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ECOWAS AGRICULTURE TRADE & MARKET (EATM) SCORECARD FOR WEST AFRICA & THE SAHEL

A Scorecard to Advise Regional Agri-food Trade Integration



AKADEMIYA

Promoting Intra-regional Trade to Improve the Resilience of Food Systems in West Africa & the Sahel

Under the framework of the World Bank's [West African Food System Resilience Program](#) (FSRP), a new multi-phase regional program that will complement and enhance ongoing efforts to reduce food insecurity and improve the resilience of food systems, the Economic Community of West African States (ECOWAS) Commission has developed a monitoring and strategic planning tool – the ECOWAS Agriculture Trade and Market (EATM) Scorecard for West Africa and the Sahel. Designed to foster intra-regional trade of agricultural and food products, the EATM Scorecard is aligned with existing ECOWAS trade policy frameworks, such as the ECOWAS Trade Liberalization Scheme (ETLS) and the ECOWAS Common External Tariff (CET).

The development of the EATM Scorecard methodology was based on a participatory and inclusive consultation process to build consensus and facilitate ownership.

ECOWAS selected AKADEMIYA2063 to develop the Scorecard methodology in close consultation with key regional and national stakeholders. This was achieved through an inclusive task force established by ECOWAS, with the technical guidance and support of AKADEMIYA2063. The task force facilitated access to relevant and reliable data and information at both regional and national levels.



A man with short dark hair, wearing a red, blue, and white plaid shirt, is kneeling in a greenhouse. He is holding a tablet computer with both hands and looking at the screen. The greenhouse has a curved metal frame and translucent plastic covering. Rows of green plants are visible in the background.

What is a Scorecard?

A scorecard is a monitoring, evaluation, and accountability, as well as a strategic planning tool. Scorecards are designed to track and monitor the performance of an intervention, such as a project, program, or strategy; this is achieved by developing an indicator framework and using existing data to inform the framework.

An effective indicator framework used to implement a scorecard must hence include an adequate number of indicators at all levels of measurement along the results chain, i.e. input, output, outcome, and impact levels. A results chain is a tool of the theory of change that logically links inputs, outputs, and outcomes to the desired impact. The cause-effect relationship among the different levels of results is captured by the results framework. The results framework is developed in various steps as suggested by the [World Bank](#) (2012) and presented by Box 1.

Steps to Design a Results Framework

- **Step 1.** Establish Strategic Objectives
- **Step 2.** Identify and Work with Stakeholders
- **Step 3.** Define Results (Outputs, and Outcomes)
- **Step 4.** Identify Critical Assumptions and Risks
- **Step 5.** Review Available Data Sources and Specify Indicators
- **Step 6.** Assign Indicators and Data Sources for Each Level of Result
- **Step 7.** Establish the Performance Monitoring Plan
- **Step 8.** Establish a Communication and Dissemination Plan

Source: World Bank (2012)

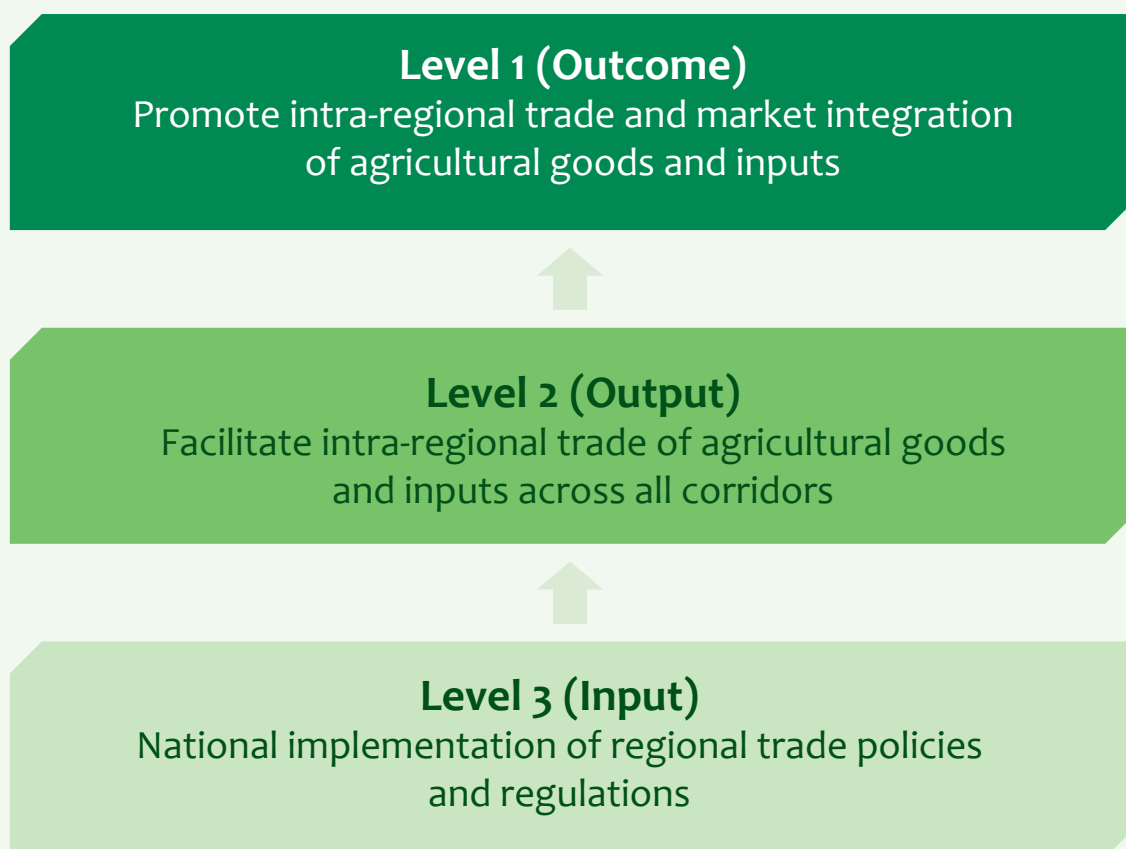
Objectives of the EATM Scorecard

The EATM Scorecard project was created to better document intra-regional trade, identify gaps in agri-food trade policies, and strengthen policy implementation. The specific project objectives include:

- Improving the reporting on agri-food trade data
- Spotlighting strengths and weaknesses of countries in the context of agri-food trade
- Raising awareness of policy status and strengthening the implementation of existing policy frameworks at the national level
- Strengthening South-South knowledge exchange
- Enhancing the overall business environment.

The core strategic objectives are illustrated in the figure below.

Figure 1: EATM Scorecard Strategic Objectives



5 Facts



- The EATM Scorecard project was inceptioned by ECOWAS in 2022 to promote intra-regional trade in agricultural and food products and improve the resilience of food systems in West Africa and the Sahel.



- The EATM Scorecard is a key output of the World Bank Food Security and Resilience Program (FSRP), where ECOWAS is establishing an accountability mechanism to assess implementation of policy commitments on agricultural trade and market access in the region.



- The EATM Scorecard methodology was developed by AKADEMIYA2063 as a technical partner of ECOWAS.



- The EATM Scorecard methodology entailed the review of **10** key regional and continental trade policies and regulations. They include: (i) ECOWAS Trade Liberalization Scheme (ETLS); (ii) ECOWAS Common External Tariff (CET); (iii) [ECOWAS Customs Code](#); (iv) ECOWAS Program of Development of Joint Border Posts; (v) [Regulation on Harmonization of the Rules Governing Pesticides Registration in the ECOWAS Region](#); (vi) Regulation on Harmonization of the Rules Governing Quality Control, Certification, and Marketing of Plant Seeds and Seedlings in the ECOWAS Region; (vii) Regulation Relating to Fertilizer Quality Control in the ECOWAS Region; (viii) Africa Continental Free Trade Area (AfCFTA); (ix) African Union Sanitary and Phytosanitary (SPS) Policy Framework; (x) the [CAADP Malabo Declaration](#), and other relevant frameworks.



- The approach involves five components, namely: (i) stocktaking and reviewing of past and existing agri-food trade accountability mechanisms; (ii) broad stakeholder consultation; (iii) elaboration of the Scorecard Results Framework (RF); (iv) development of an interactive digital platform (e-Platform); (v) communication strategy for fast-tracking utilization of the Scorecard.

EATM Alignment with Key Commitments on Intra-regional Trade of Agricultural Commodities

Synthesis of Key Commitments and Goals related to Intra-regional Trade of Agricultural Goods and Inputs

Strategic Objectives for the EATM Scorecard

Promote co-operation and integration, leading to the establishment of an economic union in West Africa (ETLS 2004)

Envisages a single continental market for goods and services (AfCFTA 2019)

Promote regional trade and market integration of agricultural goods and inputs (Level 1/Long-term)

Promote economic and commercial integration of farmers in national, regional, and international markets (ECOWAP 2005)

Increase intra-regional food trade between surplus and deficit areas (FSRP 2021)

Facilitate trade of agricultural goods and inputs across all corridors (Level 2/Medium-term)

Facilitating trade across key corridors (FSRP 2021)

Increase transparency and accountability by tracking national implementation of regional policies and regulations (FSRP 2021)

Improve national implementation of regional trade policies and regulations (Level 3/Short-term)



Top EATM Scorecard Project Features



Stocktaking and Review of Agri-food Trade Accountability Mechanisms

An extensive stocktaking of past and existing agri-food trade accountability mechanisms and corresponding data collection methods, covering initiatives inside and outside West Africa, including continent-wide initiatives, such as African Union Biennial Reviews (BR). Based on desk research and consultations with experts and technical partners, a *key output of this component is the documentation and dissemination of findings to project stakeholders.*



Regional Stakeholder Consultation

This component set out to ensure close coordination with relevant regional and national stakeholders during the elaboration of the EATM Scorecard. ECOWAS, together with the World Bank and AKADEMIYA2063, identified relevant stakeholders from the public and private sector to set up the EATM Scorecard taskforce. *Key outcomes from this component include establishing and inaugurating the EATM-Taskforce and validating the EATM-Scorecard methodology.*



Scorecard Methodology

This component focuses on developing the scorecard methodology, including the underlying scoring mechanism. Key components of regional strategies and programs will provide the basis for identifying relevant indicators and metrics to measure targets, defining milestones, and guiding progress and performance tracking and review. A sustainable scorecard mechanism for agricultural and food trade in West Africa must display strong linkages with key regional programs elaborated earlier on in this document. *Key outputs include the review of policy documents, the final scorecard methodology (including a technical guidelines document and a country performance reporting template), and a technical note on benchmarking methods and the scoring mechanism.*



Countries' Trade Data System

The indicator framework developed under this component is a key tool for translating West Africa's vision and goals for regional trade of agricultural and food products into tangible outcomes and for tracking, monitoring, and reporting on progress, as well as for facilitating mutual learning and accountability. A key challenge for operationalizing the framework is ensuring adequate data is accessed and used to monitor progress towards expected outcomes. *Key outputs include the EATM country teams set up, implementation manual, country trade-related data assessment reports, and an action plan to fill data gaps and address capacity challenges.*



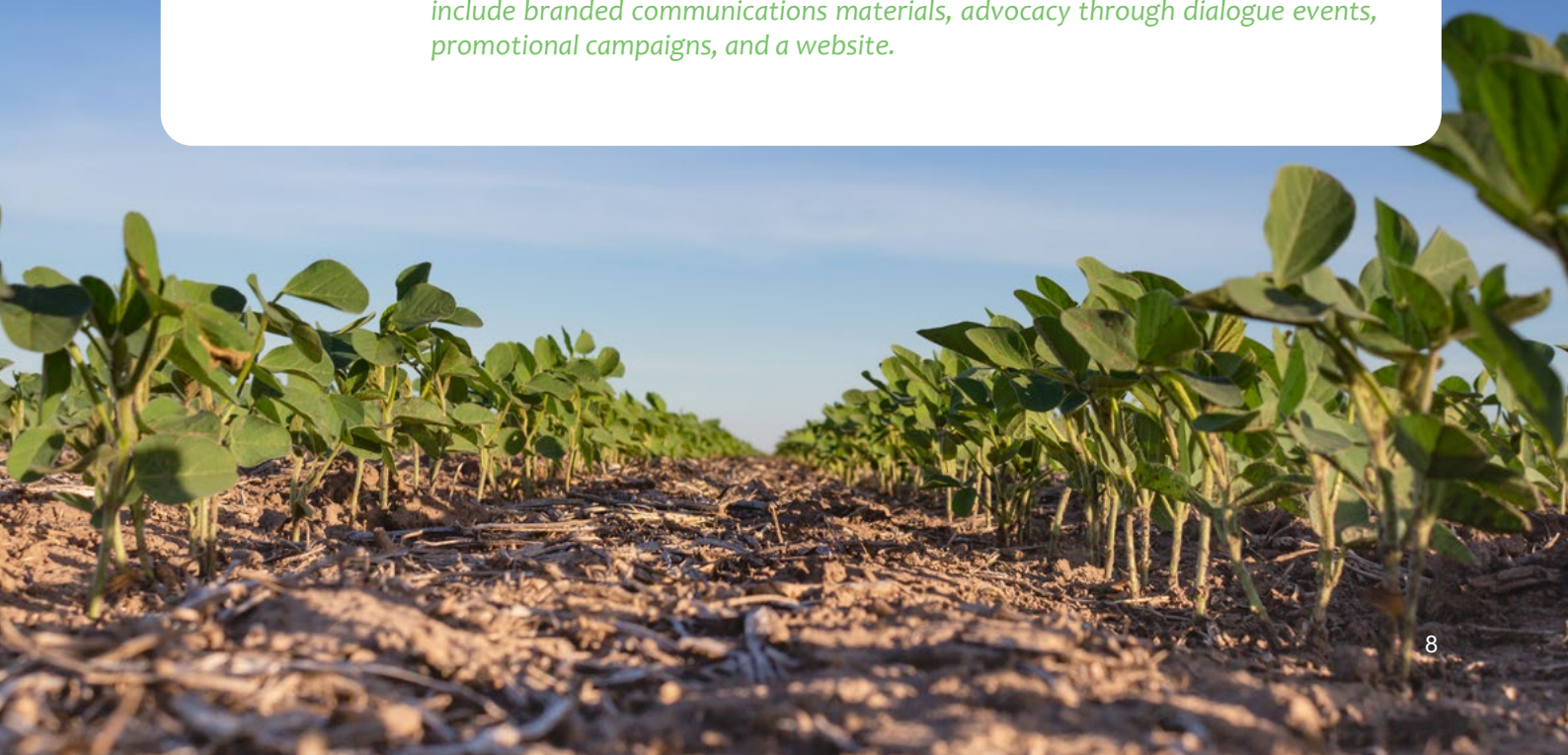
E-platform

Under this activity, AKADEMIYA2063 has developed a data and knowledge platform for trade data collection, compilation, and management at the country level. This activity leveraged the AKADEMIYA2063 team's experience developing the e-biennial Review (eBR) platform. *Key outputs include the Electronic Platform, including a set of features for visualization, quantitative exploration, and data download.*



Communications Strategy

A communication, advocacy, and dissemination strategy was developed by AKADEMIYA2063 to propose tools and activities to strengthen ground-level awareness of the scorecard methodology. The communication strategy will be implemented by ECOWAS to accompany efforts to promote widespread uptake and sustainability of the scorecard instruments. *Key outputs emerging from the communication strategy for fast-tracking utilization of the scorecard include branded communications materials, advocacy through dialogue events, promotional campaigns, and a website.*



EATM Scorecard

Results and Indicators



The results framework for the EATM Scorecard is structured into three (3) objectives at outcome, output and input levels respectively as follows:

- i. Promoting cooperation and integration through regional trade of agricultural goods and inputs;
- ii. Facilitating cross-border trade of agricultural goods and inputs; and
- iii. Improving national implementation of regional trade policies and regulations.

Results Areas

To help track progress and measure success, the expected results areas are presented under each objective. A total of **13** results areas are presented i.e., 2 results at the outcome level, **3** results at the output level, and **8** results at the input level.

Indicators

A set of **19** performance indicators are used to measure the defined results, i.e., **2** indicators at the outcome level, **3** indicators at the output level, **14** indicators at the input level.

Figure 2: Synthesis of the EATM Results Framework

Objective/Result	No. of Result Areas	No. of Indicators
Objective - Promote regional trade and market integration of agricultural goods and inputs	2	2
Increased intra-regional trade of agricultural goods and inputs		1
Diversified intra-regional trade of agricultural goods and inputs		1
Objective - Facilitate cross-border trade of agricultural goods and inputs	3	3
Enhanced cooperation and transparency in the development and implementation of agricultural trade-related Non-Tariff Measures		1
Reduced time to trade agricultural goods and inputs across borders		1
Reduced cost of cross-border trade of agricultural goods and inputs		1
Objective - Improve national implementation of regional trade policies and regulations	8	14
Abolished customs duties or other charges of equivalent effect on agricultural imports		1
Removed quota and other trade restrictions or prohibitions on agricultural goods and inputs		1
Complied with ECOWAS tariff schedule		1
Harmonized and standardized customs regulations and procedures		2
Enhanced cooperation in the areas of customs administration		1
Harmonized NTM procedures and standards related to intra-regional trade of agricultural goods and inputs		3
Improved technical capacity for the implementation and monitoring of agricultural trade related NTMs		2
Removed administrative obstacles and non-tariff barriers (NTBs) to regional trade of agricultural goods and inputs		3
TOTAL	13	19

Figure 3: EATM Scorecard Results Framework

Objective	Expected Result	Proposed Indicator
A. Promote intra-regional trade and market integration of agricultural goods and inputs	I. Increased intra-regional trade of agricultural goods and inputs	1. Value of intra-regional trade of agricultural goods and inputs
	II. Diversified intra-regional trade of agricultural goods and inputs	2. Diversification index for the intra-regional trade of agricultural goods and inputs
B. Facilitate cross-border trade of agricultural goods and inputs	III. Enhanced cooperation and transparency in the development and implementation of NTMs	3. Agricultural trade related documentary recognition at borders
	IV. Reduced time to trade agricultural goods and inputs cross-border	4. Time to trade agricultural goods and inputs across borders
	V. Reduced cost of cross-border trade of agricultural goods and inputs	5. Cost of cross-border trade of agricultural goods and inputs
C. Improve national implementation of regional trade policies and regulations	VI. Abolished customs duties or other charges of equivalent effect on agricultural imports	6. Prevalence of custom duty or other charges with equivalent effect, in intra-regional trade of agricultural goods and inputs
	VII. Removed quota and other trade restrictions or prohibitions on agricultural goods and inputs	7. Prevalence of restrictions and prohibition in intra-regional trade of agricultural goods and inputs
	VIII. Complied with ECOWAS tariff schedule	8. Implementation of ECOWAS Common External Tariff
	IX. Harmonized and standardized customs regulations and procedures: agricultural trade-related documentary requirements	9. Agricultural trade related documentation requirements at borders
	IX. Harmonized and standardized customs regulations and procedures: electronic system for customs declaration	10. Implementation of an electronic system for customs declaration
	IX. Enhanced cooperation in the areas of customs administration	11. Implementation of the program of joint border posts
	X. Harmonized NTM procedures and standards related to intra-regional trade of agricultural goods and inputs: SPS and TBT policies and institutions	12. Existence of, and quality of, SPS and TBT related policies and institutions
	X. Harmonized NTM procedures and standards related to intra-regional trade of agricultural goods and inputs: Harmonization of agricultural inputs	13. Registration and harmonization of pesticides and seed varieties



Objective	Expected Result	Proposed Indicator
C. Improve national implementation of regional trade policies and regulations	X. Harmonized NTM procedures and standards related to intra-regional trade of agricultural goods and inputs: Competition in agricultural input sectors	14. Licensed agricultural input professionals
	XI. Improved technical capacity for the implementation and monitoring of agricultural trade related non-tariff measures (NTMs): Technical capacity strengthening	15. Number of trainees on agricultural trade related NTMs
	XI. Improved technical capacity for the implementation and monitoring of agricultural trade-related non-tariff measures (NTMs): Mutual accountability mechanism	16. Implementation and monitoring of agricultural trade related NTMs
	XII. Removed administrative obstacles and OTHER non-tariff barriers (NTBs) to regional trade of agricultural goods and inputs: Administrative obstacles	17. Prevalence of administrative obstacles to regional trade of agricultural goods and inputs
	XII. Removed administrative obstacles and OTHER non-tariff barriers (NTBs) to regional trade of agricultural goods and inputs: Quality of transport infrastructure	18. Quality of transport infrastructure
	XII. Removed administrative obstacles and OTHER non-tariff barriers (NTBs) to regional trade of agricultural goods and inputs: Road inspections and checkpoints	19. Frequency of road inspections and checkpoints



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