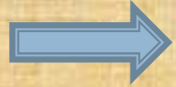


POLICIES AGAINST HUNGER XII CONFERENCE

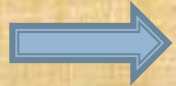
1. How can we make nutritious food available and affordable to the most vulnerable populations?
2. What obstacles are there in terms of production?
3. What would be the ideal framework for production?
4. What expectations are there?



1. How can we make nutritious food available and affordable to the most vulnerable populations?



Example: Drying of fruit and vegetables



Presentation by the company ROSE ECLAT

- ❖ Food and vegetable processing company based in Ouagadougou
- ❖ Reasons for setting up the company:
 - Wish to undertake entrepreneurial activity (processing)
 - Formation - NGO (CEAS)
- ❖ Year in which the Cissin site was established: 1999
- ❖ 1999: 2 ATESTA artisanal drying ovens
 - 1999: 1 tonne of dried mango produced
- ❖ Number of employees in 1999: 7 seasonal workers
- ❖ Distribution channels: NGOs, local and sub-regional sales
 - SAHARA: Trade fair in Côte d'Ivoire



1. How can we make nutritious food available and affordable to the most vulnerable populations?

- ❖ Creation of the NAFFA EIG (Economic Interest Group) in 2002
- ❖ Member of: PTRAMAB (professional body for the processing of mangoes), APROMA-B (Burkina Faso Mango Inter-Professional Association), Maison de l'entreprise (Burkina Faso business centre), FIAB (Federation of Agri-food Industries and Processing in Burkina Faso) etc.
- ❖ 2015: 17 ATESTA artisanal drying ovens
- ❖ Setting up of a new site in Garghin
- ❖ 25 tonnes of produce
- ❖ Number of employees in 2015: 85 people
- ❖ Distribution channels: sub-regional and international exports (to South Africa and Europe respectively)
- ❖ Diversification of production:
 - Drying of other fruit and vegetables: bananas, papayas, tomatoes, onions, pineapples etc.
- ❖ 1 South African tunnel dryer for the 2016 campaign
 - More modern, can handle twice the current capacity
 - 50 tonnes of produce



2. What obstacles are there in terms of production?

- ❖ Production/input costs (water, electricity, raw materials, etc.)
- ❖ Cost and availability of packaging
- ❖ Production equipment (cost)
- ❖ Culture (change in mentality)
- ❖ Distribution networks (not sufficiently developed in Burkina Faso)
- ❖ Institutional framework
- ❖ Competition from imported products
- ❖ Certification: Bio, HACCP, Fair Trade, etc.



3. What would be the ideal framework for production?

- ❖ Tax regime which does not provide incentives (e.g. rice)
- ❖ No tax exemption (e.g. on packaging, etc.), no subsidies offered
- ❖ Price which encourages consumption
- ❖ Ideal infrastructure (routes, etc.)
- ❖ Easy access to new technology tools

4. What expectations are there?

- ❖ Production subsidy (e.g. energy)
- ❖ Promotion of local products
- ❖ Exemption applied to the purchase of imported inputs
- ❖ Access to raw materials

Thank you for your attention



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