



CFS High Level Forum on Connecting Smallholders to Markets



Smallholders, Markets and Food Security: Towards a New Deal

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Structure of the presentation



- Smallholders family farmers
- Fully part of the monetary and market economy
- Consequences for policies

Family
Social Unit

Holding
Economic Unit

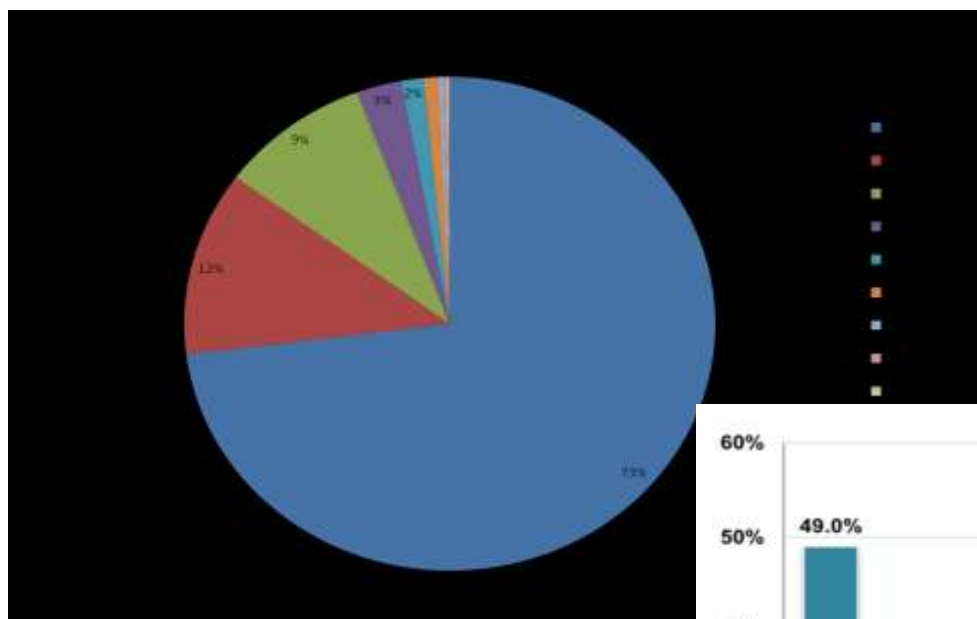


Social
needs

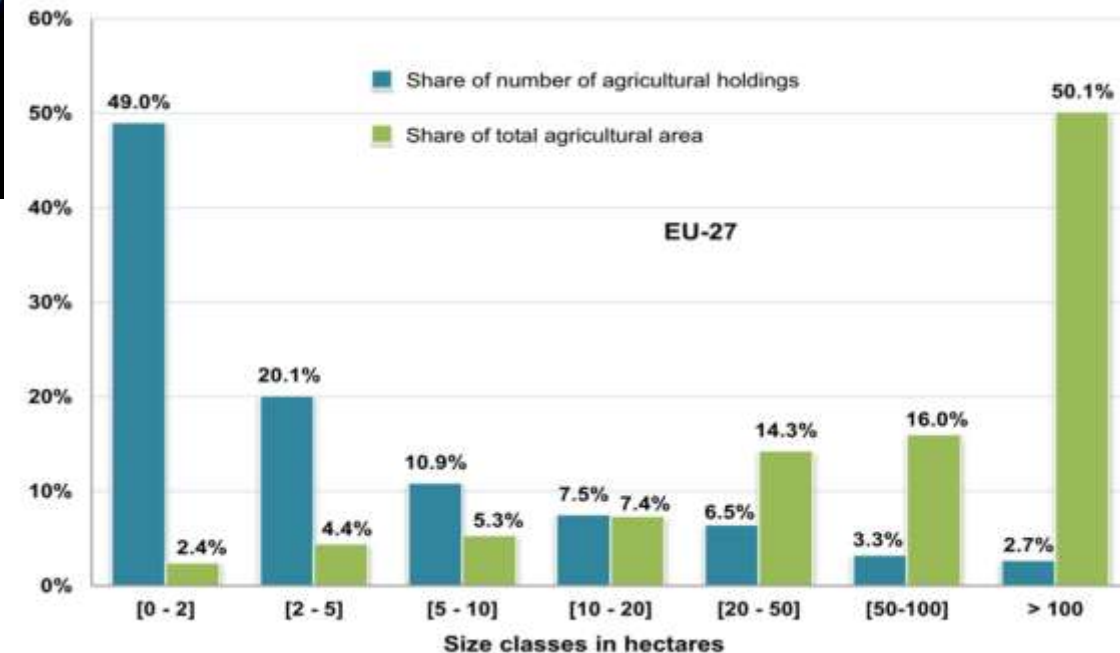
Labor and
Investments

Smallholders are family farmers

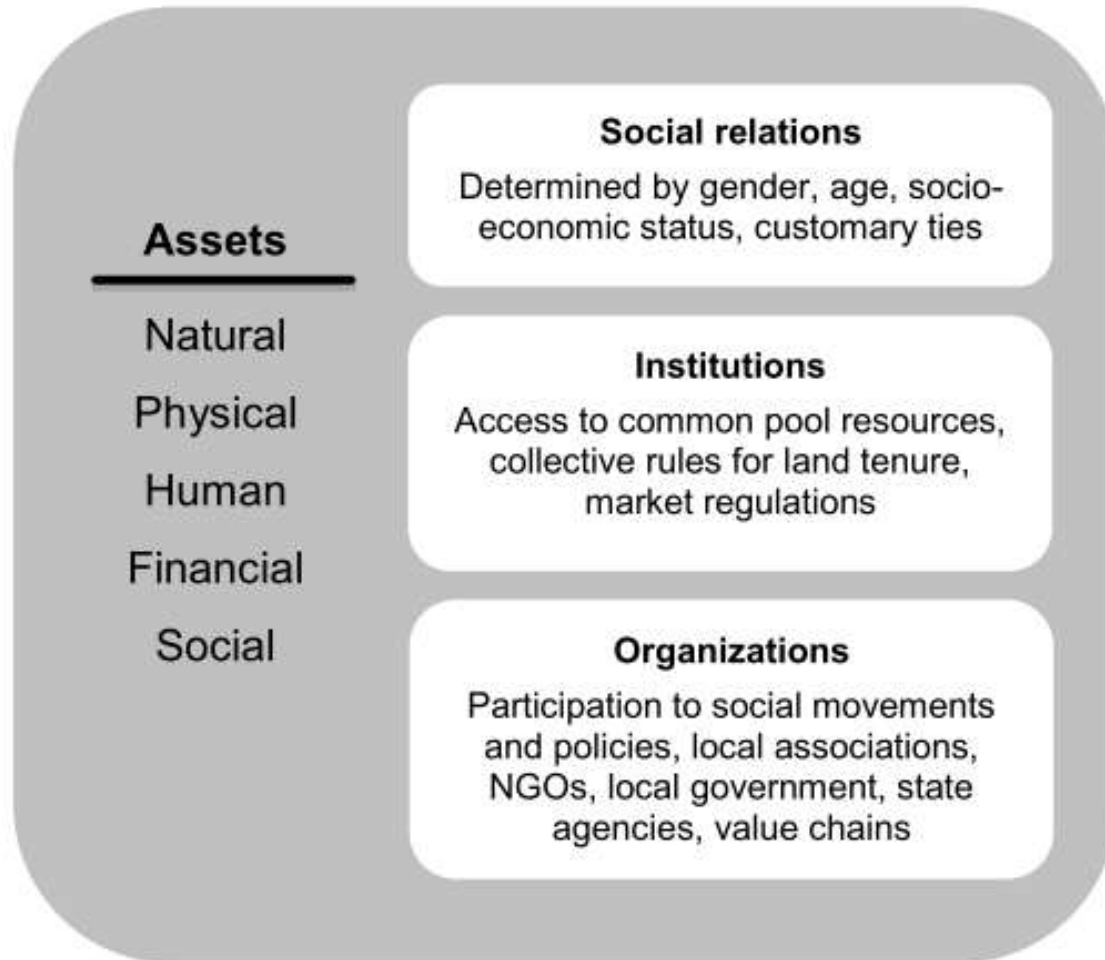
World Overview: 85% of holdings farm less than 2 ha



In EU: 80% farm less than 10 ha !

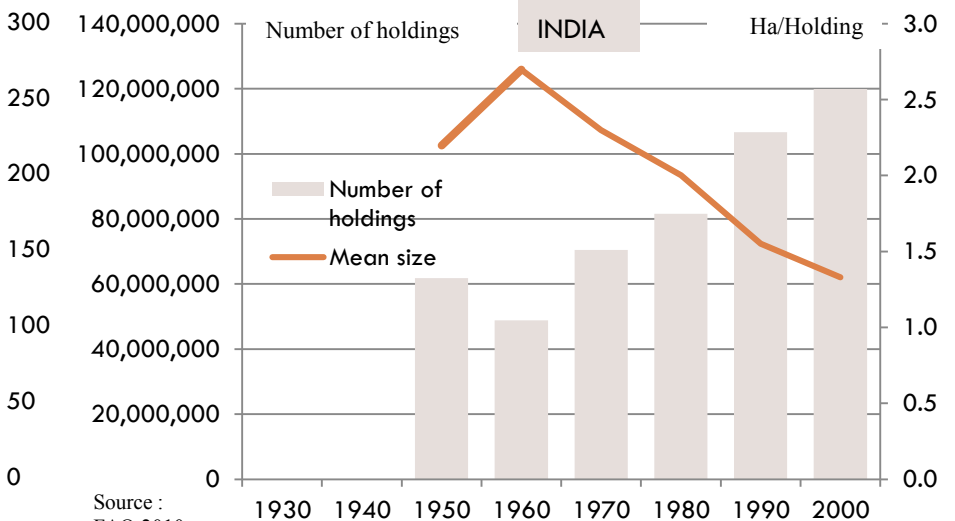
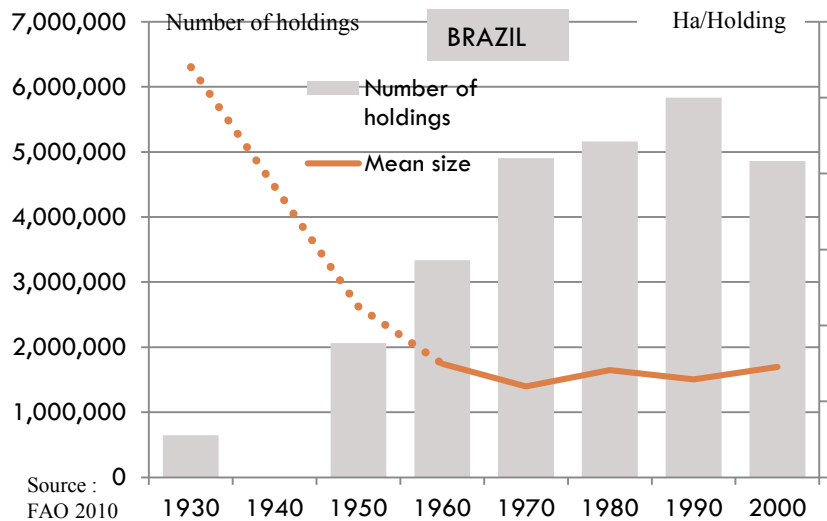
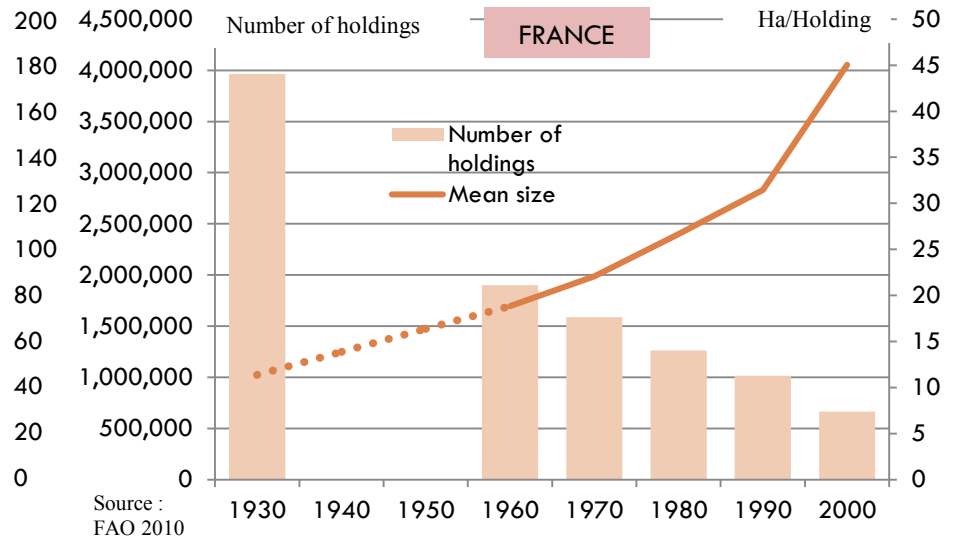
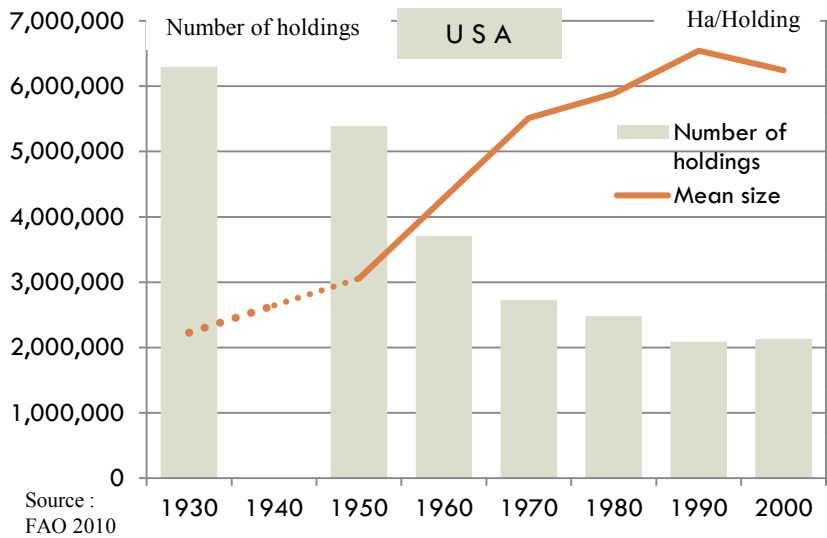


Size, but also Capabilities, Institutions....



Current assets result from past investments

Diverse transformation pathways



Self provision of food: challenging current representations



Economic diversification in rural territories



Employment and
Diversification of income sources



SH are fully part of the Market economy

- **Smallholder farmers are not subsistence farmers**
- Smallholder farmers are completely part of the market economy through:
 - ▣ Their products (supplying markets)
 - ▣ Their domestic needs
 - ▣ Land contracts
 - ▣ Their labor force, consumption goods
- Considering the different types of markets [not exclusive]
 - ▣ Local
 - ▣ National and regional
 - ▣ International (bulk and niche)
- **The prevailing conditions for market integration are generally poor and they face a risky market environment**

What future for smallholders family agricultures?

- Their future is to be part of future agricultural transformations (and not excluded)
- Transformation process is neither natural nor determined
- **Transformations are oriented and shaped by policies that define :**
 - ▣ Types,
 - ▣ Levels (individual, collective, public, private), and
 - ▣ The nature of **investments**

What policies? For which smallholders? For which markets?

- Smallholders family farmers have a strategic role in achieving World Food and Nutrition Security
 - ▣ Beyond agriculture: health, poverty alleviation, public security and political stability
 - ▣ Policy that bring security in all domains
 - ▣ Changes in collective representations needed (WDR 2015)

- National political wills for specific strategies and dedicated means: towards national « New Deals » negotiated with farmers organisations

- Domestic markets should be the engine of future growth and development of small scale agriculture

Improving living conditions: investing to develop and secure human capital

Health and nutrition, including self provision of food, education, safe water, renewable energy, sanitation, social protection (HLPE 2012)



Changing views and representations on self provision of food



- Safety net (de Janvry)
- Reduce monetary expenses
- Increase diversity and quality of nutrition of the family
- Technical transfer
- A base for market inclusion

A priority: Local markets, national and sub regional



Coordination of investments to increase market efficiency

- ❑ **Infrastructures (different levels of governance and stakeholders)**
- ❑ **Improve markets agents efficiency**
- ❑ **A liberal market economy but regulated (Adam Smith)**



Coordinated investments in improving technical and economic conditions

Increasing productivity



Small food businesses to add value on farms



Collective Action and Organisations

- Economic rationale
- Negotiated policies
- Social and collective infrastructures spillovers



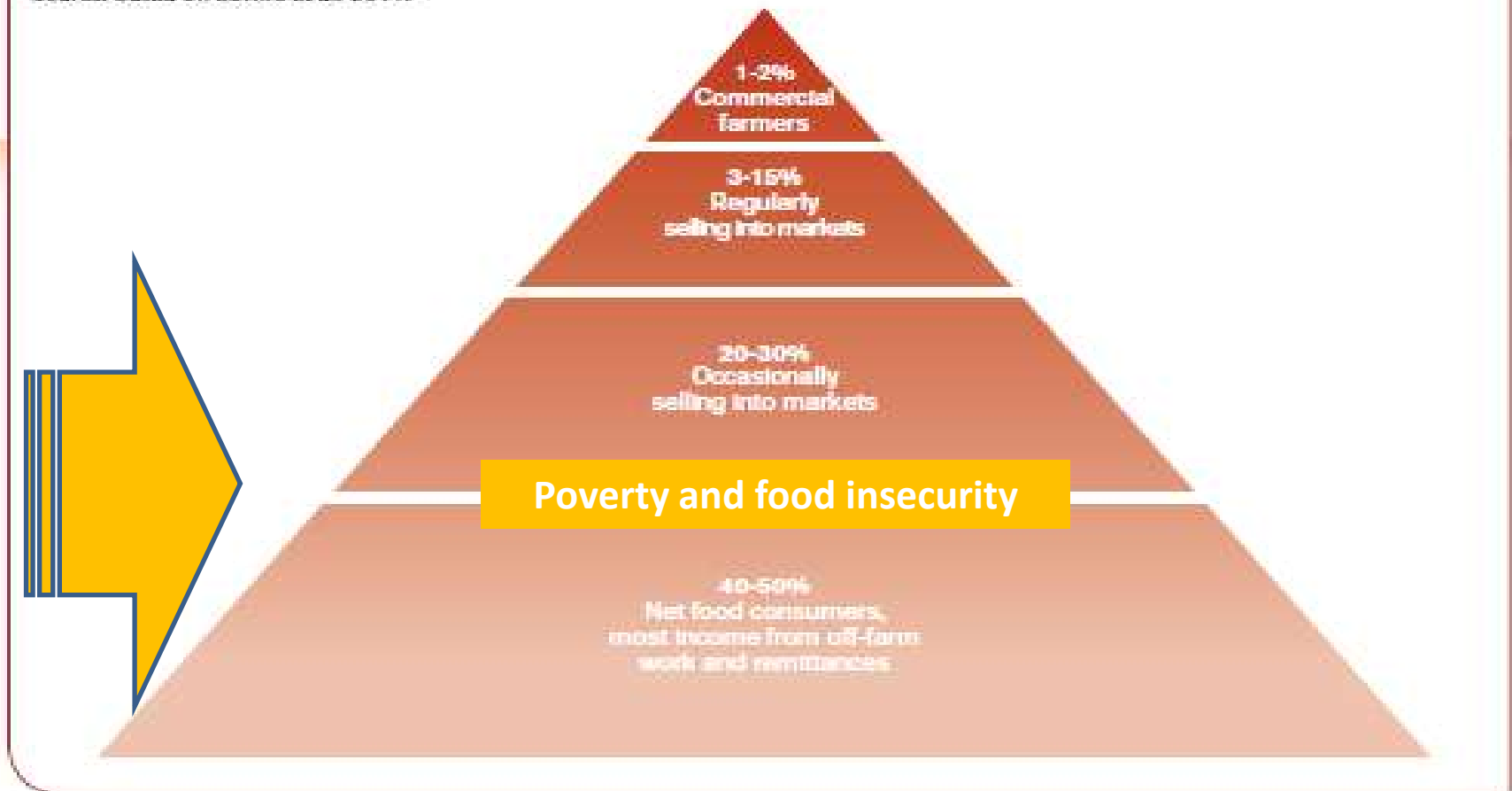
- Two challenges
 - ▣ Complementarity between levels of organisation and governance
 - ▣ Resolving access to services and participation to social movement I

Where to invest public support if food and nutrition security is the target?

Where would the impact of investments be maximum in terms of growth & inclusion?

Figure 2.2 Which small producers are trading in markets?

Source: based on Seville et al. 2011.



Source: Vorley and al., (2012) based on Seville 2011)

Lacking data ...

- Better characterise smallholders beyond the size criteria
- Better characterise food non-food markets, urban food sheds, their functioning, the constraints of the different agents and the current and future place of smallholders with specific attention to value added
- Use these information to build with governments and rural and farmers' organisations national strategies with pilot countries

...ways forward for CFS

- Engage in policy dialog with governments willing to implement a « New Deal » with their smallholders based on CFS recommendations
- Implement « New Deals », document these experiences in order to draw lessons for upscaling
- Organise debate within CFS to derive operational recommendations to include other countries into the dynamic



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Merci pour votre attention !

