

**Report on the Advocacy Workshop**

**On**

**The Linkages between Trade, Development and Poverty Reduction (TDP)  
Held in Southern Province (Livingstone)**

**On 28<sup>th</sup> February, 2008**

**At**

**Holy Cross Resource Centre**

**Organised by Consumer Unity and Trust Society- Africa Resource Centre  
(CUTS-ARC)**

**And**

**Organisation Development and Community Management Trust (ODCMT)**

**With**

**Support from the Department for International Development (DfID)**

**And**

**The Netherlands Ministry of Foreign Affairs**

**Report Prepared**

**By**

**Muzamai Masheta**

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## Abbreviations and Acronyms

ASP.....	Agriculture Support Programme
CBTA.....	Cross-Border Traders Association
CSOs.....	Civil Society Organisations
CUTS-ARC.....	Consumer Unity and Trust Society - Africa Resource Centre
EPAs.....	Economic Partnership Agreements
GDP.....	Gross Domestic Product
IMF.....	International Monetary Fund
JCTR.....	Jesuit Centre for Theological Reflection
MACO.....	Ministry of Agriculture and Cooperatives
NGOs.....	Non- Governmental Organisations
ODCMT.....	Organisation Development and Community Management Trust
SSFs.....	Small Scale Farmers
ZABS.....	Zambia Bureau of Standards
ZCC.....	Zambia Competition Commission

## **Acknowledgements**

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## **1.0. INTRODUCTON AND BACKRGOUND**

### **1.1. Overview: Trade, Development and Poverty Reduction**

Zambia, like many other developing countries, continues to grapple with the problem of high poverty levels. The problem is more pronounced in rural areas where a significant agriculture dependent population is based. As most of the population is comprised of small-scale farmers and producers, it is vulnerable to changes in the economic dispensation of the country.

Over the last few decades, Zambia has seen a shift in economic policy from one that focused on a state controlled economy to one in which the private sector is the major player, with some of the aims of liberalisation of the economy being diversifying the production and export base, attracting increased investments, increased technological transfer, increasing and improving the quality of employment and ultimately improving the living conditions of the general population. While the country has been hailed as a success story by institutions that seek and support liberalisation, such as the World Bank and the International Monetary Fund (IMF), there have been arguments that the liberalisation process has only managed to exacerbate poverty levels especially among rural communities who for decades have been depending on state support for various production processes and services such as education and health.

One notable critic of the liberalisation process as sponsored and implemented by the World Bank and IMF in Zambia, even from those who hold that economic reform was necessary, is the lack of consultation of the public and the symmetrical treatment of the vulnerable groups in economic policy formulation and implementation. For example, agriculture subsidies were significantly reduced or stopped without giving a ‘preparatory phase’. This meant that the massive reduction in agriculture support lessened the production of small-scale farmers who could not afford the “additional costs” which the government used to meet and thus threw them into the vicious cycle of low production and poverty.

There is also a school of thought that holds that developing countries like Zambia do not necessarily need aid from the developed world for them to have a telling effect on the high poverty levels. The argument is that what they really need is fair trade. In other words, trade is being recognised as one of the notable avenues to tackling poverty and accelerating development in the Third World. However, it is important to take cognisance of the fact that just as there is a difference between developing countries and developed countries on what constitutes ‘fair trade’, the same may be obtaining in the local trade between established traders and small scale traders. In international trade, developing countries contend that they cannot be expected to compete with the developed countries under the same conditions because of their weak production processes and generally their vulnerable position- an argument which is being advanced in the Economic Partnership Agreements (EPAs). Similarly, small-scale traders and producers cannot effectively compete with large-scale traders in the local economy. Small-scale producers and traders would need some incentives. This is particularly critical in the light of the goal for poverty reduction as small-scale producers and farmers in particular fall in the poverty stricken bracket.

For trade to be an effective tool for poverty reduction, the general public needs to be involved in the formulation and implementation of trade policies. This will also enable

traders to take advantage of opportunities that may arise both at the domestic market level as well as the international level. The public needs to be availed with information on trade policy and processes and to be presented with a platform to have an input on trade issues.

In order to further explore the link between trade, development and poverty reduction, and improve participation in trade and economic policy formulation in general, ODCMT and CUTS-ARC have been carrying out a programme titled *Trade, Development and Poverty Reduction (TDP)* under which several advocacy workshops have been held. The objectives of the programme and its advocacy workshops include:

- To sensitise people on the ground on the impact of liberalisation on the Zambian economy.
- To create awareness and share lessons on the linkages between Trade, Development and Poverty Reduction from national, regional and international perspectives.
- To create a wider platform for the debate over the linkages between liberalisation and the poverty situation in Zambia and to use the TDP as a platform for demystifying trade policies that are people driven – having input from the people at the grassroots level.
- To build advocacy skills which are useful in lobbying and advocacy and enhance a media campaign strategy

## **1.2. Workshop Organisation, Objectives and Participation**

The workshop was organised as part of a series of similar workshops and as a follow up on a similar workshop held in Livingstone on the 9<sup>th</sup> of July 2007. Other than making a follow-up on the recommendations made at last year's workshop, the workshop also had the following objectives:

- To communicate the findings and experiences of the TDP project through local (community) media
- To create long-term capacity for stakeholders to make use of the domestic and international trade through increased knowledge and networks
- To harmonise various initiatives on trade for the benefit of all stakeholders
- To assess the effectiveness of trade policies in enhancing development and alleviating poverty.
- To lobby for effective policies, which will promote efforts aimed at reducing poverty through trade.

The workshop was attended by stakeholders from various backgrounds, government, clergy, civil society organisations, farmers, the media, cross border traders, and farmers supporting organisations (See Appendix 1)

## **1.3. Introductions and Expectations**

Participants were requested by the facilitator, Mr. Zindikilani Jimmy Daka to introduce themselves and put forward their expectations from the workshop. Participants did so and the notable expectations were:

- To create networks and improve already existing ones
- Updating strategies for poverty reduction
- To gain more knowledge on issues of trade
- More sensitisation for women on issues of trade, development and poverty reduction
- To have result-oriented workshop
- To know areas of critical attention and concern vis-à-vis trade, development and poverty reduction
- To create mechanisms that will allow effective dissemination of information after the workshop
- To find new ways of eradicating poverty
- To ensure that villages do not die spiritually and to sensitise them on poverty reduction strategies.
- To know more about the organizations organizing the workshop (ODCMT and CUTS-ARC)
- Learn more about poverty reduction

#### **1.4. Opening remarks (ODCMT AND CUTS\_ARC)**

In his opening remarks, Mr. Zindikilani Jimmy Daka indicated that the meeting was a follow-up to the other one which was held in Livingstone on the 9<sup>th</sup> of July 2007 and that it was aimed at spreading the experiences to the public and networks through the community media. He urged the participants to freely share their experiences in the time between the two meetings and thanked them for coming for the workshop.

## **2.0. SHARING OF EXPERIENCES AND UPDATES SINCE LAST MEETING**

### **2.1. Organisation of Discussion Groups**

The session was meant for evaluations and updating on what progress had been made on the recommendations of previous TDP meeting held in Livingstone. For this session, participants were divided into four groups (Groups 1-4), with each group comprising of a combination of participants who had attended the previous meeting and new participants.

Group 1 considered the following recommendations:

- There should be a decentralised system, which will allow small businesses to register their companies so that they can benefit from government and private sector tenders such as supplying vegetables and fish to Shoprite.
- CSOs should increase programmes aimed at sensitising and educating small-scale producers on trade and liberalisation issues
- There should be campaigns aimed at influencing better wages and conditions of services for employees in Livingstone and Zambia at large.

Group 2 looked at the following recommendations:

- The media should be involved in these workshops so that the issues could be widely spread and communicated.
- The campaign toolkit should be translated into local languages and be widely popularised so that many other people who do not understand English can also understand issues and, reach out to those who have not attended similar workshops.
- There is a need to work hand in hand with government departments to ensure that programmes are harmonised.

Group 3 were given the task to consider the below stated recommendations:

- Small-scale traders should organise themselves so that they can speak with one voice on matters affecting them
- CSOs should consider advocating for a clear black empowerment policy
- All farmers must register with the Ministry of Agriculture and Cooperatives

Group 4 looked at the following recommendations:

- Certificates for various programmes and dealings in agriculture should be made affordable for small-scale producers and traders
- There must be a Consumer Protection Policy in place as a matter of urgency
- There is need to decentralise the Zambia Competition Commission

## **2.2. Key Points from Presentation from Group 1**

In their presentation, Group 1, whose presentation was made by Cecilia Kasongo, highlighted some key developments, which included:

- Formation of an arts cooperative in Livingstone. Given the special position that Livingstone occupies as a tourist centre, the development is likely to have a positive effect on poverty reduction
- Registration with the Zambia Revenue Authority (ZRA) for a certificate of operation for a business can be obtained for free
- SPAR has opened up to supplies by small-scale farmers, which has immensely helped the farmers
- Jubilee Zambia sensitisation programme related to trade and justice was carried out at the community level and the media has also been involved
- Wage study and conditions of service carried out by social conditions research project (led by Mr. Mwewa) under J.O.P – report being compiled at national level at JCTR
- Good governance programme being aired on some media houses, organised by Jubilee Zambia.



### 2.3. Floor Discussion

In the plenary, it was acknowledged that the issue of wages and conditions of service is still a great challenge. Participants pointed out that business houses, especially shop owners and guest houses are offering low wages to their workers, some of them are subjected to long and awkward working hours. This problem is worsened by rising unemployment, which makes workers take up such jobs. It was felt that the Ministry of Labour has improved its monitoring of working conditions. However, their efforts still fall short of expectations. Thus, the government needs to do more to protect workers from bogus and selfish employers.

Additionally, it was emphasised that the opening of SPAR in Livingstone has greatly benefited small-scale farmers as compared to Shoprite. The securing of the SPAR vegetable market is partly attributed to lobbying by the local farming community in liaison with farmers supporting institutions such as Ministry of Agriculture and Cooperatives (MACO) and all that is needed is for the farmer to take samples of the produce which he or she intends to supply to SPAR management and when they are satisfied, they will just have to agree on what quantities to supply.

However, it was also acknowledged that the SPAR-local vegetable suppliers' relationship is not all rosy: while SPAR alleges that the farmers fail to supply the quantities demanded by the retail outlet, small-scale farmers claim that SPAR fails to buy all the produce they supply. It was agreed that having established some rapport with and gotten some positive response from SPAR, what was needed was to build on that to ensure that small-scale farmers and suppliers can maximise their benefits and that stakeholders should take up the challenge.

#### *Case study on Spar Zambia*

Relationship with local suppliers (vegetable growers)

One of the problems which local people have been complaining about pertains to the relationship between them (local suppliers) and foreign investors. According to the participants of the workshop, Spar Zambia (Livingstone) buys vegetables from local farmers. The participants feel that farmers have readily available market for their produce.

The participants however indicated that there was need to examine the real impact of the development and ensure that farmers are not manipulated and exploited, especially on issues of pricing.

### 2.4. Key Points from Group 2 Presentation

- The media has been involved in trade, development and poverty reduction issues e.g. Business Post supplement of The Post Newspapers and Farmers Guardian supplement of The Southern Guardian and publications by the Jesuit Centre for Theological Reflection (JCTR).

- Although some progress has been made as regards the involvement of media houses, much still needs to be done to improve the quality and magnitude of the flow of trade, development and poverty reduction related information with the key limiting factor being inadequate resources, particularly financial resources

## **2.5. Floor Discussion**

Following the presentation by Group 2, the following concerns and points were raised by participants:

- Many people attend workshops but the question still remains as to whether the information or the issues are communicated to those who do not attend in order to have an impact.
- There is still a need for consistence in providing information.
- Interpretation / translation of information into local languages is going on, but there is still a lot of work to do and that the task requires resources.
- The media concentrates on writing basic issues presented by political leaders and not what people in communities have to say. It was noted that this was the case because during visits or functions by political leaders, transport and other logistics are met by political leaders or the state hence there are little costs for community media houses who are already struggling financially.
- NGOs such as ODCMT and CUTS-ARC could help in providing support to the media houses to carry out information gathering and dissemination in communities. This, however, was seen as not being a very feasible suggestion as ODCMT and CUTS-ARC NGOs' mandates are not to fund other institutions from their limited donor funded programmes.
- The community has generally not been very helpful in coming forward with issues affecting their lives and presenting them to media houses – communities expect the financially limited media organizations to follow up issues on their own.

## **2.6. Key Points from Group 3 Presentation**

- The Cross Border Trading Association, which is seen as the voice on the rights and freedom of the traders, has been lobbying for policies that promote fair trading including fair taxes and duty.
- Farmers have formed co-operatives.
- Certificates are given to farmers, which enable them to supply to major stores such as Shoprite and Spar.
- Black empowerment has failed.

## **2.7. Floor Discussion**

In the plenary, the following points or concerns were expressed:

- CBTA should do more for widows and other vulnerable groups in view of the fairly comfortable position the membership generally is. It would be a way of paying back to society as other successful houses are encouraged to do so as commitment to corporate social responsibility

- Black empowerment is failing to be achieved because of the unfortunate tendency by black people to look down upon fellow black people and rather help non- black people to progress.
- The programme initiated by government to achieve black empowerment through Citizens Empowerment Commission, is not going to benefit a lot of people and is likely to benefit the elite as most ordinary citizens are not aware of its goals and processes.
- There are a lot of technicalities and bureaucratic procedures to access investment opportunities which foreigners do not seem to experience
- In response to what CBTA is doing for the vulnerable in society, Mr. Liyamba from CBTA claimed that the association has very good programmes such as the one on HIV/AIDS sensitisation on women. He argued that his association has been working very closely with the government on HIV/AIDS related programmes. He however, bemoaned the lack of help in his association's plea for allocation of land to its membership to enable traders conduct their business in more secure, better and established places

## **2.8. Key Points from Group 4 Presentation**

- The market for small-scale producers and traders has improved. For example, SPAR is indeed getting products from local farmers when it used to get the supplies from South Africa
- Consumer Protection policy is not in place
- There is a need to decentralise the Zambia Competition Commission

## **2.9. Plenary**

In the discussions that followed, participants noted that:

- The consumer in Zambia is at the mercy of the seller as there is no Consumer Protection Law leading to a lot of consumer abuses
- Consumers should take time to learn their rights such as the right to clear information and take action against consumer abuses
- There is weak monitoring by institutions that are supposed to monitor the quality of goods being sold, something that has led to the selling of expired and underweight goods. The operations of ZABS have disappeared from the city and the Zambia Competition Commission is no longer in existence

## **2.10. Responses from Facilitators**

Mr. Chengo from CUTS-ARC corrected participants that ZCC is still operational and still working on the Draft Competition and Consumer Protection Policy. He assured participants that CUTS-ARC is closely monitoring progress on the draft policy and has been having an input in the contents of the policy. He further reminded participants to insist on getting

receipts for purchases made as those were helpful to the relevant institutions such as ZACA, ZCC and ZABS when making follow-ups on possible consumer abuses.

In addition, Mr. Zulu from Livingstone City Council explained that issues of standards and expired foods could also be reported to the public health section of the council. He revealed that the council has the mandate to intervene and had successfully confiscated such products in the past even from what may be seen as big outlets.

### **3.0. TRADE AND LICENSING- JOSEPH ZULU**

#### **3.1. Presentation on Trade and Licensing**

In his presentation, Mr. Zulu from Livingstone City Council affirmed that trade is one of the driving forces to development and stated that trade and licensing are inseparable. He pointed out that in order to trade; one needs some official form of permit, which basically is a license. A license stipulates what kind of trade the holder can legally engage in and how. He contended that the essence of a license was not to inhibit trade but rather to control and thus facilitate it for the benefit of the trader, the consumer and the general public.

He outlined the types of licenses given by the Council as follows:

- (a) Manufacturer's license
- (b) Wholesaler's license
- (c) Retailer's license
- (d) Hawker's license
- (e) Peddler's license
- (f) Commercial traveler's license
- (g) Storage of petroleum products

He noted the importance for traders to get the right type of licenses to avoid disruption of their trade activities by council officers. He cited the common occurrence of vendors, claiming they were being chased by the council when they had obtained licenses from the same council. He explained that hawkers are supposed to be moving with their merchandise using some mechanised or motorised form of transport while peddlers are supposed to conduct their business while walking on foot. However, these categories of traders tend to display their goods at one place for long periods thus going against the provisions of their licenses and therefore attracting police and council action.

He also advised that in getting licenses for wholesaling and manufacturing, prospective licensees are required to advertise in the national press and allow for a fourteen period for the general public to respond.

Mr. Zulu further observed that the manufacturing sector is dwindling following the advent of liberalisation with Livingstone having only two manufacturing companies at present.

In his presentation, it came to light that contrary to assertions that the license fees charged by the council are too high, the fees are generally affordable and that there should be a commensurate rate of compliance.

It was explained that the license fees for a year were as follows:

- (a) Manufacturer -ZMK 180,000
- (b) Wholesale -ZMK 180,000
- (c) Retail -ZMK 90,000
- (d) Hawkers-ZMK 9,000
- (e) Peddlers-ZMK 9,000
- (f) Commercial travelers-ZMK 80,000
- (g) Special permit to deal in prescribed goods-ZMK 50,000

### **3.2. Floor Discussion**

The session was dominated by questions from participants directed at the presenter, Mr. Zulu. They wanted to know the following:

- How long does it take to obtain a license?
- Whether or not the license charges mentioned catered for all what is needed to obtain a license?
- Why some business houses are operating despite the lack of toilet facilities in their premises and the city in general?
- Whether there was enforcement on the storage of petroleum products?

In response to the question on the duration for one to obtain a license, Mr. Zulu explained that committee meetings are held on the 15<sup>th</sup> of every month, but full council meetings which grant final approval are only held once per quarter. However when the committee is satisfied with an application, it can allow the applicant to start operating before full council approval. In that case full council will just ratify the approval at the time of its sitting.

On whether the license fees included all the necessities for obtaining a license, Mr. Zulu explained that it depends on the type of investments involved. For example, there may be separate charges for fire and other peculiarities such as certification from the medical council of Zambia when opening a drug store.

In answering the query as to why some business houses are allowed to trade without having toilet facilities and why the city generally lacks public places of convenience, Mr. Zulu argued that some facilities in town were vandalised. However, he revealed that the council has sourced funding for rehabilitation of dilapidated toilet facilities and establishment of new ones. His hope was that this would go a long way in improving the trading conditions in the city.

Participants also expressed concerns on the low levels of sensitisation on the processes for obtaining a license. It was noted that the fees for the licenses were very affordable which

contrasts with the low levels of compliance by traders, and thus the discrepancy could be attributed to inadequate information reaching traders and the public at large. As such, they asked the presenter how the council carries out its sensitisation.

In response, Mr. Zulu outlined four ways in which the Council did its sensitisation:

- (i) Through slapping penalties to offenders. Although he confessed that it may not be a very good approach, he explained that this gives people the chance to learn what is required.
- (ii) Being open to the public. Mr. Zulu asserted that the Council offices are very open to members of the public who wanted to get information on licenses or process their licenses for various categories.
- (iii) Through Community Development Officers based in different locations.
- (iv) Through the media. He admitted that sensitisation through the media has not been used much except on occasions when council officers were invited for discussions by media houses
- (v) He further admitted that there has not been much sensitisation because the community is not forthcoming and that there is a need for the media to get involved in educating the public

It was also felt that the council had not done enough to curb illegal trade, more especially the sale of petroleum products in compounds and the presence of illegal money changers who openly conducted their businesses in the streets and in corridors. It was noted that the sale of petrol from filling stations in homes was a particularly worrying development as it put the lives of innocent people in danger. Despite this illegal trade being widespread, the council was not taking measures to arrest it.

In response, Mr. Zulu explained that storage and sale of petroleum products in homes was illegal and thus no licenses were given for such kind of businesses. He contended that the council was doing a lot to combat the illegal “filling stations” sprawling in different localities of the city. It was further revealed that combating that kind of trade was very difficult for the council because information usually reached the suspects before police and council officers did the search at the suspected filling stations. It was deduced that some privileged people from either the council or police tipped off the suspects. As such, it was very difficult for the public to appreciate the little and yet very important successful stories that the Council had scored.

There was also a concern on piracy. Participants wanted to find out what the council could do to bring down the problem resulting from bogus radio production studios.

Responding to the above concern, Mr. Zulu argued that there was not much the Council could do as the problem was beyond the mandate and capacity of the council.

#### **4.0. ORGANISING OF COOPERATIVES - MR. BRIAN KABONDWE (AGRICULTURE SUPPORT PROGRAMME)**

##### **4.1. Presentation on Organising Cooperatives**

In his brief presentation, Mr. Kabondwe discussed the formation, challenges and benefits of cooperatives.

On the formation of cooperatives, Mr. Kabondwe explained that cooperatives are formed by farmers, especially those from rural areas in order to drive business ideas for the mutual benefit of the membership. Farmers pay membership fee on share basis. The guidelines on the formation of cooperatives and the membership fee are given and determined by the District Cooperatives and Marketing Office under the Ministry of Agriculture and Cooperatives (MACO). The registration of cooperatives is done under the Registrar of Societies through the District Cooperatives Inspector's office which is under MACO. This was only done when the farmers demonstrated that they could manage the affairs of the cooperatives to the benefit of the general membership.

On the challenges, he pointed out that cooperatives faced financial hiccups to effectively run their affairs. This was compounded by the predominant rural based membership, which brought with it various logistical problems. He noted that it was important for organisations that were supporting farmers to build the capacities of the cooperatives so that they could fully function and increase the benefits.

On the benefits of cooperatives, the presenter contended that when farmers form cooperatives, they create a pool of resources – among others financial and material, and a variety of ideas that, if well utilized, result in viable businesses with high returns to the membership. He cited that through cooperatives, farmers could lobby for loans for their business plans and lobby for favourable policies.

##### **4.2. Floor Discussions**

It was acknowledged that cooperatives can indeed play a vital role in improving the benefits of the rural farming community. However, participants expressed the following reservations and concerns:

- (i) Low sensitisation on cooperatives: participants wanted to know what Agriculture Support Programme and Ministry of Agriculture had done to sensitise small scale farmers in general.
- (ii) Lack of information on fish farming

In response, Mr. Kabondwe argued that ASP and MACO had given information to small-scale farmers about the market opportunities. He cited information being given to small-scale farmers about the quality of vegetables needed by SPAR in Livingstone, something that had tremendously helped the farmers. However, he reiterated that it was important to establish some facts about the demand –supply relationship between SPAR and the farmers because on one hand, SPAR claimed that the small scale farmers were failing to supply the required

quantities while on the other hand, there was a counter claim that SPAR was failing to buy what the local small scale farmers were supplying to the multinational retail company.

On fish farming, Mr. Kabondwe agreed that there was not much fish farming going on in Livingstone and Southern Province in general. He attributed the obtaining situation to the lack of interest and laziness among the general public. He argued that there was too much reliance on relief food. He, however, revealed that there was a very impressive fish farm in Libuyu (a rural suburb in Livingstone) where interested farmers could get a leaf from. He further advised that participants and the general public could get more information on fish farming from Fisheries Department, who would give information tailored to what one wanted to do.

## **5.0. EVALUATION OF WORKSHOP**

As the workshop was drawing to a close, Mr. Daka (ODCMT) gave everyone an opportunity to assess the workshop in terms of success and weakness and to make recommendations. He encouraged them to be open and make suggestions, which would facilitate the realisation of the goal of the programme and to help the organisers to improve on the weaknesses for future meetings and workshops.

### **5.1. Successes**

- The workshop was educative
- There was excellent participation
- The workshop had resulted into increased awareness on trade issues especially on trade licensing
- New sources of information discovered, i.e. the media

### **5.2. Weaknesses**

- Invitations were sent at short notice
- Time was too short hence discussions could not be exhausted
- Ground rules not respected especially one on sticking to time as reflected on the programme
- Venue was not very comfortable for the workshop and it also lacked secretarial services
- Insufficient hand outs by the facilitators and presenters



## **6.0. RECOMMENDATIONS AND CLOSING REMARKS**

### **6.1. Recommendations**

- Invitations to participants should be sent in time and should have the workshop programme attached to them
- There should be a Livingstone based contact person to coordinate and facilitate the whole process.
- More time to be allocated for the workshop – about three days would be better to enable discussions to be more in-depth
- There should be an improvement in the dissemination of information starting with the information obtained at the workshop. The media in particular should play a significant role in information dissemination.
- There is need for a dedicated sensitisation workshop for the media on TDP issues to make them understand the issues better and thus disseminate them better
- There should be more information provided on the topic of licensing
- Handouts should be provided so that participants can make reference to them and those who have not attended can equally have access to the literature
- Representatives from the Police, Ministry of Commerce, Trade and Industry, and the Zambia Revenue Authority (ZRA) and other relevant institutions should in future be invited as they all have a role to play and queries to competently respond to.
- Follow-up on discussed issues should be made and CUTS and ODCMT in particular should make a follow-up on the workshops held
- CUTS and ODCMT should form organisational branches rather than being based in Lusaka
- T-shirts with trade, development and poverty reduction messages should be given to participants as a way of raising awareness of the issues being discussed.
- Certificates should be given to participants
- A social event should be organized after a workshop

### **6.2. Closing Remarks**

The facilitators thanked the participants for attending the workshop and implored them to make use of the information given and knowledge gained to reach out to others and make a meaningful impact on the high poverty levels affecting the country. The media was in particular challenged to do more to disseminate information in order to have increased understanding of and participation in issues of trade, development and poverty reduction.

## Appendix

### (i) List of participants

Name	Organisation	Address	Email & Phone No.
Leyton Muleya	Area Development Committee (ADC)	P.O Box 60290, L/Stone	<a href="mailto:lmulele@yahoo.com">lmulele@yahoo.com</a> +260 966829 362
Joseph R. Muzenje	Jubilee Zambia Livingstone	Box 61183, L/Stone	<a href="mailto:josemuzenje@yahoo.com">josemuzenje@yahoo.com</a> 0977458618
John D. Mwewa	CARITAS Zambia	Box 60138, L/Stone	<a href="mailto:liviofin@zamnet.zm">liviofin@zamnet.zm</a> 0955 443951
Emeria Changa	STEPFRON	Box 60313, L/stone	0979 515768
Carol Ngwengwe	Southern Guardian Newspaper	Box 61171 L/Stone	0979 431815
Rev. Emmanuel Sitali	Jubilee Zambia	Box 60094 L/Stone	<a href="mailto:sitaliemmanuel@yahoo.co.uk">sitaliemmanuel@yahoo.co.uk</a> 0977 661510
Estene Mulyabila	Jubilee Zambia	Box D23, L/Stone	0979 374951
Chali Mulenga	Southern Guardian Newspaper	Box 61171, L/Stone	<a href="mailto:mulumule@yahoo.com">mulumule@yahoo.com</a> <a href="mailto:farmersnewszm@yahoo.com">farmersnewszm@yahoo.com</a> 0977 390898
Tana Haloba	Southern Guardian Newspaper	Box 61171, L/Stone	<a href="mailto:tanahaloba@yahoo.co.uk">tanahaloba@yahoo.co.uk</a> 0977 388213
Pamela Macha	UNZA Student	House No. DWC 126, Dambwa North, L/Stone	0979 196685
Cliff Banda	Radio Mosi O Tunya FM 06	35 Chimwemwe, L/Stone	<a href="mailto:Cliffinlove_withdestiny@yahoo.co.uk">Cliffinlove_withdestiny@yahoo.co.uk</a> 0977 761735
Robert Lyanda	Teachers Union	409 Sinda Road, L/Stone	<a href="mailto:Lyandarobert216@yahoo.com">Lyandarobert216@yahoo.com</a> 0977 595224
John Kabwe	CARITAS Zambia	8 Prisentia Lane L/Stone	0979 852742
Rodan Changwe	Cross Border Traders Association	Box 364146, L/Stone	<a href="mailto:Rodan.changwe@yahoo.com">Rodan.changwe@yahoo.com</a> 0977 785069
Morgan Mwala	Jubilee Zambia	Box 60094, L/Stone	0976 841374

Cecilia Kasongo	Kwenuha Women's Association	Box 60882, L/Stone	0977 726481
Grace Belemu	Mukuni Curio		0979 515579
Moses Sakala	JOP	Box 61131, L/Stone	Mosessakal@yahoo.com 0977787692
Moses Mambwe	Livingstone Today	Warnes House, L/Stone	<a href="mailto:livingstonetoday@yahoo.com">livingstonetoday@yahoo.com</a> 0955 922154
Oscar Muyemba	Mosi O Tunya Radio	Box 60183, L/Stone	<a href="mailto:nyembaosc@yahoo.co.uk">nyembaosc@yahoo.co.uk</a> 0977 683890
Mwase Peter	Mosi O Tunya Radio	Box 60183, L/Stone	<a href="mailto:petermwase@gmail.com">petermwase@gmail.com</a> 0977 190647
Joseph Zulu	Livingstone City Council	Box 60029, L/Stone	<a href="mailto:Gundamwala2000@yahoo.co.uk">Gundamwala2000@yahoo.co.uk</a> 0977 437996
Brian Kabondwe	Agriculture Support Programme		
Muzamai Masheta	Ministry of Lands, Livingstone	Box 60143, L/Stone	<a href="mailto:mmasheta@yahoo.co.uk">mmasheta@yahoo.co.uk</a> 0977 442379
Patrick Chengo	CUTS-ARC	Lusaka	
Zindilikilani J. Daka	ODCMT	Lusaka	

## **(ii) Workshop Programme**

<b>TIME</b>	<b>ACTIVITY</b>
09:00 - 09:30	Registration
09:30 - 10:00	Introduction of participants and voicing expectations for the workshop (all participants)
10:00 - 10:30	Opening remarks (ODCMT and CUTS-ARC)
10:30 -12:00	Session 1: Group Discussions – Sharing experiences Since last meeting and presentations from groups
12:00 -13:00	Floor Discussions
<b>13:00 -14:00</b>	<b>LUNCH BREAK</b>
14:00 -14:30	Presentation on Trade and Licensing
14:30 -15:00	Floor Discussions
15:00 -15:15	Presentation on Organising of Cooperatives
15:15- 15:30	Floor Discussions
15:30 -16:00	Recommendations and Way forward
16:00 – 16:15	Closing Remarks
	<b>End of Programme</b>