

## ETHIOPIA

### Agricultural value chain in Oromia

AID 9374



Coffee weeding

## **Annexes**

Annex 1: Chronogram and interviews

Annex 2: Literature

Annex 3: Project logic framework

Annex 4: Evaluation matrix

Annex 5: Drafts of the interviews

Annex 6: Activities flow analysis

Annex 7: SWOT analysis of the value chains

Annex 8: *Focus group* questionnaire

Annex 9: Cooperatives and assisted cooperatives associations

Annex 10: Photographic report

| ETHIOPIA   |     | AID 9374      |                                  | AGRICULTURAL VALUE |  | CHAIN                                                     | EVALUATION REPORT                                                                                                                         |                                                                                   | ANNEX n. 1 |
|------------|-----|---------------|----------------------------------|--------------------|--|-----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|------------|
| day        |     | hour          | woreda                           | kebele             |  | organizations                                             | key respondents                                                                                                                           | contacts                                                                          |            |
| 28/11/2015 |     |               | travel to Addis Ababa            | Addis Ababa        |  |                                                           |                                                                                                                                           |                                                                                   |            |
| 29/11/2015 |     |               | survey team briefing             | Addis Ababa        |  |                                                           |                                                                                                                                           |                                                                                   |            |
| 30/11/2015 | mon | 9 30 - 10 30  | Addis Ababa                      |                    |  | Bureau of Oromia finance and economic development (BOFED) | Fikadu Abebe, AVCPO person in charge                                                                                                      | 0911 866 511                                                                      |            |
|            |     | 14 30 - 15 30 | Addis Ababa                      |                    |  | briefing at UTL                                           |                                                                                                                                           |                                                                                   |            |
|            |     | 15 30 - 16 30 | Addis Ababa                      |                    |  | Oromia agricultural research institute (OARI)             | Tafa Jobie, crop director                                                                                                                 | 0911 985 594                                                                      |            |
| 1/12/2015  | tue |               | travel Addis Ababa - Robe / Goba |                    |  |                                                           |                                                                                                                                           |                                                                                   |            |
| 2/12/2015  | wed | 9 30 - 10 00  | Robe                             |                    |  | Sinana woreda                                             | Sueyman Durri, Sinana woreda agricultural head office; Abdi Mohammed Hassen, Sinana woreda cooperatives promotion office                  | 0226 650 17, 0913 540 766<br>ramusule1535@gmail.com<br>0226 650 575, 0913 348 950 |            |
|            |     | 11 00 - 12 00 | Sinana                           |                    |  | Sinana agricultural research institute (SARC)             | Amare Biftu, Bale zone focal person of AVCO project, durum wheat component                                                                | 0913 356 373, 0911 048 257, 0221 190 748                                          |            |
|            |     | 15 00 - 16 00 | Sinana                           | Sambitu            |  | Sambitu multi-purpose cooperative                         | Abduro Mama, president                                                                                                                    | 0913 979 372                                                                      |            |
| 3/12/2015  | thu | 10 30 - 11 30 | Sinana                           | Salka              |  | Salka Hoda cooperative, Sako Jafara seed coopeorative     | Haji Yabbo Haji Mohamed, president, Kassan Hussein, secretary                                                                             | 0927 300 722                                                                      |            |
|            |     | 12 00 - 15 00 | Sinana                           |                    |  | Sinana agricultural research institute (SARC)             | Amare Biftu, Bale zone focal person of AVCO project, durum wheat component                                                                | 0913 356 373, 0911 048 257, 0221 190 748                                          |            |
|            |     | 16 45 - 17 30 | Sinana                           | Wal-Ta'e Barisa    |  | Dureti Tullo seed producers cooperative                   | Foto Mengistu, president                                                                                                                  | 0912 315 603                                                                      |            |
| 4/12/2015  | fri | 9 00 - 9 15   | Robe                             |                    |  | Robe zone administration office                           | Salomon Fayyee Tolaa, Bale zone administrator                                                                                             |                                                                                   |            |
|            |     | 10 30 - 11 30 | Agarfa                           |                    |  | Agarfa woreda agricultural office                         | Bogaleche Mekonnin (Ms), deputy head of cooperative agency, Jemal Adem, head of cooperatives, Sultan, Agarfa cooperatives union president | 0912 822 505<br>0911 034 940                                                      |            |
|            |     | 14 30 - 15 30 | Agarfa                           | Ali Kajawa         |  | Ali Kajawa cooperative, Agarfa cooperatives union         | Sultan, Agarfa cooperatives union president                                                                                               |                                                                                   |            |

|  |            |     |               |                 |           |                                      |                                                                                                                                          |                                              |
|--|------------|-----|---------------|-----------------|-----------|--------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|
|  | 5/12/2015  | sat | 9 45 - 11 00  | Goro            | Meliyu    | Meliyu Barka cooperative             | Aslifa Hailemariam, chairman, Work Endale, deputy head of cooperative agency                                                             | 0920 042 330<br>0920 382 279                 |
|  |            |     | 12 00 - 12 30 | Goro            |           | marketplace visit                    |                                                                                                                                          |                                              |
|  |            |     | 14 00 - 14 30 | Goro            |           | Goro woreda                          | Awol Umer, head of agriculture office of Goro woreda, before in Agarfa woreda                                                            | 0922 693 532                                 |
|  |            |     | 15 00 - 16 00 | Robe            |           | Bale zone administration             | Getachen Asefa, Head of Bale zone cooperative office                                                                                     | 0912 005 271<br>getachendu@gmail.com         |
|  | 6/12/2015  | sun |               | documents study |           |                                      |                                                                                                                                          |                                              |
|  | 7/12/2015  | mon | 14 00 - 14 20 | Ginnir          |           | Ghennis woreda Bureau of agriculture | Gezaheen Worce, agricultural officer                                                                                                     | 0910 126 762                                 |
|  |            |     | 14 30 - 15 30 | Ginnir          |           | Oda Roba cooperatives union          | Eshetu Tolecha, Oda Roba cooperatives union manager                                                                                      | 0930 302 886                                 |
|  |            |     | 14 30 - 15 30 | Ginnir          | Kabana    | Kabana cooperative                   |                                                                                                                                          |                                              |
|  | 8/12/2015  | tue | 9 00 - 9 30   | Ginnir          | Ebisa     | Ebisa Cooperative                    | Kefyalew Alemu                                                                                                                           | 0913 310 415                                 |
|  |            |     | 9 30 - 10 30  | Ginnir          | Ebisa     | Ebisa Cooperative                    | Kefyalew Alemu                                                                                                                           | 0913 310 415                                 |
|  |            |     | 14 30 - 16 00 | Gololcha        |           | Dirre union                          | Mohamed Umer, Dire union manager, Yurgalem Tehone, Gololcha woreda cooperative office deputy                                             | 0912 826 809<br>0916 915 736                 |
|  |            |     | 17 30 - 18 00 | Gololcha        | Ketiba    | Dirre union                          | Mohamed Umer, Dire union manager, Yurgalem Tehone, Gololcha woreda cooperative office deputy, Zelalem, woreda agricultural office head   | 0912 826 809<br>0916 915 736<br>0912 819 710 |
|  | 9/12/2015  | wed |               | Gololcha        | Dire Gudo | Gololcha woreda                      | Taju Hiaman, Dire Gudo cooperative president<br>Esayas Arega, Gololcha head cooperative office, Mohammed Umer, <u>Dire union Manager</u> | 0943 187 219<br>0933 635 983<br>0912 826 809 |
|  |            |     |               | Robe            |           | Unido                                | Andrea de Marchi, Giorgio Sparaci                                                                                                        |                                              |
|  | 10/12/2015 | thu | 10 00 - 11 00 | Delo Mena       | Magnete   | Magnete cooperative                  | Tahis Maliza, Magnete manager                                                                                                            | 0912 825 912                                 |
|  |            |     | 14 00 - 15 00 | Delo Mena       |           | Magnete & cooperative                | Tahis Maliza, Magnete manager, Ibrahim Jemal, Habubi manager                                                                             | 0912 825 912<br>0926 622 888                 |
|  |            |     | 14 00 - 15 00 | Delo Mena       |           | Burka Yadot union                    | Aliyi Ibrahim, Manager                                                                                                                   | 0924 778 372                                 |
|  |            |     | 15 00 - 16 00 | Delo Mena       |           | Haberu cooperative                   | Abdulkadir Ibrahim, manager                                                                                                              | 0922 763 009, 0935 965 938                   |
|  |            |     | 16 30 - 17 00 | Delo Mena       |           | Shiberu huller                       |                                                                                                                                          |                                              |
|  | 11/12/2015 | fri | 10 00 - 11 00 | Delo Mena       | Magnete   | Magnete cooperative                  | Tahis Maliza, Magnete manager                                                                                                            | 0912 825 912                                 |
|  |            |     | 11 00 - 12 00 | Delo Mena       | Chiri     | Chiri cooperative                    | Umer Adem, Chiri cooperative manager, Hussien Kedir, Chiri kebele administration head, Mesele Eshetu, development agent                  | 0942 604 488<br>0923 673 396<br>0913 066 358 |

|  |            |     |                                 |             |         |                                                        |                                                                                           |                                                                                                    |
|--|------------|-----|---------------------------------|-------------|---------|--------------------------------------------------------|-------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|
|  |            |     | 15 30 - 16 15                   | Delo Mena   |         | Burkibu cooperative,<br>Kankicho coffee<br>cooperative | Ahmed Reshad, Burkitu cooperative,<br>Ahmed Mihammed, Kankicho coffee<br>cooperative      | 0922 064 467<br>0912 925 940                                                                       |
|  |            |     | 16 30 - 16 40                   | Dollo Mena  | Magnete | Magnete cooperative                                    |                                                                                           |                                                                                                    |
|  |            |     | 16 45 - 17 15                   | Dollo Mena  | Irba    | Irma cooperative                                       | Mohamed Husein, Irba cooperative<br>chairman, Aliyi Ibrahim, Burka Yadot<br>union manager | 0912 821 587<br>0924 778 372                                                                       |
|  | 12/12/2015 | sat | travel to Robe /<br>Goba        |             |         |                                                        |                                                                                           |                                                                                                    |
|  |            |     | travel to Addis<br>Ababa        |             |         |                                                        |                                                                                           |                                                                                                    |
|  | 13/12/2015 | sun | travel to Addis<br>Ababa        |             |         |                                                        |                                                                                           |                                                                                                    |
|  | 14/12/2015 | mon | 15 20 - 15 40                   | Addis Ababa |         | Oromia trade and market<br>development bureau          | Ahmed Ibrahim                                                                             | 0911 679 144, 0113 710 098<br>aibk2002@yahoo.com                                                   |
|  |            |     | 15 45 - 16 00                   | Addis Ababa |         | Oromia cooperative<br>agency                           | Teshete Gemed, BirawakTemesgen                                                            | 0911 751 294<br>0910 516 382                                                                       |
|  |            |     | 16 00 - 16 15                   | Addis Ababa |         | Oromia Bureau of<br>agriculture                        | Aklilu Bogale                                                                             | 0911 796 909                                                                                       |
|  | 15/12/2015 | tue | 11 30 - 12 15                   | Addis Ababa |         | Oromia coffee union                                    | Ms Ayantu Tilahun, administration                                                         | 0911 361 333                                                                                       |
|  |            |     | 14 15 – 15 15                   | Addis Ababa |         | Kaliti food share co.                                  | Alazar Hailé Michael, Procurement and<br>supply department head                           | 0930 175 862<br>alazarhmmichael@gmail.com                                                          |
|  |            |     | 15 30 - 16 00                   | Addis Ababa |         | Kaliti food share co.                                  | Johnes N. David, Chief executive officer                                                  | 011 4 390 157, 0930 175 778<br>Johnesd27@gmail.com,<br>ceo@kalitifoods.com,<br>www.kalitifoods.com |
|  | 16/12/2015 | wed | 16 00 - 16 15                   | Addis Ababa |         | AVCPO                                                  | Genene Gezu, regional coordinator                                                         | 0911 795 622, 0911 565 345, 0111<br>239 6001<br>genenegezu@yahoo.com                               |
|  | 17/12/2015 | thu | return trip from<br>Addis Ababa |             |         |                                                        |                                                                                           |                                                                                                    |

**Expert: Giorgio V. Brandolini**  
**CESECO INTERNATIONAL srl**  
 Roma, 30/06/2016

**ANNEX n. 2**

## Literature

- 14/03/10 Settimanale della cooperativa Migros - L'ultimo caffè selvatico.
- 14/08/01 Pasta e pastai: Ad Addis Abeba un'oasi di sapori italiani: il ristorante Il Gusto.
- 14/09/01 MOMA: Il mercato del grano e della pasta in Etiopia.
- 14/10/01 MOMA: L'ambasciatore d'Italia in Etiopia:  
«Vogliamo favorire la crescita agroindustriale nel Paese»
- 14/10/01 Professional pasta. The Ethiopian pasta is booming.
- 14/12/05 Tafa Jobie, Tesfaye Letta. Quality of Products & Process Innovations:  
The Role Played by Research and Extension & Training Services.
- 14/12/06 Agricultural Transformation Agenda of Oromia Region: Cooperatives Unions as Key Players
- 14/12/06 Tiberio Chiari & Genene Gezu. Durum Wheat Value Chain Project: results and prospects
- 14/12/06 Yonas Sahlul & Zewdie Bishaw. Seed for grain.
- 14/12/06 Tesfaye Letta. Quality & Milling Characteristics of Durum Wheat  
and Quality services provided by Sinana Agricultural Research Center
- 14/12/06 Dereje Biruk. Addressing Wheat Issues through the Value Chain Approach
- 14/12/31 Africa e affari. Etiopia: ad Addis Abeba la prima "Fiera della pasta".
- 15/01/01 Contract Agreement Durum Wheat Grain Supply Between Cooperative Unions  
and Food Processing Industries.
- 15/01/01 Professional pasta. Pasta in Ethiopia could become a major national food
- 15/04/16 La stampa. Così Addis Abeba riscopre l'Italia.
- 15/07/06 Tiberio Chiari. The Agricultural Value Chains Project: concept, implementation and prospects
- 15/07/08 Mario Biggeri. The Agricultural Value Chains Project: concept, implementation and prospects

**ANNEX n. 3****Logic framework**

| AID 9374           | Value chain in Oromia                                                                                                                                                                                                                                                                                                                                                                                                                | Objectively verifiable indicators                                                                                                                                                                                           | Analysis sources                                                                                             | Local condition                                                                                                                             |
|--------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Overall Objective  | To contribute to pro-poor development of the Oromia Region by strengthening two agricultural value chains.<br>To contribute to the MDG n. 1 – target 1                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                             |                                                                                                              |                                                                                                                                             |
| Specific Objective | To increase the economic productivity of traditional agricultural products, named the durum wheat of Bale and the wild coffee of the Haremma Forest through the strengthening of key institutions involved in the value chains and the support of the farmers and their organizations of enhanced cropping and post-harvest practices toward a full recognition of their quality products by national and international final users. | The Durum wheat cultivation represents a valid crop alternative for the Bale Cooperatives                                                                                                                                   | IAO reports; Interviews                                                                                      | No extreme meteorological events                                                                                                            |
|                    |                                                                                                                                                                                                                                                                                                                                                                                                                                      | Illegal trade or autoconsumption of Haremma forest coffee decreased by 50% and the Coffee exporters association sells abroad the majority of the production                                                                 | Reports by the Cooperative promotion commission (CPC) and Agricultural Oromia marketing organization (AOMAO) | No internal and international market abrupt variation in the agricultural products price                                                    |
|                    |                                                                                                                                                                                                                                                                                                                                                                                                                                      | Research and extension system strengthened and able to develop other regional agricultural value chains                                                                                                                     | Regional and district agricultural statistics                                                                |                                                                                                                                             |
| Expected results   | Durum Wheat                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                             |                                                                                                              |                                                                                                                                             |
| 1                  | Regional agricultural research system strengthened and active in new tasks such as seed certification and the evaluation of the durum wheat                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                             |                                                                                                              |                                                                                                                                             |
| 2                  | Extension capacities of the Woreda agriculture and rural development offices (WoARD) strengthened in agricultural techniques and promotion of the cooperative system                                                                                                                                                                                                                                                                 | Second level cooperatives ( <i>Unions</i> ) delivering along agreed contract clauses (higher price than that of the bread wheat) over 20.000 q of durum wheat in the first year and twice such amount in the following year | IAO reports; Interviews                                                                                      | The technical staff turnover of the research and woreda institutions is limited by their managers with the aid of subsidies and motivations |
| 3                  | Durum wheat production for industry and seed multiplication performed in coordination with the first and second level cooperatives                                                                                                                                                                                                                                                                                                   | Increased availability of the durum wheat seed of the varieties requested by the market, with purity, germination percentage                                                                                                | Statistical data on the productivity and trading of the seed (OARI,                                          |                                                                                                                                             |

|                  |                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                      |                                                |  |
|------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|--|
|                  |                                                                                                                                                                                                                                                                                                                                                                  | and strength augmented and certified                                                                                                                 | BoARD)                                         |  |
| 4                | Trade relations between the cooperatives and processing industries improved through the widespread recourse to pre-sowing sale contracts                                                                                                                                                                                                                         |                                                                                                                                                      | AOMAO Reports                                  |  |
|                  |                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                      | Analyses and certification records (SARC)      |  |
| Expected results | Harennna Coffee                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                      |                                                |  |
| 5                | Harennna forest coffe producers association established and its product acknowledged and exported abroad                                                                                                                                                                                                                                                         | National and international acknowledgement of Harennna coffee; acknowledged origin exported coffee; improved access to the market by all the farmers | IAO and Slow Food Reports                      |  |
| 6                | Agriculture and rural development offices (WoARD) operation capacities improved                                                                                                                                                                                                                                                                                  |                                                                                                                                                      | Annual Report of the Harennna Coffee exporters |  |
| 7                | Existing Harennna forest coffee cooperatives capacities strengthened and improved by adopting the product quality standards an Rafforzate e migliorate le capacità delle the sustainable environmental management                                                                                                                                                |                                                                                                                                                      |                                                |  |
| Activities       | Durum Wheat                                                                                                                                                                                                                                                                                                                                                      | Tools                                                                                                                                                | Cost (euro)                                    |  |
| 1                | Selection and contracting of District personnel;<br>Goods and services provvision;<br>Analisi di purezza varietale e di qualità del grano da trasformazione.<br>Pre-base seed multiplication and variety conservation schemes put in place<br>Field research on the performance of the durum wheat in different management conditions and places (Bale and Arsi) | Infrastructures construction, supplies and materials for the Cooperatives and Harennna coffee association                                            | 658.000                                        |  |
| 2                | Selection and contracting of District personnel;<br>Goods and services supply;<br>CB&TA to the District personnel;<br>Divulgation documents and materials elaborated                                                                                                                                                                                             | Capacity building and technical assistance to the members of the agricultural cooperatives and to the Harennna coffee association                    | 94.000                                         |  |
| 3                | Site locations for the production of durum wheat seeds;<br>Capacity building of and technical assistance to the Cooperative members;<br>Warehouse constructions;<br>Durum wheat seed production and multiplication                                                                                                                                               | SARC Stregthening                                                                                                                                    | 495, 000                                       |  |
| 4                | Value chain study<br>Stakeholders' dialogue facilitated, assistance to the contracts agreed before cultivation                                                                                                                                                                                                                                                   | Costs of the Agricultural Oromia markeing organization (AOMAO) and of the Cooperative                                                                | 13.000                                         |  |



|   |                                                                                                                                                                                                                                                                                     |                                                                                  |           |  |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|-----------|--|
|   | Seminar on the kinds of contract agreements                                                                                                                                                                                                                                         | promotion commission (CPC)                                                       |           |  |
|   | <b>Herenna Coffee</b>                                                                                                                                                                                                                                                               | Office fittings for the Woreda (WoARD and CPO)                                   | 75,000    |  |
| 5 | Goods and services supply<br>Capacity Building of the Hareenna coffee cooperative members;<br>Elaboration of the coffee production specification for the Hareenna association<br>Building the multi-tasks center and of the coffee driers<br>Slow Food Presidium established        | Total amount transferred, to be managed directly by the Ethiopian beneficiaries. | 1,335,000 |  |
| 6 | Goods and services provision; Capacity building of the WoARD on the production of quality coffee and on the forest management<br>Capacity building of the promoter of the savings and credit cooperatives<br>Capacity building of the Woreda technicians on the grafting techniques | Italian Experts flights (International included)                                 | 72.000    |  |
| 7 | Goods and services provision; building of the warehouses and of the coffee driers;<br>Awareness raising and capacity building of the savings and credit cooperativea;<br>Capacity building on he quality coffee production and forest conservation                                  | Italian Experts flights (International included)                                 | 84,000    |  |
|   |                                                                                                                                                                                                                                                                                     | Ethiopian experts (all included)                                                 | 25.200    |  |
|   |                                                                                                                                                                                                                                                                                     | Institutional agreements                                                         | 30,000    |  |
|   |                                                                                                                                                                                                                                                                                     | Drivers                                                                          | 54,00     |  |
|   |                                                                                                                                                                                                                                                                                     | 1 FWD car for the Italian expert                                                 | 35,000    |  |
|   |                                                                                                                                                                                                                                                                                     | Running costs, stationery                                                        | 20,000    |  |
|   |                                                                                                                                                                                                                                                                                     | Monitoring missions                                                              | 24,400    |  |
|   |                                                                                                                                                                                                                                                                                     | Backstopping in Italy                                                            | 45,000    |  |
|   |                                                                                                                                                                                                                                                                                     | General expenses (in Italy)                                                      | 24,000    |  |
|   |                                                                                                                                                                                                                                                                                     | IAO contract for the technical assistance                                        | 365,000   |  |

**ALLEGATO n. 4:****MATRICE DELLA VALUTAZIONE E INDICATORI DEL PROGETTO AID 9374 – FILIERE AGRICOLE IN OROMIA**

| n. | Domanda                                                                                                                                                                                                                                    | Criterio            | Indicatori                                                                                                                          | Fonti                                                                          | Risposta alla domanda                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Progresso degli indicatori                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | In che modo il progetto ha identificato le condizioni e le modalità di esecuzione idonee ad assicurare il rafforzamento delle filiere produttive del grano duro e del caffè nelle wereda assistite dal progetto?                           | Rilevanza           | 1 Le istituzioni etiopiche sono soddisfatte della strategia e delle modalità di esecuzione del progetto                             | Interviste alle istituzioni etiopiche e ai partner internazionali del progetto | Il progetto ha identificato temi fondamentali per la produzione e la commercializzazione del grano duro e del caffè che ne limitano la quantità, la qualità e il prezzo. Esso ha coinvolto molte parti interessate nel miglioramento della quantità e della qualità del prodotto. Esso ha contribuito al miglioramento degli input produttivi. Gli anelli delle filiere di minor successo sono quelli della commercializzazione in quanto non sono stati affrontati in modo chiaro le esigenze di alcuni interessati (unioni di cooperative, intermediari, istituzioni finanziarie) e le azioni promozionali a livello dei consumatori sono state minime. | Il BOFED, il MOA, il OTMDB dell'Oromia apprezzano la metodologia del progetto (partecipazione delle istituzioni locali nella gestione, appropriazione da parte dei beneficiari), risultati (creazione delle capacità locali, aumento della produzione che può accedere al mercato formale) e continuazione (produzione di semi di grano duro da parte dell'Oromia seed enterprises, continuazione del sostegno alla commercializzazione del caffè da parte di UNIDO). Il successo dell'approccio di filiera dipende dalla partecipazione degli aventi diritto benché l'accesso al credito di produzione sia ancora problematico per la maggior parte delle cooperative e gli intermediari locali non siano coinvolti nell'adozione degli standard di prodotto. La filiera del grano duro ha ottenuto più successo di quella del caffè nel soddisfacimento degli standard richiesti dal mercato. |
| 2  | Qual'è stato il grado di partecipazione dei beneficiari e delle istituzioni etiopiche assistite dal progetto nell'identificazione, presa di decisione ed esecuzione del progetto e partecipano i benefici dei cambiamenti da esso indotti? | Efficienza          | 2 I beneficiari e i partner locali del progetto si rendono conto e apprezzano i cambiamenti indotti dalla sua esecuzione            | Inchieste dei beneficiari e dei partner del progetto                           | Il progetto si è basato sulle capacità dei beneficiari e dei loro partner. Essi hanno identificato e affrontato le esigenze e le opportunità di miglioramento in base alle proprie priorità. Il progetto si è adattato al loro ritmo con alcuni ritardi sostanziali e ha agito all'interno del quadro locale di promozione dell'agricoltura.                                                                                                                                                                                                                                                                                                              | Gli agricoltori apprezzano i miglioramenti nei servizi di estensione realizzati grazie all'apporto del progetto. Le capacità produttive, l'accesso agli input e le dotazioni materiali acquisiti hanno migliorato i loro sistemi produttivi e diversificato il loro accesso al mercato. In tal modo essi hanno migliorato il proprio reddito. I partner locali apprezzano il miglioramento delle proprie capacità e collaborazione con gli agricoltori. Alcuni fornitori di input (intermediari locali, istituzioni finanziarie) e i consumatori non sono stati assistiti dal progetto in modo diretto e hanno contribuito in modo variabile al suo successo..                                                                                                                                                                                                                                  |
| 3  | Qual'è stato il ruolo svolto dalle donne nell'identificazione, presa di decisione ed esecuzione del progetto e partecipano ai benefici dei                                                                                                 | Efficienza / genere | 3 Le donne hanno un ruolo nella gestione delle associazioni dei produttori e hanno migliorato le loro capacità grazie alle attività | Inchieste dei beneficiari e dei partner del progetto                           | Le donne hanno avuto un ruolo minimo nella gestione del progetto e hanno migliorato le proprie condizioni di vita in modo individuale.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Le donne hanno beneficiato in modo individuale dal progetto. Esse non hanno migliorato il proprio ruolo nella gestione delle cooperative né sono divenute più attive nella produzione e nella commercializzazione del grano duro e del caffè.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |

|   | cambiamenti da esso indotti?                                                                                                                                                        |           | formative svolte con l'assistenza del progetto                                                                                                                                                                                                     |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 4 | Qual'è l'entità del cambiamento della produttività e della qualità del grano duro e del caffè e delle capacità dei produttori di negoziare con gli acquirenti indotti dal progetto? | Efficacia | 4 Le cooperative di secondo livello (Unions) consegnano con soddisfacenti accordi contrattuali (riconoscimento di un prezzo superiore al grano tenero ) oltre 20.000 ql di grano duro nella prima stagione, e oltre il doppio in quella successiva | Rapporti di esecuzione e indicatori del progetto, inchiesta dei beneficiari | La resa del grano duro varia tra agricoltori (in base al livello tecnico) e tra woreda (in base alle condizioni ambientali). Il progetto ha aumentato le capacità dei produttori a partire dalle loro condizioni produttive e ambientali senz affrontare alcune deficienze qualitative come la produzione e distribuzione di sementi e di altri input, il livello di meccanizzazione della tecnica produttiva, e le modalità di gestione delle cooperative. L'approccio delle cooperative all negoziazione con gli acquirenti del raccolto è variabile a causa del limitato ruolo della qualità nel commercio del grano. La resa del delle difficoltà strutturali all'espansione dell'area di produzione e della fornitura degli input. Le capacità degli agricoltori sono migliorate e in tale modo hanno contribuito a migliorare la qualità del raccolto. L'approccio delle cooperative alla negoziazione con gli acquirenti del raccolto è vario a causa del loro ruolo marginale nella gestione della lavorazione del caffè. | Nel 2011/12 la produzione è stata di circa q 5,000, nel 2012/13 q 20,000, nel 2013/2014 q 45,000, nel 2014/15 q 130,000. Le consegne a 1 industria della pasta nel 2011/2012 è stata di q 2,964, a 2 industrie nel 2012/2013 q 12,526, dal 2013/14 la maggior parte dei contratti con le industrie non sono stati rispettati in quanto gli intermediari hanno offerto un prezzo maggiore. La qualità (conenuto proteico, peso ettolieico) è stato accettabile per la maggiore parte dei lotti di grano duro. |
| 5 |                                                                                                                                                                                     |           | 5 Aumentata la disponibilità di sementi delle varietà di grano duro richieste sul mercato, con caratteristiche di purezza, germinabilità e vigore migliorate e certificate                                                                         |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | La quantità di seme di grano duro prodotto dal SARC non è aumentato. Le cooperative di moltiplicazione del seme aumentano gli anni di moltiplicazione per soddisfare la domanda del mercato con diminuzione delle caratteristiche del seme.                                                                                                                                                                                                                                                                  |

|   |                                                                                                                                                                                                                               |                    |                                                                                                                                                                                                   |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 6 |                                                                                                                                                                                                                               |                    | 6Riconoscimento nazionale e internazionale del caffè di Harenna; il caffè è esportato con il riconoscimento della sua origine; un migliore accesso al mercato è ottenuto da tutti gli agricoltori |                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                        | Gli agricoltori vendono soprattutto lotti di caffè di grado intermedio (3 - 6 grado). Il prezzo è in linea con quello del mercato internazionale, i produttori non si avvantaggiano nel prezzo a causa del riconoscimento della denominazione d'origine.. La qualità dell'offerta è assai variabile. Le industrie di lavorazione rifiutano i lotti di caffè fuori standard e miscelano caffè di provenienza diversa. Gli stabilimenti di lavorazione e i rivenditori usano la denominazione Foresta di Harenna per piccoli lotti di prodotto fornito dalle unioni di cooperative e venduto all'estero a industrie e agenzie di commercio equo e solidale. |
| 7 | Come è cambiato il tenore di vita / sicurezza alimentare degli agricoltori beneficiati dal progetto rispetto alle loro condizioni iniziali, compreso il rapporto di auto-consumo vendita del grano duro e del caffè prodotti? | Impatto            | 7. I beneficiari hanno diversificato la propria dieta alimentare grazie al maggiore reddito assicurato dalla commercializzazione del grano duro e del caffè                                       | Inchiesta dei beneficiari                                                   | Il progetto ha affrontato i nodi produttivi delle filiere. Il consumo diretto del grano duro invece del frumento o del farro contribuisce a migliorare la dieta delle famiglie degli agricoltori. Il progetto non ha considerato le difficoltà socio-economiche che si frappongono al miglioramento del tenore di vita degli agricoltori e delle loro comunità né quelle relative all'inclusione sociale / ambientale. | Il reddito degli agricoltori è aumentato grazie ai prezzi favorevoli dei prodotti agricoli; le esigenze di vita immediate competono con la diversificazione della dieta alimentare. In tale modo il miglioramento dello stato nutritivo delle famiglie degli agricoltori è ritardato.                                                                                                                                                                                                                                                                                                                                                                     |
| 8 | Quali sono i benefici apportati dal progetto in termini di conservazione / valorizzazione dell'agro-biodiversità locale e valorizzazione delle conoscenze tradizionali agricole degli agricoltori assistiti?                  | Impatto / ambiente | 8. La commercializzazione illegale o l'autoconsumo del caffè della foresta di Harenna è diminuita del 50% e l'Associazione dei produttori di caffè esporta la maggior parte della produzione      | Rapporti di esecuzione e indicatori del progetto, inchiesta dei beneficiari | Il progetto si è basato sulla agro-biodiversità locale e ha valorizzato le conoscenze locali degli agricoltori e dei loro partner. Esso ha fornito un'alternativa alle limitazioni agro-ambientali alla produzione del frumento e al miglioramento del caffè di foresta. Esso non ha preso in considerazione la conservazione del farro e del teff nel sistema colturale o il rinnovamento delle piantagioni di caffè. | Il progetto non ha affrontato i temi del commercio informale e del consumo locale di caffè. Gli agricoltori vendono agli intermediari una parte limitata del caffè quando non dispongono di credito, mentre le unioni di cooperative pagano un prezzo maggiore.                                                                                                                                                                                                                                                                                                                                                                                           |

|   |                                                                                                                                                                                                                           |               |                                                                                                                                    |                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                              |
|---|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9 | In che modo i programmi di ricerca e di assistenza tecnica delle istituzioni etiopiche assistite sono in grado di assicurare dei servizi adeguati alle esigenze dei produttori e di assisterli dopo la fine del progetto? | Sostenibilità | 9. Il sistema di ricerca e divulgazione agricola è rinforzato e pronto a sviluppare altre filiere agricole di importanza regionale | Rapporti di esecuzione e inchiesta dei partner del progetto | Il progetto ha rafforzato il SARC e i servizi di estensione di zona / woreda. Essi hanno aumentato la propria presenza di campo e rapporti con gli agricoltori attraverso la rete di estensionisti comunitari (kebele), benchè siano dipendenti da progetti esterni per mantenere un elevato livello di attività. Il progetto non ha preso in considerazione i loro costi d'esercizio e pertanto la continuità dell'assistenza agli agricoltori. Il non sta aumentando la produzione di seme di grano duro e il numero di analisi di seme e di grano a causa della mancanza di risorse e dei loro prezzi bassi. | Il progetto ha assistito i servizi pubblici di ricerca e di estensione in modo mirato al miglioramento della tecnologia locale e della fornitura di input agli agricoltori. Esso non ha sviluppato le capacità di analisi e di formulazione di strategie di sviluppo delle filiere agricole. |
|---|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

G.V. Brandolini, 15/07/16

**ANNEX n. 5****INTERVIEW MINUTES**

30/11 Monday Addis Ababa h. 11 30 – 12 30 BOFED

Fikadu Abebe, Person in charge (PIC) of AVCPO

0911 866 511

3 PICs during the project

Well designed project. Successful output

Final workshop recently done with Italian ambassador.

Baseline study: no commercial production of durum wheat before the project

SARC performed training of trainers that trained the farmers

Middlemen exploit the farmers. The project connected them to the millers

SARC performed training of farmers, extensionists, researcher

Tiberio Chiari supervises and advises the Ethiopian partners

Seed cleaning equipment at Bale, now used, as the area is being electrified

Recent Icarda – Usaid workshop on seed production, the seed companies didn't know the project

Organic coffee. Improve quality and promote export

End of harvest will start the second phase by Unido, with Italian funds. Unido Andrea de Marchi, Slow food presidium of Hareenna coffee. Corsini, Illy purchase coffee there.

potential production TM 10,000

Complex implementation. Delay dues to difficulty to find equipment, poor reporting by local institutions

Management of funds ok.

Woreda assisting farmers

Seed graders delivered to Oromia union of cooperatives of durum wheat production

Birr 3 million to be spent, the August Steering committee has approved and request to Italian cooperation: Birr 2 million for construction of durum wheat union office, and 1 shelter for dry coffee de-husker

Steering committee facilitated transparent implementation

The IRR are the Semi annual reports

Internal audit recently finished

h. 14 30 – 15 00 Italian Embassy

Alessia Squarcella, Genene Gezu

BOFED sent a letter on 13/11/2015 requesting no-cost extension to 30/04/2016: supply of dry coffee dehusker, supply of safe boxes, construction of cooperatives union office

h. 15 30 – 16 30 Oromia agricultural research institute (OARI)

Tafa Jobie, crop director 0911 985 594

Technology promotion: production package, including varieties breeding, fertilization, seed rate, weed management, soil analysis

Seed technology training for farmers

Project used SARC farming packages to train farmers

No economic systematization of data

Farming system established at the beginning of the project (thesis)

Farmers need more seed, re-sowing grain for 5 years

Oromia seed enterprise started to produce durum wheat seed

OARI produces basic seed for Oromia seed enterprises that multiplies; it has bought land for seed multiplication

Bureau of agriculture certifies seed for market

2/12 Wednesday Robe. Sinana woreda 9 30 – 10 00

Suleyman Durri, Sinani woreda agricultural head

Abdi Mohammed Hassen, cooperative promotion officer

Wheat rust epidemics don't affect durum wheat.

Bale zone agricultural office h. 11 00 – 12 00

Amare Biftu, SARC, Bale zone focal point of AVCO project

amarebiftu@gmail.com

Slow progress as progress is slow. SARC elaborated the project proposal. SARC is in charge of project M&E

Target production requirements was a new research approach. Institutional innovation through stakeholders participation

Before the project research was not market driven. Multi-stakeholders approach. Identified cooperatives at zone level and

through them farmers, Development agents, etc. and made a platform of stakeholders; seed multipliers were identified

Durum wheat seed available at SARC; seed and producers cooperatives multiplication and release of seed

Cooperatives were multiplying seed, inputs (fertilizers, agro-chemicals) purchase for members

They capacitated cooperative members on technical issues, durum wheat standards, seed selection

DAP Kg/Ha 100, urea Kg/Ha 50 for bread wheat, DAP Kg/Ha 100, urea Kg/Ha 110 for durum wheat

Started working in 2011 with q 400 of seed of Ejersa durum wheat variety. Now they have 9 varieties with different protein

content. Gololcha, Ginner, Goro are the best districts for durum wheat. Then come Sinana and Agarfa.

Project supplied Toyota land-cruiser vehicles, motorcars, bicycles

ABRDP project collaborated with SARC.

Linking small-holder farmers to the market

Training extensionists and Development agents (DA) in the kebeles. These thestrain farmers, administrators of cooperatives. Organization of field days

Protein quality test and laboratory equipment

On the basis of the analysis they negotiate price of durum wheat with the mills / industries

Some farmers are using their own tractors or rented ones, most use oxen driven plough

All farmers use combiners provided by mechanization companies. Cooperatives want to purchase the combiners for harvesting wheat an rent them to members

The project provided infrastructure: stores, seed grading equipment, offices, vehicles

70% of farmer's field research, participatory. Fast technology transfer

NGOs are entering in extension activities

Under Oromia agricultural transformation agency (OATA) organized coffee, barley, bread wheat, durum wheat platforms.

Durum wheat cluster has been established

Teff birr/q 1,500; q/Ha 20

Durum wheat birr/q 1,000; q/Ha 38-40

Bread wheat birr/q 800; q/Ha 50

At experimental station durum wheat q/Ha 60; in farmer field q/Ha 40

Cimmyt project organized the quarantine field for screen varieties resistance to rust

Agronomy refining and streamlining recommendations for fertilization

The Puccinia graminins, tritici and striiformis are main rust of bread wheat

Project supported analysis of durum wheat protein

3/12 Thursday h 12 00 – 15 00 Sinana agricultural research institute (SARC) and laboratory

4/12 Friday h. 10 30 – 11 30 Agarfa Woreda, cooperative office.

Sultan, president of the Agarfa union of cooperatives

Mr Jemal Adem, head of cooperatives

0912 822 505

Ms Bogaleche Mekonnin, deputy head of cooperative agency

0911 034 940

Cooperative office trained the farmers in collaboration with Agricultural office on crop protection; it delivered the agronomic package including roguing, with project funds; seed multiplication, and quality of seed maintenance

Supply of durum wheat seed of Ejersa and Bakarsa varieties

Linking farmers to the market

Improved linkage of farmers cooperatives and offices of agriculture in the Woreda

The farmers are interested in learning and producing durum wheat

High potential for bread wheat too



Price compensates durum wheat lower yield vs bread wheat

In 2014 fluctuation of market price; after contract signed, the price rose. For 3 years steady price (birr/q 600), since 2013 increase. Renegotiation of price, as last year it reached birr/q 1,200

Training of trainers by SARC on durum wheat: they trained the Development agents and these the primary cooperatives members; they organized field days in farmer's field

Bread wheat main crop, further training on durum wheat quality needed: seed and grain production, laboratory testing

Project improved bargaining power of union and cooperatives and taught how to go to market

Variety identification event: durum wheat, bread wheat

The cooperatives sell grain to union of cooperatives that sell it all to mills / industry

Cooperative bank gave credit Mbirr 6 in 2014 for anticipation of grain sold to mill / industry; they want to renew this operation

The primary cooperative select the sample of grain, gives to union that has it analysed by SARC and in 1 week has the results; then they contact the industry and sell the grain

3 unions of cooperatives send samples of seed to laboratory of SARC; they sell grain independently. The unions have a truck; no problem with roads as harvest is in dry season

The mill/industry pays late without giving an explanation

Harvesting season here will begin in 15 days, in other places in 1 month, in lowland in 2 months

Shops in Robe sell past from their customer industries

5/12 Saturday 14 00 – 14 30 Goro woreda

Awol Umer, head of agriculture office of Goro woreda

0922 693 532

Value chain, new approach, adaptation

Improved quality and quantity of seed

Extension service supports value chain

Best farmers doing seed multiplication

Project supported the construction of stores

Industry contract pays premium price for quality of grain

Seed producers' cooperatives to be established

In 2015 distributed q 300 o durum wheat to 198 farmers from SARC, model farmers produce seed

Trained Development agents in Kebele to train farmers

Training of farmers about value chain, and seed production

Memorandum of understanding with industry with woreda supervising and facilitating

SARC assesses the quality of grain sold to mill/industry

Some combiner should be of the cooperatives to improve seed production

15 00 – 16 00 Robe

Getachen Asefa, Head of Bale zone cooperative office

0912 005 271

getachendu@gmail.com

Multipurpose service cooperatives (not production or social cooperatives) providing services to members, such as input purchase, product sale, training

They have financial skills and members participate to the cooperative life. This supports in sourcing inputs and selling product

project provided 10 safe boxes, capacity building, 27 stores for primary and 4 for unions, seed cleaners and graders for 3 unions, 51 Chinese bicycles, 11 motorbikes Suzuki, 1 tractor

2 farmers, the cooperative union head and a research staff visited Italy

This experience is shared in Oromia region

The new project works also in West Arsi and East Shoa

combiner mixing seed: to train its manpower, to gather in some area the same variety cropped, thus the seed quality will be improved

in 2012 and 2013 the industry did delayed payment of grain. In 2014 h Oromia cooperative bank anticipated the payment



individual farmers not in cooperative sell to middlemen  
 members of cooperative are 30-80% of village farmers in each kebele  
 best practices:  
 values chain approach by addressing bottleneck along the full production process  
 SARC support to the value chain  
 Direct farmers' contract with industry  
 Premium price rewards the quality product  
 Agricultural officer at Agricultural development agency taught the cooperative farmers on quality production  
 Cooperative promoters hard work and active cooperative committee are key to cooperative success: leading by example  
 and accessing to technical assistance.

#### 7/12 Monday

Gololcha woreda agricultural office.

Gezaheen Worce, Bureau of agriculture

0910 126 762

The project started in 2011, with the goal of diversifying from bread wheat, damaged by rust and diseases

3 target cooperatives in 3 kebeles

Now they are including new kebeles and new varieties

Short rain season from March to June, main rain season from September to December / January

Pure seed shortage, yield enhanced by crop rotation

Middlemen pay on the spot, but less than industry

Pulses value chain promoted by Acos Pedon, crop protection and diversification

#### 14/12 Monday 15 20 - 15 40 Oromia trade and market development bureau (OTMDB)

Ahmed Ibrahim

0911 679 144

aibk2002@yahoo.com

He assisted the durum wheat cooperatives in drafting the contracts with mills / industries and to establish the premium price calculation; organization of cooperatives visits to pasta industries

Durum wheat more successful than coffee.

Coffee farmers have to be trained on quality

Farmers sign contracts with Industries of pasta in Nazareth/Adana, Shamshamane and Addis Ababa

In 2012 here were 20 durum wheat contracts

New pasta industries are interested in this agreement

Regional coordinator has the contracts statistics

Farmers cooperatives need credit, farmers need to improve seed / grain quality

Middlemen compete with cooperatives by mixing grain and reselling cheaper to industries

#### 15 45 - 16 00 Oromia cooperatives agency

Teshete Gemed

0911 751 294

BirawakTemesgen

0910 516 382

Credit and warehouse provided by project to unions and cooperatives

Cooperatives don't know the price of commodities, no reliable information on market

Middlemen compete with cooperatives by mixing grain and reselling cheaper to industries

Lack of trained manpower

Cooperatives committees need training, cooperatives need trained staff

Cooperatives have to communicate with Oromia cooperative bank

The Oromia cooperatives agency gave to the unions letter supporting them in getting credit from Oromia cooperative bank without using other collaterals

Credit is given to durum wheat cooperative unions, that release it to primary cooperatives

Credit is given directly to coffee primary cooperatives  
 ATA can provide some warehouses to cooperatives  
 Banks ask for business plans in order to release credit  
 Banks have little money, a birr 2 billion per year rotating fund is needed.  
 WFP can provide with the P4P scheme  
 Coffee price fluctuation is a challenge  
 Farmers need post harvest handling equipment: grain analyzer, fosfine for fumigation of grain (e.g., by the Ethiopian grain trade company)

16 00 - 16 15 Oromia bureau of agriculture

Aklilu Bogale

0911 796 909

Durum wheat value chain platform has 82 members

Project gave contract farming scheme, product standard approach, supported farmers in negotiating with customers

Cooperatives clean the grain received from farmers

For grain quality is needed durum wheat analysis equipment

They supply inputs to farmers: fertilizers; soils have been analysed and mapped. Fertilization is based on such results

Oromia seed enterprise is going to provide improved durum wheat seed

15/12 Tuesday

11 30 – 12 15 Oromia coffee union

Ms Ayantu Tilahun, administration

0911 361 333

Plant purchased one year ago. New plant purchased in other site, where also is the analysis laboratory

100 women selecting coffee 4<sup>th</sup> grade, production for export

In February 2016 international coffee conference and exhibition at Addis Ababa

Kaliti food share co., established by an Italian, one year ago Americans purchased 51%, Kenyan CEO

14 15 – 15 15 Procurement and supply department

Alazar Hailé Michael, head

0930 175 862

[alazarhmichael@gmail.com](mailto:alazarhmichael@gmail.com)

there are 19 pasta factories in Ethiopia.

in 2012 the raise in durum wheat price made collapse the durum wheat contracts with the farmers at the moment of the delivery

farmers have to facilitate industries

production manager in charge of blending several varieties of durum wheat

they have Bella pasta 100% durum wheat (birr/kg 24 at factory outlet instead of birr/kg 32), Cherealia pasta 73% durum wheat, bakery products such as biscuits

hard whet with high protein content used in pasta making

they have mostly customers in provinces, lower price than in town where there is foreign pasta. They also sell in Djibouti, Juba (Somalia)

15 30 – 16 00 Johnes N. David, Chief executive officer

011 4 390 157, 0930 175 778

[Johnesd27@gmail.com](mailto:Johnesd27@gmail.com), [ceo@kalitifoods.com](mailto:ceo@kalitifoods.com), [www.kalitifoods.com](http://www.kalitifoods.com)

He is here since 17 months, hired by the new American owners

Scarcity of wheat created by the import ban promotes the sale of wheat with low characteristics

In 2014 the Ethiopian millers association she-director advertised about local durum wheat production, prompting competition among millers to purchase the grain

The Arsi cooperative union bid bread wheat to millers. At the moment of bid, the grain analysis was up to standard, at the shipment time it was lower than standards. They had already paid the price and 10% bid fee. Once paid the bid, there was nothing they could do to recuperate the money paid

Agarfa Ali union of cooperatives sold durum wheat that was not up to standards, thus Kaliti dropped the contract

In fact the Agarfa Ali union manager said that he filled in 3-4 times the store and in one year earned more than the value of the project invested in his union

**G.V. Brandolini**

**15/07/16**

**08/08/16**

**ANNEX n. 6****PROJECT FLOW CHART OF THE ACTIVITIES AND EVENTS: AID 9374 – VALUE CHAINS IN OROMIA**

| PHASE             | PHASE IDENTIFICATION                                                                                                                                                                                                                                                                                                                   | DESIGN                                                                                                                                                                                          | LAUNCHING                                                                                                                                                                                                                                                                                                                         | IMPLEMENTATION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | MONITORING                                                                                                                                                                                                              | WRAP UP AND HAND OVER                                                              |
|-------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| <i>Chronology</i> | <p>12/2006: Assessment of wild coffee production and marketing in Mena and Harena Bulluk districts of Bale,</p> <p>8/2007: Evaluation of the Arsi and Bale rural development project (ABRDP),</p> <p>5-7/2008: 1<sup>st</sup> ETH-ITA prj. identification mission;</p> <p>21/4/09: Ethiopia-Italia cooperation framework 2008-2011</p> | <p>6/2009: 2nd ETH-ITA identification mission;</p> <p>16/12/2009 DGCS resolution n. 151 -AID 9374);</p> <p>10/01/10: ETH-ITA Agreement for the project implementation (10/11/2010-9/5/2012)</p> | <p>25/01/10: Project start-up,</p> <p>10/09/10: 1<sup>st</sup> Operational Plan;</p> <p>18/04/11 Technical Assistance commencement,;</p> <p>28/06/11: 1st Project steering committee,</p> <p>13/08/11: Funds Esbourment to MOFED,</p> <p>29/8/11: 2° PSC: 1<sup>st</sup> OP approval;</p> <p>29/11/2011: purchasing approval.</p> | <p>20/06/12: 3<sup>rd</sup> PSC, 12/10/2012 4<sup>th</sup> PSC;</p> <p>19/02/15: 5<sup>th</sup> PSC;</p> <p>12/04/12: 1<sup>st</sup> time extension request;</p> <p>5/2012: planning workshop,</p> <p>11/05/12: 1<sup>st</sup> time extension up to 30/04/2014,</p> <p>09/05/13: 2<sup>nd</sup> Operational plan;</p> <p>01/03/14: 2<sup>nd</sup> time extension request;</p> <p>08/04/14: 2<sup>nd</sup> time extension up to 30/05/2015,;</p> <p>9/2014: fund esboursement DGCS to MOFED;</p> <p>31/03/15: 3<sup>rd</sup> time extension request;</p> <p>10/04/15: 3<sup>rd</sup> time extension up to 30/10/2015,</p> <p>31/12/15: 4<sup>th</sup> time extension request up to 30/04/2016</p> | <p>03/05/2012: 1st IRR,</p> <p>07/03/2013: 2nd IRR,</p> <p>17/12/2013: Installment request report,</p> <p>26/06/2014: 3rd IRR,</p> <p>23/03/2015: 4th On progress report,</p> <p>05/2015: SARC AVCPO annual report.</p> | <p>31/10/2015 Component A conclusion,</p> <p>30/04/2016 component B conclusion</p> |
| <i>Lead</i>       | UTL Addis Ababa                                                                                                                                                                                                                                                                                                                        | OARI/ IAO                                                                                                                                                                                       | IAO Italian expert                                                                                                                                                                                                                                                                                                                | Person in charge / Regional expert                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | IAO Italian expert                                                                                                                                                                                                      | OARI/ IAO                                                                          |

| Main activities              |  |                          |                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                             |                                                                                     |
|------------------------------|--|--------------------------|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Component A<br>(MOFED/BOFED) |  | budget<br>euro 1.335.000 | 23/6/2011<br>Workshop di lancio a<br>Robe (Bale) | BOFED:<br>funds management and<br>distribution, national bidding of<br>goods and services, seed /<br>grain store construction, visits<br>and events organization in<br>Ethiopia,<br>10-11-12/11, 4/2012, 06/2012,<br>05/2013, 12/2014 thematic<br>workshops,<br>10/2011 visit to Asella Malt<br>Factory, Hetosa & Meki<br>Farmers' Unions;<br>12/2013: durum wheat field<br>day,<br>10-11-12/12 participation to<br>conferences;<br>12/2014: participation to Addis<br>Ababa pasta fair;<br>7/2015: participation to<br>Expo2015 Milan food fair;<br>SARC: agronomic and<br>breeding field tests, laboratory<br>installation, seed distribution,<br>training of trainers, seed and<br>grain analysis; woreda: funds<br>administration, local goods and<br>services procurement and<br>delivery, farmer training /<br>technical assistance by<br>extensionists;<br>cooperatives/unions: stores<br>construction supervision,<br>durum wheat seed<br>multiplication, durum wheat /<br>coffee storing, processing and<br>trading (contracts with<br>purchasers); | BOFED:<br>IRR reporting; SARC: annual<br>reporting; woreda: field<br>monitoring visits, 16/12/2013<br>audit | 28-29/10/2015<br>Addis Ababa final<br>workshop, BOFED final<br>reporting (expected) |

|                                                                       |                                       |                                                                                         |                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                            |                                                                                                                                |
|-----------------------------------------------------------------------|---------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Component B<br>(IAO /<br>international<br>partners) TIN<br>0022232603 |                                       | budget<br>euro 365.000                                                                  | Italian expert long term<br>mission for project start<br>up; UTL administrative<br>support                       | IAO: coordination of<br>international technical<br>assistance, organization of<br>visits / training in Italy,<br>participation to events in<br>Ethiopia;<br>9/2011: T.A. Slow food on<br>coffee trade;<br>10/2011, 6/2012, 10/2012,<br>7/2013-3/2014: Italian Expert<br>Missions.                                                                                                                | Italian Expert: monitoring short<br>missions, field monitoring<br>visits, annual reporting | 28/11-18/12/2015<br>IAO Evaluation mission,<br>final reporting (expected)                                                      |
| Output                                                                | identification of project<br>partners | budget support to<br>MOFED, project<br>implementation<br>document, project<br>agreement | Italian expert long term<br>mission, distribution of<br>durum wheat seed<br>7/2011, Slow food<br>training 9/2011 | farmers / cooperatives<br>managers participation to<br>events, trainers and farmers<br>trained, SARC seed and grain<br>analysis skills, grain quality<br>research, stores built, seed<br>and processing equipment<br>available, seed multiplied and<br>distributed, woreda<br>extensionists technical<br>assistance and field presence<br>improved, farmers' awareness of<br>market requirements | no indicators collection and<br>systematization, no reference<br>to reported data sources  | implementation extension<br>from 09/05/2012 to<br>30/4/2016                                                                    |
| Impact                                                                | continuation of ABRDP                 | exploitation of SARC<br>research results /<br>Slow food local<br>experience             | adoption of Ethiopian<br>procurement method,<br>adoption of Ethiopian<br>implementation<br>procedures            | durum wheat seed available,<br>increased farming skills,<br>increased durum wheat and<br>coffee production, harvest<br>contract sale to industry /<br>Oromia coffee union,<br>improvement of cooperatives<br>durum wheat market access,<br>cooperatives links with coffee<br>export traders, durum wheat<br>open market sale by bidding,<br>increased farmer' income                             | incomplete reporting feeding<br>project management                                         | expansion of activities<br>through durum wheat value<br>chain new project, coffee<br>value chain liaison with<br>UNIDO project |

## AREAS FOR IMPROVEMENTS

|             |                                                                         |                                                                                                                                         |                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                       |                                                                                   |
|-------------|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
| Methodology | no need assessment report, poor tracking of identification documents    | poor logical framework, incomplete budget details, no monitoring system, independent management of the Italian and Ethiopian components | no detailed action plan, no management / monitoring plan, no baseline survey, no inclusion or gender perspective | Limited decision making by Project steering committee, delay in funds pipelining / expenditure approval, delay in activities implementation and changes not reflected in project documents (poor details, no changes traceability), partial mobilization of international partners (e.g., ICARDA / seed certification)                                                                                                                                                                                                                                               | no project indicators collection and systematization (indicators table), no semi annual reports, subjective decision making and adaptation to context | no exit strategy                                                                  |
| Results     | no structured value chain analyses, no value chain development strategy | no definition of production model, no definition of market access tools / initiatives                                                   | incomplete inclusion of value chain stakeholders, no analysis of socio-economic and regulatory framework         | limited seed multiplication and characteristics, mixed durum wheat and coffee characteristics, limited farming system / practices change / access to inputs, no production traceability manual (disciplinare di produzione), dependance on external coffee cleaning services; trade: relations with industry / exporters limited to sale (no technical assistance, contracts not fulfilled), no independent product analysis services, no product price transparency, no interest by middlemen in product standards, limited cooperative access to production credit | financial reporting driven management, short term, case by case decision making                                                                       | delay in project conclusion, no systematization / dissemination of best practices |

G.V. Brandolini, 15/07/16 – 08/0816



**ANNEX n. 7****SWOT ANALYSIS – DURUM WHEAT AND HERENNA COFFEE VALUE CHAINS**

| <i>Technology development</i>                                              | <i>Farm service supply</i>                                                                      | <i>Farm production</i>                                          | <i>Market service supply</i>                                                                                                                           | <i>Supervisory / coordination services</i>                    | <i>Local trade</i>         | <i>National / international trade and consumption</i> |
|----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|----------------------------|-------------------------------------------------------|
| research services: SARC (durum wheat, Melkassa research center (coffee))   | manpower (employees, casual work)                                                               | commercial farmers: technical knowledge, mechanization practice | primary cooperatives (services: advocacy, goods and service purchase and delivery, harvest storage, technical and market information, sale, transport) | zone / woreda / kebele authorities                            | cooperatives unions        | consumers                                             |
| public extension services (woreda, kebele): training, technical assistance | Oromia seed company                                                                             | small farmers: family labour                                    | Oromia cooperative bank / financial service suppliers (credit, insurance, etc.), investors                                                             | national / state agricultural, cooperative, trade authorities | middlemen                  | wholesalers                                           |
| agricultural schools                                                       | seed multiplier farmers, cooperatives                                                           |                                                                 | market promotion agencies (Oromia trade and market development bureau, ATA): technical meetings, exhibitions, communication, business promoters, etc.  | Ethiopian mills associations                                  | flour mills                | food wholesalers and retailers                        |
| agricultural promotion agencies                                            | farming inputs suppliers: traders, cooperatives (fertilizers, herbicides, farm equipment, etc.) |                                                                 | transport services (trucks)                                                                                                                            | Wheat alliance (zone), Wheat forum (national)                 | coffee cleaning industries | flour mills, pasta industries                         |
|                                                                            | mechanization services (tractor, combiner, etc.)                                                |                                                                 | storage, cleaning services                                                                                                                             | farmers association                                           |                            | flour / pasta import traders                          |
|                                                                            |                                                                                                 |                                                                 | Research institute seed, grain laboratory                                                                                                              |                                                               |                            | Oromia coffee union                                   |
|                                                                            |                                                                                                 |                                                                 | Coffee traders laboratories                                                                                                                            |                                                               |                            | coffee processing industries                          |

|                                                                  |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  |                                                                         |
|------------------------------------------------------------------|--------------------------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------------------------|------------------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------------------|
|                                                                  |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  | coffee export traders                                                   |
|                                                                  |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  | foreign coffee industries                                               |
|                                                                  |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  | Slow Food / fair trade agencies                                         |
| <b>Strengths</b>                                                 |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  |                                                                         |
| integration of public research and extension service             | cheap labour                                                       | farmer's knowledge of farming environmental constraints       | cooperatives acknowledged leadership                                            | coordinated agricultural policies                                                  | cooperative unions commercial skills                             | increasing diversification of the urban population diet                 |
| extension services' field presence                               | durum wheat improved varieties                                     | favorable environment for wheat varieties diversification     | cooperatives commercial skills                                                  | public sector leadership                                                           | coffee export licence by coffee cooperative union                | increasing pasta consumption                                            |
| wheat seed and grain analysis laboratories by research institute | limited market share of formal seed trade                          | farmer' interest in technical innovation and access to market | good relations with agricultural authorities                                    | agricultural authorities extensive field access                                    | good relations with agricultural authorities                     | quality orientation by foreign coffee consumers                         |
|                                                                  | expanding mechanization services                                   | cohesion of cooperative members                               | cooperatives hangars to store the product                                       |                                                                                    | hangars to store the product by cooperative unions and middlemen |                                                                         |
|                                                                  |                                                                    |                                                               | extensive trade services (storage, cleaning, transport)                         |                                                                                    | middlemen knowledge of / links with farmers                      |                                                                         |
| <b>Weaknesses</b>                                                |                                                                    |                                                               |                                                                                 |                                                                                    |                                                                  |                                                                         |
| Limited agricultural vocational schools                          | small basic seed production and poor seed multiplication practices | cheap / unskilled manual labour based farming practices       | Little interest in agriculture by financial service suppliers / low rentability | private stakeholders limited participation in agricultural policies implementation | strong competition for agricultural commodities                  | price orientation by local pasta consumers                              |
| Limited resources for agricultural research                      | limited farmer's capacity to use new farming inputs available      | few formally agricultural educated farmers                    | absence of independent testing laboratories (seed, grain, coffee, chemicals)    | little resources by stakeholders coordinated initiatives                           | lack of key technical equipment by cooperative unions            | lack of reference grain, coffee testing services / traceability schemes |

|                                                                        |                                                                    |                                                                                     |                                                                                                       |                                                                    |                                                                 |                                                                                 |
|------------------------------------------------------------------------|--------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|-----------------------------------------------------------------|---------------------------------------------------------------------------------|
|                                                                        | limited flexibility of mechanization services (combiners cleaning) | lack of resources and capacities to assimilate innovative farming practices         | lack resources / poor capacities to communicate with cooperatives by trade services                   | no efficient legal system for binding contracts                    | fragmentation of the access to market into multiple trade steps | few information events linking producers and consumers                          |
|                                                                        |                                                                    |                                                                                     | mixed saving capacities by cooperatives                                                               |                                                                    | absence of substantial quality incentives                       | poor retailer's market infrastructure                                           |
| <b>Opportunities</b>                                                   |                                                                    |                                                                                     |                                                                                                       |                                                                    |                                                                 |                                                                                 |
| Resarch collaboration abroad                                           | Commercial farmers' interest in improved seed                      | increasing amount of higher education agricultural schools                          | improving access to foreign export markets                                                            | pro-farmer / pro-cooperative development policies                  | inclusion of farmer-middlemen in the cooperatives               | association of stakeholders in local and national fora                          |
| Cooperative research with farmers                                      | increasing chemicals need in mechnized farming                     | foreign investments in agriculture                                                  | agencies and national events collaboration: agricultural fairs, conferences, exchanges of information |                                                                    | fiscal incentives for cooperative unions                        | increasing consumer's awareness on food characteristics / gastronomy            |
| Oromia government commitment to technical development                  | availability of new farm inputs: chemicals, farm equipment         | fertile (black soil) / environment favourable to conservation agriculture practices | wheat import ban                                                                                      |                                                                    |                                                                 | transboundary food-quality promotion networks                                   |
|                                                                        |                                                                    | high agricultural commodities price                                                 | poor rural roads network                                                                              |                                                                    |                                                                 |                                                                                 |
| <b>Threats</b>                                                         |                                                                    |                                                                                     |                                                                                                       |                                                                    |                                                                 |                                                                                 |
| Lack of a reference research framework                                 | Lack of seed certification system                                  | cheap labour hampering mechanization                                                | increasing availability of foreign agricultural commodities                                           | limited set of capacities in market surveillance / fraud detection | informal trade practices                                        | little knowledge on transboundary agricultural commodities smuggling practices  |
| lack of integration of agronomic and environmental management research | State monopsony of fertilizers                                     | variable environmental conditions (drought, crop diseases)                          | limited appeal of pasta quality for local consumer                                                    |                                                                    | agricultural commodities offer fragmentation                    | dependance on foreign markets in agricultural commodities price                 |
|                                                                        | farmer's preference to sourcing chemicals instead of shifting      | variable environmental conditions (drought, crop diseases)                          | little market price transparency                                                                      |                                                                    |                                                                 | consumption in urban areas concentration favoring wholesale trade concentration |

|  |                                             |                                                       |                                    |  |  |                                               |
|--|---------------------------------------------|-------------------------------------------------------|------------------------------------|--|--|-----------------------------------------------|
|  | to mechanized practices                     |                                                       |                                    |  |  |                                               |
|  | limited of farm inputs distribution network | low / fluctuating agricultural investment return rate | price oriented market competition. |  |  | big cash flow in agricultural commodity trade |

G.V. Brandolini, 15/07/16

**ANNEX n. 8:****FOCUS GROUP SURVEYS****n. Questionnaire**

- date:
- hour:
- participants (n.) :
- name:
- task:
- Woreda
- Kebele:
- organization name:
- project activity:

**n. Sector**

- 1 Livelihood
- 2 Cooperative
- 3 Land
- 4 Income
- 5 Agriculture
- 6 Market
- 7 Cooperative inclusion
- 8 Project participation
- 9 SWOT analysis
  - 9.1 strengths
  - 9.2 weaknesses
  - 9.3 opportunities
  - 9.4 threats

In the Meeting notices (Annex n. 5)

**G.V. Brandolini**  
**15/07/16**

**ANNEX n. 9:****UNIONS AND COOPERTATIVES OF THE PROJECT****DURUM WHEAT COOPERATIVES**

| <b>Woreda</b> | <b>name</b>   | <b>Type</b>     | <b>Male members</b> | <b>Female members</b> | <b>Total</b> |
|---------------|---------------|-----------------|---------------------|-----------------------|--------------|
| Agarfa        | Waltae        | Multi-purpose   | 451                 | 100                   | 551          |
|               | Elabid Ali K. |                 | 432                 | 77                    | 509          |
| Sinana        | Sanbitu       | Multi-purpose   | 600                 | 38                    | 638          |
|               | Waltae        | Multi-purpose   | 282                 | 34                    | 316          |
|               | Berisa Shallo | Multi-purpose   | 231                 | 14                    | 245          |
|               | Salka         | Multi-purpose   | 920                 | 43                    | 963          |
|               | Alage         | Seed multiplier | 402                 | 8                     | 410          |
|               | Dureti Tullu  |                 | 69                  | 6                     | 75           |
| Goro          | Meliyu Burka  | Multi-purpose   | 1490                | 82                    | 1572         |
|               | Fankal        | Multi-purpose   | 803                 | 18                    | 821          |
| Ginir         | Doio Elani    | Multi-purpose   | 460                 | 34                    | 494          |
|               | Ebisa         | Multi-purpose   | 625                 | 28                    | 653          |
|               | Kabana        | Multi-purpose   | 555                 | 129                   | 684          |
| Golocha       | Salam         | Multi-purpose   | 529                 | 144                   | 673          |
|               | Derre guddo   | Multi-purpose   | 336                 | 150                   | 486          |
| Totale        |               |                 | 8185                | 905                   | 9090         |

**UNIONS OF COOPERTATIVES**

| <b>Woreda</b>      | <b>name</b>   | <b>Type</b> | <b>Male members</b> | <b>Female members</b> | <b>Total</b> |
|--------------------|---------------|-------------|---------------------|-----------------------|--------------|
| <b>Durum Wheat</b> |               |             |                     |                       |              |
| Sinana             | Sikko mendo   | 75          | 19,082              | 1,157                 | 20,239       |
| Agarfa             | Agarfa kejewa | 14          | 3,558               | 351                   | 3,909        |
| Gololcha           | Dire Gudo     | 20          | 2,897               | 356                   | 3,253        |
| Ginir              | Oda Roba      | 33          | 6,167               | 404                   | 6,571        |
|                    | Totale        | 142         | 31,704              | 2,268                 | 33,972       |

**COFFEE COOPERATIVES OF HERENNA FOREST**

| <i>name</i>       | <i>Type</i>     | <i>Male<br/>members</i> | <i>Female<br/>members</i> | <i>Total</i> |
|-------------------|-----------------|-------------------------|---------------------------|--------------|
| Irba Walda        | Multi-purpose   | 434                     | 59                        | 493          |
| Wabaro Hada Kumbi | Multi-purpose   | 305                     | 64                        | 369          |
| Chiri Harawa      | Multi-purpose   | 382                     | 39                        | 421          |
| Oda Dina          | Multi-purpose   | 135                     | 36                        | 171          |
| Waltai Gudina     | Multi-purpose   | 221                     | 21                        | 242          |
| Bobiya            | Multi-purpose   | 86                      | 20                        | 106          |
| Burkitu Darara    | Multi-purpose   | 81                      | 1                         | 82           |
| Makanisa          | Coffee producer | 44                      |                           | 44           |
| Buna Magnete      | Coffee producer | 42                      | 2                         | 44           |
| Habubi            | Coffee producer | 60                      | 1                         | 61           |
| Biftu Kankicha    | Coffee producer | 49                      |                           | 49           |
| Ila Bakanisa      | Coffee producer | 22                      | 2                         | 24           |
| <b>Totale</b>     |                 | <b>1861</b>             | <b>245</b>                | <b>2106</b>  |

**UNION OF COOPERATIVES**

| <i>woreda</i>                        | <i>nome</i> | <i>Cooperative<br/>associate</i> | <i>Soci<br/>maschi</i> | <i>femmine</i> | <i>Totale</i> |
|--------------------------------------|-------------|----------------------------------|------------------------|----------------|---------------|
| <b><i>Harennna forest coffee</i></b> |             |                                  |                        |                |               |
| Burka Yadot union                    | Dollo Mena  | 20                               | 2,021                  | 232            | 2,253         |

**G.V. Brandolini****15/07/16****08/08/16**



## Field visit and Interviews



1. Interview at the BoFED, Addis Ababa



5. Interview at the OCPB, Robe, Bale



2. Interview at OARI, Addis Ababa



6. Bicycles at the OCPB, Robe, Bale



3. Agro team, Megenagna – Addis Ababa



7. Interview of SARC officer



4. Interview at BoARD, Robe, Bale zone



8. Members of Sambitu cooperative





9. Focus group discussion inside Selka warehouse



10. SARC wheat laboratory, Sinana



11. Tractor at SARC, Sinana



12. SARC seed warehouse, Sinana



13. SARC durum wheat multiplication, Sinana



14. Dureti Tulu and Welta'e cooperatives warehouses



15. Dureti Tulu cooperative members





16. Dureti Tulu cooperative focus group discussion



20. Members of Agarfa cooperatives



17. Durum wheat production at Agarfa



21. Focus group discussion at Ali cooperative



18. Seed cleaner at Agarfa cooperatives union



22. Interview at Meliyu Burka cooperative



19. Agarfa union of cooperatives warehouse



23. Meliyu Burka cooperative warehouse





24. Meliyu town marketplace



24. Robe durum wheat field



25. Interview at Ginir Bureau of agriculture



26. Oda Roba cooperative seed cleaner



27. Oda Roba cooperative warehouse



28. Ebisa cooperative warehouse





29. Durum wheat field at Ginir



30. Focus group discussion at Ebisa cooperative



31. Durum wheat field at Gololcha



32. Dire Goda union of cooperatives and Gololcha BoA head.



33. Dire Gudo union of cooperatives warehouse



34. Focus group discussion at Dire Gudo



35. Coffee sun drying beds at Magnete cooperative



36. Interview at Dolo Mena Bureau of agriculture





37. Coffee sun drying beds at Chiri cooperative



39. Irba cooperative warehouse



38. Focus group discussion at Chiri cooperative



40. Interview at Kality food factory

## Evaluation Mission in Ethiopia: December 2015

Giorgio V. Brandolini