



# National Capacity-Building Workshop Promoting cotton by-products in Zambia

6-8 December 2017, Southern Sun Ridgeway Hotel, Lusaka, Zambia

## Report of the workshop

Prepared by  
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## Acknowledgments

UNCTAD commissioned this report as part of UN Development Account Project 1617K: "Improving the value added of cotton by-products in Eastern and Southern Africa (ESA)". The report summarises the proceedings and outcomes of the national capacity-building workshop, held on 6-8 December 2017, Southern Sun Ridgeway Hotel, Lusaka, Zambia. For more information, please visit the project site at: <http://unctad.org/en/Pages/SUC/Commodities/SUC-Project-1617K.aspx>.

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UNCTAD/SUC/MISC/2017/15

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## 1. Introduction

The United Nations Conference on Trade and Development (UNCTAD), together with the Ministry of Commerce, Trade and Industry (MCTI), held a national capacity-building workshop from 6 – 8 December 2017 in Lusaka, Zambia. This was an activity for the project “Improving the value added of cotton by-products in Eastern and Southern Africa” implemented by UNCTAD in partnership with the United Nations Economic Commission for Africa (UNECA) and Common Market for Eastern and Southern Africa (COMESA) in Tanzania, Uganda, Zambia and Zimbabwe. The main objective of the workshop was to engage cotton value chain stakeholder in the preparation of a national action plan and identification of policy proposals relevant to the development of cotton by-products in Zambia.

This report presents key discussion points and decisions that emanated from the proceedings of the workshop. To help streamline outcomes in line with the project’s objectives, the workshop was conducted in two phases: a two-day stakeholders’ workshop (6 – 7 December) and a one-day policy workshop (8 December). *List of all workshop participants is in the appendix.* The two workshops were further divided into sessions organized around specific themes. Therefore, this report is presented in line with each session.

## 2. Opening session: stakeholders workshop

The workshop was officially opened by the acting Permanent Secretary and Director of Industry at the Ministry of Commerce, Trade and Industry (MCTI), Mr. John Mulongoti. In his brief remarks, he stated the following:

- i. Cotton is an important sector in Zambia because of the potential that exists to develop a fully-fledged downstream industry with an array of by-products. This has implications for improving conditions of key cotton value chain actors and generating much needed employment opportunities.
- ii. He encouraged all stakeholders to participate fully as their input was critical to coming up with a country-specific action plan and policy proposals for cotton by-products development in Zambia.

To set the stage for workshop deliberations, Mr. Kris Terauds of UNCTAD introduced the project to participants and highlighted the expected outcomes of the workshop. Participants were informed that the project’s objective was to strengthen capacity of beneficiary countries to assess the economic viability of the development of cotton by-products and formulate evidence-based policies that promote value addition activities. The project started in March 2016 and is expected to undertake the following activities—in each beneficiary country—when completed in December 2019:

- Conduct a survey and prepare country-specific case studies
- Organize two-day stakeholders workshop
- Organize one-day policy workshop
- Organize study tour for cotton value chain stakeholders
- Provide advisory services for cotton value addition policies
- Work with investment institutions to develop cotton by-product investment profiles
- Organize a regional workshop for project countries share lessons and best practices
- Prepare a synthesis report of the surveys, workshops and other activities in the project countries to present at the regional workshop

The expected outcomes (deliverables) of the workshop were:

- Participants’ feedback on survey findings
- Recommendations of initiatives to increase cotton production
- Preparation of a draft national action plan
- Identification of policy proposals

## 3. Cotton and its by-products in Zambia

### 3.1 Presentation of survey results

Mr. Stephen Kabwe of the Indaba Agricultural Policy Research Institute (IAPRI), hired as a national consultant, undertook the survey on the status of cotton by-products in Zambia. The following are the key findings and recommendations from the survey:

- i. Cotton stalks by-products have not been developed in Zambia. Two main challenges were highlighted for the lack of development of these products: (a) the Cotton Act regulation that requires farmers to uproot and destroy the stalks after harvesting seed cotton and (b) a lack of appropriate technology to develop by-products from cotton stalks.

- ii. Other than stockfeed for ruminants and edible oils, development of other downstream products from cottonseed (e.g., stockfeed for non-ruminants, fertilizer, margarine, soap and absorbent cotton) is minimal. The challenges that have impeded the development of these by-products include: (a) low production and productivity of seed cotton in Zambia, which affects quantity of feedstock required for downstream products in the cotton value chain; (b) a lack of appropriate technology that can be taken up by potential downstream entrepreneurs, and; (c) a lack of incentives on the policy front to promote cotton by-products development.
- iii. Two main recommendations were imminent from the survey presentation. First, there is still need for a concerted effort by all actors in the cotton value chain to advocate and promote improvements in cotton production and productivity. Second, the downstream industries for cotton by-products would benefit from policy instruments that would address a number of issues that have impeded their development.

## 3.2 Feedback on survey findings (Deliverable 1)

Feedback on survey findings (first deliverable of the workshop) was done in two stages. First, four discussants—identified prior to the workshop—each reacted to the survey report. Second, a moderated discussion involving all workshop participants was facilitated after the four discussants had reacted to the presentation.

### 3.2.1 *Discussants' feedback*

The discussants were Mrs. Bertha Miyanda (Zambia Cotton Ginners Association), Dr. Aubrey Chibumba (Crushers and Edible Oil Refiners Association), Mr. Joseph Nkole (Cotton Association of Zambia) and Mr. West Chitah (former Director, Cotton Development Trust). All the discussants agreed that the survey provided a good analysis of the current status and prospects for the development of cotton by-products in Zambia. The discussants highlighted the following issues relevant to a thorough assessment of the status of cotton by-products development in Zambia:

- i. High taxes by both the Zambia Revenue Authority (ZRA) and district councils make it hard to diversify to other value added products, as these taxes are levied at every stage of the value chain.
- ii. Although the survey was commissioned to assess the current status and potential of cotton by-products, i.e. not lint, the discussants felt that the study would have been more complete if the textile industry in Zambia was discussed, from its success under the command economy prior to 1991, followed by its collapse since 1991 and its current development prospects.
- iii. While local ginners are required to abide by standards set by the Zambia Bureau of Standards (ZABS) for cottonseed oil production, cheap imported oils, such as palm oil, are not subjected to these same standards. This disparity in the application of standards makes locally produced cottonseed oil more expensive and has potential to diminish the competitiveness of local cottonseed oil producers.
- iv. The Zambian government has not put in place a policy framework based on the infant industry argument that would encourage investment in downstream industries of the cotton value chain.
- v. The inadequate provision of extension services undermines the production and productivity of seed cotton.

### 3.2.2 *Open discussion feedback*

Workshop participants provided the following feedback to the survey report:

- i. The low productivity associated with cotton in Zambia could be attributed to low quality seed (open pollinated varieties) planted by cotton producers. As part of its mandate, the Cotton Development Trust (CDT) has developed hybrids over time, but uptake of these new varieties by ginners has not been widespread.
- ii. The report needs to clarify that the crushing capacity for oil in Zambia is 300,000 metric tons, while the refining capacity is 800,000 metric tons. This capacity is not for cottonseed oil only, but all oilseeds.
- iii. Value Added Tax (VAT) is levied on cottonseed oil, while other oilseeds are not taxed, making it hard for cotton to compete.
- iv. Cotton waste or short fibers are being used in Zambia, albeit at a smaller scale, to make medical cotton wool products and furniture.
- v. Future prospects of cotton value addition should also focus on the uptake of technology for removing the gossypol enzyme from cottonseed cake, allowing it to be used in feed for non-ruminant animals, such as poultry, pigs and fish.
- vi. The farmer-owned ginnery in Mumbwa district is a model of cotton value addition that receives widespread attention in Zambia and could be replicated in other cotton producing regions of the country.

## 4. Increasing seed cotton production in Zambia

### 4.1 Expert presentation

The session on increasing seed cotton production in Zambia began with a presentation by Mr. Wolfgang Bertenbreiter, Director of the Competitive African Cotton Initiative (COMPACI) programme. In his initial remarks, he submitted that efforts to increase seed cotton production in Zambia should not only focus on increasing yields, but also on reducing input costs. He further stated that because both ginners and farmers are price takers in cotton markets, increasing seed cotton production is the best pathway to improved benefits for these actors. The key points from his presentation were:

- i. Seed cotton production has continued to decline in Africa due to: (a) weak extension services; (b) use of inferior inputs for cotton production; (c) an unfavorable economic environment; (d) negative impacts of climate change, and; (e) a weak policy framework.
- ii. The way forward to increase seed cotton production should include: (a) establishing a centralized extension service system coordinated by the public sector, with support from the private sector; (b) a shift to an improved input system as a result of research, introduction of new seed varieties and the revision of the pesticide regulatory framework; (c) efforts aimed at making the economic environment more favorable, such as strengthened contracts, the establishment of a price stabilization fund and improved data gathering and information systems; (d) developing management practices and cotton breeds that are resilient to climate change, and; (e) strengthening the policy framework to improve extension, research, input provision and marketing.

### 4.2 Recommendations on initiatives to increase cotton production (Deliverable 2)

Based on the open discussion after the expert presentation, participants made the following recommendations on initiatives to increase seed cotton production in Zambia:

- i. Increase funding to the Seed Control and Certification Institute (SCCI) to improve its capacity to inspect cottonseed production fields.
- ii. Revise the Cotton Act to ensure that seed production is not limited to ginners, as the case is at the moment.
- iii. Adopt a consensus price setting mechanism to be implemented by ginners.
- iv. National breeders should take into account the interests of all parties involved in seed cotton production, i.e. both farmers and ginners.
- v. Increase funding for extension services to improve, among other indicators, the ratio of extension workers to farmers.
- vi. Rebrand cotton production in order to attract potential producers, by emphasizing the economic benefits that can be derived from the cotton value chain.

## 5. Identification of an oversight committee

The first day of the stakeholders' workshop ended with the task of proposing a multi-stakeholder oversight committee, whose mandate would be to oversee implementation of the national action plan for cotton by-products development. Building on an existing committee of stakeholders that has been overseeing the development of a strategic plan for the cotton sector, participants proposed the following organizations as members of the cotton by-products oversight committee:

1. Citizens Economic Empowerment Commission (CEEC)
2. Cotton Association of Zambia (CAZ)
3. Cotton Board of Zambia (CAZ)
4. Cotton Development Trust (CDT)
5. Crushers and Edible Oils Refiners Association (CEORA)
6. Dairy Association of Zambia (DAZ)
7. Indaba Agricultural Policy Research Institute (IAPRI)
8. Ministry of Agriculture (MoA)
9. Ministry of Commerce, Trade and Industry (MCTI)
10. Mumbwa Farmers Ginning and Pressing Company (MFGPC)
11. University of Zambia (UNZA)
12. Zambia Association of Manufacturers (ZAM)

13. Zambia Cotton Ginners Association (ZCGA)
14. Zambia Development Agency (ZDA)

## 6. Priority cotton by-products activities for development

### 6.1 Expert presentation

The expert presentation for this session was by Dr. Sundramoorthy Chandrasekaran of the Central Institute for Research on Cotton Technology (CIRCOT) in India. Dr. Chandrasekaran informed workshop participants that India had made significant strides towards increasing cotton value addition with a number of by-products, derived mainly from cottonseed and stalks. Using the Indian case study, the expert's main highlights were as follows:

- i. Cottonseed contains an enzyme, gossypol, which inhibits digestion in non-ruminant animals, such as pigs, poultry and fish. As a result, untreated cottonseed cake is only suitable as an ingredient in feed for ruminants, such as cattle and goats. CIRCOT has developed a microbial process to remove gossypol from cottonseed cake, extending its market to the non-ruminants feed sector. Small-scale de-gossypol units are in commercial production in India and CIRCOT is trialing large-scale units.
- ii. Cottonseed linters have been used to develop a number of absorbent cotton products.
- iii. Cotton stalks are used in the construction industry, e.g. particle board, production of renewable sources of energy, e.g. briquettes and pellets, as well as in making compost and growing mushrooms.

### 6.2 Open discussion

In reaction to the expert presentation on cotton by-products development in India, participants discussed a number of issues as a way forward for cotton by-products development in Zambia. Participants:

- i. Proposed that use of cotton stalks as feedstock in particle board and power generation plants should not be pursued in Zambia, because the country does not produce enough stalks to sustain these large-scale product lines.
- ii. Reiterated the need to promote cotton hybrids to improve cotton productivity and production, as well as prospects for a robust downstream industry – hybrids represent 95% of India's cotton production.
- iii. Submitted that if feed is to be produced from hulls, their nutritional value should be critically examined.
- iv. Agreed that if chipping of stalks at farm level, i.e. to feed into the pelleting and briquetting industries, is to be done in Zambia, the geographic area (radius) required to obtain a minimum of 300 hectares of cotton stalks would likely be further than in the Indian example, which uses a radius of 50 kilometers. The resulting transportation cost implications in Zambia would need to be examined.
- v. Expressed interest to participate in the annual training offered in India on ginning and utilization of cotton by-products.
- vi. Proposed that ZDA should link development banks and incubators to initiatives to develop technologies for cotton by-products.
- vii. Submitted that oil crushers should consider applying degossypolization technology to cottonseed cake.
- viii. Proposed that ginners' waste could be used for production of absorbent cotton. However, participants had their doubts about the willingness of ginners to cooperate and support this initiative.
- ix. Proposed that the Ministry of Agriculture should undertake a pest impact assessment on the commercial or industrial utilization of cotton stalks.
- x. Recommended that a survey on briquettes should be carried out to assess consumer perception of the product as a source of energy.
- xi. Proposed the following as potential users for cotton stalk-based briquettes: breweries, schools and hospitals.
- xii. Discussed the requirements needed to attract investment that would reach commercial levels in the briquetting and pelleting industries.
- xiii. Questioned the feasibility of compost making from cotton stalks, since water is not readily available in rural areas.
- xiv. Proposed that the market for mushrooms needs to be identified and value addition options, such as drying, should be explored.

## 7. National action plan to develop cotton by-products (Deliverable 3)

Drafting of the national action plan for cotton by-products development in Zambia was the third deliverable and the final session of the stakeholders' workshop. Participants drafted the plan based on the following elements: (a) initiatives to be developed; (b) requirements for detailed strategies of proposed initiatives, and; (c) expected benefits of proposed initiatives.

### 7.1 Initiatives to be developed

The plan includes two concrete initiatives:

- i. Apply new absorbent cotton technologies and develop a new industry to produce sanitary pads for girls and women (Initiative 1).
- ii. Develop a new value chain for cotton stalks (Initiative 2).

#### 7.1.1 *Initiative 1: absorbent cotton and sanitary pads*

Participants justified the first initiative on the following basis:

- i. Absorbent cotton is widely used in Zambia, but is generally imported. By developing industry that produces absorbent cotton, Zambia would supply these products to domestic and regional markets and thereby foster economic development, for example through job creation in associated industries.
- ii. Lack of readily available and affordable sanitary pads has important economic side effects. Girls miss a number of days at school every month and a number of women are hampered in their daily activities. Developing an industry to produce sanitary pads will generate welfare gains for girls and women who cannot afford imported sanitary pads.

Participants recommended that absorbent technology from India should be applied to existing operations, such as Premier Coop Society and Ermine Enterprises, both based in Lusaka. Further, they recommended that technologies should be imported (from India) to create a local and regional value chain for sanitary pads for girls and women.

#### 7.1.2 *Initiative 2: a new cotton stalks value chain*

Participants justified the second initiative based on the fact that stalks are the main cotton by-products at farm level. Therefore, utilizing these stalks would directly benefit cotton producers. However, there are currently no commercial applications for cotton stalks in Zambia and hence the need to adopt best practices from other countries where processing of cotton stalks into final products has been commercialized.

Based on examples from India, participants recommended that the Zambian government import prototypes of the machines necessary to pilot a supply chain to convert cotton stalks into products such as pellets and briquettes for heating. In addition, technologies for mushroom and compost making using cotton stalks could also be adopted from India. Participants agreed that lessons from the pilot phase could then inform the design and implementation of a national value chain for cotton stalks.

### 7.2 Requirements for detailed strategies

The workshop proposed that the detailed strategies for the two initiatives should address the following requirements:

1. Business case
2. Finances
3. Marketing
4. Feedstock, including cotton stalks and other sources of biomass
5. Technology, including its importation, adaptation to the Zambian context and appropriation for domestic fabrication
6. Infrastructure, including transportation and storage
7. Standardization
8. Capacity building
9. Safety



### 7.3 Expected benefits

Participants highlighted the following benefits that would accrue to key stakeholders as a consequence of the development of cotton by-products:

- i. Farmers: reduction in cost of energy, additional income, reduction in pest and disease due to timely harvest, better management of soil fertility and structure improvement (crop rotation).
- ii. Private sector: new business opportunities, technology transfer, enhanced capacity and competitiveness.
- iii. Government: industrialization, diversification, economic growth, job and wealth creation and reduced environmental degradation, especially from deforestation.

## 8. Opening session: policy workshop

The policy workshop started with a repeat presentation by Mr. Stephen Kabwe of the background paper on the current status of cotton by-products development in Zambia. In addition, Mr. Kabwe presented the draft national action plan, developed during the stakeholders' workshop, to guide discussions for the day.

After these presentations, participants submitted a number of proposals, most of which stemmed from the policy gaps identified during the preceding stakeholders' workshop. The proposals included:

- i. Revising the Cotton Act to include regulations that would prevent ginners from claiming ownership of cotton stalks, as part of the contracted crop, as they do with all parts of seed cotton.
- ii. Establishing a price stabilization fund to arrest fluctuations in production exacerbated by price volatility.
- iii. Imposition of a quota on lint exports to support the growth of the domestic textile industry, similar to Zimbabwe's policy, which only allows a maximum of 70% of lint produced to be exported.
- iv. Increasing government's involvement in the regulation of the cotton sector.
- v. Increasing government's involvement in providing cotton-specific extension services.
- vi. Increasing funding to CDT to enhance research on seed quality and standards of other inputs.
- vii. Establishing a center of excellence to help develop the cotton value chain.
- viii. Incorporating seed companies in the production and distribution of planting seed, to curtail the current monopoly enjoyed by ginners.
- ix. Improving systems that would regularly monitor the efficacy of pesticides and insecticides in cotton production.
- x. Encouraging investment in value added activities for cotton by-products.
- xi. Encouraging domestic production of good quality fabric and clothing in order to compete with imported products.

## 9. Remarks from policy makers

As a prelude to the discussion on policy proposals, Mr. Shadreck Mungalaba, Director of Cooperatives, MCTI, delivered his remarks on cotton by-products development. In general, he emphasized the need for policy and an effective implementation strategy to support the proposed initiatives in the draft national action plan. On the specifics, Mr. Mungalaba stated that his department:

- i. Encourages formation of cooperatives that have active members and are determined to produce and add value to their commodities.
- ii. Treats cooperatives as independent entities.
- iii. Supports a sustainable operational model for cooperatives.

From the open discussion that followed the Director's remarks, some additional proposals and concerns emerged:

- i. In addition to government's support for a suitable cooperatives model, more incentives should be availed to micro, small and medium enterprises (MSMEs) interested in cotton by-products development.
- ii. Revise trade and industrial policy to provide more incentives to widen the participation of citizens and the cooperative movement in downstream industries, other than primary agricultural production.
- iii. Establishment of farmer-owned ginneries should be encouraged and supported, with the Mumbwa Farmers Ginning and Pressing Company as a model.
- iv. Establishment of a center of excellence for cotton value addition.

- v. Implementation of reservation schemes regulations under the CEEC Act has not had its desired effect because local businesses have been unable to match the quality offered by foreign firms.<sup>1</sup> Participants submitted that the lessons learned during the initial phase of implementing reservation schemes regulations by the CEEC (i.e. the need to address the inferior quality of domestically produced products) should be taken into consideration as the project on cotton by-products develops a detailed national action plan.

## 10. Gap analysis

Before participants reached consensus on the policy proposals to support the draft national action plan, a moderated discussion was facilitated to identify gaps in existing policies. Other than the Cotton Act, participants argued that no actual policies exist to support cotton by-products development. Therefore, the meeting agreed that best approach to achieve the desired outcome of cotton by-products development is by strengthening the current Cotton Act.

However, there was consensus among participants that the regulation that requires farmers to uproot and destroy plants would not jeopardize development of by-products from cotton stalks. Farm level collection of cotton stalks to feed into the two proposed industries (briquetting and pelleting) would still be within the law. Nevertheless, participants advised the project implementers to engage other relevant authorities to ensure that the law is being correctly interpreted.

Other issues that emerged from the discussion on the gaps in the policy space were as follows:

- i. Lack of policies that offer incentives and benefits to the private sector.
- ii. Lack of a long-term plan or strategy in the cotton sector.
- iii. Existing policies (e.g. National Agriculture Policy) are very general and favor traditional export commodities, such as copper, as well as staple crops, such as maize, over other crops and commodities.
- iv. Lack of awareness in the farming community about existing policies.
- v. Lack of emphasis on research and development.
- vi. No tax incentives for MSMEs.
- vii. Efforts to develop cotton by-products should ensure that training is offered to farmers and interested parties.
- viii. Due to the fact that cotton is seasonal (and hence stalks would only be available four months in a year), it is critical that perennial crops are identified to supplement availability of feedstock for the briquetting or pelleting industries.

## 11. Policy proposals for cotton by-products development (Deliverable 4)

Participants agreed on the following policy proposals to support the draft national action plan for the development of the two cotton by-products initiatives identified:

- i. Promotion of an import substitution trade policy framework that prioritizes local content (i.e. "Buy Zambia").
- ii. Coherent treatment of the cotton value chain by doing the following: (a) reviewing the Cotton Act; (b) strengthening the mandate of CBZ, and; (c) strengthening the cotton value chains committee of ZAM.
- iii. An advocacy and awareness campaign about Zambian cotton and its by-products.
- iv. Creating centers of excellence for the cotton value chain.

## 12. Closing session

Participants were informed that UNCTAD will draft the detailed national action plan and policy proposals, for submission in January 2018 to the Permanent Secretary of Commerce, Trade and Industry for her validation.

After all deliberations, the Director of Cooperatives (MCTI) closed the workshop after thanking participants and organizers for a successful workshop.

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<sup>1</sup> To encourage more participation of Zambians in public procurement, the regulations stipulate that the area of business within the poultry and domestic haulage sectors or sub-sectors should be reserved for targeted citizens, citizen-influenced, citizen-empowered and citizen-owned companies.

## Annex: Programme of the workshop

### *Stakeholder workshop (6-7 December 2017)*

#### *Day 1*

8:00-8:45 Registration of participants

8:45-10:30 Opening session

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Chairperson: Dr. Watson Mwale, Executive Secretary, Zambia Seed Trade Association and former Chairman, Cotton Board of Zambia

Opening statement: Mr. John A. Mulongoti, Acting Permanent Secretary and Director of Industry, Ministry of Commerce, Trade and Industry

Introduction to the project: Mr. Kris Terauds, Economic Affairs Officer, UNCTAD

10:30-10:45 Coffee break

10:45-12:30 Session 1: Presentation of survey results

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Chairperson: Dr. Watson Mwale, Executive Secretary, Zambia Seed Trade Association

Survey results: Mr. Stephen Kabwe (author)

Discussant: Ms. Bertha Miyanda, Executive Secretary, Zambia Cotton Ginners Association

Discussant: Dr. Aubrey Chibumba, Consultant, Crushers and Edible Oil Refiners Association

Discussant: Mr. Joseph Nkole, National Coordinator, Cotton Association of Zambia

Discussant: Mr. West Chitah, Consultant and former Director, Cotton Development Trust

Moderated discussion

12:30-14:00 Group photo, followed by lunch

14:00-15:30 Session 2: Increasing seed cotton production in Zambia

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Chairperson: Mr. Dafulin Kaonga, Executive Director, Cotton Board of Zambia

Expert presentation: Mr. Wolfgang Bertenbreiter, Project Director, Competitive African Cotton Initiative (COMPACI)

Discussion, agreement of recommendations

*Deliverable*

15:30-15:45 Coffee break

15:45-16:30 Session 3: Identification of an oversight committee

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Chairperson: Mr. Nyambe Kwalombota, Senior Cotton Inspector, Cotton Board of Zambia

*Deliverable*

## Day 2

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8:45-10:30	Session 4: Priority cotton by-products activities for development
	Facilitator: Mr. Mukula Makasa, Director of Enterprise Development, Zambia Development Agency
	Expert presentation: Dr. Sundramoorthy Chandrasekaran, Central Institute for Research on Cotton Technology (CIRCOT), India
	Discussion of priority activities
10:30-10:45	Coffee break
10:45-12:30	Session 5: Priority cotton by-products activities for development (continued)
	Facilitator: Mr. Mukula Makasa, Director of Enterprise Development, Zambia Development Agency
	Expert Q&A: Dr. Sundramoorthy Chandrasekaran, Central Institute for Research on Cotton Technology (CIRCOT), India
	Agreement of priority activities
	<i>Deliverable</i>
12:30-14:00	Lunch
14:00-15:30	Session 6: Strategies for developing priority cotton by-product activities
	Facilitator: Mr. Mukula Makasa, Director of Enterprise Development, Zambia Development Agency
	Priority products (from session 5)
	<i>Deliverable</i>
15:30-15:45	Coffee break
15:45-17:15	Session 7: National action plan to develop cotton by-products
	Chairperson: Mr. Stephen Kabwe, Research Associate, Indaba Agricultural Policy Research Institute
	Agreement on draft national action plan <sup>2</sup>
	<i>Deliverable</i>
17:15-17:30	Closing session
	Chairperson: Mr. Dafulin Kaonga, Executive Director, Cotton Board of Zambia
	Adoption of deliverables

## Policy workshop (8 December 2017)

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8:45-10:30	Opening session
	Chairperson: Dr. Watson Mwale, Executive Secretary, Zambia Seed Trade Association
	Opening remarks: Mr. Shadreck Mungalaba, Director of Cooperatives, Ministry of Commerce, Trade and Industry
	Survey results and
	Draft national action plan: Mr. Stephen Kabwe, Research Associate, Indaba Agricultural Policy Research Institute
10:30-10:45	Coffee break

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<sup>2</sup> Including both recommendations to increase seed cotton production (Session 2) and strategies for developing priority cotton by-product activities (Session 5).

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10:45-12:30 Session 1: Gap analysis and best practices

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Facilitator: Dr. Chewe Nkonde, Lecturer, Department of Agricultural Economics and Extension, University of Zambia

Seed cotton production

Cotton by-products value addition

12:30-14:00 Lunch

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14:00-16:00 Session 2: Policy proposals

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Chairperson: Mr. Merson Mukelebai, Director NAIS, Ministry of Agriculture

Seed cotton production

Cotton by-products value addition

*Deliverable*

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16:00-16:15 Closing session

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Chairperson and closing: Mr. Shadreck Mungalaba, Director of Cooperatives, Ministry of Commerce, Trade and Industry

Adoption of deliverables

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### *Contacts*

General information on the project, including the project document, background materials and activity reports, can be found at the project site:

<http://unctad.org/en/Pages/SUC/Commodities/SUC-Project-1617K.aspx>

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## Appendix: List of participants

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2	Edward Maembe	Frontline Consultants
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4	Mwanza Blessing	NWK Agro Services
5	Mulongoti John	MCTI
6	Bertha Miyanda	Zambia Cotton Ginners Association
7	Prekeria Mawere	Ministry of Commerce, Trade and Industry
8	Lungu Isaac	MCTI
10	Wolfgang Bertenbreiter	GIZ-Compaci
11	Lwisya Silwimba	Cotton Dev. Trust
12	Banda Christine	Cotton Associates
13	Nyambe Kwalombota	CBZ
14	Yu Harris	Ludi Investment
15	Mweetwa .C	CAZ
16	Daniel Maseko	Grasix Cotton
17	Namukolo Mukutu	Mumbwa Farmers Ginning Company
18	Sydney Saka	Global Industries Limited
20	Watson Mwale	Zasta
21	Peter Manda	Vuna
22	Sarabjeet Singu	ETG-Parrogate
23	Dafulin Kaonga	Cotton Board of Zambia
24	R. Baslak	Grafax Cotton of Zambia
25	Sunduzwayo Banda	Cotton Board of Zambia
26	M. Muyunda	Gart
27	Sinkala George	Africa Watch News
28	Tembo.W	MCTI
29	Aubrey Chibumba	CODORA
30	Belita Chabala	MCTI
31	Mukula Makasa	ZDA
32	Kaunda Kapepala	MOA
33	Masauso Phiri	ZNBC
34	Kelly Njombo	Zambia Daily Mail
35	Kelvin M. Phiri	ZNBC Radio 2

#	Name	Institution
36	Gift Inambao	ZNBC TV
37	Mumba Amos	MCTI
38	Duma Zondwayo	ZAM
39	Ng'onga Misumbi	University of Zambia
40	Chipego Zulu	ZAM
41	Mung'ambata Ken	Ludy Investments
42	Collins Nkatiko	Conservation Farming Unit
43	Luyando Hamusonde	MCTI
44	Petan Hamazakaza	Zari
45	Reuben Chomba	ZNBC
46	West.K.Chitah	Consultant
47	Chisenga Lufungulo	ZDA
48	Sandra Nga'ambi	MCTI
49	Joseph Nkole	CAZ
50	Hellen Zulu	Times of Zambia
51	Masialeti Mulozi	MOA
52	Elijah Munyowo	D.A.Z
53	Gladys Banda	MCTI
54	Miyoba Chocha	Mumbwa Farmers
55	Malumo Nama	Dept. of Agriculture
56	David Nkhoma	MCTI
57	Buumba Chimbula	Daily Nation
58	Hilda S Namwila	Ministry of Commerce
59	Charity K. Banda	Ministry of Commerce
60	Hans Yamba	Ministry of Commerce
61	Helen Masiye	CEEC
62	Lewis Chimfwembe	Zambia Association of Manufacturers
63	Mike Chivumo	Ministry of Commerce - Planning and Information Department
64	Namubebo M Akaombaetwa	Ministry of Commerce - Industry Department
65	Ndawambi Daka	Ministry of Commerce, Trade and Industry
66	Shadreck Mungalaba	Ministry of Commerce