

Passing on the torch Letter from the COMPACI Management Board

Tina Stridde | Wolfgang Bertenbreiter | Dr. Tobias Bidlingmaier



Dear friends of CmiA & COMPACI,

This is the last official newsletter in its current version. After eight years of implementing COMPACI with 22 companies in twelve different countries across Africa, it is time for us – the COMPACI Management Board – to say goodbye. The books have been closed and the final project report to the Bill & Melinda Gates Foundation approved. In the meantime, the Aid by Trade Foundation is continuing its work under the Cotton made in Africa (CmiA) framework in close partnership with the Cotton Expert House Africa, and GIZ is developing new ways for supporting smallholder cotton farmers by setting up the Africa Cotton Foundation.

What is the legacy of COMPACI?

What started as a small pilot project back in 2005 has become one of the widest and most successful public-private partnership to support smallholder cotton farmers in sub-Saharan Africa. This success was only possible through an exemplary cooperation between many different public and private stakeholders involving ministries, foundations, NGOs, development finance institutions, private companies and farmers. COMPACI has proven that, if done right, leveraging (public) funds through the private sector can have a tremendous beneficial developmental impact. Over the years, CmiA and the COMPACI initiative have turned into a development-policy flagship project that shines beyond the cotton sector and Africa.

One million farmers have been trained in good agricultural practices and received support in form of pre-financed inputs. In 2016 alone 775,000 tonnes of verified CmiA seed cotton were produced and 50 million textiles carried the CmiA seal worldwide. Through the COMPACI and CmiA program, many farmers across Africa have substantially increased their income and improved their livelihoods. This newslet-

ter contains a few testimonials from farmers, explaining how COMPACI has impacted on their lives (pp 12-14). Participating companies narrate about some of the key success components of the COMPACI program: extension systems, conservation agriculture, farmer business schools and food crop production (pp 5-9). The article on gender and nutrition topics (pp 10-11) shows that COMPACI goes beyond cotton and is in fact a truly holistic approach to development. Training and awareness raising on livelihood topics which affect cotton farmers were an inherent part of the COMPACI program. The establishment of the Cotton Expert House Africa with its two regional hubs in East and West Africa at the beginning of 2017 marks certainly an important milestone for the future of the CmiA/COMPACI initiative and is a building block for the continuous support of cotton farmers in Africa (pp 19-20).



At this point, it is also time to say "Thank you!" to all the people passionate about CmiA & COMPACI who helped to make it such a great success. Without your invaluable input, the initiative could not have achieved its goals. •

Goodbye, au revoir, auf Wiedersehen
from the COMPACI Management Board

Tina
Stridde



Wolfgang
Bertenbreiter



Dr. Tobias
Bidlingmaier





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Why is the collaboration with the private sector sustainable from a development cooperation perspective? – the case of COMPACI

An interview with Dr Wilhelm Elfring

What makes COMPACI a special initiative?

Dr. Elfring: COMPACI is a complex endeavor to link and coordinate efforts of more than 20 ginning companies being supplied by over 900,000 cotton farmers in twelve countries in Sub-Saharan Africa (SSA). The cooperation is organized in a non-competitive technical field of farmers' trainings, introduces the sustainability standards of Cotton made in Africa (CmiA) and exchanges experiences on cotton farming systems in Africa.

A quite unique feature of the program is the fact that almost the entire range of field activities are organized and implemented by the private sector, namely by the cotton ginning companies. Cotton companies are solely responsible for organizing farmer trainings or forming and supporting women clubs. Usually and in similar development programs, the technical assistance organizations (e.g. GIZ) play a more active role in the field. In case of COMPACI the cotton companies are very competent and capable agents for the implementation of the technical assistance of training farmers, introducing food crops in rotation with cotton and improving the living conditions of more than 900,000 farmers.

The fast and successful introduction of the CmiA verification into the supply chain is another highlight of the program. Within a relatively short period of time, i.e. ten years after the initiation of the CmiA label, more than 45% of the cotton production in Sub-Saharan Africa fulfills the CmiA standards.

What surprised you during the project evaluation mission?

Dr. Elfring: I was deeply impressed with the pace of adaptation by ginning companies in implementing the COMPACI concept of farmers' training (content and organization) especially the Farmer Business School, the formation of women clubs and the implementation of additional social projects implemented via the women clubs and financed by the Aid by Trade Foundation (AbTF).

Due to depressed world market prices since 2011 and the highly fluctuating and unpredictable supply pattern, many ginning companies are revisiting and rethinking the interaction concept with "their" smallholder farmers. Apparently we are in the middle of the process and I expect new concepts to strengthen cooperation between ginning companies and cotton farmers to emerge in the future. The professionalization of farmers will be one key element.

Although ginning companies have been in the cotton business for decades and a sound knowledge base of cotton agronomy has been widely available, it is surprising how sometimes simple and somehow known technical solutions can make a sig-

nificant change in the field as demonstrated by the molasses traps for pest control. If managed well (trap design and sugar content of the trap liquid), it proved cost-effective to contain the bollworm population, but keep domestic animals and honeybees away.

What is the potential for development organizations with regard to collaboration with the private sector? What are the lessons learnt from COMPACI?

Dr. Elfring: To a certain extent, COMPACI is unique, since there are not so many companies active in certain parts of rural Africa, except cotton companies and input dealers. Some cotton companies are diversifying their portfolio and are currently including staple food crops in the range of activities. The idea is to promote staple food in a rotation system with cotton that is, from the agronomic point of view, a standard recommendation under COMPACI II. A significant number of ginning companies establish themselves in staple food trade. This is a new chance for rural economic development and the collaboration with development organizations.

Bringing development ideas to scale requires a strong partnership concept. In Africa's rural areas, there are not so many choices. Public services have their known limitations when it comes to widespread field activities. Setting up partnerships with private companies is a very valid option. Certain requirements need to be fulfilled by the private sector, e.g. a stable business concept with a strong outreach into rural areas, common understanding about the joint objectives of the partnership and, finally, an implementation support underpinned by a proven business idea. Additionally, an understanding and active support of a detailed monitoring system is essential to generate the necessary transparency. The detailed COMPACI monitoring system and results are good practical examples. •

About the author:

Dr. Wilhelm Elfring studied horticultural sciences and worked as an advisor to the Ministry of Agriculture in Nairobi. In 1994, he started working as a consultant in the field of agricultural marketing and economic development. He has followed COMPACI since 2009 and conducted the most recent project evaluation of the contribution of Federal Ministry for Economic Cooperation and Development (BMZ) to COMPACI.





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The challenging task of evaluating impact: COMPACI's evaluation framework and summary of results

By Daniela Röttger-Jann and Dr. Tobias Bidlingmaier

COMPACI's overall objective was to improve the livelihoods of smallholder cotton farmers and their families. Training in better and sustainable farming techniques (e.g. good agricultural practices, conservation agricultural techniques, integrated pest management, safe pesticide use and handling) as well as better farm management (i.e. farming as a business), access to quality inputs and input pre-finance, empowerment of female farmers and access to markets for sustainable cotton were meant to increase farmers' cotton as well as food crop production, and consequently income (see Figure 1).

of 22 cotton companies in twelve countries. These companies trained almost one million smallholder farmers in sustainable agricultural techniques in sub-Saharan Africa, reaching out to 25-30% of all cotton farmers in sub-Saharan Africa. Many of these farmers attended regular training sessions, in other words, COMPACI cotton companies organized more than 60,000 training sessions annually.

Additionally, 240,500 farmers learnt intensively in one-week Farmer Business School (FBS) trainings which support fam-

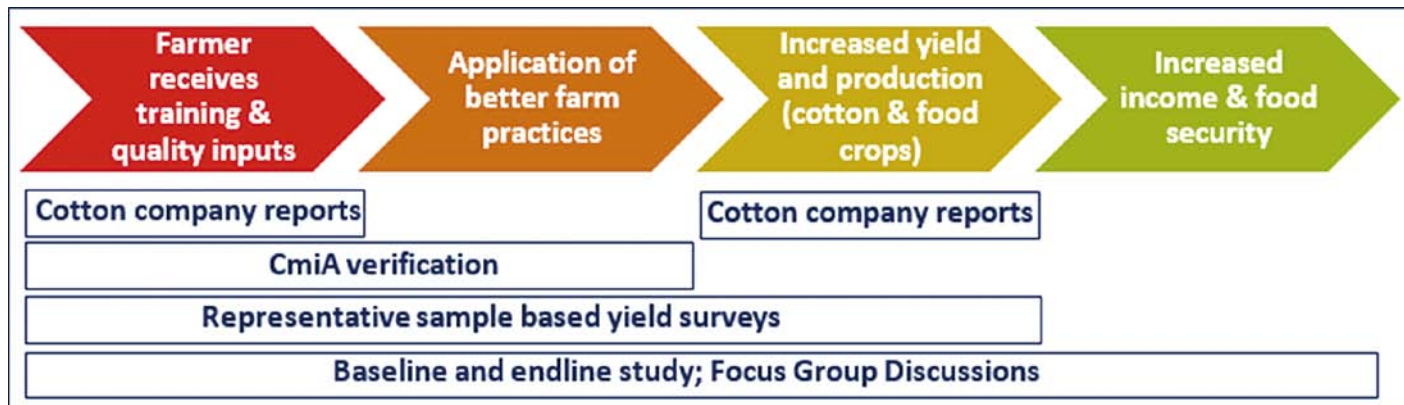


Figure 1: COMPACI's theory of change and evaluation framework

Monitoring and measuring outputs, outcomes and impacts were an important integral part of COMPACI. This task was performed on different levels by different actors: (i) the number of farmers trained in different techniques, the provision of quality inputs, cotton yields, and total cotton production were monitored bi-annually by the cotton companies (cotton company reports); (ii) external CmiA verification conducted every two years verified cotton companies' self-reported figures and assessed the application of agricultural practices by farmers; (iii) since 2013, surveys have been conducted, during which cotton yield has been estimated by counting cotton bolls on the fields of a representative sample of cotton farmers; (iv) in addition to these measures, COMPACI's impact was externally evaluated by the National Opinion Research Center (NORC). NORC conducted a quantitative impact evaluation in the six original COMPACI I countries (Benin, Burkina Faso, Côte d'Ivoire, Malawi, Zambia and Mozambique) and supported findings with qualitative Focus Group Discussions.

The following paragraphs highlight the main findings from the various studies.¹

1. Farmer training

By 2016, the final year of project implementation of COMPACI II, many more farmers had been reached by COMPACI than originally intended: COMPACI II was implemented by a total

of 22 cotton companies in twelve countries. 33% of trained FBS farmers were female.

2. Application of better farming techniques

The application of better farming techniques increased over the course of COMPACI: survey results show that, overall, 80% of COMPACI farmers apply good agricultural practices and 60% practice two or more soil fertility techniques to maintain or improve the fertility of soils and prevent erosion at the end of COMPACI. More than 80% of trained FBS farmers apply their knowledge to their farm and started, for example, keeping record of their farming activities. The proper use and handling of chemicals also improved greatly over the course of COMPACI, but still has room for improvement: 60% to 75% of farmers store and dispose of chemicals correctly and wear protective clothing when spraying pesticides.

3. Cotton yield, production and income

Cotton income per COMPACI household increased massively in four out of six countries over the course of COMPACI implementation (compare to Figure 3). On average COMPACI farmers increased their cotton income by more than 98% and are therefore much better off at the end of COMPACI. Figure 3 also shows the huge gap between WA cotton farmers and cotton farmers from ESA: While WA cotton farmers have an average cotton income between \$1,500 (Benin) and \$2,942



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(Côte d'Ivoire), ESA cotton farmers' cotton income ranges from only \$204 (Mozambique) to \$434 (Malawi).

Cotton income is, however, not only determined by COMPACI participation, but heavily affected by external factors such as weather and prices. The introduction of comparison groups, experiencing the same external effects as COMPACI farmers, but not receiving COMPACI support, was supposed to make it possible to single out the effect of COMPACI in NORC's impact survey. However, it was not possible to preserve this survey setup in all six countries. Over the course of the program implementation many comparison farmers in Zambia, Mozambique and Côte d'Ivoire became COMPACI farmers. In Benin, Malawi and Burkina Faso comparison farmers did not become part of COMPACI, but received training by other actors, such as NGOs, government extension or others. It was thus in many cases difficult to properly determine the effect of COMPACI in the NORC surveys.

Nevertheless, it is still interesting to look at different components that influence cotton income (i.e. cotton yield, cotton area, cotton production, costs of cotton production and farm gate prices) and how they developed between the baseline survey (2010) and the endline survey (2015).²

Cotton yield (kg/ha) of COMPACI farmers increased in Malawi and Burkina Faso and stayed more or less constant in the other countries, between baseline and endline. The yield increase in Burkina Faso, however, is mainly caused by farmers switching from conventional cotton to GM cotton; statistical analysis cannot determine a significant effect of COMPACI on yields. In Malawi, cotton yield increased much more for COMPACI farmers (50%) than for comparison farmers (14%), but the positive relation between COMPACI and cotton yields is not statistically significant. In Benin, COMPACI farmers main-

tained their cotton yields, while, at the same time, comparison farmers' cotton yield decreased by 33%. Statistical analysis therefore reveals a significant positive effect of COMPACI on yields in Benin.

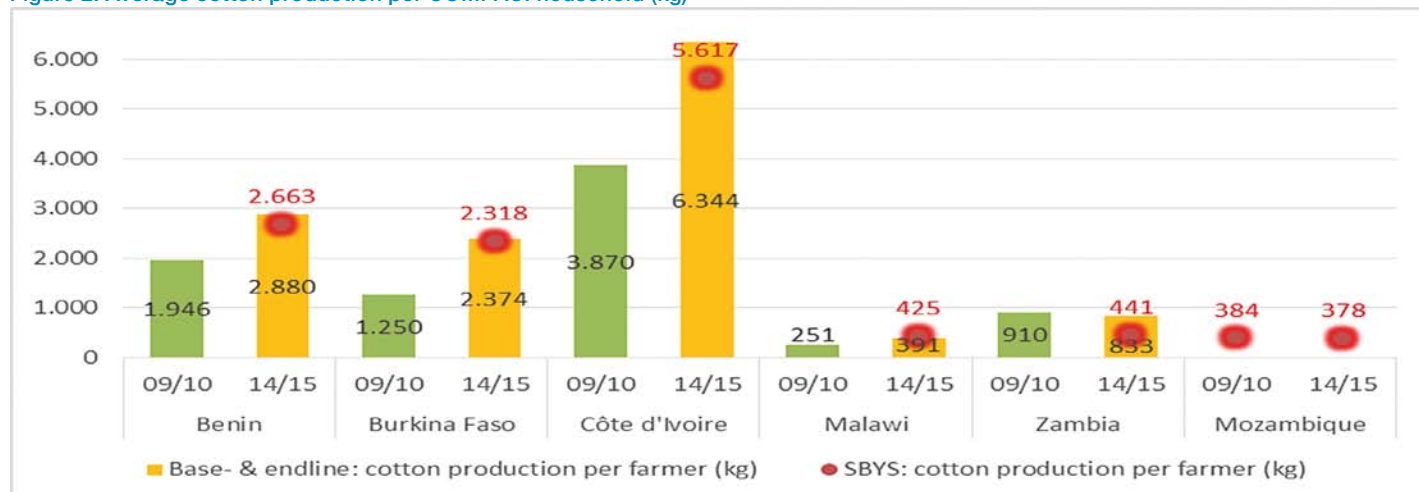
Cotton area per COMPACI household more than doubled in Benin and Côte d'Ivoire, while it increased by more than 30% in Burkina Faso and Malawi. In Zambia and Mozambique, cotton area remained constant. Food crop production was, however, not jeopardized in any country. The percentage of cotton area to total farm area only increased slightly and ranges between 30% and 39%. Therefore, other crops than cotton still constitute the majority of production in all countries.

Cotton production per COMPACI household increased in all countries but Zambia and Mozambique, mainly due to increased cotton area. Figure 2 shows that COMPACI households in West African (WA) countries produce much more cotton than farmers in Eastern and Southern Africa (ESA).

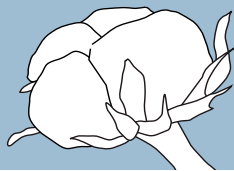
Costs of cotton production per hectare for COMPACI farmers (e.g. costs of cotton seeds, pesticides, herbicides, fertilizers and hired labour for cotton production) increased by up to 45% in all countries but Malawi and Mozambique. Absolute costs at endline are much higher in WA countries (\$ 430 – 520) than costs in ESA countries (\$ 31 – 100), because most farmers in ESA countries do not fertilize their cotton.

Farm gate price per kilogram of seed cotton on average increased in all countries but Zambia and Mozambique. While farm gate prices in WA countries increase slowly but (more or less) linearly between 2009 and 2015, farm gate prices in ESA countries mirror the world market price for cotton and thus fluctuate heavily from year to year.

Figure 2: Average cotton production per COMPACI household (kg)



Source: NORC endline reports; NORC sample-based yield survey reports 2014/15



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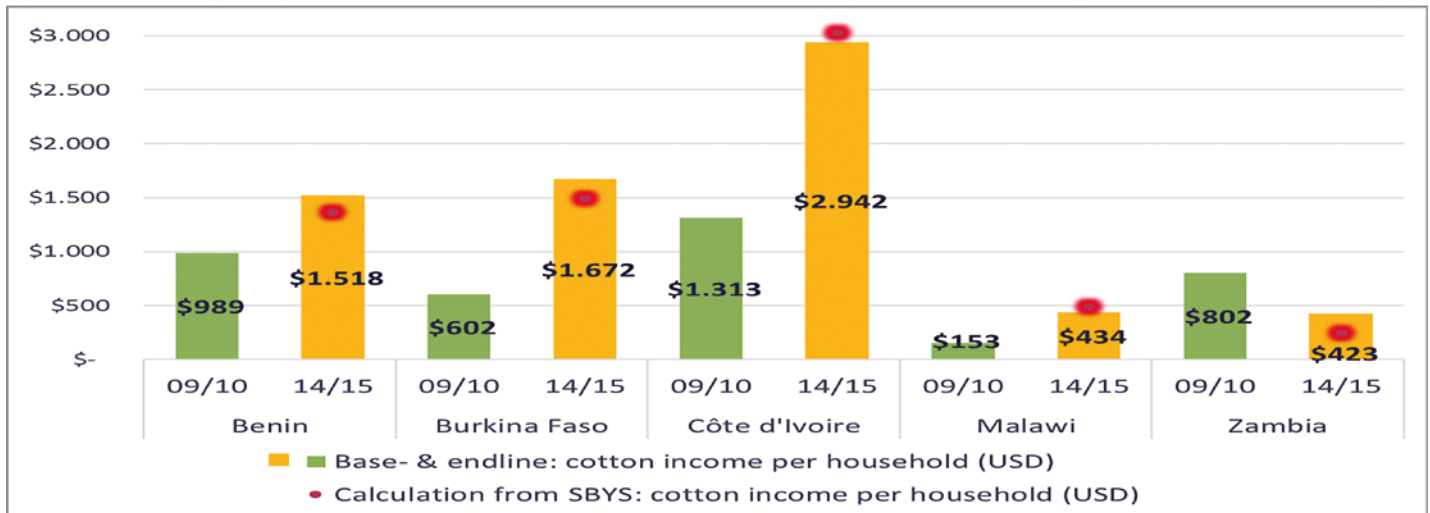


Figure3: Cotton income per COMPACI farm household (USD)

Source: NORC endline reports; NORC sample-based yield survey reports 2014/15

Country summary findings:

Benin: COMPACI farmers in Benin were able to maintain their average cotton yield per hectare at declining conditions (in which comparison farmers had declining cotton yields). By increasing their cotton area by 27%, COMPACI farmers were thus able to raise their cotton income from \$989 to \$1,518. Comparison farmers had a similar cotton income at endline, but had to increase their cotton area by 150% to offset their declining yields. Regression analysis hence shows that COMPACI had a positive impact on cotton income (when controlled for area). According to statistical estimates, the effect of COMPACI exposure would be an average cotton income increase of almost \$150 per cotton hectare when inflation-adjusted.

Burkina Faso: In Burkina Faso, cotton income per ha increased more for COMPACI farmers than for comparison farmers, but income per household increased more for comparison farmers than COMPACI farmers. This is because comparison farmers increased their cotton area to 2.9 hectares while COMPACI farmers only grew 1.9 hectares of cotton on average at endline. Overall, one can conclude that COMPACI farmers' average cotton income mainly increased due to a combination of farmers switching to GM cotton, increasing cotton area and increased farm gate prices. Regression analysis cannot detect any effect of COMPACI on cotton income when it controls for farmers switching to GM cotton.

Malawi: Cotton income per farm household increased for both, COMPACI and comparison farmers, but much more for COMPACI farmers. This difference can mainly be explained by lower cotton yields of comparison farmers and higher costs of cotton production for comparison farmers. Statistical analysis shows a positive significant relationship between COMPACI and cotton income increase.

Côte d'Ivoire: Côte d'Ivoire has no comparison group and only 41 farmers were interviewed at base- and endline, which is why results must be treated with care. This small group of

farmers had an impressive increase of cotton income, mainly due to a combination of increased cotton area, higher farm gate prices and constant cotton yield. Statistical analysis could not detect a correlation between COMPACI training attendance and cotton income.

Zambia: Comparison group farmers became COMPACI farmers over the course of COMPACI in Zambia. For the 118 farmers interviewed at baseline and endline, cotton income decreased by 47% on average. The main reasons for this decrease are the following: falling farm gate prices and increasing input prices at constant cotton yield and cotton area. Statistical analysis indicates a positive but weak relationship between COMPACI training attendance and cotton income.

Mozambique: Different farmers were interviewed at baseline and endline and no statistical analysis on the effect of COMPACI on cotton income could thus be conducted. •

- 1 All prices in the following summary are inflation-adjusted and converted to USD using the 2015 PPP conversion factor for private consumption of the World Bank.
- 2 The following findings thereby only refer to the six original COMPACI countries and cannot be extrapolated to the other six COMPACI II countries.

About the author:

Daniela Röttger-Jann supported COMPACI as a monitoring and evaluation consultant for DEG





How can Farmer Business Schools (FBS) help modernize agriculture?

By Marc Leynaert



FBS training

The Family Farm Advisory Service (Conseil à l'Exploitation Familiale, CEF), as a broad concept, has been active for many years in Burkina Faso's cotton-growing areas in general and in Faso Coton's area of operation in particular.

The first steps to help smallholders incorporate important economic considerations into their decision-making were taken in 2008 as part of the program to strengthen Burkina Faso's cotton industry (*projet de renforcement de la filière cotonnière burkinabè* (PRFCB)), with support from the French Development Agency (AFD).

The initial CEF concept was based on identifying influential producers who were receiving regular support from specialists from the cotton company so that they could pass on their knowledge and skills to neighbouring farmers.

After this first project, which had a very positive impact, phase II of the Competitive African Cotton Initiative (COMPACI) carried on the work, introducing an innovative approach no longer based on key producers being regularly monitored but on a one-off training program lasting five days that aimed to reach many more producers, including women. During these sessions, which were led by trained field staff, several modules combining an economics-based approach and farming expertise, along with resources from livestock farming and small trade, were taught with teaching aids (training handbook, calculator, etc.) in the national language.

Despite admittedly strong misgivings voiced at the Farmer Business School (FBS) presentation at Faso Coton – particu-

larly concerning the risk of producers not committing to five days of training – the results were very well received in the field. Contrary to expectations, it was possible to minimize the impact of the lack of the usual allowances paid to those attending and difficulties arising from the fact that many producers were illiterate.

High levels of involvement from Faso Coton's team of supervisory agents allowed them to reach 13,509 producers over a three-year period; 3,063 were women who had all too often been absent from any previous training, although they are clearly heavily involved in farm activities. The FBS proved to be an outreach tool that could swiftly reach a large number of farms and a broad and diverse range of stakeholders and was therefore ground-breaking compared to previous concepts.

Although no exhaustive assessment has been carried out from a qualitative point of view, FBS producers everywhere have confirmed that their business planning has improved. This has translated into informed decision-making regarding crops, control of the areas being sown according to the manpower available, better crop maintenance and a profitable diversification of sources of income.

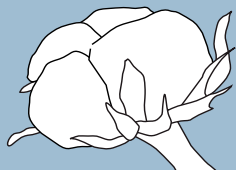
From a management perspective, the positive impact of the FBS training on modernizing smallholdings has been amply demonstrated, although the high levels of illiteracy and implementation costs remain limiting factors.

Internal or external funding will therefore still be needed when COMPACI II comes to an end in order to consolidate what has been achieved and, if possible, to expand the training to all rural actors in the areas where we operate. •

About the author:

Marc Leynaert became Director of Operations of Faso Coton in Burkina Faso in 2008 after having worked in different positions in several African cotton companies in Guinea, Guinea Bissau, Senegal and Mozambique since 1994. He holds a Masters degree in irrigation engineering and has a background in agro-economy.





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Mozambique

Plexus Mozambique on conservation agriculture and improved cotton seed

By Nicholas Earlam



Plexus pure seed multiplication plot

With the assistance of COMPACI and a few specialists on conservation agriculture, Plexus Mozambique started in 2013 a conservation agriculture project with 300 cotton farmers. Plexus encouraged them to grow 1.5 hectares (ha) of crops in total, out of which 0.5ha was used for cotton, 0.5ha for maize and 0.5ha for cowpeas. These farmers produced on average over 700kg per ha of cotton, when in comparison the concession area's average was 350kg per ha. Additionally, farmers produced enough maize to cover the needs of their families. As usual, cowpeas were sold locally.

Because this season was their first to introduce the techniques of conservation agriculture, farmers were not yet able to implement two fundamental practices, namely mulching and crop rotation. Therefore, it is important to note that they were able to get these high yields by carrying out some basic agriculture practices which is planting, weeding, spraying and harvesting on time. Seeing these good results these farmers now have been included to our new five-year Semi-Commercial Farmer Plan starting next season. The idea is to have 1,000 farmers producing crops on a three-hectare field, with 1ha of cotton, 1ha of maize and 1ha of cowpeas or pigeon peas. The strategy over the next three years is to increase their area to 9ha with intensive extension support, improved chemicals and foliar fertilizer sprays provided by Plexus Mozambique.

Another important activity with COMPACI was the development of improved cotton seed. Three years ago, COMPACI facilitated a visit by Mr Dominique Dessauw from CIRAD (institute for agricultural research for development) from France to assist us in redeveloping our CA324 cotton seed variety.

We understood that after fifteen years of constant use this variety had lost its ability to produce the quality and quantity of seed cotton we require. We selected 1,000 plants from our concession based on 30 different physical criteria approved by Mr Dessauw. These criteria included the colour of pollen, hairiness of leaves, shape of bolls, shape of leaves, height of plant, etc. After three years of extensive research and development, and annual HVI (high volume instrument) analysis by the cotton testing institute ICA Bremen – The Global Centre for Cotton Testing and Research in Germany, we have selected ten plants, out of which we will produce two new varieties. We will multiply this seed on our commercial farm in Namara, Mozambique and test with some selected small-scale farmers this coming season (2016/17). All these plants produced over three tons per ha. •

About the author:

Nicholas Earlam has been the Executive Chairman and owner of Plexus Cotton Limited since its foundation in 1990. He has presided over the International Cotton Association and held many other posts in the international cotton trade.



Extension system – key determinants in the adoption of agricultural innovations: The example of Alliance Gineries Zambia

By Munir Zaveri



Extension services



Cotton field

Extension services offered by Alliance Gineries Zambia

Alliance Gineries Zambia is a cotton company operating in the southern, central and eastern parts of Zambia. Alliance Gineries has been cooperating with COMPACI for the past four years in helping the small-scale cotton farmers improve their standards of living through different trainings.

The different trainings carried out with the farmers include good agricultural practices (GAP), gender and child labor as well as Farmer Business School (FBS), and encourage the formation of farmer and women groups. Alliance Gineries offers an input scheme program for farmers to receive pre-financed inputs and transfer of new farming techniques to farmers through demonstration plots using the copy and paste method.

As a company, Alliance Zambia ensured that both male and female members of a household within our farmer base were trained in the different agricultural practices and understood the changes and new innovations together. We also highlighted the importance of working together as a family in the frame of specific gender training and sensitization on child labor.

Main determinant in the adoption of agricultural innovations

Access to extension services has proved decisive in the adop-

tion of agricultural innovation. Farmers are usually informed about the existence as well as the effective use and benefit of new technology through Alliance extension agents. Alliance extension agents usually target specific farmers who are recognized as peers (farmers with whom a particular farmer interacts) exerting a direct or indirect influence on the whole population of farmers in their respective areas. Farmers have access to inputs as supplied by Alliance Gineries through the extension officers. It is therefore easier for them to practice and adopt the new agricultural innovations.

Belonging to a group enhances social capital allowing trust, idea and information exchange. The formation of women groups and demonstration plot groups within Alliance has helped our farmers learn about the benefits and usage of new agricultural innovations from each other. This has been important for individual decisions, and that – in the particular context of agricultural innovations – farmers share information and learn from each other. Due to the different trainings on GAP offered by Alliance extension staff, farmers have seen an increase in their cotton production and hence leading to more income and improved standard of living, therefore sending children to school.

Major trainings, such as the Farmer Business School (FBS), have helped Alliance farmers to develop entrepreneurship, given they now perceive their farming activities as businesses. Hence, most of them are saving money through banks and investing in other productive ventures and businesses.



Cotton harvest



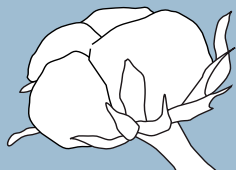
Cotton harvest

Crop rotation and crop diversification trainings and practices have helped Alliance farmers not to rely on one crop. Instead, they plant different crops: they do not only plant cash crops (cotton) but also food crops such as maize, groundnuts and vegetables, thus reducing periods of hunger. •

About the author:

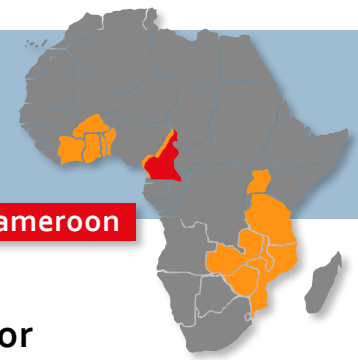
Munir Zaveri is the Managing Director of Alliance Gineries Ltd. Zambia. He holds a Bachelor's degree in Economics and Finance.





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Cameroon

Support for food production in the Cameroonian cotton sector and the development of broiler chickens in rural areas

By Fernand Sadou and Dr. Mamadou Assana

Support for food production in the cotton sector of Cameroon

The main objective of supporting food production at SODECOTON is food security for smallholder cotton farms. In addition, this support also aims at maintaining crops rotating with cotton and diversifying the producers' sources of income.

In order to receive an input credit for food crops, producers must comply with certain criteria, one of them being that they produce cotton. The different inputs given on credit are: selected soybean seeds, seed treatment products, herbicides, fertilizers (NPK and urea), and insecticides for some sensitive crops such as cowpeas. Around 15,000 farmers can benefit from this credit each season.

Input credit requests for food crops amount to more than 4 million euros, 800,000 of which for soya and 3.2 million euros for sorghum and maize production per season.

The table below shows the achievements over the past five years:

Year	Intensive sown areas (ha)		
	Maize	Sorghum	Soy bean
2010	14 200	20 000	9 714
2011	13 200	12 000	9 422
2012	19 700	20 000	8 080
2013	15 281	31 600	8 320
2014	17 556	29 377	10 419
2015	20 850	30 300	6 529

One of the current challenges faced in supporting food production is the provision of improved seeds to producers. SODECOTON and CNPC-C through the Institute for Agricultural Research for Development (IRAD) are already providing improved soybean seeds to overcome this challenge. In addition, the CNPC-C has started an action to provide improved maize seeds for this campaign.

The mobilization of more external funds (donors, projects, etc.) and domestic resources [local banks or other structures (MC2)] to finance credit in order to allow more producers to benefit from the current mechanism constitutes another challenge. SODECOTON plays a major role in establishing microfinance institutions, so called MC2s. The six MC2s established during COMPACI have already mobilized more than 25,000 members and over 252,000 euros. The loan extended to members can be used to finance the purchase of agricultural inputs or other agricultural activities.



Maize field

Development of broiler chickens in the cotton area

By Dr Mamadou Assana,

Livestock Service Manager SODECOTON/CNPC-C

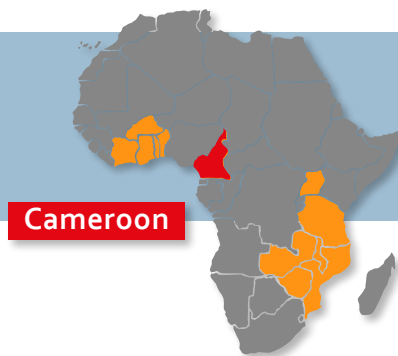
The cotton zone covers mainly the regions (Far North, North and part of the Adamaoua) with an agro-pastoral vocation. After agriculture, livestock is the producers' second source of income. This is why the integration of agriculture and livestock is essential to ensure food security as well as stable and sustainable income.

Against this background a small project for breeding broiler chickens in farming has been initiated and financed by the COMPACI II project. In the following a short synthesis is given on the broiler operation in rural context from 2013 to 2016. The objective of this mini-project is to diversify the income sources of producers and to alleviate poverty in rural areas. Producers are sensitized to the economic and social value of chicken farming. Village relays have been trained on the vaccination and on poultry farming to ensure vaccination coverage and close monitoring of both village chickens and broiler chickens. Pre-heated (3 weeks old) chicks and their feed are purchased from local suppliers for delivery to producers at the sector level. Sectoral zoo technicians (ZS) and the Agricultural and Animal Husbandry Relays (REA) monitor and evaluate broiler chicks delivered to producers until they're sold. The unit costs are as follows: FCFA 1 400 per broiler chick, including FCFA 1 200 to cover the purchases of chicks, FCFA 50 to support the work of RAE and FCFA 150 to cover the losses and purchases of crates and the transport of chicks. Chicks aged 3 weeks have already received all vaccinations. However, the



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Cameroon

producer will ensure deworming and feeding until selling the chicken. The summary of sales of 21-day-old chicks delivered to producers is shown in the table below.

Table: Summary of sales of chicks delivered to producers from 2013 to 2016

Regions	Chicks delivered to producers				
	2013	2014	2015	2016	Total
Number of chicks	2 922	6 424	8 487	4 459	22 292

Difficulties encountered during the operation were related to mortality of chicks during transport and relocation from the supply station, because of a lack of appropriate transport facilities and cages to keep the chicks in most regions.. There is also a lack of coolers in villages to store vaccines. Another challenge is food supply and especially the high unit cost (FCFA 350 per kg). Moreover, most of the time, the chickens' feeding environment is unsuitable and the farmers do not know how to breed chickens. Most producers give unbalanced feed (some make their own). Eventually, extreme weather conditions (e.g. excess heat, rain and wind) lead to a higher mortality of chicks.

Some accompanying measures have been put in place by SO-DECOTON to overcome these difficulties. Firstly, they have reinforced technical capacities for supervisors, REAs through trainings to raise and manufacture poultry feed by using local raw materials available to farmers (500 REAs have been trained). The equipment of the ZSs with crates for the transport of broiler chicks was manufactured. 30 small-size cool-

ers and four medium-size coolers were purchased for vaccine storage. Finally, SODECOTON provides support to the construction of transit stations (two have already been built). •



Seven day old chicks



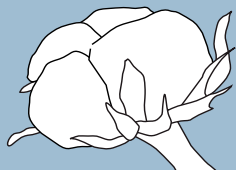
About the author:

Since November 2008 **Fernand Sadou** has been the Head of the Professionalization Division for SODECOTON/ CNPC-C (National federation of cotton producers of Cameroon) after having served as Head of extension services for soil preservation in North Cameroon. He graduated as an agro engineer from the Institut National de Développement Rural of the University Centre in Dschang.



About the author:

Since March 2001, **Dr. Mamoudou Assana** has been heading the Livestock Service SODECOTON/ CNPC-C. Before that, he worked for six years as the Head of the Animal Science Section at SO-DECOTON. He has a diploma of veterinarian medicine from the University of Liège, Belgium and obtained a specialized degree in animal health and production from the International Center for Animal Health and Production in Antwerp, Belgium.



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Gender and nutrition topics within and beyond COMPACI

By Daniela Broecker, Veronika Kling and Boureima Sanon



Female cotton farmers group Côte d'Ivoire

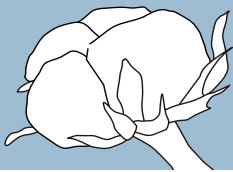
With the introduction of the Farmer Business School (FBS) concept as well as with the advancing income-diversification at farmers' level and at company level, the topics of "nutrition" and "food security" became more popular among the farmers, especially as they were still reporting famine periods. After every FBS training, many women came to the trainers and enquired more details about nutrition than the basic information offered by the FBS module. COMPACI therefore decided to develop an extended training module including behavior-changing communication strategies on healthy nutrition which is based on the experiences and preferences of the farmers and their families who are suffering from shortages and mal-nutrition. The training aims at improving the knowledge of rural households and helping to develop strategies to better farmers' diets and health. After the first nutrition module was developed in Ghana in 2015, it was adapted to the context in Zambia, Côte d'Ivoire, Burkina Faso and Cameroon. The new module expands into a four-hour, stand-alone training about the following topics: availability and accessibility of food, food processing, nutrient-rich diets, consumption practices, food preparation and hygiene as well as storage and preservation.

To enhance communication with farmers on gender-related issues, COMPACI developed a training picture block for Eastern and Southern Africa on "Good practices of gender in agriculture" which touches all major gender-related topics our

farmers come across during their daily lives. Issues taken up in the training are: decision-making on household level (planning together), financial planning (investments and mechanization), workload/division of labor, gendered roles and responsibilities, nutrition (food production), HIV/health, literacy (importance of sending kids to school), child labor, marketing, micro-finance and equal participation in trainings. The main objective is to sensitize extension staff and farmers on gender-related issues and to promote gender

equality along the cotton value chain and the agricultural sector in general. The material was illustrated by Malawian artist James Kazembe in cooperation with gender officers from Malawi and Zambia and shall supplement the canon of extension materials already used by extension staff to train farmers during the season. After nine months of evaluating the effectiveness of the material through collecting feedback from trainers and farmers, a revised and final version was published in mid-2016.

One of the biggest achievements of the COMPACI project, enhanced with its gender component, was to focus on gender and make it more concrete for the partners in terms of activities. As a positive example of how the topic of gender was given a prominent status by the cotton companies, one can look at the creation of gender officer positions in all companies who are involved in agricultural trainings like GAP and FBS as well as child labor sensitization and gender. This change of perception significantly increased the number of women they reach, as the gender officers actively promote the formation of women groups and support them with the implementation of small-scale projects. Moreover, all partners give positive feedback from extension staff and farmers regarding the gender training and see the benefits of training women. Companies experienced women to often be excellent farmers who pay back their credit for inputs.



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Gender picture training material

- Gender topics changed how we perceive our own activities
- Activities concerning gender issues became daily business in our company
- We will continue after COMPACI to promote gender activities because we see that farmers need continuous support
- Gender topics became more prominent in our training approaches
- In rural areas, women express themselves more freely and became role models in their respective communities.

To reinforce the key messages from the training material, the CmiA Community Cooperation Program (CCCP) was established by the Aid by Trade Foundation, where partners can submit proposals for small-scale projects which support income-generating activities for women groups. This aims to enhance gender equality and bring development and progress to the villages.

During the last regional gender workshop in West Africa, partners identified their achievements, namely:

In light of these successes, partners thus decided to continue to support gender activities even after the end of COMPACI, however the actual ways and means to continue remains an issue. Some partners think that their staff and management are convinced and will facilitate the topics using their own financial resources; others want to involve more partners within and outside the cotton sector to support gender topics. •



About the author:

Daniela Broecker has been working as an Advisor for COMPACI at the GIZ office in Lusaka, Zambia



About the author:

Veronika Kling has been working as Advisor in the COMPACI team operating from the GIZ office in Accra, Ghana



About the author:

Boureima Sanon has been working as Agricultural Advisor for the COMPACI Regional Office West Africa



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Burkina Faso

Zambia

Zoré Asseta Farmer testimonial from Burkina Faso



Zoré Asseta

My name is Zoré Asseta, I am 49 years old. I live in the Basbédo village located in the Tenkodogo region, Burkina Faso. I am married and have seven children between fifteen and 30 years old. Since they are now a bit older, only one of them is still going to school. I never attended school and, therefore, did not learn how to read and write. For my part, I have produced cotton for more than fifteen years and, this season, have worked on a 4.75-hectare land with the support of Faso Coton. Our household comprises ten members, three of which work on the farm.

The COMPACI program has been supporting our well-being.

It taught us how to manage our farm as a business. Although I did not receive this Farmer Business School (FBS) training, I learned about it through other members of the cotton farmers' group. I participated in technical trainings on good practices for cotton production and on how to use the organic fertilizer. In the past few years, the yields of the crops I planted have improved remarkably – thanks to the additional application of organic fertilizer and the use of water and soil conservation techniques. Of course, I will continue to use these techniques so my crops will give even better results. Recently, the biggest changes in my family have been the documentation of expenses and incomes. We have also become self-sufficient when it comes to food and were also able to buy 39 oxen. In the next five years, I plan to build a house made out of cement and improve the productivity to maximize my gain from the agricultural production. I also plan to diversify the activities where I can earn more and help my son pursue his studies. May God give you the means to continue supporting us to achieve these plans! •

Peter Sipalo Lubinda Farmer testimonial from Zambia



Peter Sipalo Lubinda

My name is Peter Sipalo Lubinda. I am 44 years old and live in the Shimwambwa village in Mumbwa, Zambia's Central Province.

I am married and have four children between eight and sixteen years old. All of them go to school. I finished grade ten at school and now with nine years of experience in growing cotton, I am an Alliance lead farmer, input distributor and also coordinator for the Conservation Farming Unit (CFU) in my community. I farm two hectares of cotton on my own land, for which I have hired three helpers.

Thanks to the Farmer Business School (FBS) training provided by COMPACI and Alliance, I have learned to think like a businessman and to make my farming activities profitable. The area manager of Alliance ginneries trained me and, since I am also a lead farmer in charge of a demonstration plot, I help my fellow farmers with the information I have on the different farming techniques. I have received FBS training and also know about the 5-finger good agricultural practices (GAP) which involve: early land preparation, early planting, thinning



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Burkina Faso

Zambia



and gap filling, weeding and pest management. Since the introduction of trainings, I have produced more than 1,000kg per hectare of cotton compared to my initial results of 450kg to 600kg per hectare. I learned to diversify farming activities and now I also grow maize, groundnuts and vegetables to improve my family's health and well-being. The biggest change resulting from my new knowledge was the building of a nice house for my family with roofing sheets. Now, we also have our own cows, goats and chickens.

As recommended during the FBS training, I make plans. In the next five years, I want to buy a hammer mill; have more cattle, goats and chickens; increase the size of the cultivated land and open bank accounts for all my children in order to save money.

But I also wish to live a better life and obtain more farm implements for use on the farm, especially a tractor. To this end, I will continue to put my trainings into practice. •

Gladys Hamoonga Farmer testimonial from Zambia

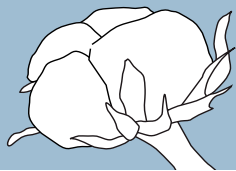
My name is Gladys Hamoonga, I am 52 years old. I am married and have four children between fourteen and 36 years. I live in the Chilonda village, in Zambia's Chipeto district. Two of my children have already finished school and now live and work in Lusaka. The other two are still attending school in the capital. I work as a cotton farmer: on my own four-hectare cotton field, my husband and two relatives are helping out.

I also work as a cotton buyer for Parrogate and help coordinate the Kafolo women's club, which farms a two-hectare field. I teach the other club members on budgeting and record keeping. Our club has been formed recently and had 22 bags of cotton in the first year. For the next season, we want to extend our field and also use more manure for an even better output.

I attended the Farmer Business School (FBS) and GAP training provided by Parrogate, and I learned about the concept of diversification, so I ventured into growing legumes, such as soy beans and cowpeas last season. My cotton produce has also increased. In 2014, I had seventeen bags and, in 2015, I had 27 bags of cotton. In addition to that, I got about 50kg of cowpeas, which I sold, and I was also able to keep some of the soya beans for my family and myself.

The FBS training provided by Parrogate has taught me about the importance of an action plan, of bank savings and of planning as a family. My household is heading towards sustainable farming, because through farming I was able to buy cattle and an ox cart. In the past seasons, we used to borrow and buy most of the produce, but now we sell milk and also leave some for consumption in the family. My greatest wish is to buy a van for myself to take my products to town and sell them there. •





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Côte d'Ivoire



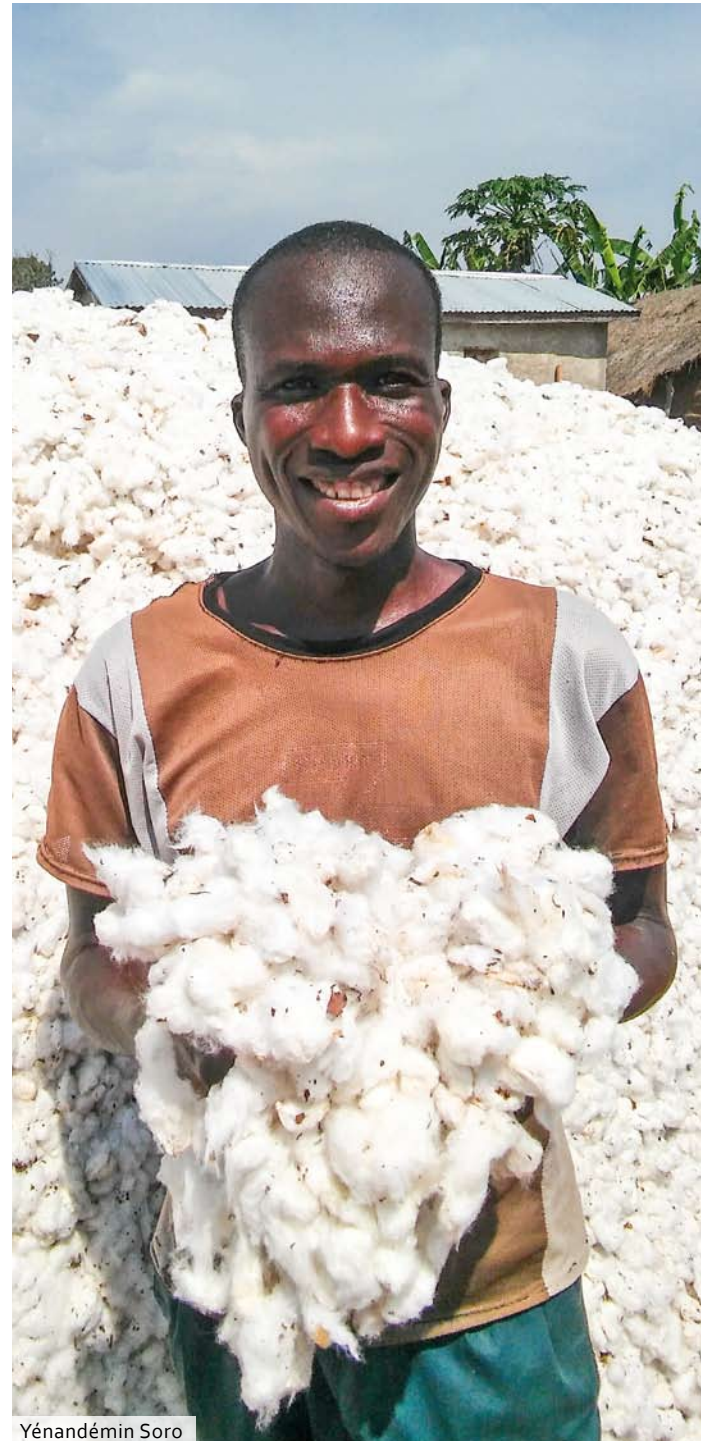
Yénandémin Soro Farmer testimonial Côte d'Ivoire

My name is Yênandémin Soro. According to my ID card, I am 36 years old, but I believe I am older than that. I live in a village called Téninankaha that is located in the department of Korhogo in the North of Côte d'Ivoire. I have two wives and seven children, three of which should be going to school based on their age. I never went to school, therefore I do not know how to read and write. In our household, we have 21 persons, including my three small brothers, their wives and children. Ten members of the household work in the field. I grow cotton and my field is now up to ten hectares (ha), but I also produce yam (1ha), maize (3ha), rice (2ha) and groundnuts (1ha). I have been producing cotton since I was young, but initially I did it with my older brother. It has now been five seasons that I have had my own plot and worked as a freelancer.

I know the COMPACI project mainly thanks of the trainings given by the extension agent and the special project to support women in our village for income-generating activities. During the trainings, we better understand the advice of the extension agent and learn exactly how to do the field operation by looking at the images of picture blocks. The extension staff gave us posters to help us recognize the cotton pests and taught us how to monitor our fields using the pegboard. So we know when the fields are attacked and we need to treat them. If we follow those recommendations, we can reduce the amount of spraying and save money on the insecticides. SECO also taught us how to manage our fields well and manage the money we earn.

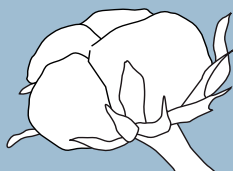
As a result, my production has really increased. In the season 2013/14, I had seventeen tons of cotton on nine hectares and in 2015/16 I had 22 tons for ten ha. This achievement is due to the quality of seed material and agricultural inputs, but I also attribute this to SECO's extension services. I listen to their advice and techniques, and implement them. I do not hesitate to ask questions when I have concerns. Due to this success in recent years, I was able to build a hard-brick house for our mother and support my family and the family of my wives. I also built a brick house here in Téninankaha, where I installed solar energy equipment, which supplies electricity for all the rooms and the kitchen.

In the future, I will continue to apply all the lessons learned for the simple reason that, so far, I have had good results upon implementation. I plan to enroll my three children of school age. I also want to increase my cultivated area of cotton to fifteen hectares and diversify my crops. In this regard, I am asking SECO and COMPACI for support to buy oxen and the equipment for animal traction. Maybe a small tractor? I



Yénandémin Soro

would also like to ask SECO and COMPACI to help me to put a wired fence around my field to protect my production from animal damage. My biggest wish is to continue to increase my productivity and be a useful member to my family and the community. •



COMPACI

Competitive African Cotton Initiative



COMPACI's partnership with AProCA

By Veronika Kling and Boureima Sanon

Background and framework of the collaboration

During the implementation of the second phase of the Competitive African Cotton Initiative (COMPACI II), several formal partnerships were formed to strengthen pan-African organizations in the cotton sector. These included the African Cotton Association (ACA), the African Cotton and Textile Industries Federation (ACTIF) and the umbrella organization for producers throughout the continent – the Association of African Cotton Producers (AProCA). In AProCA's case, COMPACI worked on establishing channels of collaboration that would genuinely put the organization on a more solid footing and enable it to perform its role of helping African cotton producers fully and effectively. To avoid any duplication of efforts and address shortcomings within the organization – such as the fact that its founding documents were not consistent with its activities – COMPACI's institutional help considered the wide-ranging support AProCA was already receiving from a number of partners, including the Better Cotton Initiative (BCI), the French Development Agency (AFD) and Solidaridad.

Duration, funding, areas of cooperation and results

The German cooperation for international development (GIZ) signed an agreement on 21 March 2014 to support AProCA with a total of EUR 82,617 (including a 15% contribution from AProCA) for a period of 24 months. Over this two-year period, the results for each intervention areas are as follows:

Institutional financial assistance (office rent, internet, water, electricity, office supplies)

This provided the technical team and elected officers with better working conditions as new headquarters premises were rented with more office space and a meeting room. The latter contributed to facilitating meetings with strategic partners. With the operating costs covered by the agreement, the technical staff and Executive Board were able to work more efficiently.

Recruitment of the Permanent Secretary

After two years without a technical officer, the agreement provided the organization with a technical executive who could respond to the partners' technical requirements, covering the salary for the duration of the partnership.

Institutional development based on a document review

The organization's legal documents (internal rules and regulations, manual of procedures) were reviewed to ensure that they comply with legal requirements and to adapt them to take into account changes in AProCA's activities. This built trust with partners and improved the communications policy both at the umbrella organization and in national platforms.

Participation in international events organized by COMPACI

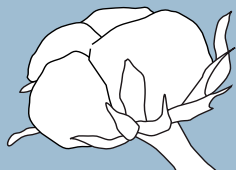
The funds allowed AProCA to take part in numerous technical workshops and conferences organized by COMPACI, facilitating the organization's role as an active partner.

Lessons learned and outlook

COMPACI's support strengthened AProCA in three problem areas: organizational and structural challenges, limitations to its scope of action and financial difficulties. Now that the support has ended, a study conducted by an external evaluator, namely a consultancy firm from Benin, yielded the following conclusions:

- 25% of the people interviewed reported an improvement in AProCA's management since the new officer's appointment.
- The organization's visibility has greatly improved through its presence at a number of international cotton events, the renewal of its governing bodies and the holding of a number of statutory meetings.
- AProCA's activities were given fresh impetus with the drafting of new articles of association, internal regulations and a manual of procedures. These reforms led to several changes, including the way the platforms are represented on the Executive Board.
- The Executive Board's increased leadership enabled advocacy and lobbying efforts in favor of African cotton to be revitalized. AProCA has in this way strengthened its negotiating capacity, which has allowed it to secure funding to, for example, train cotton producers in integrated production and pest management (IPPM).
- COMPACI's support has helped to establish the basis for financial autonomy in the future by ensuring that its regulations clearly define the procedures for mobilizing resources.
- AProCA's area of activity has been expanded beyond cotton alone to cover the whole cotton system, which includes other rotated crops. This is an example of how the organization's goals are adjusted to the changing context.

In terms of the future and based on the experience gained in its collaboration with BCI, the Executive Board is happy to continue with the progress achieved with COMPACI/CmiA (Cotton made in Africa). It awaits news of Cotton House Africa's global strategy and target countries.



COMPACI

Competitive African Cotton Initiative



Interview with AProCA Chair Mr Karim Traoré

Mr Traoré, what are your views on the collaboration between COMPACI and AProCA?

K. Traoré: Firstly, I would like to point out that I was a member of the Executive Board for several years before becoming AProCA's current Chair and therefore know the African cotton producers' umbrella organization, AProCA, and its partners well. COMPACI also operates in Burkina Faso where I am the Chair of the National Union of Cotton Producers, so I have seen the work and results achieved by COMPACI. AProCA has been in existence for more than ten years but, to me, the collaboration with COMPACI has been one of the most fruit-

ful and valuable I have ever seen, both as a producer and as a member. The areas that we have defined together and COMPACI technical team's readiness to assist have allowed us to make huge progress. The results achieved and the documents produced through this collaboration mean that today AProCA operates more transparently and can call on all donors for support, thus ensuring the existence of our institution for the next 50 years at least. Our collaboration is a source of great satisfaction to me.

What are the challenges for AProCA as a leading pan-African organization of producers?

K. Traoré: Basically, the challenges lie in protecting the moral and material interests of the continent's producers, in introducing and promoting production techniques and technologies that improve the producers' living conditions and in holding a frank political dialogue on improving the framework conditions for the whole cotton value chain.

Now that COMPACI has ended, what do you think the prospects are for collaborating with and promoting the CmiA label?

K. Traoré: We were sorry to hear that COMPACI had to come to an end. It seems to have been too short-lived. We now wonder what the future holds for producers in the countries involved, in view of the results I described. •

About Mr Karim Traoré

Karim Traoré was born in the Ouarkoye village, in the Boucle de Mouhoun region – the breadbasket of Burkina – on 23 July 1966. He left school and immediately took up cotton farming, becoming one of the youngest leading producers in the region. He has three wives and ten children and, after rising up the ranks of the professional agricultural organization, is the Chair of the umbrella organization of cotton producers for Burkina Faso and has recently been elected Chair of AProCA.



Karim Traoré et Christoph Kaut, Director General of Cotton House Africa (CHA)



A message from Dr Michael OTTO, Founder of AbTF (reprint CmiA Annual Report 2016)



„Africa is dear to my heart. [...] I founded Cotton made in Africa (CmiA) in 2005. Today, the initiative works with 780,000 cotton farmers in ten countries in sub-Saharan Africa and reaches 6.7 million people, including their family members. The goal of Cotton made in Africa is still as important today as it was twelve years ago: the initiative works to empower smallholder farmers in Africa so

that they can improve their lives and those of their families effectively, permanently and, above all, independently. It helps them create and preserve an intact environment also for future generations. Only in this way smallholder farmers can become more resilient against the effects of climate change without any external help or dependency but instead on their own and with their own means. [...] Produced by the

smallholder farmers according to the social and ecological criteria of the CmiA standard, the cotton is traded on the international market, is in demand by textile companies, and flows into the textile value chains as a global raw material to be finally processed into a T-shirt, pair of jeans or towels, and sold around the world. The demand for this special type of cotton is therefore a decisive driving force for prospering village communities in the African cotton-growing regions. This makes it possible to offer training to the farmers, build schools in remote villages or finance women's cooperatives. Last year, 50 million textiles were marketed with the Cotton made in Africa seal. Each individual item stands for a partnership on equal footing and actively promotes sustainable, -positive development in Africa. Every item of clothing with the CmiA seal helps create business opportunities and new perspectives for smallholder farmers in order to combat poverty and the causes of migration. Together with our partners, cotton and textile companies, non-governmental organizations, the public sector, we will continue to build on a strong partnership with smallholder farmers that is based on individual responsibility, relies on personal initiative and from which we can all benefit.“ •





CmiA

Cotton made in Africa



Cotton made in Africa Update

By Tina Stridde, Managing Director AbTF



In 2016 the global CmiA demand alliance grew thanks to the participation of retailers and brand partners like KID from Norway, Jack & Jones from Denmark, ASOS from the UK, Armani from Italy, Dibella, Hakro and ALDI SÜD from Germany. Besides being an integral part of the German Textile Alliance that works on binding criteria for textile companies to source sustainable cotton, CmiA reached another milestone when it concluded the cooperation with the British network SCAP – Sustainable Clothing Action Plan. It aims to encourage British brands and textile companies to reduce their ecological footprint by using sustainably produced cotton. In addition, CmiA is partner of the new sustainable cotton initiative launched in the UK by His Royal Highness The Prince of Wales. All UK-related activities are overseen by Abi Rushtion, who is working for CmiA on a freelance basis as UK representative. CmiA's network of spinning mill partners also continuously grows. Today, 82 spinning mills in all major textile production markets are registered with Cotton made in Africa and process the cotton into yarns for the global textile industry. In order to support the sourcing activities of our retailers and brand partners Mr Mahbub Khan is now part of the CmiA team and our local representative in Bangladesh. With these co-operations and new partners, CmiA is striving towards a continuously growing demand alliance for CmiA cotton.

Three major communication projects further contributed to CmiA's enhanced recognition recently: in a large campaign, OTTO – Germany's largest online fashion retailer – launched a nationwide CmiA TV commercial which was on air for six weeks. Additionally, the most important TV station in Germany, ARD, travelled with CmiA to Uganda to report on the partnership of Cotton made in Africa with the Western Ugandan Cotton Company (WUCC) and the vertically integrated textile company Fine Spinners Ltd. Two reports emerged, and our initiative received excellent feedback and support from consumers and partners that reached out to us via CmiA's various social media channels. To build on this growing awareness, CmiA initiated its first own consumer awareness campaign in 2017, focussing on passion for African cotton and smallholder farmers. The CmiA Bathrobe Day was the highlight of this campaign: retailers, NGO members and many prominent influencers put on their bathrobe to set a remarkable and public sign for CmiA smallholder farmers. By doing this, CmiA massively increased its awareness among consumers and textile companies. •

Tina Stridde, Managing Director AbTF
tina.stridde@abt-foundation.org

Christina Ben Bella, Senior Project Manager, Marketing & Communication | Christina.benbella@abt-foundation.org



Cotton Expert House Africa established GFA Consulting Group

By Jan Sass

The Competitive African Cotton Initiative (COMPACI) contributed to fundamentally transform the African cotton sector into an increasingly sustainable industry. COMPACI worked hard to pre-prepare its partners for the challenges ahead and future markets. Changing behavior and increasing competence of smallholders with their limited financial resources and know-how demand patience and time. COMPACI has achieved a sustainable impact in this challenging process. Now that – after eight years of implementation – the program has come to an end, COMPACI’s achievements need to be secured and deepened with the support of a competent organization open to all cotton-producing countries and the developing textile industry in Africa. The concept of such an organization was discussed and designed with the support of all relevant parties involved, including cotton companies, sector associations, GIZ, AbTF and other interested parties. After a first exchange of ideas and priorities, the framework was discussed in detail during a strategy workshop in Nairobi

in March 2016. Following this workshop, a team of experts, funded by the EU’s African, Caribbean, and Pacific Group of States (ACP) Secretariat, extensively interviewed stakeholders and laid out a service portfolio, a potential institutional setup and a concept for strategic governance. The resulting business plan was presented, discussed and completed during last year’s COMPACI / CmiA stakeholder conference in Munich. By December 2016, the resulting organization was founded by AbTF and its partner GFA Consulting Group, a private-sector consulting service provider: the Cotton Expert House Africa. The Cotton Expert House Africa (CHA) will be a platform and service provider to enable smallholder cotton farmers and the textile industry in Africa to further evolve and deliver to the constantly increasing demand for sustainable products. The objectives of the CHA are in line with the Sustainable Development Goals agreed upon by 193 world leaders in September 2015:

- raising profitability of cotton and textile production,





CmiA

Cotton made in Africa



- promoting sustainable agriculture and textile production,
- promoting decent work and gender equality and
- promoting soil fertility and sustainable land use.

The Cotton Expert House Africa will support the cotton and textile industry along the following lines:

- Financing innovative programs to increase the economic, environmental and social sustainability of producers. This can include new techniques, e.g. biopesticides, as well as new technologies, e.g. information and communication technology interfaces between farmers and producers (cotton companies).
- Providing grants to producers and producer groups to, for instance, improve the quality of training, deliver farming techniques, improve the economic understanding of farmers and enable female farmers.
- Delivering sustainability expertise for the African textile industry to provide for quality sales markets for African cotton. Textile production in Africa assures that the added value of a production “from farm to fashion” remains on the continent. The African Cotton & Textile Industries Federation (ACTIF) estimates an added value of ten times, which can create nine million jobs, if African lint is manufactured into textiles on the continent.
- Organizing information platform and knowledge exchange. A focused know-how transfer provides cotton organizations, farmers and sector organizations, research and cotton companies with a tool to share experience of what worked and what did not and how to work together on common tasks.

The Cotton Expert House Africa is registered as a not-for-profit company and since January 2017, staff of the CHA has been increasingly networking in the sector to make the new organization known. The opening of the two regional offices in Eastern and Western Africa (Nairobi and Ouagadougou) in March and April 2017 was combined with two regional workshops inviting all regional stakeholders, thereby expanding beyond the stakeholder basis of COMPACI.

With AbTF and the GFA Consulting Group as the founding shareholders, the Cotton Expert House Africa will be open to partners pursuing the same goals and sharing the same values. CHA’s funding is guided by its Advisory Council, nominated by its shareholders, stakeholders and funders. Initially, the activities of the Cotton Expert House Africa are financed by the Aid by Trade Foundation and GFA Consulting Group, complemented by small project funds allocated by cooperation partners. From November 2017 onwards, the CHA will receive grant support from GIZ to carry out activities on a larger scale. •

For more information and suggestions, please contact:

Jan Sass

Phone: +49 40 603 06 110

Email: jan.sass@cotton-house-africa.org



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Imprint

Editors and Project Directors: Dr. Tobias Bidlingmaier | Wolfgang Bertenbreiter | Tina Stridde

COMPACI program | c/o DEG-Deutsche Investitions- und Entwicklungsgesellschaft mbH | Kämmergasse 22, 50676 Cologne, Allemagne

Mail: compaci@giz.de | info@abt-foundation.org

Web: www.compaci.org | www.cottonmadeinafrica.org

Coordination: Sarah Götz | Sarah Ollechowitz

Layout: Simone Reusch | Andreas Wünkhaus | Düsseldorf

