Public-Private Partnerships (PPP) to Promote Legume Value Chains and to Benefit Smallholders:
Experiences from ILRI-N2Africa

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The project promotes a specific legume technology to benefit smallholders.

Litter fall, root and nodule turnover

Inoculation improves feed quality

<table>
<thead>
<tr>
<th>Treatment</th>
<th>CP (%)</th>
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<tbody>
<tr>
<td>-P-I</td>
<td>5.6</td>
</tr>
<tr>
<td>+P-I</td>
<td>6.0</td>
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Graph: Inoculation improves feed quality, with CP (%) values of 5.6, 6.0, and 6.4 for -P-I, Treatment, and +P-I, respectively.
Yield increase – evident for most farmers

35% of target farmers got yield advantage of 0.5 - 1t over the control yield

Yield advantage of ≥ 1t over the control yield to 25% of target farmers
Are you coming also this year to establish demo plots? We are convinced that the tech. works—please bring the inoculants so we grow more for market.
The Public Private Partnership (PPP) - for dissemination and scaling up of N2Africa technology

**partnership** - an arrangement where parties agree to cooperate to advance their mutual interests

**The four project pillars**

- **Stakeholders’ capacity development** on improved legume technologies, agribusiness, gender mainstreaming, legume value addition and nutrition
- **Input demand information and delivery** (Seed, inoculant, fertilizer, agronomic and business support services)
- **Delivery of proven legume technologies**, organizing technology promotional and dissemination campaigns
- **Bulking and pulling marketable surplus**, strengthening collective marketing, linking with lead firms and stimulate home consumption as an alternative
Mapping legume VC actors

Consultation meetings with priority legume VC actors and support institutions

Defining interests, roles/responsibilities, field visits to project intervention areas

Designing and developing strategic Partnership Framework

Developing Letter of Intents and Partnership Agreements/Contractual Agreements
Mapping potential PPP partners (VC actors)

- GOs, NGOs, Projects, Private institutions....
- Continuous process, scoping, identification of key partners,

- ACOS Ethiopia
- Guts Agroindustry
- Alema Koudjits
- AGRA-STTP
- MBI
- CAFS
- LVIA
- Menschen for Menschen
- Anno Agroindustry Plc
- Hunde Chewaqa Farmers Coop, Union
- CRS Ethiopia
- Tsehay Farmers Coop. Union
- Balegreen Spice & Grain Dev’t Plc.
- Sidama Elto Union
- Uta Wayu Union
- SNV
- Agriterra
- Becho Woliso Union
- Awash Melka Union
- IFDC-2SCALE
Approach

- Mapping legume VC actors
  - Consultation meetings with priority legume VC actors and support institutions
- Defining interests, roles/responsibilities, field visits to project intervention areas
- Designing and developing strategic Partnership Framework
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Overview of the North Cluster Partnership

- Defined Partners roles and responsibilities
- Envisioned synergy (dissemination, input supply chain, market access)
- Leadership (business led)

- Designing input supply chains & market access,
- Facilitation of the partnership, organizing forums, and technical support,
- M&E,
- Grants and leverage resources

- Conduct trainings, establish demos, adaptation & RMA trials,
- Documentation of evidences,
- Organize dissemination campaigns,
- Develop legume seed production and product handling manuals,
- Liaise with other legume VC partners

- Train and coach SHFs/PCs on business r/ps, input-output businesses, accounting and financing,
- Facilitate the use of MIS,
- Promote and scale up legume technologies,
- Support technology dissemination campaigns via PCs/Unions,

- Source for inoculants,
- Train stakeholders on inoculant application, handling, storage and distribution, Sub-granting for AGRA project

- Source for chickpea seed,
- Source chickpea grain from PCs,
- Conduct trainings on quality seed and grain production
Achievements

Market Linkage

Tsehay Union Vs Desasa Chnichaye FPCU

MAMA Vs AKF

Inclusive and considered in the final selling price at delivery to the company. Expenses for unloading at destination will be on buyer's expense.

Article 5
Settlement of Disputes

Any dispute, controversy, claim which may arise relating to this contract agreement shall be settled through diligence discussion between the two parties. Such discussion process might also be mediated by the cluster partners. For any potential affairs which might not be resolved through such process, either of the parties can apply and follow further legal procedures.

Article 6
Force Majeure

6.1. If either of the parties is temporarily unable by reasons of force majeure (e.g., strikes, wars, floods, drought, etc.) to meet any of its obligations under this agreement, and if written notice of the same shall have been given immediately to the other party, the period during which such party is unable to perform its obligations shall be extended by a period equal to the duration of such force majeure event.
The PPP- for promoting legume technology dissemination and value chain

Available Technology

Research

Demonstration Dissemination

Adaptation Sustainability

Inputs
- Inoculant
- Chemical Fertilizer
- Improved Seeds
- Agro chemicals

Smallholders (producers organized in clusters)

• Buyers
• Product developers
• Exporters
Challenges

- Partners commitments
  - Reluctance (GOs – benefits; private – immediate return)
  - Unable to see long-term benefits (FCU vs Buyers)
  - Lack of Trust

- FCU (at different levels)
  - Business Skills
  - Indecisivenessness (Collective/Committee decisions)
### Acknowledgments

#### N2Africa Partners

1. North

   ![Partner Logos]

2. South

   ![Partner Logos]

3. Chewaka

   ![Partner Logos]

4. Central

   ![Partner Logos]

5. Jimma

   ![Partner Logos]

6. S. East

   ![Partner Logos]

7. Pawe

   ![Partner Logos]

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*Putting nitrogen fixation to work for smallholder farmers in Africa*
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Thank you