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CLOSA Knowledge Product



Africa Continental Free Trade Area (AfCFTA) Agreement:

Potential Opportunities and Roles of Associations in Agriculture Sector

An Overview of the Africa Continental Free Trade Agreement (AfCFTA)

- 54 Countries have signed the Agreement including Ghana, Nigeria and Senegal
- Largest free trade area by number of member states, after the World Trade Organization
- Potential market size made up of 1.2 billion people
- An aggregate GDP of up to \$2.5 trillion

Potential Opportunities for Agriculture Sector



Boost intra-African Trade



Promote Investment in Agriculture



Improve E-commerce



Removal of Trade Barriers & Import Costs



Engender Trust Among Member States

Market opportunities for agricultural sector of about \$30 billion in key commodities such as sugar, rice, rubber, etc

Potential Roles for Agriculture Associations to Members



Raise Awareness –
enlightening members about AfCFTA opportunities



Facilitate Market Linkages –
connecting members to regional markets



Support Digital Innovations –
leveraging technology to drive product branding, marketing, etc



Capacity Building –
building members' capacity to produce market-ready goods



Increase Advocacy –
negotiating contracts with buyers, promoting inclusion of private sector actors in the policy-making process

How CLOSA Can Support Associations to Maximize the AfCFTA Opportunities



Knowledge & Resource Sharing

- Organize learning events to foster relationships and facilitate peer learning & resource sharing among CLOSA members
- Develop toolkits to support capacity building



Mentoring & Coaching

- Connect associations with private sector experts to provide coaching and mentoring on specific topics such as financial management, product development & branding, etc)
- Provide technical support for the development and/or implementation of applications to aid demand forecasting, e-commerce solutions, etc.
- Provide hands-on implementation support to associations.

About CLOSA

CLOSA seeks to increase commercial viability and financial sustainability of private sector associations in West Africa by developing a robust multi-country knowledge base on building sustainable private associations and supporting adaptive learning across multiple associations. The project, which is being implemented across three countries – Ghana, Nigeria and Senegal, focuses on three key sectors – **Agriculture, Entrepreneurship and Health sectors.**

For more information, please visit – www.hsdf.org.ng/closa

Interested in participating in the CLOSA project?

Please send an email to closa@hsdf.org.ng

References

OECD/FAO (2016), “*Agriculture in Sub-Saharan Africa: Prospects and Challenges for the next decade*”, in OECD-FAO Agriculture Outlook 2016 – 2025, OECD Publishing, Paris. (http://dx.doi.org/10.1787/agr_outlook-2016-5-en)

Ilaria Fusacchia, Jean Balié, Luca Salvatici, The AfCFTA impact on agricultural and food trade: A value-added perspective, *European Review of Agricultural Economics*, Volume 49, Issue 1, January 2022, Pages 237–284, <https://doi.org/10.1093/erae/jbab046>

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