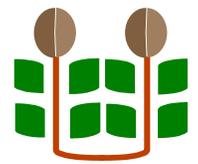




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COMPETE
The Competitiveness and Trade Expansion Program



AGMARK

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Agrodealer Trade Across Borders (ATAB)

10TH MONTHLY REPORT-DECEMBER 2012



December 2012

This Report has been prepared by AGMARK for Agrodealer Trade across Borders program.

Project: ATAB-Agrodealer Trade Across Borders

Donor: USAID COMPETE

Prepared by: James Mutonyi

Period: December 2012

SUMMARY: The main activities for the tenth month of the ATAB project was the East Africa Agriculture Value Chain Investment Summit which was attended by Rose Wanyiri and data collection.

East Africa Agriculture Value Chain Investment Summit

In the month of December, AGMARK was presented at the East Africa Agriculture Value Chain Investment Summit by the ATAB project Coordinator Ms. Rose Wanyiri. The Summit which was held at Speke Resort, Munyonyo, Kampala, Uganda sought to bridge the information gap and create a platform for co-ordinated investment into East Africa's Agricultural value chain.

The aim of the summit was to bring together key stakeholders to share ideas, develop business opportunities and discuss current projects, case-studies, lessons learned, future challenges and new opportunities.

It was noted that strong agricultural value chains create livelihoods, increase incomes, and promote economic growth. By supporting development of domestic industries, improving local markets, and expanding export opportunities, the Summit focused on enabling all actors along the value chain – including farmers, input suppliers, wholesalers, transporters, food processors, and lending institutions – become viable partners in their countries' economies, generate employment, and improve food security.

Key presenters at the summit included Ms Annie Graham, Project Manager (East Africa) Sainsbury's Supermarkets Ltd, who presented on ***Building long term sustainable supply chains***, Mr. Paul Collier, Professor of Economics, University of Oxford who presented on ***Dig out poverty by integrating smallholder farmers in the value chain***, Mr. Sanjay Sethi , Senior Vice President and Head - Africa Operations Jain Irrigation Systems Ltd East Africa in 2020 who presented on ***Actualizing a green revolution in East Africa*** amongst others.

Details of this trip is Annexed; **Annex I**

Data Collection

AGMARK contracted 2-Short term technical assistants in Uganda and Tanzania to continue with the project's Monitoring of traders purchases and sales within the county and across the borders.

This data was submitted and is being keyed for analysis. The analysed report will be made available in the final report.

Project Extension

During the month of December AGMARK made a request to compete to extend the project by a further one month to allow for completion of activities. The request was approved by Compete. The project will now end on January 31st 2013.

January 2013 activities;

1. Documentation of success stories. Kenya, Uganda, Tanzania and Rwanda.
2. External End of project evaluation
3. Data entry, analysis and final report writing
4. Audit of Accounts

Annex I: ATAB January 2013 Workplan

| Activities | Sub-activities | Jan 2013 | | | | | Responsible persons |
|---|---|----------|----|----|----|----|--|
| | | W1 | W2 | W3 | W4 | W5 | |
| Activity 1. Success Stories. | | | | | | | |
| Success stories | Document success stories. Kenya, Uganda, Tanzania and Rwanda. | | | | | | Project Coordinator, , M&E officer and the contact persons |
| Activity 2. End of project evaluation | | | | | | | |
| End of project evaluation | End of project evaluation | | | | | | Consultant, contact persons. |
| Activity 3. Data entry , analysis and final report writing | | | | | | | |
| Data management | Data entry, analysis and final report writing | | | | | | M&E officer, and STTA |



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USAID-COMPETE /AGMARK FIELD TRIP REPORT FORM

| | | | |
|------------------------|---|-------------------------------------|---|
| Name | Rose Wanyiri | | |
| Travel to | Kampala | Project (ATAB) | ATAB |
| Purpose of Trip | Attending the East Africa Agricultural Value Chain Summit | | |
| Trip Duration | From | 3rd November 2012 | To 8th December 2012 |

I. Findings

| Date | Activity |
|-------------------------------|---|
| Monday 03.12.2012 | <ul style="list-style-type: none"> ▪ Travelled to Kampala, Uganda. |
| Tuesday 04.12.2012 | <ul style="list-style-type: none"> ▪ Attended the first day of the Summit. The topics discussed included; <ul style="list-style-type: none"> • Adding value to Agricultural production in East Africa. <i>Mark Bohlund, Senior Economist, HIS Global Insight.</i> • East Africa in 2020: Actualizing a green revolution in East Africa. <i>Sanjay Sethi, Senior Vice President and Head-Africa Operations, Jain Irrigation systems Ltd.</i> • Dig out poverty by integrating smallholder farmers in the value chain. <i>Paul collier, Professor of Economics, University of Oxford.</i> • The grain value in East Africa. <i>Gerald Makau Masila, Executive Director, Eastern Africa Grain Council.</i> |

| | |
|--|---|
| | <ul style="list-style-type: none"> • The Israel Experience. <i>Shafrir Godel, CEO, AgriQuality-Israel</i> • Jump-starting an Agricultural eco-system in a neglected, complicated part of the world. <i>Bruce Robertson, CEO, Gulu Agricultural Development company (GADC)</i> • Transforming Agriculture in East Africa Trade, Manufacturing and Investment. <i>Moderated by Norah Owaraga Managing Director, CPAR Uganda.</i> |
| <p>Wednesday 05.12.2012</p> | <ul style="list-style-type: none"> ▪ Attended the second day of the Summit. The topics discussed included; <ul style="list-style-type: none"> • Access to finance. <i>Chaired by-Patrick Mweheire, Head of Corporate and Investment Banking (Stanbic Uganda) and Director Regional Investment Banking Coverage.</i> • Harnessing Science and technology a R& D model to transform communities into Industrial Centers. <i>Dr. F. Isabirye Muranga, Director, the Presidential Initiative for Banana Industrial Development.</i> • Understanding the money game in the agribusiness world and how it's played. <i>Jonathan Treacher, Managing Director, Ardour Capital.</i> • Agriculture insurance: A solution to risk and uncertainties to East African Farmers. <i>Isaac Magina, Head of Agriculture Insurance, UAP Insurance, Company Ltd.</i> • Women in Agriculture value chains. <i>Gudula Naiga Basaza, Chairperson, Uganda women Entrepreneurs Limited.</i> • Food for every East African The role of Science, technology and business. <i>Professor Cynthia Schneider, Professor in the Practice of Diplomacy Georgetown University.</i> |
| <p>Thursday 06.12.2012</p> | <ul style="list-style-type: none"> ▪ Attended the third day of the summit The topics discussed included; <ul style="list-style-type: none"> • Smart partnerships for sustainable agriculture-<i>Panel</i> • Building long term sustainable supply chains-<i>Annie Graham, Project Manager (East Africa), Sainsbury's Supermarkets Ltd.</i> |

| | |
|--------------------------------|---|
| | <ul style="list-style-type: none"> • Where India has come from to become a major food exporter-Lessons for East Africa. Ram Chaudhary, <i>Chairman, Participatory Rural Development Foundation, India</i> • Opportunities and initiatives in value addition-The Azuri Health story. <i>Tei Mukunya, Managing Director, Azuri Health Ltd, Kenya.</i> • Uganda Country Focus. <i>Moderated by Pius Ojara, Post Conflict Recovery Advisor, DFID</i> |
| Friday 07.12.2012 | <ul style="list-style-type: none"> ▪ Site Visit ▪ |
| Saturday 08.12.2012 | <ul style="list-style-type: none"> ▪ Traveled back to Nairobi |

2. Observations and Recommendations

It was a great networking opportunity with the various players across East Africa's Value Chain.

| No | Name | Designation | Tel. No | Email |
|----|-----------------------|---|--------------------------------------|---|
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