



Idasa's Economic Governance Programme (EGP)

**ADVOCATING FOR AND WITH
SMALLHOLDER FARMERS**

Conference report

23-26 May 2011, Pretoria, South Africa

**From the Public Expenditure and Smallholder
Agriculture Project of EGP**

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Abstract

This report was prepared as an account of advocacy workshop organised by the Public Expenditure and Smallholder Agriculture Project of the Economic Governance Programme (EGP) within Idasa. The main goal of the project is to acknowledge how small-scale farmers can be mainstreamed in monitoring the budget allocation, process and expenditure on the agricultural sector.

The project aims for the participation of small-scale farmers in creating and reforming agricultural policies. The project works in nine African countries, Ghana, Malawi, Mali, Mozambique, Liberia, Senegal, Tanzania, Uganda and Zambia. The fundamental purpose of this workshop was to identify advocacy tools and communication techniques in advocacy. This workshop was a follow-up to the Advocacy Strategy: Mobilising for Action Workshop hosted by the project in Idasa, Pretoria from 12-16 April, 2010.

Introduction

Idasa's Public Expenditure and Smallholder Agriculture Project held a workshop under the title of "Advocacy for and with Smallholder Farmers: Lesson Sharing and Learning." The advocacy workshop was held from 23–26 May 2011 in Pretoria, South Africa and brought together partners, small-scale farmers, researchers and experts in the sector to engage on advocacy and related issues with smallholder agriculture. Eighteen participants attended from nine partner organisations, IDEG (Ghana), CISANET (Malawi), ABOIDES (Mozambique), FONGS (Senegal), ANSAF (Tanzania), FOHRD (Liberia), DENIVA (Uganda), PELUM (Zambia) and FDS (Mali).

The workshop started with a warm welcome by the Economic Governance Programme (EGP) programme manager, Russell Wildeman. He indicated the importance of looking at the impact of advocacy work that has been done and where the project stands today in achieving its advocacy objective. This was followed by a broad reflection on the third year of the implementation of the project by the Public Expenditure and Smallholder Agriculture Project manager, Leslie Nyagah. He pointed out that the project began in earnest in 2009 and in just 2 and half years has accomplished many activities and made the project known in many development and civil circles. He praised the partners for their commitment to forging ahead in mainstreaming small-scale farmers in policymaking circles and advocating for increased public expenditure in the sector.

Nyagah indicated that government is not the enemy, but an associate. Thus, partner organisations are important agencies working in the governance landscape and contributing to the political landscape where actors contest and contribute meaningful ideas and opportunities. As the project moves forward, he urged the participants to continue to address the areas of smallholder agriculture and build on new ideas and initiatives.

The discussant and organiser of the workshop, Relebohile Senyane, raised the issues of competence, partnerships and building as important steps in the future of the project.

Workshop Objectives

As the main objectives of the project is enhancing the capacity of small-scale farmers to influence the management and implementation of agricultural budgets and policies, advocacy creates a sustainable and supportive environment for the goals. Thus, this year's advocacy workshop was to help partners and small-scale farmers in advocacy work. The workshop objectives include:

- Sharing experiences and lessons learnt in participants' advocacy activities and skills;
- Understanding and explaining the importance of advocacy to make their information matter;
- Identifying and assessing the context within which small-scale farmers engage in advocacy;
- Identifying advocacy tools;
- Planning and implementing an advocacy strategy;

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- Developing a coherent advocacy communication strategy;
 - Awareness of related initiatives and the potential for participation and networking;
 - Awareness of the current grant-making environment;
 - Understanding the steps necessary for successful fundraising;
 - Applying fundraising knowledge in one country more broadly.

Day 1

Overview and Expectations of the Advocacy Workshop

Facilitator: Relebohile Senyane (Idasa)

Discussion followed the introductions. In the first part of session, small-scale farmers and delegates from partner organisations shared their respective experiences on the advocacy work, networking and partnership-related work to the Public Expenditure and Smallholder Agriculture project.

FOHRD (Liberia) underlined the importance of a governance network and other partnerships that Idasa created, which were supported by the capacity building activities and training to build competence in the project. Further efforts are needed to identify regional organisations to work with and to develop a strategy that creates a space to sharpen and concentrate energy, as well as to build competency.

ABOIDES (Mozambique), for its part, indicated the need for partnerships and the link created in the network to be strong and continuous. Mozambique's agricultural sector faces new challenges, such as the efforts by the government to decrease the agriculture budget due to the financial crisis. For example, ABIODES has been engaged in a process of formulating a new Plan of Action in Mozambique. This has led to struggles between civil society organisations and government about the inclusion of farmers' issues in the Plan of Action. However, some goals, such as the 10% allocation to agriculture included in this Plan of Action, are difficult to measure or achieve. Thus, it is important to understand how governments in other countries are dealing with the fiscal challenges resulting from the financial crisis and the commitments made.

CISANET (Malawi) broached the question of accountability in the implementation of the agricultural budget. The project struggles with maintaining partnerships at the national and local level, especially on the issues of accountability and reporting. Regarding the CAADP goals, the nominal budget allocated doesn't translate into efficiency and effectiveness within the budget process. Here, governance networks are vital for evidence-based policy briefs to support the advocacy work.

IDEG (Ghana) focused on engaging small-scale farmers with authorities in the local areas. The farmers engaged in dialogues that can empower them in the decisions regarding exten-

sion, budget implementation and other issues in their areas. However, shortage of funds to carry out community-wide monitoring and engagement of district officials is still a challenge.

ANSAF (Tanzania) specified the importance of regional networking in helping small-scale farmers to join regional initiatives and participate in discussion on issues like climate change. The project continued with evidence-based advocacy, which is advocated with small-scale farmers.

FONGS (Senegal) was firm on the significance of family agriculture to improve food security and poverty in Senegal. The project produced a national report analysing the situation of agriculture in the budget, and presented the report to the Ministry of Agriculture. The project also undertook to hold a conference to encourage all stakeholders to attain the project goals.

Participants shared their expectations of this workshop. Some of their expectations were:

- Sharing of experience, challenges and success;
- To continue to benefit from Idasa's efforts;
- Enhancing skills and knowledge;
- A common strategy for identifying partners for the network;
- Attaining the know-how to do a power analysis, and the ability to penetrate the structures;
- Unpacking power further;
- Governance newsletters;
- Integration of governance issues into their own strategy;
- Building skills in data collection and documentation;
- Increasing knowledge of the advocacy process.

Reflections on Partners' Advocacy Activities, Challenges and Opportunities 2009 – 2011

Facilitator: Meleney Tembo (Idasa)

CISANET (Malawi):

The project's key message focused on the effective allocation of the budget and the participation of small-scale farmers in policy and budget issues. CISANET has meetings with different organisations and initiatives and stakeholders like committees and the ministry of agriculture have participated in the seminars.

Accessibility to some of the areas was a challenge. Extension programmes at local level faced problems. In terms of the budget analysis, some budget analysis on a limited scale was conducted. In terms of its partnership, CAADP and FANAPAN are the main regional connec-

tion. Participation has increased because of the training done at the local level, especially at the grassroots, where the small-scale farmers make efforts.

Concerning policy, agricultural input subsidies were the main focus. Targeting was the main problem to allocate fertilizer coupons. With the private sector highly involved, the main attention is to make export of agriculture output.

Responding to a question, Connex Masankhidwe, programme officer in CISANET, said the participation of small-scale farmers has increased but the project found it difficult to track the impact of the budget allocation.

FDS (Mali):

The key messages by FDS in Mali are related to two main themes:

- Taking small-scale agriculture as the main problem and pointing out the challenges within the sector;
- Budget allocation, budget monitoring and budget process.

FDS had connections at four levels: with the government, NGO's and CSOs, international institutions, and local farmer associations. Activities by FDS cover a vast area of the country and involve many small-scale farmers. Documentation of publications and research in Mali's small-scale agriculture is one focus of the project. An electronic data base and library are considered to be the main tools of the project.

According to Moussa Traore of FDS, the main challenge is related to information and communication, mainly with policy-makers and different partners in the sector. However, there is a healthy collaboration with FONGS in Senegal and other partners in the Idasa network. Although it is not enough, there are efforts to push the government to craft a major agricultural subsidies programme. Generally, he indicated that there are efforts to expand the project's portfolio of activities to environment, climate, pesticides and other areas.

Mali is committed to set up and create space for small-scale farmers. Land is already allocated by the state, and this has helped small-scale farmers to become land owners. The parliamentary group is calling on small-scale farmer associations to create awareness on budget allocation. FDS is active in the country's anti-pesticide farming incentives. The project raised its concern on the use of Genetically Modified Seeds (GMS) that have a negative effect especially on the health and environment of small-scale farmer's households. Others in the FDS network were allowed to create space for engagement with civil society and the general public.

The overall budget in Mali is allocated at two levels: national and local. The main focus of the project is to influence the budget at the national level. The budget at the local level falls under Social and Economical Development Plan, which includes most of the agricultural budget portion. Thus, small-scale farmers are persuaded to participate at this level. The budget monitoring group has continued to do budget analysis working with others in the networks. A key learning experience for FDS has been appreciation of the need to identify a share of the agriculture budget that is allocated to small-holder farmers.

ABOIDES (Mozambique):

ABOIDES tried to create advocacy messages on the budget analysis. Its key message was related to the agricultural policy for food security. The project was able to reach the level of the president with small-scale farmers, which was followed by two dialogues at different levels. The first dialogue addressed issues of smallholder farmers and the second was part of a Joint Review Mechanism. In the latter, the messages focused on food security as the main goal. The impact is based on the plan to reduce poverty in the nation. The project is working in a group, including smallholder farmers, on a Poverty Reduction Plan. The Plan argues that agriculture is the basic livelihood for 2010-2014. Thus, the network by ABOIDES made efforts to involve all stakeholders to signal the importance of the small-scale agriculture for poverty reduction.

The main challenge that ABOIDES faced is the low level of participation by civil society in the country. Inefficiency in the budget allocation limited efforts to increase agricultural productivity. The current allocation is only 7% of the total national budget. Even these figures are in nominal terms; the real budget allocated to agriculture is not more than 4%. According to Erasmo Mabunda, Programme Manager of ABOIDES, the government is currently implementing programmes directed by the Local Development Fund (LDF). However, the programme is not yet effective and efficient in budget implementation and monitoring. Despite the difficulties, the project tries to build the capacity of small-holder groups for localisation of the budget through local development funds.

The social and economic crisis of recent years is related to food price inflation and these conditions involved government and major stakeholders, such as UN, in dialogues. There is different approaches between the budget and the activities planned for the agricultural sector. The budget is usually allocated from top to bottom while the activities from local (bottom) to central (top) level; thus, the project focused on down-top dialogues through networks. Thus, ABOIDES, its partners and others in the network use channels that more effective, based on information gathered during capacity building, trainings and other activities.

FONGS (Senegal):

FONGS has had two major activities, one of which was an international forum on information dissemination for lobbying and advocacy. The conference, which was in February 2011, gathered more than 1,300 participants, the majority being small-scale farmers. According to Daouda Diagne, Information and Communication Manager of FONGS, the project's advocacy is based on the following key message: "family operations can feed Senegal." The project works as a network to recognise the strength of farmers' organisations at the regional level, while policies are developed at the national level. Thus, it is important to influence national level decision-making to reflect regional commitments.

The second activity of FONGS focus on the budget relates to the Maputo declaration on how Senegal should respond to the CAADP goal. Experts from organisations and farmers are involved in the effort to increase the agricultural budget. The strategic objectives, the amount and the knowhow of the budget allocation should be clear, according to FONGS. According to Daouda Diagne, the work in the budget analysis was important to build capacity in lobbying and networking. The main focus of FONGS's operations in Senegal was family-based

farming, and it took women into consideration in its effort to empower small-scale farmers, with consideration from ECOWAS and West African regional organisations.

Based on research in Senegal, the government reports that the current allocation to the agriculture sector stands at 16% but productivity is only at 4%. FONGS and other partners in the country are trying to use the decentralised funding systems so that the budget reaches local small-scale agriculture. Issues such as climate change, water and other allocation are dealt collectively with the agricultural project.

The issues of family produce in the local market and how this relates to the regional market is important. Especially since the financial crisis in 2008, the challenge is to build regional markets and it is one focus area. This should be discussed first inside FONGS's network, and the common regional bodies, such as the ROPA general network, to take it further for common tariff. It is vital to understand that the food market also affects the food security and 'food sovereignty' of the region.

IDEG (Ghana):

In recent years, IDEG published different documents, which include research, reports and concept notes. The project is participating in the Growth and Development Forum and submitted a 17-page recommendation to the agriculture budget committee. The project created a partnership with Watch Dog Research Association, which is the biggest association in Ghana, to provide training on budget allocation of the agricultural sector. IDEG held a budget training workshop with the International Budget Project and did analysis of the agriculture sector budget which identified spending inefficiencies and spending on administration as problems.

Different training has also resulted in improved working relationship between agriculture extension officers and small-scale farmers. IDEG's entry term for engagement that the project used includes letters to the local authorities. The main problem here was the local authorities' lack of confidence, which resulted in difficulty in creating a united institutional effort. With the project focusing on the Medium Term Development Plans and its translation at the local level, there is a need to develop an institutional framework of the project and work with local level authorities.

According to Kojo Impraim of IDEG, the main challenges that are facing both the project and the agricultural sector include:

- Establishment of a budget tracking or monitoring team that will do continuous advocacy;
- Availability of financial resources to support on-going initiatives;
- Low commitment by the government to the agricultural sector;
- Inadequate data available in local areas of the country;
- Vulnerability in agricultural production in terms of the market.

IDEG is planning to do budget tracking within the governance issues forum and will join Idasa's main project. However, the project needs to find a way of doing budget tracking without imposing the work on existing structures and plans. Access to information is not a challenge as the forum is directly linked to budget planning processes at the local level.

Day 2

Communicating Evidence to Make Research Experience and Research Results Matter

Facilitator: Marietjie Oelofson, Ayanda Roji and Mwanja Nganjo

Following reflection from the discussions on the previous day, Idasa's Governance and AIDS Programme (GAP) discussed advocacy and communication issues.

The first exercise required delegates to recount one advocacy activity based on the consideration of four questions. Thus, after discussion (divided into four groups), participants answered the questions.

1. What process was followed and how did you plan the advocacy and communication process?

Responses:

- Stakeholder mobilisation;
- Input programme complex, developed position paper;
- Training members in budget analysis;
- Handling dialogues to understand the value of small-holder farmers;
- Collection of evidence;
- Attendance of government initiatives.

2. What are the contexts?

Responses:

- Government swayed into changing policy position;
 - Lack of consistency;
 - Lack of capacity in civil society organisations;
 - Executive stronger than Parliament;
 - Parliament leaves out civil society organisations;
 - Food security;
 - Engaging civil society organisations in budget tracking;
 - Small-scale farmers have no voice.
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3. What capacities are available to you?

Responses:

- Human resources;
- Other civil society organisations;
- Farmer capacity;
- Internal capacity;
- Research institutions;
- Farmer institutions.

4. What tools were used on this?

Responses:

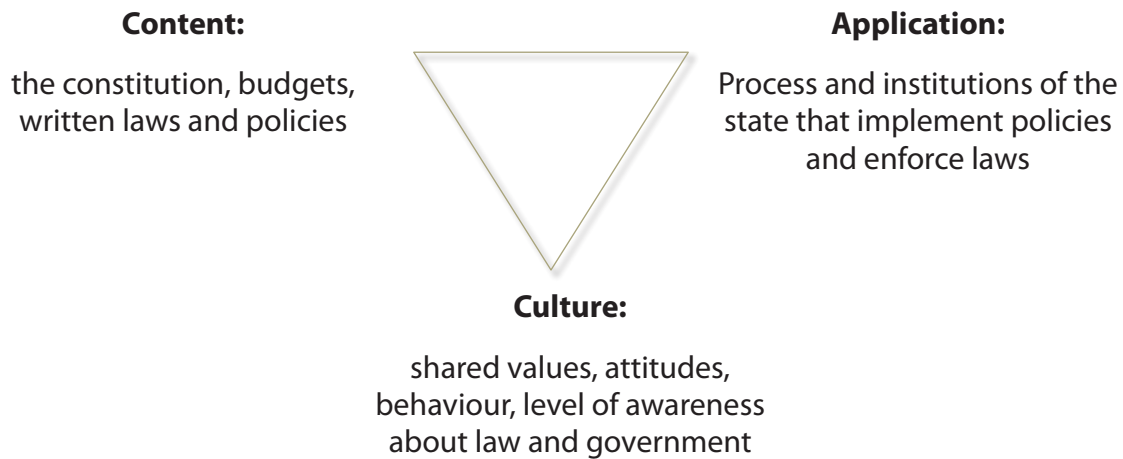
- Media and position papers;
- Policy briefs and training with members of parliament;
- Radio and newspapers;
- Traditional communicators;
- Short film productions and pamphlets;
- Internet, like You Tube and other social media;
- Forum and dialogues in which media can participate;
- Meetings with politicians.

Moreover, delegates indicated that their organisations have a plan to be sustainable in varying contexts and to put a platform for small-scale farmers in place.

On the second exercise, participants were divided into pairs according to the countries and organisations they represent. Two main questions were raised, and these were:

1. What do you want to change as a result of your work?
2. Who do you have to engage with to make the change happen?

Participants discussed these questions and made comments. This was followed by a presentation of the key issues activists normally seek to change or influence. Below is a triangular analysis figure, taken from Veneklasen and Miller (2002), to comprehend where to make efforts to change, and find solutions for problems.



It has been emphasised that after selecting an advocacy issue, it is important to identify where the change need to occur: at the level of policy, at the implementation level or in the culture.

Discussions continued on the use of research and communication by researchers. Partners indicated they use different methods, such as participation, collecting different inputs and monitoring the works to communicate effectively and collaborate within their network. Based on questions in the area of the know-how of researchers to communicate, participants indicated the importance of research that focuses on policy issues without being over-technical. There are opportunities and bottlenecks when using research to influence policy change.

Research-based evidence is more likely to contribute to change if:

- It is within the political and institutional limits of policy-makers;
- It resonates with dominant country-level and international discourses;
- There is a vibrant issue-based domestic politics;
- The evidence is credible and convincing;
- It provides practical solutions;
- It is packaged in an absorbable and useful format;
- It is disseminated at the right time;
- Researchers and policy-makers share common networks;
- Researchers and policy-makers trust each other;
- Researchers and policy-makers communicate effectively.

In the discussion, commonly used terms were defined:

- Research: any systematic effort to increase the body of knowledge.
- Policy: a purposive exercise of action followed by an actor or set of actors – policy refers to a course or principle of action adopted or proposed by government. Policy states what

government aims to do to realise the rights enshrined in the Constitution or to address certain problems.

- Advocacy: action aimed at changing policy, positions or programmes of any type of institution. It is about identifying a problem in a community, developing a solution, mobilising support for the solution and providing planners with an effective implementation plan to solve the problem. Some pointed out that advocacy should be deliberate, considerate, systematic, structured, interesting and participatory.
- Lobbying is the communication process by those who have identified the problem and its solution (advocates) with people who have power to enable space for the solution to be implemented.

Winding up, a well-planned series of actions aimed at achieving certain objectives through the use of communication methods, techniques or approaches out of these research, advocacy and lobbying activities to influence issues including small-scale farmers.

On the third exercise, participants were asked to work in their respective country groups to respond to questions related to political context, evidence and links in what their projects do and plan to do. Following is a summary of some partner responses:

ANSAF (Tanzania): in the political context, efforts were made to approach the parliament and policy-makers, and use public meetings to influence them. In evidence, project videos, documentaries, drama and newsletters are used. In addition, authorities got involved in data collection or evidence gathering. Here, the links used are unstructured forums to discuss issues and surprise visits to offices of Members of Parliament, which is culture specific.

Deniva (Uganda): in the political context, the project seeks approval of its efforts by inviting ministerial directors and other major actors through the Permanent Secretary meetings, one-to-one meeting with the secretaries and ministries, and sharing calendars and position papers with ministries. Evidences are pooled from storytelling by farmers; from videos and documentaries; from leaders in research; and from pilot projects like the work done with Idasa. The links include partnerships with community radio stations, media, civil society organisations' networks, private sector, and small-scale farmer's networks.

FONGS (Senegal) and FDS (Mali): in the political context, FDS used infiltration method through civil society activists standing for elections as independent candidates, and influences policies from within using access to ministries, departments and parliament. However, in Senegal, independent candidacy is impossible and it is not possible to work with or influence political parties because of the political climate. This showed different approaches should be used in different countries and local areas. Evidences and links are the same with Deniva and ANSAF projects.

Advocacy Roles

Participants were reminded of the four key advocacy roles within any institution or organisation: Storyteller, Networker, Engineer and The Fixer. It is possible to have more than one role but there is a need for advocacy organisations and networks to identify and use the different characteristics within their groups.

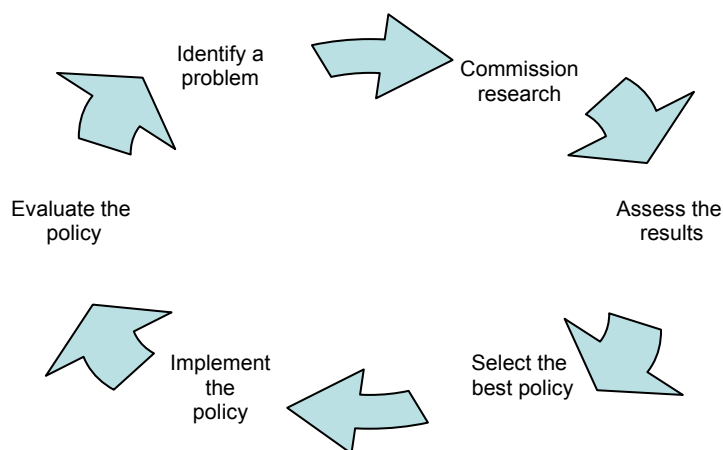
After the presentation, participants were asked to reflect possible project arrangements in their respective country. Participants volunteered and made oral presentations. References, such as “we are the poors” by Ashwin Desai and “28 stories of AIDS in Africa” by Stephanie Nolan, are mentioned as examples to reflected good storytelling by civil society organisations.

All the delegates participated in a power game. The objective of the game was to make participants aware of their perception of power and the ways in which communities sometimes remain submissive and fail to take advantage of the environment if they are not fully informed and included.

Policy Cycle and Policy Influencing

In this session, it was emphasised that small-scale farmers should be involved in each and every step of policy process related to the agricultural sector. Farmers should be involved in research that addresses problems, policy amendments, policy implementation and evaluation of outcomes. Thus, below is a figure on the policy cycle, on which small-scale farmers can communicate evidence to encourage change in the sector:

A table taken from Ursula Grant (2005) was provided for participants on when and how to use different communication and dissemination methods to achieve maximum policy influence. Moreover, FONGS (Senegal) shared their experience on the policy cycle. Most participants agreed on precautionary measures, which include the use of the media to report the story without corrupting it and raising unrelated agendas with smallholder agriculture that are political. GAP’s workshop on day 2 was wrapped up by evaluation from participants on the basis of the process and content. Partners demanded further training on the question of when and how to use different communication and dissemination methods to achieve maximum policy influence.



Day 3

On the third day, the workshop started with a recap of the previous training days. Participants shared what they have learned from sessions. The recap was followed by the presentation of DENIVA (Uganda) and PELUM (Zambia) under the topic of “Partnerships for advocacy, advocating for small-scale farmers”.

DENIVA (Uganda): Partnerships for Advocacy, Advocating for Small-scale Farmers

Presenter: Viola Musiimenta and Baita Francis (DENIVA)

DENIVA's presentation focused on effective partnerships, strategies & activities, stakeholder platforms, achievements and the challenges of the project. Thus, according to the project, a partnership is a coalition of organisations or individuals from more than one sector who agree to work together for a common aim or set of compatible aims, share resources and responsibilities, and agree to work together in a cooperative and mutually supportive fashion. For effective partnerships, the purpose of the partnership has to be clear with shared objectives, realistic plans, and a framework of responsibility and accountability. DENIVA identified SSFs as the target for its partnership work. On this, projects' case studies tried to look at how farmers are organised at production and marketing levels and how they engage with other stakeholders, particularly the private sector.

A strategy used by DENIVA includes research, capacity building, dialogues, radio programmes and stakeholder platforms. Researchers have been effective on rapid assessments to identify issues for advocacy together with farmers and member organizations while capacity building is used in empowering small-scale farmers to demand services, particularly on how to manage farmer groups. In dialogues, farmers engage policy-makers on the identified issues. Small-scale farmers have participated in radio programmes to raise their own issues. Stakeholder platforms are composed of farmers, the private sector and government officials. The platforms mobilise and regularly discuss challenges, and provide solutions for improving small-scale farmers' income.

While DENIVA has made some progress on strengthening farmers' capacity and engagement the project faced different challenges, which include:

- Lack of organised small-scale farmers' group to mobilise them in advocacy activities;
- Lack of clear strategy and monitoring indicators to monitor the impacts;
- Difficulties in sustaining the platforms established;
- High farmers' expectations to get agricultural inputs from the platforms.

In conclusion, the government of Uganda is now working through a “Public Private Partnership” framework. Even though, the accountability mechanisms are not clear, DENIVA wants farmers to benefit from this partnership. Small-scale farmers still need to be more empowered to participate in advocacy activities and to understand that agricultural services are rights, not

favours. To organise small-scale farmers there are efforts by the network in Uganda to reach them at their local levels of operation.

Questions were raised by the participants, and some of these are:

- How do the farmers engage in the market to determining the price of cotton, which is one of the main export items in Uganda?
- Is the platform created by DENIVA on the partnership formal or informal?
- In DENIVA's new irrigation plans, how is the organisation going to engage on advocacy and partnership?

Responses:

According to the presenter, farmers in Uganda are better off to start negotiation from the price given by the government (indicative price) and DENIVA engages civil society to make sure that the timing of the price notice is accurate. Regarding the platform, the project has a platform to involve all stakeholders, which are sometimes informal. Nevertheless, the project starts from the local level in its efforts to engage. On climate change, DENIVA is looking at climate change adaptation. At this level, DENIVA doesn't have an advocacy strategy to engage in the new irrigation policy; however, the project is making an effort to make sure small-scale farmer participates in this contemporary policy in Uganda.

PELUM (Zambia): Partnerships for Advocacy, Advocating for Small-scale Farmers

Presenter: Faustina Mwenda (PELUM)

2010 marked the beginning of the full year programmes under the public expenditure and smallholder agriculture project that has been running from June 2009 and will go up to December 2011. Thus, PELUM has implemented many activities in research, advocacy, lobbying, budget analysis, capacity building, partnership and other areas. For instance, the project partnered with other institutions, and held media training in February 2010. The purpose of the training was to introduce the Public Expenditure and Smallholder Agriculture Project to journalists. As a result, radio and TV programmes were broadcast, which raised the issues of small-scale farmers' participation in the budget process and increasing the agricultural budget to 10% of the nation's budget allocation, according to the Maputo Declaration.

PELUM's engagement focuses on making the process highly participatory by way of conducting community meetings with other partner organisations and CSOs working with communities. For instance, in its engagement with the government, PELUM and its partners participated in the formulation of the new Environmental Bill. The project was capacitating the smallholder farmers in advocacy and lobbying skills, and most of the advocacy activities are farmer-centred and driven. The strategies applied by the project include:

- Hold meetings to disseminate research information to key stakeholders;
- Develop policy briefs to be submitted to key stakeholders;

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- Hold radio discussions on small-scale farmers' access to agricultural equipments and inputs;
 - Participate in different events to advocate for smallholder agriculture;
 - Proposing to parliament to increase the agricultural budget, in partnership with others organisations in PELUM's network.

PELUM encountered problems in its activities related to partnerships. Some of these are:

- Difficulties to access expenditure information from the public workers' offices;
- Centralisation of key parliamentary committees;
- Complexity of some issues like budget tracking, which are beyond the farmers' understanding, such as the yellow book;
- Centralisation of most processes, like budgeting and policy formulation;
- Inadequate information on their rights to agricultural services for small-scale farmers;
- Cultural and traditional barriers, such as land ownership;
- Inadequate funding to carry out advocacy/budget tracking works countrywide;
- Inability by political leaders to engage people in identification of priority projects, e.g in the case of the CDF.

Generally, PELUM has continued to engage with different stakeholders on advocacy, capacity building and other issues. The project is complementing the Public Expenditure Programme with another of its project called 'citizen participation in budget tracking', supported by funders. Three district and one national multi-stakeholder workshops have been held to share and work out modalities of implementation. The project focuses on strengthening networks and linkages with other partners, and ensuring sustainability through working out modalities on how to embed some activities in the project.

Questions were raised by the participants for PELUM, and some of these questions were:

- What are the specific inputs you get from farmers that allow PELUM to set monitoring standards?
- What has been the trend in partnerships and membership at PELUM?

Responses:

The budget process has a number of stages. The first stage is open to everybody and CSOs and farmers make submissions of inputs to different stakeholders including the Agricultural Ministry. Government extension officers have to serve very large populations, sometimes up to 1,000 farmers per officer. This has made government create a Task Force, with civil society leadership, to improve the delivery of extension services. Thus, the private sector and CSOs are familiar with working in smallholder agriculture, which PELUM want to strengthen its partnership with.

FORHD (Liberia): Partnerships for Advocacy: Lobbying Decision-makers

Presenter: Davestus James and Ebenezer A. Zonoe (FORHD)

This Presentation on Partnership, Advocacy and Lobbying was designed to share lessons, experience with IDASA's advocacy strategy, plans and how Liberia is beginning to identify and explore opportunities, priorities aimed at achieving the overall objectives of the EGP that support small-scale agriculture development in Africa. The major challenge of FORHD's advocacy, partnership and lobbying is influencing policy-makers to change their mindset and increase the sense of urgency to address food insecurity in Liberia. Food insecurity and poor nutritional status of the growing population of Liberia highlights major continental and global issue of concern which needs urgent attention and possible solution by everyone.

As part of the efforts towards developing an advocacy strategy and partnership, FORHD realised the importance of investment programmes, such as the UN-MDG, the Rome Principle, NEPAD, CAADP, ECOWAS and Country Investment Programmes (CIPs). Based on CAADP Regional Economic Community (REC) plans designed to support individual country investment plan development and implementation, the Liberia Agriculture Sector Investment Program (LASIP 2010) was developed with technical guidance and support by USAID partnership funding. LASIP is the vehicle being used in the sector development by government and its partners.

Some of the common challenges facing the agricultural sector of Liberia and FORHD in its effort to improve the conditions of small-scale farmers are related:

- Poor road networks and infrastructure;
- Low political will from policy-makers;
- Land rights issues and conflicts;
- Accountability of scarce resources;
- Low budget allocation;
- Ineffective monitoring mechanisms;
- Very limited political space for CSO to participate in.

FORHD's strategies for partnership, advocacy and lobbying focused on internal networking and sub-regional advocacy networks, like Champion for Change, to influence policy-makers and stakeholders alike to achieve the goal of CAADP and accelerate ECOWAS member countries investment programmes. In its internal networking, the 2011 Advocacy Strategy developed by the Civil Society and Small-Scale Farmers Network of Liberia aims at lobbying national government through the Ministry of Agriculture to establish training centers that will facilitate training for extension workers and small-scale farmers. These and other FORHD's partnerships seek coalitions at county and districts levels to respond to increased need for improved food production.

Capacity building efforts, which are meant for process and implementation, have been very useful for advocacy in enabling individuals, groups, organisations or society to support the goal and objectives of the network. Capacitating for process includes agriculture policy development, while capacitating for implementation focuses on human and other resources.

According to FORHD, strategic priorities in the agricultural sector that need attention are: increasing support to small-scale farmers and develop the sector; political will to meet the CAADP goals; technical training for farmers in advocacy and lobbying skills; low market linkages and poor road and agricultural infrastructure; land tenure in rural and sub-urban areas; and agriculture loans to women farmers in Liberia.

ANSAF (Tanzania): Partnerships for Advocacy: Lobbying Decision-makers

Presenter: Ajuaye Sigalla and Martha Jerome (ANSAF)

Agricultural Non-State Actors Forum (ANSAF) was formed in 2006 as a private sector and civil society agriculture working group. ANSAF was established by seven members and currently has 26 members from NGOs, companies and farmer organisations. The main objectives of the forum are to identify and share the best practices in agriculture sector and develop policy action proposals for the government and other stakeholders. Local and international CSOs, companies and umbrella organisations are the key partners in ANSAF's project effort towards improving smallholder agriculture in Tanzania.

Even though ANSAF made some progress, the project faces different challenges. Some of the concerns are:

- Increased resources (public) in the sector (2.9% in 2000/01 to 6.2% by 2006 with no sector growth);
- Many lessons poorly captured – no time to reflect;
- Marginal small-scale farmers' participation in decision-making;
- Building critical mass, undertaking evidence-based advocacy by providing alternative policy proposals.

ANSAF's project activities to influence policies concentrate on issues of low agricultural budget despite the Maputo declaration, poor participation of small-scale farmers, limited coordination and funding at the local levels, and poor plans that are not strategically placed. It is important to identify similar views among stakeholders and share the implication of issues in poverty reduction strategies. In partnership, the project's approach changed over time, which is influenced by Idasa trainings; coordination among the networks; and use of research and media by the audience in the agricultural sector. Nevertheless, ANSAF faces challenges related to the use of media to report its efforts and building consensus in networking.

ANSAF has sustained its work in the area of advocacy to ensure all stakeholders, particularly small-scale farmers, are heard at local, national and international levels. In addition, it is

important to improve and strengthen the approaches, such as networking policy forum. The project focuses on the use of media publications, like Farmer's World Magazine, and documentation of sources.

At the end of the presentations, questions were raised for both FORHD and ANSAF. These questions were:

- What have been the specific steps taken to lobby and advocate with key decision-makers?
- What is the best channel for small-holder farmers to use to resolve conflicts around land issues in Liberia?
- Does the Tanzania Food Security Act inform any of ANSAF approaches when dealing with small-holder farmers?
- How deep is the level of donor dependency in Tanzania?

Responses:

According to presenters, one approach used by the projects is creating contact with key policy-makers through informal relationships. CSOs and other stakeholders have done investigations and identified land clashes as a cause of conflict between tribes in Liberia. The report produced has to go through the President and the Ministry of Justice for the final decision. In Tanzania, some of ANSAF's work has been informed by the Food Security Act, however, government implementation of the Act has been very poor. Regarding donor dependency, the government is able to raise 60% of the national budget and development aid contributes the rest of the budget. This presents a challenge because of the pledges which are never fulfilled that development agencies and other countries that contribute funding to the budget raise.

Partnerships for Advocacy: Fundraising

Facilitator: Yvette Geyer (Idasa)

In the afternoon of the third day of the workshop participants took part in a fundraising session by Idasa. The main objectives of the session was to understand the steps necessary for successful fundraising, and apply this knowledge in relation to donor strategy for one country. The session started with delegates sharing their experiences in fundraising. Then participants were divided into three groups. The first group was Banana, the second Orange and the third Apple. Participants were to respond to the question: "what are all the steps any organisation should take to ensure that they can fundraise with a view to financial sustainability?"

The three groups came up with different lists of steps for fundraising. All mentioned developing and defining organisational mission and vision as one of the first steps and identifying networks as an important step to fundraising. According to Morné Maritz (2005) hand book, fundraising consists of eight separate steps. And these are:

1. Planning project;
2. Costing and drawing up a budget;

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3. Writing a funding proposal;
 4. Developing a fundraising strategy;
 5. Targeting the donors, business and government;
 6. Securing a grant;
 7. Implementing;
 8. Reporting to donors .

According to the facilitator, in fundraising it is important to work on research, relationships, advocacy, internal organisation, management of donor cycles and to ensure what to pitch and to who. The panel looked at the lists and the facilitator led a discussion about the key things to do before fundraising. The facilitator also drew the group's attention to the difference between fundraising and proposal writing. Proposal writing is only one of the ways of fundraising, which is a process with many different facets. Some steps are necessary before fundraising. Examples were mentioned by the participants.

It is important to develop relationships and networks with more than one person within a donor agency, which helps to keep connections even when the key person leaves the agency. It was emphasised that there is a need for organisations to develop communication strategies that allow for clear communication between themselves and donors, and facilitate internal communication and relationship building with donors.

The second activity was on: "What to pitch and to whom?" Participants were asked to work in their country groups to identify projects that would be relevant for a particular donor strategy. Participants were given a copy of the SIDA donor strategy, and asked to suggest what project ideas this particular donor would be interested in. One of the main questions raised is: "why you think your projects fit into the donor strategy?" The session ended with highlighting important points that may be applicable, such as the Paris Declaration Processes.

Day 4

The last day of the workshop started with evaluation on the workshop and positive communities on the Community Mobilisation Toolkit published by Idasa in 2011. Then a presentation was made on "Agricultural Food Policies and their Impact on Smallholders."

Agricultural Food Policies and their Impact on Smallholders

Presenter: Tendai Murisa (Trust Africa)

The presentation on agricultural food policies and its impact on smallholder agriculture started with a general synopsis of the conditions in Africa regarding the failure of the sector to ensure food security. Inadequate government support to small-scale farmers and weak penetration and uptake of technological innovations by the sector have been indicated as one of the main causes for the collapse of previous agricultural revolutions in Africa.

In the context of the presentation, it was signified that policy suggestions on comprehensive agrarian reforms capable of addressing the real constraints in agriculture, such as skewed land ownership patterns and the inefficiencies of commodity markets, are yet to dominate state and regional thinking. Thus, this session focused on the main issues regarding smallholder agriculture in Africa. Some of these issues raised are:

- Food insecurity and its initiatives;
- Policy to agricultural reforms;
- ‘Land grabs’;
- Partnership and budget allocated for agriculture;
- Civil society and food sovereignty;
- CAADP, AGRA and other regional organisations and resolutions.

Participants raised questions regarding the momentum behind the CAADP compact, possible ways to stop ‘land grabbing’, governments’ effort against climate change, and undermined CSO’s participation in the CAADP. In responses, the presenter indicated that the research agency, Mckenzie, did a study that analysed the CAADP and was very critical of the vagueness of the compact in terms of the expected outcomes. Related to the financial downturn and climate change, governments and international donors were slow to respond to the food crisis that resulted from the financial downturn of 2008. However, the food riots that followed the crisis mobilised the implementation of a number of programmes and investment in the sector. For the question related to CSO’s, it was indicated that there is a need to invest in time to develop a vision for smallholder agriculture in Africa.

In conclusion, the presenter and participants underlined that there is an urgent need within this period of rethinking smallholder agriculture to emphasise the need for a stronger advocacy network representing small-scale farmers.

Regional Governance Network

Presenter: Russel Wildeman (Idasa)

The presenter reminded the participants that 2011 is the third year of implementation of the Public expenditure and Smallholder Agriculture Project; and during the past three years, EGP has come to believe that to carry the issues of smallholder agriculture further there is a need to extend the focus and work in broader networks that will have convening power. Broadening the network will influence advocacy for policy positions that advance the interests of smallholder agriculture. A governance network is EGP’s proposal for the vehicle that should carry forward the current agriculture work and be plugged into the Affiliated Network for Social Accountability network. Participants were reminded that such a network should be membership-based and regional in terms of geographic focus. Subsequently, they were asked to reflect on what issues should form the core mandate of such a regional network, propose a governance structure, and consider the types of learning and sharing platforms that the network should provide for members.

Responses:

It is important to see the sustainability of the proposed network which will require some formalisation and a strong commitment. According to the contributor, the network can be developed in two stages; it can start as a voluntary platform and grow into a formal network once members have demonstrated commitment. Some pointed out that the growth of the network will be gradual, but the articulation of the structure should aim at as much inclusiveness as possible. Concerns were raised on how to limit administrative procedures and put in place a rotational system of leadership. Nevertheless, participants agreed on the necessity of the formation of the network to deepen the ability to lobby and advocate.

In addition, participants suggested that the first structure should be a network steering committee, with secretariats from three different regions of East, West (two secretariats) and Southern Africa. The main secretariat should be lead by Idasa.

Workshop Summary

The advocacy workshop, under the title “Advocacy for and with Smallholder Farmers: Lesson Sharing and Learning”, has provided a wider base for sharing experience and knowledge that will contribute to the efforts to improve smallholder agriculture in Africa. The participants did not only come from different countries but also from many different institutions and disciplines with strong participation. According to many participants and others who observed the workshop, the quality papers presented, and discussions with questions and answer sessions that followed have given a deeper understanding on partnership, communication, fundraising and other important concepts.

Day 5: Partners Meeting

Activities for the Next Six Months by Partners

With the end of the workshop, the Public Expenditure and Smallholder Agricultural Project undertook a meeting with partners on 27 of May, 2011. Partners indicated three main activities that are planed by their projects, and other deeds to be carried out with the broader network.

Liberia:

- Budget analysis workshop with CAADP term on 10% agricultural budget allocation from the total national budget.
- Advocacy strategy workshop with CAADP goal in partnership with other organisations.
- Research on the allocation of agricultural budget for the small-scale farming sector of Liberia.

Mozambique:

- The consolidation of parliamentary budget committee to built connection between civil society and policy-makers.
- Team building between the Ministers of Financial and Planning that will focus on the budget allocation.
- Research that focuses on budget analysis of agricultural sector.

Tanzania:

- Social accountability training with CSOs.
- To engage parliament on issues of water, land and other resources; in which some meetings will be used to engage the parliamentary committees.
- Documentation of the training and other activities that are going to be undertaken.

Malawi:

- Budget analysis workshop.
- To engage parliamentary committees.
- To tap NGOs and other stakeholder into extension services and other government services.

Uganda:

- Second round of budget and advocacy training with small-scale farmers.
- Budget analysis based on previous year trainings using reports and tools.
- Engage with government and other major stakeholder on CAADP compact and undertaking awareness raising activities.
- Together with Idasa, to hold a summit on the regional collaboration of budget issues on national level among Eastern and Southern countries in the network.

Mali:

- Strengthening of the project's network within the country.
 - Training on advocacy and budget process.
 - Advocacy and budget analysis workshop for small-scale farmers post-harvest time.
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Senegal:

- Budget training that can strengthen the gains from the conference on February 2011.
- Mobilisation campaign to share the available information and reveal the concerns to and with the network.
- Advocacy and lobbying activities, which include a workshop on a strategy plan, implementation of the campaign and evaluation of the campaign.

Ghana:

- Skill and capacity-building on advocacy in the south and north of the country with better women participation.
- Research based on problems and issues raised by small-scale farmers that can help brief policy. Roundtable meetings with the farmers and local authorities will be used for this.
- Organising district dialogue by using position papers.

Appendix

Workshop Programme

Date	Time	Description	Facilitator
Mon: 23rd May	09:00-09:10	Welcome address and introductions	Russell Wildeman, EGP Programme manager
	09:10-09:40	Reflections on the third year of implementation of the Public Expenditure and Smallholder Agriculture	Leslie Nyagah
	09:40-10:00	Responses & Discussions	Partners
	10:30-10:40	Workshop Objectives & Partner Expectations	Relebohile Senyane
	10:40-13:00	Review of partner advocacy initiatives 2009-2011; challenges and opportunities	Meleney Tembo
	14:00-16:00	Review of partner advocacy initiatives 2009-2011; challenges and opportunities	Meleney Tembo
Tues: 24th May	09:00-09:15	1. Recap of Day 1, 2. Evaluation of Day 1	Relebohile Senyane
	09:15-16:00	Communicating the Budget	Marietjie Oelfson & Ayanda Roji
Wed: 25th May	09:00-09:15	1. Recap of Day 2, 2. Evaluation of Day 2	Natasha Francis
	09:15-11:00	Partnerships for advocacy: advocating for and with small-holder farmers	DENIVA and PELUM
	11:30-13:00	Partnerships for advocacy: lobbying decision-makers	FORHD and ANSAF
	14:00-15:30	Partnerships for advocacy: fundraising	Yvette Geyer, Idasa
	15:30-16:10	Group work	
Thurs: 26th May	09:00-09:15	1. Recap of Day 3, 2. Evaluation of day 3	Natasha Francis
	09:15-11:15	Group presentations	Natasha Francis
	11: 30-12:45	Exploring alternatives: Small-holder agriculture and climate change (Preparing for COP 17)	Dorah Lebelo, Gender in Climate Change
	14:00-15: 30	Exploring alternatives: Small-holder agriculture and the right to food	Dr Tendai Murisa, Trust Africa
	15:30-15:40	Community Mobilisation Handbook explained, Evaluation and closing	Meleney Tembo