EAGC builds the capacity of over 4,000 farmers for Agribusiness transformation in Tanzania

EAGC Service Pillars:

- GSoko
- Eastern Africa Grain Institute
- Ratin
- ATPF/ESA

Facilitating an Efficient, Structured, Inclusive and Profitable Grain Trade in Eastern Africa and Beyond
Executive Director’s Summary:

Dear Member,

Welcome to the July members’ update.

EAGC as your membership organization of choice continues to pursue its vision of being your “leading voice for the grain industry in Africa”. We continue to focus on putting in place core systems aimed at addressing our overall organisational mission which is anchored on structured trade.

During the month of July, the EAGC secretariat put efforts in building the capacity of stakeholders in the region to address their needs and knowledge gaps to promote best practices in Structured grain Trading systems. We also focused on supporting the grain value chain to facilitate consistent supply in good quality grain.

EAGC in partnership with CTA introduced an initiative to facilitate farmers in the establishment of localised aggregation centres, affiliated to Grain Trade Business Hubs (GTBH) that are linked to certified warehouses. Through this initiative, large buyers looking to purchase commercially viable quantities of grains that meet their quality standards will be encouraged to purchase grain from these hubs thereby increasing both the volume and value of grain available for trade in the formal market segment.

In our efforts to strengthen trade linkages, we also hosted the 6th edition of the annual Agribusiness Expo in Arusha, Tanzania under the theme "Promoting Innovative Industrialization, Trade, Food and Nutrition Security through Agribusiness Transformation". The 2 day event attracted over 4000 farmers who were linked with contract buyers for future trade in grains and other agricultural produce.

Similarly within the month of July, EAGC partnered with the USAID NAFAKA in Tanzania and brought together Zambia-Tanzania and Malawi–Tanzania grain millers for grain business negotiations and possible immediate and future transactions.

In the coming month of August 2018, we will strive to promote best practices in the Agribusiness sector through the upcoming Agribusiness Expo scheduled to take place in Kenya on the 16th and 17th August 2018. Following our recent partnership with ELAN RDC to expand EAGC interventions in DR Congo, we will be hosting the first ever Regional Grain Trade Facilitation Forum for grain, equipment and machinery buyers and sellers from DRC and outside DRC. The forums are scheduled to take place on the 29th August in Goma and 4th September in Lubumbashi. We invite you to join us in these exciting events and more that are lined up for the month of August 2018.

This publication shares both regional and country specific updates on the activities and events that EAGC undertook within the month of July for the members' optimum benefits which could not have been realised without your support and collaboration.

We thank you for your active participation in the Council’s activities and look forward to working with you more closely to achieve the plans ahead of us in the Coming Month.

Enjoy the reading!!!!!
EAGC JULY MEMBERS UPDATES IN PICTORIAL

Pushing the EAGC advocacy agenda at the Agriculture Finance seminar in Tanzania

A cross section of DRC stakeholders during the training on Structured Trading Systems in Goma

Tanzanian delegates visit to ACE Malawi

EAGC and partners from CTA visit the pioneer Grain Business Hubs in Eldoret

Chairman of the EAGC Board and the Executive Director appreciating exhibitors at the Agribusiness EXPO in Tanzania

Tanzania grain SME millers with the Zambian High Commissioner during their Trade mission to Zambia
EAGC joined key stakeholders at the Mombasa Port Community Charter (MPCC) steering Committee meeting held on 25th July 2018 in Nairobi Kenya. The MPCC Steering Committee meeting was convened to present the milestones achieved during phase one of the MPCC and presentation of proposed phase two of the Charter towards a common goal of promoting logistics and the general efficiency and effectiveness of services offered at the port to facilitate trade.

The Mombasa Port moves a lot of bulk grain and Agribulk serving Kenya, Uganda, Tanzania, South Sudan, Sudan, Rwanda, DRC, Ethiopia among other countries. EAGC as a Regional Membership Organisation operating in most of these countries was recognised and proposed as a relevant organisation and a signatory to the charter especially to assist in carrying the vision of the charter on how the port can contribute to promoting food security within the region through imports and exports of grains.

EAGC proposed to aggregate the grain import/export needs of EAGC members as well as to update them on the progress at the port to improve its efficiency and effectiveness. EAGC plans to collaborate with various members of the charter such as the Kenya Long Distance Truck Association and Shippers Council of East Africa among others to incorporate grain logistics information on RATIN to promote grain trade at the port. EAGC seeks to incorporate data on imports and exports through the port in the development of the Regional Food Balance Sheet as a policy tool to advise government for advance planning for food security. Monitoring compliance to marine standards as well as implementation of the revised harmonised East Africa Standards for Staple foods and monitoring the capacity for warehousing/grain storage and the operating procedures of the grain warehouses to promote grain quality will also be a key role for EAGC on behalf of its members.

EAGC proposed as a member of the Mombasa Port Community Charter Committee

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To facilitate regional trade, EAGC developed the GSoko platform which has been rolled out in three initial countries with plans to expand into the other seven in subsequent years. However, with smallholder producers accounting for up to 90 percent of the grains marketed in Eastern Africa, EAGC acknowledges the importance of putting in place robust institutions at the production level to ensure consistent and quality grain supply in the marketplace.

Farmers are for instance plagued by limited skills and knowledge on effective marketing of their produce, limited access to a reliable supply of quality inputs, limited access to quality storage for their produce among other factors.

EAGC and CTA therefore sought to set up Grain Trade Business Hubs (GTBHs) through which EAGC could facilitate forward and backward linkages to enable farmers’ access to grain input products and services, markets, finance and market information. This is backed by the premise that the extent to which structured grain trade systems take root in Eastern Africa is not only dependent on harmonized grain standards, policies and technologies that enhance regional trading processes but also on quality and consistent supply of grains.

Farmers in Kenya were therefore sensitized on the new initiative which will facilitate the establishment of localized aggregation centres, which are affiliated to grain trade business hubs that are linked to certified warehouses, then large buyers looking to purchase commercially viable quantities for collection and those that meet their quality standards will be encouraged to purchase grain from these hubs thereby increasing both the volume and value of grain available for trade in the formal market segment.
The Kenya Country Programs Committee meeting was held on 5th July 2018 at the EAGC regional office review progress and to provide a strategic guidance and support to the Kenya Country Programs team.

Chairing the meeting was the Country Director who is also the representative of Kenya members in the EAGC Board, Ms. Rose Mutuku. Present at the meeting was Dr. Tenai, Peter Mutuku, Simon Yegon who are CPC members and Violet Nyando, Davine Minayo and Howard Mugera from the EAGC secretariat.

Progress reports on the current projects being implemented in Kenya to structure grain trade were presented and discussed for inputs from the Country Program Committee Matters that came up during the CPC meeting.

The team agreed to put more efforts in stakeholder awareness creation on the Interfield labs for members and stakeholders uptake of the key services. In line with the harmonized/revised EAC standards that were gazetted and launched in Kenya early 2018, the team is currently leveraging up partnerships with local key institutions for the accreditation of relevant institutions such as KENAS (Kenya National Accreditation Services) which is the national accreditation agency for the specific conformity assessment activities which include but not limited to lab testing, certification and inspecting bodies.

Supporting the flour blending initiative in partnership with over 2M farmers in Kenya

EAGC was among key stakeholders in the realm of food security at the workshop convened by the Kenyan Ministry of Agriculture to deliberate on the agenda on blending of flours. The meeting which was held in Naivasha Kenya was hosted by the Ministry of Agriculture and Irrigation in partnership with Farm Concern International as part of the efforts to Contribute to the GoK Big 4 Agenda on Food and Nutrition Security.

The main objective of blending flours is to complement the current efforts in fortification for provision of micro nutrients while at the same time reducing the pressure on maize and increasing production of high value drought tolerant crops and converting Agricultural land in ASAL areas for production of the Drought Tolerant crops. Currently, Kenya faces a maize deficit of 14 million bags of maize per year.

The meeting had been called to forge a way forward in blending of flours because of several underlying challenges on lack of a legal and regulatory framework on blending, low preference and intake of dietary food items among the households and low production of under utilized crops to be used in blending of flours and thereby leading to high market prices of such crops.

The blending initiative will be targeting to deliver a 50:50 substitution for maize in the next 5 years and thereby reduce pressure on maize and in turn maize imports. Key inputs expected in the short term will include: increased consumption of underutilized crops ie millet, sorghum, cassava, soya among others, increased demand for dryland underutilized crops and establishment of Agro processing SMEs to contribute to industrialization and job creation.

Farm Concern International, being the champion of blending for a while now noted that this program was aimed at achieving Small Holder Farmer Commercialization for Millet (216,437MT to be produced by at least 59,400 farmers) Cassava (2.4MT to be produced by 990,000 farmers), sorghum (448,907MT to be produced by 792,000 farmers) and amaranth grains (138,330MT to be produced by 400,000 farmers).
EAGC has been on the forefront towards the development of a favourable policy and regulatory framework for grain trade in Uganda in partnership with relevant public sector agencies.

In line with this objective, EAGC was represented by Executive Director, Gerald Masila, Country Director, Dr. Rose Omaria, EAGC Country Program Manager Kiiza Kizito and a member of the Country Program Committee Amb. Philip Idro, for a partnership meeting with Operation Wealth Creation (OWC) at their offices in Kampala. The meeting was chaired by Lt. Gen Charles Angina, the Deputy Chief Coordinator for Operation Wealth Creation (OWC). To promote the grain sector in the East African Community (EAC) for food security, the two parties resolved to sign an MoU to work in partnership to extend the standards materials to farmers, linkage to the local and regional markets as well as capacity building in trade business. EAGC anticipates to further boost and increase EAGC outreach within the network of OWC to further interventions in the sector both locally and regionally through increased public-private grain trade policy dialogue.

**Supporting development and harmonization of grain related standards in Uganda**

EAGC participated in the meeting to review and update the existing standards for extension materials for maize and beans. This was held in Mukono from the 10th – 12th July 2018 and was hosted by the Ministry of Agriculture Animal Industry and Fisheries in collaboration with Feed the Future Uganda, Enabling Environment for Agriculture and SASAKAWA Global 2000. Of key interest to EAGC on behalf of its members was Post-Harvest Management, grades and standards as well as storage of the grains to further enhance compliance to the harmonised standards for quality grain.

**Creating awareness on the role of EAGC at the 26th edition of the National Agricultural show**

EAGC represented the voice of the grain sector at the 26th edition of the National Agricultural Show which was held in Jinja from 13th to the 22nd July 2018. The show was organised by the Uganda National Farmers Federation and was attended by a wide range of players from the sector as well as entities that support the sector. Notable partners at the event included UNBS & WFP who were promoting the need to adhere to quality standards to promote trade. The event was also attended by EAGC members who included KATINE, Export Trade Group, Biyinzika Poultry International, BSI Commodities and Brazafic Ent Ltd.

Over 250 farmers were trained on the East Africa Standards during the five days at the show. Grain stakeholders applauded EAGC on the commendable job towards structuring grain trade in Uganda and beyond and a couple has initiated the process of joining EAGC as a member.
In the efforts to organize consumer awareness programs to stimulate consumer understanding on grain and pulses products for increased consumption and production EAGC exhibited at the MINAGRI’s AgriShow in Rwanda.

The Agrishow is an annual event organized by the ministry to showcase innovations and best practices in the agriculture sector. This year the event took place from 25th June to 3rd July and more than 30,000 stakeholders attended the show especially farmers’ cooperatives that came to learn from others and see what is required on the market for them to produce quality products.

Over 500 farmers’ were trained and equipped with guide booklets were on the East Africa grain standards. They witnessed that time had come for them to produce for the markets; hence they needed to know the requirements, saying that now they are able to sell at better prices thanks to EAGC.

**Spearheading deliberations on grain quality in Mulindi**

Following the needs of EAGC members in Rwanda and the needs for promoting grain quality in Rwanda in general, EAGC office is based in the Mulindi wholesale grain market to offer real-time support for grain trade facilitation. Further to the office relocation, the EAGC secretariat organized a meeting with grain stakeholders to take stock of quality of grains in Mulindi, where a small committee made up of representatives from the MINAGRI, two main buyers, one Mulindi grain trader, and EAGC met and discussed on how to address the issues raised by many on low quality of the grains sold at the Mulindi grain market.

EAGC launched the gazetted harmonized revised EAC standards in Rwanda in May this year and the role of EAGC in promoting standards has been recognized by the Ministry of Agriculture hence the reason why EAGC was asked to spearhead the quality and standards awareness creation in the Mulindi Market.

After discussions, recommendations were made to intensify trainings and awareness creation on quality and standards among traders in the market, establish regular inspection services at the market place and create a platform where stakeholders in that matter would discuss and try to find solutions to structure the market.
Tanzania Country program updates

Promoting agribusiness transformation at the 6th EAGC Agribusiness Expo in Tanzania

Its six years now since EAGC launched the Agribusiness Expo forums in Tanzania which has seen over 13,000 farmers benefitting from the training and capacity building towards adoption of best agribusiness practises.

Officiated by the Minister of Agriculture of the United Republic of Tanzania, Hon. Dr Charles Tizeba, this year, EAGC hosted the 6th edition of the annual Agribusiness Expo in Tanzania at the Tanzania Agricultural Research institute under the theme "Promoting Innovative Industrialization, Trade, Food and Nutrition Security through Agribusiness Transformation".

The event has been proudly sponsored by Rikolto (previously VECO East Africa, The Africa Agribusiness Academy, Global Communities-AIMS, R.G.E.E.P.T organization in Arusha Tanzania , Rural Urban Development Initiatives, MVIWATA Arusha AND MVIWATA Kilimanjaro and the International Potato Center. Over 2,000 farmers were exposed and trained on postharvest management of grains including quality control and aflatoxin management whose adoption and application would improve trade and food security.

A Business-to-Business side event was also hosted in partnership with the International Trade Centre where 18 trade contracts were signed amounting to 55,300 MT of grains valued at USD 12.7M. Sales worth 28 million were made at the exhibition arena. Participants were exposed to the importance of nutritious foods in combating hidden hunger by planting beans varieties rich in Zinc and Iron. The Expo also promoted the local purchase of pigeon peas which have been in abundance in the Tanzanian market following the ban of exports to India. Stakeholders at the Expo were exposed to food testing for different recipes made from pigeon peas, an initiative which was aimed at promoting their local uptake and consumption before a long-term solution is re-established for the bulk exports to India in the near future.

Airing EAGC perspectives on the grain sector

The Tanzania EAGC secretariat shared highlights on East Africa TV, on the grain sector and regional trade with the harvest season in Tanzania just around the corner. Speaking during the interview was Mr. Dikwe (an EAGC member), Sharifa Chikaha and Junior Ndesanjo (EAGC Secretariat). Ms. Sharifa created awareness on EAGC-RATIN during the interview. She called on to farmers to utilize EAGC Market Information before making grain trade decisions.

Mr. Juma Dikwe, Country Programs Committee Member and the chairman of Tandale Market Grain Sellers Association shared his expectations and experience as a grain trader. He urged the governments to allow free trade among the EAC and SADC member states where he emphasized on the need for a “Grains without borders” context. Junior talked about Post-Harvest Losses as the harvest season in Tanzania approaches. He noted that Post-Harvest Losses are caused by high moisture content of grains harvested resulting to aflatoxin contamination. He highlighted the EAGC collaboration with Tanzania Bureau of Standards where the two institutions are training farmers to address the challenges.
Reviewing the impact of 2018/2019 financial budget on the grain sector

EAGC members and stakeholders in Tanzania shared their concerns with regards to the Tanzania National Budget for the 2018/19 financial year, which was presented before Parliament on 14th June 2018. EAGC in collaboration with PWC hosted the post budget synopsis meeting at the Tanzania country office where an in-depth analysis of the budget was provided. A wide range of industry stakeholders were represented at the forum. Amongst the stakeholders present included grain farmer associations, traders, processors, research organisations, financial institutions and development partners.

EAGC members raised key concerns on the 18% VAT imposed on crop insurance which is an added cost especially for small scale farmers. There was also reaction to the 18% VAT imposed on post-harvest equipment. While tax was exempted for farming equipment and machinery, nothing was done on post-harvest equipment despite proposals from agricultural actors. Members proposed that ministries should always collaborate to avoid introduction of contradicting policies. This is mostly applicable for the Ministry of environment, Ministry of industry and Ministry of agricultural. Irrigation schemes are usually affected when the Ministry of environment imposes the natural resource preservation law.

One of the key questions that bagged EAGC members at the meeting was: How is the agriculture sector the priority of the next monetary year on Tanzania and yet it was allocated less than 1% of the total National Budget?

The issues raised by EAGC members will form part of the EAGC policy advocacy agenda and creates an avenue to look into existing policy measures, their impact on trade as well as influence new policies.

Transforming aggregation centers to Grain Trade Business Hubs

The Grain Trade Business Hubs is a EAGC initiative in collaboration with CTA to enhance smallholder farmer’s access to agro-related services and markets. Through these Hubs, Smallholder farmers will be able to access inputs such as seeds and fertilizer, get market information and learn about grades and standards. This initiative holds significant promise for business growth that resonates well with sector players. The GTBHs also have the potential of playing a crucial role in the success the G-Soko platform as it creates an avenue for shortening and enhancing the efficiency of the grain trade value chain. Several farmers have been profiled and their facilities piloted for this initiative.

Linking farmers to bulk grain volume buyers: EAGC-AGRA Partnership

EAGC visited Ruaha milling company, Silverlands and Igomaa AMCOS and the farmers in the area to identify those who have not been reached by EAGC and would need support on Post Harvest maize handling interventions.

EAGC and AGRA teams linked farmers who had been seeking for contract buyers in the region. A couple of farmers were linked with Silverlands in Iringa, Njombe and Ruvuma regions. Silverlands locked the supply of 25,000MT of maize this year. Farmers have already aggregated alot of maize in their warehouses with good quality grain which meets local and regional market requirements. Silverlands buys at Tsh 380/kg while the price offered by middlemen in the area ranges from Tsh 150 to 200/kg.
The Eastern Africa Grain Council (EAGC) in Partnership with USAID NAFAKA, Tanzania hosted a Zambia-Tanzania bilateral trade mission for SME grain millers. The forum involved traders from Tanzania and traders from Malawi. The trade mission aimed to facilitate one on one market linkage meetings with buyers and sellers from Tanzania and Malawi as well as to secure potential markets for processed products of Maize and Rice. The trade mission also aimed at organizing networking events with EAGC members and site visits to local grain millers and traders to understand local practices, opportunities and possible partnerships with key trade offices for trade facilitation.

The delegates visited ACE Malawi and the National Association of Smallholder Farmers and on the same day, a Business to Business meeting was conducted at Riverside Hotel and on the same day for trade negotiations. To further understand the grain sector in Malawi, the Tanzanian delegates visited NASFAM Rice Plant, National trade fair, Tanzanian High Commission offices, a local Rice market and one of the re-known supermarkets in Lilongwe city and a rice milling plant. A National Trade Fair was also organized by Malawi Chambers of Commerce for the delegates.

Malawi Country Program updates

Facilitating cross border trade for Malawian and Zambian grain SMEs

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Finding alternative markets for pigeon peas

Representing the voice of the grain sector in Malawi, EAGC attended the National stakeholders meeting which was conducted on the 27th July 2018 at Sunbird Capital Hotel in Lilongwe. The meeting was attended by representatives from the government through both the Ministry of Agriculture and Trade, Pigeon pea association, NGOs and the development partners. The key agenda was to discuss possible alternative markets for Pigeon peas in Malawi. Currently, Malawi is the major producer of Pigeon peas in Africa and its major outlet market had been India. However, India has imposed an import ban for pigeon peas. At the meeting, stakeholders proposed for the integration of pigeon peas in public institutions especially those that consume legumes and have limited options of consumptive choices as an alternative. EAGC was among the selected representatives are planned to meet the Minister of Agriculture within the week ending 3rd August 2018 to further the policy dialogue.

Meeting at Oil Seed Technical Working Group

EAGC as an institutional member of the Oil Seed Technical Working Group (OSTWG) in Malawi joined the group for the quarterly meeting on Thursday 12th July 2018 at the Ministry of Trade, Industry and Tourism offices in Lilongwe. The meeting focused on progress of simplifying export procedures, skills gap project which is being coordinated by Umodzi Consulting, Agribusiness Acceleration project and progress on irrigation project implemented by the Government under the Ministry of Agriculture. EAGC members will be the key benefits of the grain market information especially on the updates in regards to import/export trade requirements.
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The team visited the High Commissioner of Tanzania Hon Abdulrahim Kaniki. Field visits were made to Superior Milling Co Ltd, Zambia, One of the Biggest Company owned by the Zambian Government Buying, Packaging and Selling Local Rice named Mangu and Tanzanian Rice known as Nakonde in the Shoprite, Game and Pick and Pay Supermarket. The Tanzania rice millers also visited Soweto Local Market, Zambia to get a better picture and understanding of the grain sector.
ABOUT EAGC

The Eastern Africa Grain Council is a regional organization with membership drawn from across the Eastern and Southern Africa. Membership is drawn from grain value chain stakeholders currently with presence in 10 countries across Africa including Burundi, Kenya, Uganda, Rwanda, Tanzania, Zambia, Malawi, South Sudan, DRC Congo and Ethiopia.

EAGC’s key products and services include promotion of structured trading system (STS) through the warehouse receipting systems (WRS), and Regional Grain Trading platform (G-Soko), Market Information Systems (MIS) offered through the Regional Agricultural Trade Intelligence Network (RATIN- [www.ratin.net]) and evidence-based Policy Advocacy and Training and Capacity Building through the Eastern Africa Grain Institute (EAGI).

THANK YOU TO OUR PARTNERS

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