



## **USAID-COMPETE PARTNER FUNDING SUPPORT TO EAGC**

### **MONTHLY REPORT-JULY 2012**

#### **Introduction**

This report from Eastern Africa Grain Council (EAGC) is for the month of July 2012 covering the achievements under USAID-COMPETE funding support to EAGC. The Grant is aimed at strengthening institutional coordination and regional structured grain trading system through integrated regional market information systems, policy and reduced barriers to trade. The objectives of the entire Grant are as follows:

1. To facilitate institutional strengthening to enable EAGC to deliver services to its stakeholders across the region with a particular emphasis on strengthening the capacity of satellite offices in Uganda and Tanzania.
2. To formalize regional agricultural markets and structured trade systems in the Eastern and Southern Africa region through training of trainers in harmonized grains standards, rules of trade (tariffs, simplified certificate of origin (SCO), Sanitary and Phytosanitary Standards (SPS), WRS/Commodities Exchanges and dispute resolution.
3. To expand RATIN into a truly regional market information platform that integrates national MIS providers and provides timely and accurate data and analysis to all value chain participants and is the region's preferred source of market information.
4. To hold a successful Grain Trade Summit in Uganda in October 2011 to discuss the systems required to formalize, strengthen and integrate the regional staple foods value chain, increase stakeholder participation in structured trading systems and promote regional trade and food security.

5. To organize Agribusiness Fairs in Kenya and Tanzania to bring small-scale farmers and FBOs together with leading regional traders and processors to build linkages across the value chain.
6. To engage directly with national governments in the EAC to ensure full adoption and institutionalization of the EAC's harmonized grains standards.

## **1. INSTITUTIONAL STRENGTHENING**

### **1.1 EAGC Stakeholders Meeting in Uganda**

On Friday 25th May 2012, EAGC with support from USAID COMPETE organized a consultative meeting that drew EAGC members and stakeholders from the various organizations and line ministries Such as Trade & Agriculture. Over 70 participants attended the meeting and represented EAGC Members and stakeholders.

The objective of the meeting was to review the achievements of EAGC and obtain feedback on key Issues and priority areas specific to the Uganda Chapter which will inform the planning and set pace for the implementation of new EAGC strategic business plan 2013.

### **1.2 Regional and Country Operations**

Through the USAID COMPETE Grant, the three country offices in Kenya, Uganda and Tanzania were fully operational. In this regard, EAGC continued to deliver services to its members and stakeholders across the region.

#### **1.2.1 Recruitment of Uganda Country Manager**

Following the departure of Ms. Harriet Nabirye, the new Country Manager for Uganda was recruited in July. Ms Lilian Bahinya is the new Country Program Manager. Before joining EAGC, Ms Bahinya was working for ABC Capital Bank, Uganda where she was the Business Development and Customer Relationship Manager. She was previously the Country Coordinator of the African Farmers Service Centre in Uganda, and also served as the Head, Agricultural Banking with the Stanbic Bank Uganda and has also worked for Grofin Uganda and DFCU Bank.

#### **1.2.2 Membership Recruitment**

Membership recruitment drives went on throughout the month of July. The following organizations were approached for EAGC membership;

- Coast Millers Tanzania

- Garnet Enterprises Ltd-Kenya

Others who are working on membership registration are:

- Azania Millers Tanzania
- YARA Tanzania
- New Holland Tanzania

## **2. PROGRAM ACTIVITIES AND ACHIEVEMENTS**

### **2.1. Strengthening Structured Trading Systems:**

#### **a. STS Training Material**

EAGC in collaboration with regional and international experts developed STS handbook through a writeshop. A team of 16 experts converged in Arusha from 23<sup>rd</sup>-27<sup>th</sup> July 2012 to develop the book. The handbook will be used as reference material for the STS trainers. The book contains 7 key chapters-Postharvest Management, Regional Grain Standards, Commercial Storage and Warehousing, Market Information Systems, Trade Contracts and Arbitration, Warehouse Receipts Systems and Collateral Management and Commodity exchange.

During this writeshop, EAGC forged stronger partnership with CTA and NRI and this will ensure commitments to subsequent trainings and result in roll out of EAGC training programs.

#### **b. MOU with TWLB and TNS**

EAGC signed a tripartite agreement with Tanzania Warehouse Licensing Board (TWLB) and Techno-Serve (TNS)-Tanzania. The MOU is a commitment by 3 parties to improve warehouse standards and training levels; whilst ensure that there is a suitable framework for effective development of WRS.

#### **c. STS Trainings**

EAGC trained farmers during the Tanzania Agribusiness Expo held on 20<sup>th</sup> and 21<sup>st</sup> July 2012 in Arusha. The STS training that addressed on the harmonized grain standards, WRS, MIS, aggregation of grain and Postharvest Management. The STS brochure (Swahili version) was printed and distributed to the farmers. A total of 207 farmers were recorded.

In addition to the above, the Tanzania team in partnership with Ministry of Agriculture trained members of Jikuzeni Kware SACCO in Hai District (Kilimanjaro Region). 40 farmers who belongs to the SACCO received training on STS components-aggregation, group marketing, grades and quality standards and WRS.



*Farmers attending the EAGC training during the Agribusiness Expo in Arusha*

## **2.2. Expand RATIN into a fully regional MIS Platform**

### **2.2.1. ATAB Market linkage Workshop**

EAGC participated in the ATAB Market linkage Workshop which was hosted by USAID COMPETE funded project, AGMARK. The market linkage workshop which took place on July 19, 2012, aimed at giving agro dealers engaging in grain bulking and aggregation in

Uganda and grain traders from Kenya, Rwanda and Southern Sudan a networking platform to discuss business and establish formal market linkages. The event attracted 83 participants drawn from Kenya, Uganda, Rwanda, Democratic republic of Congo and Burundi. The participant responses and interactions illustrated great enthusiasm and commitment for establishing market linkages that would lead to the establishment of formal and sustainable market linkages across borders though the use of a well established trade platform RATIN.



**2.2.2. RATIN SMS Functionality**

EAGC activated the RATIN SMS functionality in Kenya and Tanzania. The Kenyan number for SMS query is +254705606666. Each of the 5 countries will have specialized lines that make it possible for farmers to query RATIN information at no extra cost. This is achievable through installation of PC in each of the 5 countries. So far, Kenya and Tanzania installation is complete with the SMS software also acquired.

**2.3. Agribusiness Fairs**

**2.3.1. Report on Agribusiness Expo Tanzania**

EAGC conducted the Tanzania Agribusiness Expo on 20<sup>th</sup> and 21<sup>st</sup> July 2012. This event was held in Arusha at the Selian Agricultural Research Institute (SARI).

The Expo themed, “Promoting Agribusiness for economic development and prosperity” was inaugurated by the EAC Deputy Secretary General (Productive and Social Sectors) Ms Jessica Eriyo who represented the EAC Secretary General, the Ambassador Dr. Richard Sezibera.

The event attracted 20 exhibitors and 2 sponsors (Mijingu Fertilizer & Mining Ltd who donated fertilizer for the crops demo and FMD- who donated a generator for power supply). Despite the challenge on farmer mobilization, the Expo recorded 1504 farmers who participated in both days.



*Dr. Ken Kambona (second left) of USAID EA issuing certificates to exhibitors*

### **2.3.2. Progress on Agribusiness Expo Kenya**

#### **Dates and Venue**

The dates for the Expo still remain 9<sup>th</sup> and 10<sup>th</sup> August 2012 as reported earlier. This event will take place at the Rift Valley Institute of Science and Technology (RVIST) Nakuru.

#### **Sponsorship and Exhibitors**

The Agribusiness Expo 2012 has attracted 8 sponsors both in cash and in-kind including Amiran Kenya (Official sponsor), BrazAfric, ACDI VOCA, Kenya Commercial Bank, Unga Farm Care, Mediheal Hospital, Kenya Seed Company and Virtual City. So far more than 50 exhibitors have registered to participate.

#### **Publicity & Media Campaign**

The Newspaper adverts have been running in the Daily Nation. Radio stations covering Nakuru and environs as well as those with national wide coverage were identified and the Expo messages were broadcasted in July. Radio mentions were expected to mobilize farmers to attend the Expo. The flyers and posters are being printed for distribution.

#### **Farmers Mobilization**

EAGC field Officers, Ministry of Agriculture as well as other partners namely ACDI VOCA, CGA, RVIST and Unga Farm Care are mobilizing farmers to the Agribusiness Expo. The target for this year is 10,000 farmers from around Central Rift and the neighbouring districts.

ACDI VOCA has supported the Agribusiness Expo by sponsoring the farmer activations through road shows slated for 7<sup>th</sup> and 8<sup>th</sup> July 2012.

#### **Demonstration Site**

The set up for the crops demonstration site is on its final stage. 18 seed companies are participating in the demo and they have been allocated 192 plots. Amiran set up a One-Acre irrigation kit at the demo site which will be launched and auctioned on 9th August 2012.

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