

# Partner Web Seminar: Boosting our Impacts in Agribusiness



# Netiquette






1. This web seminar and the break-out sessions will be recorded.
2. Please turn off your cameras and mute your microphones.
3. If you have a contribution or question, please raise your hand in MS Teams.



4. Please wait to be selected by the moderator before you unmute your microphone and turn on your camera.
5. You can also use the chat function in MS Teams to raise questions and to make contributions. If you see a question that you find interesting, please like it. 👍
6. If you encounter any technical problems throughout the session, please contact Ms. Caroline Jehmlich ([caroline.jehmlich@giz.de](mailto:caroline.jehmlich@giz.de))



# Agenda

- |   |   |
|---|---|
|  9:30 – 9:50     | Welcome and purpose of this web seminar   |
|  9:50 – 10:05    | Get to know each other (via Wisembly)   |
|  10:05 – 10:45   | Agribusiness Facility for Africa (ABF):<br>Design and status, incl. special guest intervention<br>• Q&A Session |
|  10:45 – 11:35   | Harvest 2020 and way forward 2021:<br>Break-out sessions based on your interests                                |
|  11:35 – 12:00 | Way forward and closing   |

# Purpose of this web seminar

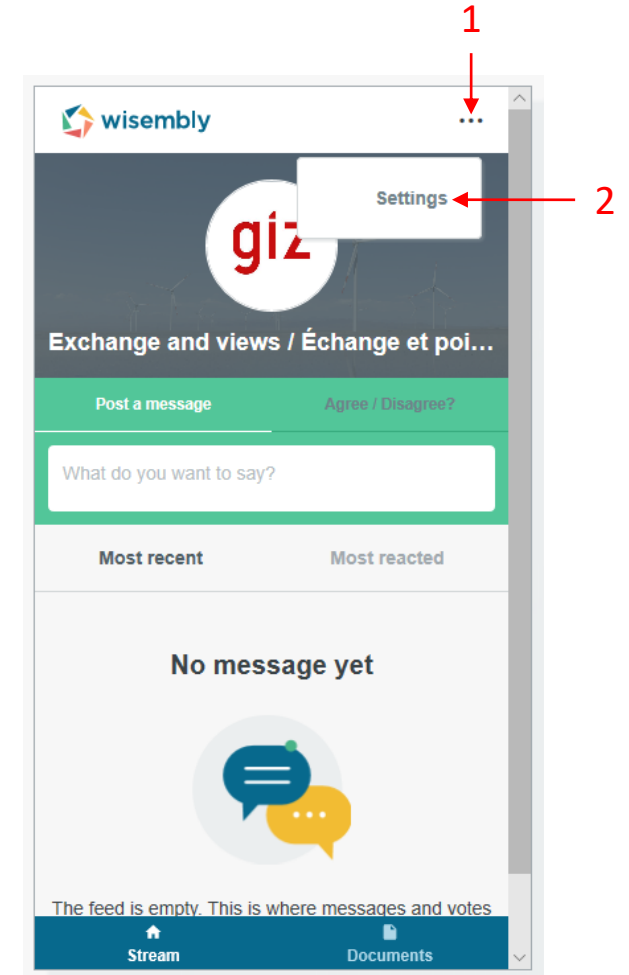
Coming together and building a network for learning and exchange

- We want to learn from you... We can all learn from each other



# Wisembly

- How and when to use:
  - We will let you know when to vote on something in Wisembly
  - Click on the link: <https://app.wisembly.com/exchange2020>
  - Enter the password: **Agribiz20**
  - Change your language by clicking on the three dots and then on “Settings”
  - Please stay logged-in in your browser until the end of our session
  - If your screen goes into screen save more in between, please refresh the page to see new polls
- Good to know
  - Voting is anonymous and voluntary
  - Helps us guide the session and receive your inputs
- Get to know each other
  - Focus of work
  - Experience in cooperation with agribusiness programmes SSAB and ABF



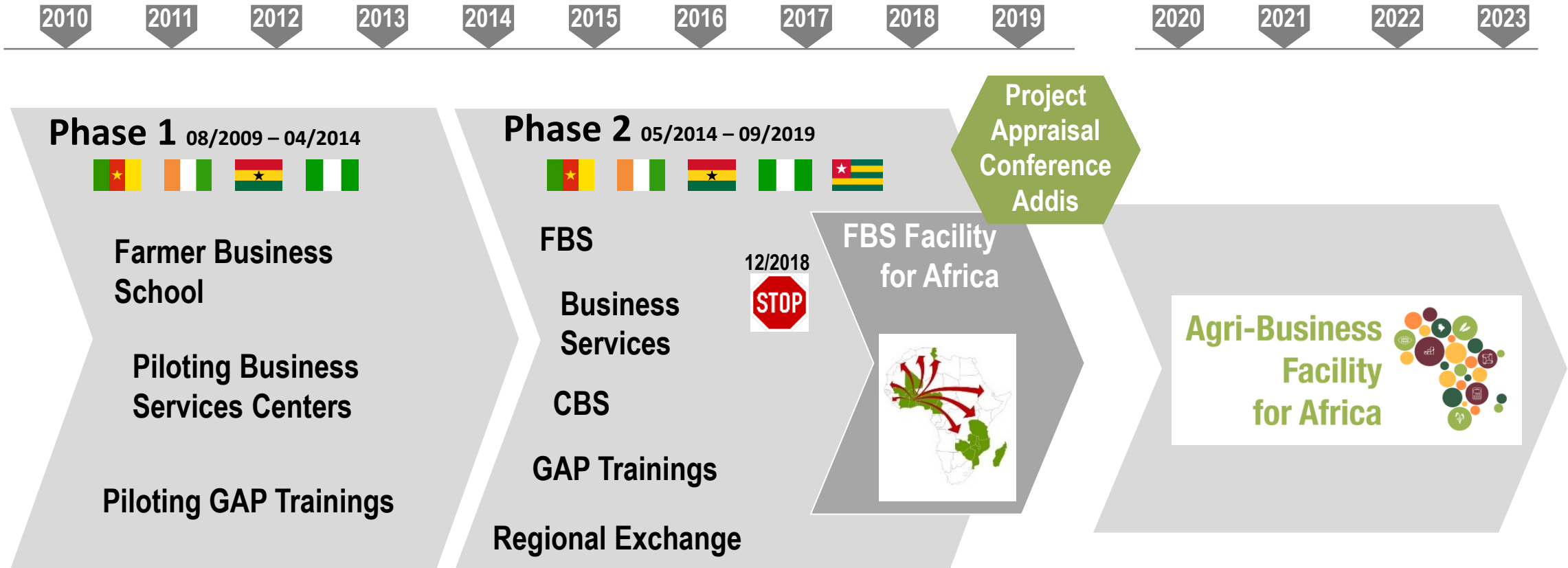
# Say cheese!



# Agribusiness Facility for Africa (ABF)



# ABF: building on experience and your inputs to design



# Result of Design Process: ABF

**Objective:** Impact of private and public agribusiness support measures and organizations for MSME in Africa has improved in large scale.

## Advisory on demand



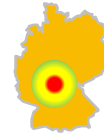
Scaling agribusiness training for MSME (FBS, CBS, PBS, GAP & Co.)



Vocational training for agribusiness and business models



Innovative approaches, investment analyses, new training



Annemarie  
Matthess  
- Head of  
programme



Veronika Kling



Melanie Hinderer



Anja Metz  
Finance

Advisory



Caroline Jehmlich



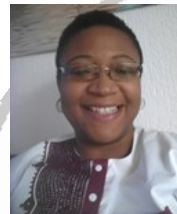
Simon Striegel



Julika Stauber



Bernard Agbo



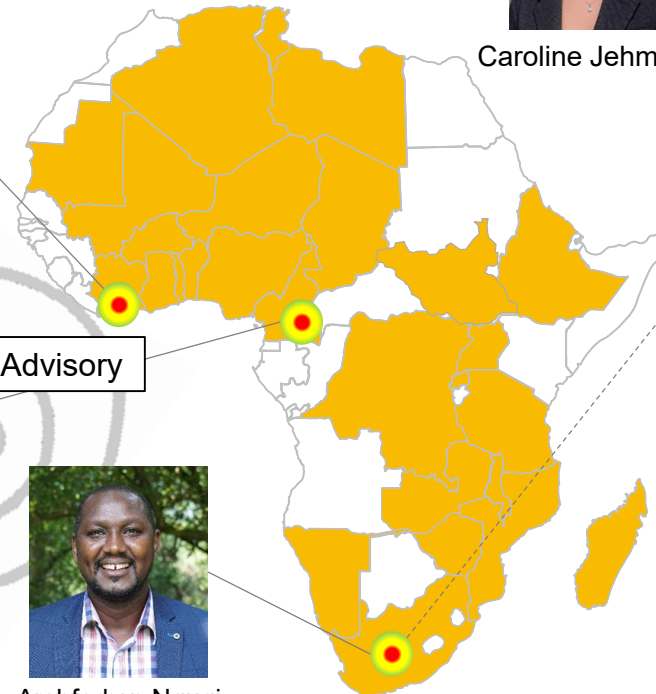
Berthe Minnie Balep



Hell Makong



Arshfod an Ngugi



Advisory

# Scaling successful Agribusiness Trainings

## Farmer Business School (FBS)

27 countries, > 85 curricula for 39 value chains

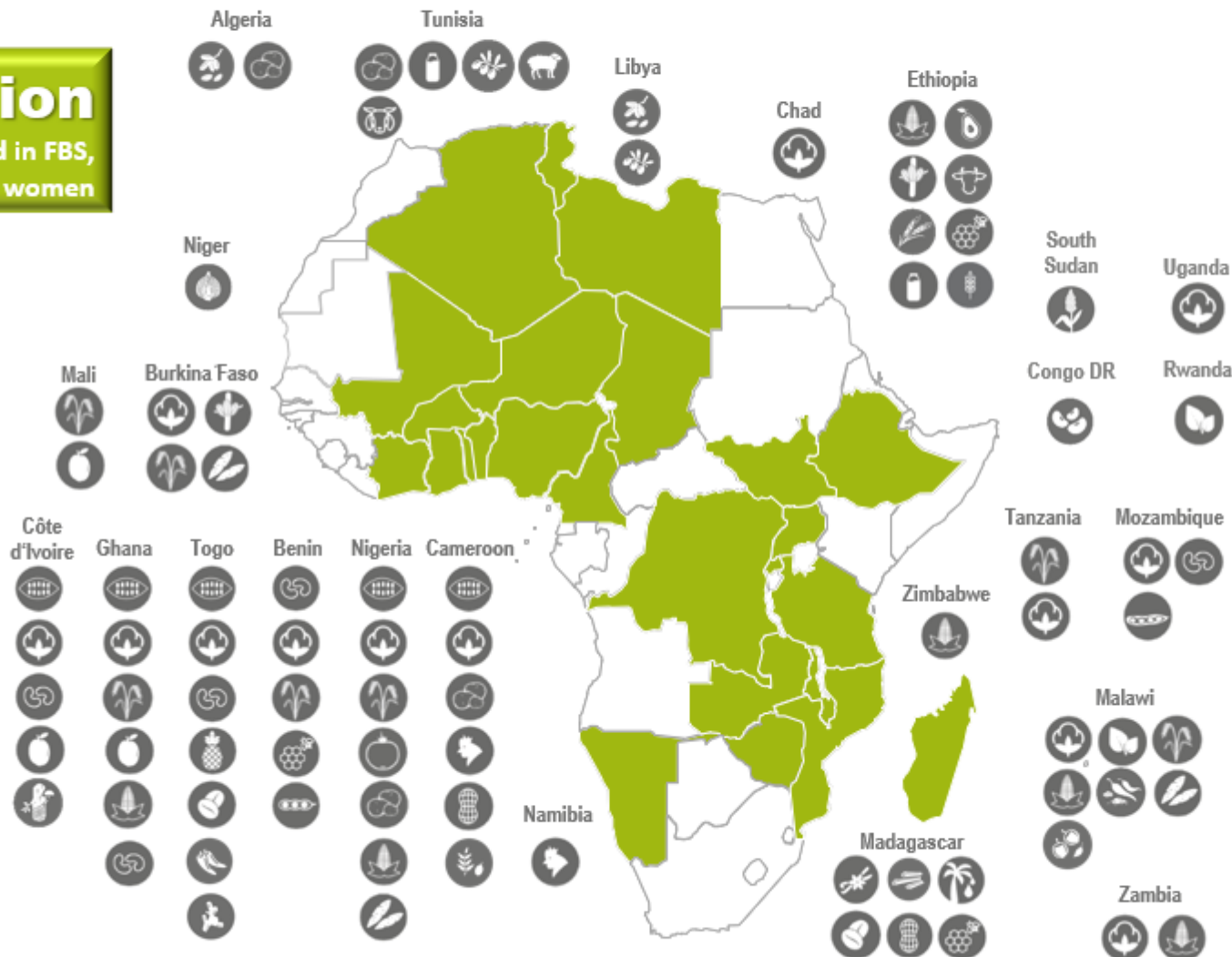
- Innovative production systems, including climate-smart agriculture
- Standard tools for calibrating and scoping, economic analysis, budgeting and partnership agreements, M&E
- Network of 30 certified master trainers continuously building up further expertise
- Overhaul of ToT materials
- First online ToT Algeria concluded with success and lessons on optimization and scaling



# FBS in Africa

> 1.4 Million

Smallholders trained in FBS,  
33% women



## 39 lead products

- |             |            |
|-------------|------------|
| Avocado     | Milk       |
| Beans       | Neem oil   |
| Beekeeping  | Oil palm   |
| Cashew      | Olive      |
| Cassava     | Onion      |
| Cattle      | Pepper     |
| Chicken     | Pigeon Pea |
| Chili       | Pineapple  |
| Cinnamon    | Potato     |
| Cocoa       | Rice       |
| Coffee      | Rubber     |
| Cotton      | Sesame     |
| Dates       | Sheep      |
| Ginger      | Sorghum    |
| Goats       | Soy bean   |
| Groundnut   | Tea        |
| Macadamia   | Tomato     |
| Maize       | Vanilla    |
| Malt barley | Wheat      |
| Mango       |            |

# Scaling successful Agribusiness Trainings

## Cooperative Business School (CBS) 9 countries, 13 curricula for 5 value chains

- New: CBS 2.0 Youth
- Simplified and standardized business models
- Master trainer programme (English and French) starting 12/2020
- Considered also for ATVET Institutions → Output 2



# Agribusiness Training Approaches

## Processor Business School (PBS) 6 countries, 13 curricula for 9 value chains

- Processing of food, non-timber forest products and by-products
- Strong participation of female (>90%) and young entrepreneurs
- New modules about
  - i. Price risk management,
  - ii. Product quality protection & sustainability of environment,
  - iii. Producer organization with cash-flow analysis of more costly investments
- Certification process for trainers in the pipeline



# Outreach of Training Approaches

Output 1

> **600**

Cooperatives trained in CBS,  
>3,700 participants, >20% women



> **55,000**

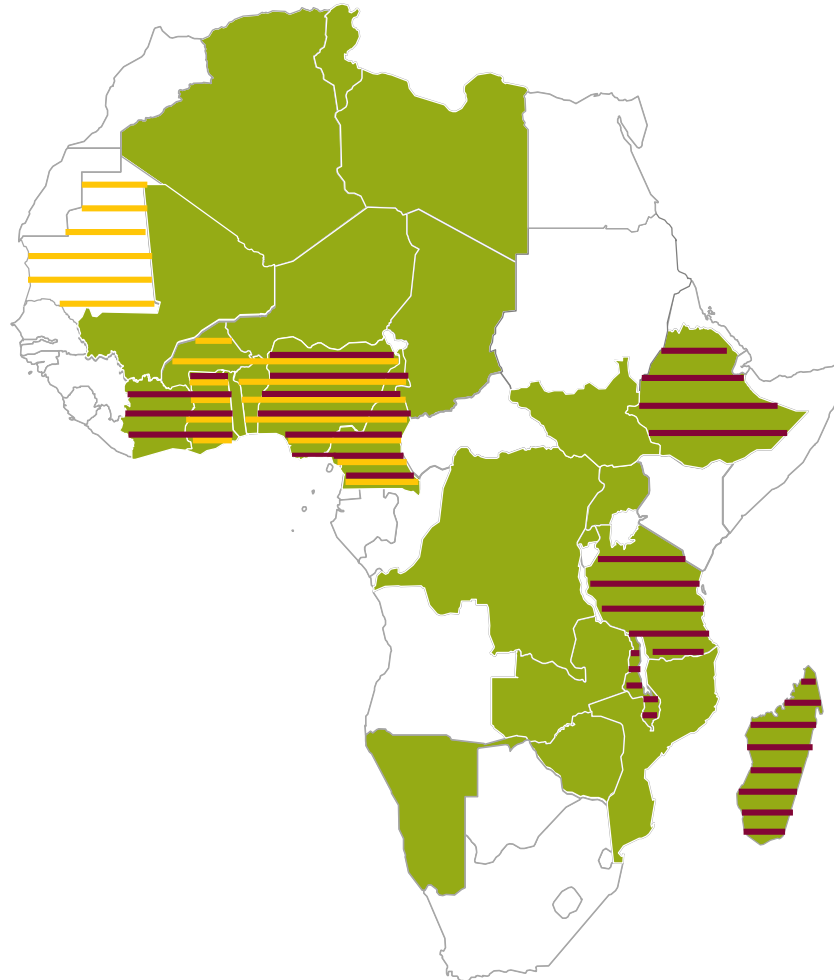
Processing MSMEs trained  
in PBS, 90% are women



**CBS**

**PBS**

**FBS**



> **1.4 million**

agricultural MSMEs trained in FBS,  
33% are women



> **85 FBS**

Curricula on 39 lead products

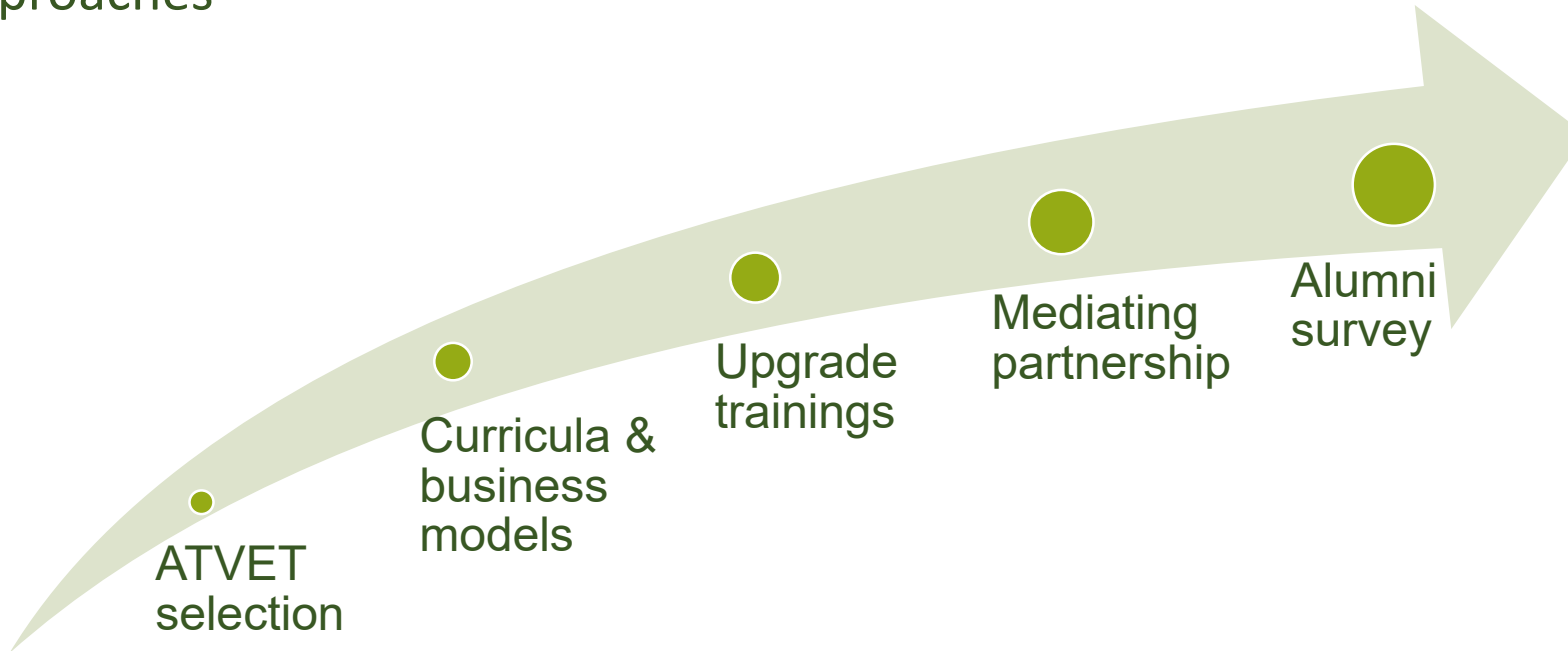
**30** GIZ supported  
programs & partners

**6** National  
organizations

**2** Companies

# ATVET for growth and jobs from agribusiness

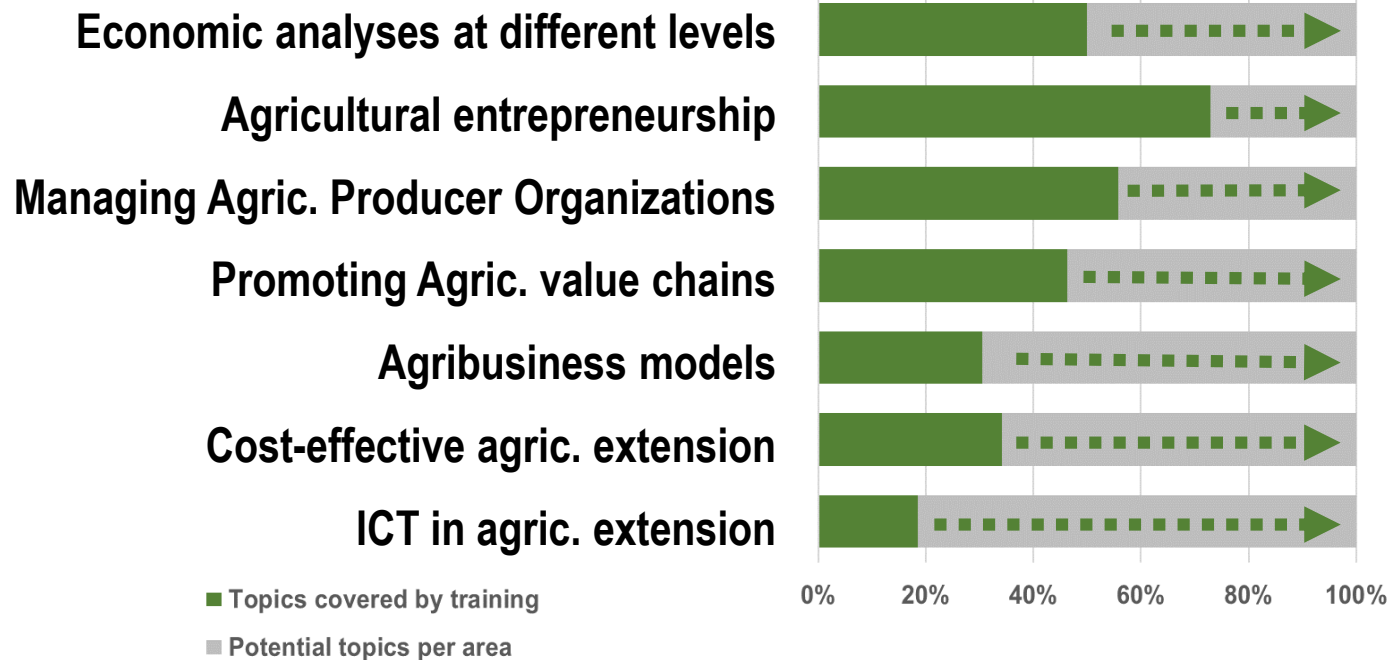
**Objective:** qualify ATVET institutions to train students and young professionals as multipliers for tried-and-tested agribusiness training approaches



# ATVET for growth and jobs from agribusiness

**Selection:** 85 institutions invited to express interest → 25 eligible applications assessed by criteria list  
→ 14 institutions interviewed by international jury → **8 institutions selected : Welcome**

## **Opportunities:** Improve coverage of Agribusiness topics



## **Next steps:**

- 👉 Kick-off & planning workshop 01/2021
- 👉 Partnership agreements
- 👉 Upgrading of teachers
- 👉 Business models for training courses
- 👉 ...

## **Vision:**

Leverage and enhance African expertise for ownership and scaling up to tap into further development and employment

# Innovative Approaches

## Dig4Ag

- **3D animations, WhatsApp, What's GAP** now online
- **Support to Scaling FBSInnova App:** calculation of profit per crop system, cropping calendars
- **Agri-business e-Academy:** online platform for networking, learning and certification of FBS practitioners



## Cost-effective services & new trainings

- **Assess cost-effectiveness of investments** in ATVET, extension, value chains, employment and (ICT-supported) approaches
- **Estimating employment effects**
- **Evaluating large scale skills development**



# Partnership with



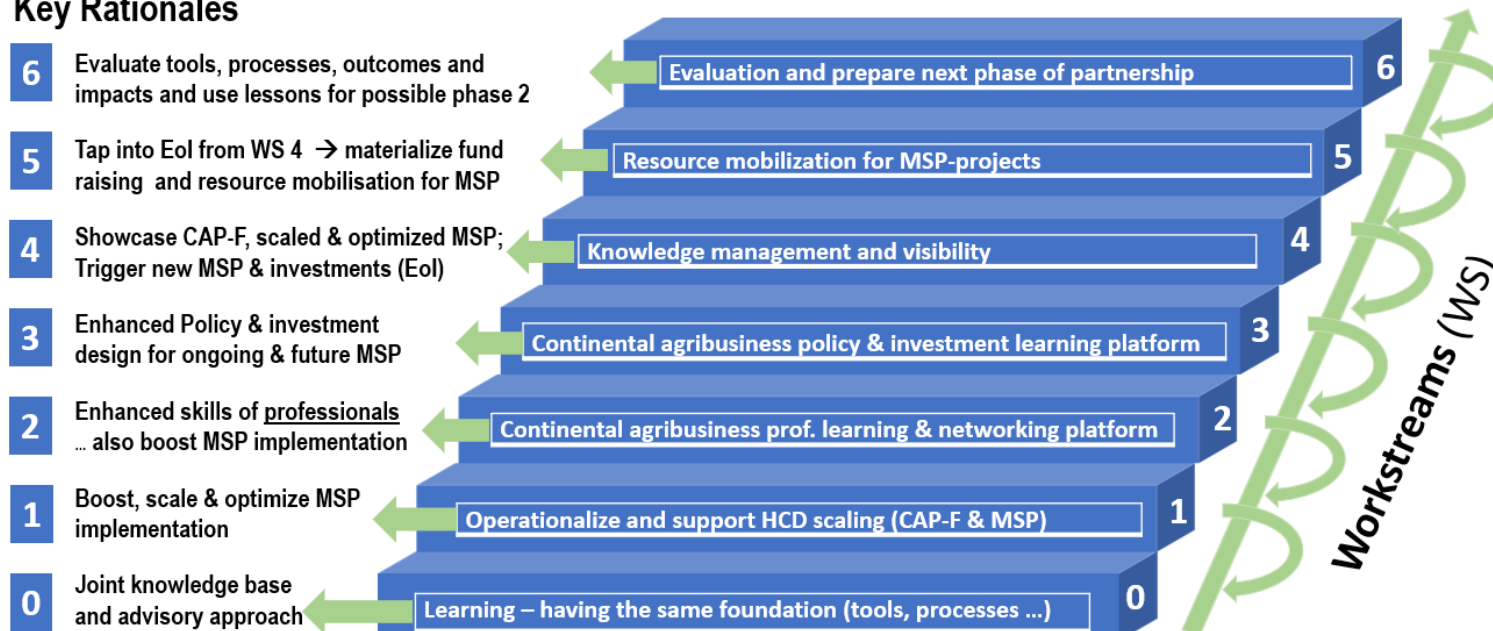
**AUDA-NEPAD**  
AFRICAN UNION DEVELOPMENT AGENCY

**GROWAFRICA**

**Why?** Partnership aligned with Agenda 2063  
Focus on promotion of African agribusiness and MSME

<b>Joint Vision</b>	To jointly facilitate investments into agricultural value chains through Grow Africa CAP-F* business model and GIZ ABF capacity development approaches for MSMEs		
<b>Outputs</b>	MSP set up and optimized	Increased investment in ag. value chains	Knowledge management, proof of impact, resource mobilization enhanced

## Key Rationales



\*Country Agribusiness Partnership Frameworks (CAP-F); \*\*MSP – Multi-Sector Partnership \*\*\* Eol (Economies of Investment) \*\*\*\* HCD- Human Capacity Development

## Grow Africa is present in 16 countries

Benin	Mozambique
Burkina Faso	Rwanda
Côte d'Ivoire	Senegal
Eswatini	Seychelles
Ghana	South Africa
Kenya	Tanzania
Malawi	Uganda
Madagascar	Zimbabwe

Overlap with ABF partner network



**Our Aspirations  
for the Africa  
We Want**

# Questions & Answers



# Break-out sessions

## Now it's your turn

- What is a key topic that you would like to exchange on with regard to your work with Agribusiness Facility / FBS Facility?

## How will the exchange take place?

1. Collecting your ideas
2. We cluster your suggestions into broader topics
3. We split into break-out sessions

You can join one group depending on your interests and exchange with the others there (max. 30 minutes)!

# Break-out sessions

## How to join a break-out session:

- Links to the break-out sessions will be posted in the chat including:
  - Number of the break-out session
  - Topic to exchange on
  - Facilitator of the room
  - Link „Click here to join the meeting“
- Please click on the link of the session you are interested in the most
  - Another MS Teams call will open

## How to get back to the general web seminar:

- After the break-out session the facilitator will post the link to the general web seminar
- We come back to the general session to exchange on the outcomes of the break-out sessions and the way forward

# What is a key topic that you would like to exchange on with regard to your work with Agribusiness Facility / FBS Facility?



# Learning continued

## Agribusiness online expert talks:

- You and us on strategies, methods, capacity development
- Share knowledge & evidence
- Bringing successes to scale
- Use existing and expand network

## Survey 2020:

Will be sent to our advised partners by the end of this week. We would be happy to receive your responses by 21<sup>st</sup> December.

Overall results will be shared with you in January.

# Wisembly: “What are your wishes for our future cooperation and the network?”

Word cloud containing the following terms:

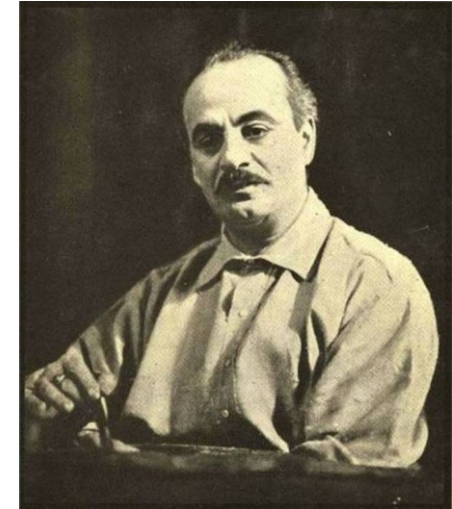
- institutionalisation
- exchange
- quality
- refreshing
- management
- courses
- online
- concept
- experiences
- share
- tools
- knowledge
- partnership
- cross-country
- e-learning
- additional
- level
- learn
- jointly
- processes
- country
- insurance
- consolidation
- cross



# Closing

**“Work is love made visible.  
And if you cannot work with love but only with distaste, it  
is better that you should leave your work and sit at the  
gate of the temple and take alms of those who work with  
joy.”**

– Khalil Gibran



**Wisembly:** “What are your wishes for our future cooperation and the network?”