

# REGIONAL QUESTIONNAIRE ON AID FOR TRADE

This questionnaire is intended to solicit information about the role that trade plays in your regional and sectoral development strategies, your region's aid-for-trade needs and the response of the donor community to these needs. It focuses in particular on the outputs and outcomes of aid for trade. For further details or additional forms please visit [www.oecd.org/dac/aft/questionnaire](http://www.oecd.org/dac/aft/questionnaire) or contact the secretariats of the OECD or the WTO at [aft.monitoring@oecd.org](mailto:aft.monitoring@oecd.org) or [aft.monitoring@wto.org](mailto:aft.monitoring@wto.org). Finally we would ask that you complete this form electronically to ease the interpretation and analysis process.

**ORGANISATION:** ECOWAS Commission

**MEMBERSHIP:** Benin, Burkina Faso, Cape Verde, Cote d'Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone, and Togo. (15 member States)

## 1. IS TRADE MAINSTREAMED IN YOUR REGIONAL DEVELOPMENT STRATEGY?

<b>Q1.1 Do you have a regional development plan or strategy?</b>	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
<i>If yes, does this regional plan or strategy include trade as an instrument for economic growth and development?</i>		
The regional development plan or strategy includes trade as a priority area and specific trade operational objectives to be achieved	<input checked="" type="checkbox"/>	
The regional development plan or strategy includes general statements on the role of trade in economic growth and development	<input type="checkbox"/>	
The regional development plan makes reference to trade, but not as an economic growth and development instrument	<input type="checkbox"/>	
The regional development plan makes no reference to trade	<input type="checkbox"/>	
Other	<input type="checkbox"/>	

*Please provide additional details (and webpage links to relevant documentation):*

(i) Regional Poverty Reduction Strategy Paper: The ECOWAS Commission, in collaboration with the UEMOA Commission, has developed a regional Poverty Reduction Strategy Paper (RPRSP) to cover the management of cross-border challenges, notably: conflicts ; promotion of democracy and good governance to strengthen social cohesion within countries; promotion of sub-regional economic integration in order to cut costs and enhance competitiveness with a view to accelerating diversification and boosting growth; development/ interconnection of infrastructure to support the economic integration and enhance the competitiveness of the region; increase human capital and facilitate its mobility within the community with a view to supporting growth and making it distributive. At the member states level, the governments have indicated their commitment to pursue the objectives of poverty reduction and employment and have developed policies and programmes intended for this purpose.

(ii) ECOWAS Strategic Plan: The ECOWAS Vision 2020, which sets the strategic objectives of: a borderless region, sustainable development, peace and good governance, and integration into the global market, coupled with a commitment to an ECOWAS of people rather than that of states, was adopted in June 2008. The scope of the strategic framework cascades from the level of strategic pillars, to the goals and down to the strategies and objectives levels. The strategic pillars take its inspiration from the fundamental principles of ECOWAS as a region. According to the ECOWAS Treaty, member states, in pursuance of the objectives of the in Article 3, solemnly affirm and declare to adhere to eleven (11) principles, which can be grouped to incorporate; sovereignty, cooperation and independence, peace and security, dialogue, human rights and social justice, equity, and good governance.

Beyond the objectives level, are the action plans that would detail the activities corresponding to the strategic objectives and a capacity building plan that seeks to identify and fill the capacity gap. The six strategic priorities are those set according to the strategic pillars and is the basis for all discussions on the Commission's functions and purposes. These priorities are the following:

- Promote Good Governance and Upgrade the Conflict Prevention Management, and Resolution Mechanism;
- Promote a Competitive Business Environment;
- Sustained Development and Cooperation in the Region;
- Deepen Economic and Monetary Integration;
- Reinforce Institutional Capacity; and
- Strengthen the Mechanism for Integration into the Global Market.

<b>Q1.2 Do you have specific regional sectoral development plans or strategies (e.g. infrastructure, agriculture, industrial development, services, etc.)?</b>	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
<i>If yes, do the regional sectoral development plans or strategies include trade as an instrument for economic growth and development?</i>		
Regional sectoral development plans include trade as a priority area and specific operational trade objectives to be achieved in specific sectors	<input checked="" type="checkbox"/>	
Regional sectoral development plans include general statements on the role of trade in economic growth and development	<input type="checkbox"/>	
Regional sectoral development plans make reference to trade, but not as an economic growth and development instrument	<input type="checkbox"/>	
Regional sectoral development plans make no reference to trade	<input type="checkbox"/>	

Please provide additional details (and webpage links to relevant documentation):

There are a number of sectoral policies and programmes, these include but are not limited to the following:

- ECOWAS Monetary (Single Currency) programme
- Harmonization of indirect tax systems within West Africa Monetary Zone (WAMZ)
- Consolidation of the regional statistical database
- ECOWAS Trade Liberalization Scheme (ETLS)
- ECOWAS Common External Tariff (CET)
- Trade Facilitation programmes
- Trade Surveillance
- Regional Competition Policy
- ECOWAS programmes on Standardization and Quality control
- ECOWAS Common Investment Market
- ECOWAS framework for Private Sector development
- Consolidation of Private Sector structures (SME/SMI)
- ECOWAS Agricultural Policy (ECOWAP)
- Regional/National Agricultural Investment Programmes
- ECOWAS Floating Plants Control Programme
- Regional Meteorological Programme
- Sub-regional Action Program (SRAP) on Desert Control in West Africa
- Regional initiatives on the management of shared resources (water, natural resources, environment) within the sub-region
- Regional Support Program for Coastal Surveillance Services (including a regional maritime fishing code)
- West Africa Common Industrial Policy (WACIP)
- Regional Program for Facilitation of Inter-State Transport and Road Transit in West Africa (ISRT)
- ECOWAS Program for the Development of Inter-State Highways
- Transport Facilitation Program
- Simplification, harmonization and optimization of administrative and port transit procedures
- Interconnection of ECOWAS railway networks
- Joint WAEMU-ECOWAS Air Transport Programme
- ECOWAS Regional Energy Regulation
- West African Power Pool (WAPP)
- Regional Energy policy on access to energy services in rural and semi-urban areas
- Enhanced implementation of INTELCOM II
- Promotion of ICTs in the ECOWAS region, including the regional telecommunications database

Additional information is available on the following websites:

- ECOWAS Commission official site ([www.ecowas.int](http://www.ecowas.int))
- ECOWAS Aid for Trade ([www.aidfortrade.ecowas.int](http://www.aidfortrade.ecowas.int))
- ECOWAS Private Sector ([www.privatesector.ecowas.int](http://www.privatesector.ecowas.int))

**Q1.3 Do you have a trade policy or strategy?**

YES

NO

*If yes, is the main focus of the trade policy or strategy on intra-regional trade or extra-regional trade?*

INTRA-REGIONAL

EXTRA-REGIONAL

BOTH

NOT SURE

*If yes, please explain further by ticking the appropriate boxes (more than one box may be ticked).*

The agreement establishing the regional economic community provides for establishment of a regional trade organization (e.g. a regional free trade area or a customs union)

There is a separate agreement covering regional trading arrangements (e.g. free trade area or customs union), which includes specific implementation mechanisms

The regional trade agreement is supplemented by separate agreements which cover implementation arrangements

Other trade agreements have been signed with third parties or are under negotiation.

Please provide additional details, including details on the trade being formulated (e.g. its focus, orientation and main priorities):

The Regional Trade strategy is guided by the ECOWAS revised treaty of 1993 (see extract below: Article 3, Paragraphs 1 - 2), as well as a number of trade related policies, protocols and regulations:

ECOWAS Treaty (1993)- Article 3 (Aims and Objectives)

Paragraph 1. The aims of the Community are to promote cooperation and integration, leading to the establishment of an economic union in West Africa in order to raise the living standards of its people, and to maintain and enhance economic stability, foster relations among Member States and contribute to the progress and development of the African Continent.

Paragraph 2. In order to achieve the aims set out in the paragraph above, and in accordance with the relevant provisions of this Treaty, the Community shall, by stages, ensure;

(a) the harmonization and coordination of national policies and the promotion of integration programmes, projects and activities, particularly in food, agriculture and natural resources, industry, transport and communications, energy, trade, money and finance, taxation, economic reform policies, human resources, education, information, culture, science, technology, services, health, tourism, legal matters;

(d) the establishment of a common market through:

- the liberalization of trade by the abolition, among Member States, of customs duties levied on imports and exports, and the abolition among Member States, of non-tariff barriers in order to establish a free trade area at the Community level;
- the adoption of a common external tariff and, a common trade policy vis-à-vis third countries;
- the removal, between Member States, of obstacles to the free movement of persons, goods, service and capital, and to the right of residence and establishment.

A common Trade Policy is currently being formulated taking into consideration existing trade related policies, protocols and regulations.

**Q1.4 Please outline the main constraints to intra-regional trade: (more than one box may be ticked)**

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Low regional demand	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Competitiveness	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regulatory environment for doing business	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limited export diversification	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Inadequate transport links	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cost of transport services	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limited access to trade finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Standards compliance	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customs and border procedures	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Informal restrictions	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please specify:

*Please elaborate further on your answer (e.g. by providing webpage links to relevant documentation):*

- Limited knowledge and enforcement of regulations constitute a barrier to trade and often encourages the growth of the informal sector. Reports, including those prepared by the World Bank Doing Business, illustrate the number of procedures required for export/import as well as the cost of moving goods.
- Poor infrastructure leading to high costs of transport services, continues to hamper regional integration. International (air) routes to third party markets often appear more cost-effective than regional road routes.
- There is a high demand for products which can be locally produced but are instead imported from third-parties usually based on cost considerations.

**Q1.5 Please outline the main constraints to extra-regional trade: (more than one box may be ticked)**

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Competitiveness	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limited export diversification	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Inadequate transport links	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cost of export	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access to trade finance	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Standards compliance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customs and border procedures	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Informal restrictions	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*Please specify:*

*Please elaborate further on your answer (e.g. by providing webpage links to relevant documentation):*

- Due to the high costs of doing business, regional products and services are usually less competitive than their foreign counterparts.
- High and frequently changing, standards constitute a barrier to trade for regional businesses with limited resources (e.g. technical and financial)
- International transport links are usually more cost effective as compared to regional routes.

**Q1.6 Does the region have priority areas of intervention which it has identified would improve the region's capacity to benefit from trade expansion and integration?**

*(Below are listed the most common areas grouped according to broad aid category – please rank the top 3 priority areas among the 12 listed.)*

*What are your current aid-for-trade priorities in each sector? Using the following lists, please rank the top 3 priority areas in each sector (1 highest):*

SECTOR	SUB-SECTOR	RANK
Trade policy and regulations	Trade policy and administrative management	
	Trade facilitation	
	Regional trade agreements	
	Multilateral trade negotiations	
	Trade education/training	
	Trade-related adjustment	

Economic infrastructure	Transport and storage	
	Communications	
	Energy supply and generations	
Building productive capacity	Business and other services	
	Banking and financial services	
	Agriculture	
	Forestry	
	Fishing	
	Industry	
	Mineral resources and mining	
	Tourism	
Other trade related needs		

*Please specify:* Priority amongst areas, as well as within areas are listed below (unable to write in the box above):

Priority A: Economic Infrastructure:

- (1) Transport and Storage,
- (2) Energy Supply and Generation,
- (3) Communications;

Priority (B): Building Productive Capacity

- (1) Agriculture,
- (2) Industry,
- (3) Banking and Financial Services;

Priority (C): Trade Policy and Regulations:

- (1) Trade Facilitation,
- (2) Trade Policy and Administrative Management,
- (3) Regional Trade Agreements

**Q1.7 Does the region have operational strategies (with action plans, timelines and budgets) for its priority areas of intervention?**

**Priority 1:** Energy Supply and Generation

YES

BEING FORMULATED

NO

*Please provide further details: The regional policy centres on the following three specific objectives:*

*(1) to strengthen regional integration by pooling good practices, experience sharing, adopting a regional information system and developing cross-border co-operation, that foster development and building capacities.*

*(2) to promote harmonised political and institutional frameworks (i.e. PRSPs, MDG monitoring framework, etc.), integrating access to energy services as one of the national priorities with a view to ensuring human development and achieving the MDGs.*

*(3) to develop, on the basis of national and local policy frameworks, harmonised energy policies that centre on the reduction of poverty in rural and peri-urban areas and the achievement of the MDGs.*

**Priority 2:** Agriculture

YES

BEING FORMULATED

NO

Please provide further details: In 2005 the ECOWAS Heads of States adopted the ECOWAS Agricultural Policy (ECOWAP), as an instrument for the coordination of the Comprehensive Africa Agricultural Development Programme (CAADP), the agricultural component of the New Partnership for Africa's Development (NEPAD), within the region. This policy has a vision of "a modern and sustainable agriculture, based on the effectiveness and efficiency of family farms and the promotion of agricultural enterprises through the involvement of the private sector. Productive and competitive in the intra-Community and International markets, it must ensure food security and remunerative incomes to its workers".

The implementation of ECOWAS/CAADP is based on the implementation of investment programs at the national level (NAIP) as well as at the regional level. The Regional Agricultural Investment Programme (RAIP) consists of six components:

(1) The improvement of water management, consisting of (i) the improvement of irrigation, (ii) the integrated management of invasive aquatic plants and (iii) capacity building for organisations in the cross-border basins;

(2) The improved management of other shared natural resources, including (i) the organization of transhumance and the planning of the route taken, (ii) the sustainable management of forest resources and (iii) the sustainable management of fish resources;

(3) The sustainable development of farms, taking into account (i) the integrated management of soil fertility, (ii) the strengthening of support services provided to producers and (iii) the dissemination of improved technologies;

(4) The development of agricultural value chains and the promotion of the markets, consisting of (i) the development of the different value chains (food, peri-urban agriculture, export crops, short-cycle breeding, agro-forestry products, non-industrial fishing and aquaculture), (ii) the development of product processing, (iii) the strengthening of support services provided to operators and (iv) the promotion of national, regional and international trade;

(5) The prevention and management of food crises and other natural catastrophes, focusing on (i) the promotion of early warning systems, (ii) the development of crises management systems, (iii) support for the rehabilitation of zones after crises and (iv) the development of compensation mechanisms/insurance against catastrophes;

(6) Institutional strengthening, including (i) the integration of a standard approach, (ii) support for the improvement of agricultural and rural policy and strategy formulation capacities, (iii) the sustainable financing of agriculture, (iv) communication, (v) steering and coordination capacity building and (vi) monitoring and evaluation capacity building.

**Priority 3: Trade Facilitation**

YES

BEING FORMULATED

NO

Please provide further details: The ECOWAS Treaty of 1975, revised in 1993, established a regional free trade area under the ECOWAS Trade Liberalization Scheme (ETLS). The ETLS is a multilateral agreement that was formalized through the codification of a series of Protocols and Decisions on the free movement of persons, goods and transport within the 15 ECOWAS Member States. Under the ETLS, goods produced within an ECOWAS Member State should be granted duty free treatment in all other Member States, subject to regional rules of origin. Goods entering or exiting the Community should receive duty free treatment while in transit, only to be assessed duties upon entering the country of destination.

**Q1.8 Do you have a comprehensive operational strategy which regroups all your region's trade-related needs (e.g. an aid-for-trade strategy)?**

YES

NO

*If yes, does this strategy provide a costing of the support needed? (Please attach a copy of this document to the questionnaire reply or provide a web link to his document):*

However, detailed costed lists of priority trade-related activities are contained in national and regional operational plans, covering a 5-year period have been formulated under the framework of the EPA Development Programme within the West Africa - European Union Economic Partnership Agreement (EPA) negotiations.

In the bid to fulfill the commitment of the West African (WA) region and the European Union (EU) to negotiate an EPA that would ensure sustainable development, the EPA Development Programme (EPADP) was formulated by the WA region. The formulation of EPADP, which is a specific initiative of West Africa, is not intended to present a shopping list of projects, but rather seeks to provide a coherent reference framework for the implementation of activities related to EPA development. The EPADP also provides the European Union (EU), its member States and all development partners a common platform for the coordination of their assistance to the WA region within the framework of the EPA.

The EPADP is designed as an instrument enabling the implementation of policies and strategies at the regional and sectoral levels, notably the ECOWAS Regional Poverty Reduction Strategy, the UEMOA Regional Economic Programme as well as sectoral policies and strategies relating to agriculture (ECOWAP), industry etc. Coherence is sought between EPADP and the regional strategies as well as the Aid for Trade at World Trade Organisation.

The EPADP which is based on the vision of the region has the general goal of building a competitive and harmonious regional economy that is integrated into the global economy and stimulates growth and sustainable development. Specifically, the programme is aimed at supporting the West Africa region to draw full benefit from the opportunities offered by the EPA and reduce the negative effects of the agreement; To reach those objectives, 28 components were identified that are grouped into the following five axes .

- Axis 1: Diversification and increase of production capacities;
- Axis 2: Development of intra-regional trade and facilitation of access to the global market;
- Axis 3: Improvement and strengthening of trade-related national and regional infrastructures;
- Axis 4: Realization of indispensable adjustments and consideration of the other trade-related needs;
- Axis 5: EPA implementation and monitoring

In summary, the formulation process of the EPADP offers a strong platform to develop the regional Aid for Trade strategy which will be based on the ECOWAS Vision 2020 and Strategic Plan, and which will also take into consideration all partners (i.e. not just the European Union)

*If no, please explain how aid-for-trade needs are identified and expressed in donor dialogues:*

Aid for Trade needs are also expressed through sectoral strategies. For example in the Agricultural sector there have been Roundtables on Regional and National Agricultural Investment Programme. Wider cross-sectoral platforms also exist such as the ECOWAS Annual Development Partners Co-ordination meeting and ECOWAS Aid for Trade review meeting. (see Section3.3)

**Q1.9 Has the current global economic crisis had an impact on your aid-for-trade needs?**

YES

NO

*If yes, please provide additional details:*

The overall needs and strategic direction for ECOWAS remain largely unaffected. However priority or sequencing of activities within sectors may be affected. For example a number of short term measures may have to be taken to bring immediate relief to affected sectors.

## **2. HOW ARE YOUR REGIONAL STRATEGIES DEVELOPED? HOW ARE REGIONAL STRATEGIES CO-ORDINATED WITH NATIONAL POLICIES AND IMPLEMENTED BY YOUR MEMBERS?**

**Q2.1 How are your members involved in the elaboration of your regional and/or regional sectoral development strategies? (More than one box may be ticked.)**

The Secretariat convenes <i>ad hoc</i> meetings of national experts on specific topics	<input checked="" type="checkbox"/>
The Secretariat convenes meetings of national experts on the basis of decisions taken at summits of heads of state	<input checked="" type="checkbox"/>
There is a standing committee responsible for trade policy	<input checked="" type="checkbox"/>
National experts meet in standing committees on policy areas as laid out in the agreement establishing the organization	<input checked="" type="checkbox"/>
Each policy area is served by standing committees of national experts serviced by the Secretariat	<input checked="" type="checkbox"/>
In the absence of a secretariat, regional development plans are agreed through meetings of members convened by the member holding the presidency	<input type="checkbox"/>

Please provide additional details:

<b>Q2.2 Do you engage in dialogue with the private sector in the formulation of regional strategies?</b>	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
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If yes, please specify if dialogue is with: (More than one box may be ticked.)

Regional private sector committee	<input checked="" type="checkbox"/>
National sectoral associations	<input checked="" type="checkbox"/>
National private sector committee	<input checked="" type="checkbox"/>
Individual companies	<input type="checkbox"/>

Please provide additional details (e.g. on level of interaction, frequency of meetings, members of committees, etc.):

- 2 yearly Regional Business Forums and Competition for Awards on Entrepreneurship, ie a day before the ECOWAS Business Forum and the end of the year to develop the business plan and budget for the year N +1.
- The members of these associations and/or federations are chosen on a national and then returned to the regional and board members on election.
- Formal arrangements are those previously mentioned but it may happen that special meetings be arranged for regional or sectoral associations to respond to specific needs.

**Q2.3 What difficulties do you face in elaborating and co-ordinating regional strategies? (More than one box may be ticked.)**

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Lack of clear mandate	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
National funding constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Secretariat funding constraints	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Lack of detailed expertise in the region	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
High turnover of national officials	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Poor articulation with national strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Membership of overlapping regional agreements	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please specify:

Please provide further details:

A key activity in the process of integration is the harmonisation of national policies leading to the establishment of regional policies and regulations. The approach adopted by the ECOWAS Commission is participatory and comprehensive, usually extending over a period of time. A challenge sometimes faced are representations by inconsistent national delegations usually due to resource constraints. This could lead to delays in the formulation process.

**Q2.4 What difficulties do you face in implementing regional development or regional sectoral strategies?**

*(More than one box may be ticked.)*

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Lack of clear mandate	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulties in establishing regional funds	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty in using loan financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Poor articulation with national strategies	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Membership of overlapping regional agreements	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Lack of political commitment at national level	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please specify:

Please provide further details:

- Upon the adoption of regional policies, additional efforts must be made at the national level to domesticate and implement these policies. This includes including related national aspects of regional strategies and programmes into national budgetary instruments
- Difficulty in using loan financing is Not Applicable. The ECOWAS Commission does not enter in loan agreements but uses resources from member State contributions and Development Partners grants
- Lack of political commitment at national level is Not Applicable. However challenges include difficulty in implementing regionally adopted policies and strategies to inertia of stakeholders at the national level

**Q2.5 What difficulties do you face in implementing regional trade strategies ?**

*(More than one box may be ticked.)*

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Lack of clear mandate	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dependence of national governments on tariff revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Membership of overlapping regional agreements	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Lack of national implementation of regional agreements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Informal restrictions	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please specify:

Please provide further details: Same as Q2.4

### 3. WHAT AID-FOR-TRADE SUPPORT DO YOU RECEIVE AND HOW DO DONORS PROGRAMME THEIR ASSISTANCE?

#### Q3.1 What aid-for-trade support do you receive?<sup>1</sup> Please attempt to complete the table below.

	2002-2005	2006	2007	2008	2009	2010
Trade policy and regulation						
Economic infrastructure						
Trade related adjustment						
Building productive capacity						
Other						

Please provide additional details: Providing details may lead to inaccuracies due to a number of reasons including: (i) not all financial assistance is provided through the regional institution; (ii) Not all Technical assistance is not recorded in ECOWAS' financial records; (iii) Not all activities are executed through the regional institution using ECOWAS' procedures. Financing may be provided directly by the development partner.

#### Q3.2 How many donors currently provide aid-for-trade assistance?

1-5 <input type="checkbox"/>	5-10 <input type="checkbox"/>	10-15 <input checked="" type="checkbox"/>	15+ <input type="checkbox"/>
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Please provide more details: The larger development partners or multilateral institutions providing support in Aid for Trade related areas include: CIDA; DFID; European Union; GTZ; Japan; SIDA; World Bank

#### Q3.3 Is there a forum for dialogue with donors on aid-for-trade priorities?

YES  NO

If yes, please provide additional details:

A number of general and specific fora exist. These include, but are not limited to, the following:

- Regional Aid for Trade review;
- Annual Development Partners meeting;
- Bi-Monthly Partner meeting;
- Pool fund meeting;
- Capacity Building meeting;
- Thematic Group meetings

#### Q3.4 Describe the basis on which donors programme their aid-for-trade support? (More than one box may be ticked.)

	ALL	MOST	SOME	NONE
Multi-annual	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Annual	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Thematic	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

<sup>1</sup> The Aid-for-Trade Statistical Queries page offers access to aid-for-trade statistics (through the online interface called the [Query Wizard for International Development Statistics](#), or QWIDS). Users can extract and download the aid-for-trade statistics from 2002 onwards (i.e. volume, origin, and aid categories for over 150 developing countries and territories, including project-level information). The last year for which information exists is 2008.

Ad hoc	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
As part of their broader development assistance:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Separately, as specific aid-for-trade assistance:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**Q3.5 How do donors establish the priorities of their aid-for-trade support?  
(More than one box may be ticked.)**

	ALL	MOST	SOME	NONE
Regional development strategy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sectoral plans	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Trade strategy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Aid-for-Trade Strategy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Ad hoc requests	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Donor's own needs assessment	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**Q3.6 What constraints do you face in securing funds for aid for trade?  
(More than one box may be ticked.)**

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Not all donors have regional programmes	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Existing donors are reluctant to establish separate aid-for-trade mechanisms	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Constraints faced by donors in offering support to regional organizations	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difficulty in utilizing loan financing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lack of appropriate oversight mechanisms	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lack of counterpart national oversight mechanisms	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Poor needs identification and prioritization	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Difficulties faced in developing bankable projects	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regional priorities are not reflected in national requests for funding	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conflicting demand from overlapping regional organizations	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*Please specify:*

*- Difficulty in using loan financing is Not Applicable. The ECOWAS Commission does not enter in loan agreements but uses resources from member State contributions and Development Partners grants*

**Q3.7 What impact has the global economic crisis had on the aid-for-trade support you receive from donors? (More than one box may be ticked.)**

	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Fewer partners offering support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Change in donor priorities	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Greater focus on showing results	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fewer resources available	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Focus on short term adjustment costs	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Greater role of south-south partners	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Please specify:</i>				

<b>Q3.8 How could the programming of aid-for-trade support be improved?</b>				
	MOST IMPORTANT	IMPORTANT	LESS IMPORTANT	NOT IMPORTANT
Better definition of aid-for-trade needs	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Better prioritization of aid-for-trade needs	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Better drafting of bankable projects	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Clear and simple application procedures	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Multi-annual programming	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use of regional funds	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More use of joint needs assessment	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sector-wide approaches	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<i>Please specify:</i>				

#### 4. HOW DO YOU MONITOR AND EVALUATE ASSISTANCE RECEIVED?

<b>Q4.1 Who is responsible for overseeing and coordinating aid-for-trade assistance received ?</b>					
A regional committee composed of representatives of national governments is responsible for coordination and implementation	<input type="checkbox"/>				
The Secretariat department responsible for trade	<input type="checkbox"/>				
The Secretariat department responsible for trade has a co-ordinating role, it is the relevant sectoral departments which have responsibility	<input type="checkbox"/>				
There is a Secretariat central unit responsible for co-ordination	<input checked="" type="checkbox"/>				
Other	<input type="checkbox"/>				
<i>Please specify:</i>					
<b>Q4.2 Do you monitor and evaluate your donor supported trade-related programmes?</b>					
ALWAYS <input type="checkbox"/>	NEARLY ALWAYS <input type="checkbox"/>	REGULARLY <input checked="" type="checkbox"/>	RARELY <input type="checkbox"/>	NOT SURE <input type="checkbox"/>	
<i>If you monitor and evaluate, do you use:</i>					
	REGULARLY	SOMETIMES	RARELY	NEVER	NOT SURE

Donor monitoring and evaluations results	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint monitoring and evaluation arrangements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Own monitoring and evaluation arrangements	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reporting by member states through national systems	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Q4.3 In what ways could the implementation and effectiveness of aid for trade received be improved? Please rank in order of importance (1 highest)**

	RANKING
Greater say in the design of interventions	
Better predictability of funding	
More regular joint donor implementation approaches	
More frequent coordination efforts with donors	
More systematic use of monitoring and evaluation systems	
Stronger focus on capacity development	
Greater capacity within the Secretariat	
More harmonized reporting requirements	
Greater coordination between member states	
Other	
<p><i>Please describe:</i> Unable to write in above column. Please see ranking below.</p> <p>(1) Stronger focus on capacity development  (2) Greater capacity within Secretariat  (3) Greater coordination between member States  (4) Greater say in the design of interventions  (5) More systematic use of monitoring and evaluation systems  (6) More frequent coordination efforts with donors  (7) Better predictability of funding  (8) More regular joint donor implementing approaches  (9) More harmonised reporting requirements</p>	

**Q4.4 Please identify 3 areas of intervention where aid for trade has been effective in addressing supply-side and trade-related infrastructure constraints within your region?**

Area 1: *Building Productive Capacity in the Agriculture Sector: Regional/National Agriculture Investment programme*

Area 2: *Trade Policy and Regulation: Increased capacity to undertake Trade Negotiations (especially the West Africa - European Union Economic Partnership Agreement (EPA))*

Area 3: *Trade Facilitation: Identification of obstacles to the movement of goods with the ECOWAS region*

**Q4.5** *If your organization has received direct assistance from donors, please provide further details, in particular with regard to the impact and outcome of the assistance provided?  
(You may wish to answer this question by submitting a case story or stories.)*

An Analysis of the ECOWAS Free Trade Area operationalised through the ECOWAS Trade Liberalisation Scheme (ETLS) protocols was undertaken by the USAID-West Africa Trade Hub, at the request of the region. The gap analysis aimed to identify which aspects of the ETLS protocols are being implemented in individual member States, which aspects are not, and how the public and private sector view the implementation of the Free Trade Area. (Please see case story: Gap Analysis of the ECOWAS Trade Liberalisation Scheme)

**Q4.6** *Are there any particular examples of aid-for-trade processes, programmes or projects which have obtained good results that you think would contribute to the development of good practice?*

*(If so, please describe them below. You may also wish to consider submitting a case story or stories on this example or these examples.)*

The formulation process of the EPA Development Programme (EPADP), which is a specific initiative of West Africa to ensure that development is at the centre of negotiations of an Economic Partnership Agreement (EPA) between West Africa and the European Union. This process constitutes a case of a good practice in the formulation of national/regional trade-related development operational plans. A participatory approach was taken involving stakeholders from the Government, as well as Non States Actors. (Please see case story)