Objectives of Outreach

- Communicate
- Discuss
- Build Consensus through Dialogue
- Areas for further research
Outreach Activities

- General Public
- Indaba's - All Stakeholders
- Parliament & House of Chiefs
- Technical Meeting
- Behind the Scenes
Outreach Tools

Meetings

Behind the Scenes

Stakeholders Meetings
Outreach Tools

Documentaries

Filming Fish Traders

Documentary on Maize
Outreach Tools

Infographics

**Smallholder Horticulture: The Unfunded Rural Poverty Reduction Option in Zambia**

**Empirical Research Findings Conducted by IAPRI**

1. Smallholder horticulture is much more profitable compared to maize.
2. Smallholder horticultural market participation has a higher impact on household income than that of maize.

**Recommendations**

- For Government:
  - Phase away from mega-centric policies and diversify to slide growth in sub-sectors such as horticulture.
  - Allow a flexible pre-harvest system to include horticulture input support under RAP to benefit farmers who do not need to produce maize.
  - Strengthen accessibility and hard infrastructure under private public partnership schemes to increase value addition.
  - Provide public extension support for horticultural producers.

- For Smallholder Farmers:
  - Increase participation in the production of horticulture produce to increase incomes and market access.

- For Private Players:
  - Engage in public-private partnerships to develop horticultural value chains.

**Factors Influencing Smallholder Participation in Horticultural Markets**

- Gender
- Age
- Infrastructure
- Price Variability
- RSP
- FBO

**Glossary**

- Horticulture: In the IAPRI analysis, it refers to the production and marketing of fruits and vegetables (baggage, tomatoes and others).

- RSP: A value of maize that links the costs of production with the price of maize at the farmgate, available at [http://www.realvaluenet.org/tanzania/](http://www.realvaluenet.org/tanzania/)

**Why?**

- Adoption of cash-crop farming has already affected the other sub-sectors such as smallholder horticulture.
- The past decade, over 50% of the agricultural budget has been spent on maize input and output subsidies. This expenditure has benefited a minority group of farmers.
- Only a small portion of the smallholder farmers cultivate less than two hectares and more than 20% of the total area of smallholder horticulture is cultivated by a small number of farmers using high value, commercial, not a very small, but a group of farmers.
- There has been limited success in changing the status quo, especially in terms of income generation.
- Areas that have higher profits than maize as well as smallholder income growth and rural poverty reduction have received little attention and resources.

**Bottlenecks in Horticulture Development**

- Horticulture production and marketing is concentrated in areas with good road networks.
Outreach Tools

**Press Releases**

**Maize Open Border Policy Does Not Make Zambia Food Insecure**

Making Zambia the Region’s Food Basket through Trade

A new report from the Indaba Agricultural Policy Research Institute (IAPRI) - 2015/16 Zambia Maize Market Outlook and Regional Analyst – shows that despite experiencing a fall in maize production from last year, Zambia has emerged as the largest surplus country in the region, surpassing South Africa, traditionally the region’s dominant maize exporter.

IAPRI shows that export requirements for self-sufficiency are met, including setting aside a national reserve of 150,000 tons. Zambia has an exportable surplus of 370,000 metric tons (mt); in contrast, the only other two surplus countries in the region, Tanzania and South Africa, have a surplus of 457,000 mt and 450,000 mt, respectively.

IAPRI’s research shows that keeping Zambia’s borders open at all times would not risk the country’s food security status, but it will help the country expand its market for the benefit of both farmers and consumers and the economy at large, this is because openness to International trade can reduce price volatility and if implemented can help mitigate supply shocks.

**Factors Impeding Zambia’s Maize Export**

The current export formalities and infrastructure do not allow more than 100,000 mt of maize to be exported from Zambia each month. The analysis adds that “with all factors constant, it would take almost eight months to export the maize surplus as of May 2015”.

A range of factors are holding Zambia back from increasing maize exports, which is undermining the much needed economic diversification. These include high transport costs and a range of non-tariff barriers which cancel Zambia’s ability to be competitive.

**Stronger Private Sector Participation in Maize Marketing**

**Monthly and Quarterly Reports**

- Website
- Social media
- Flyers/Brochures
THANK YOU!