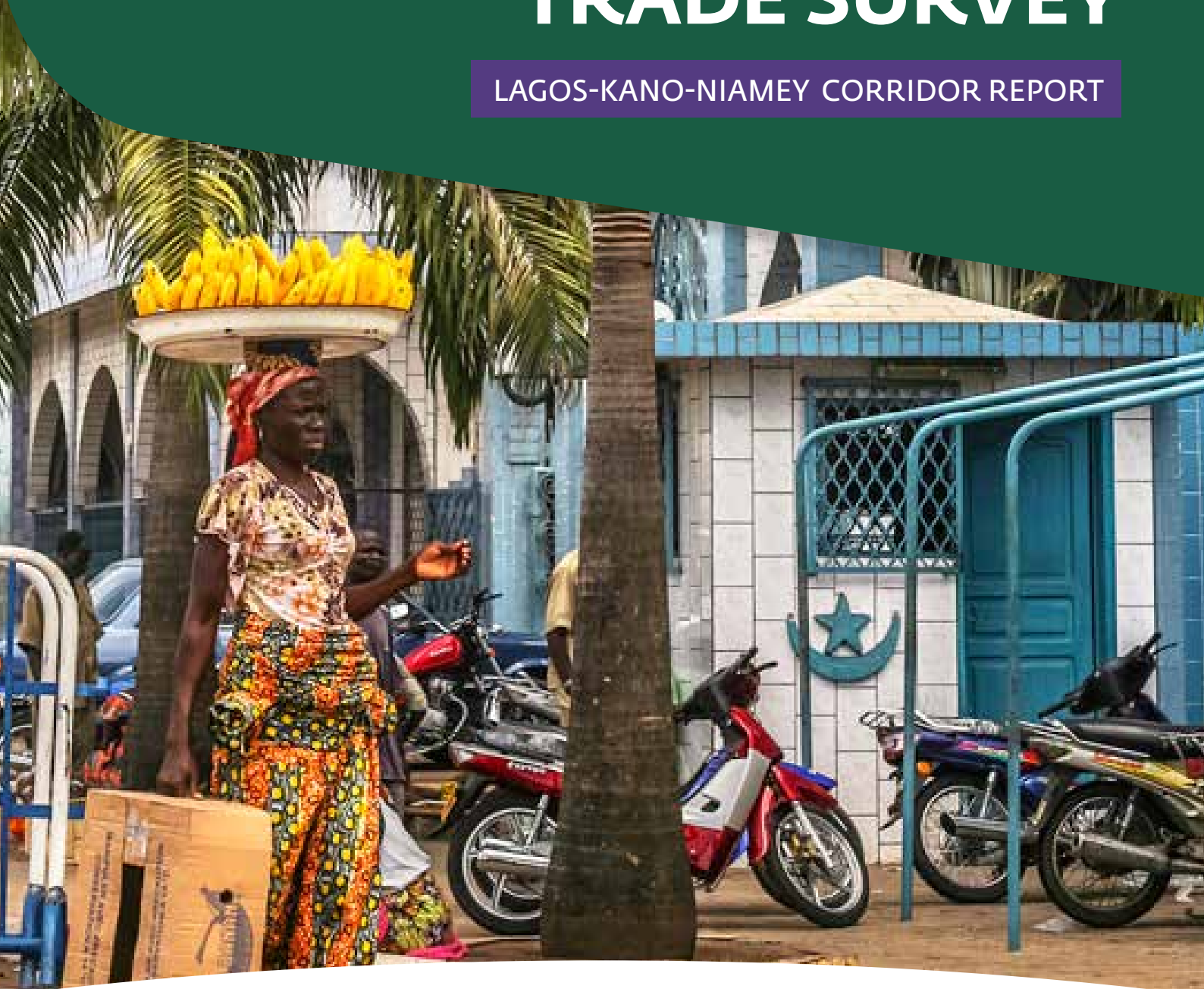


SMALL-SCALE CROSS-BORDER TRADE SURVEY

LAGOS-KANO-NIAMEY CORRIDOR REPORT



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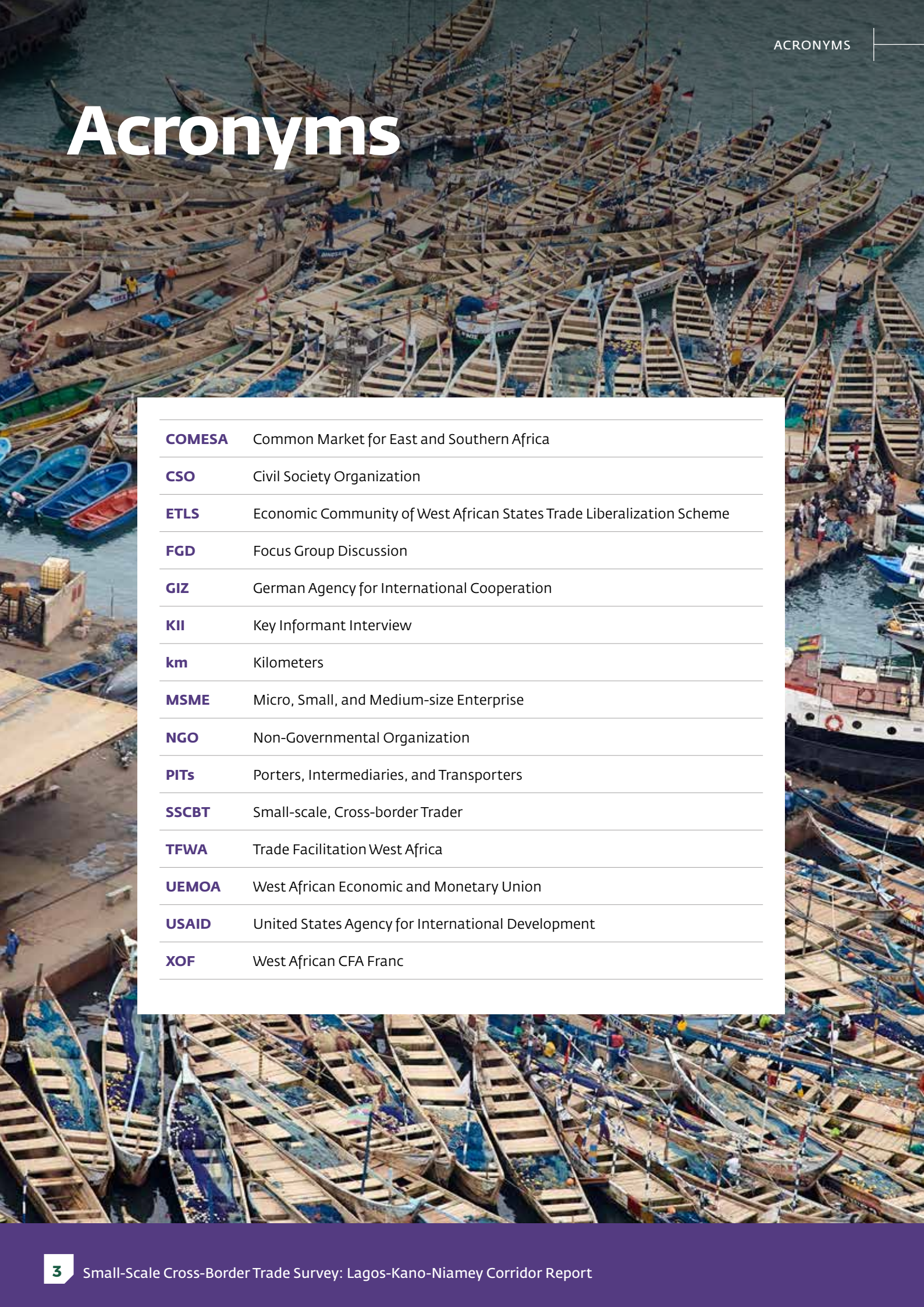
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Note: The XOF to USD exchange rate used was obtained on 10 July, 2020 using XE Currency Conversion. A rate of 581.246 XOF = 1 USD is used in the tables and figures throughout this report

Acronyms



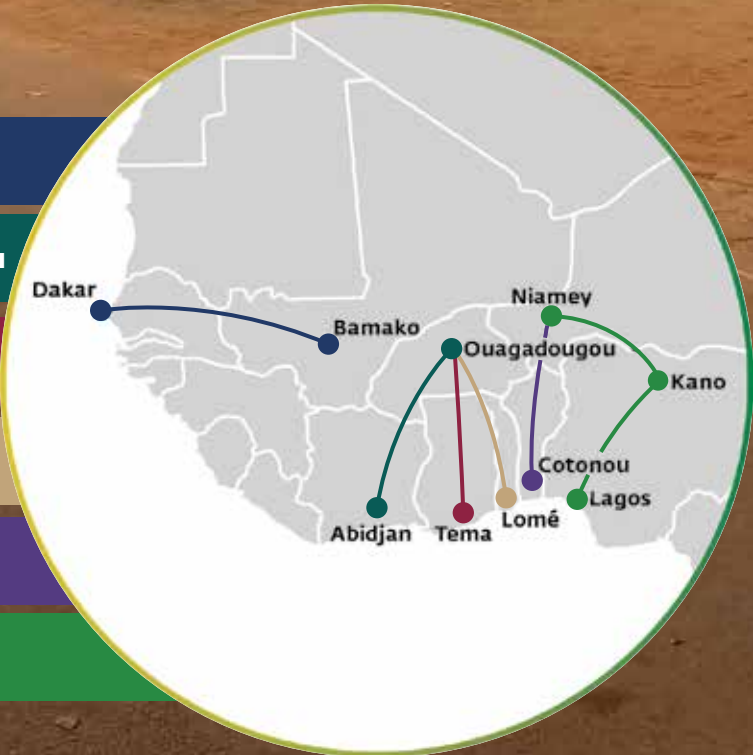
COMESA	Common Market for East and Southern Africa
CSO	Civil Society Organization
ETLS	Economic Community of West African States Trade Liberalization Scheme
FGD	Focus Group Discussion
GIZ	German Agency for International Cooperation
KII	Key Informant Interview
km	Kilometers
MSME	Micro, Small, and Medium-size Enterprise
NGO	Non-Governmental Organization
PITs	Porters, Intermediaries, and Transporters
SSCBT	Small-scale, Cross-border Trader
TFWA	Trade Facilitation West Africa
UEMOA	West African Economic and Monetary Union
USAID	United States Agency for International Development
XOF	West African CFA Franc

Color Key

TFWA Program Corridors



- Dakar-Bamako**
- Abidjan-Ouagadougou**
- Tema-Ouagadougou**
- Lomé-Ouagadougou**
- Cotonou-Niamey**
- Lagos-Kano-Niamey**



Executive Summary

The Trade Facilitation West Africa (TFWA) Program aims to facilitate the free, efficient movement of goods in and beyond the region by reducing the times and costs borne by private traders and by strengthening regional trading networks' ability to take advantage of those improvements.¹ Key areas for support under the program include developing and implementing trade facilitation measures, easing the movement of goods along selected corridors, and reducing barriers for small traders, with an emphasis on women.

As part of the steps to prepare for program implementation, the World Bank Group commissioned six field surveys of small-scale cross-border traders along the TFWA's priority corridors: Abidjan-Ouagadougou (Côte d'Ivoire– Burkina Faso), Tema-Ouagadougou (Ghana–Burkina Faso), Lagos–Kano–Niamey (Nigeria–Niger), Cotonou–Niamey (Benin–Niger), Dakar–Bamako (Senegal–Mali), and Lomé–Ouagadougou (Togo–Burkina Faso). In particular, the research aims to explore the:

- Situation of small-scale traders and impediments to their activities at border crossings.
- Treatment of women traders at border posts and gender-specific constraints they face.
- Institutional framework and support for small-scale border operators.

Data have been collected through surveys, key informant interviews (KIIs) and focus group discussions (FGDs). The surveys targeted three groups of respondents: traders; porters, intermediaries, and transporters; and border officials from customs, police, immigration, and phytosanitary services. Moreover, the survey teams conducted KIIs with officials from ministries and border agencies (customs, immigration, police, phytosanitary, and ministries of trade) as well as with representatives of financial institutions, traders associations, market organizations, civil society organizations, and women's organizations.

In addition, FGDs were conducted with men and women cross-border traders as well as border officials. Women constituted only 9 percent of the respondents in this corridor (48 out of 519), all of which were traders (women accounted for 14 percent of all traders surveyed). This is the smallest proportion of women among all the trade corridors studied by the TFWA Program.

Lagos–Kano–Niamey Traders and Their Views

Along the Lagos–Kano–Niamey trade corridor, 302 traders, including 41 women traders, were surveyed at four market sites. This share of women traders is markedly lower than that observed in other corridors that were surveyed and might reflect cultural factors that discourage women from engaging in trading activities. Thirty-three of the 41 women were surveyed at the market in Jibia. The most frequently offered goods are grains, beans, textiles and apparel, nuts, cooking oil, wheat flour, and nuts. The trading activity along the Lagos–Kano–Niamey corridor is the main source of income for only a quarter of the respondents, with women showing substantially lower income dependence (12 percent) than men (28 percent). The median value of consignments is larger for men than for women, as the latter tend to trade smaller consignments.

There is considerable variation in traders' incomes; 26 percent reported monthly incomes of more than \$500, and 20 percent made less than \$50 per month. The few women traders in the sample are prominently represented in the higher income brackets, which reflects a different income pattern compared with the other surveyed trade corridors. The vast majority of the traders serving the Lagos–Kano–Niamey border markets buy their goods from wholesalers (79 percent) or retailers (8 percent).

¹ The TFWA Program is managed by the World Bank Group and the German Agency for International Cooperation with strategic oversight and guidance provided by the Economic Community of West African States (ECOWAS) Commission and supported by the West African Economic and Monetary Union (UEMOA).

Unlike many other corridors, small-scale cross-border trade on the Lagos–Kano–Niamey corridor is dominated by men operators. Even in the one market with a substantial number of women traders, Jibia, the majority of the traders (70 percent) are men. Women traders can be found among all types of traders. However, their share is relatively high among traders of consumer durables who transport their goods by car, bus, or truck.

More than 25 percent of all traders are registered business owners; the remainder are informal operators or not sure about the status of their activity. Men are more than twice as likely to have formally registered their business (28 percent for men, 12 percent for women).

Many small-scale traders in the trade corridor have an unfavorable impression of the infrastructure in the border markets. Almost 40 percent judge the infrastructure facilities to be inadequate, and 7 percent of these respondents assess them as being very inadequate. The amenities that are viewed most critically are the drainage system, parking areas, and toilets.

Likewise, many of the small-scale traders have negative perceptions of the quality of the infrastructure at the border between Nigeria and Niger, and their assessments are even harsher than those of the market infrastructure. The quality of the pedestrian lane, toilets, and border offices top the list of grievances.

The assessment of border clearance procedures shows a mixed picture. Half of the respondents rated border clearance as being complex, whereas 45 percent perceived border clearance as being simple. The majority of the traders (80 percent) claim to have no or limited awareness of the trade rules, regulations, and procedures at the border. The level of knowledge of border clearance processes is similar for men and women.

More than 75 percent of the small-scale traders pay border clearance fees, notably at customs, but also at other agencies (for example, immigration and phytosanitary control). The share of women who reported having been asked at least sometimes to make facilitation payments is markedly higher than the corresponding share of men.

Lack of safety and security is a concern for a quarter of the traders on the Lagos–Kano–Niamey corridor. About 44 percent of the respondents reported that they have witnessed verbal or physical harassment at least once over the past six months. Customs and immigration officers are most frequently cited as the perpetrators. Moreover, 23 percent of the traders have heard of a case of sexual harassment over the past six months, and 17 percent claimed that they have been subjected to such inappropriate advances. Women experience cases of sexual harassment more frequently than men do.

About 37 percent of all the respondents are members of an association of traders, with membership being more prevalent among men (40 percent) than women (20 percent).

Most of the small-scale traders (51 percent) are self-financed and rely on their accumulated savings to fund their operations. Some others borrow from friends or neighbors (17 percent) or operate on supplier credit (8 percent). Only a relatively small minority take out loans from a commercial bank.

When asked about their priorities for improvements to the border environment, traders in the Lagos–Kano–Niamey corridor listed access to finance, improved safety, and simplified procedures as their main demands. For women traders, safety concerns and better sanitary facilities feature more prominently among the priorities than for their male colleagues.

Porters, Intermediaries, and Transporters

A total of 170 individuals, all men, who serve the markets of Jibia (83 respondents) and Maradi (87 respondents) as porters, intermediaries, and transporters completed the survey. More than 75 percent of the transporters ship food products. Porters carry a more diverse mix of food, durables, and production inputs. Forty percent of the transport service providers ship goods from just one owner, and the remainder carry goods for several traders on the same trip.

More than half of the service providers (56 percent) find the border clearance procedures to be complex or very complex. Theft of goods is a problem for the majority of the service providers.

On improvements to the infrastructure in the border area, the trade service providers see better toilet and sanitary facilities as the top priority, with 18 percent of the respondents mentioning this issue. Moreover, the trade and transport service providers frequently mentioned new market stalls, better parking for cars, and better lighting as highly desirable infrastructure developments.

Border Officials

Forty-seven individuals (including seven women) from customs, police, immigration, and phytosanitary officials responded to the survey, participating on the Nigeria and Niger sides of the border. The educational attainment of these border officials is substantially higher than that of the traders and service providers.

Border officials agreed with traders and service providers in the view that there are major infrastructure deficits at the Lagos–Kano–Niamey border. No less than 60 percent of the border officials perceived lighting and rain protection as being inadequate or very inadequate. Moreover, more than half of all the officials judged water drainage, fire hydrants, and pedestrian lanes as being inadequate.

The officials are relatively familiar with instances of abuse and harassment, but cases of sexual harassment are much less known to them. About 45 percent of the border officials are aware of cases of insults or physical violence at the border. Yet only one official reported knowing about a case of sexual harassment.

On facilitation payments, about 45 percent of the officials had witnessed bribe-taking over the past six months. More than a third of the officials justified facilitation payments. At the same time, 40 percent of the officials noted that such payments were not acceptable and illegal.

When asked about their suggestions for activities that the TFWA could usefully support to foster small-scale cross-border trade, the border officials mentioned simplification of customs and immigration procedures at the top of their list of priorities. Other items that were put forward include measures that relate to safety infrastructure and capacity building. Improvements to market infrastructure and access to finance were also mentioned, but somewhat less frequently.

Recommendations

Based on the findings of the survey-based reports, seven main recommendations are proposed for consideration under the TFWA Program:

1. **Easing procedures and requirements:** Traders—particularly women traders—and PITs are generally unsatisfied with procedures and requirements for border clearance. Thus TFWA could implement measures that help simplify, streamline, and/or decentralize procedures and requirements, as well as create incentives for more systematic application of regional provisions. Attention could be given to options for a simplified regime for small traders, such as measures to reduce documentation requirements on smaller consignments, streamline procedures, and reduce the times and costs of trade.
2. **Increasing transparency and raising awareness:** TFWA should emphasize measures that increase transparency at the border (for example, by clearly displaying regulations and procedures) and strengthen capacity and awareness among border and market users (for example, through training, dissemination

campaigns, and other awareness-raising efforts). The establishment of help desks, mandated to inform traders of the rules and regulations and assist with clearance procedures, should be considered in close coordination with civil society organizations and relevant associations—including those representing women traders. Easy-to-follow guides designed for mobile phones could also be considered.

3. **Improving behaviour:** The survey results were contrasting on sensitive issues such as corruption and harassment, including sexual harassment. TFWA should implement measures that can improve behavior and promote better relationships between traders, PITs, and border officials, such as joint workshops, campaigns, townhall meetings, and ad hoc training, including on the gender ramifications of trade facilitation and specific challenges that affect women traders. Systems allowing traders and PITs to safely report abuse could be devised. The participation of trusted organizations, especially civil society organizations—including those representing women—should be encouraged. Moreover, TFWA should consider measures to increase the number and share of women in the staff of border agencies. Organizations—including those representing women—should be encouraged. Moreover, the TFWA should consider measures to increase the number and proportion of women staff in the ranks of border agencies.
4. **Upgrading infrastructure and enhancing overall security:** These issues can be grouped into three categories: insufficient infrastructure, resulting in safety and security concerns at the border; the condition of roads, which impedes movement; and the condition of markets. Relatively quick and cheap infrastructure interventions—such as the introduction of surveillance cameras and solar-powered lighting facilities, systems to report problems, and designation of night patrol guards—could be discussed with stakeholders as further priorities.
5. **Supporting transporters and intermediaries:** Intermediaries and transporters play important roles at the surveyed sites. A broader lesson is to pay more attention to the features and functions of PITs to better understand the roles they play at the survey locations and the challenges they face, which TFWA could then try to address. TFWA could also explore the role of women in this group, including barriers preventing their increased participation.
6. **Facilitating access to markets, information, and finance.** Supporting financial inclusion of traders and enhancing their financial literacy is a top priority—especially for women traders who face particular challenges in accessing these resources. Given that access to finance requires a comprehensive approach, TFWA will have to work with other initiatives to improve financial inclusion and access to finance in the region, while also offering punctual support. Examples could include running an information campaign on existing financial products or supporting access to market information in close coordination with local associations and nongovernmental organizations.
7. **Collecting systematic data collection on small-scale cross-border traders (SSCTs).** Detailed, relevant, organized data on SSCBTs in West Africa are not available. Thus TFWA should consider establishing a data collection system on these traders. The data should be disaggregated by sex to the extent possible. Lack of data is an obstacle to efficient, effective policy making on a phenomenon that affects large segments of the region's poorest populations, and one that has a potentially significant role to play in the region's development.



01

INTRODUCTION

The Trade Facilitation West Africa (TFWA) Program is an initiative driven by multiple development partners to improve trade facilitation in West Africa. Its objective is to improve the free and efficient movement of goods in the region and internationally by reducing the time and cost of trade borne by the private sector in West Africa,¹ and by strengthening regional trading networks' ability to take advantage of these improvements. The five-year program started in September 2018. It is managed by the World Bank Group and the German Agency for International Cooperation (GIZ)—the program's implementing partners—with strategic oversight and guidance provided by a Steering Committee, chaired by the Economic Community of West African States (ECOWAS) Commission and supported by the West African Economic and Monetary Union (UEMOA) Commission as deputy chair. Key areas for support under the program include the following: (i) to ensure that trade facilitation measures are improved and more efficiently implemented; (ii) to improve the movement of goods along selected corridors; and (iii) to reduce the barriers for small-scale traders, with an emphasis on improving conditions for women traders.

As part of the preparatory steps for program implementation, the World Bank Group commissioned a field survey on small-scale cross-border traders, including women traders, along the six TFWA priority corridors: Abidjan–Ouagadougou (Côte d'Ivoire–Burkina Faso), Tema–Ouagadougou (Ghana–Burkina Faso), Lagos–Kano–Niamey (Nigeria–Niger), Cotonou–Niamey (Benin–Niger), Dakar–Bamako (Senegal–Mali), and Lomé–Ouagadougou (Togo–Burkina Faso). (Annex B provides further information on the Lagos–Kano–Niamey corridor and the surveyed locations.) The activity is intended to generate empirical evidence to help address the main trade facilitation challenges affecting small-scale traders, especially women. In particular, the research aims to explore (i) the situation of small-scale traders and any impediments to their activities at border crossings, (ii) the treatment of women traders at border posts and any gender-specific constraints they face, and (iii) the institutional framework and support that exist for small-scale border operators. The outcomes of the regional field survey will inform the activities of the TFWA Program. This report presents the findings from the survey on the Lagos–Kano–Niamey corridor.

A summary of the main characteristics of the respondents along the Lagos–Kano–Niamey corridor is presented in table 1. The table also reports corresponding data for the other five corridors in West Africa that were surveyed, so that comparisons across the locations are possible. It turns out that on the Lagos–Kano–Niamey corridor, women accounted for a very small share of the respondents (14 percent). Moreover, the corridor stands out as the one where traders travel the shortest distance from where they bought goods to where they sell them. And there are relatively few young traders (younger than age 35) in the sample.

¹ As of the time of reporting, the European Union, the U.S. Agency for International Development, the Netherlands, and Germany have already provided financial contributions.

Table 1. Key Characteristics of the Respondents and Comparison with Other TFWA Corridors

Respondent characteristic	Other TFWA corridors in West Africa		
	Lagos-Kano-Niamey	Cotonou-Niamey	Dakar-Bamako
Number of traders interviewed	302	291	3122
Share of women among all traders (%)	14	44	40
Share of traders age 34 or younger (%)	36	45	46
Share of traders with informal or no schooling (%)	47	40	38
Share of traders with primary schooling (some or completed) (%)	38	26	39
Average number of dependents	8 (median)	7	7 (median)
Share of traders in business for more than 10 years (%)	42	39	42
Share of traders earning \$50-\$99 per month ^a (%)	19	40	21
Share of traders earning \$0-\$49 per month ^a (%)	20	20	4
Average distance traveled (mean) ^b (km)	228	400	338
Most commonly traded commodities	Grains, beans, clothing	Raw vegetables, clothing, grains	Processed foods, raw vegetables, clothing
Trade business formally registered (% saying yes)	25	25	44
Prevalent mode of transport (%)	Car/bus (58)	Car/bus (51)	Car/bus (46)
Prevalent mode of crossing international borders: formal (official) versus informal route	Formal, 92%; pedestrian lane, 3%; unchartered routes, 5%	Formal, 90%; pedestrian lane, 4%; unchartered routes, 3%	Formal, 86%; pedestrian lane, 7%; unchartered routes, 3%
Main sources of finance	Used savings, borrowed from a friend/neighbor, got goods on credit later	Used savings, borrowed from a friend/neighbor, got goods on credit	Used savings, borrowed from a commercial bank, borrowed from a microfinance institution, borrowed from a friend/neighbor
Association membership (%)	37	33	24

Respondent characteristic	Other TFWA corridors in West Africa			
	Lagos-Kano-Niamey	Abidjan-Ouagadougou	Lomé-Ouagadougou	Tema-Ouagadougou
Number of traders interviewed	302	297	295	294
Share of women among all traders (%)	14	43	44	38
Share of traders age 34 or younger (%)	36	42	51	42
Share of traders with informal or no schooling (%)	47	49	51	32
Share of traders with primary schooling (some or completed) (%)	38	26	26	49
Average number of dependents	8 (median)	7	7	6
Share of traders in business for more than 10 years (%)	42	31	29	50
Share of traders earning \$50-\$99 per month ^a (%)	19	30	21	17
Share of traders earning \$0-\$49 per month ^a (%)	20	13	24	22
Average distance traveled (mean) ^b (km)	228	385	354	328
Most commonly traded commodities	Grains, beans, clothing	Clothing, raw vegetables, grains	Clothing, grains, agricultural inputs/ seeds/ fertilizers, raw vegetables	Clothing, raw vegetables, grains
Trade business formally registered (% saying yes)	25	36	40	22
Prevalent mode of transport (%)	Car/bus (58)	Truck (45)	Car/bus (40)	Car/bus (45)
Prevalent mode of crossing international borders: formal (official) versus informal route	Formal, 92%; pedestrian lane, 3%; unchartered routes, 5%	Formal, 91%; unchartered routes, 6%; pedestrian lane, 2%	Formal, 71%; pedestrian lane, 21%; unchartered routes, 5%	Formal, 82%; pedestrian lane, 3%; unchartered routes, 8%
Main sources of finance	Used savings, borrowed from a friend/neighbor, got goods on credit later	Used savings, credit union, borrowed from a friend/neighbor	Used savings, borrowed from a commercial bank, borrowed from a microfinance institution, got goods on credit	Used savings, borrowed from a friend/neighbor, borrowed from a commercial bank
Association membership (%)	37	36	25	25

Source: TFWA Small-Scale Cross-Border Trade Survey.

- a. In most cases, the traders associated "earnings" with the entire amount made on a trading day or period, that is, the original value of goods plus profit margin included. However, in some cases, "earnings" was used to refer to the profit only.
- b. "Distance traveled" refers to the average distance traveled from where goods are bought to where they are sold.



02

METHODOLOGY

This survey was conducted in two phases: a pilot survey on Dakar-Bamako was conducted in April 2019, followed by surveys of the remaining five corridors between July and August 2019. In all nine countries, invaluable data were collected from the 24 locations, 12 border sites, and 12 markets along the six corridors. The Lagos-Kano-Niamey corridor map can be found in annex B. Separate quantitative questionnaires on small-scale cross-border traders, including women traders, were administered to the three target groups: traders, service providers, and border officials. This information was complemented by findings from qualitative focus group discussions (FGDs) and key informant interviews (KIIs) with stakeholder representatives, as well as imagery analysis.

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Three closed-response surveys were administered to different target groups at the border crossings: (i) traders; (ii) intermediaries, porters, and drivers; and (iii) border officials from customs, police, immigration, and phytosanitary services. The term “trader” was used to identify economic operators who buy and sell goods in a market or border location covered by the survey or who sojourned from one country to another through the border location selected for the survey to buy or sell goods. The questionnaires were administered through personal, face-to-face interviews by trained enumerators, working with electronic tablets to ensure data entry completeness and consistency.

The following approach was adopted for sampling and data collection:

- The team listed all small-scale cross-border traders who were present in the market on the key or major market day, by inviting them to an informational meeting. This exhaustive listing of all the meeting attendants included market leaders who are small-scale cross-border traders. The listing on the major market day allowed for the creation of a robust sampling frame for random selection of participants for the survey.
- Random selection of participants for the survey was done using a public ballot for men and women.
- Supervisors and quality control officers ensured that only persons listed and randomly selected were interviewed for the survey.
- Small-scale cross-border traders crossing from one side of the border to the other for markets very close to the border were also intercepted for interviews. Those who were on longer journeys traveling from one country to another through a selected corridor were intercepted at the border crossing or at motor parks close to the border. It was important to have these segments in the sample, as they equally contribute to the cross-border economy.
- In addition to random selection of traders, the team stopped and interviewed porters, intermediaries, and transporters at the border crossing—indeed, randomly selecting this category of respondents was not possible due to their high mobility, which would have made random selection prone to errors. Finally, border officials were purposively identified.

The survey team conducted KIIs with officials from key ministries and border agencies (customs, immigration, phytosanitary officials, police, and ministry of trade), as well as with representatives of financial institutions, traders’ associations, market organizations, civil society organizations, and women’s organizations. Additionally, FGDs were conducted with men and women cross-border traders as well as border officials, to stimulate better responses and reveal certain aspects of the respondents’ behaviors, perceptions, motivations, feelings, and beliefs.

On the Lagos–Kano–Niamey corridor, a total of 519 quantitative interviews, 34 KIIs, and eight FGDs were completed during the main survey. Annex tables A.1 and A.2 provide an analytical overview of the country and corridor samples, broken down by type of interview (quantitative versus qualitative) and respondent groups.

To ensure the quality of the data, extensive training of the enumerators was conducted on every corridor. The training program included teaching on the objectives and scope of the TFWA Program, methodology and data collection tools, demonstrations, practical exercises, pilot interviews, role play, and team building. The training sessions also included gender-related ethical considerations, ensuring the integration of gender aspects into the data collection process. Additionally, several quality control mechanisms were put in place throughout the data collection period. Detailed methodological information is provided in annex A.



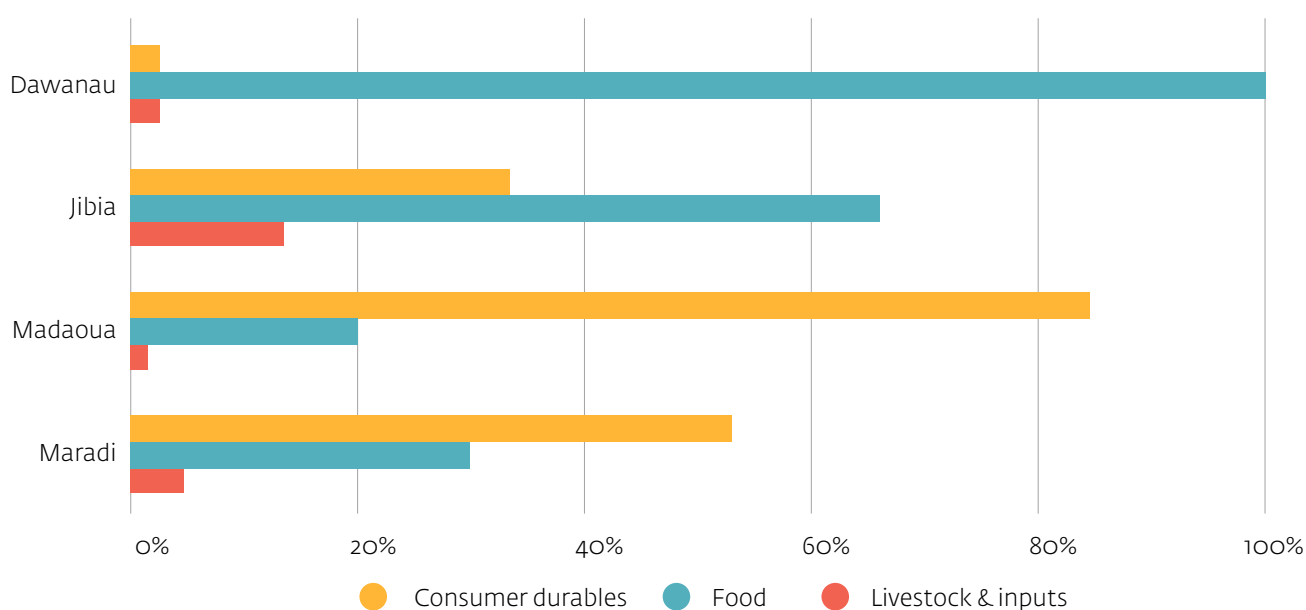
03

MAIN FINDINGS

3.1. Traders

The regional field survey covered 40 traders in Dawanau, 105 in Jibia, 70 in Madaoua, and 87 in Maradi, for a total of 302 respondents. Across the four surveyed markets, a large variety of products are traded. The most frequently offered goods are grains, beans, textiles and apparel (clothing, chitenge, fabric, and bedding), nuts, cooking oil, wheat flour, and nuts. The product portfolios of the border markets differ substantially (figure 1). In Madaoua and Maradi, most traders offer consumer durables, and in Dawanau and Jibia, food products dominate. Producer input and livestock trading is of notable importance only in Jibia.

FIGURE 1: Products Offered at the Border Markets
(share of traders offering products, by category)



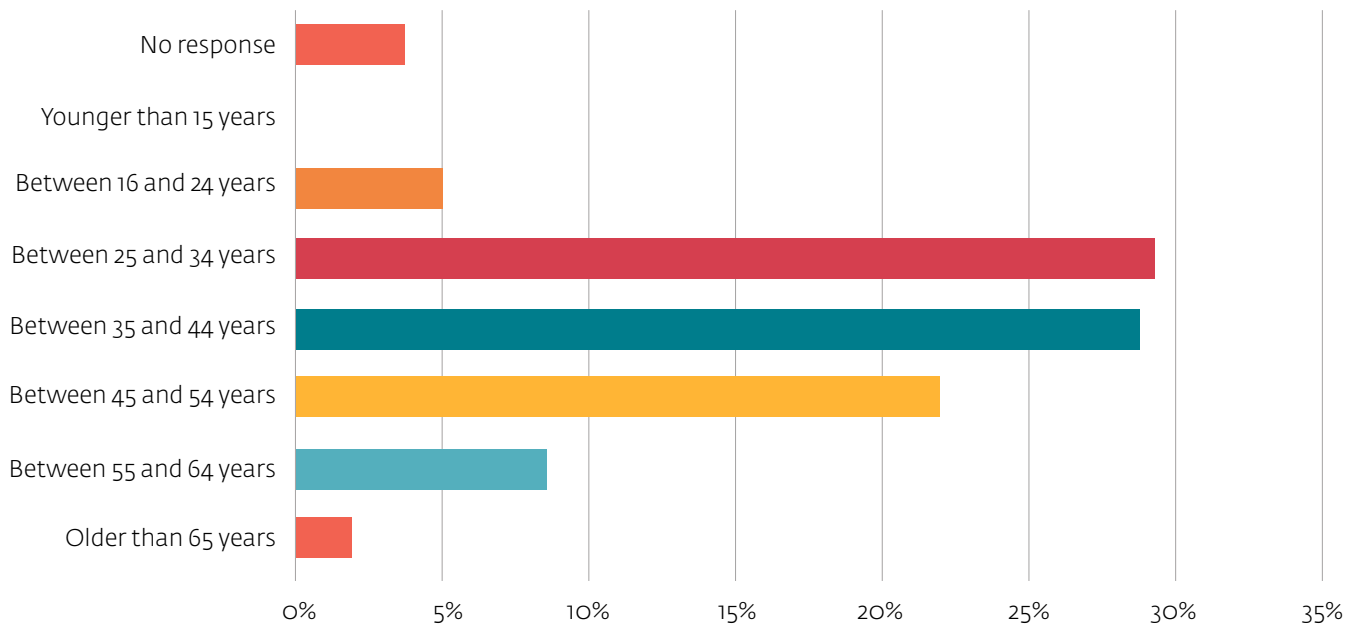
Source: TFWA Small-Scale Cross-Border Trade Survey.

Only 41 traders interviewed on the Lagos–Kano–Niamey corridor (13.5 percent of all the respondents) were women, and the market at Jibia was the only one that had a substantial number of women traders (33 women, or 31 percent of all the respondents there).¹ At Jibia, an equal number of women trade in food products and consumer durables, showing a larger specialization in durable goods compared with their male colleagues.

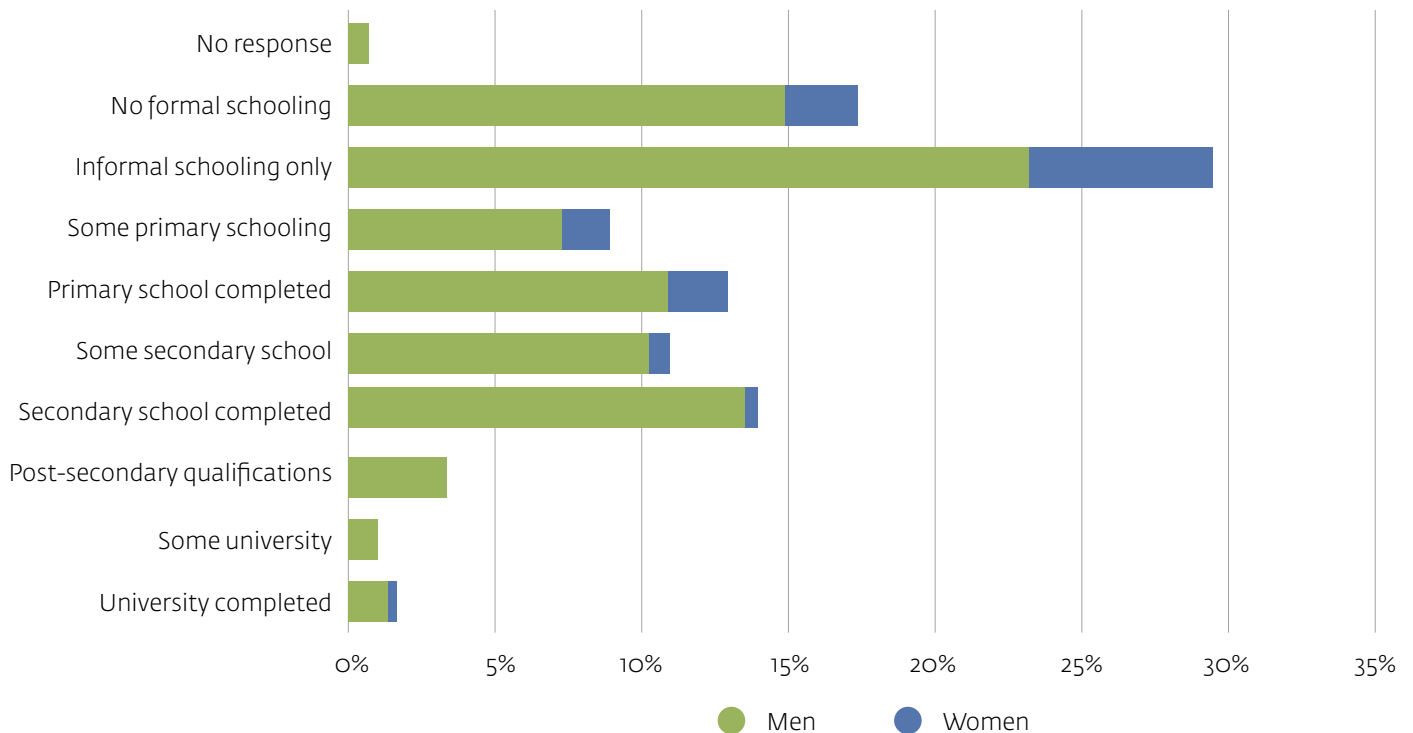
3.1.1 Characteristics of Traders

The vast majority of the traders are ages 25 to 55 years (80 percent), although there are some younger and older individuals in the sample (5 percent are younger than 25, and 2 percent are older than 65) (figure 2). Compared with other corridors in West Africa, there are relatively few traders age 35 or younger. Almost half of the respondents have received no or only informal schooling, and relatively few (20 percent) have completed secondary school or received more advanced education (figure 3).

¹ This share of women traders is markedly lower than that observed on other corridors in West Africa and might reflect cultural factors that discourage women from engaging in trading activities.

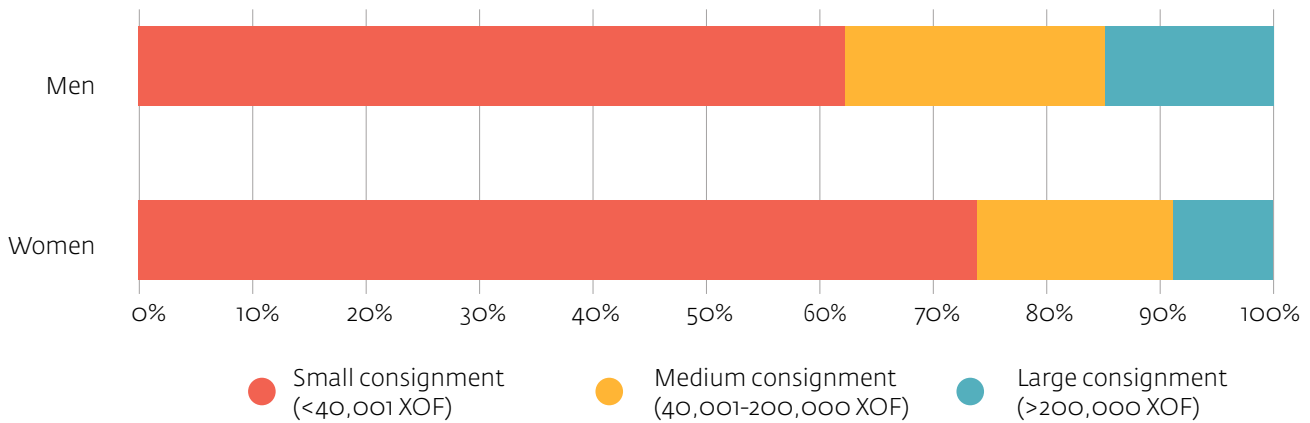
FIGURE 2: Age Distribution of the Traders

Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 3: Education Level Attained by the Traders

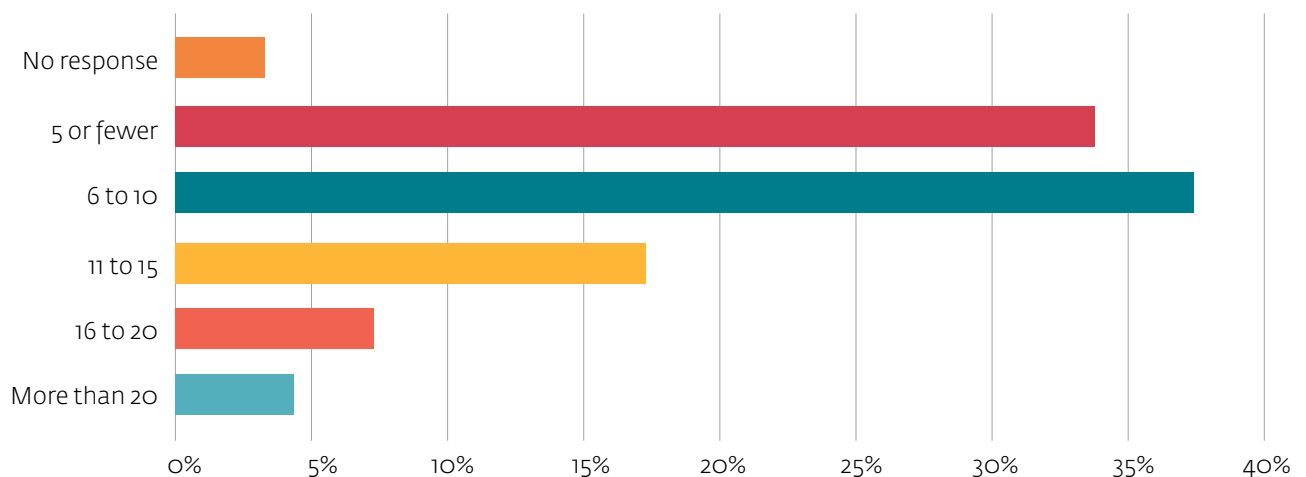
Source: TFWA Small-Scale Cross-Border Trade Survey.

The trading activity along the Lagos–Kano–Niamey corridor is the main source of income for only a quarter of the respondents, with a substantially smaller share of women preponderantly dependent on income from trade (12 percent) than men (28 percent). On a related note, the median value of consignments is larger for men than for women, as the latter tend to trade smaller consignments (figure 4).

FIGURE 4: Consignment Size, by Gender

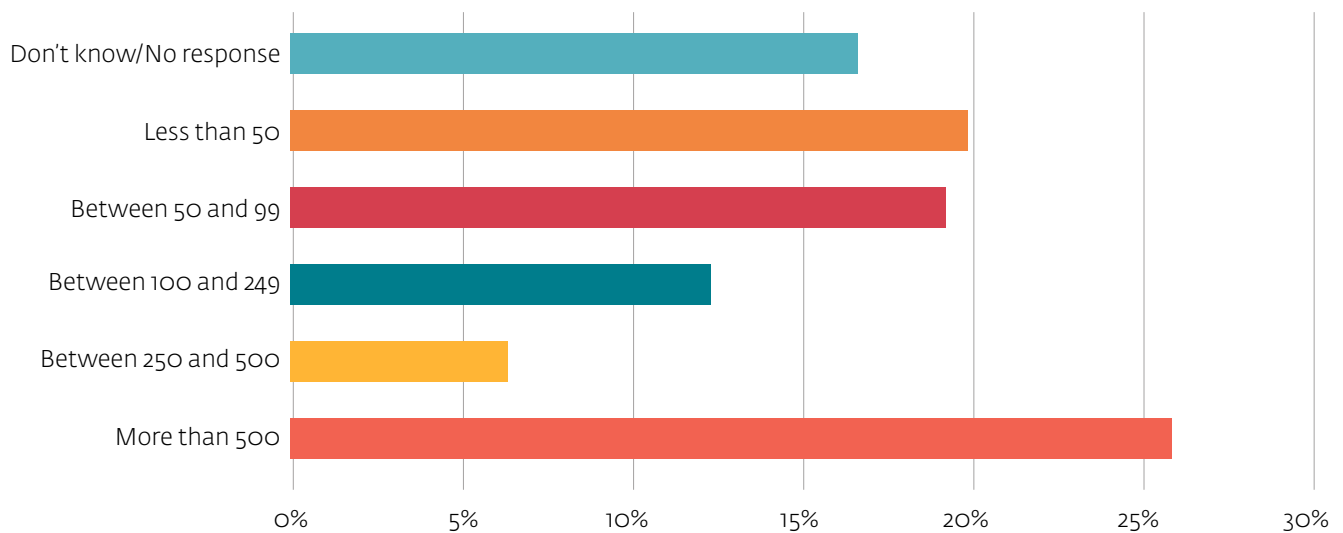
Source: TFWA Small-Scale Cross-Border Trade Survey.

Traders are often members of large families. More than 66 percent of the traders have six or more dependents, and 4 percent have more than 20 dependents (figure 5).

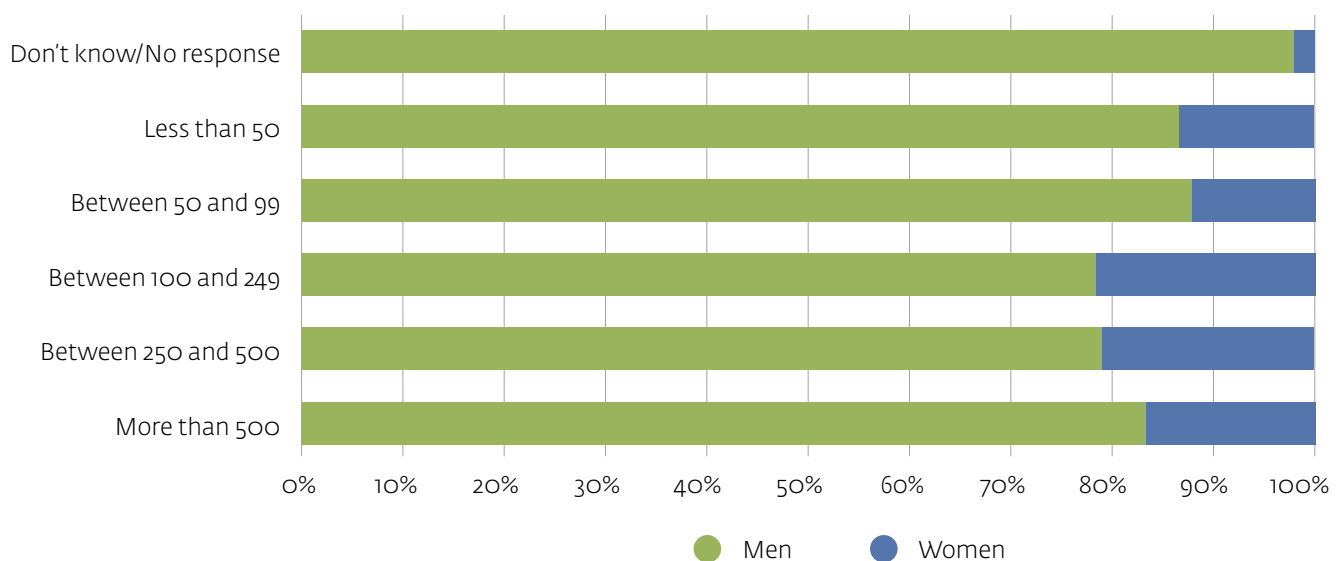
FIGURE 5: Number of Dependents

Source: TFWA Small-Scale Cross-Border Trade Survey.

There is considerable variation in traders' incomes. On the one hand, 26 percent of the respondents reported monthly incomes of more than \$500. On the other hand, 20 percent made less than \$50 per month (figure 6). The few women traders in the sample are prominently represented in the higher income brackets (figure 7).

FIGURE 6: Average Monthly Income (USD)

Source: TFWA Small-Scale Cross-Border Trade Survey.

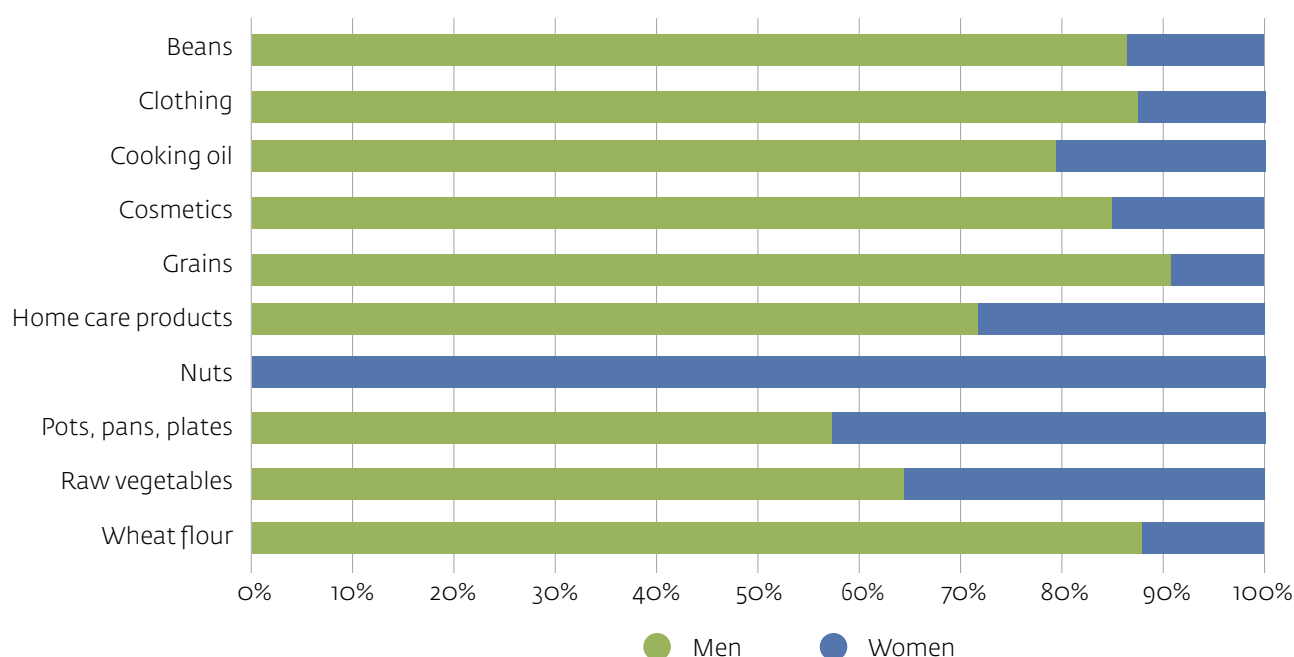
FIGURE 7: Average Monthly Income Distribution, by Gender (USD)

Source: TFWA Small-Scale Cross-Border Trade Survey.

A large proportion of the traders specialize in food or durable consumer products. These categories each comprise 40 percent of all the traders in the survey. The remaining respondents trade in construction materials, agricultural inputs, or livestock (3 percent); a combination of products across category boundaries (9 percent); or did not provide an answer to the question on their product portfolio (7 percent).

Disaggregating the traded products reveals a certain level of gender-specific specialization. For example, more than 40 percent of all the traders who sell pots, pans, and plates are women (figure 8). Other product groups for which women are overrepresented are raw vegetables, home care products, and cooking oil. Conversely, none of the women traders deals in nuts.

FIGURE 8: Share of Traders Offering Specific Products, by Gender (top 10 product groups according to frequency of product offer)



Source: TFWA Small-Scale Cross-Border Trade Survey.

Note: Only 13.5 percent of the traders in the sample are women.

Another distinctive feature among the traders is the distances traveled to arrive at the market. The reported distance ranges from 15 to 3,000 kilometers (km), with a median of 10 km and a mean value of 284 km. These average travel distances are relatively short compared with those on other corridors in West Africa. About 15 percent of the traders travel less than 50 km, 72 percent between 50 and 500 km, and 13 percent more than 500 km.² Among all the traders on the corridor, 58 percent travel by car or bus to their target markets, 22 percent by truck, 18 percent by motorcycle, and 2 percent by human propulsion (bike, pushcart, or foot). Hence, 80 percent of the traders use two-track means of transportation, and 20 percent use one-track vehicles or human propulsion.

The two dimensions—product specialization and transportation mode—give rise to a two-by-two matrix with four types of small-scale traders: (i) food/one-track (“food-1”), (ii) food/two-track (“food-2”), (iii) durables/one-track (“durables-1”), and (iv) durables/two-track (“durables-2”). Table 2 shows the percentage of traders in each of the four categories. This classification covers 80 percent of all the traders.³

TABLE 2: Distribution of Traders, by Product and Transport Classification

Product	One-track transport (motorcycle, bike, cart, foot)	Two-track transport (car, bus, truck)
Durables only (%)	9	31
Food only (%)	6	34

Source: TFWA Small-Scale Cross-Border Trade Survey.

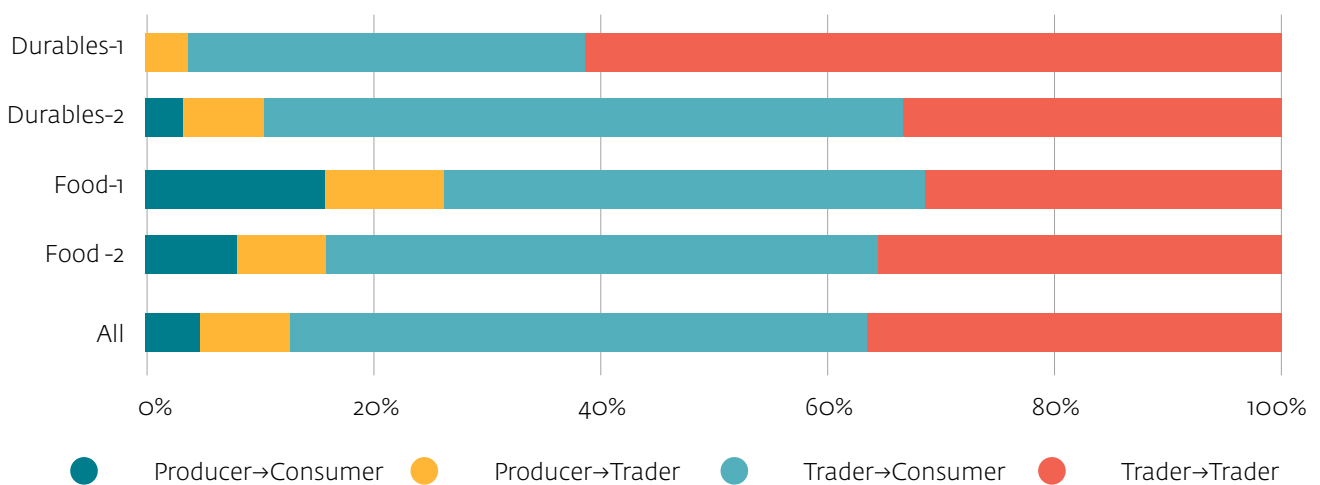
² The reported distances refer to traders working in markets on the Nigeria side of the border. No corresponding information is available for the markets in Niger.

³ The remainder consists of mixed product traders, livestock and production input traders, and nonresponses.

The vast majority of the traders serving the Lagos–Kano–Niamey border markets buy their goods from wholesalers (79 percent) or retailers (8 percent), and only 13 percent produce the goods themselves or buy them directly from farms or other third-party producers. On the destinations of the goods, 54 percent target end consumers, and the others sell their merchandise to retailers (42 percent) or wholesalers (3 percent).

Consumer durables that are shipped by motorcycle or human propulsion are to a substantially larger extent oriented toward final consumers, compared with durables that are transported by truck, bus, or car (figure 9). There is no marked difference in consumer orientation between one-track and two-track transport of food. That said, one-track food trade, which generally means shorter distance trade, is characterized by the strongest involvement of producers as traders.

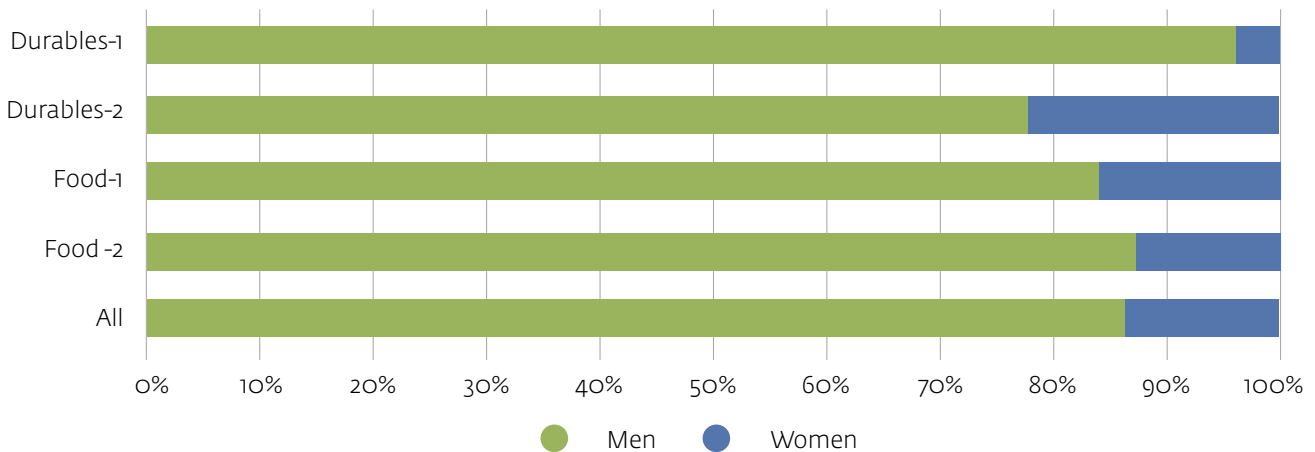
FIGURE 9: Origin and Destination of Merchandise, by Trader Type



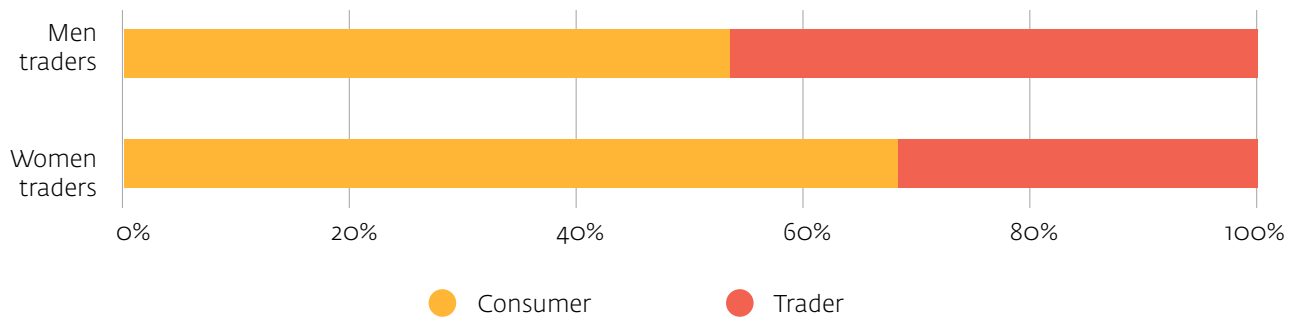
Source: TFWA Small-Scale Cross-Border Trade Survey.

Lagos–Kano–Niamey corridor is dominated by men operators. Even in the one market with a substantial number of women traders, Jibia, the majority of the traders (70 percent) are men. Women traders can be found among all the types of traders. However, their share is relatively high among traders of consumer durables who transport their goods by car, bus, or truck (figure 10).

Women small-scale traders are also more retail-oriented than men traders. More than two-thirds of the women in the sample sell their goods to consumers in the market, while the same is the case for half of the men (53 percent). Conversely, a larger share of men turn over their goods to other traders, be it wholesalers or retailers (figure 11).

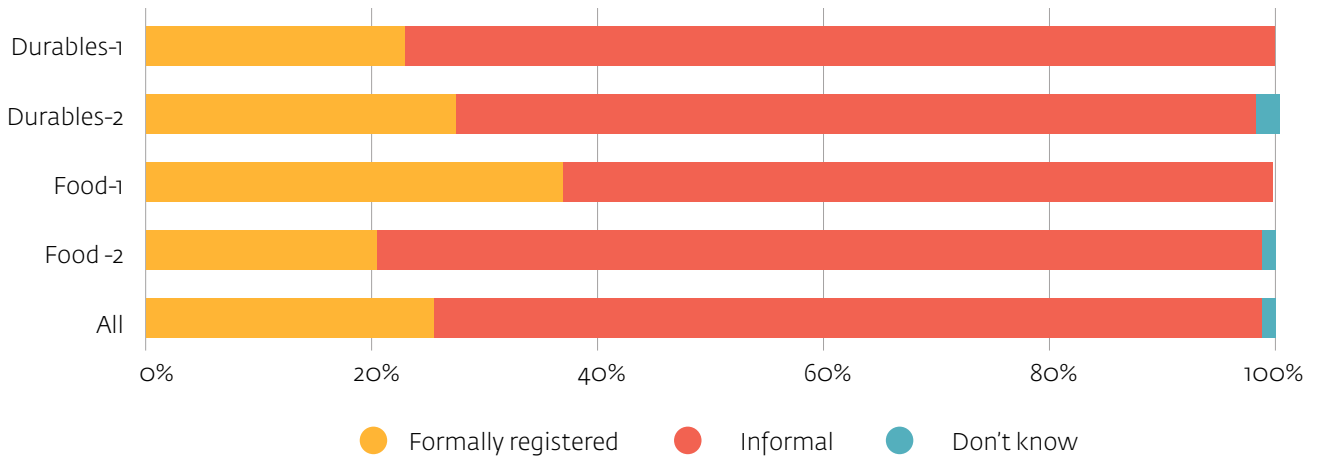
FIGURE 10: Gender of Respondents, by Trader Type

Source: TFWA Small-Scale Cross-Border Trade Survey.

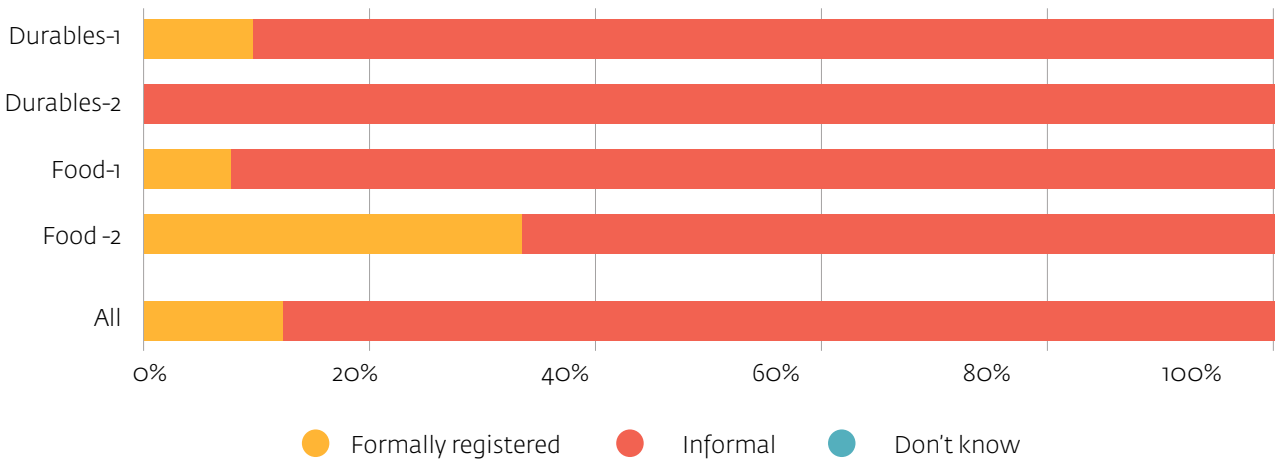
FIGURE 11: Sales Destination, by Gender of Respondents

Source: TFWA Small-Scale Cross-Border Trade Survey.

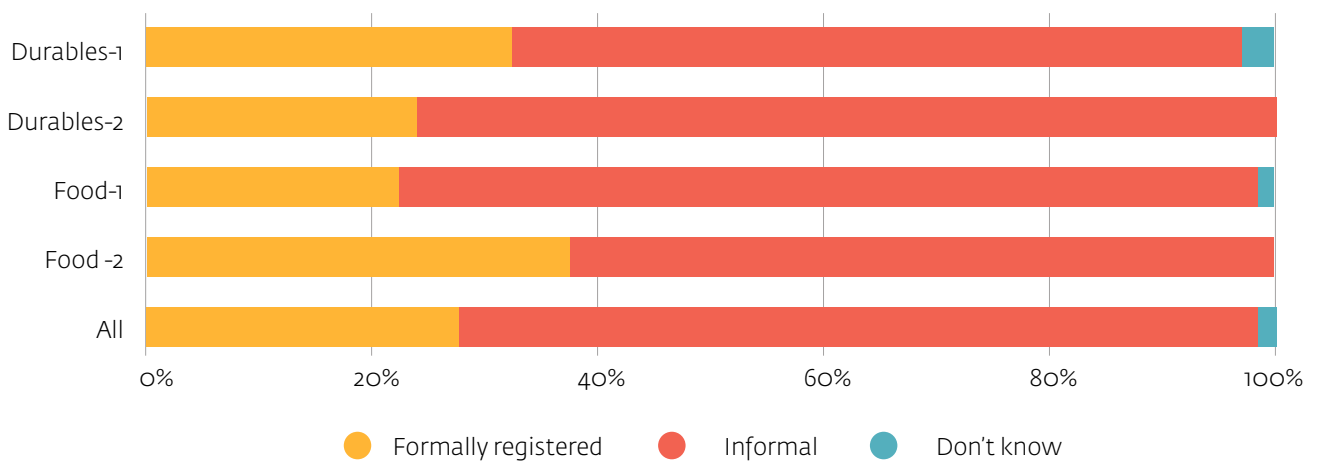
More than 25 percent of all the traders are registered businessowners; the remainder are informal operators or not sure about the status of their activity. The highest extent of formality is observed for short-distance (“one-track”) traders of food, and the highest degree of informality is observed for long-distance food traders (figure 12). Men are more than twice as likely to have formally registered their business (28 percent for men, 12 percent for women) (figures 13 and 14). All the women traders that engaged in short distance trade of consumer durables (“durables-1”) reported that they were informal operators.

FIGURE 12: Formal Business Status, by Trader Type

Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 13: Formal Business Status, by Trader Type: Women

Source: TFWA Small-Scale Cross-Border Trade Survey.

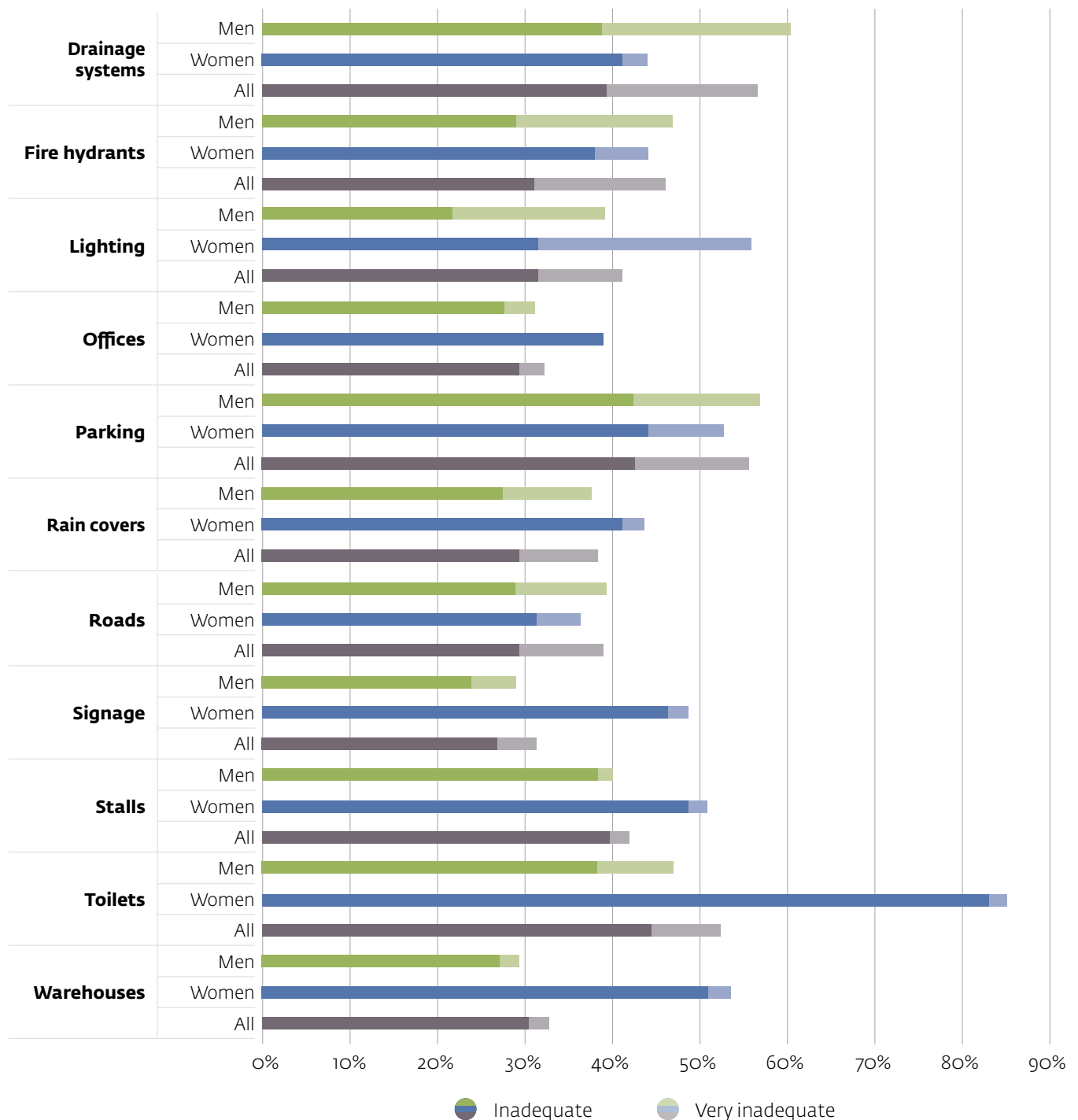
FIGURE 14: Formal Business Status, by Trader Type: Men

Source: TFWA Small-Scale Cross-Border Trade Survey.

3.1.2 Traders' Perceptions of Border and Market Conditions

Many small-scale traders on the Lagos–Kano–Niamey corridor have an unfavorable impression of the infrastructure that is available to them in the border markets. Almost 40 percent judge the infrastructure facilities to be inadequate, and 7 percent of these respondents assess them as being very inadequate. The amenities that are viewed most critically are the drainage system, parking areas, and toilets. For most of the facilities, women perceive the infrastructure deficits as being more pronounced than men do (figure 15). The strongest gender-based perception differences are for toilets (38 percentage point difference), warehouses (24 percentage points), and signage (20 percentage points).

FIGURE 15: Traders' Perceptions of Market Infrastructure, by Gender

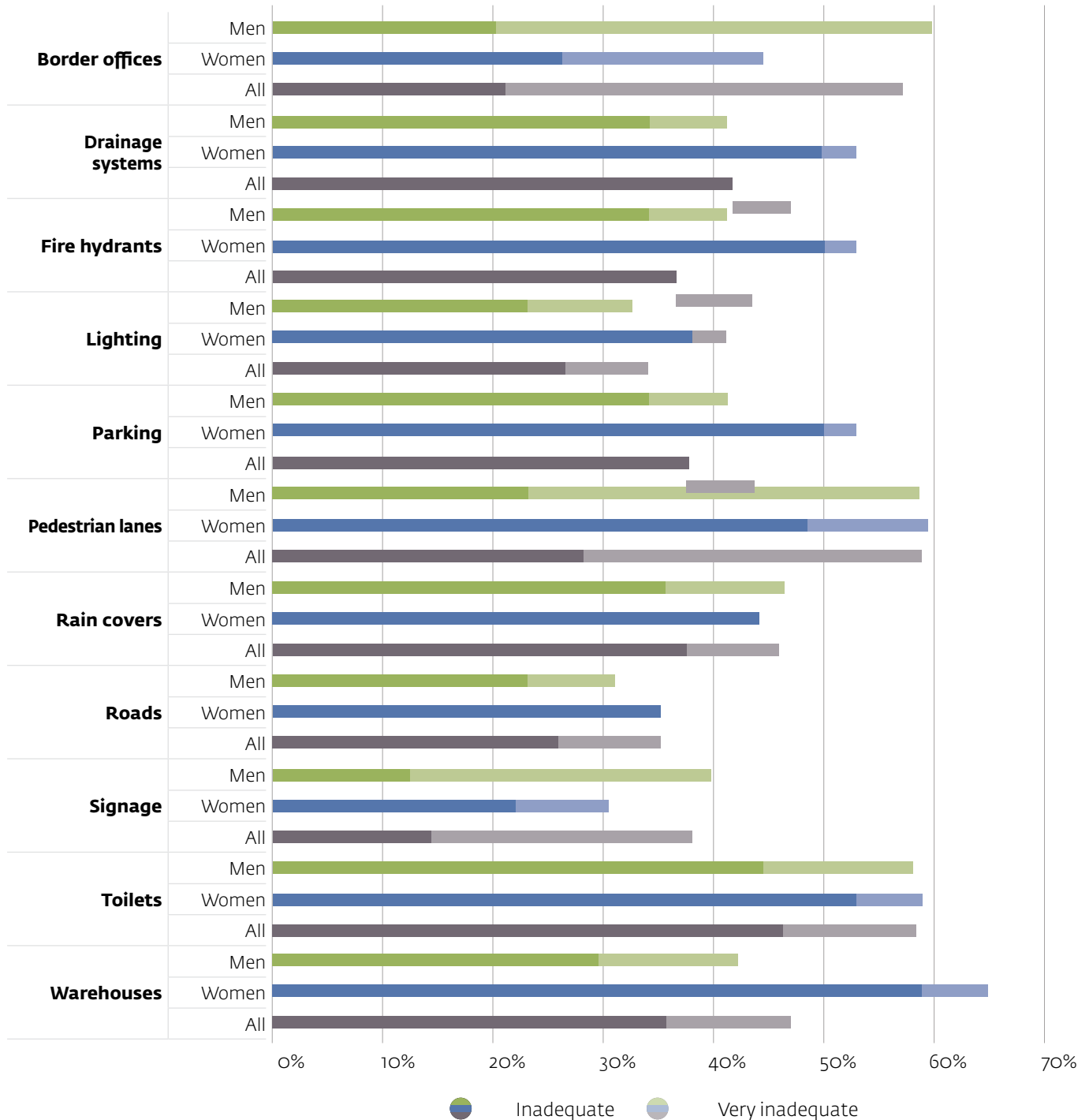


Source: TFWA Small-Scale Cross-Border Trade Survey.

Many of the small-scale traders have negative perceptions of the quality of the infrastructure at the border between Nigeria and Niger, and their assessments are even harsher than those of the market infrastructure.

On average, 46 percent of the respondents perceive the border infrastructure as inadequate, with 17 percent of these judging it to be very inadequate. The quality of the pedestrian lane, toilets, and border offices top the list of grievances (figure 16).

FIGURE 16: Traders' Perceptions of Border Infrastructure, by Gender

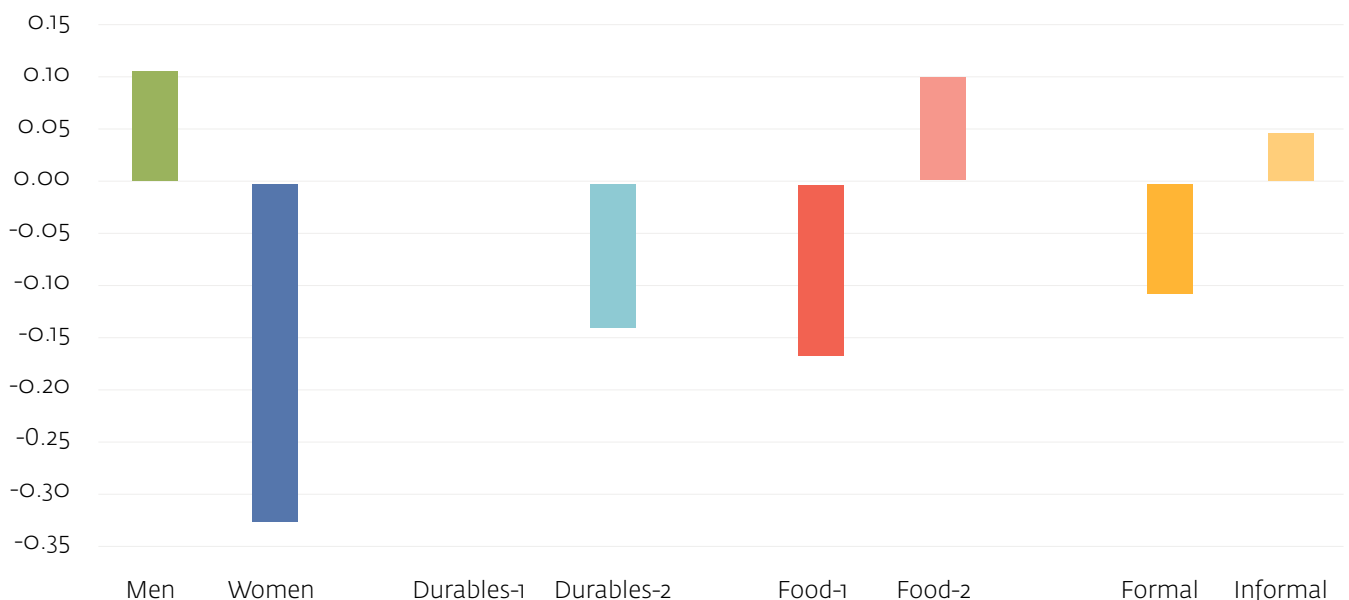


Source: TFWA Small-Scale Cross-Border Trade Survey.

The assessment of border clearance procedures shows a mixed picture. A majority of the 155 traders who responded to the respective question rated border clearance as being complex (51 percent), of which 8 percent assessed the procedures as being very complex. By contrast, 45 percent perceived border clearance as being simple, and 15 percent of these respondents viewed border clearance as very simple. The remainder (4 percent) had a neutral position.

If the intervals on the five-point Likert scale are assumed to be equal, an average assessment score for border clearance can be calculated as the weighted average of individual ratings. Applying weights from minus two for very complex to plus two for very simple, the overall score for all the respondents comes out as neutral (-0.02). However, there are notable differences across trader types and groups (figure 17). In particular, women perceive a worse border clearance experience than men do. Moreover, it is notable that formal traders view their border clearance experience as worse than their informal colleagues do.

FIGURE 17: Traders' Perceptions of Border Clearance, by Gender, Formality Status, and Trader Type (average score on a scale from -2 to +2)



Source: TFWA Small-Scale Cross-Border Trade Survey.

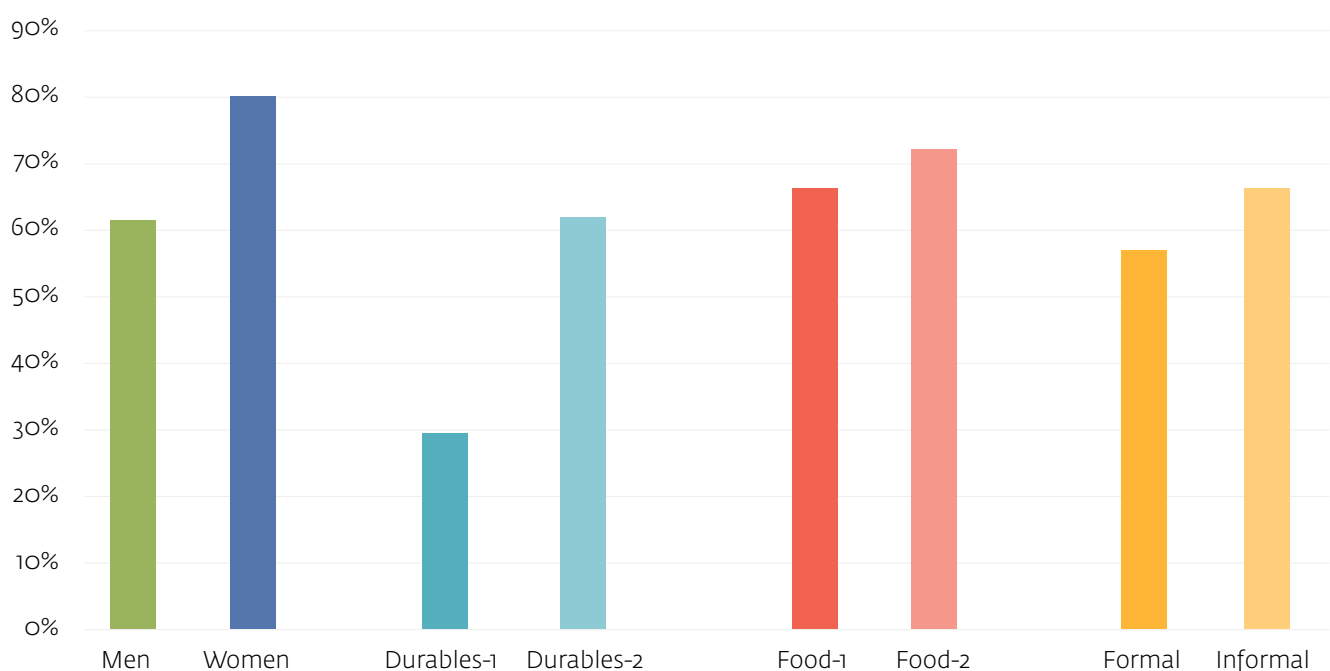
The majority of the traders (80 percent) claim to have no or limited awareness of the trade rules, regulations, and procedures at the border. The level of knowledge of border clearance processes is similar for men and women. Only 29 percent of the women and 34 percent of the men are aware of existing regional provisions, such as the ECOWAS Common External Tariff and Trade Liberalization Scheme. Yet, these percentages are markedly higher than at some other border crossings in West Africa.

The reported border clearance times range from 5 to 500 minutes, with a median time of 43 minutes. On average, two-track food traders face the longest border clearance times (about 53 minutes), while two-track durables traders take much less time (10 minutes) to cross the border. Individuals who perceive the border clearance procedures as being very complex report a somewhat higher than average border clearance time (on average 63 minutes).

More than 75 percent of the small-scale traders pay border clearance fees, notably at Customs, but also at other agencies (for example, immigration and phytosanitary control). The payments are almost always made in cash. Only six individuals among the 302 respondents reported that they use checks, and one trader uses mobile money. A sizable minority of the traders reported that they had been asked for facilitation payments, although the incidence of such payment requests seems to be lower than in other corridors in West Africa. About 20 percent of the respondents claimed that facilitation payments are always required; 15 percent reported that they are often asked for bribes; 3 percent mentioned sporadic demands; and 24 percent told the enumerators that they sometimes receive requests for irregular payments. By contrast, 34 percent of the traders reported that they have never been confronted with demands for facilitation payments.

The share of women who reported having been asked at least sometimes to make facilitation payments is markedly higher than the corresponding share of men (figure 18). Moreover, two-track traders are more exposed to bribery demands than traders on motorcycle or foot. Informal operators reported that they received more frequent demands for bribes than formal registered business owners.

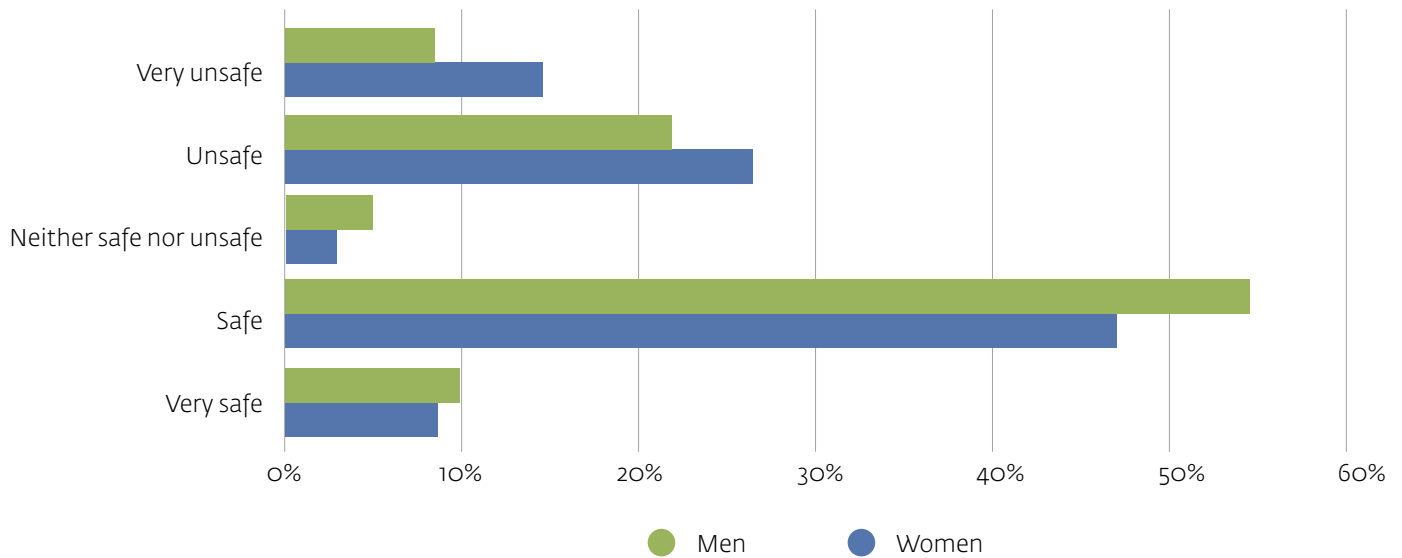
FIGURE 18: Exposure to Demands for Facilitation Payments, by Gender, Trader Type, and Formality Status (share of individuals who were at least sometimes asked for facilitation payments)



Source: TFWA Small-Scale Cross-Border Trade Survey.

Lack of safety and security is a concern for a quarter of the traders on the Lagos–Kano–Niamey corridor.

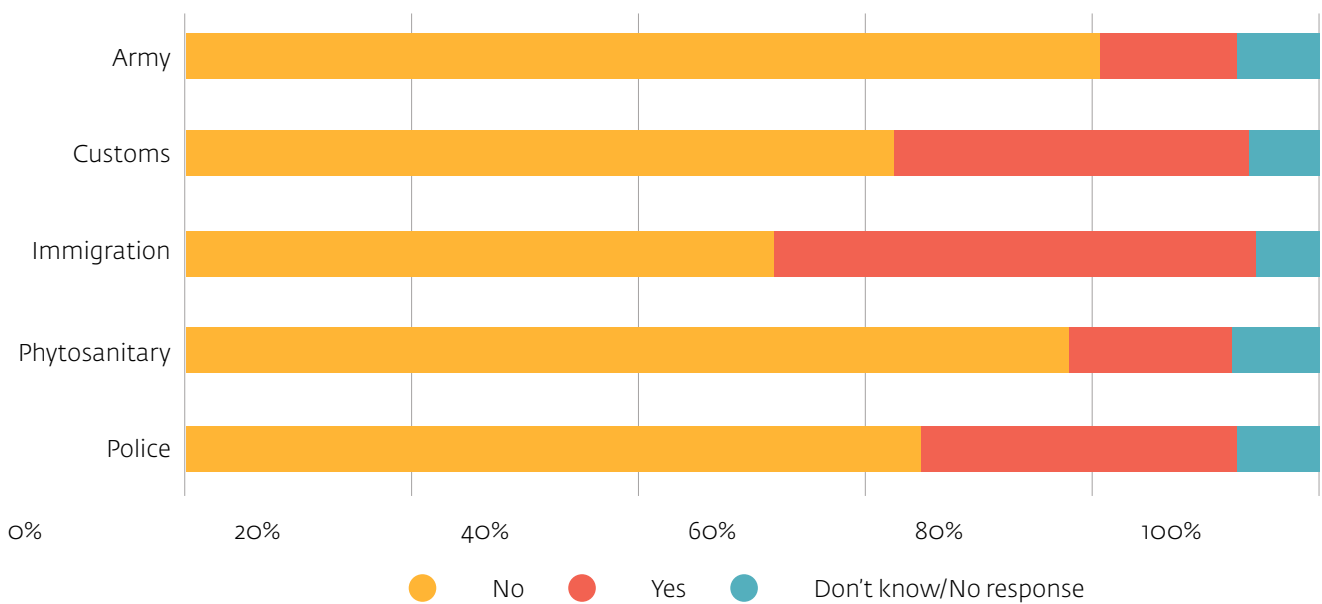
About 25 percent of the respondents reported feeling unsafe, including 8 percent who feel very unsafe. The fragile safety situation affects men and women (figure 19).

FIGURE 19: Border Safety Assessment, by Gender

Source: TFWA Small-Scale Cross-Border Trade Survey.

The feeling of insecurity at the border is at times reinforced by the inappropriate behavior of border officials.

About 44 percent of the respondents reported that they have witnessed verbal or physical harassment at least once over the past six months. Twelve percent of the traders claimed that they had been subjected to this form of abuse multiple times a day. Customs and immigration officers are most frequently cited as the perpetrators (figure 20). Moreover, 23 percent of the traders have heard of a case of sexual harassment over the past six months,⁴ and 17 percent claimed that they have been subjected to such inappropriate advances. Women experience cases of sexual harassment more frequently than men do, with a quarter of the women traders reporting at least one case over the past six months.

FIGURE 20: Verbal or Physical Harassment of Traders, by Perpetrator Category

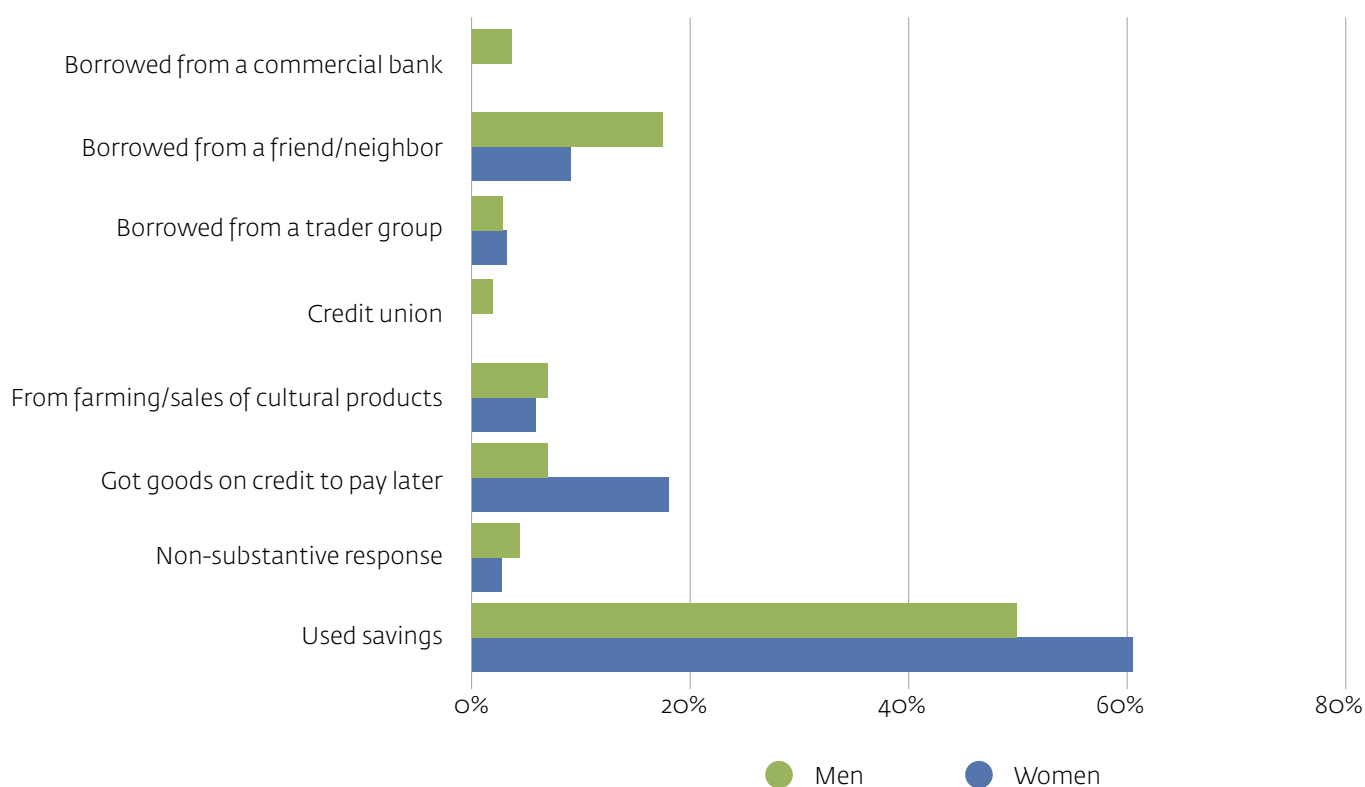
Source: TFWA Small-Scale Cross-Border Trade Survey.

⁴ Comprising cat calls, unwelcome touching, winking, licking lips, name calling, patting, punching, stroking, squeezing, tickling, pinching, or brushing of body parts.

About 37 percent of all the respondents are members of an association of traders, with membership being more prevalent among men (40 percent) than women (20 percent). One reason for the low rate of association membership might be the lack of effectiveness of the available organizations. Only 15 percent of the respondents reported that over the past six months they had received information on market prices, laws, regulations, market news, or taxation from a trade association. Instead, the overwhelming majority of the respondents obtain market-relevant information from other traders in the market or friends back home.

Most of the small-scale traders (51 percent) are self-financed and rely on their accumulated savings to fund their operations. Some others borrow from friends or neighbors (17 percent) or operate on supplier credit (8 percent). Only a relatively small minority take out loans from a commercial bank (3 percent). In this context, it is noteworthy that women traders rely to a larger extent on own savings and supplier credit, compared with their male colleagues (figure 21).

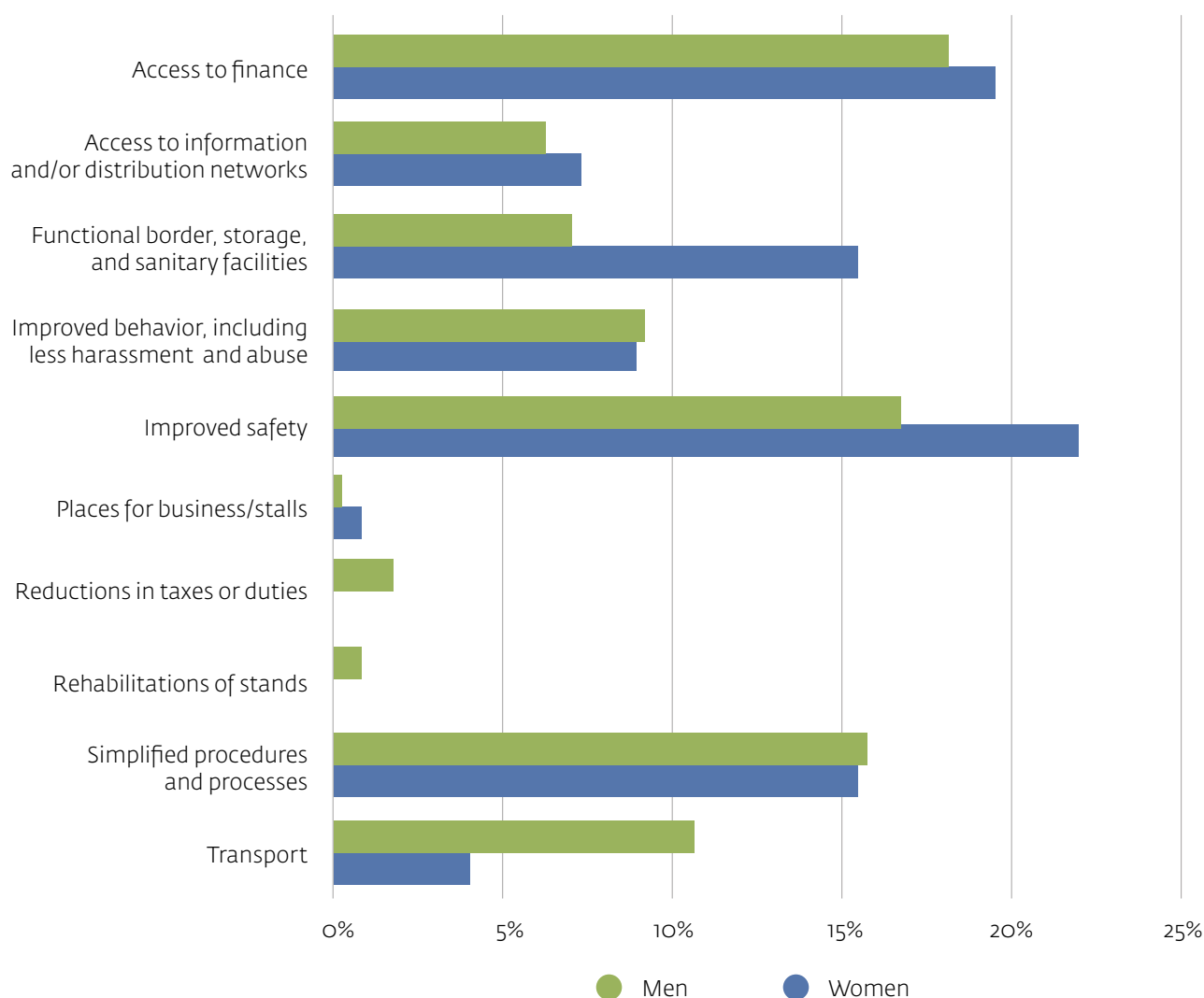
FIGURE 21: Sources of Finance, by Gender of Trader



Source: TFWA Small-Scale Cross-Border Trade Survey.

When they were asked about their priorities for improvements to the border environment, the traders at the Lagos–Kano–Niamey corridor listed access to finance, improved safety, and simplified procedures as their main demands (figure 22). For the women traders, safety concerns and better sanitary facilities feature more prominently among the priorities than for their male colleagues.

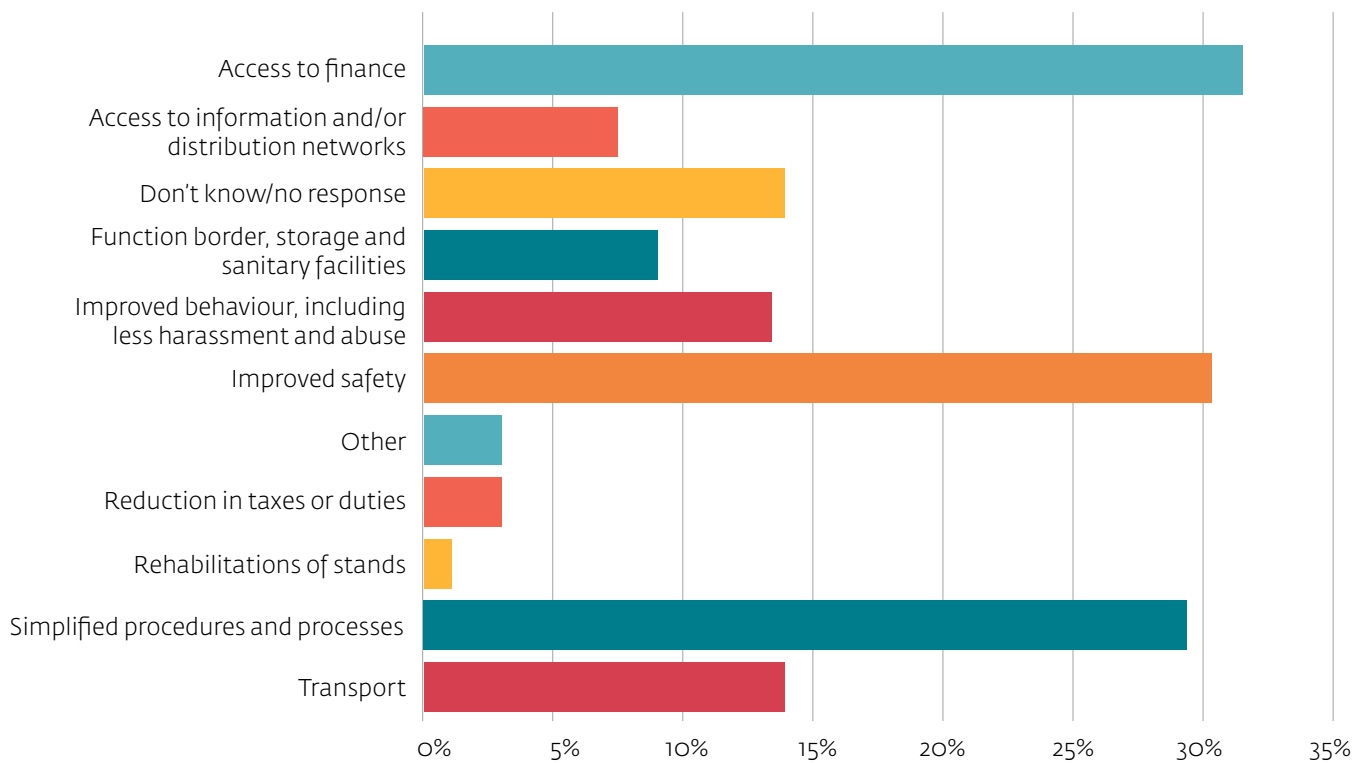
FIGURE 22: Priorities for Improvements to the Border Environment
(share of individuals who listed the issue among their top three priorities)



Source: TFWA Small-Scale Cross-Border Trade Survey.

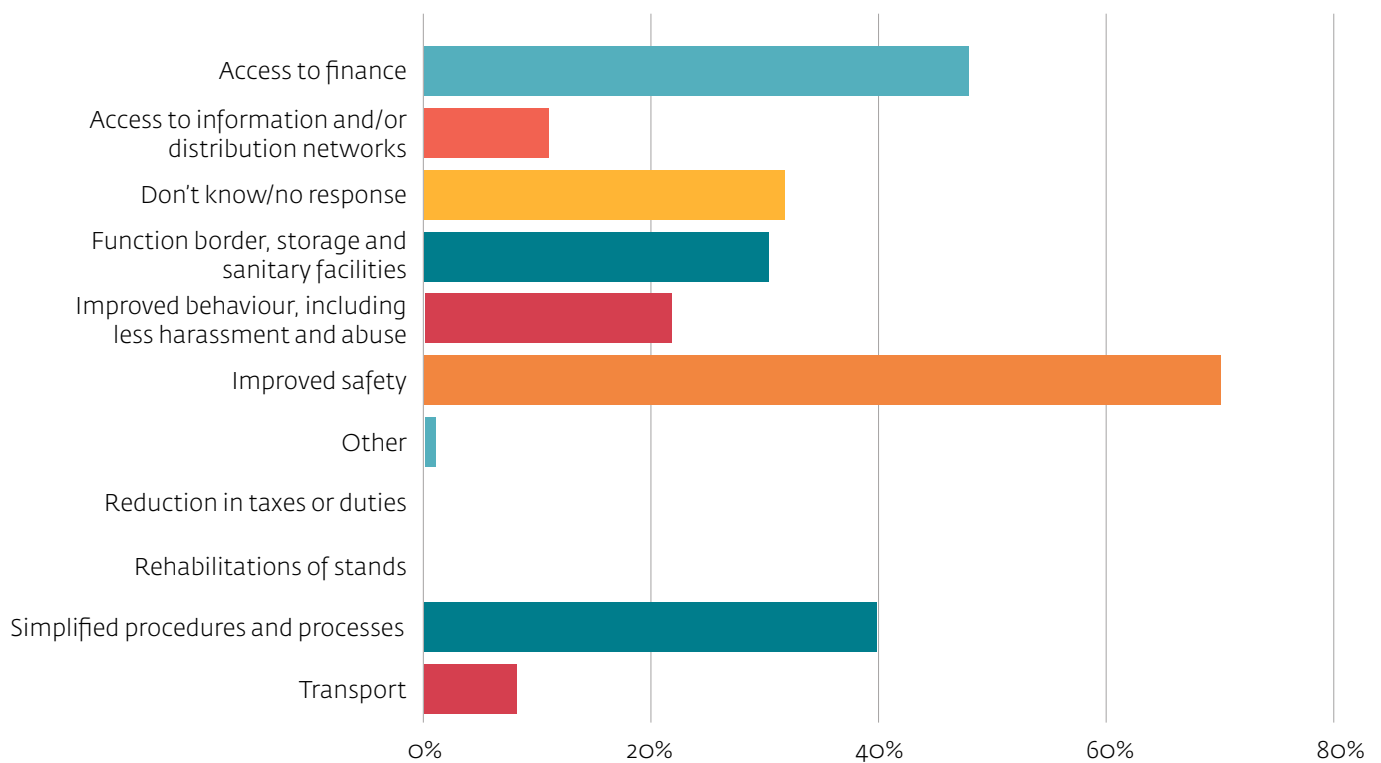
The respondents were asked to rank their top three priorities, so it is possible to take advantage of the relative ranking to obtain a clearer picture of the demands for improvement. For example, a weighted score can be calculated that assigns three points to the top priority, two points to the second, and one point to the third. Figures 23 and 24 show the resulting weighted scores for men and women traders, respectively. The figures confirm the finding that improved safety and more functional border, storage, and sanitary facilities are relatively more important and urgent for women than for men.

FIGURE 23: Priorities for Improvements to the Border Environment: Men Traders (weighted priority score)



Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 24: Priorities for Improvements to the Border Environment: Women Traders (weighted priority score)

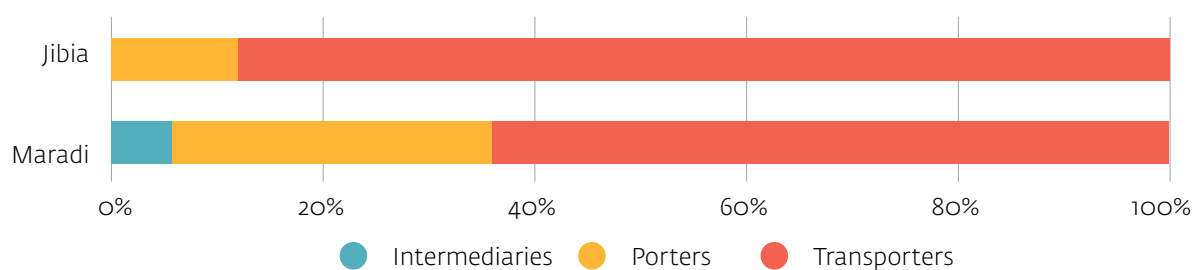


Source: TFWA Small-Scale Cross-Border Trade Survey.

3.2 Porters, Intermediaries, and Transporters

A total of 170 individuals who serve the markets of Jibia (83 respondents) and Maradi (87 respondents) as porters, intermediaries, and transporters (PITs) completed the survey. The sample contains sizable numbers of porters and transporters in both markets; responses from intermediaries were obtained mainly at Jibia (figure 25). Porters transport goods back and forth across the border using carts, bicycles, or headloads. Transporters ship cargo across borders using cars, mini-vans, buses, or trucks. Intermediaries take orders on behalf of traders and help make the arrangements to transport their goods across the border (40 percent of the respective individuals in the sample) or help traders to process their documents and clear their goods (60 percent).

FIGURE 25: Sample Composition of Porters, Intermediaries, and Transporters at the Border Markets

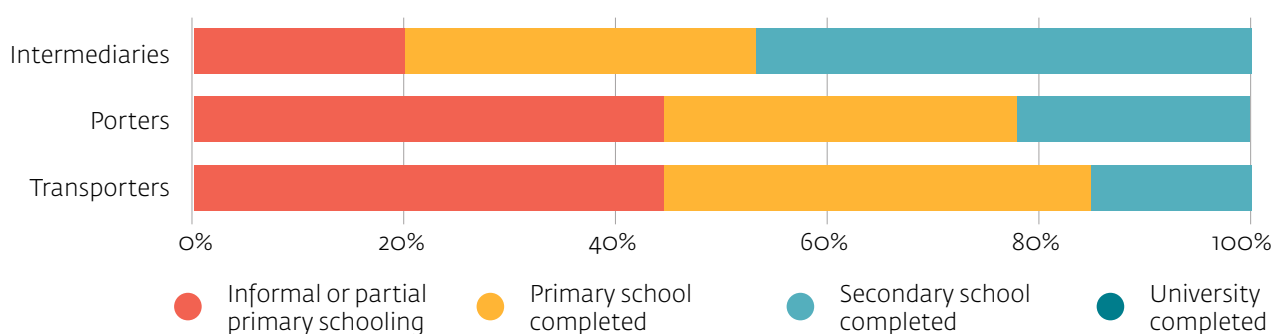


Source: TFWA Small-Scale Cross-Border Trade Survey.

3.2.1 Characteristics of Service Providers

All the PITs in the sample are men. There are fundamental differences in the level of formal education between the groups of service providers. Intermediaries (46 percent) are more than twice as likely to have secondary education completed as porters (22 percent) and transporters (15 percent) (figure 26).

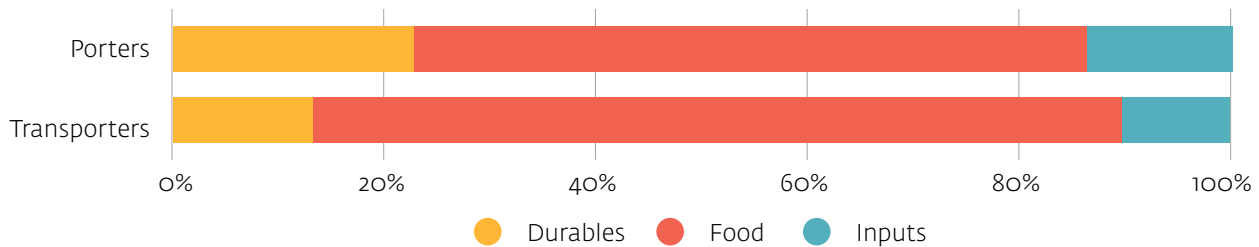
FIGURE 26: Highest Level of Educational Attainment among Porters, Intermediaries, and Transporters



Source: TFWA Small-Scale Cross-Border Trade Survey.

More than 75 percent of the transporters ship food products. Porters carry a more diverse mix of food, durables, and production inputs (figure 27). Forty percent of the transport service providers ship goods from just one owner, and the remainder carry goods for several traders on the same trip.

FIGURE 27: Products Transported by Transporters and Porters
(share of individuals who carry the respective products)

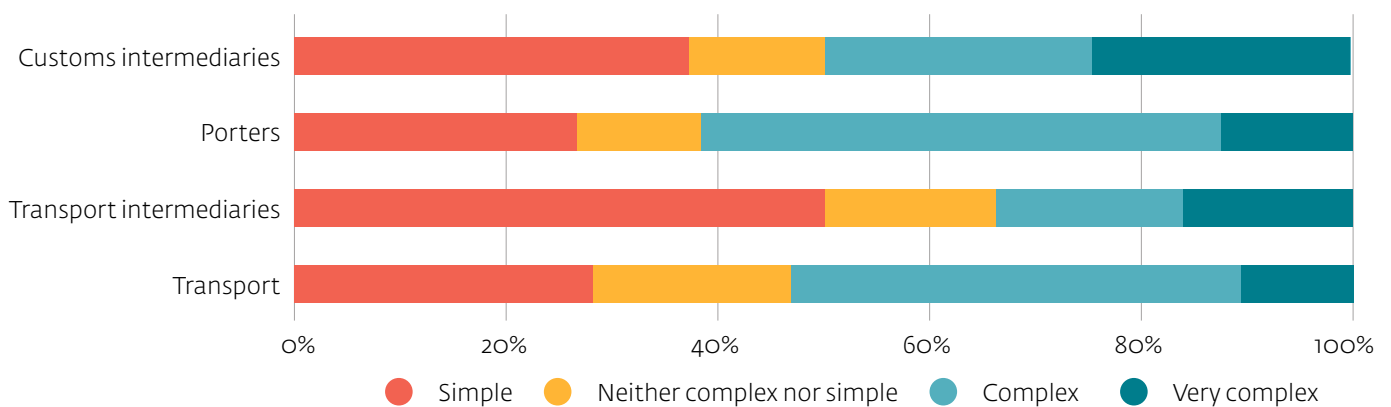


Source: TFWA Small-Scale Cross-Border Trade Survey.

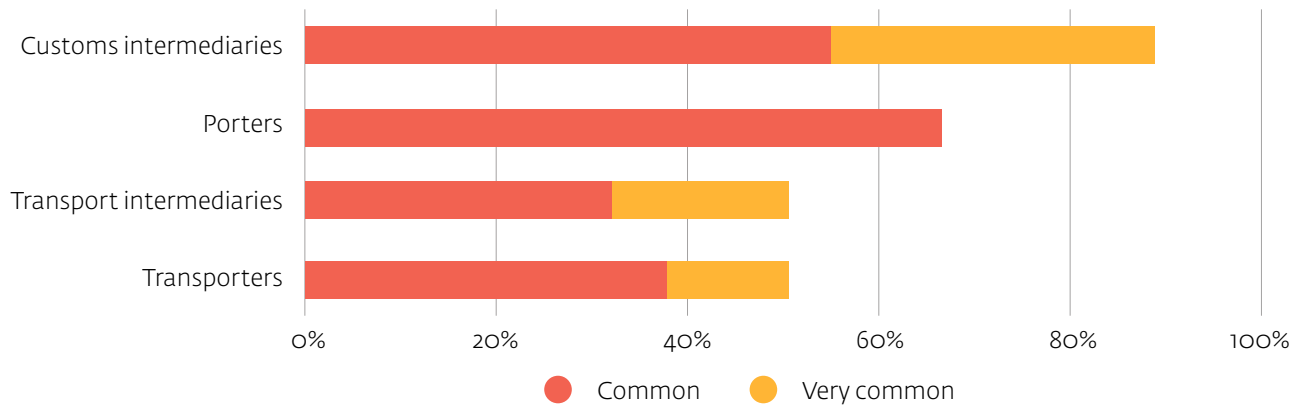
3.2.2 Service Providers' Perceptions of Border Conditions

More than half of the service providers (56 percent) find the border clearance procedures to be complex or very complex. This share is higher than that for small-scale traders. The transporter intermediaries are the group of service providers who complain the least about the complexity of the clearance procedures (figure 28). Theft of goods is a problem for the majority (54 percent) of the service providers. About 54 percent report that theft is common or very common. The intermediaries are the most concerned about this issue (figure 29).

FIGURE 28: Service Providers' Perceptions of Border Clearance

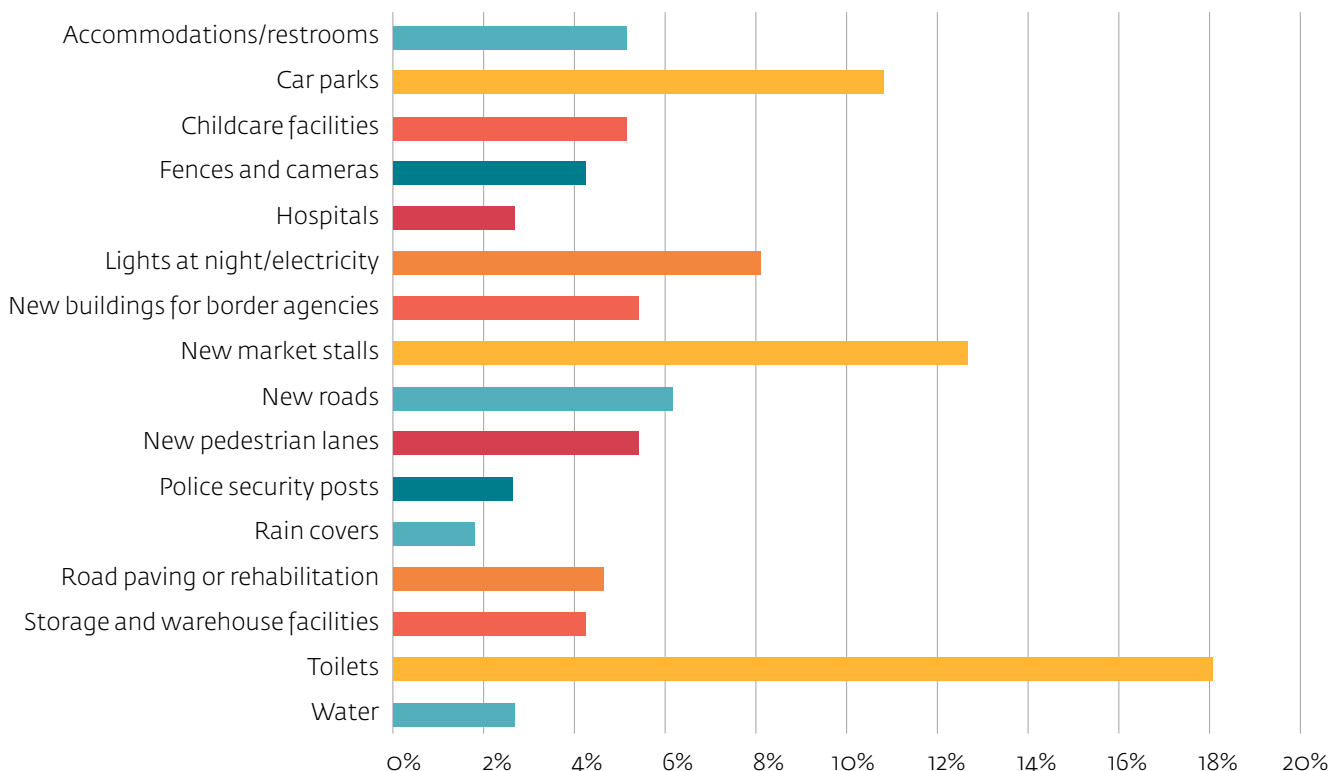


Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 29: Service Providers' Perceptions of Theft of Goods

Source: TFWA Small-Scale Cross-Border Trade Survey.

On improvements to the infrastructure in the border area, the trade service providers see better toilet and sanitary facilities as the top priority, with 18 percent of the respondents mentioning this issue. Moreover, the trade and transport service providers frequently mentioned new market stalls, better parking for cars, and better lighting as highly desirable infrastructure developments (figure 30).

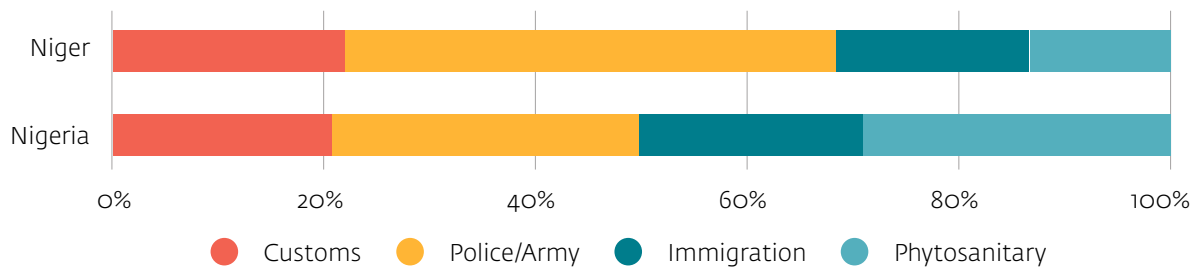
FIGURE 30: Service Providers' Priorities for Border Infrastructure Improvements (percentage of service providers mentioning the issue)

Source: TFWA Small-Scale Cross-Border Trade Survey.

3.3 Border Officials

The regional field survey also contains a questionnaire for customs, police, immigration, and phytosanitary officials. On the Lagos–Kano–Niamey corridor, 47 individuals answered the detailed set of questions, with 24 and 23 officials, respectively, participating on the Nigeria and Niger sides of the border. Figure 31 summarizes the composition of the sample across border agencies.

FIGURE 31: Respondents, by Border Agency

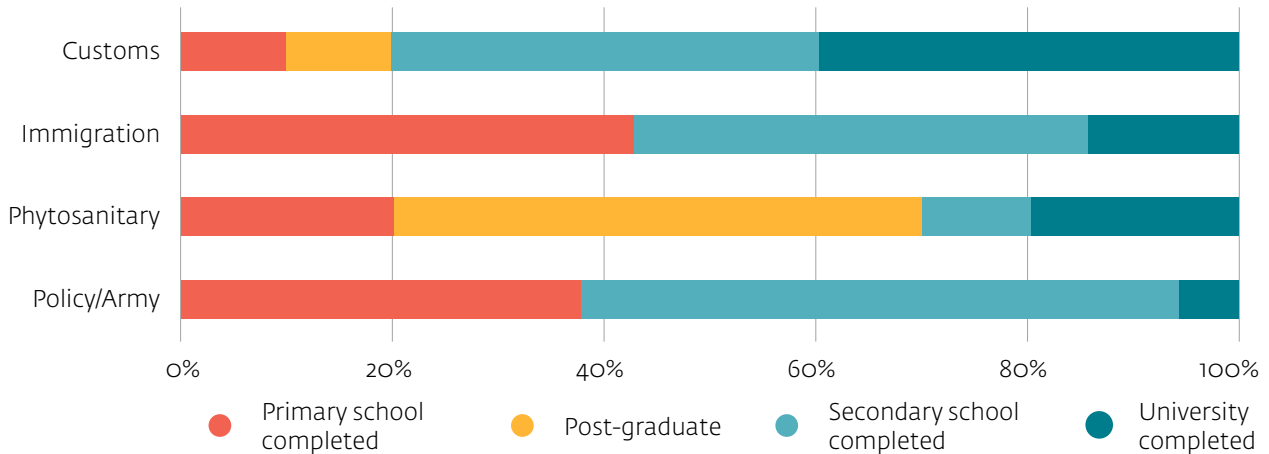


Source: TFWA Small-Scale Cross-Border Trade Survey.

3.3.1 Characteristics of Border Officials

The majority of the border officials on the Lagos–Kano–Niamey corridor are men. In Nigeria, only four officers in the sample are women; on the Niger side of the border, three women officers participated in the survey. The educational attainment of the border officials is substantially higher than that of the traders and service providers. Every border official had completed primary school and the vast majority (72 percent) had also completed secondary school. About 30 percent of the officials hold a university degree. Indeed, half of all the customs officers and 70 percent of the sanitary/phytosanitary officers in the sample had completed university or post-graduate studies (figure 32).

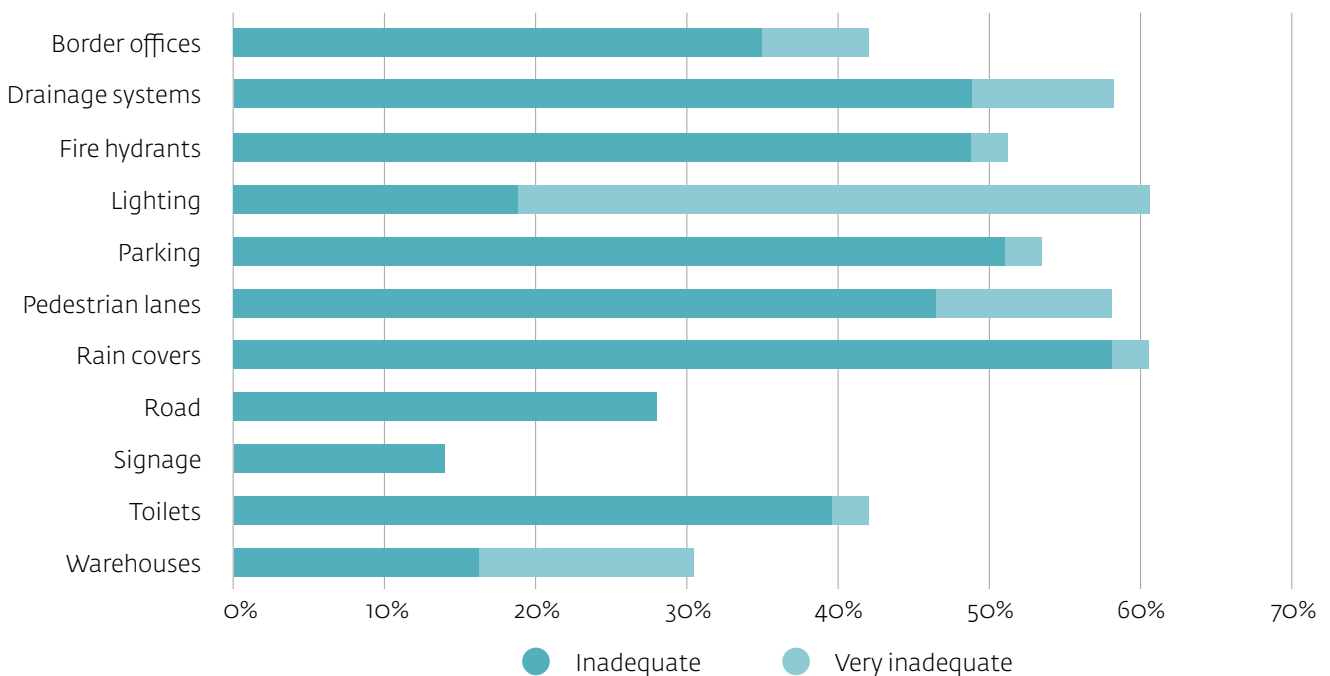
The total work experience of the border officials ranged from 10 months to 36 years, with average experience of 19.2 years. Average tenure at the border amounted to about three years. The immigration officers had been stationed at the border for the longest period on average (4.5 years). In contrast, the customs officers in the sample had been in their posts on average fewer than two years.

FIGURE 32: Educational Attainment of the Border Officials

Source: TFWA Small-Scale Cross-Border Trade Survey.

3.3.2 Border Officials' Perceptions of Border Conditions

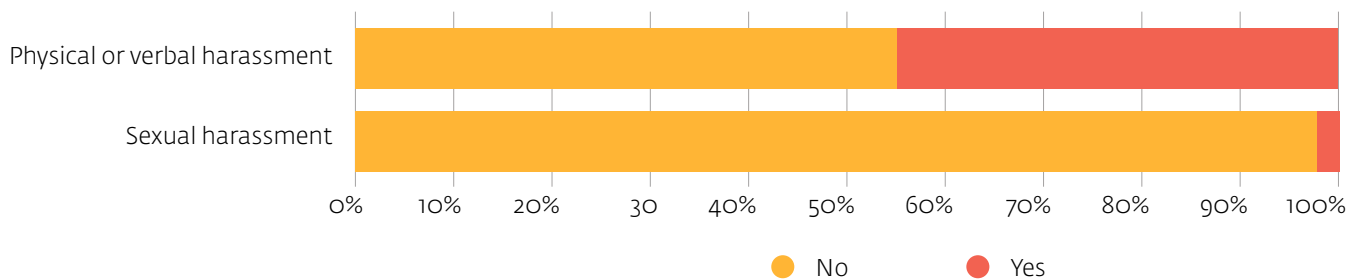
The border officials joined the traders and service providers in the view that there are major infrastructure deficits at the Lagos–Kano–Niamey border. No less than 60 percent of the border officials perceived lighting and rain protection as being inadequate or very inadequate (figure 33). Moreover, more than half of all the officials judged water drainage, fire hydrants, and pedestrian lanes as being inadequate.

FIGURE 33: Border Officials' Perceptions of Border Infrastructure

Source: TFWA Small-Scale Cross-Border Trade Survey.

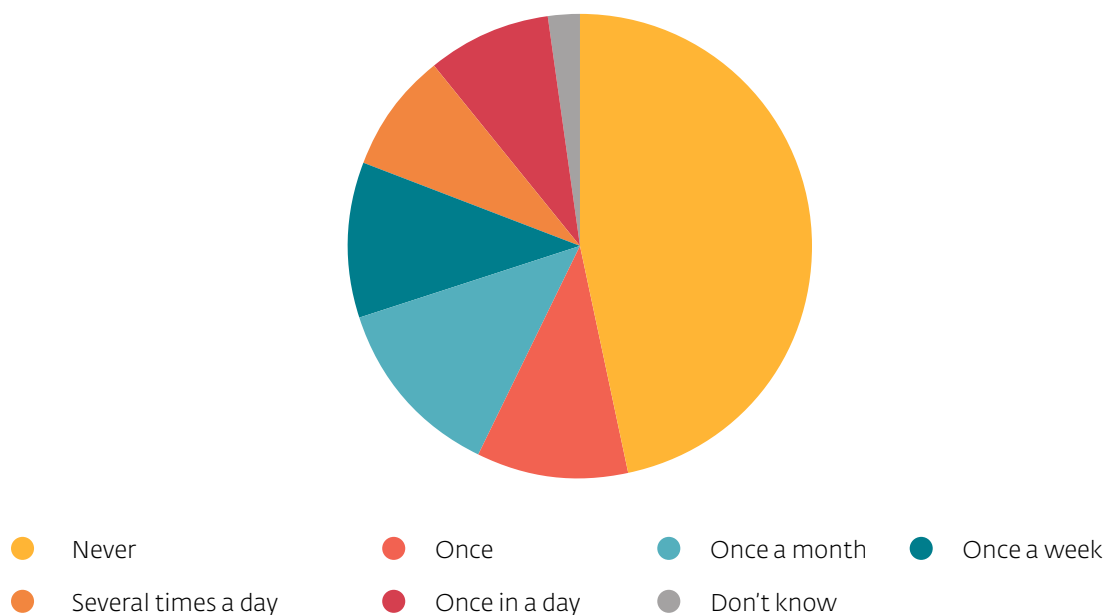
The officials are relatively familiar with instances of abuse and harassment, but cases of sexual harassment are much less known to them. About 45 percent of the border officials are aware of cases of insults or physical violence at the border. Yet, only one official reported knowing about a case of sexual harassment (figure 34). On facilitation payments, about 45 percent of the officials had witnessed bribe-taking over the past six months (figure 35). More than a third of the officials justified facilitation payments as indispensable or otherwise justified (figure 36). At the same time, 40 percent of the officials noted that such payments were not acceptable and illegal.

FIGURE 34: Border Officials' Awareness of Harassment

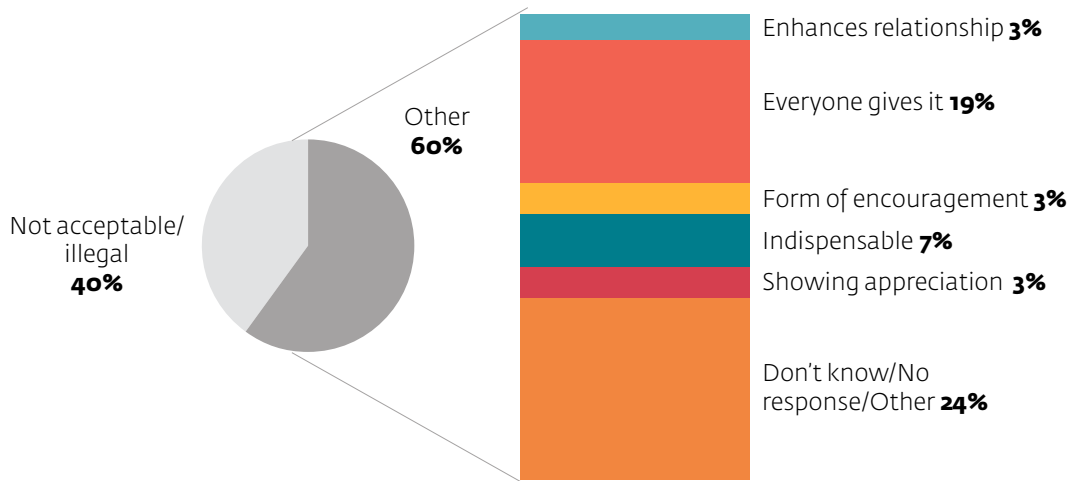


Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 35: Border Officials' Awareness of the Frequency of Facilitation Payments



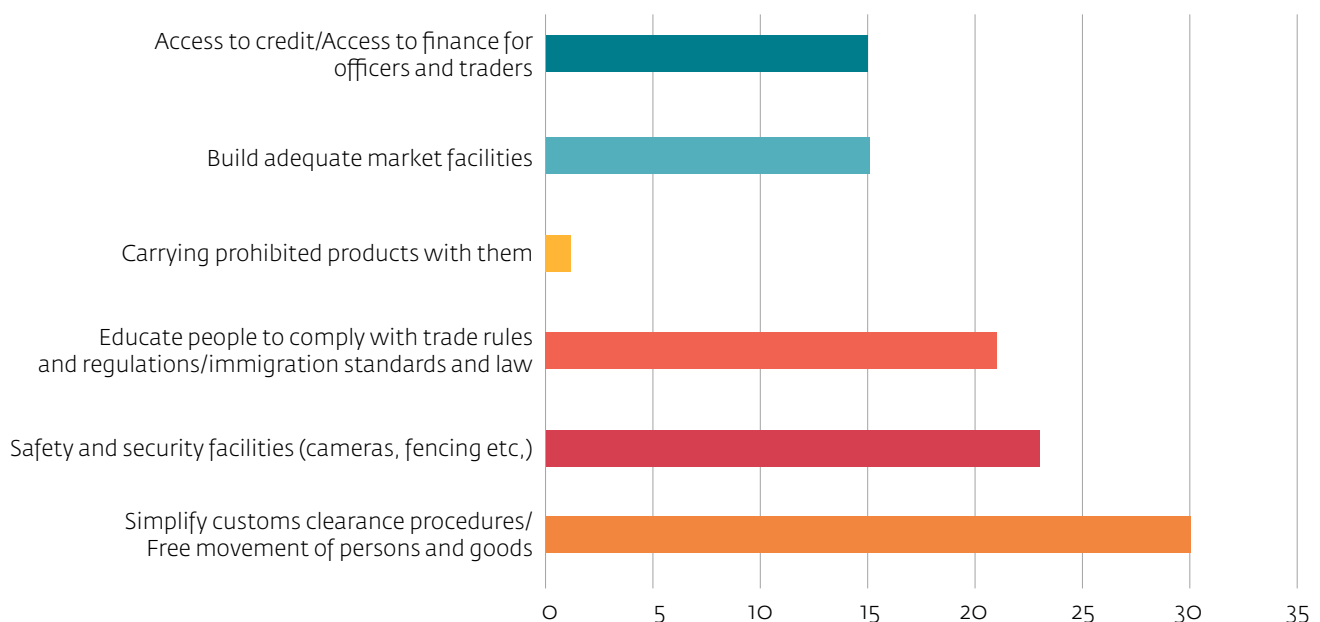
Source: TFWA Small-Scale Cross-Border Trade Survey.

FIGURE 36: Attitudes toward Facilitation Payments among Border Officials

Source: TFWA Small-Scale Cross-Border Trade Survey.

Note: Twenty-four percent of the officials did not respond to the question. Non-responses are not shown.

When asked about their suggestions for activities that the TFWA could usefully support to foster small-scale cross-border trade, the border officials mentioned a range of issues (figure 37). Simplification of customs and immigration procedures tops the list of priorities. Other items that were put forward include measures that relate to safety infrastructure and capacity building. Improvements in market infrastructure and access to finance were also mentioned, but somewhat less frequently.

FIGURE 37: Border Officials' Recommendations for TFWA Activities (frequency count)

Source: TFWA Small-Scale Cross-Border Trade Survey.



04

LESSONS LEARNED + RECOMMENDATIONS

Based on the findings of the surveys, several recommendations and potential actions can be proposed for consideration under the TFWA Program to address the identified issues. These recommendations and actions were devised using the findings from the analyses in the six corridor reports, as well as the overall synthesis report.

Easing procedures and requirements. The findings show that traders and PITs are generally unsatisfied with procedures and requirements related to border clearance. Among other things, they were concerned about the complexity and cumbersome nature of those procedures, which translate into longer clearance times, higher costs for smaller traders, and greater potential license for arbitrary enforcement and related abuse by officials.

Thus, consideration could be given under TFWA to measures that can help simplify, streamline, and/or decentralize existing procedures and requirements, as well as create incentives for more systematic application of existing regional provisions, such as the Economic Community of West African States Trade Liberalization Scheme. Among other things, attention could be given to simplifying requirements for small-scale traders, such as measures to reduce documentary requirements on smaller consignments, streamline procedures, and reduce the time and cost of trade. In this sense, lessons could be imported from elsewhere, such as Southern Africa and East Africa.

In terms of sequencing actions, prior to the process of simplification it would be useful to document what the procedures and requirements are at each border, where they are defined, who is responsible for their implementation, what documents traders need to carry and so on. As well as making the simplification of procedures a smoother process, this action would also help to identify areas where transparency most needs to be encouraged (for example, by removing discretion from officials implementing rules). Measures to increase transparency (see below) are therefore best implemented after procedures and requirements are simplified. Another benefit of documenting existing rules and practices is that this allows comparisons between borders and can encourage more systematic change in procedures and requirements across the region.

Current applications of procedures and requirements affect some groups, types of business, and goods traded differently. Formal and informal businesses and types of goods are affected, but in various ways and different degrees in each corridor. Thus, the types of businesses and goods should be given due consideration in designing (or modifying) and implementing procedures and requirements under TFWA.

Increasing transparency and raising awareness. Respondents in all six corridors repeatedly underlined a lack of transparency in border clearance procedures and regulations, difficulty in accessing the related information, and limited understanding of/knowledge on the underlying provisions and legal texts. In response to this, major emphasis should be placed under TFWA on measures that can increase transparency at the border (for example, by clearly displaying regulations and procedures) and strengthen capacity and awareness levels among border and market users (for example, through trainings, dissemination campaigns, and other awareness-raising efforts). An important lesson from East and Southern Africa is that a simple charter of traders' rights and obligations, with visible signage at borders in local languages, can be a significant first step in improving relations between traders and officials.

The establishment of help desks (physical or virtual), mandated to inform traders of rules and regulations and assist them with clearance procedures, should be considered in close coordination with community service organizations and relevant associations, including those representing women traders. Traders' associations and trade information officers (either locally hired or under a regional program) play an important role in strengthening the interface between officials and traders and in improving awareness, understanding and mutual respect. Easy-to-follow guides designed for mobile

phones could also be considered. Although the details differ between corridors and borders, a common overall approach can be taken to the measures adopted, for efficiency reasons, but also to ensure that, for instance, traders crossing more than one border will be familiar with the approach. In designing a program, careful consideration needs to be given to the most appropriate location of delivery (that is, border versus non-border), given the extensive movement of the traders far beyond the border areas.

Improving behavior. The survey results were varied on sensitive issues such as corruption and harassment, including sexual harassment. Corruption was highlighted as a major issue by traders and PITs, in quantitative interviews and FGDs. The differential impacts on women, as well as types of businesses and goods, were very apparent in the analyses. In contrast, harassment, sexual or otherwise, was minimized or denied in the quantitative interviews. Nevertheless, those issues were cited as major constraints during FGDs and qualitative discussions. It can be assumed that, during one-on-one interviews, the respondents to the quantitative survey may have felt uncomfortable confirming the existence of such phenomena, while being more willing to discuss them in group settings.

Whatever the reason for the contrasting results, TFWA should consider measures that can improve behavior at the survey sites and relationships between traders, PITs, and border officials, such as joint workshops, grassroots-level campaigns, town hall meetings, and ad hoc trainings, including on the gender ramifications of trade facilitation and the specific challenges affecting women traders. Systems allowing traders and PITs to report abuse in safe ways could be devised. The participation of trusted organizations, especially community service organizations—including those representing women—should be encouraged, as their role will be crucial in the process of improving behavior.

Where possible, consideration could also be given to increasing the number of women staff in the ranks of border agencies, particularly in Mali. Improving the behavior of border officials is particularly urgent and crucial, given the level to which officials deny or condone inappropriate behavior, although the extent of this differs between corridors/borders.

Confiscation and the threat of confiscation of goods is a key finding from this and similar surveys, and often lies behind corruption, harassment, and abuse. Specific procedures should be considered to deal with such issues. In this case by, for example, requiring any confiscation to be validated by the head of the border station, and providing an invoice with a full explanation for the reason for confiscation and conditions under which goods will be returned.

Upgrading infrastructure and enhancing overall security. The survey respondents expressed very serious concerns about the current status of infrastructure at the borders and in all the markets, whether close to the border or farther away. These concerns were shared by traders, PITs, and border officials across all the borders—with a little variation by corridor and the differential use of specific infrastructure facilities by type of respondent. The issues can be grouped into three categories: insufficient infrastructure resulting in safety and security concerns at the border, the condition of roads impeding their movement, and the condition of markets. In response to the first, relatively quick and cheap infrastructural development interventions, such as the introduction of surveillance cameras, installation of solar-powered lighting facilities, systems to report problems (and ensure rapid response), as well as the designation of night patrol guards, could be discussed with the stakeholders for further prioritization. Separately, the issue of the condition of the markets and road-related and similar infrastructure could be forwarded to other donor-funded programs with heavy emphasis on physical infrastructure development.

Supporting transporters and intermediaries. The survey highlighted that transporters and intermediaries play important roles at the surveyed sites. A broader lesson for the main survey and for TFWA activities more generally is to pay greater attention to the key features of PITs, to understand the roles they play at survey locations and the challenges they face, which the program could try to address. A supplementary, small survey could be considered to help guide actions to support PITs.

Improving access to markets, information, and finance. The survey results suggest that access to markets, information, and finance are challenges. In particular, financial constraints were cited as by far the biggest concern for traders at all the sites. Although financial institutions (especially multilateral financial institutions) may be active in the surveyed areas, including offering tailored products in some cases, access to finance continues to be a major obstacle, particularly for women traders, who are often unable to obtain credit due to limited information, lack of collateral, and/or inability to meet the terms and conditions. However, the existing literature often points out that the supply challenge of finance usually mirrors the demand-side constraints, such as the bankability of borrowers. Supporting financial inclusion of these traders and improving their financial literacy seem to be a high priority. Given that access to finance requires a comprehensive approach, TFWA will need to work with other, ongoing initiatives to improve financial inclusion and access to finance in the region. This would help to fill the existing gaps effectively, while also offering some punctual support, such as carrying out an information campaign on existing financial product offerings or supporting access to market information in close coordination with local associations and nongovernmental organizations.

Ensuring systematic data collection on SSCBTs. Detailed, relevant, organized data and information on SSCBTs trade in West Africa are not available. This represents an obstacle to efficient and effective policy making on a phenomenon that affects large sections of the region's poorest populations, and one that potentially has a significant role to play in the region's future development. Support should be considered for West African statistical agencies under TFWA to establish a data collection system on SSCBT, ideally in a common effort. Lessons can be drawn from countries, such as Rwanda and Uganda in East Africa, that are regularly collecting such data and where the information has influenced policy discussions at the local and national levels. Setting up data collection systems in West Africa can also reflect extensive work conducted by a current World Bank project examining approaches to monitoring SSCBTs. Among others, it is developing suitable methodologies and indicators that statistical agencies can use in surveys, analysis and reporting.

Annex A:

Detailed Survey Methodology

As a critical analytical piece that underpins the design of the Trade Facilitation West Africa (TFWA) program, significant thought and effort have gone into the preparation and execution of the research. For this reason, this annex provides a detailed description of the methodology.

A.1. Field Preparation

To obtain sufficient survey data collection, prior engagement with the community proved to be critical. In all countries, the survey team conducted prior advocacy visits to the provincial/community authorities and market leaders at the targeted survey sites to educate them about the survey and secure consent and permission to carry out the survey activities. During this visit, the date(s) for the survey were communicated. And the survey team informed the market head that on the first day of data collection all small-scale, cross-border traders (SSCBTs) present in the market would be invited to a central location within the market to be listed and randomly selected for an interview. Similarly, advocacy visits were made to the leadership of institutions and organizations responsible for border operations as a follow-up to introductory letters sent by the World Bank team to seek their support to facilitate survey implementation at the border sites. All the advocacy visits were completed before data collection; however, there were requests for additional approval during the fieldwork, which necessitated a call for more support from local authorities, especially in Ghana, Burkina Faso, and Côte d'Ivoire. Ipsos is bound by the European Laws on Data Privacy Protection. As such, consent was received before the commencement of each interview, and participation in survey activities was always voluntary.

A.2. Quantitative Data Collection

Three closed-response surveys were administered to different target groups at border crossings: (i) traders; (ii) "porters, intermediaries, and transporters; and (iii) border officials from customs, police, immigration, and phytosanitary services. The term "trader" was used to identify economic operators who buy and sell goods in a market or border location covered by the survey. The questionnaires were administered through personal, face-to-face interviews by trained enumerators, working with electronic tablets to ensure data entry completeness and consistency. The question format was dominated by closed-response questions, including Likert scale perception assessments.⁵ In addition, some questions were open ended and asked respondents for brief write-in responses (for example, values of the current transactions).

⁵ Likert-style rating scales make it possible to capture the intensity of a respondent's position, for example, ranging from "strongly agree" to "strongly disagree."

The following approach was adopted for sampling and data collection:

- The team listed all SSCBTs present in the market on the key or major market day, by inviting them to an informational meeting. This exhaustive listing of all meeting attendants included market leaders who are SSCBTs. The listing of SSCBTs on the major market day allowed for the creation of a robust sampling frame for the random selection of participants for the survey.
- Random selection of participants for the survey was done using a public ballot.
- Supervisors and quality control officers ensured that only persons listed and randomly selected were interviewed for the survey.
- SSCBTs crossing from one side of the border to the other for markets very close to the border were also intercepted for interviews. SSCBTs on longer journeys traveling from one country to another through a selected corridor were intercepted at the border crossing or at a motor park close to the border. It was important to have these segments in the sample, as they equally contribute to the cross-border economy.
- In addition to random selection of traders, the teams used intercepts for the porters, intermediaries, and transporters—indeed, randomly selecting this category of respondents was not possible due to their high mobility, which would have made random selection prone to errors. Finally, border officials were purposively identified.

A.3. Qualitative Data Collection

The survey team conducted key informant interviews (KIIs) with officials from key ministries and border agencies (such as customs, immigration, phytosanitary officials, the police, and the ministries of trade), as well as with representatives of financial institutions, traders' associations, market organizations, civil society organizations, and women's organizations. Additionally, focus group discussions (FGDs) were conducted with male and female cross-border traders and border officials, to stimulate better responses and reveal certain aspects of the respondents' behaviors, perceptions, motivations, feelings, and beliefs.

The discussions were centered on the nature and obstacles to small-scale trade, as observed and perceived by the different groups, as well as on the extent to which effective institutional support is available to help small-scale traders overcome the challenges they face. Two techniques, among others, were employed to solicit feedback from the participants:

- **Indirect probing.** The respondents were asked questions in the third person, rather than directly, which helped reduce pressure during the discussions.
- **Participatory approach.** The respondents were asked to lead the discussions as the moderator watched and audio recorded the information provided by the respondents. The moderator only guided the group through indirect questions and probing.

A.4. Sample Overview

A total of 2,999 quantitative interviews, 204 KIIs, and 48 FGDs were completed during the main survey. Tables A.1 and A.2 provide an overview of the various samples, broken down by type of interview (quantitative versus qualitative) and respondent groups.

TABLE A.1: Completed Quantitative Interviews

a. Traders

Country	Coverage			Men	Women	Total
	Border corridor	Border market	In-country market	Survey (n)		
Benin	Cotonou-Niamey	Malanville	Parakou	42	104	146
Burkina Faso	Ouagadougou-Tema	Pô	Kombissiri	95	53	148
Burkina Faso	Ouagadougou-Abidjan	Niangoloko	Bobo-Dioulasso	97	55	152
Burkina Faso	Ouagadougou-Lomé	Cinkansé	Poutenga	74	79	153
Côte d'Ivoire	Abidjan-Ouagadougou	Ouangolodougou	Bouké	73	72	145
Ghana	Tema-Ouagadougou	Navrongo	Techiman	88	58	146
Mali	Bamako-Dakar	Diboli	Kati-Dral	103	43	146
Niger	Niamey-Kano-Lagos	Maradi	Madaooua	150	7	157
Niger	Niamey-Cotonou	Gaya	Dosso	122	23	145
Nigeria	Lagos-Kano-Niamey	Jibia	Dwanau	111	34	145
Senegal	Dakar-Bamako	Kidira	Tambacounda	84	82	166
Togo	Lomé -Ouagadougou	Cinkassé	Atakpamé/Dapaong	90	52	142
Total				1,121	654	1,775

Source: TFWA Small-Scale Cross-Border Trade Survey.

b. Porters, intermediaries, and transporters

Country	Coverage			Men	Women	Total
	Border corridor	Border market	In-country market	Survey		
Benin	Cotonou-Niamey	Malanville	Parakou	80	0	80
Burkina Faso	Ouagadougou-Tema	Pô	Kombissiri	79	1	80
Burkina Faso	Ouagadougou-Abidjan	Niangoloko	Bobo-Dioulasso	86	0	86
Burkina Faso	Ouagadougou-Lomé	Cinkansé	Poutenga	80	0	80
Côte d'Ivoire	Abidjan-Ouagadougou	Ouangolodougou	Bouké	80	2	80
Ghana	Tema-Ouagadougou	Navrongo	Techiman	78	1	80
Mali	Bamako-Dakar	Diboli	Kati-Dral	86	0	87
Niger	Niamey-Kano-Lagos	Maradi	Madaooua	87	0	87
Niger	Niamey-Cotonou	Gaya	Dosso	82	0	82
Nigeria	Lagos-Kano-Niamey	Jibia	Dwanau	83	0	83
Senegal	Dakar-Bamako	Kidira	Tambacounda	80	0	80
Togo	Lomé -Ouagadougou	Cinkassé	Atakpamé/Dapaong	81	1	82
Total				982	5	987

Source: TFWA Small-Scale Cross-Border Trade Survey.

c. Border officials

Coverage			Customs		Immigration		Police		Phytosanitary		Other agencies		Total
			Men	Wom.	Men	Wom.	Men	Wom.	Men	Wom.	Men	Wom.	
Country	Border corridor	Border market	Survey (n)										
Benin	Cotonou-Niamey	Malanville	4	0	10	0	4	0	1	0	1	0	20
Burkina Faso	Ouagadougou-Tema	Pô	4	1	4	0	0	1	1	1	0	0	12
Burkina Faso	Ouagadougou-Abidjan	Niangoloko	5	0	10	1	0	1	1	2	0	0	20
Burkina Faso	Ouagadougou-Lomé	Cinkansé	4	1	5	0	1	1	2	0	0	0	14
Côte d'Ivoire	Abidjan-Ouagadougou	Ouangelodougou	4	1	5	0	4	1	5	1	0	0	21
Ghana	Tema-Ouagadougou	Navrongo	8	2	9	1	0	0	0	0	0	0	20
Mali	Bamako-Dakar	Diboli	12	1	0	0	7	0	2	0	1	0	23
Niger	Niamey-Kano-Lagos	Maradi	4	1	4	0	9	2	3	0	0	0	23
Niger	Niamey-Cotonou	Gaya	10	0	3	2	2	1	2	0	0	0	20
Nigeria	Lagos-Kano-Niamey	Jibia	2	3	5	0	7	0	5	1	1	0	24
Senegal	Dakar-Bamako	Kidira	5	2	0	0	8	2	2	1	0	0	20
Togo	Lomé-Ouagadougou	Cinkassé	12	0	5	0	0	0	1	0	2	0	20
Total			74	12	60	4	42	9	25	6	5	0	237

Source: TFWA Small-Scale Cross-Border Trade Survey.

TABLE A.2: Completed Qualitative Interviews

a. Focus group discussions

Coverage			Number of participants								FGD total (48)
			Men only (12)		Women only (12)		PIT (12)		Border officials (12)		
Country	Border corridor	Border market	Target	Present	Target	Present	Target	Present	Target	Present	
Benin	Cotonou-Niamey	Malanville	10	10	10	10	10	9	10	10	
Burkina Faso	Ouagadougou-Tema	Pô	10	10	10	10	10	8	10	7	
Burkina Faso	Ouagadougou-Abidjan	Niangoloko	10	10	10	10	10	10	10	6	
Burkina Faso	Ouagadougou-Lomé	Cinkansé	10	10	10	10	10	8	10	5	
Côte d'Ivoire	Abidjan-Ouagadougou	Ouangelodougou	10	10	10	10	10	10	10	10	
Ghana	Tema-Ouagadougou	Navrongo	10	10	10	10	10	10	10	10	
Mali	Bamako-Dakar	Diboli	10	8	10	9	10	9	10	6	
Niger	Niamey-Kano-Lagos	Maradi	10	8	10	8	10	10	10	10	
Niger	Niamey-Cotonou	Gaya	10	10	10	9	10	10	10	8	
Nigeria	Lagos-Kano-Niamey	Jibia	10	10	10	10	10	9	10	10	
Senegal	Dakar-Bamako	Kidira	10	10	10	10	10	10	10	6	
Togo	Lomé-Ouagadougou	Cinkassé	10	10	10	10	10	10	10	10	
Total			120	116	120	115	120	113	120	98	

Source: TFWA Small-Scale Cross-Border Trade Survey.

b. Key informant interview

Coverage				Representative of trader association	Market organizations	Local government authority	Civil society organizations	Women's organizations	Ministry of Trade	Financial institutions	KIIs TOTAL
Country	Border corridor	Border market	In-country market	KIIs (n)							
Benin	Cotonou-Niamey	Malanville	Parakou	4	3	2	3	2	1	2	17
Burkina Faso	Ouagadougou-Tema	Pô	Kombissiri	3	3	2	3	3	1	2	17
Burkina Faso	Ouagadougou-Abidjan	Niangoloko	Bobo-Dioulasso	3	3	2	3	3	1	2	17
Burkina Faso	Ouagadougou-Lomé	Cinkansé	Poutenga	3	3	2	3	3	1	2	17
Côte d'Ivoire	Abidjan-Ouagadougou	Ouangolodougou	Bouké	3	4	1	1	3	1	4	17
Ghana	Tema-Ouagadougou	Navrongo	Techiman	6	3	2	1	0	1	4	17
Mali	Bamako-Dakar	Diboli	Kati-Dral	3	2	2	3	3	1	3	17
Niger	Niamey-Kano-Lagos	Maradi	Madaoua	3	3	2	3	3	1	2	17
Niger	Niamey-Cotonou	Gaya	Dosso	3	4	1	3	3	1	2	17
Nigeria	Lagos-Kano-Niamey	Jibia	Dwanau	5	3	2	2	0	1	4	17
Senegal	Dakar-Bamako	Kidira	Tambacounda	3	3	2	3	3	1	2	17
Togo	Lomé-Ouagadougou	Cinkassé	Atakpamé/Dapaong	3	2	2	3	4	2	2	17
Total				42	36	22	31	30	12	31	204

Source: TFWA Small-Scale Cross-Border Trade Survey.

A.5. Training of Enumerators

The training of the survey teams was conducted in phases. Following the pilot survey on Dakar-Bamako in April 2019, the field managers and project coordinators who led the training in all countries received an online training of the trainers between June 26 and July 1, 2019. The online training covered survey and gender-based topics for all the field managers and coordinators. Training on country-based data collection was done in Nigeria and Ghana from July 2 to 6, 2019; in Côte d'Ivoire and Burkina Faso from July 4 to 9, 2019; and in Benin, Togo, and Niger from July 10 to 16, 2019.

The training program included teaching on the objectives and scope of the TFWA program, methodology and data collection tools, demonstrations, practical exercises, pilot interviews, role play, and team building. The training sessions also included gender-related ethical considerations, ensuring the integration of gender aspects into the data collection process. During the training, the qualitative and quantitative teams of data collectors were briefed on their respective survey targets, methodology, and how to administer the data collection tools, that is, the questionnaires and discussion guides. The survey team was allowed time to do multiple dress rehearsals (mock sessions) to familiarize themselves with the data collection tools. Each day's training commenced with setting the expectations and ended with a recap of the day's learning—including integrating the gender aspects into the data collection process—with role play and demonstrations involving different possible scenarios that may arise during the fieldwork. Notions related to gender

ethics were inserted into all the practice sessions and throughout the training tools and mock sessions. Evaluations through oral reviews and written tests were done periodically during the training days to measure participants' understanding of the training subjects covered. Refreshers were done to ensure that knowledge gaps observed through the evaluations were adequately bridged. The qualitative teams also conducted mock mini-FGDs and mock KIIs (one for each type of qualitative design), to stimulate understanding of the qualitative questions.

For each country, the entire data collection team met on the last day of the training to share feedback and review what was learned from the training and mock session. The project manager and team lead documented all feedback and experiences and shared advice and suggestions for improvements as they apply to the survey. The gender expert used the debrief session to reiterate core aspects of the gender training that must be checked by team leaders and quality assurance officers when they accompany the data collectors during fieldwork.

A.6. Quality Control

Various techniques were used during the survey for quality control purposes. For the quantitative interviews, these included but were not limited to the following:

- **Physical back-checks.** Of all the interviews, 41 percent were directly observed by the team supervisors and quality control officers. The quality control officers randomly selected interviews from each interviewer's work and assigned them to supervisors and independent quality control personnel for physical back-checks. The original target for this was 15-20 percent (table A.3).
- **Telephone back-checks.** Telephone calls were placed by the in-office quality control officers to interviewed respondents to validate 23 percent of the interviews, which exceeded the set target of 10 percent.
- **Voice recording.** One of the questions asked of the officials at the border was programmed to record voice response. For Ghana, Niger, and Burkina Faso, quality control officers listened to audio recordings for all three quantitative interview segments. For Nigeria, Togo, and Côte d'Ivoire, there were no audio recordings for the quantitative interviews conducted with officials. The total silent recording that was checked exceeded the set target by 13 percent. The set target for this task was 5 percent.
- **Direct observations.** Direct observations were done to evaluate and improve interviewer performance and look for errors and misconceptions that could not be detected through data checks. The observations were carried out without disrupting the interviews. These observations enabled the supervisors and quality control officers to monitor adherence to and implementation of gender ethics for data collection among the enumerators. Notes were taken by the supervisors and quality control officers on the observed issues, and this helped in providing onsite feedback to the interview team during the morning and afternoon meetings.

TABLE A.3: Overview of Quality Control Back-Checks Completed

BENIN / BURKINA FASO / GHANA / IVORY COAST / NIGER / NIGERIA / TOGO							
QC Stage	Target	QA Target	SSCBTs	PITs	Officials	Total	Effective (QA%-Ave)
Supervisor QC (20%)	F2F backcheck	490	344	222	47	613	18%
Independent QC (25%)	F2F Backcheck	306	290	195	32	517	23%
	Telephone backcheck	306	252	151	49	452	
Script (5%)	Silent recording	123	102	45	5	152	18%
Total achieved		1225	988	613	133	1734	

Source: TFWA Small-Scale Cross-Border Trade Survey.

Note: Silent recording was activated by consent and used for quality assurance purposes only. The recordings were immediately discarded once the interviews were verified. As the table shows, most of the officials did not consent to voice recording. Ave = average; F2F = face to face; PITs = porters, intermediaries, and transporters; QA = quality average; QC = quality control; SSCBTs = small-scale, cross-border traders.

For the qualitative interviews, quality control primarily entailed selective recruitment of survey participants.

All the recruitment questionnaires were shared with the quality control team and project manager prior to the commencement of the FGDs and KIIs. This enabled the quality control officer and project manager to check whether the respondents who were recruited were qualified to take part in the survey. The FGD respondents were screened by a quality control person through the use of the completed recruitment questionnaire, and only respondents whose responses matched the content of the recruitment questionnaire were allowed into the venue for the groups. The quality control officer also used secondary questions to validate the responses provided, to ensure that the personal details provided by the respondents were authentic. For the KIIs, the interviewees were pre-screened through telephone back-checks before engagement with the moderator.

A.7. Data Processing and Analysis

For the quantitative interviews, data processing commenced by validating each data set against the stipulated filters in the questionnaires and cleaning of responses that did not match the questionnaire logic, if any. The following pre-analysis processes were carried out:

- Extraction and translation of all "Other – Specify" responses to English language
- Creation of code frame and coding of all "Other – Specify" responses
- Processing and labeling: the data were disaggregated by country for all the data sets, to aid comparison across border corridors.

For the qualitative interviews, data processing started with all the audio files from the FGDs and KIIs being transcribed into French and subsequently translated into English for the files received from Benin, Burkina Faso, Côte d'Ivoire, Niger, and Togo. For Nigeria and Ghana, only the interviews with female SSCBTs conducted in Hausa and Twi were translated into English. All the transcripts and audio recordings were then reviewed by linguists with expertise in English and the respective languages, to ensure that the meaning and content of the insights provided by the participants were not lost during translation and transcription.

Annex B:

Description of Survey Locations

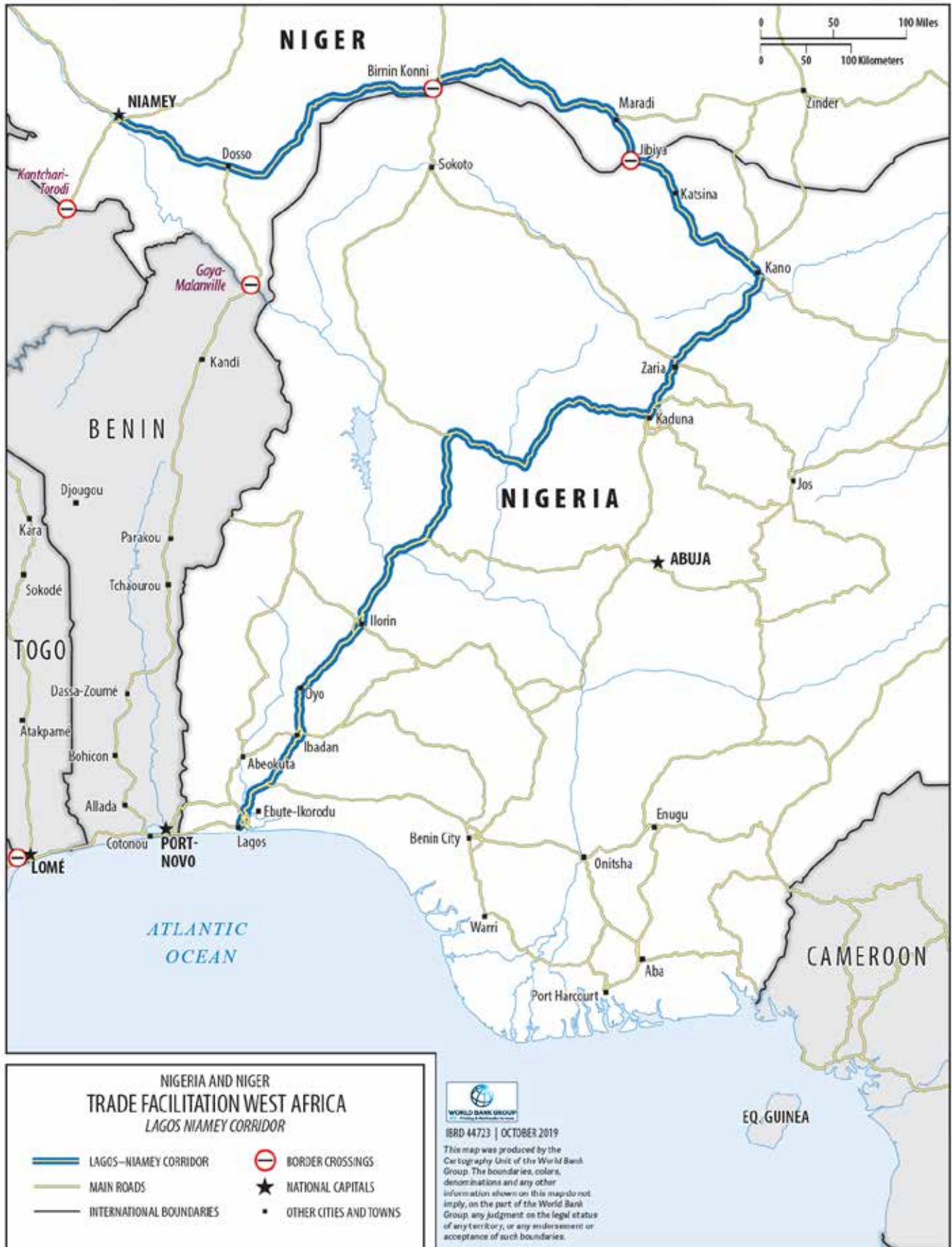
This annex describes the border markets that were surveyed in the Lagos-Kano-Niamey corridor. Where appropriate, the information is complemented by a combination of satellite imagery analysis and de-identified cell data analysis.

Dawanau Market, Nigeria. Dawanau market is the largest grain market in Nigeria and West Africa, and it is located in Kano state. It covers an area of 25,333 square meters. Most of the stalls are uncovered (61+, compared with seven+ that are covered). Most of the stalls are stationed outside the covered areas and lack electrical lighting fixtures, so the inferred level of lighting safety is low to medium. The imagery shows a significant number of cars (51) and trucks (22) parked along the roadside, which may indicate a parking area for the mosque/market or a rest stop for those traveling to neighboring cities. Although no cell data have been captured at this site, we can infer from the stall count that there are around 25 traders at this market. The site is male-dominated, with very few women traders.

Jibia-Magama Border Post, Nigeria. Jibia-Magama border market is located a few kilometers from the Nigeria-Niger border and is composed of four separate building structures, each containing a few market stalls. The estimated number of stalls under the shared roofing is around 17, with 10 that are covered and seven that are uncovered. The total estimated number of traders based on the stall count is five to 10. Lighting safety risks are high, given the lack of electrical fixtures and relatively rural area. Although the entire market spans an area of 27,109 square meters, most of the traders are stationed near the road where customers travel. There are a few cars (13) and trucks (seven) stationed at the market. The total inferred number of traders based on the stall count is five, although the imagery is obscured due to trees in some areas.

Madaoua Market, Niger. The Grand Marché De Madaoua is a large market, covering a span of 31,246 square meters in the center of Madaoua city. The market itself contains many stalls (more than 259 in total), the vast majority of which are covered (255+). The market is busy, with the cell data predicting that there are around 90 traders. The lighting at this site is rated low to medium, since only a few electrical fixtures were detected.

Dan Issa Market, Niger. This market is in the rural village of Dan Issa, in the Madrounfa Department of Niger. The total area of the market is 14,723 square meters, making it the smallest market in the region. The market is located very close to the Niger-Nigeria border, so it is likely a stop for traders en route to trade in other areas. The imagery shows five trucks and one car parked in the market. The location and function of this site as a market have been validated by ground photos, and the satellite imagery shows a few buildings. But the market area is mostly obscured by trees, making it difficult to assess accurately the number of stalls and traders. Given the rural nature of the region, the cell data are sparse.

Map B.1: Lagos-Kano-Niamey Corridor



The Trade Facilitation West Africa (TFWA) Program is a five-year, multi-partner initiative that aims to promote trade facilitation and regional integration in West Africa. The program strives to reduce the time and cost of regional trade by improving the movement of goods along six selected corridors including for small-scale cross-border traders (SSCBTs), especially women. To inform the design of TFWA interventions addressing SSCBT constraints, including gender-based ones, a large-scale regional field survey was conducted across nine West African countries – the findings for Benin and Niger are detailed in this report.



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