



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

**“The project allows us to improve the quality of the products we fish, and how to have added-value to improve the revenues of the fishermen. It also ensures the food safety of all consumers.”**

Kassoum Kone, Vice President, Federation of Artisanal Fisheries Actors in Cote d’Ivoire

## Facilitating market access for artisanal fisheries in West Africa

UNIDO, in collaboration with the Standards and Trade Development Facility (STDF), implemented a project with the overall objective of facilitating access to domestic, regional and international markets for artisanal fishery products from Cote d’Ivoire, Guinea, Mauritania and Senegal. SPS capacity-building, value chain development, improving knowledge and skills on good practices on food safety and quality, and the transfer of technology contributed to the project’s objective.

### UNIDO’S APPROACH

The fisheries sector in West Africa plays a key role in the region’s economic development and trade. UNIDO supported a coordinated regional approach, in addition to planned interventions, which promoted cross-learning (South-South and North-South) on the challenges of complying with SPS measures. The varying levels of development in the fisheries sector in each country meant that the project’s focus was on local, regional and international market (the EU in particular) access. The approach also promoted good practice, learning and training through the entire value chain. The project was underpinned by a gender approach, highlighting the different needs of men and women in the fisheries sector, and women’s empowerment. In West Africa, 80% of fish and seafood are sold by women. An innovative approach, based on collaboration with public and private stakeholders, increased value chain actors’ awareness of the need and steps to comply with export requirements and SPS measures.

### IMPACT

The project’s overall goal was to increase market access of products from artisanal fisheries in the target countries. The strengthening of skills and capacities of local authorities was achieved through training on HACCP measures and accreditation requests to the ISO 17020 standard. The improved technical capacities of private sector actors was achieved through targeted training, designed to have a

maximum positive impact on the entire value chain in each national context. In total, 1010 people from the public and private sector participated in these training courses across each of the four countries. In Guinea, the Téminetaye smoking site was renovated, and 246 people from different trades, including fishmongers, women smokers, and female representatives of cooperatives were trained. These activities enabled the transfer of technology both in terms of individual capacity and equipment. In addition to the Téminetaye centre, another smoking centre with 24 ovens was developed. In Cote d’Ivoire, awareness of the importance of the cold chain in the fisheries value chain has been improved, by training carpenters to construct isothermic boxes for storage and conservation. New export contracts have been signed, illustrating the identification of new partnerships and investments. This was possible through a study tour to Italy where more than 100 business meetings took place, with 14 representatives of West African companies participating. The project

was proactive in its gender approach, resulting in women’s increased access to training and support for women’s cooperatives. In the 4 countries, more than 63% of the training participants were women.

### WAY FORWARD

The project aroused great interest in the West African artisanal fisheries sector. Project stakeholders are continuing to replicate and scale-up the project interventions and activities at the regional level for maximum impact. This will involve the development of adapted strategies to increase the access and spread of technologies such as the isothermic boxes and improved ovens. The support of financial institutions to continue the development of products, which are suitable for the fisheries sector is another way forward. Stakeholders should also build on the discussions had during the study tour for future collaboration and partnerships.

### AT A GLANCE

<b>Project title</b>	<b>Assistance technique sur les normes SPS et la chaîne de valeur pour faciliter l’accès aux marchés internationaux aux pêcheurs artisans de l’Afrique de l’Ouest</b>
<b>Thematic area</b>	Advancing Economic Competitiveness
<b>Donor</b>	Standards and Trade Development Facility (STDF)
<b>Project counterpart</b>	Cote d’Ivoire, Guinée, Mauritanie, Sénégal
<b>Budget</b>	\$1,200,000
<b>Duration</b>	April 2014 – June 2018