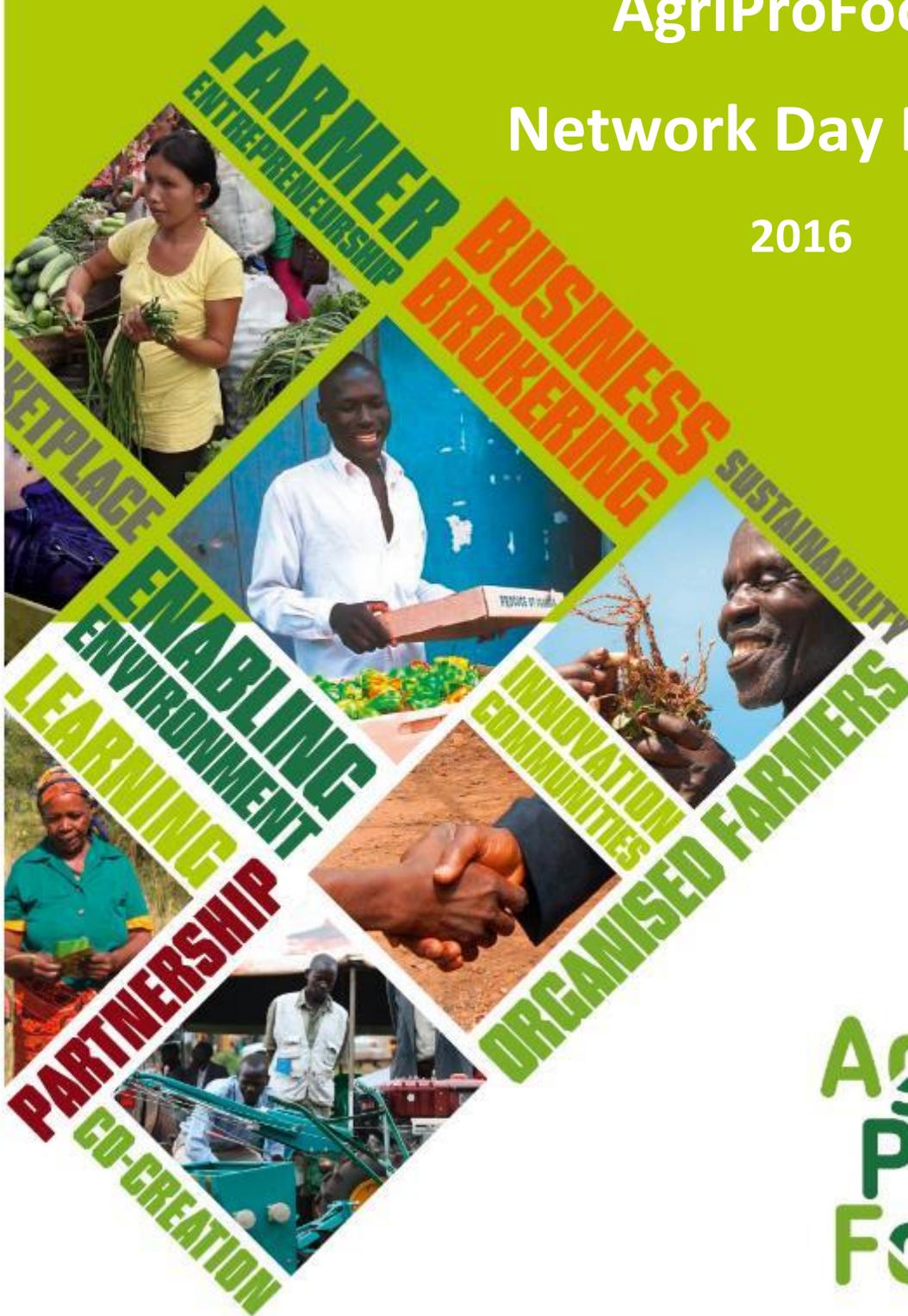


# AgriProFocus

## Network Day Report

2016



Agri  
Pro  
Focus

Promoting farmer entrepreneurship

## Contents

Introduction .....	4
1.0. Evaluation of Finance Fairs .....	5
1.1. Key points from discussions.....	5
1.2. Key recommendations .....	5
1.3. Question and Answer.....	6
2.0. Sharing of AgriProFocus Network Results .....	7
2.1. Key points from discussion .....	7
2.2. Key Recommendations .....	7
3.0. Breakout Sessions .....	7
3.1. Inclusive Agribusiness (Gender).....	8
3.1.1. <i>Is the theme relevant to Zambia?</i> .....	9
3.1.2. <i>Common issues/trends in Zambia related to this theme</i> .....	9
3.1.3. <i>Solutions /innovations that can be developed to address this issue</i> .....	10
3.1.4. <i>How can members contribute to the solution and who needs to be involved?</i> .....	10
3.2. Inclusive Agribusiness (Youth) .....	11
3.2.1. <i>Is this theme relevant to Zambia?</i> .....	11
3.2.2. <i>Common issues/trends in Zambia related to this theme</i> .....	12
3.2.3. <i>Solutions/Innovations that can be developed to address this issue</i> .....	12
3.2.4. <i>How can members contribute to the solution and who needs to be involved</i> .....	13
3.2.5. <i>Other key points from the discussions</i> .....	13
4.3. Climate Smart Agribusiness .....	14
4.3.1. <i>Is the theme relevant to Zambia?</i> .....	15
4.3.2. <i>What are the common issues or trends in Zambia related to this theme?</i> .....	15
4.3.4. <i>How can members contribute to the solution and who needs to be involved.</i> .....	16
4.4. Circular Agribusiness.....	17
4.4.1. <i>Is the theme relevant to Zambia</i> .....	18
4.4.2. <i>Common Issues/Trends in Zambia related to this theme</i> .....	18
4.4.3. <i>Solutions/Innovations that can be developed to address this issue</i> .....	19
4.4.4. <i>How can members contribute to the solution and who needs to be involved?</i> .....	19

4.5. Nutrition Sensitive Agribusiness .....	20
4.5.1. <i>Is the theme relevant to Zambia?</i> .....	20
4.5.2. <i>Which common issues/ trends in Zambia are related to this theme?</i> .....	21
4.5.3. <i>What solutions / innovations can be developed to address the issue?</i> .....	21
4.5.4. <i>How can members contribute to the solution? And who else needs to be involved?</i> .....	21
5.0 Information Session on poultry, dairy and horticulture business events.....	22
5.1. Investment in Livestock and Horticulture .....	22
5.1.1. <i>Key points from Discussion</i> .....	22
5.1.2. <i>Key Recommendations</i> .....	22
Annex 1: List of Exhibitors.....	23
Annex 2: Presentation - Evaluation of Finance Fairs .....	23
Annex 3: Presentation - Sharing of AgriProFocus Results 2016.....	23
Annex 4: Presentation - New AgriProFocus Strategy.....	23
Annex 5: Presentation - Information Session on Poultry, Dairy and Horticulture.....	23
Annex 6: Presentation – How to Sign Up on Our Website .....	23
Annex 7: Pictures from the event .....	23

## Introduction

AgriProFocus is a partnership network which aims to make agribusiness work for development. The partnership originated in the Netherlands and has 13 country networks in Africa and Asia. The network based in Zambia, hosted by SNV Netherlands Development Organisation, is a multi-stakeholder system which serves as a neutral meeting place for professionals from agri-business, farmer/producer organisations, government, research institutions, NGOs and the private sector to share expertise and conduct business.

AgriProFocus Zambia hosted its Annual Network Day for all of its members on 25th November at Radisson Blu Hotel in Lusaka. The Network Day brings together members in the public and private sectors to share network results, meet, reflect and collaboratively discuss the future plans and aspirations of the members.

The objectives of the Network day included;

- Sharing of AgriProFocus network results for 2016.
- Strategizing on network activities for 2017.
- Information sessions on upcoming events, activities and opportunities.
- Acquire information and feedback through brainstorming sessions that would help drive AgriProFocus' new strategy.
- Member exhibitions and business pitching of products and services.
- Networking and sharing knowledge and experiences.

There were over a 100 participants whose main expectations were to;

- Learn more about the benefits of being a member of APF and the impact on agriculture, small scale farmers and the development of the Agriculture sector.
- To increase their various networks and find partners to fulfil needs such as financing
- More details and information on their select areas of interest.
- Industry updates

## 1.0. Evaluation of Finance Fairs

### 1.1. Key points from discussions

- According to the analysis concerning the two finance fairs which were held this year, a lot organizations attended the Choma finance fair than the Chipata finance fair.
- The organizations that were present during the finance fairs both in Choma and Chipata had time to share information on their various products and services to the small scale farmers.
- Credit facilities such as loans are some of the main products that farmers need from financial institutions.
- Farmers still feel there is a need for more agronomic practices.
- Commercial banks are reluctant to participate in the finance fairs and this is evident from their reduced support and engagement over the years. In as much as financial institutions are reluctant, small scale farmers are willing to acquire loans and other forms of financial services but the high interest rates have proven to be an obstacle.
- Most small scale farmers are not fully aware of the insurance packages available on the market and future finance fairs can aim to bring more agro-insurers to the platform.

### 1.2. Key recommendations

- There is a need to expand the scope of the finance fair from pre-dominantly rural towns (Chipata and Choma) to urban set ups such as Lusaka to improve the network.
- AgriProFocus should do an evaluation on the organizations and the target group that attend the fairs so as to know why some companies do not attend the fairs.

- Insurance companies should raise awareness about their products and their importance to the farmers at the fair.
- To lobby with financial institutions to provide a friendly interest rate or a suitable model for the farmers.
- There is need to educate farmers on factors such as, appropriate seeds, fertilizers and the importance of soil testing.
- To change the name of the finance fair so that people do not think the fair is only for the finance institutions.

### 1.3. Question and Answer

- 1) Why do most organizations/companies not attend the finance fairs even though they have been invited?

A representative who exhibited under COMACO noted that this might be because most organizations/companies expectations are not usually met when they attend these event.

- 2) Why do most financial institutions not attend the financial fair?

It is because the population size of the small scale farmers are much less than the target population that the institutions require.

- 3) Why is it that most farmers do not insure?

This is because of the rigid conditions that insurance companies give and some farmers see it as just a waste of money.

- 4) Why is it that most farmers do not test their soils?

There is a lack of knowledge on the importance of testing soil.

## 2.0. Sharing of AgriProFocus Network Results

### 2.1. Key points from discussion

- For this strategy to work there has to be stability in the exchange rate or develop strategies to cushion the shocks from the economy.
- There needs to be stability in cost.
- There is need for cooperatives to be involved. The strategy can work if cooperative development is supported to work as a business.

### 2.2. Key Recommendations

- The network should come up with a model to research on how other countries facing similar situations have dealt with them.
- Cooperatives would not work with a top-down approach but with a bottom up approach. Farmers need to be at the forefront of organizing themselves into cooperatives.

## 3.0. Breakout Sessions

Participants of the Network Day were asked to break into groups do discuss the new themes under the new AgriProFocus strategy. Each breakout session addressed the following questions under each theme:

- a. Is the theme relevant for Zambia?
- b. Which common issues/trends do you see in Zambia related to this theme?
- c. What solution/innovation can we develop together to address this issue?
- d. How can you contribute to the solution? And who else needs to be involved?

The contributions highlighted below are the summarised opinions of the participants in each breakout sessions and do not necessarily represent AgriProFocus' mission, goals or future activities.

### 3.1. Inclusive Agribusiness (Gender)

Inclusive agribusiness (gender) refers to the systems and structures that support both men and women in their quest to make agriculture a business. With regards to Zambia, it was noted that women and youth together comprise the larger share of the Zambian population but yet there has been a tendency to overlook their contributions in the agricultural sector.

In this quest, strategies that are gender inclusive in agribusiness have the potential to create opportunities for women, especially those in rural areas by increasing their income and consequently contributing to national development. It is therefore pertinent to engage women in agribusiness ventures and not just agriculture if meaningful national development is to be attained.



*Figure 1: Inclusive Business Breakout Session*

### **3.1.1. *Is the theme relevant to Zambia?***

There was a general consensus that women make the larger population of low income people in Zambia and gender inequality in agribusiness holds back personal and national development therefore, this theme is relevant to the Zambian context.

### **3.1.2. *Common issues/trends in Zambia related to this theme***

- One of the major issues faced by women is securing their rights in decision making at both family and societal levels.
- The use of technology is yet another factor that has contributed to the exclusion of women from participating in active agribusiness. For instance, the use of tractors and ploughs are considered to be inclined more towards men than women culturally.
- There has been a tendency for companies and organisations to overlook the employment of women in the agricultural sector due to several reasons for instance:
  - The government policy that allows women to take a mother's day every month and a maternity leave when the need arises, this inhibits the employment of women as such occurrences are viewed as hindrances to development in most sectors including the agricultural sector.
- It had also been noted that women shun jobs that require huge manual labour such as tilling the land and therefore do not consider agricultural jobs.
- Lack of assertiveness on the part of women; this is often as a result of self- exclusion driven by cultural gender stereotypes. Women often rather wait upon other people (spouses) to make decisions with regards to how to run their business such as how much to invest and sell.
- Many female farmers face challenges in acquiring finance due to the fact that there are several uncertainties in this sector such as climate change, fluctuating crop prices and as a result are not willing to borrow or make long term investments in farming practices that could increase their yields for the fear of making losses and not being able to repay financial institutions.

### ***3.1.3. Solutions /innovations that can be developed to address this issue***

- Increased awareness on gender issues in agribusiness.
- Building assertiveness of women in agribusiness which can be done through programmes such as mentorship by enlightened women to those who are still struggling with self-assertion and self- awareness.
- Improving access to finance which can be achieved through;
  - Education of women on ways to choose banking methods and insurance schemes.
  - Financial institutions giving women priorities when selecting loan recipients.
  - Empowering women with local banking methods through cooperative associations.
- Breaking the language barrier by improving women's language literacy skills especially in rural areas to give them the opportunity to interact and network with other stakeholders in the agribusiness sector.

### ***3.1.4. How can members contribute to the solution and who needs to be involved?***

- Members of the network can spearhead gender education from the grassroots by liaising with traditional leaders and the private sector.
- Introduce mentorship programs of women at all levels to improve self-reliance and assertiveness in decision making to promote a gender balance.
- Lobby government and other stakeholders on policy interventions (social and financial policies) to empower females to participate in agribusiness.

### 3.2. Inclusive Agribusiness (Youth)

This theme focuses on improving the inclusiveness, fairness, durability and financial sustainability between small farmers on one hand and downstream agribusinesses (processors, exporters and retailers) on the other.



*Figure 2: Breakout session for inclusive business (Youths in Agriculture)*

#### 3.2.1. *Is this theme relevant to Zambia?*

Youths make up a large number of the population and they are productive and energetic, hence there is need to invest in them and involve them in agricultural activities so as to broaden the base for food production and processing and create jobs for them. There is need for the youths to be involved in agriculture at an early stage in order for this country to develop. Hence the theme is relevant to Zambia.

### **3.2.2. Common issues/trends in Zambia related to this theme**

- Most youths think that agriculture is for uneducated people and for the old people, hence they do not consider it as a desirable option that can help them earn a living.
- The education system is limited to the extent that most students are not trained to be entrepreneurs. Young people are taught to be employed and not to be employers.
- Difficulties in acquiring or Ownership of property (land) is one of the most challenging factors for youths to venture into agribusiness.
- Limited access to finances is one aspect that discourages youths to engage in to agriculture because of high interest rates. Agriculture needs capital and if they find challenges to access loans they tend to back off.
- Youths have very few role models who inspire them when it comes to agriculture as compared to other professions.

### **3.2.3. Solutions/Innovations that can be developed to address this issue**

- There is a need to change the mind-set of youths by providing them with the right information about agriculture and how important, rewarding and sustainable it can be when taken seriously just like other businesses.
- Youths should be encouraged to form cooperatives/groups so that they can have access to finances because it is easier to convince banks to give loans to a group of people like cooperatives than to give to an individual.
- Youths need to learn from experienced individuals in the industry.
- Youths need to be empowered (they can also consider traditional land which is almost free) with the factors of production (ownership of land) so that they can get involved in agricultural activities.
- Mechanization is also another solution that attract youth to agriculture, although this can be quite expensive. However, this creates an opportunity for youth to innovate and create simple and cost effective technologies.

- A participatory approach can be used to sensitize youths about the importance of agriculture for Zambia and its economy
- The education system especially tertiary education should be able to offer entrepreneurship skills to students.
- Platforms for rural and urban youth should be made available in order for them to learn from each other.
- Creating a good capacity building model that will enable the youths to get involved in agriculture.

#### ***3.2.4. How can members contribute to the solution and who needs to be involved***

##### ELIF Business Solution

- Helps young people, by giving them business solutions and rewarding outstanding entrepreneurs every year.
- Helps young people to search and discover their talent, skills and also discover their competence in critical areas.

##### Agriterra

- Promotes youth participation in cooperatives as well as the establishment of youth led cooperatives as a way for them to get benefits they would otherwise not get as individuals.
- Mobile Money Solutions
  - They can possibly partner with Bongohive and Agriterra to provide solutions under this theme.

#### ***3.2.5. Other key points from the discussions***

Training youths on the most effective farming practices has huge economic benefits to the country's economy.

There is a need to go back to the roots, if agriculture is to be taken seriously. The information about the importance of agriculture needs to be conveyed to the young people starting from the bottom (primary and secondary schools) up to the top (universities and colleges).

### 4.3. Climate Smart Agribusiness

According to the FAO Climate Smart Agriculture is an approach that helps to guide actions needed to transform and reorient agricultural systems to effectively support development, and ensure food security in a changing climate.

During the network day, individuals from different sectors came together to discuss the relevance of climate smart agribusiness in Zambia. To better understand its importance the issues or trends currently being experienced due to climate change were highlighted as well as the solutions or innovations that can be developed to address this issue.



Figure 3: Breakout session Climate Smart Agriculture.

#### **4.3.1. Is the theme relevant to Zambia?**

The answer to this question was a unanimous yes. The effects of climate change are being experienced worldwide. Zambia is not exempt from these effects. This section only looks at how Zambia's agricultural industry is affected.

#### **4.3.2. What are the common issues or trends in Zambia related to this theme?**

Some of the issues experienced in Zambia because of climate change are;

- Changing rain patterns that adversely affect the water levels.
- Flash floods in some areas and dry spells in others
- Increase in temperatures
- Bush fires.
- Aphid resistance

These in turn result in:

- A reduction in yields or productivity.
- Low crop quality.
- Reduction in farmers' incomes.
- Deforestation
- Increase in the prices of scarce produce or end products of that produce.
- Farmers switching from classical agriculture to raising livestock.
- Food insecurity - lean months have increased.

#### **4.3.3. What solutions/innovations can be developed to address this issue?**

In order to overcome the issues faced due to climate change the following were noted as solutions to mitigate its effects/adverse effects.

- Water management

- Drip irrigation
  - Dams and water harvesting
  - Watershed management
  - Solar pumping and reducing Greenhouse gases as a low emissions strategy.
- Implementing sustainable farming practices such as;
- Agro forestry
  - Conservation farming
  - Improvement of seed varieties
  - Diversification (raising livestock and planting fruit trees etc)
  - Mentality change (Sharing information, extensive coaching and hosting education sessions).
- Promote smart technologies. Technological advancements have produced equipment that is more suitable to the changing climate.

#### **4.3.4. How can members contribute to the solution and who needs to be involved.**

The members involved in the discussion all put forward current actions and suggestions on what they as organisations or individuals can do;

- KickStart: Southern Province; training on water harvesting (trigger pumps) & other good agricultural practices
- ProfitPlus: Eastern Province, Central Province and Lusaka Province; Capacity building on Conservation Farming and Agroforestry.
- World Vision: Nationwide coverage; Capacity building on Farmer Managed Natural Regeneration (including agro-forestry); focus is on small holder farmers. Parent organisation of Vision Fund- a micro finance institution.

- Apostolic Group; Southern, Western, Central, Lusaka, Luapula Provinces; Active in climate risk adaptation and agroforestry
- UNZA students: Offer research services and internships on CSA
- Individual poultry farmers: not geared to capacity building, but possess practical poultry raising experience in a context of drying climate; growing experience in water management.
- GIZ: Eastern & Southern Provinces; covering 35,000 farmers and targeting 80,000. Conservation Farming, Agroforestry, community seed banks, wood harvesting, water harvesting
- SNV: Eastern, Southern, Northern; Integrated soil fertility management, agroforestry, biogas and bio slurry, biomass energy, dairy farming
- SEEDCO: Nationwide coverage; educational campaigning on improved seed varieties, joint research with Conservation Farming Unit.
- AFRISEED: Nationwide coverage; Awareness raising on drought tolerant seed varieties, information/education campaigns on water management
- Sintel Consultants: Advisory services on CSA technologies
- Agribusiness Innovations Nationwide coverage with presence in some provinces; Advisory services on CSA technologies including drip irrigation, water harvesting, solar powered pumps.

#### **4.4. Circular Agribusiness**

Circular agribusiness is a concept that is based on the three R's, that is; reduce, reuse and recycle. If everything that is put in as an input is reduced, reused or recycled, the loop will be continuous. This is a cycle that can be extended into circular economies. Circular economies are an alternative to a traditional linear economy of making, using and disposing

but keeping resources in usable form for as long as possible in order to extract the maximum value from them.



*Figure 4: Breakout session during circular business discussions.*

#### ***4.4.1. Is the theme relevant to Zambia***

Circular agribusiness is relevant to Zambia. Not only would it improve the economy but also reduce environmental problems. Since there is not much circular agribusiness in the country, the value chain that is already used can be redesigned. Farmers as well as the rest of the population would have to change their mind set and increase awareness on how they use materials. For instance, instead of throwing things away and creating litter that turns into piles of garbage, these things can be sold to people who can make use of them.

#### ***4.4.2. Common Issues/Trends in Zambia related to this theme***

The trends in Zambia that are related to this theme are;

- A lack of innovation. This is from both the companies that recycle and also from the population itself.
- There are no advertisements that encourage the public to recycle. The companies that recycle go to large companies and cities and not to compounds where garbage is a problem. This would also be too costly for the companies to do.
- The public sector does not help much because there is not enough law enforcement pertaining to these issues.
- There is a lack of knowledge among farmers on the concept of recycling. Some crops that produce by-products (e.g. feed) are low in production.

#### ***4.4.3. Solutions/Innovations that can be developed to address this issue***

Solutions that can;

- Encourage circular agribusiness by building partnership linkages that work together with chiefs and local leaders.
- Develop campaigns to create awareness and education of circular agribusiness.
- Turn the issue of recycling into a business opportunity. Encourage and teach farmers how to make compost manure and improve the process of its production.

#### ***4.4.4. How can members contribute to the solution and who needs to be involved?***

- For circular agribusiness to work everyone needs to be involved especially the government, private companies, the media and the general public. There needs to be a bureau of standards that enforces rules and laws that encourage companies to recycle.

- Policies need to be created that put extra prices on products or materials that are recyclable. However, policies will not be effective if there is no incentive or people are not convinced that they will get something more out of recycling.

#### 4.5. Nutrition Sensitive Agribusiness

The focus of nutrition sensitive agribusiness is on improving and advocating for the production of nutritious foods.



*Figure 5: Nutrition Sensitive Agribusiness breakout session*

##### 4.5.1. Is the theme relevant to Zambia?

Yes it is relevant. It helps individuals learn more about the nutritional benefits of the contents they ingest. Nutrition sensitivity also reduces malnutrition and stunting rates. It also helps to eliminate effects of chemical content such as toxins from pesticides. Nutrition Sensitive Agribusiness encourages traditional/ Agricultural practices.

#### ***4.5.2. Which common issues/ trends in Zambia are related to this theme?***

The common issues/ trends are outlined below;

- Control of products produced so as to avoid products that are toxic.
- Synthetic fertilizers only provide NPKS whereas plant needs more.
- There is inconsistency of regulation standard in food processing.
- Mono crop cultivation
- Less nutritious food for consumption
- Lack of availability of seeds/regeneration due to wild fires.
- Wild/ nutritional foods almost extinct due to burning
- Lack of technological knowhow
- Most nutritional foods tend to be more expensive.

#### ***4.5.3. What solutions / innovations can be developed to address the issue?***

Solutions and innovations that can be developed are;

- Information needs to be disseminated through social media, campaigns and outreach programs that help people understand the importance of good nutrition.
- Encourage biodiversity to discourage herbicides
- Develop market for more nutritious foods
- Use existing structures to disseminate health/nutritional value of food
- Implement policies to determine use of herbicides and promote mixed cropping.

#### ***4.5.4. How can members contribute to the solution? And who else needs to be involved?***

Members can contribute through;

- Sharing of knowledge and putting it into practice
- Create realistic tenures to resources

- Create local stabilization and order such as headman authorization
- Create national sensitization
- Everyone needs to be involved in this such as individuals, public, private sector, cooperatives as well as families in order for change to take place.

## **5.0 Information Session on poultry, dairy and horticulture business events.**

### **5.1. Investment in Livestock and Horticulture**

Dutch companies are therefore looking for linkages between them and Zambian businesses in poultry, horticulture and dairy. In order to facilitate this partnership the aim is for the Dutch trade mission to attend Agritech in Zambia to stimulate trade.

#### ***5.1.1. Key points from Discussion***

Agriprofocus' main role in the proposed partnerships would be to facilitate the linkages between the appropriate groups. The proposal was discussed with members during the network to ascertain if Zambian members would be interested in these partnerships.

Additionally, members were invited to attend the 2017 Agricultural show in Tanzania where a Dutch pavilion would be present that can help facilitate matchmaking.

#### ***5.1.2. Key Recommendations***

- The network could collaborate with COMESA to link Zambian agri-business sector and Dutch organisations to help make the partnership a reality.

### **Annex 1: List of Exhibitors**

- Saro
- Elif Business Solutions
- Seba Foods
- Agricomm
- Vet 24
- SNV: Energy for Agriculture

### **Annex 2: Presentation - Evaluation of Finance Fairs**

Please refer to attached presentations.

### **Annex 3: Presentation - Sharing of AgriProFocus Results 2016**

Please refer to attached presentations.

### **Annex 4: Presentation - New AgriProFocus Strategy**

Please refer to attached presentations.

### **Annex 5: Presentation - Information Session on Poultry, Dairy and Horticulture**

Please refer to attached presentations.

### **Annex 6: Presentation – How to Sign Up on Our Website**

Please refer to attached presentations.

### **Annex 7: Pictures from the event**

Please view pictures from the event [here](#).