



**FINAL REPORT**

**AProCA – BCI JOINT WORKSHOP**

**Bamako**

**24th & 25th July 2007**

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## ACRONYMS AND ABBREVIATIONS

<b>AProCA</b>	Association des Producteurs de Coton Africains
<b>BCI</b>	Better Cotton Initiative
<b>ILO</b>	International Labour Organisation
<b>Bt</b>	Bt (Bacillus thuringiensis)
<b>CMDT</b>	Compagnie Malienne pour le Développement du Textile
<b>CMiA</b>	Cotton Made in Africa
<b>FNGPC</b>	Fédération Nationale de Groupements de Producteurs de Coton du Togo
<b>FNPC</b>	Fédération Nationale des Producteurs de Coton du Sénégal
<b>GIPD</b>	Gestion Intégrée des Pesticides et des Déprédateurs
<b>GPC</b>	Groupements de Producteurs de Coton
<b>GVPC</b>	Groupements Villageois de Producteurs de Coton
<b>IITA</b>	International Institute for Tropical Agriculture
<b>LEC</b>	targeted threshold pest control
<b>GMO</b>	Genetically Modified Organism
<b>NGO</b>	Non-Government Organisation
<b>GO</b>	Growers' Organisations
<b>OPCC-GIE</b>	Organisation des Producteurs de Coton du Cameroun – Groupement d'Intérêt Economique
<b>WTO</b>	World Trade Organisation
<b>VAT</b>	Value Added Tax
<b>UNPC-B</b>	Union Nationale des Producteurs de Coton du Burkina Faso
<b>UN – SCPC</b>	Union Nationale des Sociétés Coopératives de Producteurs de Coton du Mali
<b>SCV</b>	Semis sous Couvert Végétal Growth under plant cover
<b>SODECOTON</b>	Société de Développement du Coton du Cameroun
<b>SODEFITEX</b>	Société de Développement des Fibres Textiles du Sénégal
<b>PS / AProCA</b>	Permanent Secretary / Association des Producteurs de Coton Africains
<b>PS CNPC</b>	Permanent Secretary Permanent / Conseil National des Producteurs de Coton du Bénin

## INTRODUCTION

The present report follows the workshop that was jointly organised by par AProCA, (Association des Producteurs de Coton Africains) and BCI (Better Cotton Initiative) and that took place on 24th and 25th of July in Bamako, Mali.

This workshop brought together representatives of growers, and technicians from member countries of the Association that are committed to new initiatives in cotton, including Senegal, Mali, Burkina Faso, Togo, Benin and the Cameroon.

As well as the growers themselves, the growers' organisations from the above countries (the representatives from the cotton companies of Cameroon, Senegal and Mali), the technicians from the International Institute for Research in Tropical Agriculture (IITA) and the partner-organisations such as SNV and Oxfam also participated in this workshop.

The workshop moderator was Monsieur Nugteren Henk, Co-ordinator / Advisor from SNV Benin

## Summary

The relationship between AProCA and BCI began during the workshop organised by AProCA on the subject « New initiatives and alternative markets for cotton » run with the support of the SNV in November 2006 in Bobo-Dioulasso (Burkina Faso).

The joint work-shop run by AProCA and BCI (July 24th and 25th 2007 in Bamako Mali) brought together both elected members and technicians from headquarters and national platforms of AProCA (Senegal, Mali, Burkina Faso, Togo, Benin, Cameroon) and representatives of the Growers' Organisations (GO), Cotton Companies (Cameroon, Senegal, Mali), partner organisations (OXFAM, Helvetas, SNV) as well as an international research institute on agriculture (IITA). The main conclusions reached were the following :

- 1) The participants consider that the objectives and expected outcomes of the workshop were reached. BCI has become more familiar with the challenges and better practice of the African cotton growers of Africa, as well as the their objectives and development processes which have become more familiar to the representatives of the stakeholder organisations.
- 2) The BCI initiative is highly appreciated, as it is aimed at environmental, social and economic impacts through the mainstreaming of improved practice aimed at high quality cotton that is also competitive and sustainable for growers throughout the world, including AProCA members.
- 3) BCI is a global initiative that is currently in a phase of definition of the concept and principles of « *Better Cotton* ». This is being achieved through a participative multi-actor process, with the growers playing a key role. BCI has chosen to intervene in four pilot regions: Brazil, India, Pakistan and West Africa. Through their vision, mission, approach and philosophy, it is complementary to other similar initiatives that exist in the West and Central African regions, such as Fair Trade Cotton, organic cotton and the Cotton made in Africa initiative. (CmiA).
- 4) Although other initiatives hold similar positions to BCI on environmental, social and economic questions, there are also marked differences at this stage in the way that BCI formulates its position. Other initiatives, for example incorporate standards:
  - rejection of GMO/Bt cotton,
  - total rejection of use of chemicals,
  - certification,
  - economic bonus,
  - and fields such as lobbying or establishing links with the market via an integrated alternative chain based on a code of conduct.

All these standards are considered as additional to those of BCI. The BCI concept aims at being inclusive and « technology neutral », which means that no technology is a priori excluded from the definition of « *Better Cotton* », conditional to the results of the working group that will be established (cf. point 7). The growers and their communities and the environment are the main beneficiaries of BCI.

- 5) In order to limit the proliferation of concepts and the risk of misunderstanding at grower level, it is advisable for there to be synergies and a certain harmonisation between the above-mentioned initiatives. Nevertheless it is necessary to bear in mind the fact that we live in a world of « business ». This is why the growers' interests must remain the focal point. It is also important that the Growers Organisations and their members have the capacity and the necessary information to allow them to take clear position and to appropriate these initiatives, because at the end of the day, it is up to them to choose their initiatives and technologies.

- 6) AProCA is a credible organisation and it is representative of African cotton growers, and as such will play a key role in the process of designing and implementing « Better Cotton ». The challenges that they are facing, along with all the Growers' Organisations and the other actors in the cotton chain are considerable:
- The environmental sustainability of the cotton-growing systems, land security and joint management of areas and natural resources with other users such as animal herders.
  - The credibility and economic viability of Growers' Organisations requiring good structure, efficient communication between grassroots and leadership, as well as democratic management
  - The definition and respect of rules that will guarantee the production of high quality competitive African cotton
  - The creation of added value via the transformation of cotton fibre in the region
  - The influence of policies and the defence of cotton growers' interests at (inter)national level in order to guarantee and increase income for cotton farmers' families
- 7). AProCA and BCI agree to jointly pursue efforts to forward this initiative. On the basis of discussions between the two structures, the future of the process will include the establishing of a regional working group that includes the various stakeholders and has a regional focus. This group will undertake work on defining the concept of « Better Cotton » as well as pronouncing on the relevance of provisional global principles and developing a framework including global criteria and tools, strategies and indicators developed at regional level. There will thus be control and validation of the best practice and test that will take the form of pilot experiments.

Points requiring a deeper level of consideration in the follow-up process are:

- What role could BCI play in facilitating access to markets and enabling economic compensatory measures to be introduced in the case of « African Cotton » certification or label based on the BCI principles?
- « Decent work » : AProCA grower members tend to promote an improved understanding of the socio-cultural and economic conditions whereby children in rural areas contribute to cotton growing on family farms.
- Definition of and agreement on the geographical scope of the region that will constitute the basis for the regional working group

## **I. REPORT ON WORK OF TUESDAY 24th JULY 2007**

### **I. Opening ceremony**

The opening ceremony of the workshop included three speeches. Firstly, the General Secretary of the National Union of Co-operatives of Cotton Growers of Mali (UN-SCPC), Solobamadi Keita welcomed all the participants. After a brief presentation of his structure, he expressed the happiness of the cotton growers of Mali in hosting the meeting

Following this, the President of AProCA, Mr. François Traoré expressed the great interest of the meeting organised by AProCA and its partners.

He then thanked the representatives of the various countries present for their participation. He expressed the wish that growers freely express their points of view, so that the work undertaken be fruitful and aimed at the well-being of all.

He continued by saying that the workshop was in phase with the AProCA objectives, which include the global fight against the poverty that affects over 15 million Africans who make their living from cotton growing. He reminded the group of the AProCA commitment to make AProCA a continental structure, and one that would work for the good of the grassroots, in accordance with the vision of its member countries.

Finally, he thanked the Mali authorities for hosting and accommodating AProCA, even though he added « cows don't thank the grass »

The third speech of the opening ceremony was made by Ms Lise Melvin, Manager of BCI. She thanked the participants for responding to the invitation, and declared her satisfaction with the level of mobilisation, which augured a fruitful partnership for the future.

Before inviting the participants to contribute, the moderator invited them to freely express themselves, in order to help the workshop to reach conclusions that would be the true reflection and understanding of the growers. This workshop is most welcome as it will help to understand the link between BCI and other initiatives relative to cotton. He expressed his desire to see knowledge and experience pooled in order to reach a more conclusive result and greater level of satisfaction of cotton growers.

He then invited the permanent Secretary of AProCA, Mamadou Outattara to briefly recall the history of the partnership with BCI. Mr. Ouattara explained that the workshop was the logical next step in the process of the workshop held in Bobo Dioulasso in Burkina Faso in November 2006 on the subject of initiatives and alternative markets for cotton, and informed participants of the practical and organisational measures concerning the workshop.

The moderator reminded participants of the objectives and hoped-for outcomes of the workshop.

### **II. Workshop objectives:**

- a. Increase BCI's knowledge of ecological, social and economic challenges of cotton growing as perceived by West African growers
- b. Inform BCI representatives on current good practice used by West African growers in terms of fertilisation, water management, crop damage and insects as well as initiatives to reinforce growers' livelihoods
- c. Enable BCI to present their organisation and their objectives to growers' representatives in order to receive the replies and expression of AProCA's member organisations' perspectives

- d. Try to develop a participative process aimed at engaging growers in a constructive dialogue which aimed to develop and support the implementation of « Better Cotton » beyond this preliminary meeting. This involves two complementary paths:
  - The participation of AProCA within BCI at regional level and the potential role of AProCA in the BCI Consultative Committee
  - The possibility of establishing a West African « Better Cotton » regional Work Group

### **III. Expected workshop outcomes:**

- a. BCI will be better informed of the West African growers perception on ecological, social and economic challenges of cotton growing
- b. BCI will have an improved knowledge of good agricultural practice and initiatives and strategies aimed at improving growers' livelihoods.
- c. AProCA and its members will gain knowledge of BCI and its objectives and will be able to provide feedback of their vision
- d. A constructive process of dialogue shall be undertaken by BCI and the growers aimed at development and implementation of the BCI initiative according to means to be determined at different levels.

#### **Presentation I : The grower's viewpoint: A presentation of the issues of cotton-growing in West Africa, by François Traoré, President of AProCA.**

In his speech, the President of AProCA enumerated the current issues facing growers. Among other aspects, he mentioned the quality of seeds, the sustainability of the production system, the on-going fertilisation of the earth, the national structuring of growers' organisations (the responsibility of growers in terms of policies) the defence of rights at international level (how to help African cotton regain its rightful place in a global market ?)

He reminded participants that all these questions had been raised in the course of the last AProCA General Assembly that took place in December 2006.

In talking about the structure of organisations, he underlined the fact that it is essential to work to build trust between growers, in order that they be better able to defend their interests. « In order to be more efficient, it is necessary to be organised and combine our energies in order to be better heard »

In the context of the present meeting, he expressed a desire to see participants work at defining what AProCA is in a position to do in terms of the principles and philosophy of BCI ; the finality being the improved income of growers.

President Traoré's speech was followed by speeches by growers to express their understanding of issues in cotton growing

Several different issues were noted in these speeches:

- ◆ The responsibility of growers in the management of the chains

As the key actors in cotton growing, the growers felt that they undoubtedly need to occupy their rightful place in the management of the chain. In order to do this, they need to become more involved in the definition and implementation of policies and initiatives being established in favour of cotton.



#### ◆ Improved production systems on farms

The growers welcomed the undertaking of ongoing sustained work aimed at adapting production systems with a view to confronting new difficulties that they face today. This includes such challenges as environmental impacts, quality of fibre, exploring markets for new perspectives, increased crop yields, improved incomes.

#### ◆ Enhanced value of cotton

On the subject of enhanced value for the quality of African cotton, the growers felt that it is essential that thought be devoted to this subject, in order for the quality to be taken into account at market level. For growers, the reflections being carried out in various places today on cotton need to take this problem into account, in order to enable the quality of African cotton, which is unanimously recognised, to be taken into consideration and for impacts on the market to filter down to the advantage of growers. It is necessary to prove the comparative advantages of African cotton compared with other cotton available on the market.

#### ◆ Labels and standards

The growers emphasised that in today's cotton context there are several different classifications in AProCA's member countries, as each country has its own labels and standards. In addition, in the framework of other initiatives (organic cotton, fair trade cotton, CmiA), the labels and standards are often substantially different from each other.

The desire was expressed for AProCA to position itself at the vanguard of these challenges in trying to establish a single standard for African cotton.

#### ◆ Land management

The growers recognised that land had now become a fundamental issue. In order to invest in plots and improve productivity, the question of land ownership must first be solved in most African countries today. Given the importance of the question, an in-depth debate needs to be held in the AProCA region, on the question of land rights.

#### ◆ Viability of growers' organisations

For the growers, the question of viability of their organisations is an essential question. They recalled that one of the missions of AProCA is effectively to contribute to the development of strong, dynamic and well-structured organisations via the work of national platforms. It is through improved structure that growers will be in a position to efficiently defend their rights at both national and international level.

#### ◆ Migration of growers between organisations

Some growers remarked that a factor of real difficulty in the management of organisations, particularly in the management of agricultural loans contracted by dissident / migrant farmers. The growers proposed to establish real democracy within the organisations as a solution to the problem, as well as the respect of commitments undertaken. They underlined that good housekeeping within the organisation and improved co-operation between members of the organisation allows a traceable system to operate that will help identify people moving from one place to another, so that the loans and commitments to the initial region be maintained.

#### ◆ Flock migration

Flock migration is an acute problem in certain countries like Togo. The growers recognised that the problem is posed in all the countries involved. It is often the cause of conflicts – sometimes violent to the point of murder – between growers and animal herders. In order to reach a sustainable solution, it is probable that an agreement would have to be reached on land, as well as entering into negotiations.

The President of AProCA spoke about the case in Burkina Faso where land laws exist. In such a context, it is the responsibility of farmers to accept the idea of making the necessary investments in their land to carry out activities in an optimal fashion.

◆ Finding an added value for African cotton

The growers remarked on the fact that to date almost all African-produced cotton is exported. They consider it necessary that there be a value added dimension, particularly through local transformation of fibre into finished products.

◆ Agricultural research

The growers underlined the fact that agricultural research remains an indispensable aspect that needs to be integrated into the process of improving crop yield, limiting of environmental impacts and adapting growing methods to climate change

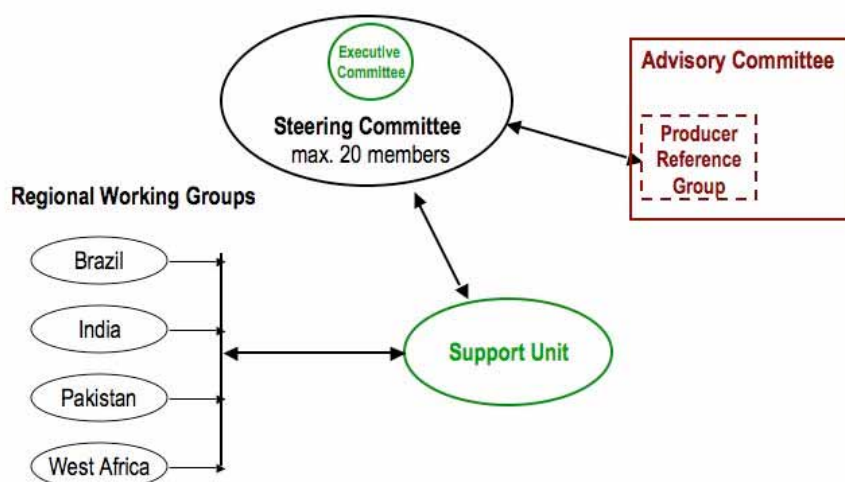
The observation was however made that in-depth research on cotton is insufficient to date. They feel that there should be precise agricultural research programmes.

## Presentation II : Introduction of the « Better Cotton » Initiative by Lise Melvin

In her presentation, Ms Lise Melvin first recalled the BCI objective, which is to allow millions of farmers world-wide to grow cotton in a more profitable and healthier way, for both farmers and the environment.

To this end, one of the essential missions of BCI is to encourage the introduction of best practice and management of cotton-growing in order to reduce the key environmental impacts, while still improving economic and social gains for growers throughout the world, irrespective of whether the farms are large scale or small holdings.

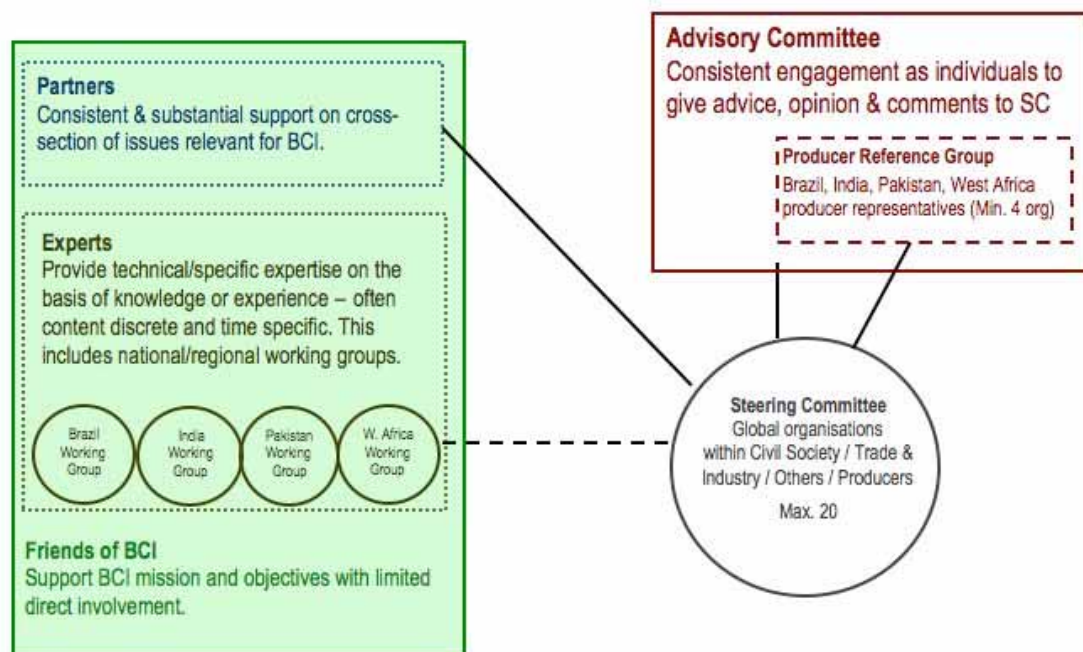
Ms Lise Melvin underlined the fact that the "Better Cotton Initiative" is still in the initial phase. Using a diagram, she presented the organisational structure of BCI below:



The approach and the philosophy of BCI were presented as follows:

- Develop a mainstream cotton market
- Define "Better Cotton" at global level that would be relevant and bring added value at local / regional level
- "Better Cotton" is limited to on-farm activities
- Involve stakeholders and actors in the supply chain
- Build capacities rather than "police"
- Avoid directly addressing the questions of world trade policies
- Not being designed with a product label in mind
- Play a complementary role to the organic cotton and fair trade initiatives
- « Technologically neutral »

After detailing the questions of cotton supply at regional and global level and the BCI time-table for development (road map), she presented a proposed strategy for co-operation and partnership outlined as follows:



Following Ms Lise Melvin's presentation, the discussion was opened to the floor.

### Question overview

1. How does BCI intend to operate if they do not intend to attack policies or WTO, and do not aim to create a label or their own certification?
2. How is it possible to contribute to increased income for growers if the price is not an aspect included in the process?
3. For BCI the strategy consists of aiming for sustainable cotton production, which is important, But how will this be undertaken? What methodology will be used?

4. *In the presentation, a Pakistani case study was used. Are there other experiences that could be given to build the debate?*
5. *The definition given by BCI is not fully understood. Please explain clearly and in a concrete manner how the financial situation of growers can be expected to improve if the idea of price is not taken into consideration?*
6. *In the presentation made, BCI has specified their limits. What then are the perspectives?*
7. *The participants from Benin referred to the Cotton made in Africa experience (CmiA; What are the links between this way of producing cotton and "Better Cotton"?)*
8. *Provide a clearer explanation of the approach and justification for limiting socio-economic impacts on growers in the context of "Better Cotton"*
9. *What input do brands such as Adidas have within "Better Cotton"?*
10. *In the light of the presentation that has been made, there seems to be a market. What market is this? Can it be defined?*
11. *Are there evaluation indicators for growers who have adopted "Better Cotton"?*
12. *According to the geographical limits adopted by BCI, only West Africa would seem to be concerned by the BCI initiative. What about the Cameroon, for example, which is a member of the AProCA organisation?*

In order to respond to these questions, the entire BCI team responded to enable a better understanding of BCI.

The BCI team underlined the fact that "Better Cotton" remains something to be defined in a participative manner. The global principles were provided as a reference framework to the workshop participants, and will serve as a basis for discussion with stakeholders, including growers. The role of the regional work group will be to determine criteria, implementation tools as well as the indicators for "Better Cotton".

BCI's approach is to be involved at the level of the farms. The identification and development of the activities will be decided in close co-operation between the growers and the other stakeholders of the region.

As far as the challenge of increased income goes, the team repeated that the BCI model does not include any economic bonuses. During the process of research and analysis of cotton production methods, working with regional groups, BCI intends to reach an improved understanding of the structure and economic pressures weighing on small growers in order to elaborate and promote a response to these pressures. It is possible that loans and the cost of buying necessary stocks, the quality of fibre and productivity may represent an interesting path to explore in order to allow growers to increase their income. Nevertheless BCI admits that there is a significant variation in context and pressure in the pilot regions.

The BCI team explained that they are already involved in a dialogue initiative with Cotton Made in Africa (CimA). BCI in no way wishes to compete with this initiative, and will try to guarantee the complementary aspects of the initiatives.

According to BCI there is already a "Better Cotton" market. There are certain clothes manufacturers who want to work with "Better Cotton" in both Europe and the USA. One of the most important tasks facing BCI is to lobby other companies that use cotton to further develop the market.

Even if the market wants to take up the product, it nevertheless is still necessary to establish how to connect the market demands with the cotton production; this depends on the structure of the branch at regional and at national level. This is why BCI has not yet taken a final decision as to how to link the production of "Better Cotton" to the market place. This question is a central pre-occupation of BCI at the present, including the form that any such link should take, as it needs to be sustainable and valid at global level.

As far as determining "West Africa" is concerned, BCI clarified the fact that the geographical definition of the region that will make up the "regional" work group will not involve "Better Cotton" being limited to this geographic region. BCI aims to be a global initiative, which means that over time, all farmers should be in a position to grow "Better Cotton". BCI has perfectly understood the make-up of AProCA, and is hoping to reach an agreement with AProCA in the next month on the geographic aspects of the region that will make up the "regional" work group.

### **PRESENTATION III : Ecological and socio-economic challenges facing West African growers**

Six challenges were identified in three fields in the sub-groups working to establish the vision of the growers on these challenges. They are as follows :

#### **Field 1 : Environment**

*Challenge 1* : The sustainability of systems of cotton growing

*Challenge 2* : Land: Negotiated management of land and natural resources

#### **Field 2 : Economy**

*Challenge 1* : The competitiveness of African cotton on the global market

*Challenge 2* : Diversity of standards and certification

#### **Field 3 : Social and political**

*Challenge 1* : The function and viability of growers' organisations

*Challenge 2* : Political influence / defending interests

The participants divided up into three groups to work on the different challenges. The results were presented in plenary session as follows:

## Restitution Group 1 : Environment

### 1. Sustainability of cotton-growing systems

Current state	Challenges
Crop rotation	Improving crop rotation <ul style="list-style-type: none"> <li>Improved use of fallow</li> <li>Use of leguminous plants</li> </ul>
Reasoned treatment	Integrated control <ul style="list-style-type: none"> <li>Threshold treatment</li> <li>Targeted treatment over a period of time</li> </ul>
	Organic pesticides, Technique of integrated management of pesticides and means of fighting against predators
Organic fertilisers	Integration of agriculture – herd management,
	Use of ploughs
	Returning organic mater to the soil, addition of nutritional elements
New practices: <ul style="list-style-type: none"> <li>Seeding with plant cover</li> <li>Development</li> <li>Integration of trees</li> </ul>	Training / Awareness-raising
Organic / Fair Trade <ul style="list-style-type: none"> <li>Production standards</li> </ul>	Promoting alternative systems
Improved climate forecasts	

### 2. Land: negotiated management of land and natural resources

Current state	Challenges
Texts not appropriate to context	Regulatory texts need to correspond to realities on the ground
Non-application of texts	Implementation of existing land laws
Unavailability of texts to main actors	Establish joint management structures for new resources

The debates resulting from the presentation of Group 1 was essentially based on the integration of agriculture and herd management. It would appear that the main problem is one of transport of organic manure that can today be partially carried out by mechanised transport (use of tractors in Mali)

## Restitution Group 2 : Economy

Themes	Challenges
<b>1. Competitiveness of African cotton</b>	Lack of suitable infrastructure for cotton seed (finished product etc.)
	Production cost reduction (purchasing necessary stocks, mass production of organic pesticides, adopting and developing organic protection techniques, using natural extracts such as neem oil...)
	Defining production norms for quality cotton applicable in all African countries
	Traceability to control quality of products
	"African cotton" label
<b>2. Diversity of standards and certificates</b>	Harmonised classification system for all African cotton
	Establishing a structure for all of Africa
	Reducing costs of certification
	Reinforcing internal control systems

The discussion that took place following Group 2's presentation allowed light to be shed on the main challenges. In particular on the low rate of turn-out of lint cotton from the ginning mills that are several decades old. Is it not necessary to consider the possibilities for finding finance to renew African industrial equipment of mills (upgrading the level of the gin mills)?

Financing agriculture on the farms was also discussed. This is a global problem for farmers and one which is linked to the rainfall, which means farmers are obliged to grow three or four crops simultaneously in order to diversify their level of risk. This all takes place in a context where labour is not readily available.

The alternative is the use of salaried workers, which has a high cost attached, as is the case with purchasing supplies

### Restitution of work of Group 3 : Social and political aspects

Themes	Challenges
<b>1. <i>Function and viability of growers organisations</i></b>	Independence of Grower's organisations, self-finance
	A consultative framework that allows contact between Growers' organisations and the socio-economic environment.
	Training
	Negotiations between Growers' Organisations and other structures
	Circulating information
<b>2. <i>Political influence and defence of interests</i></b>	Establishing a consultative framework
	Quality and price of supplies
	Purchasing price of cotton paid to growers
	Negotiating low-cost loans on year's crop
	Negotiation of accompanying measures (eg removal of VAT on supplies)

Following the presentation made by Group 3, the debate covered three essential points: self-financing of growers' organisations, information and communication and the influence of policies

It is necessary to specify that the consultative process to which reference is made, concerns the growers' organisations, the cotton companies and the State.

The question of self-financing of organisations was discussed in depth. The ability to be self-financing is an essential aspect of democratic governance and entrepreneurial management of organisations. It is not enough for an organisation to exist; it has to work, and in order to work, it requires financial means.

Communication and information are aspects that need to be well positioned in the group's proposal. As we are in business, it is important for information to circulate, otherwise the structure is doomed to die.

Concerning policies, BCI is invited to help the growers to lobby the politicians. BCI should act on behalf of the growers' interests

### **Presentation IV « Better Cotton Initiative: Towards a more sustainable form of cotton growing», by Allan Williams and Alastair Usher**

The objective of this presentation was to present and explain the reference framework of BCI and the general underlying principles of the initiative

The environmental principles:

« Better Cotton » is produced by farmers who:

- preserve the quality and the availability of water

- use pesticides in a careful and responsible manner
- care for the health of the soil
- take care to preserve the quality of fibre
- protect the natural environment

The global social principles:

« Better Cotton Initiative » :

- will respect and promote "Decent Work"
- will facilitate the organisation of growers

The global economic principle:

« Better Cotton Initiative » will facilitate access to fair (equitable) finance mechanisms

In the context of development of "Better Cotton" some example criteria were presented to the participants for the soil health principle. They are: soil management, erosion management and fertiliser management.

"Better Cotton's implementation strategies will be adapted to the local contexts, in accordance with the recommendations of the work group and field tests carried out. These strategies also aim to collaborate with and help existing projects and activities.

In the debate following the presentation, three main themes were brought up: the concept of "Decent Work", mechanisms of fair finance and the reinforcing of growers' capacities

Concerning the idea of "Decent Work", there appeared to be certain difficulties in defining it in the African agricultural context, which is essentially based on small-scale family farms. Effectively, "Decent Work" does not constitute a strictly normative concept, but is rather an overall objective of the ILO. It refers to work conditions and circumstances, makes reference to fundamental work norms, including child labour. The growers taking part in the workshop underlined the fact that in Africa, and particularly on family farms, that the participation of children in agricultural tasks forms part of their education on rural life.

BCI understands this problem

As far as fair finance mechanisms are concerned, BCI stated that this refers in particular to the purchase of necessary stocks that cause growers to build up debt. It could, for example involve reducing the level of the rate of interest paid on such loans.

On the question of organising growers, which is considered a key question by the participants, BCI restated their position which is that they have no intention of redefining or reinventing the organisational structures, but rather that they intend working with the existing structures. Should growers not be well-organised, their initiative would be limited to providing support to the growers' organisations to help them find improved means of organisation of "Better Cotton".



## **II. REPORT ON WORK OF WEDNESDAY 25th JULY 2007**

The second day's work began with a reminder of the previous day's progress by M. Sékou Kané (Councillor SNV Mali) and member of the team of reporters set up for the workshop.

### **PRESENTATION V : « Better Cotton and other initiatives», by Allan Williams and Alastair Usher**

This presentation concerned other existing initiatives, Fair Trade Cotton and CmiA (Cotton Made in Africa) and organic cotton

#### **➤ Fair Trade cotton**

Fair Trade cotton can be characterised by two essential aspects, social and methods of payment as well as the respect of specific environmental constraints.

The social and economic conditions involve three socio-economic dimensions: social development, economic development and the standards of working conditions related to bonuses.

The environmental conditions refer to the preservation of and increase in fertility and structure of soils, optimal management of water resources and appropriate use of agrochemical products.

#### **➤ Organic cotton**

Organic cotton, like the other initiatives, is characterised by: environmental constraints, social constraints and conditions of payment

The environmental constraints refer to the preservation of soil, preservation and quality of water and responsible and efficient use of water, increase of or maintaining soil fertility, using only organic products or labour to improve productivity.

As far as the social and pay aspects are concerned, there is a bonus for 'organic' production, which follows certain principles of social justice (establishing a policy of social justice when there are more than 10 employees, respect of human rights, freedom to join trade unions, non-discrimination, access to education for children)

#### **➤ CMiA**

CMiA can be characterised by environmental aspects, the criteria in fighting social exclusion and performance indicators.

The environmental factors refer to the preservation of water resources in the growing of cotton, sustainability and crop rotation, introducing soil preservation practice, using fertilisers that conform to the crop needs, using authorised pesticides, and correct labelling. It further includes using safe methods of spraying and appropriate protective equipment, treating according to thresholds, and targeted threshold pest control

The criteria of fighting social exclusion are applicable to both growers and employees in the gin mills. This concerns the worst kind of child labour, forced labour, people-trafficking and lack of freedom to join trade unions.

Performance indicators include the reduction in child labour, improvements to health and safety, increased profit margins achieved by growers.

The presenter, Alastair Usher stated that he had a limited knowledge of the implementation of this initiative. He expressed his hope that some of the Benin representatives could enlighten him through presenting their experience with CMiA in their country, and thus provide better information for the participants.

**PRESENTATION VI : REINFORCING CAPACITIES OF GROWERS' ORGANISATIONS THROUGH THE IMPLEMENTATION OF PUBLIC-PRIVATE PARTNERSHIPS of "Cotton Made in Africa" by Dado Doko Issoufou (SP CNPC, Benin)**

The following are the key intervention strategies and results of CMiA as well as the challenges that remain to be met

In terms of the intervention strategy, there are several aspects that are taken into consideration :

- Projects are managed as partnerships
- Methods of growing and current behaviour are analysed at regional and/or national level
- Concepts are developed to allow strengthening of capacities of all actors
- Channelling resources towards suitable training
- Writing retroactive reports
- Recapitulation of results
- Capitalisation on experience
- Implementation of self-evaluation and audits

The results are presented in terms of advantages and success

Advantages:

- Well-organised growers organisation: FUPRO,
- Membership and commitment of all actors in the chain to the partnership
- CMiA integrated in the AIC strategy / Co-ordinator.
- Advice and support and consultation with: DPP, DICAf, Cra-CF, SDI, ICA/ICB, URPC, CeRPA/CeCPA...

Success:

- Djougou, Péhunco, Kouandé and Kérou are members of UCPC
- 133 GVPC members
- Close management of 1 080 GPC,
- Training of 501 ObV / LEC,
- Individual audits of GPC.
- Training farms established at Péhunco and Kouandé
- Mass training on standards and the label
- 11 247 ha sown in accordance with CMiA standards,
- Promotion of the success of LEC/Benin at international level...

The following difficulties still exist:

- Lack of information on CMiA: many different networks.
- Establishing purchasing of supplies LEC (3 916 / 10 000 litres de S.)

The following challenges have been noted:

- Getting partners to follow through with their commitments,
- Ensuring CMiA contract conditions are really met: contract, traceability, certification

**Open discussion: Relationship between BCI and other initiatives (alternative markets)**

Following the different presentations, an open discussion session was held, in order to improve understanding of the various stakes involved in "Better Cotton"

Firstly, speeches were made around the relationship that exist or that could potentially exist between BCI and the other initiatives.

The first risk is that of distrust that could occur from other initiatives, given that BCI integrated the principles that are put forward or already implemented by growers. There might be reticence, obstacles or competition between initiatives, which could all be detrimental to growers.

The second is the risk of the exclusion of the market factor from the BCI approach. Given that the other initiatives already are involved in this area, they might find a better audience or even be preferred to BCI.

Other reactions were that "Better Cotton" presented no inconvenience or incompatibilities with other initiatives, including conventional cotton. At market level, irrespective of whether it was conventional or alternative cotton, growers are facing the same challenges. The difficulty is essentially reduced crop yield with corresponding reduction in income for farmers, soil impoverishment etc.

The question of the fundamental difference that exists between BCI and other initiatives was then discussed among participants.

Is "Better Cotton" synonymous with an aspect that is complementary to other initiatives? (Fair Trade, CMiA, organic cotton etc)?

In reply, the BCI team indicated that "Better Cotton" is not synonymous with any others. The key difference resides in the fundamental objective of BCI, which aims to address the sustainability of so-called conventional – mass-grown – cotton rather than creating an "alternative" market. This is why BCI limit themselves to developing intervention strategies at production level rather than creating a system of labels for finished products sold to end-consumers. "Better Cotton" has a wide range of tools that could be made available to growers whatever the initiative to which they are committed.

For some participants the content of BCI and CMiA are almost identical. CMiA also includes no special bonus, it is just an "African" label, that can be identified on global markets.

Participants recognised that what is important is to identify the BCI tools that would enable growers to get increased crop yield, and therefore improved income. It is necessary to go with what is best and that could be optimised in current best practice.

The role of BCI in enhancing the quality of cotton produced, there was a residual doubt as to whether farmers would be willing to commit to this new initiative if the price aspect is not clearly explicit. Would any grower take up this initiative if he is not guaranteed a direct increase in income? Is there any existing mechanism on the market that can establish price increases if growers have met all the requirements and followed all recommendations?

The discussions enabled it to become clear that it is the responsibility of the African growers to fight to prove to the global cotton market that cotton grown in a particular set of circumstances deserves better consideration and better treatment at market level. The benefits need to be promoted by the growers themselves on the global market by developing an argument that carries punch. The rest is a question of business.

The diversity of labels causes some participants to worry in as much as it creates confusion in the minds of the growers.

Nevertheless, the very existence of an organisation such as AProCA offers the advantage that all initiatives are discussed at a regional level. This allows for harmonious discussion of initiatives that are presented by the partners.

Questions on the experience of CMiA feed into the debate. They refer particularly to the yield rate achieved compared with conventional cotton. They stand at 1,5 tonnes / hectare against 0,9 tonnes for the conventional approach, in spite of the fact that there was insufficient endosulfan insecticide available this year.

The question of financing of targeted treatment over a period of time (LEC) was brought up. The Benin participants explained that the principle of financing is the same as with conventional cotton. However the cost of endosulfan increased from 3 800CFA francs for conventional cotton to 4500 for targeted treatment.

It was also noted that the system was managed at inter-professional level. The same distributors deliver the products. Objectively there is no way of explaining the price difference.

The decision was taken this year to fix a price for all products and all growers.

The following solutions were mooted:

- That BCI's involvement should be at grass-roots level in order for the initiative to be truly carried by growers, by putting forward the advantages to them. The growers need to be involved in the entire process and express their opinions on the various subjects.
- Growers need to be informed in good time of the stages involved in the process. Only accurate information can convince growers.
- It is necessary to work in such a way as to not undermine other initiatives; fair trade cotton, organic cotton partly solve cotton-growers problems, but if other initiatives can improve the overall results, growers will definitely approve of them.

The work continued with the setting up of four work groups aimed at considering the themes that had emerged from discussions relative to the presentations.

#### **Group A : Water and pesticides**

- Quality and availability of water
- Responsible and careful management of pesticides

#### **Group B : Soil, Habitat, Ecosystems**

- Global provisional environmental principles

#### **Group C : Organisation of growers, Decent work**

- BCI will facilitate the organisation of growers
- Decent work

#### **Group D : Global provisional socio-economic principles**

- Preservation of the quality of fibres
- Access to fair finance mechanisms

#### **Restitution of group work in plenary session**

#### **Group A : Water and pesticides**

- Quality and availability of water
- Responsible and careful management of pesticides

Existing good practice	How?	Who?	Where?	Feasibility
<b><i>1. Quality and availability of water</i></b>				
Communication / Awareness-raising of dangers / toxicity of pesticides and water <ul style="list-style-type: none"> <li>• Wells</li> <li>• Rivers, ponds</li> </ul>	Meetings Training Media Flyers	Cotton companies  Growers' organisations	All countries	Yes
Recycling and management of packaging	Stocking	Agents / Management committees	Cameroon / Fair Trade growers' organisations	Yes
	Burning	Management committees	Senegal	Yes / But
	Rinsing	Growers/ Agents	All countries	Yes
Good management of spraying equipment	Rinsing in the fields	Growers	All countries	Yes
	Precautions not to	Fair Trade and		

Fields far removed from source of water	picket fields close to source of water	organic growers. Use of organic pesticides	Senegal Benin	Yes
	Take into consideration in financial management			
Canals, Dams	Stone or cement canals	Organisation / Projects	Cameroon	Yes
Growing under plant cover + organic manure	Prolonged humidity	Growers	Cameroon Benin, All countries	Yes
<b>2. Responsible and careful management of pesticides</b>				
Precautions during treatment	Protective clothing Direction of the wind Period when treatment occurs Communication / Awareness-raising	Growers	All countries	Yes
Reasoned control	Conventional Targeted treatment Threshold treatment Organic control (GIPD)	Research Cotton companies Growers	All countries	Yes
Bio pesticides	Botanical extracts Entomopathogenes Insect trapping plants Predators	Growers/ NGOs Research	Some countries	Yes
Treatment paths			Cameroon	

### Group B : Soil, Habitat, Ecosystems

- Global provisional environmental principles

#### 1. Identification of practical needs

Fields / Good practice	Strategies
Management of soil fertility	Crop rotation
	Improved fallow
	Integration of legumes into crop rotation
	Traditional fallow
	Organic manure (Improved spreading, composting, stable manure, dung heaps)
	Direct sowing and sowing under vegetable cover
Ground protection / conservation	Zai
	Growing cover plants
	Stone edging, grass strips, small dams
	Stone canals
Habitats / Ecosystems • improved bio diversity	Establishing defence / protected areas
	Agro-forestry
	Reforestation / Introduction of certain fauna
	Living hedges

## 2. Actors who can implement, geographic situation and ability to repeat

Types of practice	Actors	Where	Ability to replicate
Management of soil fertility	Growers	Everywhere	Existing management
			Existing technical structures
Protection / Protection of soil	Growers	Everywhere except Burkina & Mali	Idem
Improved bio-diversity	Growers Communities State Projects / NGOs	Everywhere	Discussion between various stakeholders involved in implementation
			Management Community organisation
			Great availability of land resources
			Good land legislation

### Groupe C : Organisation of growers, Decent Work

- BCI will facilitate organisation of growers
- Decent Work

#### **1. *BCI will facilitate the organisation of growers***

##### Current good practice

- Formal cotton-growers' grassroots organisations exist at national level in each country
  - There is an inter-professional organisation for cotton
  - There is a formal African cotton-growers' organisation
  - There is an Equal body (i.e. that represents both employers and employees) in the cotton industry/ State
- ⇒ All these organisations are democratic and representative of the cotton growers.

##### Implementation strategies

- Organisational and context audit
- Information, awareness-raising and communication
- Exchange visits
- Meetings, Discussions with politicians, financiers

##### Means of accompaniment

- Solidarity guarantees, training, consultancy support etc.
- Links between different levels of structures: this depends on each country (administrative and/or technical)

##### Actors

- Cotton growers' organisations
- Cotton companies
- State
- Research
- NGOs
- Financers
- Suppliers
- Transporters

#### **2. *Decent work***

##### Good practice

- Educating children through work (does not exclude schooling)
- Paid work (men, women) at various stages of cotton production

##### Strategies and means

- Children learn through working in the fields
- Services in the fields to improve income (women's groups, youth)

#### Actors

- Cotton growers in all countries

#### Well-paid work

The group attempted to define "Decent work". According to this definition "Decent work" consists of work carried out with a respect of dignity, age, and skills in a fair manner. "Decent work" allows people to earn their livelihood with dignity.

#### Group D : Provisional global socio-economic principles

- Preservation of the quality of fibres
- Access to mechanisms of fair finance

##### **1. *Preservation of the quality of fibres***

#### Existing good practice

- Fight against contamination
  - Using jute or cotton bags, panniers
  - Sorting at harvest
  - Use of two bags at harvest
  - Early harvesting
- Defining quality charter
  - Defining roles and responsibilities of the various stakeholders (growers, cotton companies)
  - Establishing quality control committees within the growers' cotton groups or co-operatives (GPC and GVPC)
  - Introducing quality control staff
- Price differential based on quality
  - Top-quality cotton : better paid
  - Grade two quality: minus 20 - 25 %
  - Third grade: ?

These practices exist in Senegal, Mali, Burkina, Benin and Cameroon. They can be applied elsewhere.

- Genetic research on the characteristics: length of fibre, colour, strength

##### **2. *Access to fair finance mechanisms***

- Loans for campaign
  1. Loans for purchasing supplies (cereals, cotton)
  2. Loans for production machinery or equipment
  3. Loans for commercialisation

Type of loan	Who negotiates	Beneficiary	Loan provider	Rate of interest
Loans for purchase of cereals	Cotton growers' organisations	Growers (Senegal, Burkina, Mali, Cameroon)	Micro-finance Institutions Banks	9% 10% 7%
	Cotton growers' organisations	Growers	Banks Micro-finance Institutions	

Loans for purchasing cotton supplies	Cotton growers' organisations	Growers	Cotton-seed companies	
	Cotton-seed companies Burkina, Mali, Senegal	Cotton-seed companies Cameroon	International banker's pool	
	Importers and distributors of supplies	Importers and distributors of supplies (Benin)	Banks	9 – 10 %
Commercialisation loans	Cotton-seed companies (Burkina, Mali, Benin, Senegal)	Cotton-seed companies	Banker's pool Commercial partners	
	NGOs	NGOs (Benin)	Group of commercial partners	
Equipment loans	Cotton growers' organisations	Cotton growers' organisations	Micro-finance Institutions	18 %
			Banks	24 %

⇒ Difficult to replicate, dependent on country context

The presentation of the groups' work was followed by exchange on the various themes considered by the different groups.

First, the Cameroon and Mali experience of managing agricultural loans was discussed. In the Cameroon, the growers' organisation tenders for supplies. The entire mechanism is self-financed by the organisation. In Mali, the growers negotiate directly with the financial institutions. Through AProCA, the participants were informed that via an action plan implemented by the association that all the experience of purchasing supplies would be capitalised and shared between all members.

The discussion then turned to the subject of "decent work". It would appear that "decent work" is synonymous with a situation whereby the employer pays people in accordance with the work done.

In the light of all the presentations BCI considered that many interesting aspects emerged, particularly in terms of environmental protection.

In answer to the question "What do growers intend doing to improve the quality of their fibre?" the growers noted, sowing at the correct time, treat in terms of a predetermined schedule, establish thresholds.

The following exchanges enabled BCI to go over certain existing aspects that could help the development of "Better Cotton". The first is the solid nature of the growers' organisations in West Africa, which is a relative strength compared with other regions where BCI intends working. The understanding of the financing of agricultural loans, a preoccupation of AProCA's, is a major advance for BCI in terms of the development of "Better Cotton".

As far as "Decent work" goes, education through work is a very important aspect for growers, and BCI intends explaining this to their partners.

#### **Presentation VII : « Future co-operation BCI – West Africa», by Lise Melvin and Alastair Usher**

In the context of the development of "Better Cotton", BCI has based its position on a regional approach founded on a high level of commitment by all the different actors, in order to reach a definition of "Better Cotton" that is realistic and that takes the preoccupations of the different actors into account.

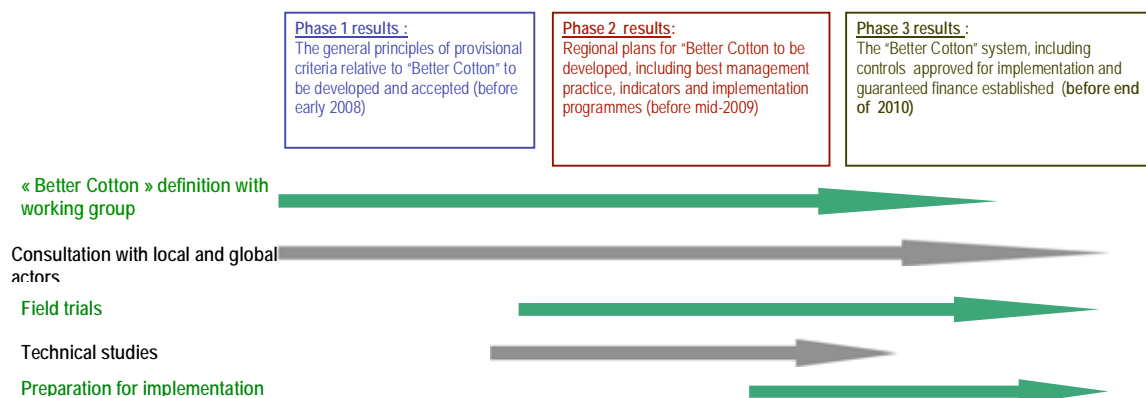
The first definition of "Better Cotton" will be formulated by the working groups in the first four countries / regions. (Pakistan, India, Brazil and West Africa). It will be in accordance with the provisional principles developed by BCI.



The role of the regional working group will be to determine the principles of the BCI project, the criteria, tools and indicators, the communication process of the tools and the feasibility of the proposed principles as well as other things.

The members of the regional working groups will be made up of a cross-section of actors, who will be identified together with local growers' organisations and research institutes. It will also involve the growers' organisations, research personnel, international agencies, and relevant governmental bodies involved in questions related to cotton, non-governmental organisations (NGOs) operating in the cotton sector, actors in the supply chain (for example gin mills)

The BCI development schedule is proposed as follows:



Following this presentation, the question of dissemination of the "Better Cotton" production techniques was mooted for discussion within the working group and with AProCA.

AProCA, who welcomed the initiative will do their utmost to work with the platforms, which will enable the questions to be considered bottom-up and then include the cotton companies. Taking the preoccupations of the growers on board will be indispensable for an optimal implementation of the initiative.

### **III. CLOSING CEREMONY**

Two speeches marked the closing ceremony of the workshop. They were given by François Traoré, President of AProCA and by Lise Melvin for the BCI team respectively.

For the President of AProCA, this workshop marked the logical continuation of the one that was held in Bobo in November 2006, on new initiatives in the cotton industry. It is the first time that the partners who are involved in an initiative as important as “Better Cotton” have discussed things directly with the growers. The initiative as it has been presented matches AProCA’s objectives. He invited the growers to continue their reflections on the process in order to reach a deeper level of understanding, and underlined the fact that the document that would be produced by the workshop was intended to provide a tool for the partnership.

In conclusion, he reiterated the fact that AProCA is an organisation that represents all African cotton growers, and exists to serve all growers’ interests.

Ms Lise Melvin, Manager of BCI declared that the growers’ preoccupations had been duly noted and would be presented to BCI’s partners.

Concerning the definition of the geographical zone for the working group (West Africa), she reassured participants that this would not exclude the Cameroon, as a member of AProCA, from being part of the initiative. She repeated that BCI aims to be a global initiative, and that the regional working groups would not limit participation taken at the initiative of growers in countries situated outside the pilot regions that constitute the geographical working groups. She reiterated the conviction that BCI was convinced by the setting up of a West African working group, and that their expectations had been met

### **CONCLUSION**

The two-day workshop enabled participants to gain a better understanding of “Better Cotton”

The quality and the diversity of the participation showed a high level of interest as well as the questions that the participants had concerning “Better Cotton”. The good atmosphere that prevailed until the end of the workshop showed that expectations of participants had been met, and that participants were satisfied.

## Appendix 1

### PARTICIPANTS IN SUB-GROUPS

Day 1 : Tuesday 24 th July 2007

#### Group 1 : Environment

- Sustainability of systems in cotton production
- Land Concerted management of space and natural resources

Names, first names	Country	Function
Soloba Mady Kéita	Mali	SG UN - SCPC
Nathan Bello	Cameroun	Conseiller Tech. OP CC-GIE
Dado Doko Issoufou	Bénin	SE/ CNPC
Soh Essohana	Togo	Vice Président FNGPC
Von N. Adrian	Burkina Faso	Stagiaire Helvetas : gestion foncière
Niang Magnang	Sénégal	Chef Sce formation / innovations SODEFITEX
Ouattara Mamadou	Mali	SP / AProCA

#### Group 2 : Economy

- Competitiveness of African cotton
- Diversity of standards and certification

Names, first names	Country	Function
Douro K. O. Kobi	Bénin	IITA, Associé de recherche
Natha Diarra	Mali	SE – UN SCPC Mali
Siaka Doumbia	Mali	Coordinateur Prog. coton bio et équitable
Gbangou Paul	Burkina Faso	Président coton Biologique
Alastair Usher	RU	Coordinateur better cotton
Sally Baden	Sénégal	Responsable Programme coton OXFAM
Georges Guebré	Burkina Faso	Chef de zone de production de l'Est
François Traoré	Burkina Faso	Président UNPC-B et AProCA

#### Group 3 : Social and political

- Functioning and viability of growers' organisations
- Political influence and defence of interests

Names, first names	Country	Function
Abdou Madougou	Bénin	Président CDRC
Madougou Abdoulaye	Bénin	SG CNPC Bénin
Naminata Koné	Burkina Faso	Productrice
Mohamed Maiga	Mali	Technicien
Bebnoné Payouni	Cameroun	Producteur
Moussa Sabaly	Sénégal	Producteur
Diabaté Fousseynou	OXFAM América Mali	Chargé Programme coton

## Day 2 : Wednesday 25 th July 2007

### Group A : WATER AND PESTICIDES

- Quality and availability of water and Pesticides
- Responsible management and careful use of pesticides

Names, first names	Country	Function
Paul Gbangou	Burkina Faso	Président coton Biologique
Nathan Bello	Cameroun	Conseiller Tech. OP CC-GIE
Mamadou Ouattara	Mali	Secrétaire Permanent AProCA
Magnang Niang	Sénégal	Chef Sce formation/innovation SODEFITEX
Koné Naminata	Burkina Faso	Productrice
Douro K. O. Kobi	Bénin	IITA, Associé de recherche

### Group B : SOIL, HABITATS, ECOSYSTEMS

- Provisional global environmental principles

Names, first names	Country	Function
Soh Essohana	Togo	Vice Président FNGPC
Abdou Madougou	Bénin	Président CDRC
Allan Williams	BCI	Technical Coordinator (Environment)
Bebnoné Payouni	Cameroun	Producteur
Georges Guebré	Burkina Faso	Chef de zone de production de l'Est
Adrian Von Niederhausern	Burkina Faso	Stagiaire Helvetas : gestion foncière

### Group C : GROWERS' ORGANISATION, DECENT WORK

- BCI will facilitate growers' organisation
- Decent work

Names, first names	Country	Function
Fousseynou Diabaté	OXFAM América Mali	Chargé Programme coton
François Traoré	Burkina Faso	Président UNPC-B et AProCA
Madougou Abdoulaye	Bénin	SG CNPC Bénin
Natha Diarra	Mali	SE – UN SCPC Mali
Alastair Usher	RU	Coordinateur Better coton

### Group D : PROVISIONAL GLOBAL SOCIO-ECONOMIC PRINCIPLES

- Preservation of the quality of fibres
- Access to mechanisms of fair finance

Names, first names	Country	Function
Dado Doko Issoufou	Bénin	SE/ CNPC
Maïga Mohamed	Mali	Technicien
Doumbia Siaka	Mali	Coordinateur Prog. coton bio et équitable
Lise Melvin	UK & Germany	Initiative Manager
Moussa Sabaly	Sénégal	Producteur – Président FNPC

**Appendix 2**  
**Joint Workshop AProCA – BCI**  
Attendance sheet – Tuesday 24 th July 2007

No	Noms et Prénoms	Structures	Pays	Fonction	Tél.	Email
1.	Moussa Sabaly	FNPC	Sénégal	Président	00 221 565 93 60	<a href="mailto:fnpc@sentoo.sn">fnpc@sentoo.sn</a>
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3.	Solobamadi Keita	UN – SCPC	Mali	Secrétaire Général	00 223 698 05 14	-
4.	Natha Diarra	UN – SCPC	Mali	Secrétaire Exécutif	00 223 674 97 02	<a href="mailto:diarranatha@yahoo.fr">diarranatha@yahoo.fr</a>
5.	Mohamed Maïga	CMDT	Mali	Chef de secteur de Kita	00 223 624 98 76	<a href="mailto:dedemaiga60@yahoo.fr">dedemaiga60@yahoo.fr</a>
6.	Nathan Bello	SODECOTON	Cameroun	Division professionnalisation	00 237 998 00 549	<a href="mailto:Bello.nathan@sodecoton.cm">Bello.nathan@sodecoton.cm</a>
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8.	Dado Doko Issoufou	CNPC	Bénin	Secrétaire Exécutif	00 229 90 04 34 63	<a href="mailto:idadoko@yahoo.fr">idadoko@yahoo.fr</a>
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11.	Abdou Y. Madougou	CNPC	Bénin	Membre	00 229 90 98 09 62	-
12.	Soh Essohana Abraham	FNGPC	Togo	Vice – Président	00 228 92 54 554	<a href="mailto:sohessoh@yahoo.fr">sohessoh@yahoo.fr</a>
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15.	Von Niederhausern Adrian	Helvetas	Burkina Faso	Stagiaire coton bio	00 226 76 26 05 28	<a href="mailto:a.vn@gmx.net">a.vn@gmx.net</a>
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17.	Naminata Koné	UNPCB /Coton bio	Burkina Faso	Secrétaire adjointe	00 226 76 03 52 16	-
18.	Magnang Niang	SODEFITEX	Sénégal	Chef Service Formation / Innovation	00 221 562 76 59	<a href="mailto:magnang.niang@sodefitec.sn">magnang.niang@sodefitec.sn</a>
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20.	Dioma Komonsira	AProCA	Mali	Responsable Communication	00 223 520 65 06	<a href="mailto:diomakjm@yahoo.fr">diomakjm@yahoo.fr</a>
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**Joint Workshop AProCA – BCI**  
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