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

Dear Member,

Welcome to the September members update.

EAGC continues to pursue its vision of being “the leading voice for the grain industry in Africa”. This is through its four key functions; structuring grain trade systems, provision of market information, policy and advocacy work as well as capacity building through the Grain Institute. In the month of September 2018, the Council facilitated trade linkages in DR Congo, Tanzania, Rwanda, Burundi, Zambia and Malawi trade deals worth USD 14.6 M of 22,446MT were signed.

EAGC continued to develop, facilitate and support structured grain trading that is profitable and inclusive where we enhanced the confidence of support service providers such as financial institutions and insurance companies to consider the opportunities in the grain sector through the Grade trade Business Hubs Initiative. To strengthen and complement its service offering for stakeholder benefits, EAGC this month explored partnerships with several like minded organisations.

This newsletter shares both Regional and Country specific updates which EAGC achieved for you our members and this 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 as we promote ease of structured grain trade as well as institutional strengthening and growth.

I also take this chance to welcome you to participate in our various upcoming trainings in Uganda and Tanzania and in the Grains and Pulses Conclave, Meru Edition. The Grains & Pulses Conclave is the first edition of a series of such events lined up to be hosted in the year 2019 in 22 counties, which were mapped by EAGC during a recent study as part of the pulses belt in Kenya. EAGC will be collaborating with County Governments to jointly promote grains and pulses production, post-harvest handling and marketing through exposing farmers to best agronomic practices, innovations and technologies.

Enjoy the reading!!!!!!
30 participants from the East African Commission Member states convene for the regional meeting to harmonize standards for cereals and pulses in Entebbe.

Group photo for the Kenya Cereals Enhancement Programme (KCEP) CRAL IFAD Joint supervision Mission team.

From Left: Mr. Gerald Masila the Executive Director, Dr. Chiyoge B. Sifa the Directrice Regionale et CEO of International Cooperative Alliance and Regional Programs Coordinator; Janet Ngombalu.
EAGC spearheads the Regional EAC Standards Harmonization for Cereals

One of EAGC’s Objective is to improve enabling environment for regional and international grain trade by promoting the development, harmonization and adoption of the harmonized standards.

EAGC and USAID East Africa Trade and Investment Hub have been on the forefront in advocating for harmonized standards for staple foods in the EAC and as a result 9 standards have already been revised, gazette and launched for implementation by the Bureaus of Standards in the EAC.

It is in light of this the East African Community (EAC) in partnership with the Eastern Africa Grain Council (EAGC) hosted the Regional Meeting to Harmonized Standards for Cereals and Pulses from 18th to 20th September 2018 at the Best Western Premier – Garden Hotel in Entebbe, Uganda.

The meeting was hosted with the support of the USAID East Africa Trade and Investment Hub (EATIH), and was convened under the EAC Technical Committee number EASC/TC/014 responsible for standards for cereals and pulses. The meeting convened approximately 30 grain standards experts drawn from the public and private sectors in from the EAC Partner States.

The purpose of the Meeting was to consider the National Positions on the review of the Standards for Finger Millet, Green Grams and Sorghum as developed by Partner States during their respective national consultations, and eventually achieve a consensus on the Draft Standards for these commodities.

The stakeholders recommended that Partner States should fast track the domestication of the 2017 harmonized East African Standards for cereals and pulses. A Regional Meeting will be convened to review East African Standards for Soy Flour and Composite Flour in Zanzibar, Tanzania from 8th to 12th October 2018.

The members agreed to Finalize the Public Review of the revised draft standards for Sorghum, Finger Millet, Green Grams, Composite Flour and Soy Flour by mid-December 2018.

Thereafter, an editorial meeting will be held after the public review period for consideration of public review feedback, legal scrubbing and preparing the standards for endorsement and gazettement.

Regional grain trade in safe grains and grain products is set to increase once these additional standards are revised and gazetted for onward implementation by Partner States.
The Uganda Country Director of the EAGC Board; Dr. Rose Omaria, Uganda Country Programmes Manager ; Kiiza Kizito and Regional Programs Coordinator; Janet Ngombalu represented EAGC at the 3rd PACTEAC meeting in Kampala on 17th and 18th sept 2018.

The forum focused on creating an enabling environment for Agro-processing. The forum dubbed the theme is "A momentum for a Pro-development and Sustainable Agro-Industry in East Africa .

The stakeholders through this meeting is reviewed the national and regional policies towards making agro-processing more climate aware, trade driven and food security enhancing.

EAGC represented all its members including Farmers, Traders and processors since they all are affected by the agro-processing policies whereby countries such as : Uganda, Tanzania, Burundi and Rwanda have the Agro-processing National Policies that are yet to be finalized for implementation.

The East African Community is currently embarking on the development of the Private Sector Development Strategy (PSDS) 2018 - 2022, which seeks to create a conducive business environment that facilitates private sector competitiveness for increased investment, productivity and trade.

National forums will be hosted in all EAC member states, and the participants were all encouraged to participate.

During the 2nd day of the event Kiiza Kizito presented on behalf of the Trade Group in the EAC Region on how Trade can contribute to Sustainable Agro-Processing. He Specifically presented to the stakeholders the factors that have positive and negative influence on trade which will need to be considered towards creating an enabling environment for the business community for Agro-processing investments. Regional Trade in value added products will be an added advantage to the value chain actors once agro-processing policies are reviewed and adopted.
EAGC to partner with International Cooperative Alliance on interventions geared towards food security and food safety

The EAGC Executive Director; Gerald Masila and the Regional Programs Coordinator ; Janet Ngombalu met with Dr. Chiyoge B. Sifa the Directrice Regionale et CEO of International Cooperative Alliance.

The meeting was to explore opportunities and forge partnerships in mutual areas of interest in Agriculture. Instead of duplicating efforts EAGC and the International Alliance will reinforce each other. International Cooperative Alliance is a non-profit international association established in 1895 to advance the cooperative model. The Alliance is the apex organization for cooperatives worldwide, representing 317 cooperative federations and organizations across 110 countries.

The members of the Alliance are national level cooperative federations, individual cooperative organizations and government offices concerned with cooperatives. The Alliance represents 1.2 billion members of cooperatives from any of the 3 million cooperatives worldwide.

During the meeting it was agreed that EAGC and International Cooperative Alliance will develop a sub-sector for food grain cooperative under the International Cooperative Alliance. EAGC and International Cooperative Alliance will jointly develop interventions to strengthen the food grain systems. The interventions will be geared towards meeting the food security and food safety needs of the growing population. Follow up meetings and engagements to follow up to firm up the partnership.

EAGC adopts SAP Business one financial reporting system

EAGC Regional Finance and Administration team launched the EAGC SAP Business One. EAGC has adopted the Business One SAP owing to the various accounting advantages it offers. The SAP financial system which includes the following modules Sales, Purchasing, Banking and Finance will help to maintain business transactions in a satisfactory manner.

The adoption of the SAP financial system will help EAGC maintain records and transactions related to assets, revenues and expenditures in an automated and organized manner. SAP financials and accounting modules will be able to manage work and finance status of all the departments and countries through a unified system.

Following the adoption of the new Financial System the Finance and Administration team organized a training for the regional staff. The training enabled the staff to understand the system, the various roles they will play and appreciate the new system.

The Financial system will simplify the various administrative and financial processes whereby in the next short period of time, EAGC will integrate the SAP system with the Membership Relationship Management System to ensure that members queries and needs are addressed within 24 hours from the time the request will have been logged in.
EAGC calls for mandatory food sampling and testing mandatory for food processors to assure consumers of the quality and safety of the food

The Executive Director, Gerald Masila and the Tanzania Country Programs Manager, Terry Ikunda represented EAGC at the Africa Green Revolution Forum (AGRF) 2018. This AGRF forum is an annual event that is hosted by AGRA on behalf of its partners who comprises a coalition of 15 leading actors in African Agriculture.

The forum brings together a range of critical stakeholders in the African agriculture landscape to discuss and commit to programs, investments, and policies that can counter the major challenges affecting the agriculture sector on the continent.

The 2018 forum theme was Lead. Measure. Grow: Enabling new pathways to turn smallholders into future agribusinesses.

During the forum EAGC and USAID hub hosted a breakfast meeting where they shared successes and lessons from their trade facilitation activities with the goal of stirring up debate on additional interventions that can improve food security and by eliminating barriers to regional trade.

The 2018 forum had over 300 international speakers from Heads of States, Government and Business people where the EAGC Executive Director, Mr Masila was one of the panelist on a session about Food safety and aflatoxin.

Mr Masila emphasized on making sampling and testing mandatory for food processors in order to assure consumers of the quality and safety of the food.

Some of the EAGC members who were panelists at the forum were Chairman EAGC Eugene Rwibasira and Mace global CEO Cathy Rugasira.

Promoting Food Security in the Eastern Africa region through partnerships

In our effort to create awareness on the role of EAGC RATIN as well as increasing number of users of the EAGC grain market information, EAGC is a member of the Food Security and Nutrition Working Group platform and chairs the Market Analysis Sub group (MAS). During the week Jacinta Mwau, Regional manager in charge of MIS and Communication and John Jaoko the Programs Officer MIS attended the MAS group meeting where they presented market status in Eastern Region. During the meeting the other members gave updates on climate, where early onset of rain October November and December (OND) is expected in Kenya and Tanzania with early cessation in December for Somalia, Southern Ethiopia, Eritrea. On Humanitarian 5.3 million refugees with DRC and Somalia accounting for about 1.2 million region is underfunded with only 30% met (USD 6billion required). On 27th September John Jaoko presented the Market Analysis Sub group updates to the FSNWG meeting. A consolidated update is expected from the Food Security and Nutrition Working group by mid October.
Providing EAGC Technical Advisory Services and Grain Trade Business Hubs services to EAGC members

On 17th September, EAGC and Global Communities held a planning and coordination meeting at the Global Communities board room. EAGC was represented by Gerald M. Masila, Samwel Rutto, Peninah Gichuru, Violet Nyando and Paul Ochuna. Global communities was represented by Kimberly Tiloc, Simon Muli, Henry Mungai, Brian Murithi and Nasalan Kikayaya. The meeting was convened so as to discuss the activity updates on Mentorship, product developments, Business to Business meeting, data updates, AIMS/EAGC activities and targets 2019 and the Approaches and strategies to ensure impact.

EAGC was able to present implementations of activities. All the trainings targeted for 2017/2018 achieved. On mentorship in Kenya: 2 contracts signed with Keystone Agribusiness Consultants, Malawi: 2 contracts signed with UMODZI consulting, Tanzania: 7 contracts signed with CSDI.

Under the E-TAS in Tanzania: all 40 groups targeted were visited. Target number of farmers in the groups was 800, achieved 746 with a variance of 54. Both EAGC and GC are following up to fill the gaps. Malawi: 23 out if 25 groups have been visited. At the time of meeting the remaining 2 groups were being visited. Achieved numbers of farmers in the groups was 421 against a target of 500. While in Kenya: all the 50 groups were visited. Target 1000 farmer group members and achieved 980 with a variance of 20. Both EAGC and GC are following up to fill the gaps. Overall 115 groups of farmers were targeted with a total membership of 2300. So far achieved is 2147 with a variance of 153. Both EAGC and GC are following up to fill the gaps.

From the project implementation there are Success Stories from ETAS and it was agreed that EAGC and Global Communities to have a meeting at a later date to document the impact of ETAS to the Farmer Based Organisations.

On strategies and approaches to ensure impact EAGC will Plan Business to Business meetings adequately and consultatively. The B2B venues to be held where the commodities are. EAGC will use the EAGC Technical Advisory Services and Grain Trade Business Hubs as a pivotal point to consolidate services and products for its members and stakeholders. The GHub provides for means to provide a package of services to beneficiaries instead of providing them in isolation. This is to be a better and innovative package as services can be linked and offered in the GHub.

Hand Holding Grain SMEs through Mentorship and coaching

The Eastern Africa Grain Institute has designed a mentorship programme that support its capacity building and training initiatives. This is a specialized and individualized paid up business advisory service where agribusinesses approach the institute with an identified practical need that requires personalized intervention.

Depending on the need, the institute attaches a practicing expert drawn from its pool to support the struggling agribusiness with hands-on practical solutions. This service is issue-based and the time required to support a growing business will depending on the issue at hand. The fees is a negotiated fee between the client and EAGI. This service spans across the entire grain value chain. From pre-production, production and harvesting, product transformation, marketing and distribution and consumption. EAGC so far has signed up 14 SMEs onto mentorship in Kenya, Tanzania and Malawi. Where in Kenya – 5 SMEs, Malawi - 2 SMEs and Tanzania 7 SMEs. The process is ongoing as more SMEs are expected to be on boarded to the mentorship programme, an initiative which is geared towards building the capacity of the SMEs towards more trade and efficient trading practices.
DRC Country Programs updates

Facilitating trade between DR Congo and Eastern and Southern Africa Region

Eastern Africa Grain Council (EAGC) in partnership with ELAN RDC hosted a Grain Trade Facilitation meeting on 12th September 2018 at the Gloria inn hotel in Lubumbashi, DRC.

The trade forum brought together buyers and sellers comprising of DRC sellers of maize and other commodities and grain buyers from Tanzania, Zambia, Rwanda and Burundi. Sellers of Machinery and Equipment manufacturers from the Eastern Africa Region also participated in the event to establish trade alliances with the DRC grain producers, traders and processors who sought to improve their productivity. Manufactures of grain farming , Post-Harvest Handling and processing equipment, Grain Millers/Processors, Seed Companies, Agribusiness entrepreneurs, Logistics companies, Traders, Grain Cooperatives and Unions and financial institutions actively participated in the trade forum .

Trade deals worth USD 14.6 M of 22,446MT were signed as a commitment for immediate trade transactions between the buyers and sellers. Goods traded included assorted grain handling equipment & machine signed for supply. Surprisingly non- grain commodities-seeds, sunflower oil, chicken feed, cement and day old chicks were discussed and signed. The EAGC secretariat will follow up with the buyers and sellers to facilitate the trade and ensure that the trade deals are actualized for the benefit of the stakeholders

Building the technical capacity of DRC RATIN monitors on data collection methodologies and procedures

Following recent expansion of EAGC interventions into DRC, EAGC in partnership with its local partners : ELAN RDC convened a training for border and market monitors. EAGC RATIN is now the first platform offering grain market and trade Intelligence in the Eastern DRC.

John Jaoko , the EAGC Program Officer charged with the Regional Management of the RATIN platform ,trained market and border monitors . The training focused mainly on the importance of data collection, the various data collection methods ,data collection ethics and report writing to clearly expound on the grain market intelligence for Soothern DRC grain sector dynamics which are key in RATIN analysis to inform trade and policy.
KENYA Country Programs Updates

Farmers to benefit from the Grain Trade Business Hubs

EAGC seeks to enhance the participation of small holder farmers in structured grain trading system in the Eastern Africa region. To achieve this EAGC in collaboration with Technical Centre for Agricultural and Rural Cooperation ACP (CTA) have designed an initiative; Grain Trade Business Hub (GTBH) Model that facilitates a forward and backward linkage model for farmers to access grain markets, services and trade across the region.

Through these Hubs, Smallholder farmers are set to access inputs such as seeds and fertilizer, get market information and learn about grades and standards.

In addition, smallholder farmers will be able to aggregate their produce as farmer groups organized into Community Aggregation Centres (CACs) that will enable them to sell their produce collectively, store their produce in a certified warehouse and access markets through the EAGC GSOKO Online Trading Platform and the EAGC Trade Facilitation process.

In the month of September, The Structured Trading Systems team and the Kenya Country Programmes team registered 1,750 farmers in the Grain Trade Business Hubs. The team was also able to establish 7 new G–Hubs these include; Ndanai Umbrella Cooperative, Meguara Cooperative, Nzoia Farmers Cooperative Society, Lemook-Kamasia Cooperative Society, Luyekhe Kaza na Maendeleo, Naima Farmers CBO-Kenya and Owefwe Self Help Group-Kenya.

The team also recruited 3 new service providers; Unaitas Rafiki Microfinance, Dryland seeds, Simlaw and Panari Seeds.

3 off-takers were signed in to the Grain Trade Business Hubs; Spiceworld, Likii Millers and United Millers. This recruiting process is ongoing and more farmers are set to benefit from this initiative.
EAGC and Africa Harvest are like minded institutions whose mandates are strategically aligned in the cereals and legumes value chains with EAGC networks spanning 10 countries in the Eastern Africa region whereas Africa Harvest is present in Tanzania, Nigeria, S. Africa, Burkina Faso & Malawi.

EAGC represented by the Country Programs manager; Davine Minayo, Howard Mugera the Programs officer and Lynette Muchai held a meeting with Nehemiah Mburu and Doreen form Africa Harvest to explore partnership opportunities. During the meeting the team discussed on how EAGC and Africa Harvest can partner through the Structured Trade Systems, MIS, EAGI and Policy and advocacy and joint fundraising opportunities.

Africa Harvest also were interested in the upcoming EAGC Meru Pulses and cereals conclave which will also constitute capacity building for farmers in the adoption of new technologies. This is tied strongly to some of Africa Harvest's initiatives such as the SMU (Sorghum Multiple Uses project) that targets to fast track the adoption of sorghum varieties in ASALs.

Africa Harvest also were willing to join EAGC membership registration. The organisations will work together to jointly produce a revised edition of the EAGC cookbook & Africa Harvest's recipe book. This is tied to Africa Harvest's initiative in scaling the adoption of nutritionally dense smart foods.

The envisioned partnership to be pursued by way of an MoU, with a draft to be shared in the following two weeks (5th October 2018) In addition, the two teams will re-convene by 19th October to define the next steps of the foreseen partnership.

Farmers set to benefit from market linkages and Trainings

Eastern Africa Grain Council (EAGC) is one of the partners in the Kenya Cereal Enhancement Programme-Climate Resilient Agricultural Livelihoods-(KCEP-CRAL) program. The overall goal of KCEP-CRAL is to contribute to the reduction of rural poverty and food insecurity of smallholders, by developing their economic potential. Under this Programme, EAGC is responsible for implementing the Post-Harvest Management & Market Linkages component.

Under the KCEP-CRAL programme EAGC has realized a number of results. 47,246 farmers have been mobilized and trained on various components under post-harvest management and marketing skills; 286 secondary farmer associations (clusters) have been formed and strengthened in readiness for produce collection, bulking and marketing; 16 business partnerships established between smallholder farmers and large volume buyers; and 58 service providers identified and trained on threshing/shelling services.

In the month of September the Kenya Country programmes team together with the Regional Structured, Trading Systems team trained 248 clusters where a total of 865 farmers were trained in Post harvest Handling. The trainings will help farmers improve productivity whilst reducing post harvest losses while at the same time contributing towards food security and their own prosperity.
UGANDA Country Program Updates

**Aggregation Centres to benefit from G-SOKO training and installation**

The team led by STS Officer carried out inspection, installation of GSOKO and training of 6 Hubs which include Overland Commodities, Soroti Grain Millers, KATINE, KACOFA, Agro-ways and GADCO.

The EAGC G-Soko Platform is a service provided by the Eastern Africa Grain Council to facilitate regional and national trade in grains. G-Soko comprises a network of aggregation/grain bulking Centers linked to certified warehouses. The warehouses are installed with a software automating the grain intake and grain warehousing and management process, connected to a virtual trading platform with a clearing and settlement process.

All processes are regulated and administered by EAGC, under the law of contract and operating under defined set of protocols, procedures, rules and regulation. The members trained on G-SOKO learnt how to use the platform when receiving cereals in the warehouse, weighing, grading, inventory, asset, store, and route management.

**Extension materials for Maize and Beans Launched**

The EAGC Uganda Programmes team had been actively participating in formulation and development of Extension materials. EAGC chaired the technical working groups for Modules on Post Harvest Handling, Standards, and Marketing.

The Extension materials for maize and beans by were finally launched by Ministry of Agriculture Animal Industries and Fisheries (MAAIF) at the Sheraton Hotel Kampala.

The Launch was graced by Hon. Joy Kabatsi; the Minister of State for Animal Industries at MAAIF. Other equally important stakeholders present in the launch included Parliament of Uganda (Sectoral Committee on Agriculture, Animal Industries and Fisheries) Uganda National Bureau of Statistics, Uganda Seed Traders Association, Makerere University, WFP and USAID Enabling Environment for Agriculture Activity. Hon. Joy Kabatsi; the Minister of State for Animal Industries at MAAIF giving her remarks at the Launch. Where the minister noted that "Uganda's maize production has been increasing over years but post harvest handling and application of standards is still a problem" This is expected to benefit stakeholders along the Grains Value chain.
Exploring strategic partnership with Financial institutions

EAGC strives to create synergy with other players in the industry. The EAGC Country Program team this month approached key financial providers in Uganda to establish strategic partnerships.

The EAGC team represented by the Country Programs Manager; Kiiza Kizito and the Programs officer in charge of structured trading systems Clessy held a meeting with centenary Bank at their Head Office in Kampala to discuss possible areas of partnership.

During the meeting the members discussed benefits for the financial institution joining EAGC membership and on boarding Centenary Bank to GSOKO. Centenary Bank expressed their interests in GSOKO.

Centenary Bank are also keen on receiving updates on region grain trade and market trends. The bank has issued credit using maize as collateral to a tune of UGX 50 billion. They also indicated maize contributes 26% of their portfolio.

From the meeting Centenary will be joining EAGC as a Associate member with interest of issuing credit to EAGC members through the GSOKO model.

EAGC to implement the Grain Trade policy

EAGC's Mission is to advocate for an enabling environment and promote structured grain trade for optimum stakeholder benefits.

In line with the mission EAGC has been on the forefront of formulating the Grain trade strategy.

EAGC in September participated at the breakfast meeting chaired by Minister of Trade Hon. Amelia Kyambadde at Golden Tulip to discuss the implementation strategy of the Grain Trade policy.

The strategy is aimed at improving the competitiveness of the grain sub-sector and to enhance food security and household incomes in the country.

The objective of the National Grain Trade policy 2018 - 2022 is to increase the incomes of farmers and ensuring effective supply of quality grains and cereals.

Hon. Amelia Kyambadde said the policy will support Uganda's Vision 2040 and the second National Development plan, particularly regarding government efforts for enhancing food security, income generation and industrialization.

EAGC was recognized as one of the key player in achieving the outcome of the strategy.

EAGC was a key stakeholder in coming up with the Grain Trade Strategy.

EAGC will also be one of the key membership organizations that will be implementing the strategy.
EAGC recognized as a facilitator of market linkages between farmer groups and buyers

The grain stakeholders meeting was held in Iringa and convened mostly rice and maize value chain actors as well as input suppliers and development partners. The main agenda of the meeting was to discuss the successes achieved by aligned stakeholders in Iringa and the work they do towards improving farmers' livelihoods.

The meeting also gave an opportunity to discuss the challenges and the gaps that have been identified in some of the projects being implemented in the region. The main challenge that was mentioned by most of the farmers groups was market access. EAGC was able to share their experience in the aspect of market linkages between farmer groups and buyers during the Iringa B2B.

EAGC was applauded for the market linkage that allowed 47 Amcos from Ruvuma, Njombe and Iringa to sign trade contracts worth over Tsh 5.7B with buyers such as Silverland Tanzania, Dikwe General Supplies and G2L Co. Ltd. EAGC was able to support the FBOs in mobilization and aggregation of the grains as well.

Farmer groups to benefits from the EAGC Technical Advisory Services

With the aim of improving grain aggregation and marketing at the community aggregation centres, EAGC has been Implementing EAGC-Technical advisory service (E-TAS) technical training to groups in the Northern Zone of Tanzania.

The Tanzania team carried out the Eastern Africa Technical Advisory Services in the Northern Zone. The trainings were carried out by Prudence Moshi. Where Naaposin Farmer Groups and Ndajiri Farmer Aggregation Centre were trained.

The training conducted was on Post harvest loss management as well as Good Agricultural Practicess and best fumigation practices. Farmers were taught on determining the physiological maturity of maize, sort-ing of grains, shelling of grains, cleaning, drying and storage of grains. There was also focus on pest control by applying pesticides and use of hermetic bags that control infestation of weevils in maize. The groups were urged to seek alternative markets for their grains. Prudence Moshi also conducted more trainings was on Post harvest loss management as well as Good Agricultural Practices to 600 farmers in Iringa, Njombe and Ruvuma regions. These trainings are expected to reduce Post Harvest Losses and increase the farmers productivity.
EAGC to support Chickpeas and pigeon peas farmers in Manyara

The EAGC Tanzania Programmes team had a meeting with Export Trading Group (ETG) to discuss the Rikolto grant agreement. Under the agreement the ETG and EAGC will be working to support small holder farmers of chickpeas and pigeon peas in Manyara.

Earlier this year EAGC signed an agreement with Rikolto East Africa. Through the Rikolto grant EAGC will provide market intelligence to farmers through the RATIN platform, train farmers on use of inputs, post-harvest handling, good agricultural practices and help link farmer organisations to markets and Financial institutions.

Facilitating Trade linkages for grain stakeholders in Tanzania

To facilitate increased grain trade the Tanzania Country Programmes team engaged several EAGC members as they linked the members to the Commercial Bank of Africa in Tanzania. Commercial Bank of Africa (CBA) in Tanzania, a new member of EAGC, had a One to One Business to Finance (B2F) Linkage with EAGC members.

CBA bank, one of the EAGC partners in financial service provision to EAGC members is launching new financial products and some of the EAGC members in Tanzania will be among the first beneficiaries of the products and financial services.

A key constraint for farmers to adopt the new technologies was access to finance. Some of the members engaged included International Tanfeeds, Dikwe General Supplies and CBA Msamala enterprises.

With solutions to members challenges in access to credit, EAGC members will benefit from more trade and better trade with the financial support likely to be provided by CBA bank as one of the service providers.
MALAWI Country Program updates

Integrating EAGC RATIN platform and ACE Malawi

In order to provide better Grain trade intelligence EAGC has partnered with ACE to tap market price information from their API. Thus, price information from Malawi on RATIN is directly tapped from ACE API. It is with this background that EAGC would like to further engage with ACE to harmonize/customize data collection to conform to RATIN data processing requirements. EAGC represented by the Regional Manager in charge of MIS and Comunications Ms. Jacinta Mwau and Lynette Muchai from Regional MIS office and Taziona Chigwe Mchira from the country office had a meeting with Peter Pemba-IT Manager for ACE on Wednesday 19th September 2018 to discuss possibilities of customizing ACE MIS infrastructure with RATIN.

During the meeting Peter enlightened the EAGC team on its data collection processes and price determination. ACE is also able to retrieve actual trades from their trading platform which shows trade flows for both local and international actualized trade deals. ACE further elaborated that they do not collect cross-border trade because that information segment has not yet significantly justified to be incorporated within their MIS framework. During the meeting it was noted that ACE data processing is pretty different from RATIN. From the meeting EAGC carried out Market and border point profiling in Malawi and shared a report on informal trends in Malawi and ACE is currently reviewing its data processing methodology and how that can fit into RATIN and EAGC country office to liaise with AHL Commodity Exchange and explore their sources of Market information in case they have a parallel MIS data collection system. This integration will enable EAGC provide better detailed market analysis to its members.

EAGC Seeks partnerships with Banks to implement the Warehouse Receipt system in Malawi

EAGC Country office represented by Taziona Mchira and the Executive Director of the Council Mr. Gerald Masila had a meeting on 13th September with Eco bank and AHL Commodity Exchange.

The main objective of the meeting between the two partners was to deliberate on the new Warehouse Receipt product that is being developed by both parties at the Eco bank head office in Blantyre.

EAGC and AHL Commodity exchanged have planned to roll out a pilot Warehouse Receipt product which shall be scaled up after successful implementation in the near future.
MALAWI Country Program updates

Meeting with Hon. Felix Jumbe on key policy issues affecting grain sector in Malawi

The EAGC team represented by the Executive Director and the Country Programs Manager met Hon. Felix Jumbe on Friday 14th September 2018 to discuss key policy issues affecting the grain sector in Malawi.

One of the key recommendations mentioned by Hon. Felix Jumbe was to do with disintegration of the grain sector into commercial and subsistence oriented SME. Operationalization of this model will potentially open up markets and probably stimulate production and exports, consequently completely removing the export bans.

He expressed that EAGC is expected to provide an anchor regulatory support to government.

EAGC Explores partnership with National Smallholder Farmers Association of Malawi (NASFAM)

EAGC team represented by the Executive Director and Country Programs Manager had a meeting with National Smallholder Farmers Association of Malawi (NASFAM) CEO; Dr. Betty Chinyamunyamu on Friday 14th September 2018 to discuss on the possibility of collaborating with EAGC in line with their strategic objectives.

NASFAM is an independent smallholder-owned membership organization in Malawi which seeks to improve the lives of smallholder farmers by developing the commercial capacity of its members and delivering programs to enhance their productivity.

NASFAM promotes farming as a business, producing economic and social benefits for its members, their communities and the country.

NASFAM and EAGC team is set to meet soon where EAGC will give presentations and which will initiate comprehensive discussion on areas of collaboration.
The EAGC team in Rwanda held a series of meetings with representatives from NGURIZA NSHORE, a USAID project which is financed by U.S. Agency for International Development (DAI).

The Nguriza Nshore (“Lend so that I may invest”) Activity is designed to crowd-in finance (debt and equity) for the small firms that are not yet realizing the benefits of Rwanda’s strong economic performance, thereby driving economic growth and fueling non-farm rural employment for the next generation.

The project aims to build partnerships into all project activities and across both public and private sectors, using our banking and investment analysis and Competitiveness Impacts of Business Environment Reforms (CIBER) regulatory analysis tool and reform process to foster initial relationships. The project aims to improve the risk/return equation for financial institutions and investors with smart incentives and de-risking instruments that move with the market.

The project will also mentor local private and public organizations within the broader investment and finance ecosystem to effect systemic change, share new approaches and global best practices, and build enduring relationships. Realizing that the project can be beneficial to EAGC members and stakeholders, the team visited the project’s offices and try to discuss with them to find out synergies that can allow both the institutions working together to serve the Rwandan community.

The two parties (EAGC and Nguriza Nshore) agreed to work together especially in Trade Policy advocacy and post-harvest facilities and new technologies implementation to promote the harmonized standards. The meeting ended up recommending EAGC to develop a concept note on aflatoxin mitigation in Rwanda.

EAGC’s 6 SME members will be considered for support during the 5 years project implementation.

**EAGC to partner with Nation Holdings Rwanda Ltd**

Nation Holdings Rwanda Ltd (NHRL) is a subsidiary of The Nation Media Group, the largest independent media house in East and Central Africa with operations in print, broadcast and digital media.

The Rwandan Media house attracts and serves unparalleled audiences in Kenya, Uganda, Tanzania and Rwanda. The aim of this visit was to allow the staffs of NHR Ltd to be aware about EAGC services and overview of grain sector.

EAGC Rwanda country Programs proposed a partnership where EAGC will provide content from the EAGC RATIN quarterly Grain watch for NHRL to publish in the newspaper while they cover the different EAGC events in Rwanda.

Madam Peace Ashimwe, the NHR Ltd Business Executive said that it is important to sign an MoU (Memorandum of Understanding) or contract or agreement for a certain period for EAGC and Nation Holdings Rwanda Ltd to work together.

Mrs Asimwe to share the MoU on partnership with EAGC to firm up the agreement by mid October.
On 20 Sept 2018 Trade Mark East Africa (TMEA) organized a pre-bidding meeting for a project to be implemented in the Eastern DRC to develop an export capacity development programme for DRC SMEs in the Eastern part of the country. The objective of the call for proposals is to improve the export capacity of SMEs in the Eastern DRC and improve their ability to export into Burundi, Uganda and Rwanda. Specifically, this pilot exercise aims to increase the DRC exports primarily in the EAC (Burundi, Uganda, and Rwanda) by identifying and successfully exploiting opportunities to grow exports for companies who have the desire and capacity to grow regionally and internationally. Initial focus will be on Eastern DRC companies (South and North Kivus in particular). Successful elements of the programme that offer good value for money will then be extended to other Eastern DRC markets. The focus on Eastern DRC as pilot is driven by budget availability.

The meeting was held at the Trade mark East Africa offices in Bujumbura. EAGC was represented by the Monitoring and Evaluation Manager, Penina Gichuru, the Eastern DRC Representative, Joab Bonane Bigaba and the Country representative in Burundi, Yves Batungwanayo. Guidance was given before the submission of this call for proposals. It was also an opportunity to see how TMEA and EAGC in Burundi can collaborate while at the same time contacts were made and a follow up meeting would be held in October coming week to pursue more collaboration areas between Trade Market East Africa in Burundi and EAGC towards facilitating efficient and structured grain trade in the country.

**Burundi farmers to benefit from Post Harvest Handling training**

EAGC Burundi team is preparing for a Post Harvest Handling training to enable farmers reduce the Post Harvest Losses. In preparation 20 farmers will be identified and profiled ahead of the training. A couple of farmers were profiled and identified potential farmers for the training in readiness to roll out a training needs assessment.

This training will support the development of suitable grain storage infrastructure in Burundi towards improving Post Harvest Management Practices among grain value chain actors in Burundi.
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>1st -3rd October - 2018</td>
<td>Arlington, Virginia –USA</td>
<td>EAGC to participate in the Seep Annual Conference on collaboration for impact. The EAGC Executive Director, Mr Gerald Masila, will be sharing EAGC’s lessons learnt in Peer a Learning Session by showing how the Council’s collaboration with two DAI regional projects – a UKAID staple food project and a USAID trade and investment project – explored solutions to SHF crop aggregation for regional trade.</td>
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<tr>
<td>2nd – 4th October</td>
<td>Dakar, Senegal</td>
<td>3rd African Union (PACA) Partnership for Aflatoxin Control in Africa platform in Dakar, Senegal. The meeting will discuss approaches for Sustainable Aflatoxin Mitigation in Africa,’ (PACA), is a program of the African Union Commission, that coordinates efforts at continental and national level in aflatoxin prevention and control. PACA, a global player in aflatoxin control and food safety, holds biannual Partnership Platform Meeting (PPM) to bring together diverse stakeholders working towards achieving a common goal of mitigating aflatoxins on the African continent.</td>
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<tr>
<td>9th October 2018</td>
<td>Kigali, Rwanda</td>
<td>Season 2019A meeting preparation. The aim of the meeting is to discuss and consult partners in the grain value chain on how better the next harvest will be channeled and market linkage implemented to the optimum benefit of each and every stakeholder. During the meeting, participants will map post-harvest and storage facilities to ease the work of expansionists and other players in the value chain to link farmers to the drying and shelling services near them and agree on everyone’s role in the season.</td>
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<tr>
<td>8th-12th October 2018</td>
<td>Zanzibar, Tanzania</td>
<td>Regional stakeholders meeting to review East African Standards for Soy Flour and Composite Flour. A Regional Meeting will be convened to review East African Standards for Soy Flour and Composite Flour in Zanzibar, Tanzania from 8th to 12th October 2018 to fast track their harmonization and gazettement towards adoption by partner states in the EAC Region. For more information about this meeting and the standards review process please contact Kimwaga Mhando on <a href="mailto:kmhando@eagc.org">kmhando@eagc.org</a></td>
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<tr>
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<tr>
<td>11th October</td>
<td>Meru, Kenya</td>
<td><strong>EAGC to host the Meru Edition of the Grains and Pulses Conclave</strong></td>
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<td>EAGC in partnership with the County Government of Meru will be hosting the Grains and Pulses Conclave, Meru Edition. The event will take place at the Kaguru Agricultural Training Centre. Theme: “Grains &amp; Pulses for Food Security, Nutrition and Prosperity.” Key Highlights will include: Crop demonstration units, Livestock demonstration unit, Exhibition arena and Machinery display section.</td>
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<tr>
<td>10-12th October</td>
<td>EAGC Offices - Dar es Salaam, Tanzania</td>
<td><strong>Web 2.0 and Social Media Training</strong></td>
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<td>This course covers the application of web 2.0 and social media to agri-business activities with a focus on marketing, online communities of practice, online mapping, micro-blogging and remote collaboration. The course that will provide you with a platform to explore the immense opportunities offered by ICT to support your agribusiness growth and also get to exchange experience with other agribusinesses already using these too.</td>
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<tr>
<td>24th – 26th October</td>
<td>EAGC Offices - Dar es Salaam, Tanzania</td>
<td><strong>International Trade Process and Procedure training</strong></td>
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<td>This course therefore is designed to build the capacities of participants in areas of International Export and Import Requirements and Procedures, International Quality and Standards Compliance Requirements, International Trade Transport and Logistics Management, International Trade Banking Procedures and Payment Methods, International Commercial Terms (INCOTERMS) and their Implication on International Trade and International Policy and Regulatory Framework.</td>
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<tr>
<td>22nd - 25th October 2018</td>
<td>EAGC Offices - Kampala, Uganda</td>
<td><strong>Grain quality and standards training</strong></td>
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<td><strong>Who should attend:</strong> Graders and quality control officers in grain warehouses and from Government officials. The course will cover an overview of grain quality standards for selected grains, Sampling of selected grains (appropriate sampling procedures), Determination of grades (grading), Laboratory testing (Standard and Non-standard methods) and Grain Quality Control.</td>
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<tr>
<td>29th – 31th October 2018</td>
<td>EAGC Offices - Dar es Salaam, Tanzania</td>
<td><strong>Grain Quality and Standards training</strong></td>
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<td>This course targets: Graders, Quality Control Officers, Government Officials, Warehouse Managers and Traders. This course covers overview of grain quality standards for selected grains, appropriate sampling methods of selected grains, laboratory testing of samples and determination of grades and grain quality control.</td>
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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).

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