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PGS as an innovative approach: linking sustainable and agroecological production to markets in developing countries

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INOFO Side Event

Thursday, 18 February 2016 | 14h00-15h30

IFAD Room C500 | Rome, Italy

15-16 February 2016

The Farmers' Forum

In conjunction with the thirty-ninth session
of IFAD's Governing Council



PGS AS AN INNOVATIVE APPROACH: LINKING SUSTAINABLE AND AGROECOLOGICAL PRODUCTION TO MARKETS IN DEVELOPING COUNTRIES

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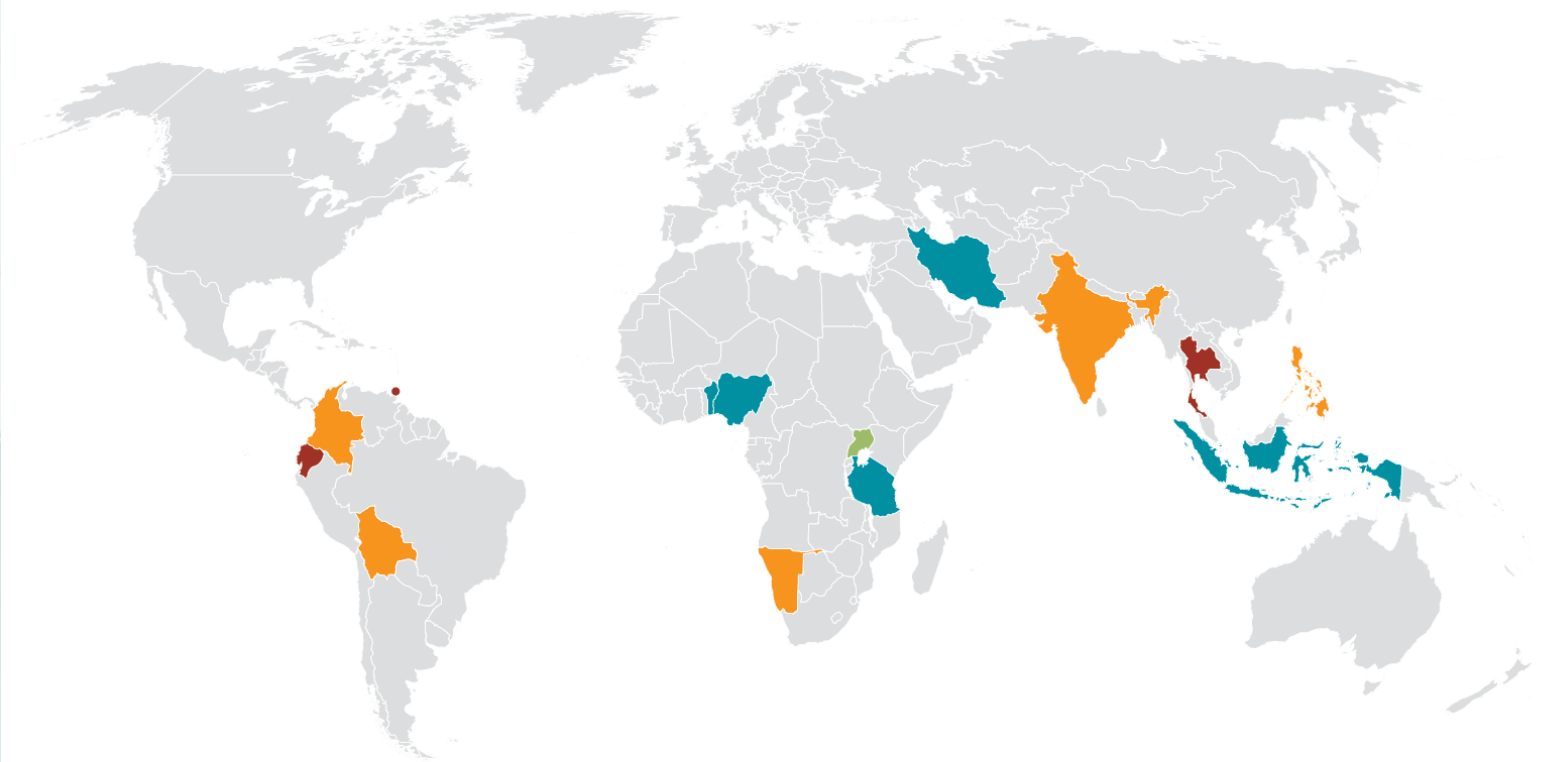
Marcello Vicovaro (FAO, ESN)



What are 'Institutional Innovations' ?

- **Institutional innovations are:**
- new rules and forms of interaction.
- They help redefine sustainable practices for the local level and bring together food systems actors that have not traditionally worked together.

Figure 1: Location and typology

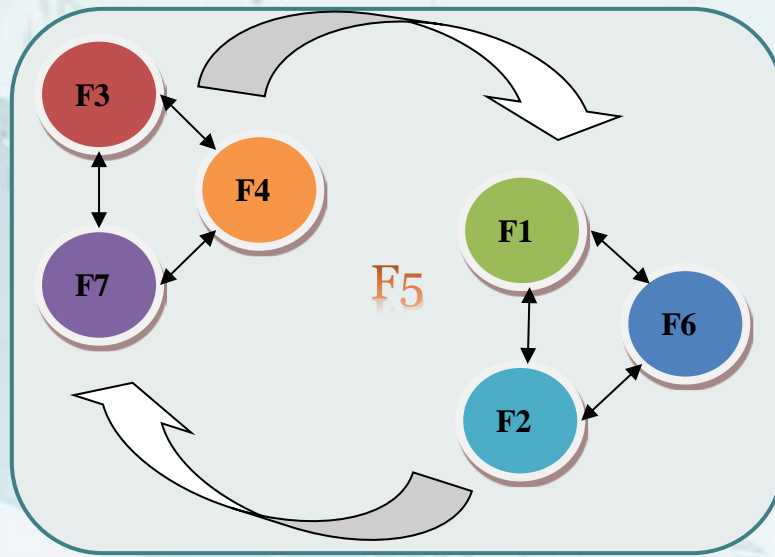


Multi-actor innovation platforms (IPs)		Participatory guarantee systems (PGS)		Community-supported agriculture (CSA)	
Benin	The Songhai Model of integrated production	Bolivia (Plurinational State of)	Ecological fairs in La Paz, Cochabamba and Tarija	Ecuador	Reinforcing Local Systems of Healthy Food of Sierra Centro
Indonesia	<i>Partisipasi Inovasi Petani</i> (PIP) project: A participatory model for promoting farmer-driven innovation	Colombia	<i>Familia de la Tierra</i> PGS	Thailand	Moral Rice Programme, Dharma Garden Temple
Islamic Republic of Iran	Using Farmer Field Schools on Integrated Pest Management to support sustainable production and marketing	India	PGS and Smallholder Markets: Idea of Trust and Short Market Chains	Trinidad and Tobago	The Brasso Seco Paria Community Make Agrotourism their Business
Nigeria	Impact Assessment of Community-Based Farming Schemes in Enhancing Sustainable Agriculture	Namibia	The Namibian Organic Associations' Participatory Guarantee System		
Uganda	Role of Cooperatives in Linking Sustainable Agricultural Practices with Markets (KACE)	Philippines	The Innovative Institutional Approach: Quezon Participatory Guarantee System		
United Republic of Tanzania	Sustainable Agricultural Practices by Smallholder Tea Farmers	Uganda	Facilitating Social Networks through FreshVeggies PGS		

So what is innovative about the PGS?



How does the PGS innovation work?



- Begins with partnerships between between farmers, consumers and intermediaries (including service providers, organic movements)
- Uses local and national knowledge (and harmonized international organic standards)
- Initial legitimacy comes from within the group, then outside recognition
- The focus is on an alternative form of certification (based on free or low-cost peer review) and farmer-led experimentation
- New local markets are created based on direct contact with consumers: farm visits, farmers' markets, internet sales and supermarkets used
- Changes seen in the rules for organic production, internal organization and the sharing of roles and responsibilities among different people within the groups

Legend:

F1 = entrepreneurial activity

F2 = knowledge creation

F3 = knowledge creation trough networks

F4 = guidance of the search

F5 = market formation

F6 = resources mobilizations

F7 = creation of legitimacy

PGS facilitates collective marketing

“putting ‘culture’ back into agriculture”

- **Farmers’ markets and Fairs**
 - **Bolivia, Colombia, India, Namibia, Philippines**
- **Box-schemes**
 - **Colombia, Namibia, Uganda**
- **Hospitality industry (restaurants, hotels, tourism)**
 - **Colombia, Namibia, Uganda**
- **Public procurement (schools, hospitals, prisons)**
 - **Bolivia, Colombia, Philippines**
- **Input markets (seeds, biofertilizers)**
 - **Bolivia, Colombia, India**

Lessons learned

- Lack of national legislation has allowed private actors time to gain legitimacy
 - But there are also legal challenges that can be brought by the use of ‘organic’ labels if PGS is not recognized at the national level (e.g., Philippines)
- Continuous capacity building is fundamental
 - Some use rotating responsibilities, others use formal training
- Cost reduction is an important motivation for developing PGS
 - But reliance on volunteers doesn’t consider the ‘time’ costs. Some PGS have begun to charge a small fee. (e.g., Namibia)
- PGS have created multiple layers of oversight
 - None of the PGS rely on self-certification alone (self-claims dilute trust)
- Smallholder inclusion in the value chain is crucial
 - Not only as producers, but also as implementers of a system (as a certifier and researcher) – increases trust
- Shifting roles and sharing responsibilities between producers, consumers, researchers, intermediaries and public officials – **reciprocity favored over solidarity**

Building on the Lessons : Researcher-Practitioner Workshop

- 23 – 25 June 2015, Bogotá, Colombia
- In collaboration with Slow Food and IFOAM



Organización de las Naciones Unidas para la Alimentación y la Agricultura

INRA SCIENCE & IMPACT

ENFOQUES INNOVACIONES
Que vinculan la producción sostenible y agroecológica con los mercados en los países en desarrollo

Taller para Practitioner e Innovators

Food and Agriculture Organization of the United Nations

policy brief

How do markets encourage the adoption of sustainable practices? The role of institutional innovations in developing countries

Introduction
Incentives and enabling measures encourage farmers to adopt sustainable agricultural practices. They include improving farmers' education and technical training, implementing strategies for reducing the costs of inputs, enacting organic farming legislation that protects product integrity, and providing financial incentives for adoption of sustainable practices. Market demand for sustainable products can also constitute a significant incentive. Improving access to such markets can provide revenue to farmers who then invest in the sustainability of their production systems, improving food security for consumers in their communities. However, increased revenues are not the only market incentive; revising the rules of the market and expanding access to markets are also powerful incentives. In this brief, FAO presents lessons learned from experiences in 15 developing countries where developments in markets have enabled farmers to transition to sustainable practices. The brief provides recommendations on what these innovative systems need to grow and prosper.

Results
In 2013–2014 FAO undertook a survey of innovative approaches that enable markets to provide incentives for the adoption of sustainable practices in developing

Key messages

- A wide range of actors in developing countries are inventing new forms of interaction and organization (called institutional innovations) to supply local markets with sustainable agricultural products.
- Participatory guarantee systems, multi-actor innovation platforms and community-supported agriculture are exciting institutional innovations that deserve attention.
- Social and institutional innovations are as essential as technological innovations in transitions to sustainable food systems, and they require policy support.
- Even when innovations are led by private actors, partnerships with public actors and civil society have an important role in creating linkages between farmers and markets.
- Autonomy, reciprocity and recognition of the diverse types of knowledge that are fostered through institutional innovations all create incentives for the adoption of sustainable practices.

23/25 JUNIO / JUNE 2015

FONDO DE CULTURA ECONÓMICA
Centro Cultural Gabriel García Márquez
Calle 11 # 5-60, Bogotá, Colombia

INSTITUTIONAL INNOVATIONS ARE NEW RULES AND FORMS OF INTERACTION. THEY HELP REDEFINE SUSTAINABLE PRACTICES FOR THE LOCAL LEVEL AND BRING TOGETHER FOOD SYSTEMS ACTORS THAT HAVE NOT TRADITIONALLY WORKED TOGETHER.



Recommendation 1

- **Promote interactive learning to create and spread knowledge**



Recommendation 2

- **Strengthen farmers' capabilities in strategic market negotiation**



Recommendation 3

- **Support communication and trust relationships between farmers, intermediaries and consumers**



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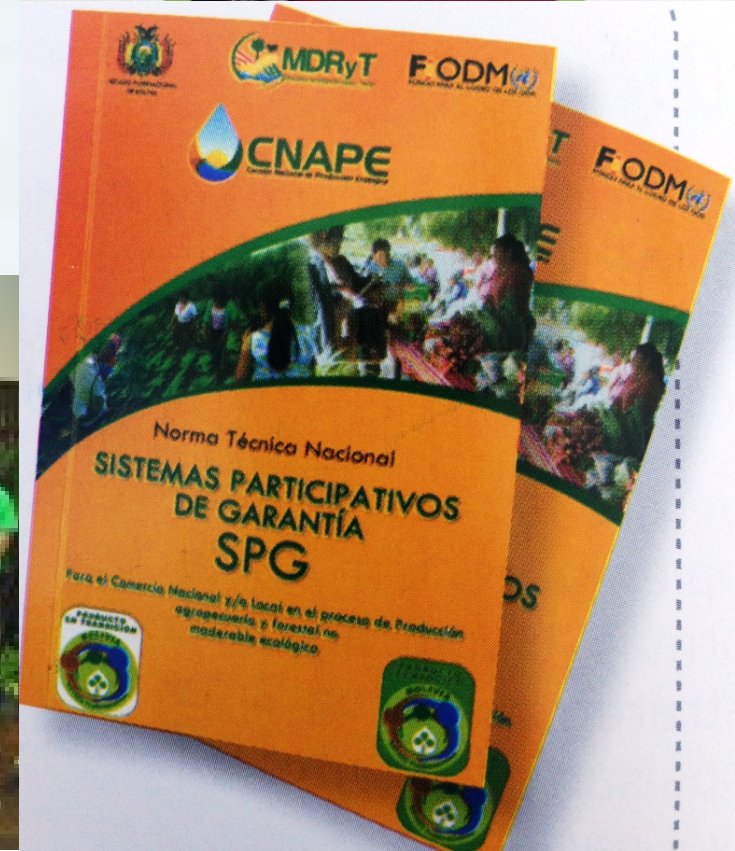
Recommendation 4

- **Improve logistics management**



Recommendation 5

- **Scale-up and legitimize innovative initiatives**





Contact:

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Workshop Report:

<http://www.fao.org/3/a-az561s.pdf>

Policy Brief:

<http://www.fao.org/3/a-i5398e.pdf>

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Global Governance for
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