



Supporting the development of Commercial Agriculture
Programs at four Ethiopian universities (ETH 019)

Q-Point BV, P.O.box 7001 6700 CA Wageningen, The Netherlands, | www.q-point-bv.nl, E info@q-point-bv.nl, T 00 31 317 491581

Welcome

By **Carel Jaspers**, director Q-Point



On the 2nd and 3rd of December 2015 a closing seminar on Value Chain Management was jointly organized by Q-Point and Jimma University in Adama. During the

seminar the following subjects were addressed:

- Results of the research of twelve sponsored PhD students at Radboud University and Gent University.
- Development of the agro and food sector in Ethiopia and the importance of value chain management.
- The role of higher education in value chain development in Ethiopia.
- Link between private sector and Ethiopian Universities.

At the seminar participants of other NICHE projects from Kenya, Mozambique and Rwanda were also present.



Enthusiastic and interested audience.

Overall, the seminar was a great success. In this newsletter you'll find a resume of a lot of the presentations.

I hope you enjoy reading.
Carel Jaspers

Content

Welcome	1
Presentations:	
o A brief description of the NICHE project's results	2
o Development of the agro and food sector in Ethiopia and the importance of value chain management	2
o Competitiveness of the Ethiopian agro and food sector and the importance of collaboration between private sector, higher education and universities	3
o An inspiring story about a successful company	4
o The importance of value chain development	4
o Value chain development in agri and food chain	5
o Prediction of coffee cup quality and near infrared spectra on green coffee beans and its implication in coffee value chain development	6
o Analyzing women's collective action: A strategy to empower Ethiopian women in the case of the red-pepper value chain	6
o Engendering value chains: The case of the gender and environment responsive beekeeping	7
o Explaining technical inefficiency and income variation from apple adoption in highland Ethiopia: The role of unequal	8
o Value chain integration as a fit between structure and performance: A situation analysis of the malt barley value chain in Ethiopia	8
o A brief overview by a participant from Kenya	9
o A brief overview by a participant from Mozambique	10
Impression of the seminar	10
Partners	11
Requesting Ethiopian Universities	11
Donor	11
Colophon	11

A brief description of the NICHE project's results

By Emana Bezabih, senior consultant Hebdez and Carel Jaspers, director Q-Point MSc and BSc Programs



MSc & BSc programs in Agribusiness and Value Chain Management developed and offered at Haramaya University, Hawassa University, Jimma University and Ambo University.

PhD/MSc

Twelve PhD studies at Ghent University (Belgium) and Radboud University (Netherlands) thirty-two MSc studies in the region for staff of Jimma, Hawassa, Haramaya, Ambo, Samara, W.Sodo and Bahir Dar universities.

Staff Capacity Building Support

Trainings were organized in the areas of: value chain analysis, value chain development, gender in value chain, food safety and quality in value chain, value chain logistics, Value chain financing, value chain research, change management, project development for grant funding, case study development methods and modular approach curriculum development methods.

Case study development

Three workshops were organized by the project for case study development.

Twelve cases were developed and published at the Standard of Harvard university case study development by the experts of project implementing universities.

University - Industry Linkage

Collaboration between the industry and the Universities focusing on dairy, floriculture and horticulture.



Introduction by Carel Jaspers.

Gender Support

Activities undertaken are; support Gender offices, Gender policy development at Universities, gender mainstreaming measures in administrative and academic undertakings, development of gender inclusive Modules of the Agribusiness and Value chain Management program.

Development of the agro and food sector in Ethiopia and the importance of value chain management

By Dr. Kaba, State Minister

The role of Agriculture in the Ethiopian economy remains significant. Agricultural transformation entails increased production, processing, value addition, marketing of safe and quality products. Commercialization of smallholder farming requires concerted effort and knowledge and skills of value chain management. The support given by this EP-Nuffic project to our universities to produce qualified

professionals in the agribusiness and value chain management supports the commercialization and transformation process for our agriculture sector.

The curriculum developed in Agribusiness and Value Chain Management followed a participatory and modular approach. This has supported the approach pursued by the government to modularize university

curricula. The gender mainstreaming approach of the curriculum is exemplary.



Dr. Kaba, State Minister: "The role of Agriculture in the Ethiopian economy remains significant".

The curriculum is slandered and now launched at other universities not targeted by the EP-Nuffic project. The project in general enhanced collaboration between

universities and between universities and the private sector, which should still be enhanced to the required level. MSc and PhD graduates are necessary to ensure sustainability of the programs.

The project surely demonstrated that collaboration between universities and capacity building ensured a successful program implementation. However, our demand for qualified human resources characterized by practical knowledge and skills is immense. In this regards, the universities and their development partners should do more to ensure that the graduates are skillful and have practical knowledge to support the agricultural transformation process. This may also require continued support of our international donors including EP-Nuffic and the Royal Kingdom of the Netherlands Embassy.

Competitiveness of the Ethiopian agro and food sector and the importance of collaboration between private sector, higher education and universities

By Hans van de Heuvel, Dutch Embassy Addis

Ethiopia's high speed of development is remarkable. Large infrastructural projects that are successfully implemented, enabling efficient logistics for commercial value chains. There exist a high need for value chain professionals and commercial agriculture specialists to ensure quality, food safety and logistical arrangement needed.

For universities the linkage with the private sector is crucial. Dutch entrepreneurs in the flower sector and horticulture are open for internships and other linkages. There exist also a vocational training need and a need for collaboration between universities and ATVET.



Hans van de Heuvel shows "Hands on investment guide".

The food tech industry park that is starting will form a big potential to connect to for higher education institutions, to align needs and training.

An inspiring story about a successful company

By Gadissa Gobena owner of Gadissa Gobena Commercial Farm Products PLC

A good example of an entrepreneur that is eager to collaborate with the universities. An inspiring story about the start and operations of his successful company.

Gadissa Gobena Commercial Farm PLC is based in Ambo town, Oromia Region. It was established in 1993 and is currently engaged in three major businesses:

- Seed multiplication and distribution;
- Dairy and animal husbandry;
- Apiculture and forestry.



Questions from the audience.



Gadissa Gobena knew how to captivate the audience.

Recently, Gadissa Gobena added a farm service center to its product portfolio. Overall, the company employs 100 people and is dealing with over 1000 household farmers in the region. The farm produces soybean as a rotation crop for maize and other cereals for nitrogen fixation. Gadissa emphasized the important contributions of women within his company.

The importance of value chain development

By Prof. Marijke D'Haese, Gent University Belgium

Gent University focuses on domestic and export chains in Ethiopia in Coffee, Barley, Potatoes, Roses, Dairy.

Key consideration in Phd studies is to answer the question; "Who benefits? How can farmers be included in value chains?" This question addresses Marijke her interest.



Marijke D'haese "How can farmers be included in value chains?"

Marijke: "We are looking for good practices in inclusive business models e.g. private sector for-profit initiatives which include the poor with the stated intention to improve their well-being through mechanisms going beyond arms'-length market transactions".

Marijke also introduced the studies for the coffee sector of Tinsaend Zekarias.



After the presentation there was time for questions and discussion.

Value chain development in agri and food chain

By ir. Woody Maijers, Value Chain Advisor, Inholland University of applied science The Netherlands



Woody Maijers: "Value chain development in agri and food chain".

An overview of the development over the last ten years in relation to value chain developments was given by Woody Maijers during his presentation "Value chain development in agro and food chains".

Some remarkable observations are:

- Shift towards professional value chains.
- New investors coming in.
- Shift from trade to value adding.
- New commercial export chains.
- National expansion of (local) supermarkets.

- Strong implementation of value chain development policies.
- Government and donors accepted the concept as part of the development strategy.
- Inclusive supply chain development is still a major dilemma and challenge to organise.

An example of new investors coming in Ethiopia is Heineken. Heineken is buying local brands and processing plants and investing in higher quality and up scaling. Heineken has officially inaugurated what it claims is Ethiopia's biggest brewery. With a total capacity of 1.5 m hectolitres, the Kilinto brewery is already producing the recently launched Walia beer together with Bedele and Harar beer brands. It is planned that the site will also brew other brands including the flagship Heineken beer.

Prediction of coffee cup quality and near infrared spectra on green coffee beans and its implication in coffee value chain development

By PhD candidate Kassaye Tolossa, Jimma University

Kassaye's current research project aims at determining coffee quality (cup taste and biochemical composition) in relation to growing environment, genotypes, and cultivation practices and post-harvest techniques and to derive concepts and methodologies to enhance coffee quality. In addition, coffee cup quality and biochemical compositions will be predicted from near infrared (NIR) spectra in combination with machine learning tools.



Kassaye tells about the coffee value chain development.

Her conclusions are:

- Specialty cup quality could be predicted well by the developed NIR-based prediction model'.
- Prediction of total preliminary quality was relatively poor, perhaps indicating that the physical quality assessment can't easily be done by NIR spectra of green beans.
- NIR is also promising to predict specific quality attributes such as overall preference, aftertaste and acidity.
- However, there is a need for improvement for preliminary quality and aroma.
- Model for total specialty cup quality holds potential as a rapid and reliable classification method for assigning coffees into different specialty grades.



Kassaye is working on her research.

Analyzing women's collective action: A strategy to empower Ethiopian women in the case of the red-pepper value chain

By Fitsum Wakweya, Haramaya University

Findings:

- Ethnic diversity had negative effects on workgroup performance, while religious diversity had positive effects.
- Ethnic diversity may cause conflicts among the workgroup members,
- whereas religious diversity may cause competition.
- Group decisions were significantly less risky than the means of individual decisions.

- Suggesting that organizing women as work groups might restrict the emergence of female entrepreneurs willing to take risks.
- Trust is higher in workgroups with more monitoring.
- Both trust and monitoring positively affect group performance, and that the effect of monitoring runs through its relation with trust.
- Shows that the economic dimension was hardly connected to the other dimensions.
- This might be caused by income as a double-edged sword in its relations with other dimensions.



Fitsum Wakweya about empowering Ethiopian women.



The audience listens attentively.



Women handle red pepper.

Engendering value chains: The case of the gender and environment responsive beekeeping

By Tsega Gima

Tsega presented a project of SNV recently undertaken, named Engendering Value Chains: The case of the Gender and Environment Responsive Beekeeping (G&EB) Project.

She shared her experiences on key considerations in project development and implementation activities that specifically mainstream gender in the value chain by applying gender mapping tools, empowering women, sensitize men and women, building on their needs and assets. Successes and challenges were shared and discussed.



Tsega Gima

Explaining technical inefficiency and income variation from apple adoption in highland Ethiopia: The role of unequal

PhD candidate Sintayehu Hailu, Hawassa University

Conclusions:

- The stochastic frontier production function estimation has shown that there was 60% and 48% technical inefficiency in the production of apple fruit and seedling in Chencha district, respectively.
- The level of formal education attained by the producer was not significant for both fruit and seedling outputs. It is striking that what matters in the apple business is the knowledge acquired by the producer specific to the technology rather than the formal education he or she has attained.
- Apple crop cultivation experience in years tends to improve output from the fruit but not from the seedling; whereas the age of the producer was negatively related to seedling production performance. This indicates that fruit production needs long time experience whereas seedling production seems to work well for knowledgeable young producers.
- Concerning fruit quality, in addition to knowledge of the producer, availability of market, first to second grade price ratio, cooperative membership and visiting others' orchards also have positive and significant effect on fruit quality.
- Knowledge of apple fruit and seedling producers is a positive and significant driver of output from the apple business and production quality.



Sintayehu Hailu

Value chain integration as a fit between structure and performance: A situation analysis of the malt barley value chain in Ethiopia

By PhD candidate Mulugeta Damie, Haramaya University

Together with 2 other students, Mulugeta investigated value chain integration as a fit between structure and performance: A situation analysis of the malt barley value chain in Ethiopia.

The observed results are:

- Entrance of multinational breweries provided a big opportunity for the chain.
- This entrance created a big market for local malt barley and malt.
- Leading to new entrants have already started up scaling works.
- This highlights the socio-economic importance of local sourcing. Also information asymmetry was raised. Information asymmetry among members involved concerning needs and duties of these members and values added by these members (information on costs and benefits out of participation).



Mulugeta Damie.

Also there exist poor collaboration among members and coordination of activities. This all contributes to little commitment towards goals set by cooperatives. There is also no multi-stakeholders platform (MSP).

A brief overview by a participant from Kenya

By Dr. Beatrice Osumbah, Deputy Principal of Burkura Agricultural College Kenya

The value chain management seminar was a well-organized workshop. The planning was well done with constant and open communication. These ensured a seamless flow of activities and ideas. The program was comprehensive, yet time management was good as the program was followed to the end. The venue was appropriate as it was quiet and the accommodation facilities were modest. Inclusion of PhD and MSc candidates in the program to present their work was a good platform not only to get input for improving their theses, but also to help the candidates concretize the research themes.

However, involvement of local farmers as components of the PhD and MSc programs in the value chains could improve adoption of the innovations by the farmers and improve food security. In addition, if the candidates are supervised by a blend of foreign and local experts, technology and innovations transfer will be faster.



Beatrice Osumbah.

Inclusion of other East African Countries was a good idea for one-on-one sharing. For Bukura College there was linkage benefit forged with Agarfa ATEVT College in the area of curriculum development. Bukura is planning to develop a Diploma Course in Irrigation. Agarfa College had developed one which Bukura gave its input, and is planning to use this curriculum as it develops one. Now the two Colleges are in communication and in this many other areas could be identified.

A brief overview by a participant from Mozambique

By Lateiro Salvador de Sousa, Project Coordinator ISPG Mozambique



possible.

"I was well impressed by the seminar, especially by the organization and the initiative Q-Point and the requesting institution took to make it

It was interesting and highly relevant to have stakeholders, project implementers, beneficiaries, local authorities all in the same room discussing the project results. This was something I think will be considered for our own project (MOZ150) with Q-Point. Overall, it was good experience to be present.

The presentations of the project scholarship beneficiaries presenting the results of their research sourcing from their MSc and PhD courses were also interesting. Most of the results I found relevant for their nation and lined with their development strategy.

In addition, I got impressed by the way, the seminar made it possible to share the core goals and results achieved with different levels of society members. In that sense, I think the project played its expected outcomes, one of which is to share the results with relevant stakeholders".

Impression of the seminar



Flag made especially for the seminar.



At lunch there was plenty of opportunity to make contact informally.



Informal meetings in the garden during the coffee break.



Partners

Consortium



Q-Point BV



Aeres Groep



DLV Plant



Support Integrated Development



Hogeschool InHolland



Radboud Universiteit Nijmegen



Universiteit Gent

Requesting Ethiopian Universities



Ambo University



Haramaya University



Hawassa University



Jimma University



Bahir Dar University



Adama University

WOLAITA SODO UNIVERSITY



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Wolaita Sodo University



Semera University

Donor



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Colophon

This newsletter is created by:

Q-Point BV

The Netherlands

T +31 317 491581

F +31 317 491441

E info@q-point-bv.nl

I www.q-point-bv.nl



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