

## Suggested Format for Regional Fertilizer Strategies Report

### **I. Introduction [ 3 pages]**

- Background information: i.e. socioeconomic data for the regional economic community or REC (incidence poverty, hunger, etc)
- Agriculture's role in the economy of the REC: contribution to GDP, employment, and export earnings; % contribution food crops to agricultural production; main food and cash crops
- Agricultural Sector Development Strategy/Policy for the REC and role of agricultural input markets in promoting agricultural development

### **II. Perform an Analysis of the Strengths, Weaknesses, Opportunities, and Threats (SWOT) for Regional Fertilizer Market Integration [10 pages]**

#### *Intra-REC Analysis*

The key areas of intervention for the creation of a regional fertilizer market are: a) laws and regulations that govern the fertilizer industry in each REC country; b) national and regional agro-trade policies that impact the fertilizer trade within and between RECs; c) fertilizer market information databases and systems. For each of these key areas of intervention:

- Detail the current status for each REC country
- Assess the strengths, weaknesses, opportunities, and threats vis-à-vis regional market integration within the REC. This should include:
  - Assess the feasibility of establishing a joint fertilizer procurement center
  - Recommend formulations of/amendments to national fertilizer policies and regulations of each REC country that would be compatible with the legal system of each country while at the same time be harmonized between member countries;
  - Propose revisions in the trade policies of each REC country that would improve fertilizer trade between member countries.
  - Detail requirements to develop/strengthen a regional fertilizer market information system that will promote market transparency and market integration

#### *Inter-REC Analysis*

- Assess the current level of fertilizer trade with other RECs
- Conduct an analysis of the strengths, weaknesses, opportunities, and threats vis-à-vis improving trade and market integration between the RECs. This assessment should include:
  - For the REC whose members include fertilizer producers: a description of the opportunities for export of fertilizers to other RECs
  - For the RECs whose members are primarily fertilizer importers: an analysis of the competitiveness of importing fertilizers from another REC instead of from current suppliers.

### **III. Current Regional Fertilizer Initiatives [ 5 pages]**

- Enumerate existing regional initiatives to promote regional fertilizer market integration in the areas of: joint procurement; policy and regulatory harmonization; intra- and inter-regional trade; and establishment of market information systems
- Assess the performance and reasons for the success or lack of success of these initiatives
- If successful, discuss whether and how these initiatives can be scaled-up and replicated by other RECs, and what assistance (technical and financial) could be made available to the other RECs to facilitate this process
- Enumerate existing bi- and multi-lateral donor support programs to promote the development of regional fertilizer markets

### **IV. A Regional Market Integration and Trade Strategy for Fertilizer [10 pages]**

- Vision
- Objectives of Regional Fertilizer Strategy
- Role of the Regional Fertilizer Strategy in promoting the agricultural sector development strategy for the REC
- Role of Regional Fertilizer Strategy in advancing and sustaining the objectives of the national fertilizer strategies of the REC countries
- Based on the analysis in Section III, identify a maximum of three actionable programs to promote the integration of regional fertilizer markets. Please use the following format to describe each actionable program:
  - Priority Action \_\_\_ (1,..., 3) [title]
    - Objective
    - Rationale: Why is it important to achieve this objective? What is the problem that will be resolved by achieving this objective? What is the expected outcome?
    - Implementation Strategy. This should include the following:
      - A description of the actual initiative or intervention
      - Identification of the key players, and the expected role of the government, private sector, the donor community, and farmers.
      - Key activities
      - Performance indicators
      - The time frame for implementation
      - The proposed funding mechanisms for implementation
      - Monitoring and evaluation system

### **V. Conclusions [2 page]**

*ANNEXES [no page restriction—include key tables, graphs, and documents]*

[Document body = 30 pages maximum, single spaced, font 12, all tables and graphs in appendix]