



THE SYNERGY OF LOCAL, REGIONAL AND EXPORT TRADE IN CERTIFIED AND NON-CERTIFIED ORGANIC PRODUCTS

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Background

- Overview of Local, regional and international markets for organic products and services in Uganda:
 - a) Local markets in Uganda: Organic outlets, supermarkets e.g Uchumi and Nakumatt
 - b) Regional markets: S. Sudan and Kenya
 - c) International Markets: EU, USA, Japan, UAE



Organic Statistical Review

- Over 80% of farmers in Uganda are small holder farmers and are either practicing organic farming/traditional farming
- Over 180,000 certified organic (2008/2009); Over 200,000 (2007/2008); 15,000 (2001)
- Value of organic product exports: Over 30 million USD in 2008/2009; 22.8 Million USD in 2007/2008; \$6million (2004/05)
- Value of domestic sales: Over 700,000 USD (2008/2009)



Synergy between Local, regional and export markets in Uganda

- Organic farmers normally have more than one product – rotational crops which need to be marketed
- Not everything can be exported
- Local and regional markets are a soft target for farmers and some exporters – Non certified products
- Organic marketing structures useful at all levels



Main bottle necks

- Limited investment financing in processing infrastructure e.g fruit dryers, fruit pulping machines vis-à-vis demand.
- High cost of the organic certification process (esp. for the export market)
- Huge demand, limited supply: small holder farmers not working in groups



How to continue

- Invest in processing technologies –Gov't, Donors and exporters
- Invest in the initial certification process costs- Gov't, Donors and exporters
- Conduct research on appropriate processing technologies
- Tailor made training packages for farmers, exporters and trainers – focus on all markets



Conclusions

- For sustainable organic trade it is important to focus on the local, regional and export markets
- However, it requires investment in infrastructure, certification and training to increase synergies



THE END

Thank you

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