



Africa RISING Science for Impact Workshop  
Dar es Salaam, 17-19 Jan 2017



# Public-Private Partnerships (PPP) to Promote Legume Value Chains and to Benefit Smallholders: *Experiences from ILRI-N2Africa*

**Endalkachew Wolde-meskel and Team (Tamiru Amanu, Birhan Abdulkadir and Edward Baars)**

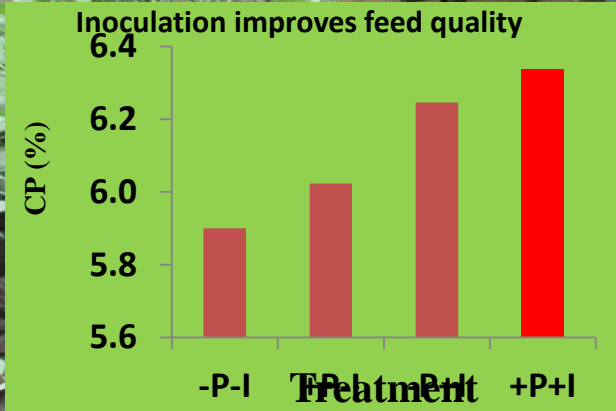
N2Africa-Ethiopia,

International Livestock Research Institute, P. O. Box 5689, Addis Ababa, Ethiopia.

# The project promotes a specific legume technology to benefit smalholders

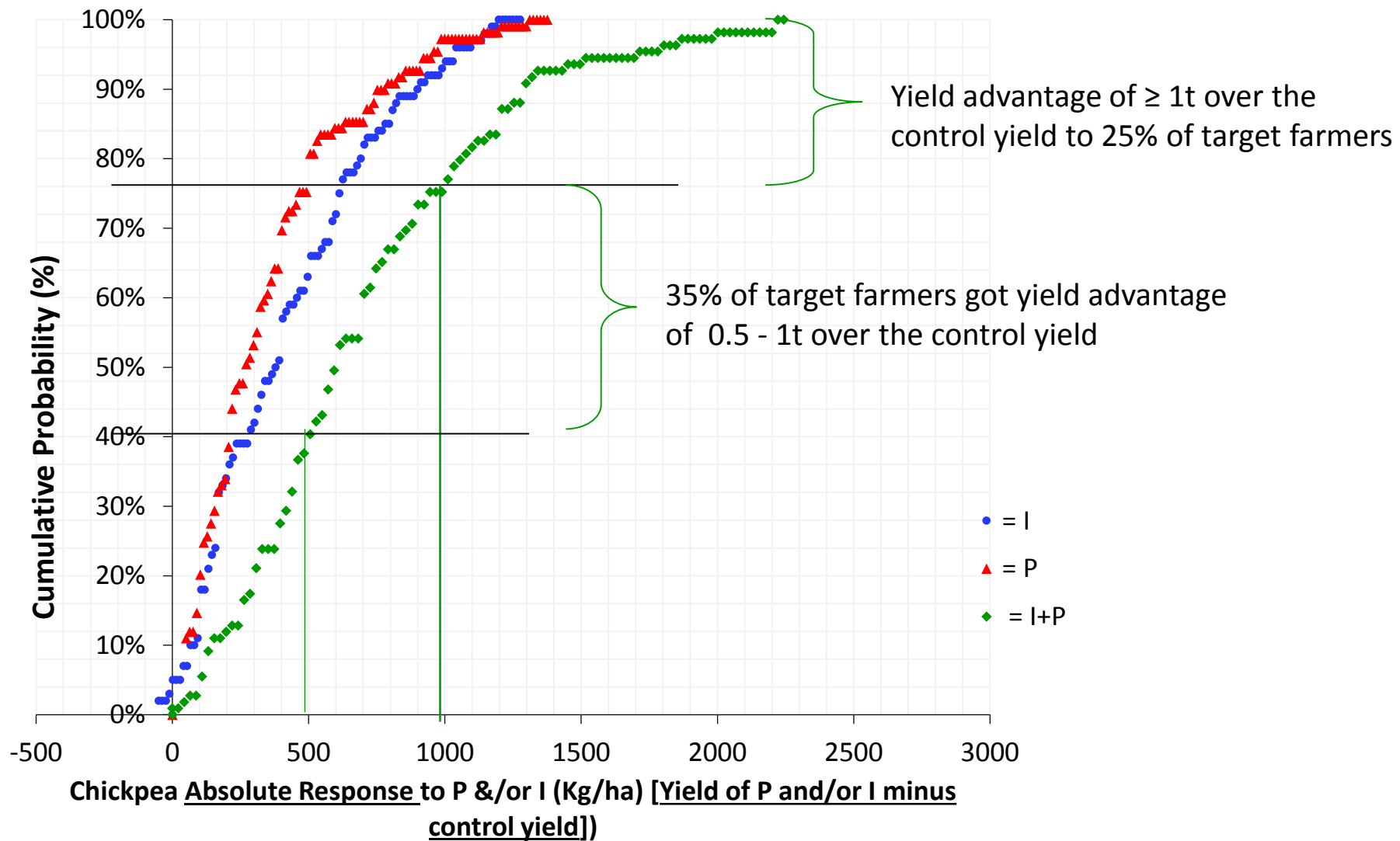


Litter fall, root and nodule turnover






# Yield increase – evident for most farmers



# Farmers demand for access to input, but also for market link



Are you coming also this year to establish demo plots? We are convinced that the tech. works— please bring the inoculants so we grow more for market



# The Public Private Partnership (PPP)- for dissemination and scaling up of N2Africa technology

**partnership** - an arrangement where parties agree to cooperate to advance their mutual interests

## The four project pillars

Stakeholders' capacity development on improved legume technologies, agribusiness, gender mainstreaming, legume value addition and nutrition

Capacity Building

Input demand information and delivery (Seed, inoculant, fertilizer, agronomic and business support services)

Input Supply

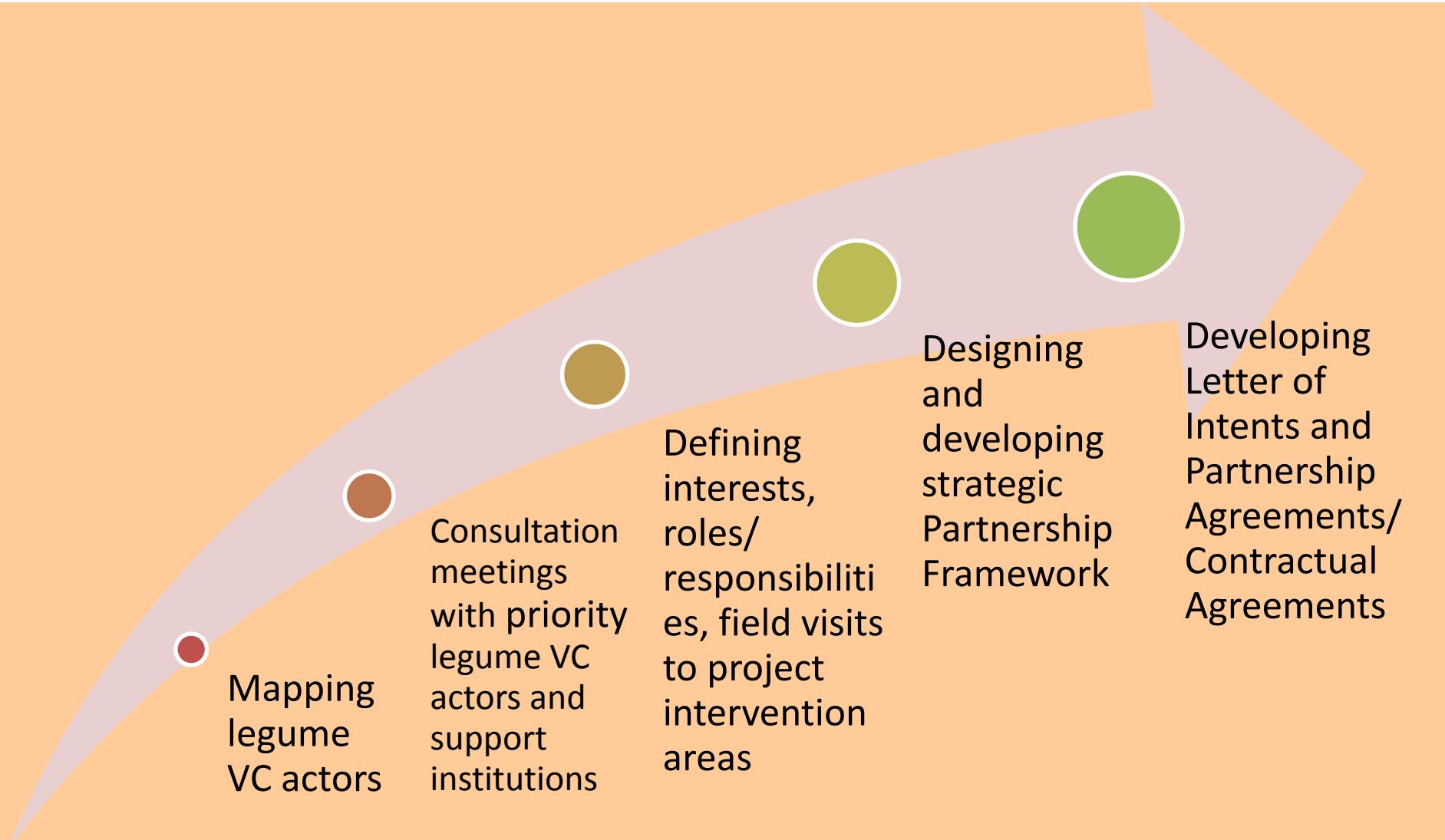
Delivery of proven legume technologies, organizing technology promotional and dissemination campaigns

Dissemination

Bulking and pulling marketable surplus, strengthening collective marketing, linking with lead firms and stimulate home consumption as an alternative

Market Access

# Approach



Mapping legume VC actors

Consultation meetings with priority legume VC actors and support institutions

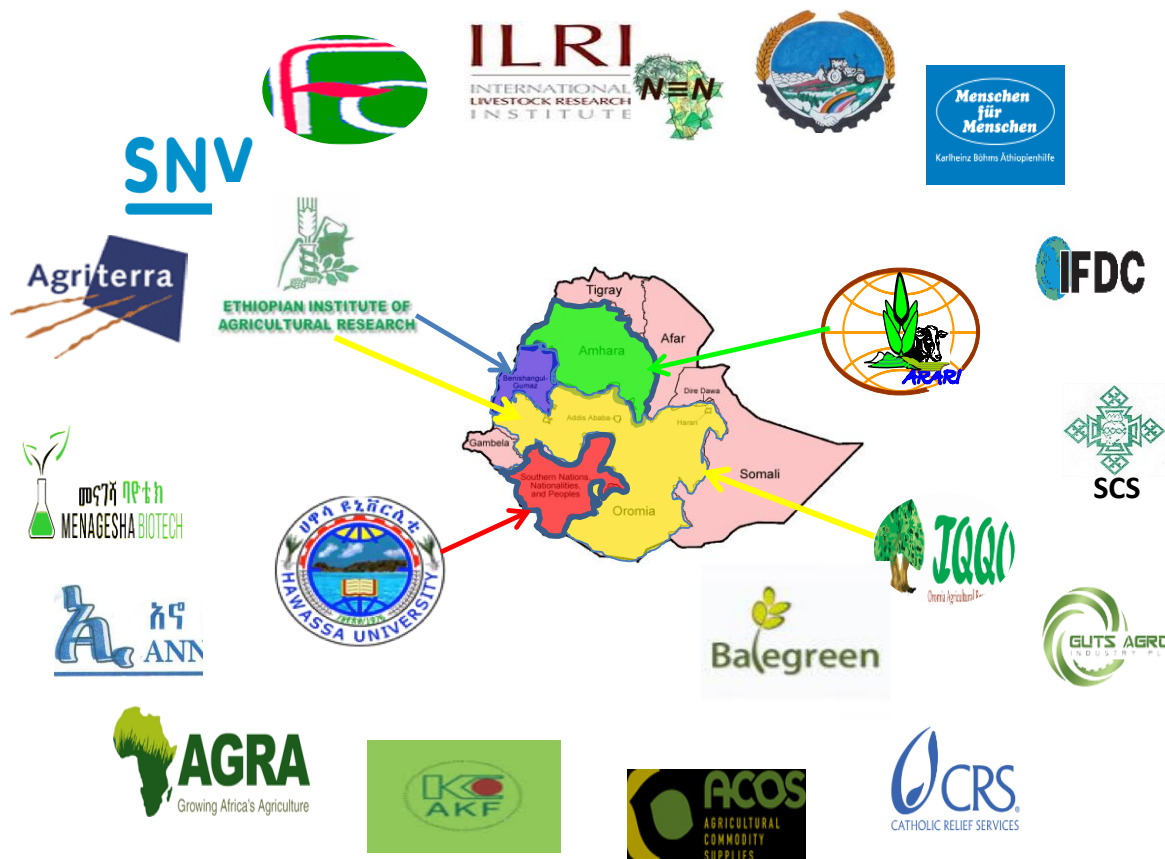
Defining interests, roles/ responsibilities, field visits to project intervention areas

Designing and developing strategic Partnership Framework

Developing Letter of Intents and Partnership Agreements/ Contractual Agreements

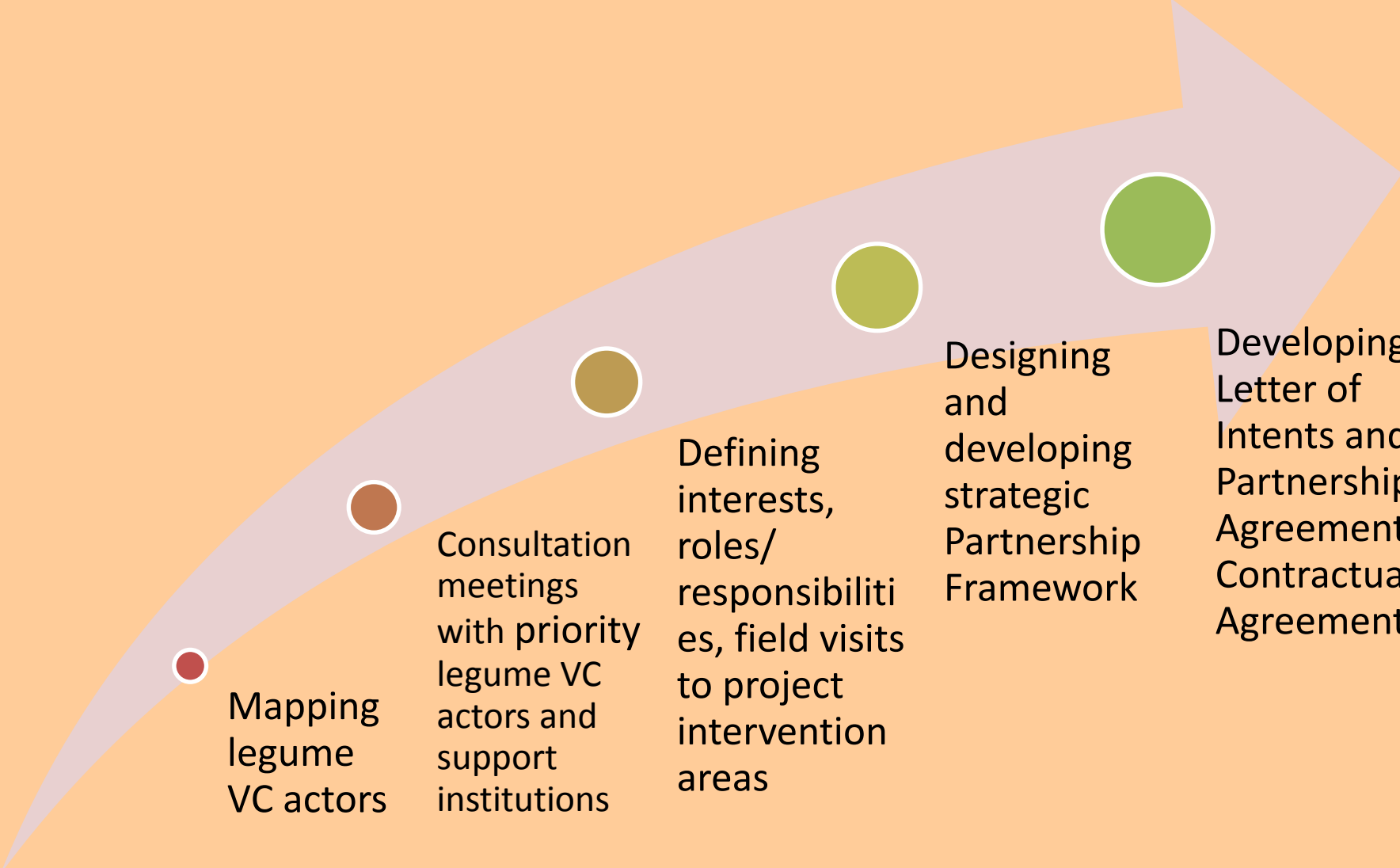
# Mapping potential PPP partners (VC actors)

- GOs, NGOs, Projects, Private institutions ....
- Continuous process, scoping, identification of key partners,



- ACOS Ethiopia
- Guts Agroindustry
- Alema Koudjits
- AGRA-STTP
- MBI
- CAFS
- LVIA
- Menschen for Menschen
- Anno Agroindustry Plc
- Hunde Chewaqa Farmers Coop, Union
- CRS Ethiopia
- Tsehay Farmers Coop. Union
- Bailegreen Spice & Grain Dev't Plc.
- Sidama Elto Union
- Uta Wayu Union
- SNV
- Agriterra
- Becho Woliso Union
- Awash Melka Union
- IFDC-2SCALE

# Approach



Mapping legume VC actors

Consultation meetings with priority legume VC actors and support institutions

Defining interests, roles/responsibilities, field visits to project intervention areas

Designing and developing strategic Partnership Framework

Developing Letter of Intents and Partnership Agreements/ Contractual Agreements

- [Z Strategic Document-Chewaka.docx](#)



# Overview of the North Cluster Partnership

- Defined Partners roles and responsibilities
- Envisioned synergy (dissemination, input supply chain, market access)
- Leadership (business led)



- Designing input supply chains & market access,
- Facilitation of the partnership, organizing forums, and technical support,
- M&E,
- Grants and leverage resources



- Conduct trainings, establish demos, adaptation & RMA trials,
- Documentation of evidences,
- Organize dissemination campaigns,
- Develop legume seed production and product handling manuals,
- Liaise with other legume VC partners



- Train and coach SHFs/PCs on business r/ps, input-output businesses, accounting and financing,
- Facilitate the use of MIS,
- Promote and scale up legume technologies,
- Support technology dissemination campaigns via PCs/Unions,



- Source for inoculants,
- Train stakeholders on inoculant application, handling, storage and distribution, Sub-granting for AGRA project



- Source for chickpea seed,
- Source chickpea grain from PCs,
- Conduct trainings on quality seed and grain production

# Achievements

## Market Linkage



Tsehay Union Vs Desasa Chnichaye FPCU



MAMA Vs AKF



inclusive and considered in the final selling price at delivery to the company. Expenses for unloading at destination will be on buyer expense.

**Article 5**  
**Settlement** of Disputes  
 (ለለመግባትንስለመፍታት)

Any dispute, controversy, claim which may arise relating to this contract agreement shall be settled through diligence discussion between the two parties. Such discussion process might also be mediated by the cluster partners. For any potential affairs which might not be resolved through such process, either of the parties can apply and follow further legal procedures.

**Article 6**  
**Force Majeure** (ከአጭባቢ ለይዘት ሁኔታዎች)

6.1. If either of the parties is temporarily unable by reasons of force majeure (e.g., strikes, wars, floods, drought, etc.) to meet any of its obligations under this agreement, and if written notice of the

FOR AND ON BEHALF OF ALEMA KOUDIJS FEED PLC

*Lema Asfaw*  
 General Manager, AKF  
 11/1/2016  
 Date

FOR AND ON BEHALF OF MAMA FARMERS' COOPERATIVE UNION

*Shenkut Bezabih*  
 General Manager, Mama Union  
 11/1/2016  
 Date

WITNESSES

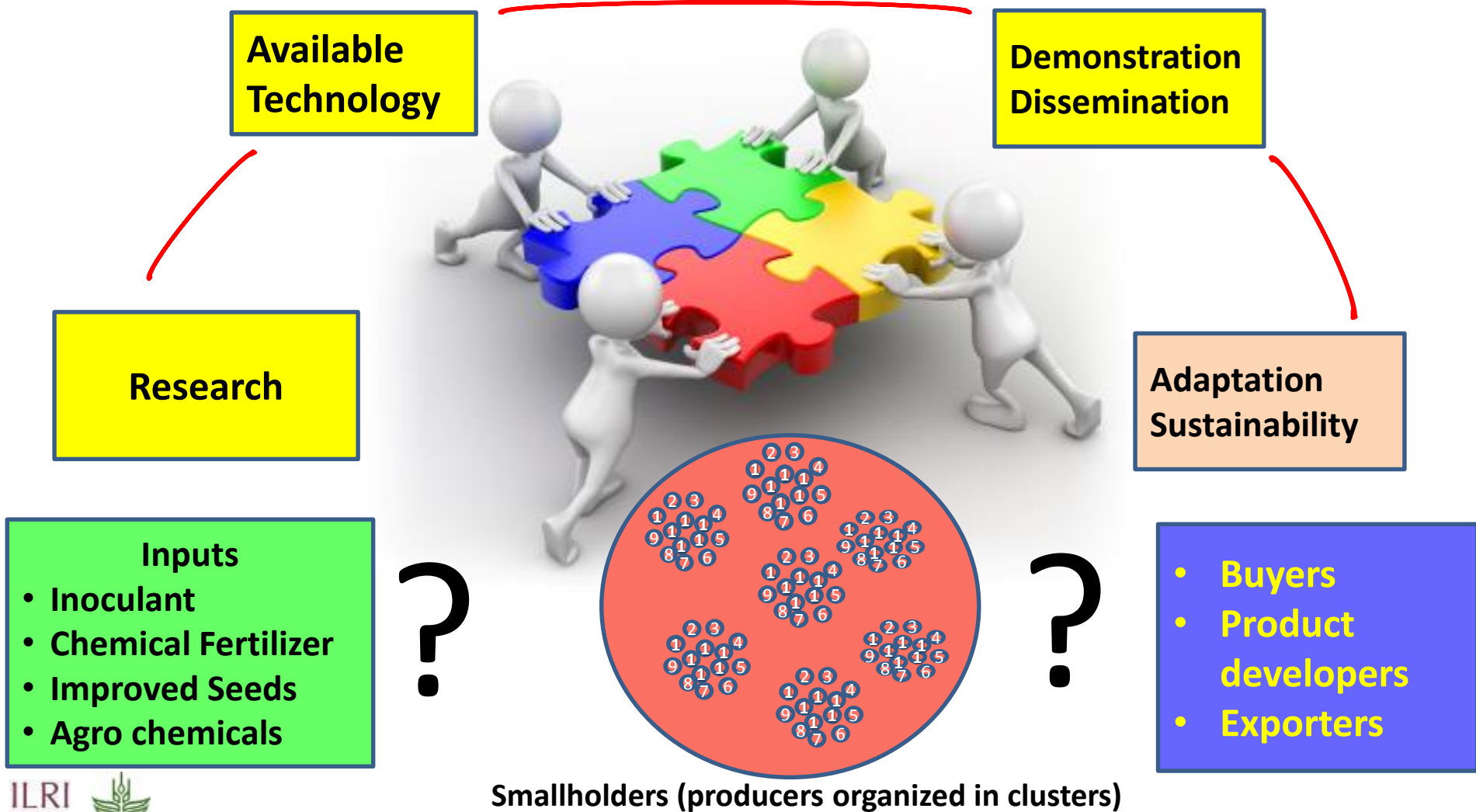


# Contract signing between Bore Bako Union and Guts Agro Industry, 28 Dec. 2016





# The PPP- for promoting legume technology dissemination and value chain



# Challenges

- Partners commitments
  - Reluctance (GOs – benefits; private – immediate return)
  - Unable to see long-term benefits (FCU vs Buyers)
  - Lack of Trust
- FCU (at different levels)
  - Business Skills
  - Indecisiveness (Collective/Committee decisions)

# Acknowledgments

## N2Africa Partners

1. North



2. South



3. Chewaka



4. Central



5. Jimma



6. S. East



7. Pawe



Putting nitrogen fixation to work for smallholder farmers in Africa



# ILRI-N2Africa National team



Putting nitrogen fixation to work for smallholder farmers in Africa

*Thank you*