



Private Sector Development Impact Stories

Market Systems and Value Chain Development



DCED

The Donor Committee for Enterprise Development

The [DCED's Impact Stories](#) webpage offers a collection of short stories about private sector development programmes that have created jobs and income for the poor at scale – according to self-reported results. These stories underline the great potential of the private sector to generate economic opportunities and improve the living conditions of the poor.

Impact Story: Organic Export Promotion in Uganda and Tanzania

While agriculture and agricultural processing are among the main income generating activities in African countries, agricultural trade is generally lagging. However, with increasing demand for organic products in the developed world, organic agriculture can be used to increase and diversify exports from developing countries.

What has been done? Since 1996, Swedish Sida has financed EPOPA - Export Promotion of Organic Products from Africa - in Uganda and Tanzania. The first phase of support concentrated on export promotion, for example through farmer mobilisation and training in organic agriculture, the development of an internal control system for quality assurance and certification, and marketing support. In the second phase, activities to build an institutional environment for certification were added, including the development of local service providers for internationally recognised certification.

What has been achieved? By 2008, 80,000 farmers contracted by EPOPA have sold organic products to exporters for approximately US\$ 15 million per year. All farmers received higher prices due to the organic premium, which ranges from 10-25% over the conventional price. Taking into account the average size of households, about 600,000 people have benefited from the programme. [Source and more information: Grolink, 2008.](#)

[Click here](#) for more impact stories of Market Systems and Value Chain Development programmes.