

Trade Facilitation West Africa



The Trade Facilitation West Africa Program is a multi-donor initiative to improve the 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. This program brings together key development partners, including European Union, USAID, Government of the Kingdom of the Netherlands, and Government of the Federal Republic of Germany to work with regional bodies (ECOWAS and WAEMU) to implement a combination of traditional trade facilitation interventions and targeted measures. The program is co-implemented by the World Bank Group and the German Development Cooperation Agency.

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Introducing the TFWA Program

The Trade Facilitation West Africa (TFWA) Program is a new multi-donor initiative that aims to improve existing trade facilitation (TF) measures in West Africa and implement them more efficiently. This includes improving the movement of goods along selected corridors and supporting small-scale traders – including women and other key stakeholders – in TF reforms and programs.

TFWA is a five-year program (September 2018 – June 2023) – jointly implemented by the World Bank Group (WBG) and the German International Cooperation (GIZ) – that benefits from a total of \$75 million in funding. The program is governed by a steering committee that provides overarching strategic oversight and meets at least once a year and a technical committee that provides specific technical inputs to the steering committee and meets twice a year. Both committees are chaired by the Economic Community of West African States (ECOWAS) and key members include the West African Economic and Monetary Union (WAEMU), donors, and implementing partners. The program has three components:

1. Improve and more efficiently implement TF measures
 - a. Develop and implement regional TF policies and instruments
 - b. Improve capacities for TF monitoring and implementation
 - c. Support Common External Tariff implementation
 - d. Improve and more efficiently implement ETLs
 - e. Implement the WTO Trade Facilitation Agreement

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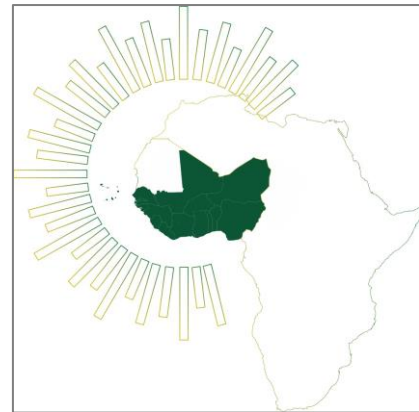


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2. Improve the efficient movement of goods along selected corridors
 - a. Improve and simplify customs and border regulations and procedures between countries along the selected corridors
 - b. Establish customs connectivity in one or more corridors
 - c. Improve regional transit along corridors
3. Reduce barriers for women and small-scale traders
 - a. Make border crossing for small-scale traders and women cheaper and more efficient
 - b. Personalize transport and trade sectors in selected corridor
 - c. Institute a regional and national advocacy and sensitization system



TFWA Program Regional Map

The program is currently committed to design interventions along six priority corridors:

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

REGIONAL UPDATES

Steering Committee Meeting Kicks Off TFWA Program

On September 27, 2018, a steering committee meeting was held in Abuja, Nigeria to mark the official start of the TFWA Program. ECOWAS Trade Commissioner Tei Konzi chaired the meeting, with WAEMU Transport Commissioner and Acting Trade Commissioner M. Koffi serving as vice chair. Around 30 key stakeholders attended the inaugural meeting, representing ECOWAS, WAEMU, European Union (EU), USAID, Government of the Kingdom of the Netherlands, WBG, and GIZ. In this kick-off steering committee meeting, the First Year Activity Plan and the TFWA Program's governing structure were both successfully decided.

TFWA Participates in the Borderless Alliance Conference



The TFWA Program at the Borderless Alliance Conference in Ghana

The TFWA program supported the organization of the 8th Borderless Alliance Conference in Accra, Ghana from April 24 to 26, 2019. The event, which was themed 'Facilitating Intra-Regional Trade in West Africa: Emerging Trends', brought together about 100 private and public sector stakeholders from across West Africa, including leading regional trading companies, transport and logistics companies, and financial institutions. Discussion topics included the impact of international instruments on regional trade, the latest developments in trade across West Africa, efficient border management for

improved cross-border trade in West Africa, and new regional Initiatives in trade facilitation. Evelyn Ayivor, the TFWA Representative for UEMOA and Burkina Faso, presented the TFWA program to participants at the event. The event ended with a strong call on governments to help resolve issues that hinder the efficient movement of goods along the region's corridors.

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Workshop Validates Customs Interconnectivity Solution

A regional interconnectivity workshop was held in Lome, Togo in February 2019 organized by ECOWAS and GIZ, and financed by the TFWA Program. The workshop – which builds on several years of support by various contributing donors, including the WBG – aimed to validate the Regional Customs Interconnectivity Solution by bringing together more than 40 IT heads, transit procedure experts, and member state customs administrators to discuss the topic. This group of experts validated the interconnectivity solution, which – as a next step – will be deployed in each member state. Looking forward, the solution's rollout will include national needs assessments, integration into national customs systems, and regional capacity building.

Stakeholders Weigh in on Gender Assessment Report

In late February and early March, a series of workshops took place across the region to present preliminary findings of the draft TFWA Regional Gender Assessment Report. The workshops engaged public and private stakeholders from each country – including stakeholders from the Ministry of Trade, Ministry of Transport, Ministry of Gender, customs, immigration, police department, Chamber of Commerce, and associations of women traders and entrepreneurs – as well as representatives from ECOWAS and WAEMU. On average, 25 participants attended each country's event, providing valuable feedback and recommendations. The report recommendations will be incorporated into the work program to mainstream gender and to support small-scale, cross-border traders.



Women Farmers in Burkina Faso

Overall, stakeholder feedback was positive; stakeholders endorsed proposed gender-sensitive TFWA actions in the pilot countries. The stakeholders also provided useful suggestions on how to operationalize the report recommendations nationally, within each TFWA target country. Notably, stakeholders appreciated the report's emphasis on gender and valued the program's overarching gender focus, which represents an innovative departure from other, more traditional trade facilitation and corridor development programs.

Trade Pilot Study Underway

A small-scale, cross-border trade pilot survey is currently ongoing. Enumerators training and questionnaire testing was successfully completed in Senegal and Mali in the second half of March, followed by pilot data collection along the Dakar-Bamako corridor in April. The five remaining corridors will follow afterwards. As part of the survey, quantitative data collection, key informant interviews, and focus group discussions are planned with traders, border officials, transporters, intermediaries, market vendors, and selected financial institutions at 24 border/market sites. These sites sit along



Market Vendor in Nigeria

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the six principal TFWA corridors, which are: Abidjan-Ouaga, Tema-Ouaga, Lome-Ouaga, Dakar-Bamako, Cotonou-Niamey, Lagos Kano Maradi / Zinder-Niamey. This exercise underpins the TFWA Program and aims to gather quantitative evidence on regional cross-border trade patterns and related challenges, including from a gender perspective. The draft survey report will be available at the end of July and will form a basis for forward-looking program activities.

West African Corridor Diagnostics Launched

A series of assessments were initiated to form comprehensive corridor diagnostics. These comprise the following components:

1. Trucking and logistics surveys in all nine corridor countries, along the six target TFWA corridors. The main objective of these surveys is: (i) to understand logistics patterns, costs, and stakeholder organization (including insights on traders, truck drivers, and logistics companies) along the corridors; (ii) to identify critical bottlenecks limiting smooth trade flow; and (iii) to establish a baseline to measure the pre and post-impacts of project-supported reforms. The first trucking and logistics survey was launched in a workshop in Côte d'Ivoire in March, with surveys in Mali, Niger, Senegal, and Togo to follow this year.
2. A series of survey-based assessments are underway at the main borders at four of the six corridors: Dakar-Bamako, Tema-Ouagadougou, Cotonou-Niamey, and Northern Nigeria-Niger. The aim is to identify revenue and activity generated by trucks standing idle at the borders.
3. An analysis of customs data covering five main topics: (i) establishing a typology for traders and for clearing and forwarding agents; (ii) regional trade flows; (iii) a light version of a time release study using customs time stamps; (iv) a social network analysis on the relationship between traders and clearing and forwarding agents; and (v) process mapping.
4. Process mapping / mining along the corridors, with a focus on ports, borders, and inland terminals. This exercise will use input from the analysis of customs data, border assessments, and dedicated mapping work. This exercise aims to provide a comprehensive understanding of each step/process in the trade procedure, including the cost and time at each process and interaction. Additionally, the program's mapping / mining work aims to identify areas that can be streamlined or eliminated.



A Truck Driver Prepares to Receive his Shipment in Senegal

Once complete, TFWA Program stakeholders will validate the findings of the corridor assessments through a series of national workshops, in each of the nine countries (in the six corridor countries' capitals). All analyses are expected to be completed by June, and workshops are tentatively planned for September-October 2019.

Draft Regulation Aims to Improve Customs Brokers Profession

A draft Supplementary Act was recently developed by the ECOWAS Customs Directorate with the support of GIZ. The regulation was drafted to tackle international trade challenges and maintain revenue streams, improving the customs brokers profession in ECOWAS member states. To this end, it outlines accreditation and organizational requirements for customs brokers in the region. The draft regulation was designed to be judiciously adapted and deployed to ECOWAS member states; it considers budgetary concerns, accounts for the optional nature of having recourse against customs brokers, and draws inspiration from best practices garnered from a 2016 WCO study.

As next steps, member states will secure expert validation and work toward adoption by the Customs Union Management Committee, adoption by the heads of customs administrations, and adoption by sector ministers. As a final step, the regulation aims to be adopted by the Council of Ministers.

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COUNTRY-LEVEL UPDATES

Burkina Faso



TFWA Meeting with the National Trade Facilitation Committee (NTFC) in Burkina Faso

A series of high-level meetings took place in January 2019 to kick start the TFWA Program in Burkina Faso. In collaboration with WAEMU, the meetings introduced the TFWA Program to key national stakeholders in Burkina Faso, namely Ministry of Finance, Ministry of Trade, Ministry of Transportation, Ministry of Gender, Customs Commission, Maison de l'Entreprise, Directorate-General for Cooperation, Chamber of Commerce, and National Economic and Social Development Plan stakeholders. This mission aimed to garner stakeholder support and collaboration in order to ensure the program's successful implementation in Burkina Faso.

In February, a discussion workshop was also convened in Burkina Faso, presenting the preliminary findings of the draft TFWA Regional Gender Assessment Report to public and private Burkinabe stakeholders. Twenty participants attended the event, including representatives from Burkina Faso's Ministry of Trade, Ministry of Transport, Ministry of Gender, Chamber of Commerce, and Maison d'Entreprise, as well as other relevant associations, such as African Women Leaders and Groupe d'Actions pour la Promotion, l'Éducation et la Formation de la femme et de la jeune fille. In addition to the workshop, one-on-one meetings were held with Ministry of Trade, Ministry of Transport, Ministry of Gender, and Ministry of Customs stakeholders, as well as with relevant WAEMU subdivisions, including the customs, agriculture, and gender departments.

In the workshops, feedback was generally positive and stakeholders endorsed the proposed gender-sensitive TFWA actions for Burkina Faso. The feedback gathered from this exercise will be incorporated into the final report ahead of its validation. Notably, the stakeholders also provided useful suggestions on how to operationalize the report recommendations at the country level in each TFWA market.



TFWA Meeting with the NTFC in Burkina Faso

Later in the year, in April, TFWA supported the National Trade Facilitation Committee (NTFC) Meeting in Ouagadougou, organized in collaboration with WAEMU and the Ministry of Trade. The NTFC meeting had 37 people in attendance from key Burkinabe public and private sector associations working in or involved with trade facilitation. The purpose of the workshop was to present the planned activities for Burkina Faso while soliciting stakeholder feedback. These meetings gave TFWA implementers confirmation that planned program activities – such as supporting containerization and authorized economic operators – would have national

stakeholders' full backing. In addition to confirming that stakeholders were willing and ready to collaborate with the TFWA Program, the team also received requests to consider additional activities within the program, such as supporting sanitary and phytosanitary measures at the borders.

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Ghana

In February, Ghanaian public and private stakeholders convened for a discussion workshop to present preliminary findings from the draft TFWA Regional Gender Assessment Report. Seventeen participants attended the event, including representatives from Ghana's Immigration Service, Borderless Alliance, the private sector, and other relevant associations, including the Ghana Association of Women Entrepreneurs. A representative of the Canadian Embassy also attended the event. Following the workshops, stakeholders endorsed the proposed gender-sensitive TFWA actions for Ghana. In addition to the workshop, one-on-one meetings took place with the Ministry of Trade, Revenue Authority, Chamber of Commerce, and with the Honorable Gifty Twum, Deputy Minister of Gender.



TFWA Meeting with Senior Officials of Ghana's National Chamber of Commerce's Ladies Wing

As part of this information-gathering process, program stakeholders provided substantial feedback, which will be incorporated into the final version of the report. Feedback was generally positive, and stakeholders appreciated the emphasis placed on gender in both the report and the TFWA Program. Ghanaian stakeholders also provided useful suggestions on how to operationalize the report recommendations at the country level in each TFWA target market. As next steps, the TFWA team will finalize the report by incorporating stakeholder comments, then validating it at the regional level.

Côte d'Ivoire

On March 19 and 20, the World Bank office in Abidjan hosted workshops as part of a study on trucking and logistics in West Africa (see "West African Corridor Diagnostics Launched" in the Regional Updates



A Truck Hauling Wood in Abidjan, Côte d'Ivoire

section above). In response to the workshop's overall objective of better understanding different stakeholder groups and the realities and challenges they face, forty-one public and private sector participants from well-known transportation and logistics companies in Côte d'Ivoire attended the workshops. Ultimately, the goal was to establish a baseline for monitoring the TFWA Program's performance in the region. These meetings helped the stakeholders learn more about the trade facilitation program, and overall, feedback was extremely positive.

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Niger

In February, a series of consultations were conducted with Nigerien TFWA Program public and private stakeholders – including ministerial-level stakeholders – as part of the Regional Gender Assessment process. Substantial inputs and qualitative information were gathered from stakeholders as part of these engagements, and this insight will be incorporated into the final TFWA Regional Gender Assessment Report ahead of its validation. One-on-one meetings also took place with Niger's Ministry of Trade, Ministry of Customs, Direction de la Sécurité Terrestre, Chamber of Commerce, and other relevant associations – such as the Association des Femmes Operatrices Economiques du Niger – as well as with Gender Minister H.E. Elback Zeinabou. As a result of the engagements, the TFWA Program team gathered information and relevant documentation required to complete Niger's section of the TFWA Regional Gender Assessment Report. As a next step, the TFWA team will finalize the report and share it with Nigerien stakeholders for feedback.



TFWA Meeting with Niger's Minister of Women's Empowerment and Children's Protection

Nigeria

In March, ECOWAS convened a discussion workshop with TWFA donors, partners, and regional stakeholders to present preliminary TFWA Regional Gender Assessment Report findings in Nigeria. Sixteen participants attended the Nigerian event, including representatives from the EU, the Netherlands, GIZ, and relevant ECOWAS departments (including trade, gender, infrastructure, and business and enterprise promotion, among others). Participants provided substantial feedback, which will be incorporated into the final version of the report ahead of its regional-level validation.

Also in March/April, a WBG team visited Nigeria to engage on the Country Private Sector Diagnostic (CPSD) – a new instrument that aims to make concrete recommendations for crowding-in private sector investment and financing, through highlighting impediments to more dynamic private sector participation in the Nigerian economy. Focusing on the need to diversify exports, the team engaged with relevant stakeholders (including the Federal Ministry of Industry, Trade and Investment) on trade policy and facilitation issues critical to improving private sector efficiency. The CPSD report is due in June 2019 and will complement other studies and assessments in informing activities to be focused under the TFWA program.

Togo

In January, the TFWA team met with stakeholders in Togo to identify priority intervention areas in a manner complimentary to on-going support from various donors, such as Japan International Cooperation Agency, African Development Bank, EU, and International Development Association.

In March, public and private Togolese stakeholders participated in a workshop presenting the preliminary findings of the draft TFWA Regional Gender Assessment Report. Regional stakeholders provided substantial feedback, which will be incorporated into the final report ahead of its validation. Representatives from Togo's Ministry of Trade, Ministry of Transport, Ministry of Gender, Chamber of Commerce, and from the EU Delegation attended the event. In addition to the workshop, one-on-one meetings took place with Togo's Ministry of Transport, Ministry of Gender, Chamber of Commerce, Office Togolais de Recettes, and relevant associations, such as Innov'Up. A one-on-one meeting was also held with Togo's Trade Minister, His Excellency Kodjo Adedze. Following the workshop and meetings, the proposed gender-sensitive TFWA actions for Togo were endorsed. Looking forward, the TFWA team will finalize the report, incorporate comments from stakeholders, and then have it validated at the regional level.

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Senegal



Trucks Wait at a Toll Road in Senegal

In February, the TFWA team held a planning workshop with the Dakar-Bamako Corridor Management Committee in Dakar. The planning workshop provided a platform to discuss support modalities for regional customs interconnectivity solution deployment along the corridor, in both the Senegalese and Malian customs systems. Additionally, the workshop provided a platform to explore other activities aimed at improving transit processes along the Dakar-Bamako corridor, including diagnosis of the regional customs transit guarantee system. Feedback

from the workshop will be incorporated into the TFWA Program. The Dakar-Bamako Corridor Management Committee is a key stakeholder in regional transit reform implementation and TFWA will partner with the committee to implement reform and capacity building aspects of the program along the Dakar-Bamako corridor.

UPCOMING ACTIVITIES

- **GUINEA-BISSAU:** On April 29 and 30, GIZ will partner with the Chamber of Commerce and the Guinea-Bissau Ministry of Trade to sensitize the private sector on various trade protocols, including new custom codes, ETLs, the trade facilitation agreement, and the African continental free trade agreement. The event aims to show the private sector how to take advantage of these trade agreements to enhance trade within the region and continent.

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