

Pro-Poor Market Development in Crisis Situations

Making Agricultural Markets Work
for the Poor in North Darfur (Sudan)

SEEP, AGM, Washington DC, Oct. 06

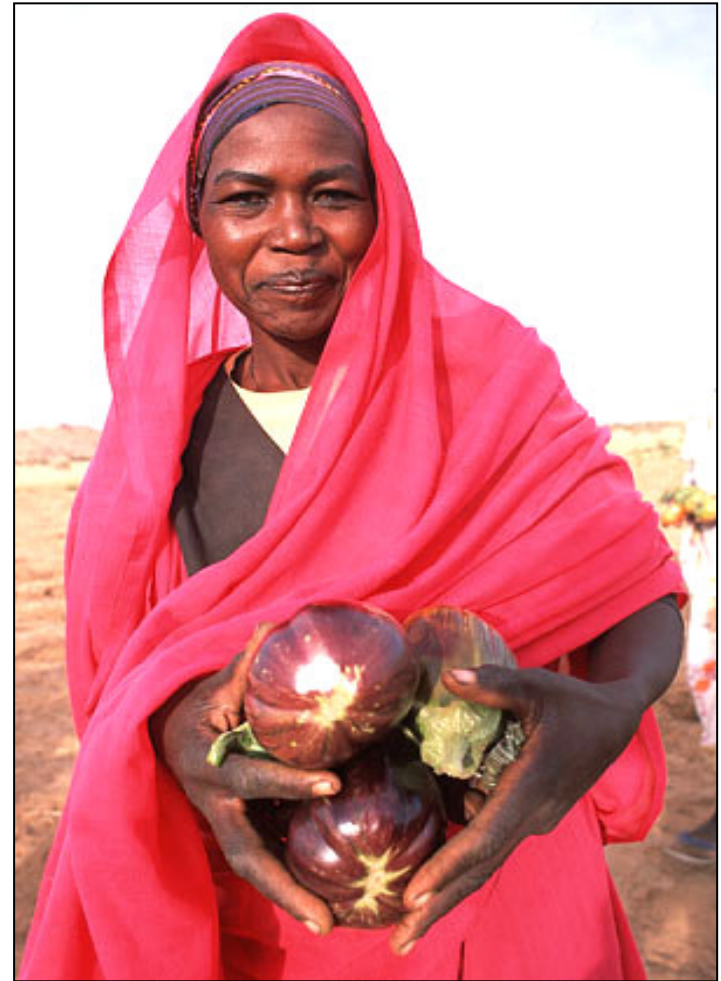
Areas of Work in Sudan

North Darfur State (1.3 M people)
90% living under 1USD/day.
80% in rural areas.
Traditional rain-fed cropping represents 85% of household income.
Women provide over 80% of agric. labour.
Main crops: millet, sorghum, sesame, groundnuts, okra, tomato and watermelon.
Agric. is base of local household economies but not subsistence-based (e.g. income used to invest in livestock).



Source: <http://images.google.co.uk/>

Programme GOAL
**To improve the
livelihoods of
poor rural
producers
working in
market-based
production syst.**



Problems:

- Drought (Key factor)
- Lack of capabilities for collective policy influence
- Informal employment
- Weak infrastructures
- Tribal conflicts between farmers and pastoralists related to competition over natural resources
- Internal displacement

Project Key Points:

- Target: 17,000 people in 18 farming villages within 25km of El Fashir
- Main focus on women
- **Capacity building**
- Access to technology
- Improve business environment
- Environmental conservation and regeneration

Example of impacts:

- 70 trucks of watermelons/day from Sarafaya to El Fasher for 6 weeks, sold at USD 204/load
- 200 Sarafaya households made seasonal profit of +USD1,000/hh, employed large numbers of displaced workers and hosted 150 families

KEY LESSONS

Capacity Building: Village Development Committees

- Participatory construction and maintenance of water harvesting infrastructures
- Demo Farms (in safer areas)
- Revolving Funds
- Organisational and Business Skills
- Small Producers' Association Centre
- **Participatory Market Mapping → Rural Marketing Network**



Key Lessons

- Build capacity through local organisations
- Go beyond beneficiaries' needs
- Use focus on market system as a means to promote dialogue and coordination amongst local market actors, political leaders and relief/development organizations



Capacity Building: Staff

- Working with local staff: institutional policy, not as a result of conflict
- **Transition from service providers to market facilitators and...**
- **...from focus on farmers to market actors**
- Developing a coherent language
- High staff turnover (migration, INGOs, violent conflict)



Key Lessons

- Build effective learning systems
- **Value existing knowledge in staff and community** (change in consultants' role)



Adapting to Shocks:

- Project was designed before conflict surged. Not a relief design
- Impossibility to visit the villages
- Many target beneficiaries were displaced to IDP camps

- Donors' adaptability?

Key Lessons

- Light-touch approach
- Be adaptable and sensitive to deteriorating business environment



KEY CHALLENGES AHEAD

- Adapting participatory methodologies of market analysis/assessment to crisis situations
 - Getting 'quicker and dirtier'
 - Coordination and knowledge sharing between relief and development orgs
- Knowing when to 'let go' of our plans & building on people's plans/visions