employment opportunities. But today, the emphasis is now

	<p>migration is seen as a long term livelihood option (not just a solution to ad hoc crisis).</p> <ul style="list-style-type: none"> Other migration are linked with circumstantial (natural disaster) or structural distress (lack of assets such as land, labour or capital) 	<p>common example). In other households the impact, according to many stakeholders can be positive (investment in equipment, food security, payment of health and school fees) or negative (many people giving the example of adoption of new values by migrants)</p>	<p>laid on the potential that the substantial resources drawn from the migration offer in order to stimulate local development.</p> <ul style="list-style-type: none"> But change in migrants profile while in the 1970 and 1980 migrants were mainly from farming background, more people with good education background constitute the majority of new migrants

2.2. HOW CAN THE ENABLING ENVIRONMENT BE ENHANCED TO SUPPORT THE SUCCESSFUL PARTICIPATION OF THE RURAL POOR?

2.2.1. Overarching issues

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p><u>Political economy of policy</u></p> <p>1960-70s: State intervention and the implementation of large rural development programmes under the called Integrated Rural Development approach.</p> <p>1980-90s: Structural Adjustment</p>	<p>major policy measures that have had impact on poor livelihoods. These include</p> <ul style="list-style-type: none"> The New Agricultural Policy implemented in 1984 which inaugurated state disengagement from the rural sector. 	<ul style="list-style-type: none"> Regarding the Agro-Pastoral Law, most farmers express the that the explicit liberal orientation of the current government and their inclination towards attracting private investment lead to the poor household dispossessed of the principal asset; that is land. 	<ul style="list-style-type: none"> The low economic performance of the Sahelian region is mainly caused by ill-defined policies, particularly the SAPs which have led to a drastic reduction in public investment in the rural sector. This has also led to a decreasing role of agriculture in national GDP.(from 20% in the

² Bosco Ki, Jean (2005). Croissance économique, pauvreté et inégalité au Sénégal. Institut du Nord-Sud

<p>Programmes</p> <p>End of 1990-2000 The new post-reform era (MDGs and PRSPs) initiated in the early 2000 does not seem to have overcome rural poverty: lack of articulation between agricultural policy and the PRSP, weak targeting of the poorest group, weak government technical services to provide support.</p>	<ul style="list-style-type: none"> ▪ The launching, in 1995 of the Structural Adjustment Programme of the Agricultural Sector (PASA) which meant liberalisation of markets ▪ The launching, in 1998 of the Investment Programme for the Agricultural Sector (PISA) which inaugurated major shifts in the extension approach (from technology transfer to counselling) by giving farmers more power in the design of research and “extension” programmes. ▪ The Launching of PRSP in early 2000 ▪ And the adoption in 2004, by the National assembly of the Agro-Pastoral Orientation Law ▪ The National Programme on Rural Infrastructure launched in the early 2000 to address the issue of poor rural infrastructure ▪ Also in 2004, the launching of the Accelerated Growth Strategy (AGS) which focus public 	<ul style="list-style-type: none"> ▪ Moreover many farmers think the (re)distributive effect of most of the sector in the AGS is weak. According to Bosko Ki (2005)², a 1 % growth in primary sector in Senegal generates a 1,23 % reduction in poverty against 1,3 % for the secondary sector and 0,97 % for tertiary. Focusing on (re)distributive growth is important because there is sharp inequality in wealth redistribution (richest 20% ripping off 55% of wealth and 20% only 6% of wealth (Mellali and Gregoire, 2003)⁷ ▪ All farmers rightly argue that, to positively impact on rural poverty, public investment should target crop production where more than 90% of poor farmers are engaged. 	<p>1980s to 10% today in Senegal).</p> <ul style="list-style-type: none"> ▪ That is why, though, Senegal’s economy has experienced an average growth rate of 5% since the late 1990s, this performance is not sufficient to address the poverty challenge. According to recent estimates, at least a 7 to 8% annual growth is necessary to reverse the current poverty trends. The government wants to rely on it new AGS to reach that target and allow the country to meet MDG1 in 2015. ▪ Economic vulnerability due to high economic specialisation: fishing and groundnuts. ▪ Also worth mentioning, the process of reforming the current decentralisation code to (amongst other changes) reinforces the gender dimension of the decentralisation.
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⁷ Mellali Soraya et Luc. J. Grégoire (2003). Communication au forum sur les objectifs du Millénaire pour le Développement en Afrique de l’Ouest. Dakar, Sénégal du 28 au 26 Février 2003. PNUD

	investment in 5 main areas: tourism, fisheries, telecommunications, agro-industries, and textile.		
<u>Enabling environment and participation</u>	<p>Potential: Senegal</p> <ul style="list-style-type: none"> ▪ Geographical position: closest SSA port/airport to Europe and the US ▪ Comparative advantage in terms of export infrastructure within the Sahel ▪ Politically stable 	<p>Constraints:</p> <ul style="list-style-type: none"> ▪ Cost of factors very high: labour, electricity ▪ Economy not very diversified and export earning drivers (tourism, services, phosphates and fisheries: est. 50%) with smaller redistributive effects than agriculture ▪ Size of market very small ▪ Heavy dependence of agriculture on erratic rainfall and poor soils (50% of cultivated lands) ▪ The lack of a good credit policy has contributed in technology being obsolete and many poor farmers unable to renew their equipment or use fertilizers 	<p>Many stakeholders agree that whenever participation has been important, it is because the following conditions or factors were present:</p> <ul style="list-style-type: none"> ▪ Participatory and inclusive policy formulation process ▪ A good legislative framework that clearly supports the needs of the rural poor ▪ A good infrastructure base which allows an easy flows of products, their processing and storage ▪ A good information base to allow poor farmers or their organisations to access critical information on markets
<u>Evidence of market failures</u>	<p>Discussions with stakeholders in Senegal brought up new issues</p> <ul style="list-style-type: none"> ▪ Unfair competition ▪ Unequal access to market information ▪ Transaction costs 	<ul style="list-style-type: none"> ▪ Unfair trade practices has led the decrease of Senegal food self-sufficiency rate from 138% in 1960s to less than 79% in 1999, ▪ Transactions costs are also often very high and not reflected in 	<p>There are different types of markets failures: unfair competition, high transaction costs, inadequate market information system and the fact some positive externalities are not accounted for in price setting. They are closely interlinked, therefore</p>

<p>facilities),</p> <ul style="list-style-type: none"> ▪ lack of economies of scale, remoteness of markets and sharp fluctuations in supply add to marketing costs and reduce product competitiveness. 	<ul style="list-style-type: none"> ▪ Externalities ▪ Inefficient credit system 	<p>price of goods.</p> <ul style="list-style-type: none"> ▪ Regarding positive externalities, the multi-functionality of family farming, producing environmentally sensitive agricultural products but, not translated in prices paid to poor farmers. ▪ the cost of credit has become extremely high and does not allow small farmers to engage in long term investment. 	<p>strong policy measures are needed to lift them.</p>
<p><u>Global value chains and service providers to VCs</u></p> <ul style="list-style-type: none"> ▪ Government ▪ The domestic private sector ▪ The trans-national corporations 	<p>In Senegal too these are the main actors</p> <p>Main domestic agro-industrial private sector include:</p> <ul style="list-style-type: none"> ▪ vegetable and fruit growers, ▪ Processors and/or exporters. Their individual capacity is low but they are organised in cooperative forms. ▪ Farmers very concerned about the impact of the current privatization process of SONACOS, the public company 	<ul style="list-style-type: none"> ▪ This year a subsidy of 35 CFA f/kg (out of 150 CFA total price) was provided to groundnut producers but state only able to buy 1/3 of production at subsidised price. ▪ In the cotton sector, the French multinational DAGRIS is the major shareholder of SODEFITEX³ and is the major player linking cotton producers to global market ▪ cereals and livestock very poorly linked to global market ▪ Trans-national corporations play 	<p>The domestic agro-industrial domestic private sector and trans-national corporations (cotton and fruit and vegetables) are key actors in the global value chains.</p> <p>Government intervention is still strong for the key export crops such groundnuts and cotton but likely to diminish with the trends towards their privatisation(SONACOS⁴ under privatisation)</p>

³ Société de Développement des Fibres Textiles

⁴ Société Nationale de Commercialisation des Oléagineux au Sénégal

	in charge of the groundnut sector.	a key role in the high value crops sectors such as vegetables (mainly green beans), fruits and fisheries.	
<p><u>Supply side response to market demand</u></p> <p>Throughout the Sahel, thin input market is a reality.</p>	Senegal like the other Sahelian countries face the problem of thin input market supply.	<ul style="list-style-type: none"> ▪ It is only cash crops which still benefit adequate input supply ▪ In the vegetable sector, in the Niayes, input supply is part of the contract farming package ▪ Since the New Agricultural Policy was implemented, input demand has decreased to a level where there is no incentive for private sector (fertilizers consumption for example has gone down to 10% of what is was 30 yeas ago). Largest proportion of national fertilizer production goes to export market (Mali is main market in sub-region) 	Thin input market supply caused by: low market potential, depressed demand following state disengagement, low prices for cash and food crop which reduces incentive to invest, decreasing farmers revenues (between 1970 and the end of the 1990, rural producers revenues have fallen by almost 20%).
<p><u>Main barriers to the market for the poor</u></p> <ul style="list-style-type: none"> ▪ Infrastructure: road, processing and storage facilities. ▪ Low access to market information constitutes also another barrier for households in 	<ul style="list-style-type: none"> ▪ Regarding international market, new non tariff barriers such as health and quality standard, traceability are also stressed mainly by farmers producing vegetables and fruit in the Niayes. ▪ Lack of a good policy framework 	In the past, to address the issue of scale, cooperatives were set up to take in charge the marketing of products, but in most sahelian countries these cooperatives have been either dismantled or made inoperative since the early 1980s, with state disengagement. In	Institutional, social and physical factors all account in limiting access of the poor farmers to global markets. These factors are mutually reinforcing because many stakeholders pointed out, the lack of good infrastructure limits the production capacity of the rural

remote areas <ul style="list-style-type: none"> Social exclusion affects mainly women 	has also been pointed out by women and pastoralist groups on the ground that policies do not target specifically their needs.	Senegal, with the New Agricultural Policy, this was labelled “ <i>farmers responsabilisation</i> ”; meaning cooperatives taking over from the state.	poor..

2.2.2. Access to factor markets

Key findings from regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p><u>Successful models for provision of credit to rural poor</u></p> <p>In Senegal the USAID Programme on “strengthening the microfinance sector” helped increase MFI savings from 2 billion CFA to about 43 billion CFA and the number of loans made by MFIs each year, from 11,580 to 76,342 between 2001 and 2004 enables MFIs to offer credit and savings products to thousands more rural and urban entrepreneurs, particularly women.</p>	<ul style="list-style-type: none"> “Tontines” (traditional saving system) is very widespread amongst women’s groups in Senegal. But most stakeholders think that micro-finance does not provide a sustainable, long term response to the credit crisis, unless their major shortfalls are addressed: small amount, short term, high interest rate. 	<p>However, the UGPM is experimenting a system that try to address these shortfalls:</p> <ul style="list-style-type: none"> The association borrows from an international NGO and lends to its members Both investment and consumption credit provided Large amount to allow investment in equipment: draught animal, horse cart, etc. Interest keep at a reasonable level: 6% for investment credit Social control allows high pay-back rate (nearly 100%) 	<p>Since the mid 1980s, and the withdrawal of the state, access to financing by poor farmers has been problematic. To fill the vacuum, microfinance institutions (MFIs) have been developed and Senegal’s one is the most dynamic in west Africa. But MFI face some constraint relating to low scale, short term and high cost of credit.</p> <p>Some rural organisations are developing alternative systems to overcome these shortfalls.</p>

<p><u>Importance of land reform</u></p> <p>Land indeed constitutes the principal resource of the poor rural households..</p> <p>There are several problems that need to be tackled in order to secure the livelihoods of the poor households:</p> <ul style="list-style-type: none"> ▪ rapid growth of Sahelian towns is accompanied by heavy pressure on land. ▪ areas of high agricultural potential increasingly attract new agricultural entrepreneurs, known as “new actors” increasing competition. ▪ In areas used for herding, the moving of the boundaries of agricultural areas is leading an increase in conflicts 	<ul style="list-style-type: none"> ▪ Most stakeholders stress the fact that land is the main asset for the poor. Experience has shown that, it is difficult to escape the poverty trap once the poor loose their lands. ▪ A good land reform provides incentive for the poor to invest in technology and improve agricultural productivity ▪ A gender sensitive land reform reinforces women’s economic power and potential to participate in economic processes ▪ In pastoral areas, mobility can be sustained only if a good land legislation secures access to pasture and water points alongside transhumance corridor ▪ In high potential areas (Niayes, River Valley, peri-urban) a good land reform can also protect poor households from land dispossession by powerful lobby groups. 	<ul style="list-style-type: none"> ▪ Senegal in a process of drafting a new land reform. ▪ First draft withdrawn from the Agro-Pastoral Law, due to strong opposition by farmers organisations. ▪ Farmers concerns are relating to the risk that the current official rhetoric about agricultural modernisation leads to high value land being privatised. ▪ But general consensus on the need for a new reforms but sharp difference in views regarding content. 	<p>Land ins the main asset for poor household and land security for vulnerable groups, including women and pastoralists is a key condition to promote investment, economic power, and conflict prevention. However security does not necessary mean formal title. A good land reform should combines flexibility, context-specificity, anchorage in good local practices and values. Senegal is engaged in the formulation of a new land reform. Its chance of it being successful will depend on the extent to which key stakeholders have been involved. Unfortunately, most rural organisations feel excluded from the process which is mainly conducted by technical experts</p>
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2.2.3. Processes

Key findings from; regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p><u>Migration as a distress or accumulation strategy</u></p> <ul style="list-style-type: none"> ▪ Most of Sahelian countries are rather characterized by a high level of out-migration. ▪ Senegal has also in its border with Mauritania thousands of refugees. Resettlement programmes have been taking place to secure access to productive resources such as land to these persons but it appears in all these cases that short term solutions do not work. 	<p>In Senegal, different types of migrations exist</p> <ul style="list-style-type: none"> ▪ Long term international migration is seen as an exit strategy out of agriculture ▪ In-country seasonal migration is usually a response to short term livelihoods needs ▪ In-country long term migration with 3 major national destinations: Dakar, Mbour (tourism) and Touba, a religious town, second largest urban agglomeration in Senegal with highest growth rate ▪ Ad-hoc migration exist in some cases and is caused by natural disaster as in 2004 with the locust invasion or by structural vulnerability (poor households without young adults and/or with many children which they engage in begging) 	<ul style="list-style-type: none"> ▪ It is very important to stress the regional differences regarding migration. While in the Ziguinchor, Fatick and part of Thies and Dirourbel regions seasonal migration involve both men and women, in the northern regions (Saint-Louis, Matam and Louga, it is mainly men who are involved. ▪ Also in many case seasonal and long term in-country migrations are seen as transient, as the ultimate objective is always international migration 	<p>State support to migrants might include.</p> <ul style="list-style-type: none"> ▪ Setting up of social protection schemes for migrants to facilitate their access to basic needs (health, water and education) ▪ Facilitate access to credit for migrants who wants to invest in agriculture or other productive activities ▪ Set up an enabling legal environment to facilitate experiences of “decentralised cooperation” linking migrants organisations in Europe and European organisations to develop joint programmes in the communities of origins of migrants. Many experiences of this kind are developing in Senegal
<p><u>Are rules of the games accessible to the rural poor?</u></p>	<p>Most stakeholders support that the rules of the games are not assimilated in local markets.</p>		<ul style="list-style-type: none"> • globalisation displaces the decision centre from national to international levels. Many representatives of farmers organisations give the example of crop price setting where

			<p>government has not control over it let alone poor farmers.</p> <ul style="list-style-type: none"> • human and social capitals remain weak in rural areas: low level of education to engage in global interactions, weak access to critical information, weak negotiation power of rural communities, lack of inclusive national policy process and control of the governance of global process by trans-nationals
<p><u>Importance of institutional factors</u></p>	<p>Key institutional factors:</p> <ul style="list-style-type: none"> ▪ Markets ▪ Education system ▪ Information system ▪ Organisational capacity of poor rural households ▪ Extension services 	<p>Rural institutions such as information systems, extension services, infrastructures, markets and credit systems allow poor farmers to invest in technology to improve both quality and productivity of agricultural. They also contribute in reducing transaction costs and improving competitiveness.</p> <p>However long term transformation of rural economies will largely depend on a good education system</p>	<p>Importance of institutional factors</p> <ul style="list-style-type: none"> ▪ Improve technology ▪ Provide incentive to invest and Improve agricultural productivity ▪ Develop a strong human capital to support the transformations of the rural economy ▪ Reduce transaction costs ▪ Raise farmers revenues through more market efficiency ▪ more equitable distribution of benefits by allowing vulnerable groups to access empowering services (education, credit, information)
<p><u>Support for enterprise development</u> Like other countries in Africa , the</p>	<p>Different institutional mechanisms have been set up to support</p>	<p>Despite these initiatives, there are some constraining factors to enterprise development (mentioned</p>	<p>The Senegalese business environment provides both opportunities and constraints.</p>

<p>Sahelian region faces a unfavourable business environment because of very small domestic markets, long administrative procedures, high cost of production factors like electricity and telecommunications, poor transportation system including air freight, corruption. All these problems, whose level of severity varies from one country to another, result in high production cost, hence lack of competitiveness. The situation is particularly critical in landlocked countries like Burkina Faso, Mali and Niger who depend on the neighbouring coastal states both to export and import goods. Therefore the flow of foreign direct investment in the region has been low compared to other developing countries. However the stable political environment which characterizes all the 5 countries (despite a recent military coup in Mauritania) should be stressed as being a key factor in contributing in developing private business in these countries.</p>	<p>enterprise development:</p> <ul style="list-style-type: none"> ▪ APIX is the agency in charge of attracting Direct Foreign Investment and promoting exports ▪ There also exist an agency for the promotion of agricultural products exports, providing information and advice to producers engaged in high value niches (vegetables, fruit, flowers) ▪ Over the last few years Senegal has also been regularly organising its international agriculture fair in Paris ▪ The International Agriculture and Livestock Fair a large yearly sub-regional event pioneered by the Senegalese producers organisations is also an opportunity for small producers through their organisations to build partnership 	<p>in previous section)</p> <ul style="list-style-type: none"> ▪ High costs of production factors ▪ Procedures: According to the WB, Senegal ranks 132 out 155 countries on “<i>easiness of starting a business</i>”: 9 procedures over 57 days against 6,5 and 9,5 for OECD. However Senegal performs better than other WA francophone countries ▪ Inefficient credit system: conditions set by commercial banks difficult to be met ▪ Thin market ▪ Rampant corruption 	<p>Regarding opportunities, there are initiatives being taken by the government to improve the business. Also farmers themselves promote investment through trade fairs. Moreover the new Agro-Pastoral Law formally recognises farming as a profession which should benefit the same advantages as the formal sector (insurance, retirement, and other social protection mechanisms)</p> <p>However there are some constraints that need to be addressed: factor costs, procedures, lack of a supportive credit system, think market.</p>
<p><u>Support for sustainable resource utilisation</u></p>	<p>According stakeholders the Senegalese government has put a strong emphasis on environmental</p>	<ul style="list-style-type: none"> ▪ But for policies to be sustainable 	<p>Overall there is a very high awareness both at government and community levels regarding the</p>

⁵ Comité Inter-Etat de Lutte contre la Sécheresse au Sahel

<ul style="list-style-type: none"> ▪ strong emphasis on sustainable natural resource management in the Sahel ▪ To develop coordinated actions, they set up, 1973, the CILSS⁵ which has been very influential in the 198s et 1990s by focusing their actions on setting up a drought early warning system, a food security strategy and also land tenure policies supporting of sustainable NRM. But CILSS currently face decreased operational capacity. 	<p>sustainability</p> <ul style="list-style-type: none"> ▪ A new policy approach linking poverty reduction and natural resource management developed ▪ Local government playing stronger role in NRM (Natural Resource Management is 1 of the 9 competencies so far transferred from central to local governments) ▪ Adoption of participatory natural resource management by most NRM programmes 	<p>they need to be informed by good practices.</p> <ul style="list-style-type: none"> ▪ Also, though NRM is a decentralised competency in Senegal, local governments lack the skills and the financial capacities to fulfil their mandate, leaving the state to remain the key driver for policies ▪ Local practices, through local conventions, being mainstreamed at community level 	<p>needs for sustainable natural resource management. At government level, this is translated into a new policy framework with link poverty to NRM. Also the new Agro-Pastoral Law explicitly recognizes pastoral mobility as a sustainable NRM practice</p> <p>At community level, local conventions based on community practices are being supported by local governments, NGOs and NRM programmes. Also, through decentralisation, local governments are key decision makers regarding NRM.</p>
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2.2.4. Government support

Key findings from; regional scan	Views of local stakeholders	Comments and analysis	New narrative
<p><i>How can government support participation?</i></p> <ul style="list-style-type: none"> ▪ Promoting decentralisation and local governance. ▪ Providing extension and advisory services. ▪ Facilitating access to education and health services. 	<ul style="list-style-type: none"> ▪ Actions identified in the regional scan are relevant to Senegal according to stakeholders. However, the likelihood of poor farmers participating successfully strongly depends on changing the rules that govern global markets: in particular limiting import subsidies and the limitation of power concentration, 	<p>Many rural organisations feel that there is a lack of systematic consultation and discussions between them and the government. Some of them even think that the relationship is rather odd. This is illustrated by the fact in recent years some of the programmes initiated by the government did not meet the positive approval by many producer organisations who expressed</p>	<p>Additional government support</p> <ul style="list-style-type: none"> ▪ Setting up a participatory policy formulation process by providing more room for rural organisations to voice their ideas and participate in decision making ▪ Support farmers organisation capacity building, particularly on issues such as advocacy, and policy analysis

		concerns about both the process and the content.	<ul style="list-style-type: none"> ▪ Develop a strong policy orientation and support service on quality and standard and strengthen poor households' capacity to internalize. ▪ Develop a national market information system focusing both on domestic and international markets ▪ Set up a comprehensive rural financing system focusing not only on production, but also providing support for the export of some high value products where poor farmers are suffering from their dependence on the private sector (contract farming)
delivery of services to the rural poor	<ul style="list-style-type: none"> ▪ Many stakeholders think that the role of research has decreased over the years because of the decrease in resource allocation both from the government and the bilateral and multilateral donors. ▪ Even though Senegal has the highest education and health standards in the Sahel, access is 	In 1998, Senegal initiated a new Investment Programme for the Agricultural Sector. This reform has led the setting up of a new approach in extension focusing on counselling rather than conventional technology transfer, through the creation of the National Agency for Agricultural and Rural Counselling (ANCAR) ⁶ . This new approach is accompanied also by the strengthening of the	Level of access to extension, health and education services varies from one region to another. The remote region of Tambacounda and Kolda as well as the Ferlo zone (pastoral area) has the weakest access to health, education and roads (Kolda: accessibility index 0-50 against a maximum of 400-500). On the other hand, region in the western belt have a better access to these services. That

⁶ Agence Nationale de Conseil Agricole et Rural

	<p>still problematic in some regions. Nearly 40% of population live more than 5 km away from a health centre. Moreover, the gender discrimination remains high (rate of illiteracy amongst women is 77% against national average of 53%)</p> <ul style="list-style-type: none"> ▪ Regarding school primary school enrolment the rate has increased from 69% in 1989 to 88% in 2003 	<p>producers' organisations which are the second largest shareholder of the ANCAR. Therefore they have their say in the design of the extension services which are demand-led</p> <p>Regarding health and education, since 2004, the government has made an important move by allocating 40% of the national budget to education and 10% to health. However despite this effort, some regions (Tambacounda and Kolda in particular) still face difficult access to education and health services.</p>	<p>is many stakeholders talk about a policy paradox. Indeed while policies claim to focus on poverty reduction, the poorest regions benefit less from public investment. For example around 60% of public investment in the agricultural go to the River Valley which represent only 10% of agricultural land.</p>
<p>how global markets are changing</p>	<p>Most rural producers think that the implementation of EPA in 2008 constitutes a major threat for the economies of all African countries; small farmers not ready to engage in competition with European farmers even in case of the lifting of subsidies</p>	<p>.</p>	<ul style="list-style-type: none"> ▪ More concentration meaning less power to local and national bodies ▪ New non tariff barrier focusing on standards and quality, difficult to meet by small farmers ▪ The lifting of all trade barriers in 2008 with the implementation of the Economic Partnership Agreements (EPA) between the EU and ACP (Cotonou Agreement) ▪ The implantation of ECOWAP (ECOWAS Common Agricultural Policy) meaning the

			<p>need for national agricultural Policies to meet regional requirement</p> <ul style="list-style-type: none"> ▪ The development of substitutes is a threat for some strategic crops in Senegal: Cotton and groundnut oil in particular
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4 SUMMARY

A brief summary on what are held to be the most important economic processes in the global (or simply international) environment that impact upon poverty - both as threat and opportunity - in the country concerned. Global economic processes in this context include migration, trade and investment, including changes in domestic markets, access to factors of production and resource use that can be attributed to global processes.

Table 1. The most important global economic processes in the international environment for Senegal and their impact on the rural poor (negative and positive)

Process	The rural poor as:				
	Producers & Collectors (Ag and Non-ag)	Workers (Ag, Non-ag but rural, Non-ag but urban)	Traders	Migrants (seasonal, permanent, international)	Consumers
Market concentration	<ul style="list-style-type: none"> ▪ Weak or no negotiation power ▪ Price takers ▪ Instability of prices/revenues given limited government support 	Wages in rural sector will be influenced by prices paid for agricultural products	<ul style="list-style-type: none"> ▪ Weak or negotiation power ▪ Act as appendices of transnational corporations ▪ No or weak capacity to enter international markets ▪ Increasing concentration in domestic markets 		Importance of imported good in diet

			will also limit participation of rural traders		
Subsidies and import surge	<ul style="list-style-type: none"> ▪ Non competitiveness ▪ Low price for food crops ▪ No incentive to invest in technology (low productivity) ▪ Revenue decreasing ▪ Business closing (poultry, dairy and livestock) 	<ul style="list-style-type: none"> ▪ Decreasing employment opportunities ▪ Wages tend to be low ▪ Employment opportunity in growing food import sector 	<ul style="list-style-type: none"> ▪ Lower margins from marketing local products ▪ Shrinking markets for local products 	<ul style="list-style-type: none"> ▪ Crisis of agricultural sector increases rural out-migration ▪ More farmers moving out of the rural sector due to non competitiveness and migrate ▪ Tenure insecurity for new rural to rural migrants 	<ul style="list-style-type: none"> ▪ Cheap imported food (ex. Poultry and rice): positive impact on urban household budget ▪ Health risks ▪ New consumption habits
Non tariff barriers (quality and health standards)	<ul style="list-style-type: none"> ▪ Limited access to global markets, or ▪ Increased dependence on domestic private sector through contract farming to meet Eu standards ▪ May shift from export oriented crop to food crop ▪ May target domestic market only. 	<ul style="list-style-type: none"> ▪ Opportunity for setting of domestic certification companies ▪ Opportunities for processing, storage and packaging ▪ Some organizations taking up the new opportunities: UGPM and AGRECOL setting up a new rural profession on quality certification. 	<p>Very limited opportunities. The rural will rely on middlemen because of lack of own technology to meet standards</p> <p>On the other hand, this might, leave space for rural traders in domestic markets since products cannot be exported</p>		<p>May be tempted to focus on food crop for own consumption</p>
Biotechnology (GMO)	<ul style="list-style-type: none"> ▪ Indigenous gene bank at risk ▪ Dependency on BT trans-nationals for 		<p>Very limited opportunities as international BT companies will set up their own distribution</p>		<ul style="list-style-type: none"> ▪ Increased food dependency ▪ Uncertainties regarding impact of

	seeds and fertilizers ▪ BT competing with local products		chains in partnership local private sector or research institutions.		health
Economic Partnership Agreements (2008)	▪ Competitiveness loss ▪ Likelihood of revenues decreasing at least in first years ▪ Increased vulnerability		▪ New opportunities with new products that enter the rural markets		▪ Cheaper imported food ▪ Imported food in consumption structure may increase ▪ Health and quality issues will be important
Impact of globalization and liberalization on natural resources	▪ Low productivity (no access to credit) ▪ More land to be farmed (issue of access) ▪ More labor needed	Increase in lands farmed may provide employment opportunities	Decrease in marketing opportunities for wild products	If farming non competitive, tend to migrate	Loss of biodiversity: less access to non ag. Forest product: leave, fruits, medicinal plants Impact on health, nutrition, domestic use

Based on the central issues of:

- how can the rural poor engage in global economic processes;
- how do the rural poor currently engage in global economic processes;
- what are the constraints to more and better engagement;
- what are the appropriate policy interventions to support successful engagement; and
- **AND** highlight instances where the findings from our secondary empirical analysis in the Regional Scan are perceived differently by people dealing with the issue as policy-makers, representatives of the poor, practitioners, researchers, etc).

Based on this summary we move to the research themes.

3 PROPOSED RESEARCH ISSUES OR THEMES (3-5 PAGES)

4 VALIDATION OF REGIONAL RESEARCH THEMES

The research context: The country investigation will check that the information on existing relevant research work in the Regional Scan is broadly correct (i.e. that we haven't missed a huge volume of relevant research activity from a particular type of institution). Discussions with the major research organizations will highlight their likely research agenda 2006 to 2010. Current and likely future research 'gaps' will be confirmed.

Testing the proposed research themes: Discussions with a broad range of stakeholders will provide an opportunity to 'ground truth' the research themes identified in the Regional Scan to refine and prioritise them and highlight research method issues. These discussions will identify of potential future partners to participate in a future research agenda with IDRC (both as potential producers and co-financiers of research)

	Theme	Evaluation and prioritization of theme by criteria in Inception Report (including their alignment with the main findings in Section 2)	Views on theme of stakeholders	Research groups actually or potentially working on the theme ; organisations implementing action or awaiting recommendation; and, organizations actually or potentially financing research in this area.	Call for Proposal modalities ¹
1	Impact of market liberalization and globalization on local natural resources and on poor households livelihoods	<ul style="list-style-type: none"> • Very severe environmental vulnerability of rural households in the Sahel • Due to international pressure, NRM is back in the regional and national policy agenda • Despite this, it is the resource-riche areas are the most vulnerable (lack of infrastructure and good policies) • Due to structural inequalities, the ratification of international conventions did not really impact of poor access of poor people to NR • Liberalization of environmental good open the door to over-exploitation 	<ul style="list-style-type: none"> • Decentralization process under way in the different countries provides a good context to influence national NRM policies • Major concerns by farmers regarding the fact that many Sahelian countries pledge for agri-business development which might have adverse effect on the environment 	<ul style="list-style-type: none"> • LASDEL (Niger) • ENDA • CRDI • IIED • IED Afrique 	Global and regional CA\$400,000 Jan 07
2	Globalization, international migration and financing local development in Sahel	<ul style="list-style-type: none"> • Lack of efficient use of local natural resources is a key factor in pushing young people out of rural areas • Due to global processes, integration of international market is the main objective • Heavy reliance of rural households on migrants remittance • 	<ul style="list-style-type: none"> • Focus should be on how these revenues can fund investment, given the current difficult access to credit • Also analyze how these revenues can fund community-based social protection schemes • Put emphasis too on 	<ul style="list-style-type: none"> • OMI • AFRISTAT (Bamako) • CODESRIA • IFAN: Dakar • IRD • Ministère des Sénégalais de l'Extérieur 	Global CA\$250,000 Sept. 06

			regional migration and how it farming practices		
3	Supporting farmer innovation and experimentation to address government failure in providing support to improve rural technology	<ul style="list-style-type: none"> • Sharp decrease in public investment to rural sector, following SAP (government failure) • Strong farmer to farmer exchange throughout the Sahel, due to ecological continuity • Environmental sustainability • This reduces dependency to external inputs and financial resources • In many cases high productivity increase, therefore more revenues 	Outsiders' knowledge, like technology, has a costs that the poor cannot pay, therefore importance to value their knowledge	<ul style="list-style-type: none"> • ETC Netherlands • Free University of Amsterdam, Netherlands • IIED UK • IED Afrique • NARs in Senegal, Burkina and Mali • IFAD • ICRISAT Niger • ILRI • IUCN • GRET 	Regional CA\$550,000 Dec. 06
4	Non Farm Revenues and livelihoods diversification strategies of the rural poor in the Sahel	<ul style="list-style-type: none"> • Decrease of primary sector contribution to GDP and increase of NFRE's • Many NFRE have direct impact on natural resources (rural handcraft, rural fuel wood markets, • Remoteness of production areas main from consumption centers • Crisis in cash crops production (prices, dumping, etc.) • Offer new niches for economic participation for the poor (craft industry, eco-tourism, etc.) 	Research issues on: to what extent NFRE constitutes an alternative to formal credit to fund rural activities	<ul style="list-style-type: none"> ▪ CRAT ▪ IUCN ▪ CRDI ▪ USAID 	Regional CA\$300,000 Feb. 07
5	Trade, food security and	<ul style="list-style-type: none"> • Current trade rules put food security/sovereignty at risk 	<ul style="list-style-type: none"> • What are the impacts or import subsidies on the 	<ul style="list-style-type: none"> • ENDA • CILSS 	Global

	poverty reduction in the Sahel	<ul style="list-style-type: none"> Sahelian countries depend on food imports Import surge (dairy, poultry, etc.) put local agricultural sector at risk No incentive for poor household to invest to improve productivity, therefore the expand areas under cultivation which accelerates resource degradation. Economic Partnership Agreements will increase the vulnerability of local food crops. 	<p>livelihoods of poor households?</p> <ul style="list-style-type: none"> To what extent, the new legislation under preparation can provide new legal tools to prevent the subsidies How to take advantage of new opportunities such eco-tourism to improve the livelihood of the poor? 	<ul style="list-style-type: none"> WAEMU ECOWAS IFAD OXFAM Action Aid Afrique CREA Nairobi VECO 	<p>CA\$350,000 Mar. 07</p>
6	Globalization and the future or pastoral economy in the Sahel	<ul style="list-style-type: none"> Livestock sector in the Sahel severely hit by subsidies and dumping (chicken cuts, dairy products, etc.) Livestock contributes major share in GDP (18% in Mauritania; 8% in Senegal) Economic survival of pastoral communities dependant on national policies 	<p>Important to address issues relating to:</p> <ul style="list-style-type: none"> Infrastructures in pastoral areas Policies to limit dumping 	<ul style="list-style-type: none"> IIED IIE Afrique ILRI CSE CIRAD (PPZS) NARs 	<p>Regional Global CA\$200,000</p>
7	Documenting and institutionalizing successful rural financing systems (non based on remittances) to improve poor households agricultural performance and participation to market processes	<ul style="list-style-type: none"> All sahelian countries face low agricultural productivity Agriculture is the key driver for poverty reduction Competitiveness of Sahelian agriculture is strongly influenced by level of productivity 	<ul style="list-style-type: none"> Financing agricultural development critical for participation in economic processes 	<ul style="list-style-type: none"> FONGS ROPPA USAID VECO PAMECAS 	<p>Regional CA\$ 450,000 Dec. 06</p>

8	Securing access to key assets (land, finance) by women to improve their participation in global economic processes.	<ul style="list-style-type: none"> • Dominant neo-liberal view leading to privatization of key assets such as lands • Structural inequalities prevent women from accessing key resources: land and labor • Negative externalities of agro-business: environmental degradation • 	Research should the emphasis on looking at how traditional knowledge and practices relating to land management can be safeguarded..	<ul style="list-style-type: none"> • UNIFEM • Plateforme • AFARD • CODESRIA • IDRC • IFPRI 	Regional CA\$ 200,000 Feb. 07
9	Domestic and international market opportunities for wild products for sustainable rural livelihoods	<ul style="list-style-type: none"> • Comparative advantage of Sahelian countries • Emerging international niche markets for wild/natural products • Women are key players in this niche markets (source of economic empowerment) 	<ul style="list-style-type: none"> • Taking into consideration: medicinal plants, wild fruits, • Issues of access and control of resources critical 	<ul style="list-style-type: none"> • IUCN • IDRC • AGRECOL 	Global Regional CA\$275,00 Ap. 07
10	Quality assurance and processing of local food crops to improve market domestic and international opportunities	<ul style="list-style-type: none"> • Most sahelian poor farmers sell primary products • Poor farmers have the lowest share of rural products value • High potential for increasing share through value addition to primary products • May result in higher economic incentive to invest in production technology • Local cereals uncompetitive against rice partly because of weak processing 	<ul style="list-style-type: none"> • Very important to farmers • Women very active in processing and trading. Therefore potential for improving their economic autonomy. 	<ul style="list-style-type: none"> • IDRC • ITA Senegal • CRAT • AGRECOL 	Regional CA\$ 600,000 Feb.07

4 PROPOSED CALL FOR PROPOSALS

Impact of market liberalization and globalization on local natural resources and on poor households' livelihoods

A call for proposals

Introduction

The International Development Research Centre (IDRC) through its Rural Poverty and Environment Programme Initiative (RPE), announces the launching of a new grant to support innovative research proposals focusing on the theme: *Impact of market liberalization and globalization on local natural resources and on poor households' livelihoods*. The RPE's mission is to contribute to the development of networks, partnerships and communities of practices, in order to strengthen institutions, policies and practices that enhance the food, water and income security of the poor, including those living in fragile or degraded uplands and coastal ecosystems. The objective of this research is to contribute in improving the productive strategies for poor households to participate successfully in the global economic process.

Context

Sahelian people depend on natural resources for their livelihoods. But, the region has been facing severe environmental crises over the last four decades. In just one Sahelian country, forest cover loss is as high as 80,000 ha per year. Unfortunately, despite international conventions (Convention to Combat Desertification, Convention on Biological Diversity and Convention on Climate Change), current natural resource management practices in many places remain unsustainable. This situation results from the combination of many factors. First, structural adjustment policies and market liberalisation have resulted in government disengaging from the rural sector. In such circumstances, the poor households have not been able to have access to credit to invest in technology to improve agricultural productivity. The only response most farmers have adopted, has been to expand areas under cultivation to avoid decreasing revenues. This strategy has been developed at the expenses of environmental sustainability and has in many cases accelerated rural migration and conflicts. Second, because of the decreasing prices of main crops due to international market, it is likely that this pressure over the natural resources will increase, if poor farmers want to avoid a worsening of their livelihood conditions. Third, it has been noticed that, in high potential areas, many Sahelian governments tend to give priority to private investors who want to invest in high value export crops for the global markets (River Valley in Senegal). In many cases this results in poor rural households being dispossessed of their lands. At the same time recent studies have shown that these agro-businesses adopt unsustainable agricultural practices et it very likely that they increase environmental degradation.

The objective of this call for proposal is to select innovative research proposals that will carry out in-depth research to assess the impact of market liberalisation on local natural resources and on poor rural households' livelihoods, to identify key policy actions to be implemented. The research should clearly spell out the impact of these policy actions on the livelihoods of the poor and their participation on the global economic processes.

Key research questions :

- What are the domestic and global market forces and how do they interact with local natural resources?
- Why, despite the different international conventions, and the strong focus on participatory natural resource management, rural poverty remain very high ?
- How do liberalisation affect access by the poor the key natural resources and the productive strategies of the poor?
- Who are the winners and losers amongst rural stakeholders
- How effective have policy responses been to address environmental degradation
- What policies and practices are needed to allow poor households benefiting from the natural resource base?
- To what extent poor rural communities have been able to develop innovative response to address the impact of globalisation of the natural resources?

Eligibility.

- Applicant can be individuals or institutions and must demonstrate strong research capacity
- Research methods should combine both qualitative and quantitative approaches
- The research proposals should clearly demonstrate how the poor households livelihoods can be improved and provide operational policy guidelines for implementation
- Research budget should not exceed CA\$400,000

Selection process

Interested applicants are invited to submit a concept note (between 1400 et 1500 words) specifying the research location, scope of the research, approaches and methods, key activities, expected outputs, tentative timetable, and estimated budget. Applicants whose concept notes are short listed will be asked to develop a more detailed proposal. Concept note should be submitted no later than January 1st , 2007

Globalization, international migration and financing of local development in Sahel

A call for proposals

Introduction

The International Development Research Centre (IDRC) through its Rural Poverty and Environment Programme Initiative (RPE), announces the launching of a new grant to support innovative research proposals focusing on the theme: **Globalization, international migration and financing of local development in the Sahel**. The RPE's mission is to contribute to the development of networks, partnerships and communities of practices, in order to strengthen institutions, policies and practices that enhance the food, water and income security of the poor, including those living in fragile or degraded uplands and coastal ecosystems. The objective of this research is to contribute in improving the productive strategies for poor households to participate successfully in the global economic process.

Context.

Since the 1970s, and even before, the Sahel region has been facing cyclical severe droughts. In many rural areas, strategies developed to address these problems were based on diversification to reduce vulnerability. Migration, has over the times the become one of the most common strategy. There are different types of migrations: seasonal or long term, national, regional or international. In the beginning, migration was just seen as a strategy to face ad hoc crises and distress, but today for most migrants, it is seen as a structural livelihood option or an alternative economic option to agriculture. Remittances from agriculture lay therefore a key role for sustaining livelihoods in rural areas in the Sahel. In a country like Senegal, the transfers of funds by senegalese migrant workers were estimated at 252 billion F CFA of 2003 according to statistics of the West Africa Central Bank. They account for 7% of the GDP and 82% of the APD of Senegal, against 6% and 72% respectively in 2001 and the 1/4 of the budget of the State of Senegal (Tall, 2005). However, it has been noticed that most these resources were used mainly to cover households consumption needs and in house building, except in very few cases, for example in the Senegal River (Mali and Senegal) region where migrants are investing in productive assets (land, equipment) and are supporting community-driven economic activities. The debate today is how these good examples can be scaled out. Indeed, because of the liberalisation policies, poor farmers are unable to access to credit and to invest in improved agricultural technologies. But as the same time, their access to basic social services (health, education) have become problematic too. Therefore, it is necessary to explore ways by which remittances from international migration can support the setting up of indigenous, community-based and sustainable rural financing systems (credit, social security, etc) to support the livelihoods of the poor. But the issue goes beyond supporting local development initiatives and takes also in to account, the necessity of providing migrants with opportunities to engage in productive investments, to anticipate future trends. Indeed, the future of West African international migration in a globalized knowledge-led society, is now feeding debate in the region.

The objective of this call for proposal is to select innovative research proposals that will carry out a participatory action research drawing from existing experiences and involving key stakeholders (community, migrants, policy makers, civil society organisation, donors, etc.) in order to set up innovative community-driven financing systems based on a new channelling of remittances from international migration.

Research questions

- What are the threats and opportunities of current international context on the future of international migration?
- How important are remittances and what is the potential for their mobilisation to fund local development initiatives?
- What experiences of migrants investing in supporting economic local and social development exist and what are their strengths and weaknesses?
- How to build on these experiences?
- What policies are needed to support the proposed new initiatives or systems.

Eligibility.

- Only institutions with solid capacity in participatory research, policy analysis and policy can submit proposals
- Prior experience in working on migration issues useful
- The research proposals should clearly demonstrate how the poor households livelihoods can be improved and provide operational policy guidelines for implementation
- Research budget should not exceed CA\$250,000

Selection process

Interested applicants are invited to submit a concept note (between 1400 et 1500 words) specifying the research location, scope of the research, approaches and methods, key activities, expected outputs, tentative timetable, and estimated budget. Applicants whose concept notes are short listed will be asked to develop a more detailed proposal. Concept note should be submitted no later than September 1st, 2006

Supporting farmer innovation and experimentation to address government failure in providing support to improve rural technology

A call for proposals

Introduction

The International Development Research Centre (IDRC) through its Rural Poverty and Environment Programme Initiative (RPE), announces the launching of a new grant to support innovative research proposals focusing on the theme: **Supporting farmer innovation and experimentation to address government failure in providing support to improve rural technology**. The RPE's mission is to contribute to the development of networks, partnerships and communities of practices, in order to strengthen institutions, policies and practices that enhance the food, water and income security of the poor, including those living in fragile or degraded uplands and coastal ecosystems. The objective of this research is to contribute in improving the productive strategies for poor households to participate successfully in the global economic process.

Context

Structural adjustment programmers and the liberalization of the agriculture sector, have major negative impacts on agricultural performance in the Sahel, as they resulted in government withdrawing its support to poor rural farmers who were therefore unable to invest in agriculture. Though most farmers responses have been to increase land under cultivation, others have invested in tapping into local knowledge and practices to generate sustainable innovations and technologies. Indigenous soil and water conservations technologies developed by farmers in the central plateau of Burkina Faso are famous examples. But there are many others innovations that have proved to be effective. They include: agricultural intensification in peri-urban areas and in rural areas where land pressure has been high, local conventions based on endogenous practices in natural management, adoption of new fruit trees varieties where domestic or international market incentives exist, processing technologies to add value, etc. In many cases these technologies have helped improved agricultural or livestock productivity with little or reliance on external inputs. In a context of liberalization and globalization where access to credit is difficult, where existing alternative financing systems (micro-finance) do not adequately respond to farmers needs and where continuing depressing world prices do not provide incentive to invest on external inputs, more attention should be given to sustainable agriculture practices to address government failure and respond to pressure from global markets.

The objective of this call is to select innovative research proposals which will help identify sustainable farmer innovations or technologies that have had a major impact on households economic performance and livelihoods; to evaluate them and to develop mechanisms by which farmer to farmer knowledge transmission can be developed. A particular emphasis should be put on the policy actions needed to support and institutionalise these innovations and processes.

Critical methodological issues

- Identification, characterisation and evaluation of innovations
- Impact of innovations on households economic performance

- Potential impact in improving poor households participation in economic processes
- Factors of sustainability and reproducibility
- Policy implications

Eligibility.

- Applicant can be individuals or institutions and should demonstrate strong research capacity
- Capacity in Participatory Technology Development useful
- The research proposals should clearly demonstrate how the poor households livelihoods can be improved and provide operational policy guidelines for implementation
- The research proposal should demonstrate how the innovations contribute in improving the participation of poor households in global economic processes
- Research budget should not exceed CA\$550,000

Selection process

Interested applicants are invited to submit a concept note (between 1400 et 1500 words) specifying the research location, scope of the research, approaches and methods, key activities, expected outputs, tentative timetable, and estimated budget. Applicants whose concept notes are short listed will be asked to develop a more detailed proposal. Concept note should be submitted no later than December 1st, 2006