

## Background

For many poor farmers cotton is a key cash crop in terms of their income generation and livelihood. In Africa, for example, 20 million people are dependent on cotton production. However, being dependent on cotton can influence the livelihood of families and even whole communities dramatically, if the market conditions change to the detriment of the cotton producers. Organic cotton production offers proven opportunities to reduce dependency on conventional cotton markets and help cotton growing communities to escape poverty. Its value is especially relevant in the current situation of unstable cotton prices on the world market, food price and hunger crisis and rising costs of conventional cotton production, including pesticide and synthetic fertiliser costs.

**Compulsory crop rotation** under organic standards together with additional on-farm-practices to improve diversity and stability of the whole production system **provide the chance** to generate more sources of income, as well as increase family and community food security. In this way **dependency on cotton** can be **reduced**, farm **income increased**, production risks spread and reduced and on-farm **biodiversity improved**. But this potential deserves further in-depth investigation.

### Market development for additional income sources for organic cotton farmers

PAN Germany and PAN UK's joint project *Fibre, Food & Beauty for poverty reduction: Make it move* (FF&B) funded by EuropeAid runs from 2008-2010 and works with African partners OBEPAB from Benin and ENDA Pronat from Senegal. It aims to raise awareness among European businesses, donors, NGOs and consumers and build **support for better market models to help reduce dependency on cotton among smallholders in developing countries**. It collaborates with Organic Exchange's *Farm System Crops Market Development Programme*.

In order to identify the current state of the production and marketing of crop rotation crops being produced within organic cotton projects an investigation has been carried out by Organic Exchange with PAN Germany and PAN UK. Analysis of the survey results will help to **conceptualise potential market models** for crops grown by organic cotton farmers.

## Objectives and outputs of the workshop

This workshop is an essential pioneer work and contributes to agenda setting and finding solutions. The aim is to discuss social, environmental and ethical issues on current debates on smallholder livelihoods and ethical consumption. A business workshop the following day will discuss first steps in identifying promising options to broaden the marketing of crops from existing and future cotton-based organic production projects. **Perspectives** of experienced **non-governmental organisations** as well as **public and private donors** are regarded as important elements. Therefore the organisers aim to

- **Identify debates and dilemmas** with respect to smallholder livelihoods from cotton-based organic agriculture, on cash crops versus food crops, global versus local markets, food sovereignty, climate change and ethical consumption.
- Discuss issues, share viewpoints and look to see where **common agreement** can be found on **trade models** for socially, economically and environmentally sustainable livelihoods for smallholders. Organic cotton production is serving as exemplary export commodity of important relevance for smallholders in developing countries.
- **Identify potential collaboration** with PAN and Organic Exchange projects and areas to explore within the next two years.

Outputs will be a report and recommendations from both business and NGO/donor workshops, which will feed into Years 2-3 of the FF&B project.

### Participation

A maximum of 40 participants are invited. Accommodation can be provided for participants who arrange this with the workshop coordinator in advance. Participation is free and includes drinks and meals during the workshop. Travel costs cannot be covered by the organisers.

## Agenda

**10.00 - 10.15**  
**Welcome coffee**

**10.15 - 10.30**  
**Brief introduction in PAN and Organic Exchange work programmes on farm system crops**  
*Alexandra Perschau, PAN Germany and Simon Ferrigno, Organic Exchange*

**10.30 - 11.00**  
**What are farm system crops and why they are needed**  
*Davo Vodouhe OBEPAB, Benin*

**11.00 - 11.30**  
**What has already been done – the Example of Senegal**  
*Laure Brun, Enda Pronat, Senegal*

**11.30 - 12.00**  
**Preliminary survey results, first conclusions and debate with participants**  
*Liesl Truscott, Organic Exchange*

**12.00 - 12.30**  
**Lessons learnt – The EPOPA Programme Marketing organic from Africa**  
*Peter Lustig, Grolink, Sweden*

**12.30 - 13.00**  
**Lessons in improving livelihoods for horticulture smallholders: the Food & Fairness project**  
*Stephanie Williamson, PAN UK*

**13.00 - 14.00**  
**Lunch Break**

**14.00 - 15.30**  
**Setting the scene – what aspects would new trade models need to include?**  
*Panel discussion on aspects for a real sustainable trade model, including questions of food sovereignty, climate change and fair returns to farmers*

**15.30 - 16.00**  
**Coffee Break**

**16.00 - 16.45**  
**Continued discussion on market models**

**16.45 - 17.00**  
**Wrap up and good bye**

## Registration for the Workshop

Registration via Email to  
workshop\_NGOs@pan-germany.org

Please indicate in the email the details required below:  
Or fax this coupon until the **12th of September 2008** to  
Fax +49-40-390 75 20

### My contact details

Name .....

Last Name .....

Organisation .....

Postal Address .....

Country .....

Email .....

My contact details can be published in a participants list  
(please indicate):

Yes  No

I need accommodation support in Hamburg

No  Yes

If yes, please indicate dates:

23.-24.09.08

24.-25.09.08

23.-25.09.08

## Workshop Location

Nord-Event – Kultur und Gewerbespeicher,  
Kehrwieder 2-3, 20457 Hamburg

Directions how to get there and a local map will be delivered to  
registered participants by email a week before the workshop.

### PAN Germany

Project coordination: Alexandra Perschau  
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## Using crop diversity to reduce dependency on cotton and combat poverty

A lesson learning workshop for NGOs  
and public and private donors

24. September 2008 in Hamburg, Germany

OBEPAB

