

## IFOAM Approval Facilitates Trade

*A Ugandan or Tanzanian exporter with organic products that wants to access the market in the European Union and United States will pay a high fee.*

### Certification Bodies UgoCert and TanCert Very Close to IFOAM Approval

 Over the years, both UgoCert and TanCert have been working towards getting approval to certify organic products to reach the EU market. They are both very close to achieving their goals.

### A Great Development

Most of the organic produce from Uganda and Tanzania now carries a certificate from EU-based certifiers. These certifiers offer organic certification in cooperation with UgoCert and TanCert. The local certifier conducts most of the inspection. An exporter with organic products that wants to access the market in the European Union and United States will therefore pay a high fee, even when the local certification body works in cooperation with the EU-based certifier. A local certifier with IFOAM approval will be able to offer a better price for the certification services. Products certified by an IFOAM-accredited certifier automatically qualify for approval by another IFOAM-accredited certifier anywhere in the world. However, the price difference will not be as great as many may think, as the local certifier also has to pay for the international accreditation. To be really competitive in pricing and service, the EU-based certifiers will probably be forced to establish local offices in East Africa.

### Domestic and International Exports

Much is being done on the domestic as well as the international market when it comes to organic in East Africa. For example, Ugandan organic prod-

ucts account for more than 50% of the country's agriculture exports. Uganda is a country very much dependent on agriculture, and those figures put Uganda among the leading agricultural and organic countries in Africa.

### Regional Organic Mark

It has been almost a year since a regional standard for the local market in East Africa has been available. The mark is currently used on dried fruit, honey, nuts, coffee, and tea that are sold as organic, or "kilimo-hai" in East African markets.

The East African Organic Products Standard (EAOS) was launched in Dar es Salaam on May 28, 2007. With it, an organic mark was registered and is owned by the three national organic movements of Kenya, Tanzania, and Uganda (KOAN, TOAM, and NOGAMU). The mark will be used on products that conform to the standards.



The East African Organic Mark is a registered mark for all certified organic produce in East Africa. To use the mark on a product, you will have to register with one of the national organic movements in Kenya, Tanzania, or Uganda. The product must comply with the East African Organic Product Standard or equivalent rules, such as the EU regulation for organic and the Indian regulation.

### National Operations

The following is a brief update on the local certification bodies in Tanzania and Uganda.

*Continues On Page 2*

Contents		
UgoCert . . . . .	2	Maria Selin Leaves Uganda . . . . . 6
TanCert . . . . .	2	EPOPA calendar . . . . . 7
Report Review . . . . .	3	Current EPOPA projects . . . . . 7
EPOPA Staff at the Organic World Congress . . . . .	5	



## Report Review

*Over the years that EPOPA has been active, many reports, manuals, and studies have been published. The reports focus on various agricultural products and businesses.*

### The Reports

The EPOPA reports have been published for technical assistance to the exporters connected to the EPOPA programme and are free to download from the EPOPA website ([www.epopa.info](http://www.epopa.info)). The reports are divided into three categories: technical reports, market surveys, and training modules.

### Technical Reports

Report name	Summary	Year	Author/s
Fair Trade Certification Report	Project end report	2008	Haike Rieks
Social, Corporate Responsible, Ethical & Fair Trade Initiatives	Contains basic information about the various initiatives promoting social, ethical, or fair trade from the developing to the developed world	2008	Haike Rieks
Soil carbon stocks and the potential for soil carbon sequestration through organic agriculture, a case study in Southwest Tanzania – Summary	Report summarising the findings of a baseline study done on one export project to assess the current carbon stocks, farm practices, and to estimate trends in carbon stocks under recommended farm practices	2008	Ferko Bodnar
Outgrower System manual	Out-grower system through contract farming	2007	Edwin N. Abwino and Haike Rieks
East African Product Range Report – Summary	A feasibility study on the establishment of an East African organic brand of products	2007	Mable Charity
EPOPA Report on Food Security impact of organic production	Household food security effects of certified organic export production in tropical Africa; 55 pages	2007	Simon Bolwig and Moses Odeke
Assuring the Viability of Value-Addition for Organic Exports from East Africa	With a focus on Uganda and Tanzania, a comparison of other value-addition projects promoted in those countries; 30 pages	2007	Michael Kairumba and James Ssemwanga
HIV Aids Work Place Policy	Policy document for the Agro Eco Uganda/EPOPA office in Kampala; four pages	2006	Agro Eco Uganda
Evaluation report of the conflict and peace impact of the Northern Uganda Shea Nut Project in Otuke County of Lira District	A one-year process of assessing the impact of the Northern Uganda Shea Project on the conflict and peace dynamics in Lira District, Uganda; 25 pages	2006	Saferworld (UK) and the Centre for Conflict Resolution (CECORE, Uganda)
Brochure “Regulations, standards and certification for agricultural exports” (jointly with FAO)	A practical manual for producers and exporters in East Africa; 48 pages	2006	Aïcha L. Coulibaly and Pascal Liu
Lemon Grass Manual	A practical guide for growing and processing lemon grass	2006	Carianne de Boer
Sesame Workshop in Singida, Tanzania	Field officer workshop with the aim to review the needs and requirements of organic sesame growing in the Singida area; 11 pages	2006	Peter Ton and Ray Mjunguli

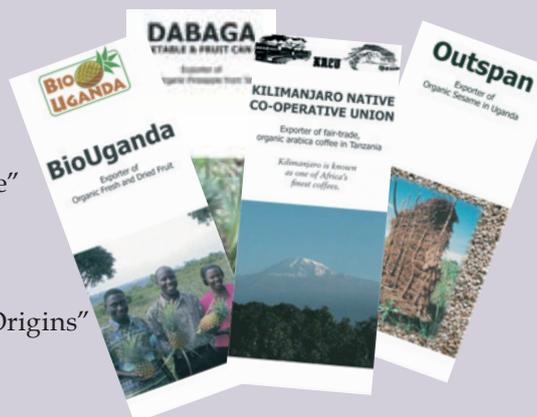
*Continues on page 4*

Continued from page 3: 'Report Review'

Organic Beekeeping Training Manual	A practical guide for African small-holders who are beekeepers or are interested in beekeeping; 15 pages	2006	Haike Rieks
Organic Exporter Manual	Organic exporter guide, hands-on help for organic exports from Africa; 34 pages	2006	F.J. Koekoek
Pest and diseases prevalent in EPOPA projects with Suggested & Proven Solutions	A manual with the most common pests and diseases encountered within the EPOPA programme with recommended solutions	2005	
Essential Oil Still Construction Report, Uganda	External consultant report from visit to Uganda to assist with oil distilling; 6 pages	2005	Herimanana RANDRIAMAN-JATOSOA
Organic, non-treated and non GMO seed and planting material	An examination of standards and regulations to ascertain the types of planting materials and seed permitted; 54 pages	2005	Haike Rieks and Eva Mattsson
Requirements for At-Source Herb Milling in Africa - Lemongrass milling	Requirements for establishing a basic milling line for lemon grass and other dried herbs; 11 pages	2004	Sheldon Weinberg
Summary of Uganda Herbs, Spices and Essential Oils Plant Study	Opportunities for cultivated crops suitable for the high-value market sector of herbs, spices, and essential and fixed cosmetic oils; 7 pages	2003	Susie Wren

## Market Surveys

- South African Organic Market Study, May 2006
- Honey Market Survey, January 2006 - public version
- Summary of "The Organic Cocoa Market in Europe"
- Summary of "The European Market for Organic Canned Pineapple"
- Summary of "Export opportunities for African Organic Honey"
- Summary of "Export of Organic Sesame seed from Uganda"
- Summary of "The Natural Vanilla Markets"
- Summary of "The Market for Organic Dried Fruits from Tropical Origins"
- Summary of "Organic and Fairtrade Peanut Markets in Europe"
- Summary of "The European Market for Organic Cashew Nuts"



Exporters folders are available for download from [www.epopa.info](http://www.epopa.info)

## Training Modules

### Organic Sector Development Training module

OSDT is a two-week training course that concentrates on the development of the organic sector and what it takes to generate positive development.

### Organic Project Manager Training module

OPMT is a three-day training course that focuses on middle-management employees at export companies and NGOs that are involved in export activities. The course offers instruction on computers and on building an internal control system.

### Exporter Marketing Seminar module

The Exporter Marketing training course lasts for two days and is intended for exporters. The course includes updates on the current market situation and certification.

### Internal Control System training module

The ICS training module is commonly directed to a specific company whose staff is educated in the various parts of an ICS. Often, a basic walk-through of the needed documentation is also included.

# EPOPA Staff at the Organic World Congress

Interview with Edith Kunihira

Edith is an assistant project leader (APL) working out of Uganda with the EPOPA project. She made a presentation about the organic shea project in northern Uganda at the Organic World Congress in Modena, Italy from 18-20 June 2008. Edith has been a very active APL, working with a large number of projects. Some of the projects she's engaged in are shea nuts, vanilla, cardamom, essential oils, and honey. An APL in EPOPA works with various components in a project and is often out in the field. Edith mainly worked in the training of field officers, compiling ICSs, and certification assistance to exporters.

## An Important Role

When Edith started the work in EPOPA, she saw the women in northern Uganda living in camps and surviving mainly on hand-outs. Now she gets much pleasure from seeing the same women going to the market selling their organic shea nuts and oil. The shea nut farmers also grow cotton, sesame, and chilli for the local market.



A jar of cold pressed shea butter. Market contact: Klaus fehling klausfehlingkfp@yahoo.com

## EPOPA Ends

Since EPOPA will conclude in December 2008, and many projects have already stopped, Edith has noticed the need for continued support to the exporters she has been involved with. For example, certification and technical farming input is always needed. This is usually the job of the field officers employed directly by the exporter, but many choose to also get in direct contact with an outside consultant.

## Personal Engagement

Before Edith started full time working for EPOPA in 2005, she was working as a volunteer for Hope for Africa supporting AIDS victims. The EPOPA program also has a focus on public awareness, informing people about HIV/AIDS. Edith has recently finished a motion picture about adultery and HIV, but the plot can't be revealed, as it will be released in September. Edith is the director and has a leading role as an ac-

triss. It is hoped that the film will be broadcasted on a famous African satellite channels. People usually do not see the victim, but when placed in the context of everyday experience it gets people's attention, says Edith. Every African has something to tell, and a motion picture is a great way to reach a lot of people, says Edith.

## Studies

Edith finished her studies in Makerere University in 2004. She studied environmental management.



Edith Kunihira

Her only experience in organic agriculture was a side course at the university. (There was a field trip to Mityana.) Edith found that organic agriculture had been under development in Uganda for some time, but she saw the need for much more development.

Kolbjörn Örjavik - Promotion Coordinator - EPOPA



Organic World Congress advertisement

### Maria Selin Leaves Uganda

*Around 20 Ugandan exporters came to show their appreciation . . .*

At a luncheon in Kampala, exporters and EPOPA staff went to thank Maria Selin, who has been working at the Swedish Embassy and Sida in Kampala for the past five years, almost as long as the EPOPA programme.

Maria was with the exporters in Nuremberg at the BioFach exhibition in the Africa Pavilion. There, she launched the 'Jambo Africa' trademark.

Around 20 Ugandan exporters came to the Fang Fang communications house on May 21, 2008 to show their appreciation to Maria, who has been a great support to the organic movement in Uganda.



Mansoor Nadir (Chairman of AFROEX association) and Maria Selin

### African Pavilion

Following the success of the African Pavilion at BioFach 2008 (see EPOPA Newsletter No. 8), the organizers, Grolink and Agro Eco, are planning a three-year project for the organization of the Pavilion 2009-2011. The partners NOGAMU and TOAM will coordinate the participation and presentation from Uganda and Tanzania, respectively. The deadline is **15 September** for sending in the application form to participate as an exhibitor in the pavilion.



### Phasing Out and Winding Up

EPOPA is currently phasing out its operations in Tanzania and Uganda.

All resources are being allocated to existing projects, most of which end in June. Management is busy finalizing reports. There will be no expansion



of EPOPA to other countries in the near future. In Uganda, Sida wants to continue its support to the organic sector, but the exact form, volume, and mode of working for that support is still not clear. In September, the results of EPOPA will be presented to the stakeholders in Tanzania and Uganda. The final report will be presented at seminars in both countries.

### Policy

During the early stages of the development of organic in East Africa, governments paid scant attention to the sector. There were a few exceptions, e.g., the Uganda Export Promotion Board identified organic products as strategic products and the Uganda Coffee Development Authority set a target that 10% of the Ugandan coffee should be organic. In recent years, some policy developments have taken place.

Uganda began developing an organic policy in 2005. The work has been slow, largely because of a lack of funds. Now EPOPA, UNEP, and UNCTAD have con-

*News in brief Continues On Page 7*

## News in brief

tributed funds for the needed regional consultations, and it is hoped that the policy can be completed in 2008. In addition, Uganda also plans to establish a regional resource centre for organic at the Uganda Martyrs University. This will be discussed further in a meeting in September. This will also be supported by EPOPA.

In Tanzania, organic is mentioned in the livestock policy and will again be referred to in other agricultural policies under revision. EPOPA and the Ministry of Agriculture are organizing a training course for key government officials in July and are planning training courses for district agricultural and livestock officers. The National Organic Agriculture Forum initiated a process to develop a National Organic Agriculture Development Programme for Tanzania. EPOPA supports this process. Gunnar Rundgren, who has worked with similar processes in other countries, is giving technical assistance. Draft 2 is

out for comments and will be discussed at a workshop organized by TOAM on July 10 and 11 in Dar es Salaam. The draft proposes four strategic targets for 2013:

- 1) That 5% of the area of Tanzania is organically managed ("organically managed" meaning that the production consciously follows organic standards but is not necessarily certified)
- 2) That all actors in the farm sectors have a basic understanding of what organic agriculture means and how it is practised
- 3) That productivity in organic farming increases by 30%
- 4) That the value of the organic market in Tanzania reaches TSH25 billion

### EPOPA Staff Leaves

The longtime employed project leaders and staff of EPOPA, Bernie Hewett from Tanzania and Victoria Burke, have now stopped their activity for EPOPA.

## EPOPA calendar

Date	Place	Topic
September	Uganda & Tanzania	PD tour
September 20th	Nairobi, Kenya	AFROEX regional meeting
September 22nd	International	EPOPA public end report is published

## Current EPOPA projects

### Uganda

essential oils, Tamteco  
shea oil, North Ugandan Shea Project

### Tanzania

canned pineapples, Dabaga  
coffee arabica, KNCU  
dried spices, Golden Fruit Products  
peanuts, Sumbawanga  
coffee arabica, Mara Coffee

If you want to know more about a certain product or project please contact the local office; see contact info in box below.

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