Our network & Contract Farming

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In case you missed it, the Business Drinks event was great

AgriProFocus, in partnership with Ethiopia Netherlands Trade for Agricultural Growth (ENTAG), organized the second Business Drinks of the year on 30th of March 2017 at Black Rose Lounge, Addis Ababa. The Business Drinks have been organized since 2015 for the purpose of bringing together the agribusiness and agricultural development community for an informal interaction and networking.
Producer organisations and market chains
Facilitating trajectories of change in developing countries

edited by: Giel Ton | Jos Bijman | Joost Oorthuizen
Investors that plan to work with contract farming in developing countries face opportunities and risks. Investment proposals are frequently based on optimistic assumptions without thoroughly analyzing the probabilities that things may go out of hand. In this checklist we list issues that you need to resolve and anticipate when embarking on contract farming. Further information is available in the “Sense and Sensibilities in Contract Farming: tool for reflection on critical issues in contract farming arrangements in developing countries”.

**Contract**
- Be aware that most contracts cannot be enforced by justice or police
- Check whether smallholders clearly understand their obligations and rights
- Define the way to settle future disputes
'Going Local'
The case of Minimex

A report on how Minimex can source from small scale farmers in Rwanda
It takes two to trade
Understanding and improving farmer-firm relations in Africa
Why this book is special ....

a) It emerged in our Ethiopia network:
   - 3 cases in FSRE innovation fund
   - 5 cases from other members and partners

b) It turned into a joint learning track
   - analytical framework, 5 dimensions
   - input for training sessions APF/FSRE, ATA

c) It ended in a co-production
   - 1 lead author, 9 co-authors, 3 editors
What is in it: Analytical framework

1. The partnership
   A. The partners
   B. Size and scope of the contract farming scheme
   C. Drivers of the contract farming scheme
   D. Support and sustainability

2. The contract
   A. Quality inputs
   B. Technical assistance
   C. Access to finance
   D. Access to market
   E. Risk management
   F. Quality control
   G. Logistics arrangements
   H. Price system
   I. Payment system

3. The interface
   A. Characteristics of the interface
   B. Communication
   C. Organizational set-up
   D. Financial sustainability

4. Enforcement
   A. Type of contract
   B. Liability
   C. Comprehensiveness
   D. Built-in enforcement systems

5. Impact
   A. Farmers
   B. Firm
   C. Value chain
### Table 1: Overview of the case studies (data refer to 2015)

<table>
<thead>
<tr>
<th>Case</th>
<th>Start</th>
<th>Contracted farmers</th>
<th>Farmers groups</th>
<th>Firm</th>
<th>Donor*</th>
<th>Facilitator / NGO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malt barley</td>
<td>2014</td>
<td>10,200</td>
<td>Existing and new unions, coops, lead farmers, MFI groups</td>
<td>Heineken</td>
<td>DGIS/ICCO</td>
<td>EUCORD, HUNDEE</td>
</tr>
<tr>
<td>Chickpea</td>
<td>2014</td>
<td>714</td>
<td>Existing union and cooperatives</td>
<td>ACOS</td>
<td>FSRE</td>
<td>FC</td>
</tr>
<tr>
<td>Seed potatoes</td>
<td>2013</td>
<td>110</td>
<td>Informal groups</td>
<td>Solagrow</td>
<td>FDOV</td>
<td>SNV</td>
</tr>
<tr>
<td>Sesame</td>
<td>2007</td>
<td>1,000</td>
<td>Existing union and cooperatives</td>
<td>Selet Hulling</td>
<td>PSI</td>
<td>Cordaid</td>
</tr>
<tr>
<td>Green beans</td>
<td>1999</td>
<td>40</td>
<td>Existing union and cooperatives</td>
<td>Ethio Flora</td>
<td>CFC</td>
<td>None</td>
</tr>
<tr>
<td>Passion fruit</td>
<td>2010</td>
<td>16</td>
<td>New cooperative</td>
<td>AfricaJUICE</td>
<td>GIZ/ICCO</td>
<td>FC, FFARM</td>
</tr>
<tr>
<td>Sugarcane</td>
<td>2008</td>
<td>3,722</td>
<td>New union and new cooperatives</td>
<td>Wonji Shoa Sugar Factory</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>
Thank you: members and partners
Thank you: authors and editors

Gerrit Holtland
E-mail: gholtland@wur.nl
Gerrit is a son of a farmer in Wageningen, now over a decade. Sustainable agriculture focus is on the human modern value chains on Dutch farming. It takes time to grow. Successful are: farmers, farms and their marketing success. I shall act as a consultant and invest part of the benefit.

Getachew Mekonnen
E-mail: g.m.mekonnen@wur.nl
Getachew has obtained a PhD in Germany. He has been increasingly occupied with development. He has carried out pilot testing and agribusiness projects. Organizations, cooperative and agribusiness initiatives that people and smallholder farmers. "For contract farming to be effective, business relationships of the scheme"

Fekadu Adugna Tufa
E-mail: f.adugna@grt.gr
Fekadu has a PhD in So Germany. Currently he is a College of Social Sciences. He is head of the Department of Agricultural Policy Research and Conflict Management. He published articles in peer-reviewed journals. "Contract farming is workable, but must include business and include risk management strategies."

Gizaw Legesse
E-mail: glegesse@agriprofocus.com
Gizaw is a Communication specialist. He worked as a journalist. He is also a graphic designer from Unity University with an MBA. His involvement and biographies include:

"It proved difficult to capture the topic separated in space and time. In the end, only..."

Sorsa Debela Gelal
E-mail: sorsadebela@gelal.com
Sorsa is educated in the sector for 20 years. He is a founding member of AFARM PLC Agribusiness and Value. "Mutual trust and smooth contract farming than any legal one..."

Misra Aklilu
E-mail: misraakili@gmail.com
Misra was trained in different positions for Change, where he is the program Coordinator. As an access innovator, he says development of the program of partnerships. Misra is a member of the Working Group on contract farming, a sort of "Contract farming has both advantages..."

Lamberto Lambrt
E-mail: iambert@iambert.com
Lamberto is a Scientific agriculture and rural development. He is involved in research. Last year, he has worked with small-scale farmers to improve their knowledge and innovation. He was the Project Manager of SUPH. "Contract farming for small-scale farmers. It represents an opportunity..."

Terfesa Dandare
E-mail: terfesadandare@gmail.com
Terfesa received his Ph.D. in 1995. He joined the Wets Black building and the Black revolution in Ethiopia. "Contract farming is about how ha..."

Tarekegn Garoma
E-mail: tarekegn.garoma@gmail.com
Tarekegn studied in and has worked in the extension service. He has worked with smallholder farmers on barley production and more. "The ultimate goal of farming is the survival of human beings and relations. In the end, the seller is very crucial. Both parties need to be involved..."

Misra Akilu
E-mail: misraakili@gmail.com
Misra has participated in a number of cooperative initiatives. He has worked with smallholder farmers on barley production and more. "The ultimate goal of farming is the survival of human beings and relations. In the end, the seller is very crucial. Both parties need to be involved..."

Tiglu Tesfaye
E-mail: tigletes@yahoo.com
Tiglu graduated from a university in the Netherlands. He is a consultant for Herbs PLC and Green M. He has worked in Ethiopia. The project involved a number of farmers and smallholder farmers, including his own. "A contract farming scheme comprises them, plays a great role to achieve their goals and..."

Wim Goris
E-mail: wgoris@agriprofocus.com
Wim grew up on a mixed farm in the Netherlands and worked in food security and agritourism in Latin America. As a consultant, he promotes farmer-entrepreneurship and cultural innovation in Ethiopia. This publication included...