EAGC MEMBERS UPDATE – APRIL 2016

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EAGC Accelerating international partnerships through the 12th CAADP Partnership Platform

The Eastern Africa Grain Council Executive Director, Gerald Masila represented EAGC at the 12th CAADP Partnership Platform held from 12th to 14th April 2016 in Accra, Ghana. The meeting focused discussions on innovative finance and renewed partnership as well as recognizing 2016 as the “Year of Human Rights with special focus on Rights for Women”. The meeting sought to highlight how best to speed up implementation through financial innovation and partnerships to deliver the Malabo Declaration and the Africa Union (AU) “Agenda 2063”.

The 12th CAADP PP was organized around the theme “Accelerating Implementation of CAADP through Innovative Financing and Renewed Partnership”. The PP meeting served as an important platform to take stock of success, how best this can be replicated and how existing gaps in the continent’s capabilities to attain the goals and targets as set in the Malabo Declaration can be filled.

The PP meeting generated a number of key actionable activities structured to address specific areas relevant for the acceleration of CAADP implementation through innovative finance as well as renewing partnerships for accelerated development.

Alongside the CAADP Partnership Platform meeting, Mr Masila participated in various side meetings that EAGC was invited. These include; the Partnership for Control of Aflatoxins in Africa (PACA), Grow Africa, AGRA and FAO. The CAADP PP meeting was key for EAGC in advancing financial and policy advocacy as well as accelerating strengthening partnerships.
EAGC Hosts a successful 10th Annual General Meeting in Nairobi, Kenya.

The much anticipated EAGC’s 10th Annual General Meeting was held on Friday, 22nd April, 2016 at The Boma Hotel, Nairobi Kenya. This year’s AGM was hosted at a stint time when EAGC is set to celebrate 10 years of existence. Members had a opportunity to receive Board’s Chairman report, Executive Director’s report on the achievements and progress of the council as well as receive 2015, EAGC audited accounts.

Speaking during the meeting, EAGC Executive Director, Gerald Masila outlined achievements of EACG in the year 2015. He said that 2015 was a year of success in many dimensions for EAGC, not surprising being the mid-way in the implementation of the Strategic Plan 2013-2017. Mr Masila informed members that the council secretariat continued the pursuit of the EAGC mandate, vision and mission in rolling out and expounding the different components of the strategic plan as well as executing agreements with partners.

Some of the key achievements mentioned were; Successful implementation of the consultancy on training and backstopping of selected warehouse operators, Registration and establishment of EAGC in South Sudan with country office, Expansion of structured grain trading systems, signing of major grant with AGRA and FoodTrade ESA among others.

EAGC Chairman, Dr. Bernard Otím in his remarks reiterated the commitment of EAGC to continue developing fruitful partnerships with stakeholders both public and private sector agencies in order to address the sector issues for optimum benefit of the value chain players. Dr. Otím appreciated all stakeholders for the continued support alluding that to the reason for the existence of EAGC this far. He noted that EAGC’s existence is very clear and growing in relevance. He emphasized that EAGC has become an epitome of hope to grain sector stakeholders by facilitating an efficient, inclusive, structured and profitable grain trade in the Eastern Africa region.
Facilitating efficient, structured and profitable trade is core to the EAGC agenda. On Friday, 22nd April, 2016 EAGC hosted a business to business (B2B) meeting alongside 10th EAGC Annual General Meeting. The meeting was held immediately after the AGM in Boma Hotel. The meeting was aimed at linking different grain sector stakeholders from across the region.

The B2B meeting attracted over 50 traders, processors, financial institutions, insurance institutions and also development partners; FoodTrade ESA and Global Communities.

EAGC Board Chairman, Dr. Bernard Otim speaking during the meeting, downplayed importance of B2B meetings as he encouraged members to utilise the opportunity maximally. He said that EAGC has continued to create opportunities for members and stakeholders to network and create business linkages through the Business to Business B2B Trade Facilitation forums.

During the meeting, twenty five (25) trade deals amounting to 39,205 MT and valued at USD 22,056,750 were signed. Some of the major deals were for Beans, green grams, maize, Paddy rice and white sorghum. Notably was a deal between Yash Commodities and Nile Agro Farmers amounting to 20000 MT valued at USD 13,600,000. These deals were witnessed by EAGC Executive Director, Gerald Masila and development partners present.

Early this month, EAGC had organized a similar business to business (B2B) meeting in Eldoret. The meeting attracted 39 participants, 7 of them being buyers and 32 were sellers and development partners. Contracts of 893 MT of grain were signed.

Financial Institutions trained on Web 2.0 and Social Media for Development

EAGC’s training division, Eastern Africa Grain Institute is attributed to providing quality capacity building to different institutions across the region and beyond. To this effect, EAGI partnered with African Rural and Agricultural Credit Association (AFRACA) to facilitate training to financial officers on Web 2.0 and Social Media Learning for Development and Agriculture. The training was hosted by AFRACA at Denis Hotel, Abuja from 4th to 8th April 2016. EAGI Program Officer, Gideon Murenga and MIS Officer, Titus Kisangau were main facilitators.

The training which targeted participants from the banking sector, attracted 19 trainees from Kenya, Nigeria and Ghana. Trainees were equipped with theoretical and practical skills on employing web services, in order to improve information sharing and collaborative production of content in the context of development work.
The Eastern Africa Grain Council (EAGC) and the East African Community (EAC) have continued to partner on implementing the harmonised EAC standards. This partnership has seen countries within the region adopt EAC standards on several grains.

As a continued drive towards this effort, EAGC and EAC hosted the Regional Meeting to *Discuss the Sampling and Test Methods for Cereals and Pulses in the East African Standards* from 18th to 22nd April 2016 at Voyager Beach Resort in Mombasa, Kenya. The meeting, held with the support of the USAID East Africa Trade and Investment Hub (EATIH), CTA and FoodTrade East and Southern Africa, brought together technical experts on Quality Assurance and Standards representing both the public and private sectors from all East African Community Partner States. In addition to public and private sector delegates, the meeting was also attended by the USAID/Feed the Future Enabling Environment for Agriculture and the African.

The purpose of the Meeting was to identify and discuss discrepancies in the sampling and test methods being used by National Bureaus of Standards (NSBs) and private sector laboratories in the implementation of the Standards. The discussion led to development of a harmonised approach on sampling and test methods, which would lead to reduced likelihood of variations in grading results as well as facilitating domestic and intra-regional grain trade in the process.

The EAGC was represented by Regional Manager- STS, Samwel Rutto and Trade Policy Analyst, Kimwaga Mhando. The meeting was graced by two EAGC Directors, namely Ambassador Philip Idro from Uganda and Munir Thabit from Kenya. In their remarks, the Directors emphasised the importance of the Standards harmonisation processes towards facilitating domestic, regional and international trade.

The meeting received presentations on sampling and test methods applied by the National Standards Bureaus and private sector laboratories in the implementation of the harmonised EAC Staple Foods Standards. After deliberations, harmonised position on Sampling and Test Methods for Maize, Beans, Wheat and Rice was agreed on.
G-Soko phase two roll out is one of the major focus by the EAGC in quarter 2 of the year. To ensure increased awareness and uptake of the platform by the warehouses and aggregation centres operators, EAGC has developed and overarching marketing and communication strategy with the support of Impact Africa consultants. The strategy will be the roadmap towards harmonised messaging on G-Soko across the region.

On the same, the MIS Regional team held a meeting this month with partners; FoodTrade ESA, Impact Africa and Africa Practice communication consultants. The meeting which was aimed at discussing communication strategy synergies for EAGC and FoodTrade ESA along G-Soko roll out. The team reviewed G-Soko marketing and communication strategy as well as roles of each partner especially on communication aspects.

During the meeting, it was agreed that FoodTrade ESA will organize media breakfast along side World Economic Forum 2016 scheduled for 11th May, 2016, Rwanda where EAGC Executive Director, Gerald Masila will be among panelists. Theme of the Media breakfast will be; Getting regional markets for staple food going: opportunities and challenges. Expanding regional markets and trade in staple foods has enormous potential to benefit both producers and consumers. The breakfast will be hosted by DFID Lead team and panelists will include representatives from: The Eastern African Grain Council (EAGC); FoodTrade East & Southern Africa; The United Nations World Food Programme (WFP); and private sector players in the staple foods markets.

EAGC, represented by Gerald Masila, Janet Ngombalu, Kim Mhando and Davine Minayo participated in the Launch of the Kenya Value Chain Road Maps for Pulses and Textiles on Tuesday, 26th April 2016.

The Value Chain Road-maps were developed in close consultation with all key Kenyan sector stakeholders over the time-frame of July- December of 2015. The Road Maps were launched at a breakfast meeting hosted by the Ministry of Industry, Investment & Trade in partnership with the International Trade Centre at the Sarova Panafric Hotel in Nairobi.

The meeting was graced by several high level delegates from the Government of Kenya, and was officially opened by Mr. Rajeev Arora, Advisor to the Cabinet Secretary, Ministry of Industry, Investment & Trade. EAGC Executive Director, Gerald Masila, who was among the panelists, presented an overview of the Kenya Pulses Value Chain Road Map and EAGC’s role in its implementation.
Kenya:

**EAGC roots for more members in the country**

North Rift region of Kenya is one of the promising regions for more EAGC membership. EAGC conducted visits with an aim to undertake membership recruitment, create awareness on EAGC activities, training on RATIN SMS system, WRS and GSoko and also undertake profiling of the CBOs. Some of the members visited were Buffalo millers, Luyekhe kazi na Maendeleo SHG, Umoja traders and KIPEP CBO.

The Buffalo Millers is one of the potential member for EAGC. It was noted that most of the traders and Farmer Groups are willing to become members so that they can get information on market available and other benefits offered by EAGC. Key of interest to farmers is the trainings offered by EAGC through EAGI. Most of the farmers and traders do not have enough skills on handling grains appropriately.

During the visit, Luyekhe Kazi Na Maendeleo members were trained on RATIN SMS system and RATIN especially on how to access market prices.

Membership recruitment and market linkaging activities have led to increased EAGC membership. This encourages EAGC to leverage on available market and stakeholders to support more farmers and traders within north region which is one of the major basket for grain production.

**Promoting Warehouse operators on business plan**

Eastern Africa Grain Council recently commissioned consultancy services to assist in developing the ability of EAGC inspected and certified warehouses to manage their business growth and provide improved services to their clients on a sustainable basis.

Two consultants; Agile and Keystone Agribusiness Consultants were engaged to provide the services within Kenya, Uganda and Tanzania. In North Rift region, the team visited Mateeny Soy, Schemers, and Nafics warehouses and undertook business development service. The consultancy service is aimed at benefiting warehouse operators with financial reporting tools, Five year loss and profits projection as well as well a comprehensive report on financial visibility for the warehouse business.

**SNV Home Grown School Feeding (HGSF) program hands over Aggregation Centres to EAGC**

Eastern Africa Grain Council represented by North Rift Field Officer, James Kuria participated in the handover ceremony for Village Aggregation Centres (VACs) by SNV—Home Grown School Feeding program.

Over the years, SNV has been supporting aggregation centres through their school feeding program. SNV team presented its achievement in market linkages for aggregation centers to Home Grown School Feeding program. EAGC also took opportunity to present activities and achievements on farmer mobilization, market linkaging and trainings within the region. Later SNV handed over aggregation centers to EAGC.

To accelerate market linkages, EAGC will continue in assisting the aggregation centers to access more schools under HGSF as well as addressing the issues affecting selling grains to HGSF schools.

Participants requested EAGC to register the already established aggregation centers and schools under HGSF to G-Soko system. This will enhance effective information sharing on HGSF tenders through the platform. SNV is advocating for review of the policies governing HGSF program to favour FBOs in the region.
Eastern Africa Grain Council (EAGC), Tanzania program team participated in a three day Agribusiness Finance Training from 27th to 29th April, 2016 in Morogoro Hotel, Morogoro. The training brought together various stakeholders including financial institutions; National Microfinance Bank, Apex farmer groups; VECO ESA & NAFAKA, Crop Insurance Company; Outassurance and Financial Guarantors; PASS TRUST. The training was officiated by Prof. Lekule who shared his experience in agricultural financing sector.

The training was aimed at equipping participants with knowledge on G-Soko Platform and Agribusiness Industry, Warehouse Receipt System, Agribusiness Insurance & various Finance Models.

During the training, participants shared their testimonials. Trainees were also taken for a field visit to two processor companies who are EAGC members: International Tanfeeds and Katundu Traders. GSoko online market platform was highly applauded for addressing the Warehouse Receipt System in Tanzania.

The training concluded with the awarding of certificates to trainees after successful evaluation.

The Tanzania program team participated in the 2nd SOPAG meeting held in April at Catholic Relief Services (CRS) offices.

A brief overview of the Soya Policy Action Group was shared at the onset of the meeting. The EAGC presented engagements and achievements attained so far in the grain sector advocacy and ToRs and Work plan was also reviewed.

The stakeholders proposed that Africa Practice should take lead in mobilizing the relevant and recent data on various variables in the Soya Value Chain.

GSoko Sensitization Meeting, Dar es Salaam

EAGC Executive Director, Gerald Masila led GSoko team to Dar es Salaam for GSoko sensitization meetings held on the 5th and 6th of April 2016. The team conducted two meetings. The first meeting was held on 5th and targeted warehouse owners who have potential to participate and utilize the G-Soko System to access both local and regional grain markets.

The meeting commenced with an overview of the G-Soko from the EAGC Executive Director, Mr. Masila illustrated how G-Soko incorporates the farmer’s perspective climbing the ladder to the final consumer. Issues were raised in the Q & A Session and several agreements were reached. Some of the participants present were Ruaha Millers, Tanfeeds, Union Stores, Kilombero Flour mills.
EAGC South Sudan program attracts sustainable partnerships

The Eastern Africa Grain Council, South Sudan program continues to work in partnership with the various actors in the agriculture sector within the country to create synergies. As an implementing body of the GIZ FSDAM projects, EAGC was invited to attend and participate in the capacity development strategy workshop held in Juba Grand Hotel. This forum brought together stakeholders in the value chain and other implementing bodies such as SPARK, CDTY, AAO, SPED and Ministry of Agriculture representative.

The workshop was organized with aim to:

- Identify capacity building needs of target/focus groups and develop modules
- To develop partners organization capacity
- To also understand the results FSDAM operational strategy for 2016 developed last year.
- To also brainstorm on formation governing bodies (associations) for traders and identify training needs and develop specific training modules.

During the forum GIZ mentioned that they are supporting EAGC in South Sudan to establish the EAGC office and that they will continue strengthening this partnership. GIZ applauded EAGC for being their crucial development partner. The team urged the stakeholders in the grain value chain to join EAGC to form the board members for South Sudan. The EAGC Country Representative confirmed the GIZ support which is so critical. He asked stakeholders (Good brothers’ investment company, Alrakodi) present who promised to pay off their fees to do so to realize the membership ownership of EAGC in the country.

The membership recruitment has been raised in all forums to enable meet the targets of five members and more from South Sudan to represent the country in the board committee.

Follow ups are in place to realize theses results. EAGC field officers are as well engaged in the follow up and identifying more stakeholders.

The Seed Trade Association for South Sudan (STASS) Workshop

EAGC South Sudan office was invited to attend the AGRA Monitoring and Evaluation and the Seed Trade Association for South Sudan (STASS) workshop on 30th to 31st, March 2016. The workshop was aimed at launching STASS association which will govern all seed companies to oversee and tackle issues around the seed industry in relation to the regional and international standards in South Sudan.

This was an opportunity for EAGC to network and lobby for membership with the seed companies’ representatives. South Sudan team established contacts with AFFA Seeds, ARUDA Seeds, South Farmers, MASCO Seeds, SSAPU, Afroganics and Seed grow. Other participants in attendance were: MAFCRD, CTC, Yei, IFDC, FAO, SSAPU and University of Juba (Scientist).
EAGC seeks to Strengthen Institutional ties with major MIS providers

To strengthen systems for RATIN data dissemination to a wider audience, the EAGC represented by the Country Manager, Lilian Bazaale and MIS Program Officer, Pausta Clessy held meetings with Farmgain Africa and Fit Uganda Ltd to discuss strengthening of MIS services in Uganda.

The two organizations agreed to the partnership proposals of data dissemination leveraging on regional price information and informal cross-border volumes. Separate MoUs and/or Strategic Business Agreements will be drafted in April and shared for review and signing.

It was noted that the dissemination mechanisms for Farmgain Africa include website, radio programs and SMS messages through SMS media. Farmgain Africa monitors weekly prices for 24 commodities in 18 markets within Uganda.

Fit Uganda Ltd monitors up to 35 markets in Uganda out of which 4 are in Kampala, and 4 are border markets. The dissemination channels include the call centre, radios (18 stations), website, SMS platform on subscription, mobile App, WhatsApp, Facebook, and Twitter.

They intend to introduce live TV programs to cover trading centres/stores and broadcast market information and standards. Their data collection methodology is ISO certified and they pledged to support EAGC to certify RATIN methodology in a bid to further strong institutional partnership.

In this arrangement, the team will require historical data from RATIN since they have moved into trend analysis. They have also developed an Infotrade Mobile App targeting middle level traders who will be linked to G-SOKO when the partnership is finalized.

Farmers benefit from grading standards training

The EAGC Uganda country team organized a successful graders training from 4th to 7th April 2016 at the EAGI training centre Muyenga. The training attracted 20 participants from different warehouses across the country and was conducted by consultants from Uganda National Bureau of Standards (UNBS) and Chemiphar Uganda Ltd.

The training involved theory session that was conducted at the EAGI Centre Muyenga, and the practical session which was conducted at Savannah Commodities warehouse and the UNBS Chemistry Lab. At the end of training, participants sat for both a theory and practical exam where they excelled highly.

Graders training has been praised by many farmers and traders who have previously attended. EAGC looks forward to training more stakeholders to ensure grains standards for profitable trading.
### New EAGC members in Burundi

EAGC Burundi country representative, Yves Batungwanayo advanced EAGC awareness to Women Association of Burundi in a bid to seek areas of partnership with the association as well as lobby for membership. The meeting was chaired by the Legal Representative of Women Association Affairs of Burundi, and deliberated widely on the interventions of EAGC with Burundi. The participants appreciated EAGC programs and the opportunities offered. They also sought to know how they can work with EAGC particularly on structured trade system and market linkages. Towards this, the association will analyze the EAGC activities further to align with the association's agenda.

In addition, some of the members present felt that it was more useful for them to register as individual for EAGC membership. Mr. Batungwanayo held other meetings with General Manager of 01-Biotec. The purpose of this meeting was to create awareness of EAGC activities and make contact with 01-Biotec. As a result of these meetings, 01-Biotec registered as a full member of EAGC.

### EAGC KEY EAGC ACTIVITIES

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<td>5th to 7th May</td>
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<td>9th to 12th May</td>
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<td>World Economic Forum</td>
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<td>11th May</td>
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<td>Media Breakfast on grain value chain in the region</td>
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<td>9th to 13th May</td>
<td>Nakuru, Eldoret, Kitale—Kenya</td>
<td>WRS Stakeholders Meeting</td>
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<td>Mzuzu, Malawi</td>
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