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Volunteer Name: **Elaine Kub**

Country: **Ethiopia**

Country project: **Value chain development in grain**

Host: **Bora Denbel Farmers' Cooperative Union**

Venues: **Union & primary cooperatives**

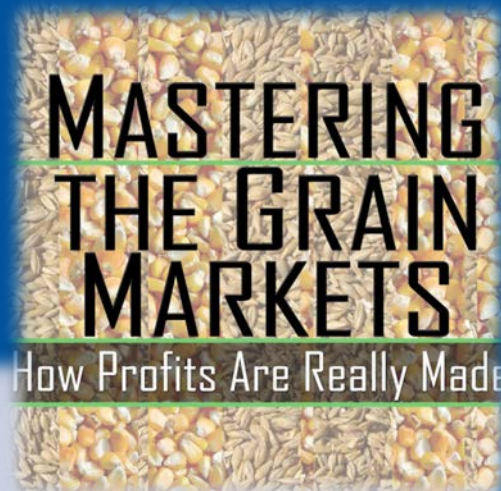
Audience: **Union & cooperative staff and member farmers**

Number of people trained/assisted: **212**

Date/duration: **March 30, 2015 to April 14, 2015**



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1. Assignment Objectives as in SOW
 - 1.1 Introduce basic concepts of Value Chain Analysis
 - 1.2 Analyze maize and haricot bean value chains
 - 1.3 Develop strategies for upgrading the value chains



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2. Achievement of the assignment objectives



**2.1 Introducing Value Chain Analysis
Thursday, April 2, 2015, at Meki
Bora Denbel Cooperative Union Staff
12 males; 2 females**

***** 14 Employees *****



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2. Achievement of the assignment objectives



2.1 Introducing Value Chain Analysis
**Friday, April 3, 2015, at Meki
Bora Denbel Cooperative Union
Board of Directors**
5 males; 2 females



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2. Achievement of the assignment objectives



2.1 Introducing Value Chain Analysis
**Saturday, April 4, 2015, at Ziway
cooperative member farmers**
83 males; 2 females



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2. Achievement of the assignment objectives



2.1 Introducing Value Chain Analysis
Monday, April 6, 2015, at Meki
Primary cooperatives' leadership & members
53 males; 5 females

***** 40 Government Staff**
from 2 wardas***



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2. Achievement of the assignment objectives



Introducing Value Chain Analysis
Tuesday, April 7, 2015, at Bolbola
Tokuma Primary Cooperative
Member farmers' committees
16 males; 2 females



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2. Achievement of the assignment objectives



2.1 Introducing Value Chain Analysis
Wednesday, April 8, 2015
Chefie Denbel primary cooperative
member farmers
13 males; 17 females

***** 27 Family Members *****



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2. Achievement of the assignment objectives

Summary of 6 Training Events			
Category	Total	Males	Females
Members/ owners	198	170	28
Employees	14	12	2
Family Members		12 (est)	15 (est)
Total	212		

*** 40 Government staff from 2 wardas***



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2. Achievement of the assignment objectives

**2.2 Map
maize &
haricot
bean value
chains**



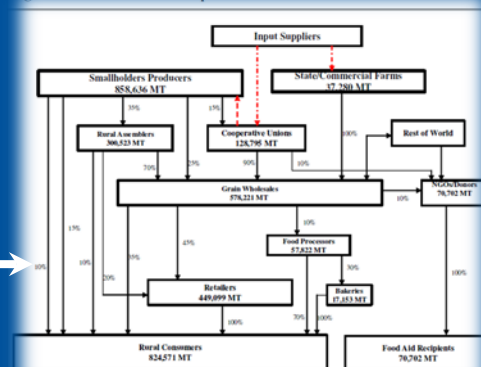
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MAIZE



Figure 3: Maize Value Chain Map



Gap in value-chain activities for lower-quality grain.





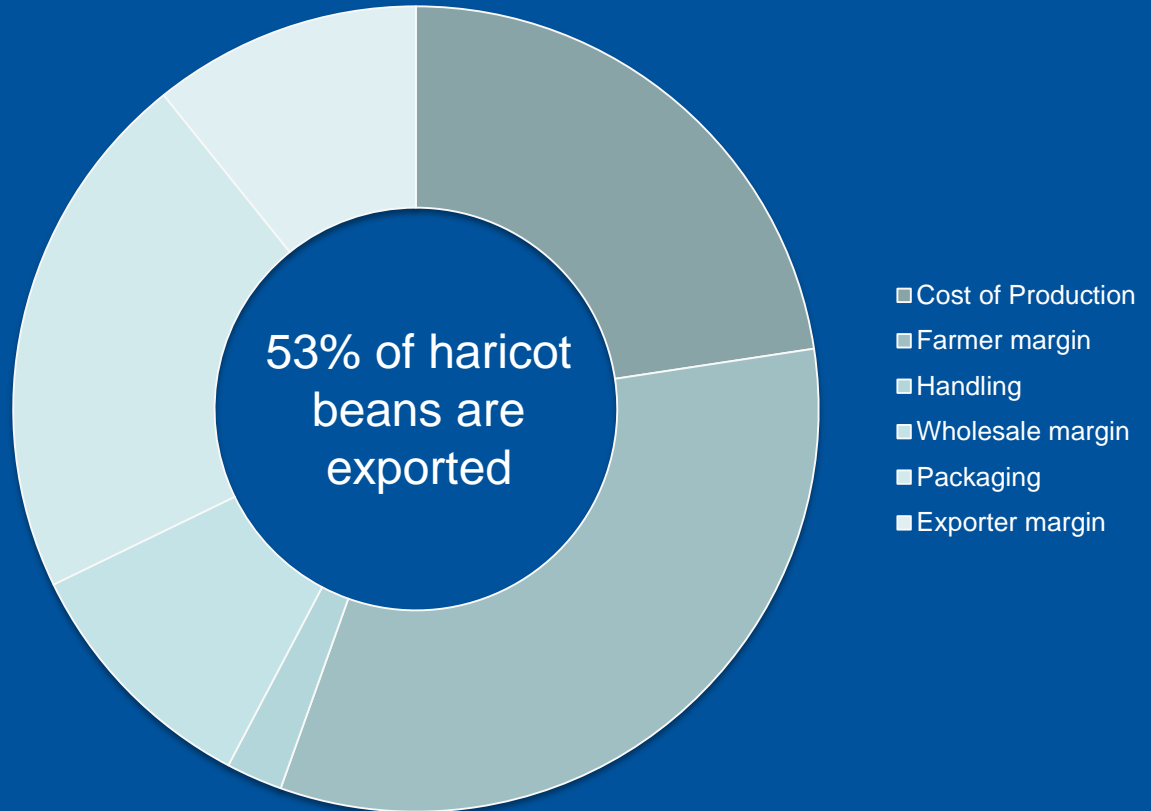
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HARICOT BEANS

Opportunities for Bora Denbel:

- Vertical Integration
- Economies of Scale
- Firm Differentiation





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2. Achievement of the assignment objectives

2.3 Strategies for upgrading



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3. Recommendations to the host with regards to the assignment

- 3.1- Proceed with Agroprocessing projects (business plan & funding).
- 3.2 - Explore additional client populations.
- 3.3 - Maximize profit from quality blending and selling to appropriate clients.



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- Pursue potential sources of funding:
 - Agribusiness Market Development (USAID “AMDe” Ethiopia’s Agricultural Growth Program with *grants* to support rural enterprises engaged in ag processing and private sector aggregation)
 - International Finance Corporation
 - New Development Bank
 - MCS & CRS contacts

3.2 Expand the client base

- Ethiopia’s Export office might sponsor BDFCU’s attendance at European or North American trade shows to meet potential customers?
- TFO Canada <http://www.tfocanada.ca/home.php> is an example of a specific country soliciting foreign food suppliers. Also explore Dubai, Germany, India, Egypt, U.S., Brazil.
- Online databases of food companies: Panjiva, Zepol, Datamyne.



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4. Anticipated Impacts

- 4.1 - 15% greater revenue for value-added products.
- 4.2 - New paths for better negotiated, higher prices for products (e.g. direct exports).
- 4.3 - Increased market share and size of business for the cooperative union.



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5. Recommended future volunteer assistance

5.1 – Business plan completion

5.2 – Funding paths

5.3 – Mill operation & export packaging



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Thank You!





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