

SMALL FARMERS CONSTRAINS TO EXPORT TO THE EU										
COUNTRIES	INFRASTRUCTURE	FINANCES	ADMINISTRATION PROCEDURES	POLICY	ORGANIZATION	QUALITY	CAPACITY	PRODUCTION CAPACITY	DEMAND	OTHER CONSTRAINS
Burkina Faso	lack of infrastructure: roads, irrigation, transport	difficulty to get credits to produce food			Lack of organization at the level of cooperatives or farmers groups.	lack of quality standards	lack of capacity to understand and master export procedures	production in small quantities; unable to ensure regular quantities	too high for the capacity of farmers	
Cameroon	Lack of transport, bad roads, lack of banks, difficulties to get credit. Difficulties with administrative procedures	Lack of financial resources, difficulty to access credits	multiple taxes to pay, gains go to pay taxes	no policy for financing development of mechanized farming		for cocoa good quality product	Difficulty to evacuate the production to main towns.	low production	high demand	
Cote d'Ivoire					problem of organization in cooperatives		Small farmers sell their products on the field to companies that process and exports the products and get the main benefit.			Foreign companies form a kind of monopoly in important export sectors like cocoa and banana.

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DR Congo	Country lacking all kinds of infrastructures needed to develop agriculture and production.			lack of real agricultural policy				at certain periods there is not enough production.	When there is great demand there is not enough production	There is not enough production. Competition is high. It's really a paradox
Ghana			Local bureaucratic procedures frustrate the small producers.	EU accepts only the best raw materials at the lowest prices.		EU accepts only the best raw materials at the lowest prices.				EU regulations make it difficult the export of processed goods that will bring more income. The international market determines the prices of goods from the developing countries.

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Kenya	Lack of infrastructures (roads to rural areas; credits; irrigation systems; markets)	Most small farmers are women without property and they have great difficulty to get credits	Bureaucracy and closed market scenarios			The packaging, the quality control, the sanitary and phytosanitary (SPS) standards for vegetables, fish and flowers are too high.				The use of DDT to eliminate malaria makes it difficult to comply with the SPS standards for vegetables and cut flowers exporters.
Madagascar	Lack of financial institutions (banks) in the bush and countryside.	nearly impossible for small farmers to get credit.				Quality of products valid for the local market but not for export.	Lack of knowledge of export procedures.	The quantity of products produced remains at the level of samples		In general, intermediaries earn more than the producers themselves
Malawi						Certification is a problem.	small farmers don't have resources, nor capacity to export products on their own.	unable to produce enough quantities for the international market		

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Uganda	Lack of infrastructures: Transport, roads, inputs, preservation of the food, banks, etc. High cost of transport.	small farmers experience problems of taxation and other export expenses.	poor transport, ignorance, lack of capacity	poor government policy on agriculture.			poor quality products not accepted on the European market. General inefficiency	Delays in the dispatch of products and not regular production.	Great demand, but the prices remain low.	
Zambia	Lack of infrastructure: funding, credits, irrigation, electricity, mechanization, transport, trading boards. High cost of transport and freight are a barrier for the small farmers to export to the EU.		Government bureaucracy is a hindrance to small farmers.				Small farmers do not have the necessary equipment to farm on a large scale and lack capacity to meet the very strict EU regulations, norms and conditions (SPS standards, delays, exports documents). Small farmers have no knowledge of how the international markets work. They have no financial capacity and no linkages to these markets.	Small farmers produce only in small quantities.		