



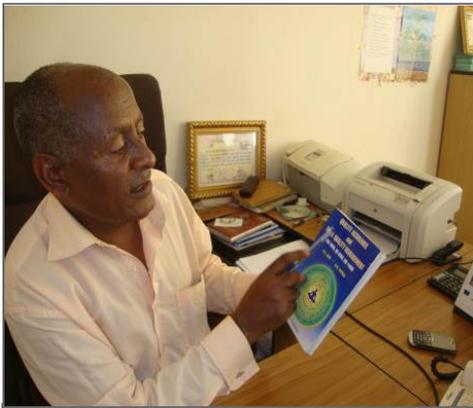
**USAID**  
FROM THE AMERICAN PEOPLE

**ETHIOPIA**

## SNAPSHOT

# CIAFS Trainings Help Improve Seed Quality

**By meeting quality standards, one seed company triples output and wins government recognition.**



*Photo by Fintrac Inc.*

Ato Tesema applied the knowledge gained in USAID-CIAFS trainings to improve both the quality of his seeds and his company's efficiency.

**“CIAFS trainings have taken my company to the next level in terms of competitiveness.”**

*Ato Yimam Tesema,*

*Owner, Yimam Tesema Small Scale Seed Enterprise*

Seed is a critical component of agricultural productivity, which Ethiopia relies on to meet the objectives of its Growth and Transformation Plan. The country is taking steps to improve the efficiency of the seed industry, including enhancing the role of the private sector.

Yimam Tesema Small Scale Seed Enterprise, established five years ago, is a private company that has produced and distributed more than 11,000 quintals of hybrid seeds. Its owner and manager, Ato Yimam Tesema, always knew that seed quality was important, but he did not know what steps to take to measure or ensure quality.

To address these gaps, Ato Tesema attended trainings on competitiveness, leadership, and entrepreneurship led by USAID's Capacity to Improve Agriculture and Food Security (CIAFS) project. The trainings focused on introducing quality to improve competitiveness, and ensuring quality through traceability, certification, standards, and testing services.

Using the contacts and knowledge he acquired during the trainings, Ato Tesema started looking for ways to improve the quality of his seeds, including additional research and staff education. He acquired additional seed standards, and invested in equipment for testing. With these measures of quality assurance, he labeled his products for compliance.

“[CIAFS] trainings have taken my company to the next level in terms of competitiveness,” he said.

The results of Ato Tesema's efforts were dramatic: the output from the quality hybrids was three times greater than the seeds he previously used, and his company quickly earned a reputation for quality. During one bad season, for which the government had to compensate many farmers for losses, the Yimam Tesema Small Scale Seed Enterprise won recognition for seed quality, and was promised new land in West Gojjam by the Bureau of Agriculture.

More and more trainees are reporting that USAID-CIAFS trainings have helped them streamline systems to be more efficient and responsive; increase incomes; raise quality standards; create jobs; and improve the working environment. USAID-CIAFS continues to deliver trainings, monitor the progress of participants, and document and disseminate results.