# Aflatoxin External Landscape Assessment

*Overview of the Aflatoxin External Landscape Database and Key Takeaways*

## Purpose of the Aflatoxin External Landscape Database

The External Landscape Database was used to capture information on the diverse array of stakeholders involved in mitigating the harmful effects of aflatoxin as supporting analysis to inform the PACA Secretariat's strategic choices. The information captured in this database was combined with primary research and analysis and other secondary research and analysis to develop the PACA Secretariat's Strategic Plan Refinement.

Moving forward, this database is intended to serve as an internal tool for the PACA Secretariat to track players in the aflatoxin landscape. In the future, the PACA Secretariat should look to use and update this database to support their core activities. In particular, this tool could be utilized to identify potential partners both for PACA and for members of PACA's community. For example, if Twin Trading is looking for a partner to help train its smallholder farmers in Malawi to reduce aflatoxin contamination, the user could filter this database by country and STA to identify which organizations are specifically working within Malawi and have experience with capacity building to develop a short list of potential partners for Twin Trading.

Specifically, this database allows the PACA Secretariat to understand:

- Which organizations are playing in the aflatoxin space
- What these players are doing
- How large these players are
- What types of support other players might need
- What type of support PACA can provide

The 208 stakeholders captured in this database are largely organizations with confirmed direct and active involvement in mitigating the harmful effects of aflatoxin through specific activities, programs, research projects, funding provision, or participation in PACA's workshops. Thus, government agencies where we could not confirm current, direct, and active involvement in mitigating the harmful effects of aflatoxins were omitted from the database. Primary and secondary research was utilized to populate the database.

## How to Use the Database

The database can be filtered by various columns to run queries. For example, to identify NGOs that have a high focus on aflatoxin and are interested in supporting farmers, filter by columns D ("Stakeholder Category"), K ("Focus on Aflatoxin"), and U ("Stakeholder to Support – Private Sector-Raw Material Producers").

## External Landscape Key Takeaways

### Actors Mitigating the Harmful Effects of Alfatoxin is a Large and Diverse Community Best Supported by a Multi-Stakeholder Platform

There are a large number of actors representing a broad and diverse set of interests mitigating the harmful effects of aflatoxin. The stakeholders captured in the database include governments, donors, NGOs, research institutions, and multilaterals. They are distributed across the agriculture, trade, and health sectors, and focus on a wide array of geographies and STAs. The breadth of this community suggests that the multi-stakeholder approach that PACA has adopted is an effective way to best leverage the collective resources and knowledge of this broad and diverse stakeholder group to mitigate the harmful effects of aflatoxin.

### Limited Support for Governments

Of the 208 organizations in the database, only 20 directly support governments. This number is quite low especially in comparison to the 122 organizations that are focused on supporting agricultural producers for example. Additionally, 18 of 29 donor organizations directly support research institutions to conduct aflatoxin research, while we were only able to identify three donors that directly supported governments in their aflatoxin activities. Moreover, 106 organizations are focusing on STA 1: Research and technology, while only 61 organizations are focusing on STA 2: Policies, legislation, and standards.

These figures indicate that there is a significant gap in support for governments in mitigating the harmful effects of aflatoxin despite governments' wide sphere of influence to can enact policies and launch initiatives that change behaviors and set priorities for all other stakeholders.

### Significant Opportunity for Growth

There is significant opportunity for growth in the community. Of the 208 stakeholders on the list, only 13 percent had a "high" level of focus on aflatoxin. PACA has an opportunity to engage the 181 stakeholders in the database with "low" or "medium" focus on aflatoxin, including African Development Bank, the Global Alliance for Improved Nutrition, and Mars, Inc., to augment their aflatoxin activities.

The Secretariat should look to explore opportunities to involve these relatively new aflatoxin actors in executing aflatoxin control activities through its country planning approach. The Secretariat can also help increase new stakeholders' attention on this issue through their knowledge manager and convening roles. For example, the Secretariat should look to include newer actors like Mars in their PACA Community Annual Partnership meeting.

Additionally, the Secretariat can use its knowledge manager role to provide information to new actors about how to undertake aflatoxin control activities. For example, the Secretariat can provide smallholder farmer training materials from current community members like Nestlé to private sector companies looking for effective training materials.

### Diversifying Beyond Aflatoxin Research

As PACA looks to enable country plan development and execution, it should focus on increasing the number of non-research organizations engaging in aflatoxin activities. Research institutions are very strongly represented in the aflatoxin landscape, comprising almost a third of all organizations. This finding is further supportive of the decision for the Secretariat *not* to focus on research institutions.

This indicates a need to engage non-research organizations in the aflatoxin issue. While the Secretariat will only directly support government through grants and technical assistance, it should engage other stakeholders during the country plan development and execution process to maximize buy-in and support across stakeholders to maximize impact.

### A Wide Array of Potential Donors

PACA has many opportunities to further grow their relationships with additional donor organizations. Of the 29 donors captured in the database, PACA only has strong or developing relationships with 7 organizations, indicating that there are at least 22 donors with whom PACA has the opportunity to establish new relationships. The Secretariat should look to engage these 22 donor organizations and also look for additional possible donor organizations that would be interested in funding efforts to mitigate aflatoxin contamination and exposure that are not currently active.

A robust and comprehensive donor engagement strategy would be required to understand the donor specific priorities, the amount of available resources, and to prioritize donor organizations based on their attractiveness and alignment with the Secretariat's mission.

**Endnotes**

- Annual budget figures have been used to give a sense of scale of the organizations to be able to compare (e.g., in comparison, at $200M, AUC's annual budget is much smaller than BMGF's $3.6B)

    - Organizations' aflatoxin budgets would be very helpful to assessing the landscape, but are impossible to obtain through secondary research and would require interviews with each stakeholder

    - Column K, which captures the organization's "focus on aflatoxin" as high, medium, or low provides a qualitative proxy for this figure

- A true donor development database / customer relationship management (CRM) tool would require a much more robust data set and potentially software (e.g., Salesforce, Raiser's Edge)

    - PACA should consider obtaining the nonprofit version of Salesforce.com, which is free for up to 10 users, to capture stakeholder and donor data, run analytics, and to manage communication and outreach