



Trade and Standards Practitioners Network (TSPN)

Who are we?

- Community of Practice—hybrid ‘membership’
- *Beyond technical silos*: social accountability, environ standards, food safety + agric health.
- **Objectives**
 1. *Strategic guidance for standards-related capacity building*
 - Drawing lesson from implementation experience,
 - Defining/ denoting ‘good practice’,
 - Insights into the economics of standards adoption
 - Institutional roles, esp. public vs/+ private sector
 2. *Deepen awareness among developing country stakeholders—challenges, options, country good practices*
 3. *Develop/strengthen partnerships/joint work among members in particular thematic or country-specific areas*



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TSPN Mission Statement

- *“Improve the effectiveness of initiatives that support developing country capacity and participation in the implementation of trade-related social, environmental, and SPS standards and related measures through information sharing, policy research, and capacity building.*
- *In doing so, the TSPN seeks to foster more sustainable, competitive, and equitable developing country supply chains by improving their ability to respond to different commercial, safety, social, and environmental requirements.”*



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Activities

- **Periodic TSPN meetings addressing particular themes**
- **Shared website/standards information clearinghouse**
- **Collaboration on particular projects, research, training courses, etc.**
- **Organizing thematic conferences**
- **Developing a ‘working paper’ series**



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Why Are We Here Now?

- **Opportunity + Challenges in Evolving Markets**
 - Demographic, institutional and technical change
 - Higher value supply chains + differentiation of traditional commodities
 - Hitching smallholders to this engine for growth + poverty reduction
 - Access/Competitiveness?--own resources, logistics, and transaction costs
 - ‘Assured compliance’: necessary not sufficient condition



Why Are We Here Now?

• Growing Range of Interventions

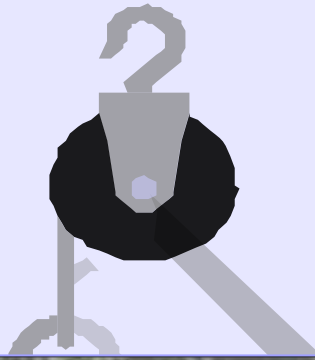
- Focused on standards compliances; or part of broader value chain efforts
- Varied approaches and composition of support
- Taking Stock:
 - What are we learning from implementation experience?
 - What approaches are (not) working?
 - Are stated (+ broader development) objectives being achieved?
 - What context + intervention factors drive outcomes?
 - What are realistic time frames for results?
 - Under what conditions are results (or services) sustainable?
 - Can we discern principles of 'good practice'



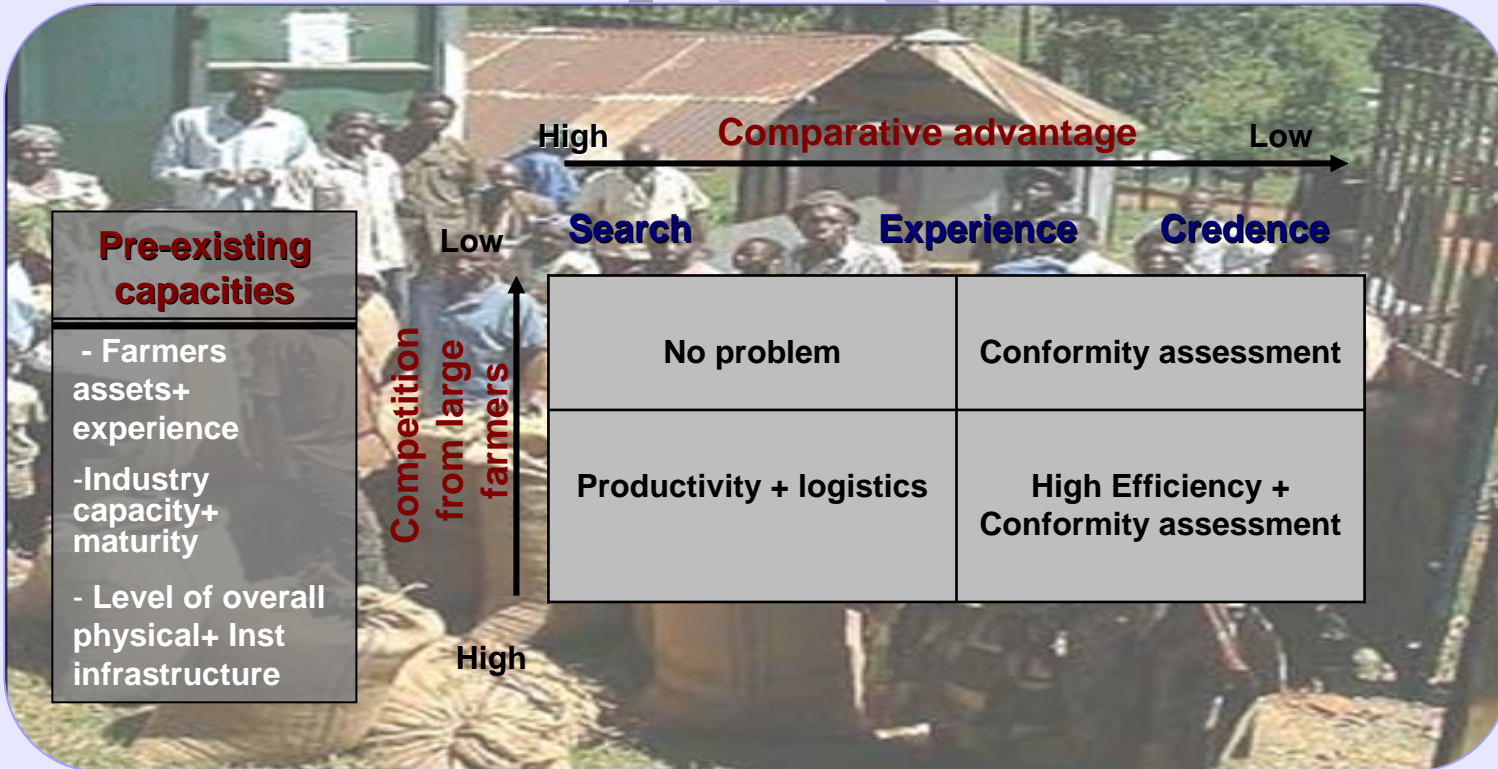
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Varied Contexts: Challenge for Moving from Specifics to Generalizations

- Product and production characteristics
- Size/trajectory of market opportunity
- Type/stringency of commercial + regulatory standards
- Experience Factor
 - New vs. traditional activity for smallholders
 - Emergent vs. mature industry
- Broader infrastructure/institutional capacity



The 'Setting'



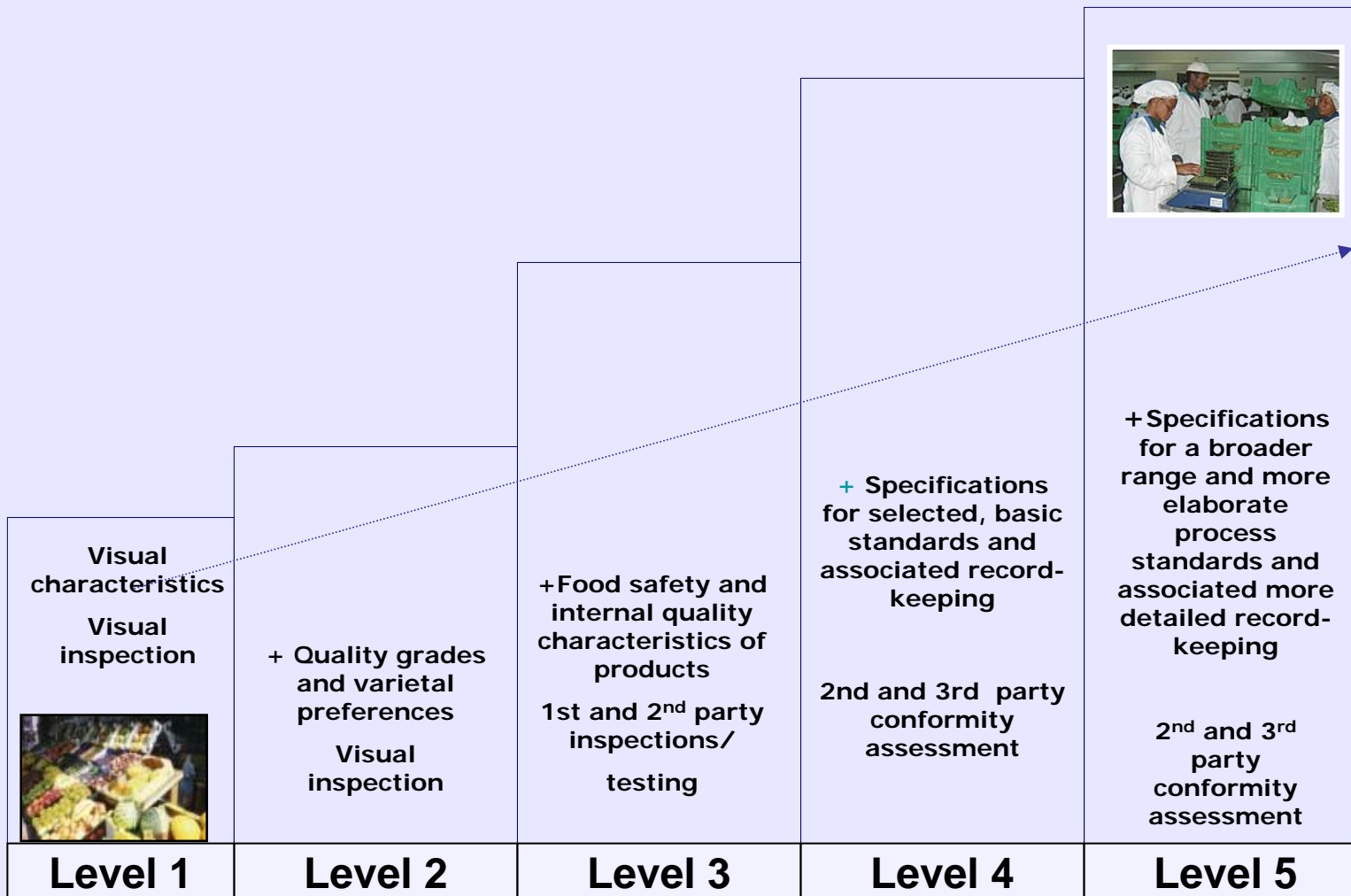
Pre-existing capacities

- Farmers assets+ experience
- Industry capacity+ maturity
- Level of overall physical+ Inst infrastructure

Market Demand



Continuum of Buyers Requirements for Smallholder Supply Systems—upgrading steps



Stringency of standards

Level of sophistication of the conformity assessment systems



Common Operating Contexts for Upgrading Smallholder Supply Chain Systems (by commodity)

Level 1	Level 2	Level 3	Level 4	Level 5	
Informal Sector Domestic	Domestic High End Horticulture				
	Ethnic Produce Exports		Horticulture Exports to High-End Int'l Outlets		
	Edible Groundnuts				
	Honey				
	Domestic Quality Segment for Dairy Products				
	Specialty/Differentiated Coffee				
	Spices + Related Raw Materials				



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Roles/Examples of Interventions

Functions of Interventions	Examples of Effort/Activity
Augment “internal” resource base or capacity	Farmer extension Group formation/strengthening Technical assistance to firms Strengthen industry associations Facilitate industry ‘code of practice’ development Finance production/management upgrades
Augment “external” resource base or capacity	Strengthen physical infrastructure Modernize rules/regulations Capacity-building for conformity assessment Strengthen pertinent BDS
Off-set additional production or transaction costs	Direct provision of market intermediary services Cover R&D costs: production/post-harvest change Subsidy/payment for conformity assessment Payment/subsidy for buyer outreach costs
Enhance market price achieved by buyers	Product development + promotion activities



Variations in Approach + Expectations

- **Who initiates + who implements?**
- **Entry, phasing strategy + length of intervention**
- **Targeting/loci of interventions**
- **Evolving roles/responsibilities of stakeholders**
- **Exit strategy**
- **Who pays for investments + services?**
- **Who bears transaction costs + risks?**



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Outcomes: what can we say at this point?

■ Big Picture

- What results are being obtained in smallholder – higher value supply chain linkage interventions?
- Are stated/broader objectives being met? Why (not)?
- Is our overall ‘success rate’ relatively high or low?
- Are we properly measuring the impact of interventions?

■ Lessons

- What approaches yield better/faster results than others?
- Which lessons are generalizable; specific for particular commodities/standards contexts?
- What elements/principles constitute ‘good practice’ in development assistance in this field?



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The workshop agenda

- Lessons learned from implementation experiences
 - Panel on horticulture-related interventions
 - Cases of interventions related to dairy and to organics
 - Panel on specialty coffee interventions
- Working group discussions on themes (tbd)
- Summary of contrasting experiences and lessons
- Presentation of the TSPN Web Site
- Conclusions and future actions



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Thank you!

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