

*Growing Prosperity through Trade*

PROPOSAL TO SUPPORT WOMEN’S ECONOMIC EMPOWERMENT

IN BURUNDI - 2017-2019

20th December, 2016

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# ACRONYMS/ABBREVIATIONS

AFAB Association of Women Entrepreneurs

CBT Cross Border Trade

COCAFEM Organization of women's groupings and associations in the Great Lakes Region

DFID Department for International Development (UK)

DRC Democratic Republic of Congo

EAC East African Community

EASSI Eastern Africa sub region committed to the advancement of women.

GoB Government of Burundi

GDP Gross Domestic Product

GHI Growth Hub Imbo

GLR Great Lakes Region

ILO-COOP International Labour Organisation – Cooperatives

UKAID United Kingdom Aid

UN United Nations

UNWomen United Nations Entity Dedicated to Gender Equality and Empowerment of Women

USAID United States Agency for International Development

OSBP One-Stop Border Post

PDIA Politically informed, iterative and adaptive

TMEA TradeMark East Africa

WEA Women Association

WIT Women in Trade

WICBT Women in Informal Cross Border Trade

# **I. BACKGROUND**

Following the Burundian President’s decision to pursue a controversial third term mandate in April 2015, the country has spiralled into a state of heightened insecurity and economic decline. The third term has attracted prolonged and violent opposition in Burundi, and widespread international condemnation of the electoral process by regional and international bodies. TMEA’s principal donors (Belgium, Netherlands, UKAID and USAID) all insist that TMEA, which they recognise has delivered very good results since the start of its work in Burundi in 2010, cannot provide any direct support to the incumbent Government using their funds.

In order to comply with the investment conditions of its donors, TMEA has developed a new policy of engagement in Burundi. This approach is endorsed by TMEA’s Board of Directors, and is being followed by other donor-funded agencies in Burundi. It involves explicitly not working with the Government of Burundi (GoB), but rather supporting business and other non-state actors such as trade co-operatives and trade associations such as the Chambers of Commerce. In this way, TMEA will be able to continue supporting the livelihoods of highly economically vulnerable citizens in the wake of the political and economic crisis, whilst keeping its programme running. Continuity also allows TMEA to maintain flexibility to scale up its programme once again if and when the political crisis is resolved, peace is restored, and concerns about security, freedom of expression/press and human rights in Burundi have been addressed.

It is against this backdrop that TMEA is putting forward this funding proposal to the Belgian Government, supporting a women’s economic empowerment programme in Burundi. Women face a host of constraints to trade ranging from lack of formal legal status, to opaque policies, physical insecurity and abuse, customs and trade barriers, and lack of access to inputs (e.g. logistics, market information, skills, production inputs). Removing the barriers to trade faced by women, and proactively promoting women’s participation in trade and exports leads to income generation, employment, improved social status of women in the home, and wealth creation.

Supporting women’s economic empowerment is particularly relevant to Burundi at this time of economic crisis as they are some of the most vulnerable groups and the benefits of supporting women as a target group generates positive benefits that cascade across the fabric of society. The evidence shows globally that as women gain more control over their income, they invest it far more effectively than men in social benefits such as health and education for their families and children. This in turn supports resilience against the growing crisis. The table below sets out the range of benefits.

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| **Table 1 - WOMEN AND TRADE – THE BENEFITS[[1]](#footnote-1)**  |
| Economic Growth | When more women work, economies grow. If women’s paid employment rates were raised to the same level as men’s, the United States’ GDP would be an estimated 9% higher, the Euro Zone’s would climb by 13%, and Japan’s would be boosted by 16%. In 15 major developing economies, per capita income would rise by 14% by 2020 and 20% by 2030, Egypt could grow its economy by 34%[[2]](#footnote-2). |
| Social Impact | Evidence from a range of countries shows that increasing the share of household income controlled by women, either through their own earnings or cash transfers, changes spending in ways that benefit children. Women reinvest up **90%** of their income in the education, health and nutrition of their family and community compared to **30-40%** for men thus creating greater development impact[[3]](#footnote-3) |
| Production | In 2010, women made up 43% of the agricultural labour force of developing countries. They dominate employment in high-value agricultural commodities in sub-Saharan Africa, However, women farmers tend to produce 20-30% less than their male counterparts because they have less access to vital inputs such as seeds, fertilisers and tools. **If women had the same access to productive resources they could produce 20-30% more food significantly increasing product yield translating into up to 150m fewer hungry people[[4]](#footnote-4).** |
| Strengthening Networks | An ILO-COOP survey covering women agricultural cooperative members in Kenya, Tanzania and Uganda found that (i) 59% of 101 cooperative members started new productive activities after they joined the cooperative; (ii) 84% of 76 cooperative found that their volume of agricultural production had increased, with an average percentage change of 186% and (iii) the income of an 88-respondent sample comprising members from the three countries increased by 186% as compared to pre-cooperative income[[5]](#footnote-5).  |

**II. OVERVIEW OF PROGRAMME COMPONENTS**

In Burundi, it is proposed to support women’s economic empowerment by implementing TMEA’s Women and Trade programme in Burundi. This involves a combination both of targeting women specifically and mainstreaming women in private sector and export development projects. More specifically, it is proposed to support two projects totalling $3 million for 3 years from 2017 to 2019:

1. **Support to Women Engaged in Cross-Border Trade (CBT)** - **$1.5 million**

This project will primarily target both women traders and women producers involved in informal and formal cross-border trade. It aims to reduce trade barriers faced by these women, in order to increase incomes of this target group and bolster household livelihoods in these communities.

1. **Support Women’s Participation in Higher Value Addition Sectors for Export - $1.5 million**

This project will primarily target women working informally in the fish value chain, with the aim of supporting greater involvement in value-addition and exports to increase domestic incomes and prosperity. The project will also aim to address environmental issues around Lake Tanganyika.

# **III. COMPARATIVE ADVANTAGE OF TMEA**

Since 2011 TMEA has been working on women’s economic empowerment by supporting a range of different projects across the EAC. This includes helping both women traders and producers involved in cross- border trade (CBT), eliminating Non -Tariff Barriers (NTBs), raising awareness with informal traders and enhancing export capability and value addition of women co-operatives in different sectors. Under our new “good neighbour approach”, TMEA is now planning to work in Eastern DRC to further support our CBT work with the EAC countries, including Burundi.

With the launch of TMEA’s Women in Trade Programme in 2015 TMEA is now focusing more specifically on supporting inclusive growth by targeting women. This also involves mainstreaming women across TMEA’s portfolio of projects, while supporting projects which target women specifically such as cross border traders. This initial programme is supported by the Netherlands ($4.7 million). It aims to reach out to 25,000 women, which will be expanded in TMEA’s strategy 2 from 2017–2021. This proposal will provide the main anchor of support for women in trade in Burundi.

Since women are amongst the most vulnerable affected by the current crisis in Burundi, the overall WIT programme objective aims to target this group by increasing the resiliency of women trader. A pilot WIT programme was recently launched in Burundi through the Women’s Chamber in order to (i) establish the baseline for women and trade and develop a trade programme to be implemented in Strategy II; (ii) identify advocacy needs and training required to carry out the WIT advocacy for TMEA Strategy II; and (iii) strengthen the institutional capacity of WEAs and build capacity for WICBT and WEs. An expanded programme in strategy II (including this proposal) will address broader issues contributing to Women Economic Empowerment in Burundi.

In addition to Women in Trade Programme, TMEA hired a Gender Adviser and developed a gender strategy which aims at mainstreaming gender in three areas: i) across TMEA’s portfolio of projects; ii) within TMEA itself as an organisation; and iii) with our institutional partners. TMEA recently completed a gender training programme for all staff and is now planning to roll it out to all partners. TMEA is commissioning a WIT scoping study in all EAC Partner States. The WIT intervention in Burundi will further be informed with scoping study findings.

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| **Table 2 - WOMEN AND TRADE – TMEA** |
| Women and Trade programmeGeographical coverage: **Uganda, Kenya, Tanzania, Rwanda, Burundi , South Sudan** | A total of 10,568 women traders were reached with capacity building initiatives to enable them effectively participate in trade and access new markets. 9 women trader cooperatives in Rwanda recorded increased trade volumes by up to US$ 70 000 with members’ personal income increasing from RwF 25000 (USD 30) per month to RwF 55000 (USD 68)*.* Each of these women have a household of an about 6-9 members and so increased income on trade provides for better education, healthcare and improved livelihoods.The project supported inclusion of women in decision making on issues related to cross border trader though the establishment of strong associations that provide a “voice” for the traders and also through lobbying for 13 women trader representatives to be formally included in Joint border committees that oversee the border operations at the 4 borders of Katuna, Malaba, Busia and Mutukula.One of the biggest challenges facing small cross border traders is access to information. This programme set up resource centres at 7 border posts where women traders can not only access market information, but also report cases of sexual harassment or seek arbitration in case of the illegal confiscation of goods. An average of 370 traders/month visit the centres. The programme facilitated the dissemination of market and trading information though sms to over 500 women cross border traders every week. A survey conducted in May 2013 amongst the recipients of this information established that 18% had recorded increased income and improved the livelihoods of their families through utilising this information to access new markets and diversify their trade |

*Table 2 shows some of the impact of the TMEA Women and Trade programme*

TMEA has managed a number of value-chain projects in EAC. For example, in Rwanda our work on sanitary-phyto-sanitary issues has enabled Rwanda honey exporters to access EU markets. Our partnership with the Kenya Fresh Produce Association helped improve incomes and livelihoods of 758 small scale horticulture farmers in East Africa, by introducing a “Good Agriculture Practice” standard which helped access markets across East Africa and the EU. In addition, marketers have increased supplies from certified and trained groups in snow peas, beans and Avocados. Value of orders increased by 35% as a result of realising higher contract prices. The annual sales before training were Ksh 2.3 million, and with the new contract annual sales are expected to be Ksh4.1 million.

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| **Table 2 VALUE CHAINS – TMEA PROGRAMME**  |
| **Project** | **Impact to Date** |
| NOGAMU is the umbrella of producers, processors and exporters of the organic sector in Uganda, supported through TRAC to install processing facilityGeographical coverage: **Uganda** | Through this project, 5000 participating farmers recorded an increase in their income of 52% through the production, processing and sale of dried organic fruit. In the wider community, there are higher rates of attendance to primary and secondary school have among surveyed households, as a result of higher disposable income |
| Africado is an exporter of Avocadoes funded through TRAC to construct a packaging, cold chain and export facility for the EU market. Geographic coverage: **Tanzania** | Since the project started in 2012, the quantity of exports has grown from an annual figure of 488,492 kgs (122,123 4kg cartons of avocados) to 2,579,976 kgs (644,994 4kg cartons) in 2015, a 428.48% increase. The construction of this export facility has resulted in 130 direct jobs, 120 seasonal jobs created (of which 50% of the employees are women). Avocado sales have resulted in increased incomes for 50,000 farmers and lead to increased food and financial security for the households. |
| RugoFarm S.A., private agribusiness enterprise in Burundi funded by TRAC for commercialization of smallholder patchouli (essential oil) production Geographic coverage **Burundi** | The majority of farmers in Burundi are subsistence farmers and the introduction of Patchouli production will generate a new income for their households. Over 1000 farmers have been trained to date and are engaged in production for export. For sustainability, RugoFarm distributes the seedlings to smallholder farmers and operates an out-grower nursery for distribution to the patchouli suppliers.  |
| **Search for Common Ground (SFCG)** Supporting Trading for PeaceGeographic coverage: **Burundi** | This project targeted cross border traders from border points that were prone to conflict and insecurity between Burundi and Rwanda: Kanyaru, Bugesera, Uvira/Gatumba, Bukavu/Cyangugu and Goma/Gisenyi. By raising awareness of trading policies and tariffs and working with border officials, the project facilitated cross border trade to continue given that over 70% of the traders depend on this as their primary source of income.  |

*Table 3 shows Selected TMEA value chains and private sector work and its impact – For more projects see Annex A*

**IV. PROJECT 1: SUPPORT WOMEN IN CROSS BORDER TRADE**

### 1. *Background and Justification*

Women in informal cross border trade (WICBT) make up an estimated 80% of all EAC trade across borders. Informal trade is most significant in trade in staple food commodities such as maize and beans. This trade has a direct impact on regional food security, low cost consumer goods such as shoes and clothing, and services such as hairdressing. These are all areas in which women traders predominate.

Trade data suggests that CBT, both formal and informal, between Burundi and its neighbours, particularly DRC, is vital and perhaps the only means for border communities to access goods and services from regional and global markets. Further, following the decline of hostilities in Eastern DRC, there has been a collaborative effort by the governments in the Great Lakes Region (GLR) and the donor community to foster economic co-operation between Eastern DRC and its neighbours in the EAC as a way to cement sustainable peace in this fragile region.

Trade across borders is essential to improve access to and to lower prices of critical consumer goods and have the necessary inputs for industries and other economic activities in the landlocked countries. Available evidence suggests that:

* CBT is an important source of income for women and vulnerable groups. Over 70% of small CBT traders are women. Two thirds of them rely on CBT as their sole source of income
* CBT is a very important source of household incomes in some of the border communities where poverty rates are highest. Women are more likely to invest gains in CBT back into the household to cover basic welfare needs and schooling. Evidence from Rwanda indicates that increasing CBT, particularly informal trade, has a direct impact in alleviating poverty.
* Informal CBT accounts for as much as 50% of trade flows between neighbouring countries. It is a catalyst for export diversification in a region currently reliant on a few export commodities;

Current constraints to CBT include congestion at key borders crossings, a lack of small scale infrastructure to assist traders, a forbidding range of non-tariff barriers to trade (NTBs), and lack of cooperation by and between border officials. For example, a “Mapping of Women informal cross border traders” carried out by the EASSI in May 2011 revealed that[[6]](#footnote-6):

* Informal cross-border traders had very little or no information on taxation policies and how they operate. For instance, they often get taxed higher than they should in consumer goods.
* Women traders have limited access to finance, operate with limited capital, and do not trust banks to save their money. This opens up other cash risks and potential losses.
* There were minimal formal groupings among women informal cross-border traders. Most women in formal groups reside at the border posts. This limits their ability to enjoy the benefits from group information sharing, education and communication about the wider operating environment and requirements for small scale trading.
* Only 25% of the women were aware of the EAC Customs Union and benefits to traders. As a result, traders have limited understanding of CBT requirements and processes and their rights.
* Women are easily exposed to looting and abuses, including sexual abuse, due to the use of risky, unofficial routes at border crossings. Women traders report harassment from government officials[[7]](#footnote-7), and at times from buyers, which cause delays and income losses.

Data shows that Cross Border Trade is important for intra and extra regional trade (formal and informal) and is dominated by Women. Burundi is a net importer for all EAC neighbors (Rwanda and Tanzania) while it is a net export for the DRC. The CBT Strategy will set priority borders (RW, TZ and DRC) for CBT, assess required needs (infrastructure, Trade Environment & policy and traders support) for the selected borders. The CBT programme will aim to build resiliency in unstable border communities, strengthen cohesion between trading communities, better allocate agricultural produce to food-insecure areas, promote entrepreneurship, provide incomes to vulnerable groups – poor women in particular, and open up new markets to small- and medium-scale producers.

TMEA Strategy 2 is introducing Geo-special programming, which proposes crowding-in investment to expand and develop the region’s growth hubs, and to develop other nodes into hubs. These growth hubs have the potential for high returns in terms of both increased trade and inclusive prosperity for East Africans. Based on a geo-spatial analysis with the World Bank the Greater Imbo region was selected to pilot a growth hub in Burundi as this was considered to have the most favorable set of natural endowments and is where the Government of Burundi is planning a special economic zone. Since all of the value chains being considered in this region focus on exporting goods to the neighboring countries, particularly DRC, there will be strong linkages with the CBT programme and reaching more traders and producers during the span of Strategy 2 (2017-2021).

### 2*. Objective and Activities of Project*

These constraints severely undermine the competitiveness of traders, women’s rights and their ability to earn more. The primary objective of this projectis tothereforeaddress these constraints andimprove participation of women traders and producers in CBT to increase incomes and improve household livelihoods in target communities. Activities will focus on the main trade crossings with the DRC, Tanzania and Rwanda, including the Lake Tanganyika. More specifically:

* Funding of “Quick Win Projects”: Based on other CBT work undertaken in the region, it is anticipated that the CBT strategy will identify a range of different types of projects to support both women traders and producers. Subject to further research and validation with stakeholders at the project full formulation stage, quick wins’ interventions may include:
* *Information dissemination and knowledge on cross-border trade processes:* This will be done through training and awareness campaigns at the borders.
* *Assistance for strengthening organisations and formalisation of business:*  This will support the creation and development of women co-operatives/associations and strengthening of existing ones via awareness raising and capacity building.
* *Facilitating* *access to finance*: This will be done by providing TA to cooperatives to partner with microfinance institutions or banks so they can access loans and other financial instruments.
* *Cost sharing grant scheme*: Trader associations or producer cooperatives will develop new business strategies to increase the quality, amount or value of goods traded. This could include value addition initiatives, increase in cash flow to boost the purchase of goods, improvements in storage or transport packaging (to minimise losses across borders), better linkages back to the supply chain to boost quality and quantity of goods, or links to new markets. Grants will provide a portion of the amount needed while beneficiaries will partly fund their projects to ensure sustainability and ownership.
* *Advocacy on improving the business environment:* This will be done by strengthening on-going advocacy initiatives at the borders through joint border facilitation committees as well as at national and regional levels by working with national-level associations such the Association of Women Entrepreneurs (AFAB), COCAFEM and UNWomen.
* Creation of a CBT Unit: In order to facilitate the co-ordination of the CBT strategy and its implementation lessons learned from other countries we propose to set up a delivery unit, possibly in the Chamber of Commerce, to facilitate the whole process. This unit will help ensure that the strategy and subsequent interventions are gender sensitive and that a platform is created for different stakeholders, particularly women traders, to be represented in the articulation and validation of the CBT strategy and its implementation.
* Development of CBT Strategy: In the context of TMEA Strategy II development, TMEA has mobilized a project to support development of a CBT strategy in Burundi. It is expected that the strategy will map out key stakeholders, identify specific constraints and opportunities for interventions, and recommend a road map to tackling the binding constraints to informal and formal CBT. However, given that it will be primarily a regional undertaking, additional analyses may be necessary to cater for specific Burundi needs. A small portion of this project funded is proposed to be set aside for such complementary analysis.
* Social empowerment for women cross-board traders/producers: This component supplements the WEE programme through trade and addresses other social biases that affect women cross-board traders/producers while exercising their daily work in their communities and families such as income ownership, decision making in the household, sexual violence, harassment, physical and emotional abuses etc. TMEA will partner with specialised agencies such as UN Women and COCAFEM in a programme that aims to alleviate these issues around the borderlands (targeted areas). Since men are the main abusers the programme will therefore target men as well.

### 3. Expected Results

This project intended end-of-project result is improved incomes and livelihoods of women and households in target communities. At an intermediate, **short-term** level, the project is expected to achieve the following:

* Increased knowledge and compliance to formal cross-border trade processes by WICBT;
* Increased capacities of women traders’ associations/cooperatives to provide relevant services to their members;
* Improved access to financial services for WICBT through linkages to financial institutions;
* Increased investment of WICBT/WICBT associations/cooperatives into measures to improve the value and quantity of goods traded across borders through the provision of small grants funding;
* Increased ability of women cross border traders to influence policy to improve the cross-border trading environment.
* Reduce social biases that affect women in the targeted communities.

Subject to validation through baselines setting at project start, below are the quantitative results expected to be achieved by December 2018:

* At least 1,500 women in informal cross border trade report a 30% increase in their incomes and improvement in their households’ livelihoods;
* At least 50 trader associations/cooperatives trade capacity is strengthened;
* Outreach to at least 5,000 women traders receive cross border trade capacity building;
* At least 50 % of target WICBT women formalise their businesses.

4. Indicative Budget Breakdown by key outputs – 2016 to 2018

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| **Output** | **Amount in $**  |
| Undertake a comprehensive CBT Strategy  | 100,000 |
| Set up a CBT Unit to facilitate co-ordination  | 150,000 |
| Fund “quick win projects” based on identified priorities and projects in CBT strategy | 9,00,000 |
| Women social empowerment in the targeted borderlands\*\* | 150,000 |
| Project management, M & E (include costs of specialized technical assistance, baselines studies, surveys and evaluations) | 200,000\* |
| **TOTAL** | **1,500,000** |

***\*****Project management, M&E, Communication and central overheads as per TMEA standards*

*\*\*In partnership with specialised agencies for women social issues such UNWomen, COCAFEM etc.*

## **V. PROJECT 2: PROMOTING WOMEN PARTICIPATION IN VALUE ADDITION FOR EXPORT**

### **1. Background and Justification**

Burundi is one of the poorest countries in the World, with a GDP per capita of $157 in 2014. Burundi’s Vision 2025 sets out to increase growth from an annual growth rate of 4.3% to an annual rate of at least 10% by 2025. In order to achieve this growth, Burundi will need to boost exports and export diversification by developing greater value-added exports products.

The potential for women producers to contribute to the expansion of traditional agricultural exports appears to have been undermined by their limited access to key production inputs relative to male farmers[[8]](#footnote-8). Evidence summarized by the 2012 World Development Report suggests that female farmers cannot seize the available trade opportunities because they lack critical inputs that improve production and yields and are excluded from trade-related networks. Some of the constraints faced by women to benefit directly in market systems include land registry issues, poor access to finance & training, time constraints that limit their ability to access these opportunities as well as structural gender inequality in controlling income from specific commodities.

TMEA has undertaken two studies to address the challenge of export diversification away from Burundi’s traditional exports (Export Niche Study and Growth Hub Analysis for the Greater Imbo). Using key criteria these studies identified fisheries, tropical fruit, palm oil, essential oils and tourism as priority sectors with a comparative advantage. Criteria used included: i) existence of regional and/or international demand for the product; ii) potential for job creation and the quality of jobs created particularly for women; iii) potential for value-addition; and iv) existence of local know how, perceived attractiveness of the product by existing or potential promoters. Further analysis has led us to select the Fisheries sector as the sector with the most potential impact in terms of inclusive growth through trade.

**2. Fisheries - Market Assessment**

Fish production in Burundi is dominated by Lake Tanganyika which it shares with the Democratic Republic of the Congo (DRC), Tanzania and Zambia. The sector plays an important role in the economic and social life in Burundi. It contributes to about 6.3% of annual GDP (as of 2015) and employs about 200,000 households. It also is a key source of nutritional value for the citizens providing 60% of proteins to their daily diet.

It is considered that the annual production of fish is regressively reducing in Burundi due to low grade fishing methods which are fast depleting resources and raising environmental challenges. Furthermore, the industry remains under developed and has not exploited its potential for exports to regional and foreign markets. Several factors including lack of technology and skills, awareness on quality standards and access to markets, poor transportation and storage facilities contribute to it.

The chart below provides an overview of key actors engaged in this industry and their roles and responsibilities. The Lake Tanganyika Authority (LTA) established as a regional body between the four countries sharing the lake is making efforts towards implementing an ‘aquaculture protocol’ that would determine the best practices for fishing and management of the lake basin. However, these attempts are far from actual implementation, setting up the requisite institutions and for monitoring. The Beach Management Unit (BMU) created under the co-operative of fishermen and sellers in Burundi is a voluntary body in various landing sites that have been conducting the same role. They require capacity building and sufficient funds for surveillance and management of fishing techniques.

**Figure 1: Structure of Burundi’s Fish Industry**



The value chain of Burundi’s fish industry is simplified and characterized by traditional and artisanal fishing methods, and sales to local market and exports to DRC and Rwanda. While men play a major role in fishing, women are restricted to sorting, grading, drying and sales in local markets. The dynamics under each step of the value chain has been discussed below along with key constraints faced by stakeholders.

 **2.1 Production:**

* Artisanal and Traditional Fishing Methods: There are three fishing methods practiced by Burundians along Lake Tanganyika.
1. The near shore fisheries are characterized by fishers using traditional methods for catching small breeds using small-knitted’ nets.
2. The offshore fisheries are made up of artisanal lift nets for fishing N*dagala* and *Mukeke.*
3. The least commonly used method is the industrial practice of harvesting fish in ponds using more sophisticated gears.

Although to date, aquaculture has seen little development in Burundi, smallholder pond culture does exist in many areas and is undergoing expansion encouraged by government policy. Recent example includes the establishment of Tanganyika Fish Industries which has established modern hatchery for *Tilapia* and *Catfish.* It is considered that Burundi is unable to meet nationally-set production targets to capture fish and this is claimed to be the result of illegal fishing, inaccurate recording of fish trade across borders and poor infrastructure.

* Environmental Concerns: Overfishing and lack of innovative aquaculture equipment has led to depletion of natural fish stock especially near the coasts. Construction of houses at the lakeshore has contributed to environmental pollution of water system by excess erosion; this has led to fishermen moving farther into the water towards DRC for catchment. Regulations for sharing fish stock within the lake between Congolese and Burundians, movement of fishermen along the waters and at the shores of the two neighbouring countries for business, hygiene on landing sites and beaches are other concerns that need attention for effective management of this industry.

**2.2 Processing:**

* Post-Harvest Losses: Women dominate this part of the fish value chain along the Greater Imbo. They are engaged in aggregating or sorting of fishes, drying and sales. While value addition is negligible, drying of fish is largely practiced by women for selling small fishes. Usually they are dried on land surface or smoked (during the rainy season). Some recent efforts by FAO in providing metallic raised racks for sun drying of fish in parts of Makamba has significantly contributed to reduction in post-harvest losses and improvement of income levels of women. However, these efforts require scalability and sustainability. Furthermore, interventions need to address increased value addition of fish such as sales of fillets to exploit the regional export market. Such programs require need to build awareness and capacities amongst women traders.
* Low Quality Standards & Packaging: Poor handling and no value addition has led to low quality standards of fish sold for exports. Consultations with traders in Rumonge and Bujumbura markets have indicated interest by Congolese importers for Burundi fish as well as by foreign markets such as USA and Indonesia. To exploit these opportunities, it is necessary to create awareness and implement Hazard analysis and critical control points (HACCP) and other quarantine standards to increase the competitiveness of Burundi’s fish products. The traders in Bujumbura market have recently adopted packaging methods for sales of cold-stored fish. According to them, while this attempt has attracted the high-end consumers in Bukavu and Goma in DRC; it requires improvements in key labelling information such as expiry dates, nutritional value, standards and certification.

**2.3 Storage, Distribution & Sales:**

Most fish from the lake is sold fresh with the market dominated by demand from Bujumbura where women play a key role. Around 12 MT of fish per month is sold to DRC through formal and informal channels. Small volumes of fish are also exported through air freight to USA and other EU markets.

* Insufficient and/or Poor Cold Storage Facilities: There are cold storage facilities established at Rumonge Port and at Bujumbura Fish Market. One of these is operated by a women co-operative. Demand for cold-stored fish is high from DRC and Rwanda traders. Given that exports to these markets are low and most sales are for local consumption, the cold storage facilities in Bujumbura often remains underutilised. However, in Rumonge the facility reaches its peak capacity daily where in the management frequently runs out of ice for sale to traders. This issue is further escalated by power cuts. These constraints contribute to spoilage of fish, increased practice of drying and poor price realizations to traders.

### **3. Objectives and Activities of Project**

The annual fish production is estimated at 580,000 tonnes, while the annual fish capture capacity of Lake Tanganyika is estimated at 1.5 million tonnes. The income received mostly through local markets: $3.87 per kg compared to $6–7 per kg for better quality fish on regional markets. The lack of infrastructure in Burundi of a cold chain storage and transport also leads to poor quality and inability to trade higher quality products (such as frozen tilapia). In Burundi fish exports have been estimated to earn a modest 200,000 USD in 2013. Research on the fish value chain estimated that key investments are needed to boost the fish sector, with its potential to grow close to $25 million in annual exports.

The overall purpose of this project is to pilot a women-centered Burundi exports development approach in the fisheries sector with the goal of enhancing women’s participation in export led growth to increase export revenues and jobs while boosting the country’s economic growth. More specifically this project aims to increase the volumes and quality of fish captured and sold to market by addressing key constraints in the fisheries sector, supportoing value addition and enhancing women’s participation in this sector to increase their incomes.

A gendered fisheries value chain analysis is being undertaken as part of the Growth Hub study and the programme will be at the inception to confirm the roles of women in the value chain and what specific interventions are needed in order to improve economic situation of women in the sub-sector. The research will be done in collabollaration with known local research instituions in Agri business such ISABU and Universtities.Some possible activities to undertake which will be validated by the research include:

* Producer/trader organisational and advocacy capacity building: Women producers and traders in fisheries sub-sectors will be encouraged to form local-level associations. New and existing associations will receive capacity building assistance to consolidate operations and transform into cooperatives. This will be in order to boost women’s networking and agency to exploit opportunities in both sectors. Anticipated capacity building areas include:
* Association/cooperative creation and management
* Project planning and execution
* Operational literacy and basic accounting and financial management
* Business formalisation/enterprise creation
* Internal savings and lending and basics of formal banking services, as well as links to banks
* Influencing and advocacy
* Increase sector-specific knowledge for producers and traders. Women producers and traders in fisheries sub-sector will receive training and experiential learning in the areas listed below and any other areas as will be found necessary through the initial research to be carried out at project start.
* Best practices in sustainable fisheries
* Best fish handling and drying techniques, including off-the-ground handling techniques for the ndagala fish, and tilapia filets preparation and storage. This will also include the importance of cold storage, and the use of investments to preserve quality
* Training on applicable regional and global products norms and standards in order to access improved regional markets
* Product traceability and certification
* Funds mobilisation and financial management
* The provision of cost-sharing grants: It will target cooperatives, traders, aggregators, producers and exporters to boost product quality and certification. It is anticipated that these grants will serve to:
* Apply improved drying and processing technologies;
* Pilot low-cost cold chain technologies for fish quality maintenance;
* Acquire modern equipment for improved fishirie products packaging;
* Aquire technical expertise and equipment to meet specific quality or certification requirements.
* Export market development for exporters: This will consist of training, coaching and other information in relation to the following:
* Market intelligence and research to identify key regional and international buyers;
* Branding, marketing, including packaging in order to access better markets, as well as developing buyer relations;
* Export documentation and logistics in order to facilitate trade out of Burundi into key markets;
* Participation in domestic/regional/international trade fairs or visits to directly with buyers.
* Research on cold chain investments at the local and national level. A study on cold chain centred on Bujumbura airport was completed. However, research on the gaps and investments needed in the cold chain will need to be done in conjunction with TMEA’s Logistics and Transport Department. This will be done to identify what overall investments are needed to develop a cold chain and to determine other players who could invest in this, including donors or private sector actors. This will be done in conjunction with the development of an overall regional cold chain strategy for TMEA.
* Reduce gender biases and improve gender awareness for the Burundi National Federation of Fishing. Training will be done for the management team and board, and a gender strategy will be developed for the Federation in order to increase awareness of the needs of women and increase the involvement of women in the fish value chain. As for the CBT programme, women in the fisheries sub-sector, will receive assistance to reduce social biases related to gender such as income control, ownership, decisions making in the family. The assistance will seek to address other vices related to sexual violence, physical and emotional abuse in the fishing communities. TMEA will partner with specialised agencies in these areas such as UNWomen and COCAFEM.
* Reduce negative environmental impact. The proposed fisheries programme will aim to reduce the environment concerns. As fish market increases, it most likely that fishing will increase in the Lake Tanganyika potentially causing unwanted environment hazards or cause imbalance in the Lake ecosystem. TMEA will partner with environmental specialised agencies to address unintended environment effects. This will include researches on environment impact, capacity building, and sensitization, improve regulations and promote enforcement of the fishing regulation.

### **4. Expected Outcomes**

The planned outcome at the end of the project is increased income and prosperity for women in the fisheries sub-sector coupled with increased trade and exports to regional and international markets. Anticipated intermediate outcomes include:

* Strengthened organisational and advocacy capacities of associations and cooperatives of women in the fisheries sub-sector;
* Increased sector-specific knowledge and skills of women in the fisheries sub-sector;
* Improved quality and standards of women produced and traded fish products;
* Strengthened market linkages for women producers, processors and traders in the fisheries sub-sector.

Subject to validation through baselines setting at project start, below are the quantitative results expected to be achieved by December 2018:

* **Increase the income of women** in the fisheries value chain **by 30%.** This will have a direct impact on the family, including children, affecting educational attainment and food security;
* An increase of **20% of the total** **export revenues** of the fishing sector to target markets in the region and international for fish;
* At least **100 women** or predominantly women’s associations/cooperatives in the fish sub-sector formed or strengthened;
* At least **5,000** **women** in the fisheries sub-sector reached by trainings and other knowledge and other capacity building activities;
* At least **50 women entities** comprising women owned/led associations, cooperatives or SMEs have implemented improved fish processing and trading standards;
* **25% of these women** **entities** will access new markets, including regional and international markets.

**5. Indicative Budget Breakdown by key outputs -2016-2018**

|  |  |
| --- | --- |
| Output | Amount in $ |
| Women producer/trader organizational and advocacy capacities are built | 150,000 |
| Women producer/trader sector-specific knowledge and skills are developed  | 150,000 |
| Cost Sharing Grant Scheme (Products quality and standards enhancements)  | 700,000 |
| Women traders’ export markets development capacities are built | 150,000 |
| Women social empowerment in the targeted fishing communities\*\* | 100,000 |
| Environment research, capacity building, training and regulation\*\*\* | 100,000 |
| Project management and M&E (TA, baseline studies, evaluations)  | 200,000\* |
| **TOTAL** | **1,500,000** |

***\*****Project management, M&E, Communication and central overheads as per TMEA standards*

*\*\*Partnership with specialised agencies FOR women social issues such as UNWomen, COCAFEM etc.*

*\*\*In partnership WITH environment agencies, regulators etc.*

**IV. RISKS AND MITIGATION MEASURES**

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| --- | --- |
| **Risks** | **Mitigation Measures** |
| Persistent insecurity and renewed conflict in Burundi, and concerns over staff and consultants safety security, limited engagement with Government institutions | * TMEA management closely monitors the security situation and has put in place a business continuity plan, allowing staff to take conservative measures in accordance with different levels of insecurity.
* Investments will be directed where it is deemed possible to make progress with limited engagement with public institutions.
* Play possible scenarios, shorter programmes with ability to scale up or down depending on the security conditions on ground.
 |
| Challenge of working in the Democratic republic of the Congo (DRC) where TMEA does not have a presence | * As part of the “good neighbour” policy TMEA is developing a CBT programme with Eastern DRC which will involve engaging with DRC stakeholders and setting up a presence in Eastern DRC.
* TMEA will work closely with other donors under the Great Lakes Initiative, such as the World Bank, DFID, UN and Belgium who have a strong presence on the ground in DRC.
 |
| Weak capacities and low absorption capacities of partner entities, pressure to exercise favouritism in enrolment to projects’ activities and grants awarding. | * Both projects include institution and capacity building to support and bolster partner institutions.
* TMEA will establish and validate enrolment criteria with key stakeholders and promote transparency and competition in grants awarding
* TMEA will directly manage all procurement and adhere strictly to our procurement policies and processes.
 |
| Time constraints, social biases and discriminatory practices that may limit women’s optimal participation and benefits from both projects | * Relevant approaches will be implemented to ensure optimal participation by women (e.g. timing of trainings/events, ease of access, etc.)
* Awareness raising activities will discourage discriminatory practices
* TMEA may promote a complaint filing mechanism notably through cross border trade units.
 |
| Fisheries has not historically benefited from much donor support, thus less capacity amongst the beneficiaries. | * Portion of the project budget will go towards assessing capacity gaps, developing and implementing capacity development programs.
* Engage with GoB to provide political support to the selected (fishery) value chains.
 |

**V. CONCLUSION**

Supporting women in Burundi to participate more effectively in trade, exports and value addition of fisheries is critical to improving livelihoods, resilience and wealth creation. This is especially important for women at a time of extreme economic vulnerability in Burundi in the current political crisis. It is also critical to note that this proposal has a strategic importance for the continued engagement of TMEA in Burundi. Without continued funding to support TMEA in strategy 2, we will need to reduce our operations to a bare minimum while waiting for the donors’ engagement policy change in the country (art 96).

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| **Project**  | **Results/Outcomes** | **Linkages to inclusive growth, job creation, employment for the poor** |
| Fresh produce mall holders EAGAP certification FPEAKGeographical coverage**Kenya, Uganda, Tanzania** | Increased compliance to Global Agricultural Practice GAP by Fresh Produce farmers in Kenya748 farmers groups are GAP Compliant and have increased access to markets 20,000 farmers facilitated to access export markets through training on GAP |

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| The project has trained farmers and facilitated them to comply with the required standards for Fresh Produce and thereby increasing their capacity to access markets and have a higher income. A survey of selected farmers established increase in sales income as follows: Avocado farmers: Kes3 to Kes10, French bean farmers: Kes30 to Kes50 per kg. Aggregately the annual sales before training were Ksh 2.3 million, and are expected to double to about Ksh 4.1 Million through new contracts. In addition, due to their increased incomes, a group of Kenyan farmers are financially supporting their local community health centre. Farmers from Kangai Horticulture Marketing Co-operative Society in Kirinyaga County, in the central region of Kenya, built a maternity wing and a laboratory in their local health centre with proceeds from the sale of string beans and baby corn. The enterprising group struck a deal with exporters, that for every kilo of produce sold, a shilling is invested in the hospital project. Currently, the health centre attends to 150 to 200 patients daily and has improved the health and productivity of the community. |
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| Upgrading Quality Standards for Maize Farmers SEATINIGeographical coverage**Uganda,**  | Training over 50,000 farmers on compliance to Maize standardsDevelopment and adoption of by-laws for maize standards | This project has trained farmers in Uganda on the standards for Maize. 56,000 small holder maize farmers were trained and increased their knowledge and capacity to comply with the required maize standards. As a result of the increased compliance, farmers attract a price of 1000 per kilo as compared to Ugsh400 per kilo; an increase of over 100% in farm gate prices. This directly impacts the reduction of poverty at the household level. |
| Women and Trade programmeGeographical coverage**Uganda, Kenya,Tanzania,****Rwanda, Burundi , South Sudan** | Increased access to market and trading informationIncreased knowledge on EAC trading procedures and regulationsImproved business environment for cross border trade | A total of 10,568 women traders were reached with capacity building initiatives to enable them effectively participate in trade and access new markets. As a result of capacity building interventions, 9 women trader cooperatives in Rwanda recorded increased trade volumes by up to US$ 70 000 with members personal income increasing from RwF 25000 (USD 30) per month to RwF 55000 (USD 68)*.* Each of these women have a household of an about 6-9 members and so increased income on trade provides for better education, healthcare and improved livelihoods.The project has supported inclusion of women in decision making on issues related to cross border trader though the establishment of strong associations that provide a “voice” for the traders and also through lobbying for 13 women trader representatives to be formally included in Joint border committees that oversee the border operations at the 4 borders of Katuna, Malaba, Busia and Mutukula.One of the biggest challenges faced by small cross border traders especially women in access to information. This programme has to date established resource centres at 7 border posts at which women traders can not only access market and trading information, but also report cases of sexual harassment or seek arbitration in case of the illegal confiscation of goods. An average of 370 traders (male and female) visit the resource centres every month. In addition, to address the issue of time poverty, the project facilitated the dissemination of market and trading information though sms to over 500 women cross border traders every week. A survey conducted in May 2013 amongst the recipients of this information established that 18% had recorded increased income and improved the livelihoods of their families through utilising this information to access new markets and diversify their trade.  |
| NUCAFE is a social enterprise of coffee farmers in Uganda Supported through TRAC to establish a processing facility allow the farmers access to premium coffee markets. Geographical coverage**Uganda** | 6,303 farmers supported to access the processing facility Volume of exports of 1,237 MT achieved in 2015 (over 500% increase from baseline)74% increase in income generated by participating farmers  |  As a result of the establishment of the processing facility, farmers in Uganda were able to increase the volumes sold to NUCAFE from 12 MT at baseline to 60 MT at impact stage. This facility resulted in the creation of 215 permanent jobs and 734 seasonal jobs. The farmers supported recorded increase in income of up to 74% and this directly impacts improved welfare and livelihoods for their families. |
| NOGAMU is the umbrella of producers, processors and exporters of the organic sector in Uganda, supported through TRAC to install processing facilityGeographical coverage**Uganda** | A supply chain of 5,000 organic certifiedestablished20MT of fruit exported 115% increase in volumes of dried fruit processed by the farmer cooperatives recorded between 2012 and 20156 SMEs / cooperatives sold their produce through the ORGUT brand | Through this project, 5000 participating farmers recorded an increase in their income of 52% through the production, processing and sale of dried organic fruit. In the wider community, there are higher rates of attendance to primary and secondary school have among surveyed households, as a result of higher disposable income |
| Increased capacity of a tomato processing factory in Iringa South Tanzania7% project funding by TRACGeographic coverage**Tanzania** | Increased market access and incomes for tomato farmers | Through the TMEA challenge fund, Darsh Industries Ltd (DIL), the biggest tomato processor in Tanzania, accessed funds to increase its processing capacity. During the trial and production runs, the factory processed over 240 MT of tomato concentrate from 1500MT of raw tomatoes purchased from local farmers. The establishment of this factory has created a reliable market for Tanzanian farmers in Iringa and increased their income. DIL’s processing plant has already had a positive impact on the lives of farmers in the wider Iringa area through the creation of an initial 40 new jobs and a growing demand for tomatoes in the wider community. DIL expects to create a total of 200 jobs in Iringa though expansion of operations as they open a ketchup production line alongside the tomato paste production line. The firm also provides trucks for collecting locally grown tomatoes from their farmer suppliers providing an opportunity for both medium and small scale producers to benefit. |
| Africado is an exporter of Avocadoes funded through TRAC to construct a packaging, cold chain and export facility for the EU market. Geographic coverage**Tanzania** | Increased access to export markets for Tanzania produce, Africado to the EU(Denmark, France, Netherlands, Norway, Spain) and the UKDistribution of **50,000** avocado trees to farmers Training and coordination of **2,290** farmers’ harvesting activitiesIncrease avocado exports by **342 MT** in 2014 compared to 2012Increase participating farmer incomes from the production of avocado by **124%** by 2015 | Since the project started in 2012, the quantity of exports has grown from an annual figure of 488,492 kgs (122,123 4kg cartons of avocados) to 2,579,976 kgs (644,994 4kg cartons) in 2015, a 428.48% increase. The construction of this export facility has resulted in 130 direct jobs, 120 seasonal jobs created (of which 50% of the employees are women). Avocado sales have resulted in increased incomes for 50,000 farmers and lead to increased food and financial security for the households. |
| RugoFarm S.A., private agribusiness enterprise in Burundi funded by TRAC for the commercialization of smallholder patchouli production Geographic coverage**Burundi** | Increased household farm incomes for 3000 small holder farmers | The majority of farmers in Burundi are subsistence farmers and the introduction of Patchouli production will generate a new income for their households. Over 1000 farmers have been trained to date and are engaged in production for export. For sustainability, RugoFarm distributes the seedlings to smallholder farmers and operates an out-grower nursery for distribution to the patchouli suppliers.  |
|  Support to the Tanzania Private Sector FoundationGeographic coverage**Tanzania** | Policy recommendations developed on how to improve Rice exports to the EAC | *Recommendation I: Maintaining 75 per cent tariff for rice imported*from outside the EAC allows for the protection of the sector and catalyses increase and production and trading in rice in Tanzania and the EAC. The poor are employed at different levels of the Rice value chain **(**planting, harvesting, threshing, transportation, milling, packing and distribution. *Recommendation II: Eliminating Export Bans of Rice to the EAC*allows for all the growth in the export sector. This also strengthens backward linkages in the rice value chain for those engaged in production/ rice farming *Recommendation III: Eliminating all import, excise and VAT duties/taxes on agricultural inputs including fertiliser, chemicals, industrial parts, and packaging*will result in the reduction of costs related to the production of rice and this increasing the earnings of rice farmers; increased scale of production and thus more workers employed in the sector. |
| **Search for Common Ground (SFCG) Burundi**Supporting Trading for PeaceGeographic coverage**Burundi** | Improve knowledge and understanding on issues causing conflict, including laws, duties, and rights along the trading routes between the DRC, Burundi and Rwanda. Strengthened respect and trust among and between small scale traders and customs officials through the “Trading for Peace Festival Burundi” Sensitization of traders on trading regulations and citizen rights thought the dissemination/ distribution of 10,000 information reference cards in the local languages of Swahili, Kirundi and Kinyarwanda  | This project targeted cross border traders from border points that were prone to conflict and insecurity between Burundi and Rwanda: Kanyaru, Bugesera, Uvira/Gatumba, Bukavu/Cyangugu and Goma/Gisenyi. Through promoting peace and dialogue, the project facilitated cross border to continue given that over 70% of the traders depend on this as their primary source of income.The project also promoted inclusion though availed information cards in local languages to enable even traders without a formal education to participate in trade. |

1. Facts and Figures, Economic Empowerment, UN Women [↑](#footnote-ref-1)
2. *Empowering the 3rd billion, Women and the World of Work 2012, Booz &Co* [↑](#footnote-ref-2)
3. *(World Bank Engendering Development Report)* [↑](#footnote-ref-3)
4. *(FAO 2012).* [↑](#footnote-ref-4)
5. *Source: How women fare in East African cooperatives: the case of Kenya, Tanzania and Uganda (ILO COOPAFRICA, 2012)* [↑](#footnote-ref-5)
6. TMEA Regional Women in Trade PAR, page 7 [↑](#footnote-ref-6)
7. More than 85 percent of the traders reported having to pay a bribe to cross the border and more than half reported being subjected to some form of physical harassment [↑](#footnote-ref-7)
8. World Bank. 2011. “Gender Equality and Development: World Development Report 2012. Washington, DC: World Bank. [↑](#footnote-ref-8)