

## REPORT ON THE EAST AFRICAN REGIONAL CONFERENCE ON SORGHUM VALUE CHAIN AND END OF PROJECT ROUND TABLE



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## Acknowledgment

Ladies and Gentlemen, I take this auspicious occasion to welcome you all to the East Africa sorghum value chain end of project conference / round table. This is an opportunity for all us and the stakeholders to look back and share on the project learning's from the four years of implementation. In July 2011, we gathered in this same hotel during the project launch, and promised to deliver on the sorghum agenda in the three East Africa countries. Today we are here to witness the success story of the sorghum value chain development project. I don't want to pre-empt on what the presentations would share, but I would confidently say, yes the sorghum project did deliver and impacted on the livelihoods of over 50,000 small holder farmers.

I would like appreciate the project key sponsors - the Common fund for Commodities, European Union and East African Breweries Ltd; for providing all the resources for the implementation of the East African sorghum Value Chain Development Project. I assure you that all the funds were put into very good use, as evidenced by the results. To all the partners and stakeholders, who believed in EUCORD and for buying into our shared vision of transforming and improving the livelihoods of small holder farmers, through the Sorghum Value chain development project.

The project has clearly demonstrated that Public Private Partnerships, with good coordination, do work for the good of all to stimulate rural development. Our greatest appreciation in this regard, is to the sorghum value chain Champion, the East Africa Breweries Limited, for taking the risk and investing their resources to the project and diversifying into Sorghum beers. The full participation of the Kenya Government, through the relevant Ministries and especially the ministry of Devolution, via the Drought Management Authority, and county Governments for creating an enabling policy environment and partnership in the sorghum project.

I specifically, want to appreciate the synergy from many stakeholders who took part in one way or another during the lobbying and advocacy to the Government on duty remission that was critical to support the sustainability of sorghum value chain. The role played by Cereal Growers association in mobilizing resources and partners to lobby for the reversal of an adverse policy decision that had virtually killed all the gains made in the sorghum sub sector, is highly appreciated.

I thank all my colleagues and staff at EUCORD for their commitment, time and continued focus on the delivery of project results, and impacting on the livelihoods of the many small scale holders the project touched. While we have all achieved commendable strides in delivering on our work, clearly, our next challenge still lies ahead in working together to ensure sustainability and even a bigger impact on livelihoods. Many thanks go to all the delegates who turned up to

attend and participate in this forum and for the positive feedback we have received including from all the farmers participating. It is a testament to the fact that together, we can change our lives and those of others through innovative agricultural production and marketing based on a wholesome value chain approach.

Lastly, my appreciation to the staff and management of Safari Park Hotel for the hospitality and good services during the workshops held in the hotel.



Participants of the East African sorghum value chain development project July 07, 2011 at the safari Park hotel

Paul Muthangya

Regional Project Coordinator - EUCORD

## Executive Summary

This report records the proceedings of the East African Regional Conference on Sorghum Value Chain and End of Project Round Table organized by EUCORD on November 18-19 2015, at the Safari Park Hotel, Nairobi. The objectives of the forum were:

- To review the impacts and current state of the sorghum value chain in east Africa
- To identify and document the key learning's, constraints, and challenges and provide recommendations/strategies to enhance and upscale the program
- To provide a platform to network, share experiences and identify areas of further interventions and creation of synergies towards food security and higher incomes across the region.

The East Africa Value Sorghum Value Chain Development Project (EASVCDP) was a public private partnership and aimed to develop stable and high quality white sorghum supply chain to increase the incomes of sorghum farmers and enable the national beverage industry to substitute imported grains by locally produced sorghum. It was envisaged that the development of sorghum as a cash crop would increase the productivity and incomes of farmers in marginal areas, increasing local value addition and improving on food security. The strategic goal of the private sector partner, the East Africa Breweries Limited (EABL) is to substitute a very significant amount of imported grains through locally produced sorghum. The project covered three countries - Kenya, Uganda and Tanzania.

This forum was, therefore organized by the project implementing agent, EUCORD and sponsored by the Common Fund for Commodities, the European Union and East Africa Breweries Ltd. The participants were drawn from all the sorghum project target areas in East Africa. The invitations were extended to and included all other sorghum players including research institutions, seed companies and other organizations and NGOs working on sorghum in the region. During and throughout the forum, several experiences and lessons learnt were shared including recommendations on the next steps regarding sustainability.

The meeting had a number of presentations that were made by the implementing partners and was officially opened by Mary Karanja, a high ranking Director from the Ministry of Agriculture representing the Principal Secretary for Agriculture, Ms Cecily Kariuki.

The project had various key performance indicators, including:

- Improve on the white sorghum volumes commercialized/delivered to the brewery from 1,000MT to 45,000MT

- Enable at least 25000 farmers households to earn cash income from sorghum
- Improve the average sorghum productivity in terms of yield from 800 to 1750Kg per hectare.

It is worth noting that as we hold this conference, the livelihoods of over 50,000 households have been positively impacted, and EABL having paid out more than USD 10 million to local small holder sorghum farmers.

In summary, the lessons drawn from the project's implementation phase are:

- A committed value chain Champion in this case, EABL, was essential for the project's success
- Multiple demonstration plots combined with farmers field days were effective extension tools
- Sensitization and support towards farmer group formation was important in encouraging joint collection centres, adoption of good agricultural practices(GAPs), access to credit and joint / group marketing
- Intermediate partners ( for bulking and training) were key to success
- Multilevel contracts increased the level of trust and transparency
- It's possible to expand domestic utilization of sorghum towards food security
- Reliance one single buyer proved highly risky given an unpredictable policy environment
- Mechanization emerged as an important factor
- Financial credit access was essential and an innovative package-the 1 acres Sorghum Box-proved vital in improving yields
- Bird control remained a significant challenge
- EABL's walk with the partners through EUCORD was part of the stories of success at the End of Project Forum.

Given agriculture's place at Kenya's GDP's high table, with approximately 25 per cent contribution and employing 75 per cent of the national labour force, strengthening of sustainable value chains is a key strategy in ensuring that agriculture continues to play its role in helping the economy grow and incomes increase while changing livelihoods.

## **Day 01 – Technical Workshop Proceedings**

The forum kicked off with welcome remarks and a call for self-introduction led by Mr Paul Muthangya, EUCORD's Regional Coordinator. He outlined the key objectives of the two day forum as to; Review the impact and current state of sorghum value chain in East Africa, Identify key learning's, constraints, and challenges and provide recommendations, strategies to enhance and upscale the sorghum value chain and a forum for Networking, sharing experiences and identify areas and interventions of common interests and create synergies from the region.

. Mr Muthangya gave a brief concerning the agenda for the two day conference and invited EABL's General Manager – Maltings, Mr Lawrence Maina, to highlight 'EABL's Sorghum Experience.'

### **Workshop Presentations by Project Partners**

#### **Why Are We Here? By Lawrence Maina- General Manager – East African Malting Limited:**

Mr Maina welcomed the participants saying it was exciting to meet and to share the 'sorghum story,' one that had had twists and turns over its five-year long life but in the end, a story whose "success triumphed over defeat." He informed the guests that barley was EABL's raw material of choice for the longest period and had through its subsidiary the East Africa Malting Limited (EAML) build a solid supply chain over the years.

This however changed in 2009 when the company decided to innovate and change to include the use of sorghum as raw material in the brewing process. The reasons were two-fold: First as cheaper source for its raw materials and secondly as part of its social corporate responsibility to impact more on the community through helping develop a value chain that helped meet the promise not just for food security but also for revenue generation and as a cash crop for farmers. This would involve looking into a whole range of issues including research, farm inputs, market channels, reliable suppliers etc. He said planning started in 2009 when only about 1000MT of sorghum could be availed by farmers and even then not all of it locally with supplementary imports coming in from Tanzania and Uganda.

He said EABL started off the journey with an ambitious plan; Geared to promote sorghum production for food and surpluses for the market - the EABL. The then planners envisaged huge volumes that would in due course compete for space at National and Cereal Board warehouses

by 2017 and a sorghum that would be adopted by the government as being strategic food reserve crop. That vision he said was still alive, for by 2013- volumes had risen to 16000MT.

He assured that EABL was committed to working with all value chain actors to take the crop to the next level in terms of market and utilization and emphasized that above the business/profit motive EABL has, they are as a company are gratified to see rural communities benefitting more because of EABL as a market and source of business for their sorghum crop which only a few years ago carried the tag “orphan crop.”

Mr Maina said he was only too glad to have partners come together at the end of an eventful five years, to share not only the successes but also the challenges that had been overcome and to draw lessons that will help to overcome future challenges that are bound to arise, because the “Sorghum Journey”, he said, Continues!

## **General Project Overview by Paul Muthangya- EASVCDP Regional Project Coordinator**

Mr Muthangya narrated the project cycle since its inception and launch in July 2011 in Kenya and Uganda with support from EABL and the Common Fund for Commodities (CFC) and with the European Union (EU) coming on board in 2012.

The East Africa Sorghum Value Chain Development Project (EASVCDP) is a public private partnership project and aims to develop a stable and high quality white sorghum supply chain that will increase incomes of sorghum farmers and enable the national beverage industry to substitute imported grains by locally produced sorghum. The project covers three countries, Kenya, Uganda and Tanzania. The development of sorghum as a cash crop would increase productivity and incomes of farmers in marginal regions, increasing local value addition and improving on food security. The strategic goal of the private sector partner, East African Breweries Limited (EABL), is to substitute a very significant amount of imported grains through locally produced sorghum. The key objectives of the project were to:

- Improving food security
- Improve the living standards of sorghum farmers
- Develop a white sorghum supply chain to Diageo subsidiaries in Kenya, Tanzania and Uganda

The main components were:

- Improving agricultural productivity (improved seed, other inputs, credit, crop insurance, pests/birds control; demos)
- Minimizing transaction costs (farmer group organization, service delivery streamlining, post harvest logistics; payment arrangements)
- Fostering collaboration smallholder farmers and commercial farmers (NES/out-growers model)
- Strengthening private sector participants along the supply chain (input and service providers, intermediary traders)

The project was funded by three donors:

- EABL - USD 1,660,000
- Common Fund for Commodities - USD 1,000,000
- European Union - USD 1,047,800

The overall Goal of the project was to improve upon the food security through the generation of cash from the sale of the sorghum to support consumption. The project has numerous key project indicators, and most of these were adequately achieved. He noted that as the project comes to an end, this was clearly evident and the impact includes:

- The livelihoods of farmers under the project had improved
- Food security has increased in areas hitherto considered marginal
- The sorghum value chain is better structured today than it ever was, attracting prime buyers like EABL as a result of the project's aggregation and out grower scheme model that boosted production volumes, joint input purchases and output marketing for farmers
- Other value chain players, including agro-dealers, extension services etc had been strengthened

This great success was possible through the execution a value chain approach and strategy that had helped the project to deliver on its results. With a rallying call as "Pesa na Mtama," translated roughly as 'Money from Sorghum', the project sought to help improve farmers livelihoods. Considering the sorghum volumes purchased by EABL in previous years, the farmers earned annually more than USD 10 million to local famers. These success stories were possible through:

- Close collaboration with the private sector project Champion, the EABL
- Focus on developing entrepreneurs
- Capacity building of all players with a focus on farmers and intermediaries
- Focus on demonstration farms as extension field schools
- Aligning off-takers and the entrepreneurs
- Financing had been key to enable access to farm inputs and capital to support infrastructure and grain purchase – especially with Root capital supporting the linkage between off takers and/entrepreneurs with financial institutions.

The project generated various lessons; both from a project management perspective as well as from a value chain development point of view and these lessons would be carried forward and shared with partners. It also emerged that there were business opportunities for value addition and diversify the usage of sorghum beyond just as regular food and feed usage into sorghum

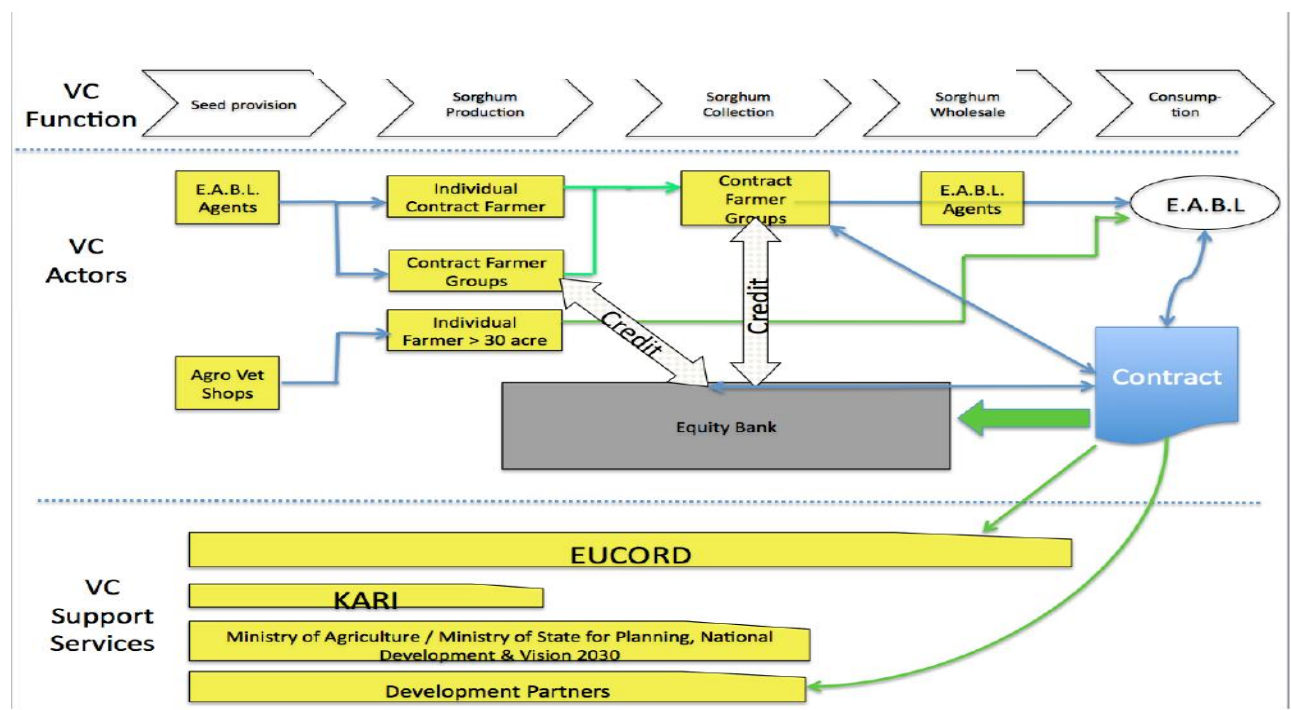
confectionaries, as is the case in Ethiopia. Other opportunities that could be explored include in providing *storage facilities*.

Overall, he noted that the project had helped generate about \$10 million worth of revenues expended by EABL alone. This figure could go higher if you consider other buyers and the multiplier effect of that revenue. Clearly, sorghum presents a great opportunity for farmers.

With regard to Sustainability, the Regional Coordinator said the following lessons could help as was already being witnessed among some of the sorghum farming communities:

- Establishment strong farmer groups
- Encourage internal saving and credit schemes among the farmers while linking them to alternative financial institutions
- Encourage formation of cooperatives among the farmer groups that could then invest in value services including extension, storage, drying, among others

### Brewers Sorghum Value-Chains



## Sorghum Yield Improvements by EAML's Gerald Gacheru



Mr Gacheru, the Head of Agribusiness - EAML started by explaining the role and link of East Africa Malting Limited (EAML) as the raw material supply subsidiary of EABL.

He said their role as EAML includes:

- Farmer engagement
- Technical advice
- Research
- Seed production
- Raw material processing
- Operation of the malting division

East African Breweries Ltd relies mainly on barley as the main cereal used for brewing and has been involved in barley farming since the early seventies. In 2009, the company made a deliberate decision to promote white sorghum productions in Kenya as an alternative source of starch. We are delighted as a company in the great achievements realized over the last 5 years especially in moving sorghum from an *orphan* to a cash crop. This has been realized through collaboration with our partners led by EUCORD and included seed companies, research institutions and other non-governmental organizations (NGOs). Many farmers from the marginal areas had already abandoned sorghum production in favour of maize as sorghum was viewed as a poor man's crop. Our pull strategy has generated renewed interest in sorghum.

He said EAML had, had a fulfilling engagement with the sorghum farming community and they shared the project's aim of helping the economic empowerment of farmers. Specifically he said they had been working with farmers in Meru, Kitui, Makueni (Eastern Kenya) and the Lake region in Western Kenya.

He noted that support for the sorghum value chain made great sense to EABL and EAML even from a technical production perspective as sorghum yielded higher extract amounts of linter (at 290 linter/kg versus 250 for barley) which was good for the malting and brewing process. But beyond brewing, it gave the company the opportunity to impact positively on community.

He said they worked with various partners including NGOs and together investing in capacity building had been a great strategy that contributed to the results that were all evident with impressive growth and sorghum yields that have been doubling from year to year.

He said there were certain outcomes that EABL could clearly identify with and these include:

- Improved food security among the sorghum farming communities and which could be attributed to the venture
- That Sorghum was no longer an 'orphan crop' as had been the case only a few years ago.
- The project had spawned great interest and the development of new varieties
- Improved seed and agronomical practices (GAP)
- Investment in the sorghum value chain and value services including post-harvest management facilities like threshers, driers, storage etc
- Market pull has brought in more players into the value chain which is all good to spur further development

He observed that these achievements had not come in the absence of challenges and highlighted the following:

- Few commercialized sorghum varieties especially at the beginning of the project meaning that farmers mostly relied on recycled seed
- Poor crop husbandry and practices
- Lack of herbicides
- Diseases
- Supply to EABL had to contend with competing food needs
- Farmers' perception on alcohol

He noted that EABL would continue to work with all the players in certain key areas to boost yields (MT/ha), improving grain size and other proper agronomical practices.

## Partnering for Research by Dr Erick Cheruiyot –Egerton University



Dr Cheruiyot said Egerton University was happy to work with other partners to help put in the hands of farmers better yielding varieties. He noted that while research development continues and users like EABL continue to buy, there was still need to create awareness and increase the consumption of sorghum among the populace to ease the pressure on the use of maize.

He said the university would focus on helping Growing crop for Industry increasing its research into the 160 sorghum genotypes to help develop better varieties that would suit diverse agro-ecological conditions.

He emphasized the need for continued partnerships especially with policy makers to ensure that there is an enabling business environment

While making his contribution, **Mr Subramanian of Advanta Seed Company** said his company was a known hybrid producer and that they were seeking to continue working in partnerships with other actors to develop varieties that give high yields. Already he said, there was very good feedback on Advanta hybrids which were resistant to the bird menace and even buyers like EABL liked them for seed size and higher content extracts, and hence the company was looking to expand its business by releasing more of such varieties into the market and they expand their business in Africa.

Advanta is an Indian plant genetics Company with a global presence across Asia,Africa,Australia,South America, North America and Europe. Advanta is a subsidiary of the Indian Multinational Agrochemical giant,UPL Limited(formerly United Phosphorous Limited),a U.S Dollar 2 billion conglomerate, and is a world leader in Sorghum(grain, forage and sweet) and has regional leadership positions in hybrid Sunflower,Canola,Rice,Sweet Corn,fodder crops and vegetables.

Advanta's superior germplasm combined with technological and bioscience capability gives us a robust platform for growth. While continuing with traditional breeding principles, it has adapted technological advancements for its crop research. At the core of its heart, Advanta still believes that its purpose is to deliver value to the farmers and help them increase their yields. Advanta is a unique place where modern science co-exists with traditional values. Advanta has a strong network of technological collaborations and has an outstanding platform in terms of its market share in key crops and its proprietary products and expertise.

In Kenya, Advanta has been working on the release of its Sorghum 23012 hybrid . This hybrid has been trialled across various locations in Kenya and it has been found high yielding as well as highly suited for Breweries sector.

### **Mr Collins Onyango, the M & E Officer AT EUCORD gave a an agronomic case for sorghum**

Collins pointed out that Sorghum is native to Africa and that it was suited for the tropics. As the 5<sup>th</sup> most important cereal in the world after maize, wheat, rice and barley, he said sorghum can be used for food, feed and its extract ability. He said under the project, they had proved that agronomic practices vital for the crop to thrive included Soil testing and analysis, fertilizer application and weeding and of course proper post-harvest management.

### **Experience with Contract Farming under the EASVCD project by Geoffrey Kinyua**

Mr Kinyua gave the general features of contract farming describing it as “a Contractual arrangement between the farmer and the firm where the firm commits to purchase a defined volume of output from the farmer after harvest.’ He also spoke to the EUCORD case study of working with farmers under contract saying a lot still needed to be done to educate farmers on the sanctity of contracts.

He noted that where contract farming works, there are several advantages which can include:

- Increased incomes for farmers as result of a guaranteed output market
- Access to better extension services in many cases rendered by the would be buyer
- Development of business models and other approaches that help build agribusiness

He noted also that there are certain disadvantages but mainly:

- the uncertainty as a result of quality specifications which if not met by the farmers often resulted in uptake failure leaving farmers at a loss
- Failure to keep the side of the bargain by the farmers

Often he said, farmers had been lured by better sounding ‘hit and run buyers’ who could not be relied upon for sustainable business.

## Survey Results on the Sorghum Value Chain Development Project in 2013 by Michael Mwangangi, Kitui County government

Mr Michael Mwangangi, a former M&E officer at EUCORD but now working with the Kitui County government presented the results of the Midterm project review that sought to meet the following objectives:

- To understand the sorghum farming technologies being used by farmers in the five targeted counties
- To establish the ‘baseline’ information for the project on agricultural production of sorghum
- To understand the market linkages with existing loopholes between the agent, buyer and the farmer in the sorghum value chain
- To understand the knowledge of farmers on best sorghum agronomic practices
- To compare performance of partners in implementing the project
- To compare performance of farmers in sorghum farming among the five target counties

The farmers had a range of answers depending of on the issues raised which ranged from:

- Access to farming credit
- Seed
- Bird problem management
- Training
- Harvesting among others.

The full range of issues and their details are presented under the Annex section of this report.

## **The Financial inclusion, the case of the sorghum box financing model – Paul Muthangya – Eucord.**

An improvement in the productivity of staple food crops could be a powerful way to alleviate rural - as well as urban - poverty in Kenya. However, the crucial question remains on how to go about it. Agricultural inputs, primarily seed, fertilizer and agrochemicals, have an enormous potential to leverage the efforts of hard-working farmers. Used appropriately, they can mean the difference between a good harvest and starvation. The most obvious result of improved inputs supply is a larger harvest, ideally leading to a greater profit. Improving input supply is also about more than new seeds and fertilizer. It is also about innovative ways to incorporate input supply into the value chain and make the chain itself more competitive.

Kenya Sorghum Value Chain is a project being implemented by EUCORD to facilitate input supply, increase sorghum production, post harvest handling and linkage to market. The input supply for farmers in the project has been faced by many challenges including; lack or inadequate input capital by farmers, inadequate and late arrival of government seed subsidy and inadequate fertilizer subsidy (which are in government cereal boards unreachable by some farmers due to distances). These factors have been affecting productivity of sorghum among most of the project beneficiaries.

EUCORD engaged in a series of innovative activities geared to financing for farm inputs for the farmers and one of these was the “one acre sorghum box”. This was a concept where all the inputs required to plant one acre of sorghum were assembled together, including good agricultural practise and an insurance component. Through various stakeholders consultative and farmers’ participatory meetings, the concept was analysed and the various players documented the key benefits to this financing model. The model emphasized on the sorghum value chain flow and the gross margin calculations.

The model was first piloted in Meru, Tharaka Nithi and Embu Counties in 2013 reaching 36 groups but only 14 groups with an average membership of 15 members got the package. During the piloting some **seven groups were compensated by the insurance company due to poor harvest due to bad weather.** In 2014 the model was scaled up in Meru and Tharaka Nithi using 15 groups. The insurance component was offered by ACRE Africa and Equity bank while the financing was done by various financiers; Tujijenge Tujiinue SACCO, Centenary SACCO, Universal Traders Sacco and Equity Bank and the agro-suppliers were Syngenta East Africa and Kenya Agricultural and Livestock Research Organization.

**Table: Gross Margin Analysis for the one acre farm input financing model**

Farm Inputs	Cost in Kes	Key Player	Output (harvest)	Returns
Certified seed Sila 4kg @ 170	680	Seed Dealer	<b>Case of 25 bags @ 90kg yield per acre – total Revenue in Kes</b>	54,000
Apron Star	300	Agrodealer		
March pestside	400	Agrodealer	Cost per bag in Kes	295.24
Actara pestside	720	Agrodealer	Cost per Kg in Kes	3.28
Fertilizer	4000	Agrodealer	Gross margin Kes	46,619.00
Kilimo Biashara Insurance 9% of total input cost	549	Index Based Crop Insurance	<b>Break Even harvest per acre</b>	
Loan for all Inputs at 12% interest of total Cost	732	Financier	Break Even Kgs harvest per acre	307.54
Labour	-	Farmer	Break Even harvest bags per acre	3.41
Capacity Building on production	-	EUCORD Partner and MALF		
			<b>Case of 15bags per Acre</b>	
			Cost per bag in Kes	492.06
			Cost per Kg in Kes	5.46
			Gross margin Kes	25,019
<b>Total Cost per Acre</b>	<b>7381</b>			

Due to recovery rates and ease of monitoring of the innovative financing model, baptized as the sorghum box, the project has been able to link individual farmers to financial institutions for farming loans and a total of 105 individual farmers benefited.

**Table: EUCORD Partner / the Financial Institution Linked to farmers**

<b>EUCORD Partner</b>	<b>Financial Institution</b>
Shalem Investments	Capital SACCO bank, Tujijenge Tujiinue SACCO and Equity Bank
Caritas Meru	Centenary SACCO
PM Enterprises	Equity Bank
CLUSA	Tujijenge Tujiinue SACCO
Sorghum Pioneer Agencies	Equity Bank
Mwailu Enterprises	Universal Traders SACCO

### **The Role of Policy Advocacy for Sorghum Value chain Development by Anthony Kioko, CEO-CGA:**

In his address, Mr Kioko while citing his experience working with Cereal Growers Association noted that the impact of policy on the agricultural sector in general and the cereal subsector in particular could not be over-emphasized. He said results yields and incomes rose or fell in tandem with the policy direction in place and that the recent case with the excise duty on sorghum had proved so to the detriment of all value chain players including the hard work of many years that had been put in place by government over the years.

Citing the KNBS, he said sorghum was clearly an important crop with 53% used as food. As such, the crop deserves same policy attention as other highly value chains like maize.

Mr Kioko reminded the delegates that about two years ago, the government of Kenya had slapped an excise duty on sorghum products produced by EABL, the main sorghum buyer and which as result had forced the brewer to drastically cut down purchases from farmers effectively leaving farmers with output they could not sell, and a whole value chain teetering on the edge.

He said it took a strong partnership to develop a 'big-picture' evidence based advocacy message that demonstrated to government that with the excise duty, it had in one stroke killed its on

efforts on strengthening food value chains developed over the years. It was this strong coalition; Mr Kioko said that had helped government to see the negative effects of its policy decision.

He pointed out that a key lesson learnt from the campaign was the need for proper messaging, and being able to mobilize the appropriate critical mass of interest groups. With proof that food security and earnings of thousands of farmers were at stake, the government had reason to take a second look at the policy instrument which led to the remission of the excise duty...thus drawing players back into business.

### **Aggregation and Market Linkages by Wilberforce Muriungi, CGA Field Officer**

One of the winning strategies that helped the EASVCD project succeed was being able to help bring farmers together. This was elaborated in a presentation by CGA's field officer for Meru Mr Wilberforce Muriungi. He said Cereal Growers Association was a key partner under this project. In his presentation, he showed how CGA had worked to build aggregation and market linkages.

He said farmer groups have been organized into marketing associations registered with government Department of Social Services with membership in each group ranging between 25-120 members. The farmers come together to bulk for joint marketing with the groups being trained on a number of organizational aspects including development, stock management, marketing, utilization of unused storage facilities, grain aggregation centre operations, among others.

The CGA also provides these groups with basic store equipment (moisture meters, weighing scales, documents, etc) and also helps them to access structured markets with groups being weaned from depending on aid and helped to acquire negotiation skills to stand on their own.

He noted that there were still challenges related to:

- Meeting quality standard thresholds (thresholds are sometimes too high for the farmers )
- Need for diversification of buyers
- Poor Post-harvest management
- Difficulty in exploring opportunities to partner with county governments

## Day II: Plenary – Project success stories

The second day of the East African Regional Conference on the Sorghum Value Chain and End of Project Round Table - was dedicated as the official conference day that brought together senior government officials and senior management from the partners including the Group Supply Chain Directors from EABL. The day's events were moderated by Mr Antony Kioko of CGA assisted by Mr Odhiambo Kasidhi from EABL.

After the general introductions of the delegates, Mr Kioko invited **Mr David Mwangi-the EU Coordinator for Agricultural Programs** under whose ambit, support for the EASVCDP falls.



In his address, Mr Mwangi gave highlights of the projects and programs the EU had been supporting in the country saying that the EU was happy with the outcome of the EASVDP and the evident results the project had achieved in spite of the challenges faced. He said in total, 14 NGOs were being funded under the sorghum development program across 24 counties in the arid and semi-arid areas. He said the EU enjoyed a good working

relationship with the government of Kenya and that management of most the programs had been delegated to the Ministry of Devolution and Planning with the EU working closely with GoK through joint and individual monitoring to ensure sustainability through empowered farmer associations.

He noted that they were as development partner elate to see initiatives at the County government level like the Sorghum Bill that is being debated in the Kitui County with aim of anchoring value chain deployment in the legal framework of the county. He emphasized that governance was an important aspect in agriculture and said the EU was happy with the PPPs which had encouraging commercialization in the agricultural sector.

He said the EU looked forward to working with all the partners under the EUCORD and other emerging initiatives to build the resilience of the farmers especially in the ASALs and that there was an anticipated Kenya Cereal Enhancement program (KCEP) that would cover 7 counties including Meru South, Embu and Kitui which will focus on conservation agriculture. He said another nationwide program with funding to the tune of €50million was in the offing and would be rolled out in partnership with the Ministry of agriculture to cover all the value chains.

Mr Mwangi thanked all the partners for a job well done and wished them well in on-going project and program efforts.

## **Project Support from National government by Osunga Otieno –National Drought Management Authority (NDMA)**



In his remarks, Mr Otieno said the NDMA’s mandate is to coordinate efforts in management of drought and this includes support to project and programs aimed at building the resilience of communities living in the ASALs. The Sorghum Value chain development project he said was one such project that has the agency’s support.

He said the agency works with development partners to coordinate funding that goes into these areas noting that he was delighted by the work on promotion of the sorghum value chain and the change in livelihoods witnessed in the respective counties that had benefitted from the project.

He said NDMA was committed to continue its support to initiatives that aim at helping to mitigate shocks. He said he was happy to note that sorghum was no longer an ‘orphan crop’ however, more effort is needed to be put in engaging not just the supply side but also the demand side of sorghum. He said his agency was encouraging partners to integrate their initiatives in the county government development plans for sustainability.

## **Global Commodity Production Risk Mitigation by Ms Rita Joldersma, Project Manager Common Fund for Commodities (CFC)**



Ms Rita began by thanking the organizers of the conference and said she was happy to represent the CFC who had been important partners in the EASVCD project.

She gave a brief introduction about CFC, an autonomous intergovernmental Financial Institution, established in 1989 within the framework of the United Nations, with a current membership of 103 member states and ten intergovernmental organisations, including the European Commission and the African Union. The CFC Headquarters are in Amsterdam, The Netherlands.

The main objective of the Fund is to mitigate the vulnerability of commodity producers and to contribute to poverty reduction, by strengthening the income-generating capacity of primary commodity producers. She said the focus of the Common Fund is on Commodities - and this is for good reasons: to support and cushion mostly the poorer segments of societies in mostly developing economies who greatly depend on and are involved in commodity production, men and women mostly to be found at the “bottom of the pyramid”. The Common Fund, therefore, deals with a core question of development.

She said the he CFC uses the value chain approach as the guiding principle for its work. CFC interventions are “from field to fork” along the complete value chain and do involve: improving the competitiveness and cost effectiveness of commodity production through:

- Introduction of new technologies,
- Appropriate inputs,
- Higher quality seeds and planting materials or reducing waste.

Interventions can also be oriented towards improvement of processing of primary products, leading to value addition and differentiation. Also providing assistance to diversification, commodity risk management or commodity finance products and measures is part of our mandate.

She reported that to date, the Fund had funded over 200 regular projects and about 150 smaller projects, with a total cost of 600 million US dollars, of which the CFC’s contribution has been more than 300 million US dollars, supporting over 35 commodities with about half of such projects being based in Africa.

She said it was in that context of supporting such projects and especially in Africa that CFC together with her long term partner EUCORD developed a project in 2004 on the development of the “West African Sorghum Value Chain”, to substitute grain imports with sorghum produced by local smallholder farmers in Sierra Leone and Ghana.

She reported that Heineken and Diageo as private sector champions agreed to co-finance the pilot project for their local breweries in Sierra Leone and Ghana. In the design of the project and the implementation of this difficult and ambitious undertaking, both breweries proved to be very reliable partners. They showed a strong commitment to combine development goals with the commercially driven motive to increase the use of domestically produced raw materials in their product lines.

Stable supply chains were established after five years of hard work and the project performed well beyond the expectations of all stakeholders. This was reflected in the award of the 2010 World Business & Development Award at a ceremony during the Millennium Development Goals (MDG) Summit hosted by the United Nations in New York.

It was later that CFC were approached by EUCORD to finance a considerable share of the “East African Sorghum Development Project” to establish similar supply chains in three countries in

East Africa, upon which CFC gladly took up the offer seeing it as an opportunity to put its West African experience into practice in East Africa, where markets for breweries do “matter”.

She agreed with other presenters that the intervention had had its ups and downs, but that she also believed that the project had also become successful, both in terms of additional income to farmers and the fact that EABL are today able to source sorghum in sizeable quantities for processing.

### **Strengthening Partnerships for Growth by Peter Vogtlander-EABL Group Supply Director:**

In his remarks, Mr Vogtlander said the company was delighted in the great achievement realized over the last five years through a great partnership that had ensured the delivery of key locally sourced raw material and that it had converted a once known ‘orphan crop’ into a cash crop for farmers mainly in semi-arid and arid areas of the country.

He lauded the efforts of EUCORD, KALRO, Egerton University, Cereal Growers association, EAGC, seed companies among others. He said up to 80% local sourcing for raw material is aligned to EABL’s global business commitment.

He recalled that many farmers had virtually abandoned growing sorghum and that the crop was viewed as a poor man’s crop. He said a combination of sensitization campaigns, an assured purchase contracts and an elaborate extension has in a short five years helped to:

- Increase sorghum production from a mere 500MT in 2009 to over 21500MT in 2015
- Increase the number of contracted farmer from 1000 in 2009 to over 30000 in 2015
- Increase capital disbursement from Ksh12 million in 2009 to Kshs 710 million in 2015
- Improved food security as the growers use sorghum for food while selling the surplus after satisfying domestic demand
- Conversion of sorghum from an ‘orphan crop’ to a cash crop thus generating the required cash for economic development
- Development of new varieties as demonstrated by renewed interest in sorghum research and hybrid varieties
- Increased use of certified seed and improved agronomy leading to better yields and returns for farmers

- Capital formation in storage, handling and transport sectors and service providers buying and making available tractors, threshers, driers etc
- Funds mobilization by banks with banks now willing to finance sorghum growing and handling
- Direct and indirect employment creation in the value chain

Mr Vogtlander also noted that despite the policy challenge faced in 2014 and which drastically affected growth, the partner had the opportunity to refocus on the opportunity through:

- Increasing productivity at the farm level
- Improving the quality of the grain delivered
- Improving and expanding post-harvest handling and storage facilities

He thanked the core-funding partners, CFC and EU and the banking institutions as well as implementing partners for their support to the project saying in total over \$3.6 million had been pumped into making the value chain grow. He thanked the government for adopting and implementing a policy regime that will encourage sorghum production and value addition in Kenya.

### **Project Mainstreaming by Elizabeth Kimenyi –Agricultural Food and Fisheries Authority (AFFA)**

In her remarks, Ms Kimenyi said AFFA is a government Authority that brings together all the former parastatals that were under Agriculture and which had now become directorates. Sorghum crop is under the food crops directorate, whose mandate is to promote best practice for increased productivity and income generation. She identified Sorghum as being the 5<sup>th</sup> most important crop after maize, wheat, rice and barley and said globally, there are over 750 million people living in the semi-arid lands of the world, many of whom depend on Sorghum for their livelihoods.

She lauded EABL for turning to the use of sorghum for their brewing saying it had greatly boosted production noting that reliable supply had helped expand its use in the animal feed manufacture.

She said statistics showed acreage under sorghum production had increased by 23% to 222 000 ha in 2013. She said some of the challenges that had been facing the value chain include;

- Low input use for growing the crop with 85% of seed sourced from informal seed systems
- Most agro-dealers do not store sorghum
- Subsistence farming and handling
- Low mechanization and reliance on rain-fed, low use of fertilizers and poor management practices
- She said the Ministry of Agriculture was focusing on a number of strategies aimed at promoting the value chain. These include:
  - crop protection and promote adaptability
  - support for soil testing Need for proper PHH
  - Increase storage facilities to enhance post-harvest handling
  - Value addition and processing-flours and composites
  - Milling technologies for quality standards trade and marketing ...with market information
  - Development of a guiding policy-on the development of the value chains including sorghum

### **Dutch Government Support towards Food Security and Economic Empowerment by First Secretary, Dutch Embassy, Dr Melle Lenstra**



Dr Melle commended the efforts and achievements attained through the partnership saying under EUCORD saying it demonstrated great opportunity to build a sustainable business model. He said that working together in that way also helped to promote Good agricultural practices (GAPs) that could positively impact on farmers' projects.

He cautioned however that farmers' realities were not commodity specific and focusing on one single buyer and one commodity highly increased the risks of producers many of them small holders.

He said there was need to encourage diversification to avoid a similar scenario like the one faced with the excise duty effects on sorghum when farmers were left with a crop and a glut and their social capital and trust being utterly put to test.

He pointed out that partners may need to consider the case for Sustainable rotation that helps to build the capacity of farmers. He said that with high population growth and climate change, diminishing fertility, the very small holder farming was no longer sustainable and that projects needed to be selective on whom they work with for impact and sustainability. Farming as a part time activity could not be sustained and relied upon to meet the needs of a growing population.

Instead, only farmers who have a demonstrated a desire to invest in farming for sustainability for a resilient and sustainable agricultural, should be supported rather than the blanket embrace of all “poor farmers’ who could benefit from other social safety nets. He said the focus should be on family farms that can feed Kenya and the world.

### **Official opening Speech Read by Mary Karanja, on Behalf of Ms Cecily Kariuki, PS-Ministry of Agriculture**

She noted that the majority of the people depend on agriculture for survival and that the country’s GDP’s 26% comes from agricultural sector. She said agricultural production was key to poverty alleviation and food security and is identified as a key sector in the Vision 2030.

Ms Kariuki said the MoA is committed to creating an enabling environment while offering strategic direction for the development of key value chains. She note that the Sorghum value chain had registered rapid growth through investment by governments and her partners leading to Food security improvement, improved livelihoods and higher income generation especially in the ASAL regions.

She said climate change is affecting production and productivity and hence the need for coping strategies

The PS commended the EABL for being a valuable partner in supporting farmers to adopt strategies that help to mitigate the effects of climate change and achieve food security. She said her Ministry had worked with other key stakeholders towards the remission of the excise duty that had threatened to cripple the sorghum value chain in the country. She observed that the adoption of modern farming technologies was responsible for the markedly increased productivity and higher sorghum volumes and thanked funding partners for working together in helping the farmers to access improved varieties and other technologies that were increasing production.

She said the government while working together with the County administrations, would continue to put in place policies that can help lower the cost of production to attract further funding and investment in important value chains like sorghum.

She called for innovation in the utilization of sorghum products away from maize which has been the focus for food security for far too long. She encouraged the project implementers to pick lessons from the project and integrate them into future project implementation.

The PS pledged the Ministry's support for investors and partners in promoting production, processing and marketing for food security and income generation.

She then officially opened the Conference.

### **Project Performance Overview - by Henk Knipcheer, EUCORD:**



Dr. Henk, thanked EABL team under the leadership of its Supply Chain Director Mr Kamugi for their hard work and belief in the partnership. While giving a brief description of EUCORD, he said the Brussels based organization had been in place for the past 30 years and had as part of its sustainability strategy identified the involvement of private sector in its project implementation.

He said his personal experience had shown that agricultural projects with value chain approach proved were more likely to be sustainable especially where product or service market is defined first so that the project becomes demand driven.

He said it was notable that across the EAC region, Kenya which has the highest potential and highest demand for sorghum incidentally had the lowest production as compared to Tanzania and Uganda.

He said the EASVCD project's overall objective was to improve food security and livelihoods and the main strategy involved getting a value chain Champion in this case the EABL while actively seeking out other partners.

The East Africa Sorghum Value Chain Development Project (EASVCDP) is a public private partnership project and aims to develop a stable and high quality white sorghum supply chain that will increase incomes of sorghum farmers and enable the national beverage industry to substitute imported grains by locally produced sorghum. The project covers three countries, Kenya, Uganda and Tanzania. The development of sorghum as a cash crop would increase productivity and incomes of farmers in marginal regions, increasing local value addition and improving on food security. The strategic goal of the private sector partner, East African

Breweries Limited (EABL), is to substitute a very significant amount of imported grains through locally produced sorghum.

The project has numerous key project indicators. The main KPI's are (1) Improve on white sorghum volume commercialized/delivered to from 2,000 MT to 45,000 MT. (2) Enabled at least of 25,000 farmers' households earning cash income from sorghum, and (3) Improved the average sorghum yields from 800 to 1750 kg/ha.

More than 50,000 households have positively been impacted and average sorghum yields have increased to close to the target number while demos and test trials indicate that further increases are feasible. Considered volumes in previous years EABL was clearly on the path to annually pay more than USD 10 million to local famers.

Some main lessons of the project were to following: (a) a committed value chain champion (EABL) was essential for its success, (b) multiple demos combined with field days were effective extension tools, (c) bird control remained a significant problem, (d) reliance on one single buyer proved risky, (e) domestic (food) use of sorghum expanded; (f) mechanization emerged as important factor, (g) intermediate partners ("bulkiers" and "trainers") were key to success, (h) multi-levels contracts increased trust and transparency, (i) group forming of farmers was important (common collection points; adoption of GAP; access to credit), (j) financial/credit access was essential (including: 1 acre sorghum box) in yield improvement.

Dr. Henk said they had in their own review as donors reached the same conclusion with the evidence on the ground showing that indeed the project had met and in some indicators even surpassed the targets identified at the beginning of the project.

Overall, he was pleased with the work the partners had done and hoped for sustainability of these results going forward.

### **FAO's External Evaluation Report by Clement Djameh:**

Dr. Henk's evaluation was echoed by the External Evaluation Expert Mr Clement Djameh, retained by FAO for evaluation of projects under CFC in which FAO is a stakeholder. He said on all accounts, the project had met the targets and said he hoped the partners would pick important lessons that would inform future project implementation.

### **Testimonials by partners directly involved in the project implementation as market intermediaries.**

#### **Project Beneficiary experiences:**

##### **1. Ruth Kinoti, Director Shalem Investments**



Ms Kinoti recounted the journey she had travelled with sorghum farmers in Eastern Kenya region and how her organization had helped to support

and organize farmers and form an important source of agro-inputs and output market as well.

She shared the grief of farmers who bore the brunt of the policy effects of the excise duty imposition and how that her organization had still to meet her contract obligations even when she did not have a ready buyer for the produce, EABL having stopped buying. She said the experience had helped solidify her relationship with the farmers and that sorghum business was changing the livelihoods of many farmers across the region.

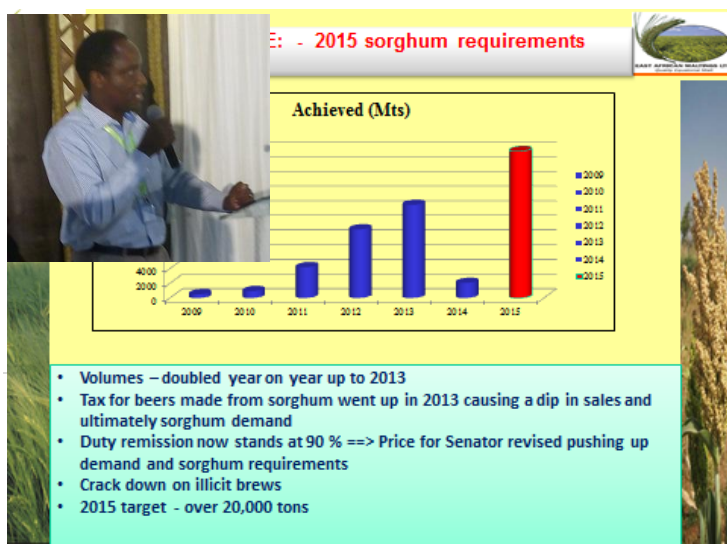
## 2. Beatrice Nkatha- Sorghum Pioneer Agencies

Another testimonial was from the Directors of Sorghum Pioneer Agencies led by Beatrice Nkatha who said they work with over 20,000 farmers grouped into 369 Farmer based organizations in Tharaka Nithi. Their business started back in 2009 with about 80 farmers. Through the seasons the number gradually grew with more farmers got excited about the potential business opportunity. My involvement with Gadam Sorghum trade had started earlier, offering brokering services for one of the initial grain aggregators involved in buying sorghum for the East African Breweries Limited (EABL).” said Beatrice, who later became a full agent for EABL, working closely with EUCORD which works in supporting farmers with technical advice and group formation. “My involvement with the EU/EUCORD is a natural progression. My continued hard work and exemplary performance resulted in the project assisting me in identifying where to purchase agricultural equipment. I also received advice on how to finance the purchase.” Said Beatrice

Her financial challenges were overcome by being linked to Root Capital, a financial Partner who offered access to finances at an affordable rate. She has been able to engage youth in sorghum farming. They said they had mainly been growing the Gadam sorghum Variety but hope even better performing varieties will be made available to farmers through on-going research efforts.

Even then, the business model and partnership with EABL, they said, had tremendously changed the lives of sorghum farmers with impact there to see in terms of better houses and the ability of farmers to educate their children.

## Marching Ahead with the Sorghum Agenda by Gerald Gacheru



Revisiting the “Sorghum journey, Mr Gerald Gacheru of East Africa Malting Limited recounted the experience in 2014 almost brought the sorghum farmers down to their knees. He reported that before the change in the excise duty, production volumes

for sorghum had doubled year on year on year with over 13000MT coming from Upper Eastern Counties alone in 2013. But then, with the increased duty, change happened and it changed all that. A slide graph below captures the change in volumes in 2014 after the duty was imposed on Senator-EABL's signature brand that's brewed using sorghum.

Mr Gacheru was happy to report however that the advocacy work as shared by CGA's CEO paid off and helped to reverse the dwindling fortunes of farmers when the duty was remitted up to 90%, giving them renewed chance to profit from sweat in sorghum farming.

The task at hand, Mr Gacheru went on, is now to work on improving the quality of the product, as well as working with farmers to improve the yield (tonnage per hectare).

Some of the quality issues that EABL as a buyer is grappling with are:

- High foreign (rubbish) content in deliveries
- Moisture contents off-specification, especially at start of harvest
- Sand and stones admixed in deliveries
- High proportion of small sized grains affecting extracts

However, some successes have also been registered including:

- Mechanized Threshing reducing levels of foreign matter in delivered grain
- Grain purity (white/red varieties) of delivered grain
- Improved lead times from harvest to delivery hence low levels of infestation
- Dissemination of Grain Quality Drivers at the Farm Level

### **Improved Financial Access**

This session was committed to financial partners in attendance including Root Capital, Chase bank, Equity bank, and Kenya Commercial Bank. These are some of the banks that are now actively involved in the Kenya's and indeed the region's agribusiness subsector: having successfully lent significant amounts in the sector ready to continue walking with farmers, these institutions committed to continue financing value chain players across the various value chains that promise returns.

In particular, Root Capital which structures finance packages for actors in the agricultural sector said they were happy to identify with the success under the EUCORD Sorghum project having supported some of the implementing partners.

An officer representing the firm said the organization was drawing from its experience in lending to agriculture across Africa and Latin America while working across value chains and said they were ready to continue giving financial access to value chain players. Under EASVCD project, Root Capital had worked with Sorghum Pioneer Agencies as well as another business identified as PM Enterprises.

### **Facilitating Market Linkages through technology by Kim Mhando, EAGC's Policy Analyst**



The presentation focused on enabling market linkages through technologies like the Council's G-SOKO electronic trading system and the warehouse receipt systems. He said with sufficient volumes, opportunities existed to store and trade sorghum through WRS. So far only maize, wheat and select pulses have been trading under the system.

He reported that under WRS, warehouse Capacity since 2011 now stands at 40,000MT, with certified capacity for 2015 coming up to 13,500MT. On the other hand, over 50,000MT in commodities had been deposited under the system since 2011.

Four banks have been financing farmers under the system based on the Law of Contract and so far, over Ksh400 million has been disbursed as of 2015 with zero default on the part of the farmers.

Similarly, the G-Soko Platform incorporates the following features:

- Warehouse certification - to ensure the safe and secure storage of commodities, providing more comfort and guarantee market for good quality stored grains.
- Structured Trade Finance - use grains stored in the certified warehouses as collateral to access financial services either through Warehouse Receipt Financing or Inventory Credit Financing while still accessing a large market across the region.
- Grain Bulking System - Aggregation centres for bulking grain produce from smallholder farmers and provide basic checks on quality parameters as well as facilitating the adoption of East African Standards and enhance traceability of grains.

## **Lessons Learnt and Way Forward - Moderator: Anthony Kioko**

1. Clearly, there is a business case and opportunity to be made in Sorghum as the growth over the last years had demonstrated. Opportunities in the animal feed and confectionery are yet to be fully explored
2. Well-structured PPPs can work and bear results for all stakeholders
3. There is a case for more investment by government and other agencies in Research and Development towards newer and better hybrid varieties
4. Agricultural projects that take a value chain approach were more likely to be sustainable especially where product or the service market is first defined first so that the production becomes demand driven.
5. The project proved also that it is possible to combine development goals with the private sector/commercial drive to improve the bottom-line
6. It is possible for farmers to build their capacity around farming as a business and gradually be weaned off, from basic subsidy programs

## **ANNEXES**

### **Annex 1: The conference program.**

**THE EAST AFRICAN REGIONAL CONFERENCE ON THE SORGHUM VALUE CHAIN AND END OF PROJECT ROUND TABLE - NOVEMBER 18 - 19, 2015 AT THE SAFARI PARK HOTEL, NAIROBI**



### **Objectives of the Conference**

1. Review the impacts and current state of the sorghum value chain in East Africa
2. Identification of key learning's, constraints and challenges and Provide recommendations / strategies to enhance and up scale the sorghum value chain
3. Networking, sharing experiences and Identify areas and interventions of common interest and create synergies from the region

**Program Day 01** - Wednesday, November 18, 2015. Time – 08.00 – 05.00

**Session 1: Introductions and Welcome remarks**

08.00 - 09.00 Arrival, welcome tea and registration

09.00 - 09.15 Introductions of participants and protocols – Paul Muthangya (EUCORD)

09.15 – 09.30 Welcome Remarks – Lawrence Maina (EABL) and Outline and objectives for the day –Paul Muthangya (EUCORD)

09.30 – 10.00 Project overview – Paul M

**10.00 - 10.30 GROUP PHOTO / HEALTH BREAK**

**Session 2: Sorghum yield improvements**

10.30 – 11.00 Regional reports (Uganda, Tanzania & Kenya) on the sorghum value chain initiatives – Gerald Gacheru (EAML)

- Kenya
- Uganda
- Tanzania

11.00 – 11.15 Sorghum Quality improvements and post harvest handling – Allan Riungu (EAML)

11.15 – 11.45 Variety improvements

- EAML
- KALRO
- EGERTON
- ADVANTA

11.45 – 12.00 The sorghum production systems and the Good agricultural practices to increase yields and production – Collins Onyango (EUCORD)

12.00 – 12.30 Contract farming, farmer producers groups and out grower management – Geoffrey Kinyua (EUCORD)

**12.30 - 01.00 plenary sessions**

## **01.00 - 02.00 LUNCH BREAK**

### **Session 3: The sorghum value chain development**

02.00 - 02.30 Aggregation and market linkages - A Kioko (CGA)

02.30 – 02.45 An innovative financial inclusion model Paul M

02.45 – 03.00 impact on household livelihoods – Michael M EUCORD

03.00 -03.30 advocacy - A Kioko CGA

03.30 – 04.30 success stories from the partners

- Clusa

- Caritas

- PME

- Mwailu

### **04.30 – 05.00 plenary session**

**05.00** - 05.05 Closure of Day 01 program

## **Program Day 02 – Thursday, November 19, 2015. Time 09.00 -06.00**

### **Session 01: official opening – Moderator – OMONDI KASIDHI - DIAGEO / A Kioko - CEO CGA**

08.00 - 09.00 Arrival, welcome tea and registration

09.00 - 09.15 Introductions of participants and protocols

09.15 - 09.20 Welcome Remarks – EAML / EUCORD / A short sorghum video

09.20 – 10.15 Remarks by donors – EABL / CFC / NDMA/ EU

10.15 - 10.30 Key Note address – The food security and elements of a successful value chain partnership – Netherlands Embassy - First Secretary FSED - Leenstra Melle

10.30 - 11.00 official opening – PS MOA

## **11.00 – 11.30 Group photo / Health Break**

### **Session 02: the sorghum supply chain – Moderator – Rita Joldersma CFC**

11.30 - 11.45 Sorghum project overview and achievements **Henk Knipscheer (EUCORD)**

11.45 - 12.00 The sorghum value chain project in East Africa – has it delivered? – Project supervisors view – **Clement Djameh**

12.00 – 12.15 Doubling sorghum yield and profitability – **Ruth Kinoti**

12.15 – 12.20 The secrets to sorghum entrepreneurship - **Beatrice Nkatha**

12.20 – 12.30 The ACET sorghum study in East Africa – how to stimulate value chain development –ACET / JKUAT

12.30 – 12.45 Local raw material agenda - Sorghum - Gerald **Gacheru**

12.45 – 01.00 plenary sessions

### **01.00 - 02.00 LUNCH BREAK**

### **Session 03 Lessons learnt and way forward – Moderator – a Kioko / OMONDI KASIDHI - DIAGEO**

02.00 - 02.15 The value of advocacy – CGA / TEGEMEO

02.15 - 02.30 Warehouse receipt systems and G-soko platform - EAGC

02.30 – 02.40 E-Prod , an out grower management system

02.40 - 03.00 The key issues, way forward and project handover – Henk Knipscheer (EUCORD) / Lawrence Maina (EABL)

03.30 - 04.00 Acknowledgements, Recognition and awards – Henk / **Rita Joldersma**

04.00 – 04.15 Remarks by Project Director - Henk

04.15 – 04.30 closing Remarks – P kamugi (EABL) / Mwangi Njuru (EU)

04.30 – 04.35 Vote of Thanks – Paul M (EUCORD)

### **04.35 – 05.00 Partner exhibitions**

### **05.00 – Cocktail and departure**

## Cocktail Program

05.00 - 05.30 Quest assemble and welcome drink, net works and videos / photo shows

05.30 - 06.00 Welcome remarks PAUL and Henk

Farmer success stories

Video shows

06.00 – 07.00 Entertainment and networking

Guest leave at own pleasure



## Annex 2: List of Participating Organizations

	Name of Organization
	EUCORD
	East Africa Breweries Limited (EABL)
	Cereal Growers Association (CGA)
	European Union (EU)
	Government of Kenya
	County Governments
	Diageo
	National Drought Management Authority
	Tegemeo institute
	Egerton University
	Shalem Investments
	Eastern Africa Grain Council (EAGC)
	Agricultural and Food Authority (AFFA)
	Royal Government of Netherlands
	Sorghum Pioneer Agencies

### Annex 3: Workshop Participants

#### **PARTICIPANTS LIST DAY 01, NOVEMBER 18, 2015 – TECHNICAL CONFERENCE**

ENTRY	ORGANIZATION		
1	EAML	Lawrence Maina	<a href="mailto:Lawrence.Maina@eabl.com">Lawrence.Maina@eabl.com</a>
2	EAML - Kenya	Gerald Gacheru	<a href="mailto:Gerald.Gacheru@eabl.com">Gerald.Gacheru@eabl.com</a>
3	UBL - Agribusiness	Joseph Kawuki	<a href="mailto:joseph.k.kawuki@diageo.com">joseph.k.kawuki@diageo.com</a>
4	EAML – Quality	Allan Riungu	<a href="mailto:allan.riungu@eabl.com">allan.riungu@eabl.com</a>
5	EAML - Research	Sylvester Ndeda	<a href="mailto:Sylvester.Ndeda@eabl.com">Sylvester.Ndeda@eabl.com</a>
6	FAO CONSULTANT SUPERVISOR	Clement Djameh	<a href="mailto:cldjameh@yahoo.co.uk">cldjameh@yahoo.co.uk</a>
7	KARLO BREEDER	Dr Kamau	<a href="mailto:kamaukarari@yahoo.com">kamaukarari@yahoo.com</a>
9	KARLO	DAVID KARANJA	<a href="mailto:karanjadr@yahoo.com">karanjadr@yahoo.com</a>
10	ADVANTA	KS SUBRAMANIAN	<a href="mailto:subramanian.k@advantaseeds.com">subramanian.k@advantaseeds.com</a>
11	EGERTON	Erick Cheruiyot	<a href="mailto:cheruiyotke@yahoo.com">cheruiyotke@yahoo.com</a>
12	CEREAL GROWERS ASSOCIATION	ANTHONY KIOKO	<a href="mailto:akioko@cga.co.ke">akioko@cga.co.ke</a>
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## Annex 4: Workshop Presentations

Kindly find all the presentations through the EUCORD website







# **EASTERN AFRICA GRAIN COUNCIL**

## **THE EAGC WAREHOUSE RECEIPT SYSTEM AND G-SOKO**

### **EUCORD EAST AFRICAN REGIONAL SORGHUM VALUE CHAIN CONFERENCE**

**Safari Park Hotel**

**19 November, 2015**

**Kim Mhando, Trade Policy Analyst-STs**

