CHICKPEA VALUE CHAIN

PROGRAM GOAL
15,000 farmers by 2021 will increase gross margins by 15 percent.

TARGET REGIONS

VALUE CHAIN OBJECTIVE
• Expand access to inputs and technologies.
• Promote outgrower and contract farming.
• Improve postharvest management and markets.
• Integrate nutrition, gender and youth to ensure transformative change.

OUR APPROACH

TECHNICAL SUPPORT
• Improve productivity and quality through training in good agricultural practices, postharvest management, and international grades and standards.

TECHNOLOGY
• Introduce improved varieties and bio-fertilizers.
• Promote access to technologies to improve tillage and enhance production such as combine harvesters and mobile threshers.

MARKETING
• Promote structured market linkages with domestic and international chickpea buyers.
• Support private sector agrodealers to widen coverage and network of input marketing.
• Link cooperatives and unions with producers through outgrower schemes.

FINANCE & INVESTMENT
• Support commercial seed growing unions and input suppliers through a grant scheme to increase reach.

ACHIEVEMENTS
• 12,843 smallholder farmers received technical assistance and were introduced to bio-fertilizer across Amhara, Oromia, and Tigray.

Note, program results covers period from January 2018 to April 2019.

Feed the Future Ethiopia Value Chain Activity is a five-year program running from January 2017 to December 2021 as part of the US Government’s Feed the Future Initiative and the Government of Ethiopia’s Agricultural Growth Program. The program is improving agricultural productivity and commercialization of smallholder agriculture in Tigray, Amhara, SNNPR, and Oromia. Priority value chains include coffee, chickpea, maize, dairy, poultry, and meat & live animals.
# Coffee Value Chain

## Program Goal

45,000 farmers by 2021 will improve productivity, quality, and competitiveness for export markets.

## Target Regions

![Map of Ethiopia showing target regions](image)

## Value Chain Objective

- Upgrade quality and consistency of producers’ coffee.
- Strengthen smallholder access to export markets.
- Enhance producer-buyer relationships and promote premium grade sales.

## Our Approach

### Technical Support

- Increase productivity through demonstration of best agronomic practices such as stumping, mulching, composting, and postharvest management.

### Technology

- Provide 14,500 smallholder coffee farmers with access to wet mills and sun drying facilities to improve quality.
- Support seedling growing groups to produce and distribute 5 million improved seedlings to 12,000 smallholder farmers.

## Marketing

- Facilitate relationships between producers and processors for premium grade coffee to increase farm income.
- Promote outgrower schemes on 12 commercial plantations.
- Support national efforts to highlight unique taste of Ethiopian coffee to stimulate new global trade opportunities for smallholders.

## Capacity Building

- Expand national pool of professionally trained and certified cuppers by 100.

## Achievements

- Total nursery production of 3 million seedlings, sufficient for 2,500 hectares of new planting.
- 10 common interest groups produced 12,000 kilograms of dried coffee, of which 6,000 kilograms was exported to Germany and Japan through partner Kata Muduga Union.
- 15,132 outgrowers working with two unions and four commercial farms delivered 1.6 million kilos of high-quality coffee for export.

Note, program results covers period from January 2018 to April 2019.

For questions on the coffee value chain, please contact VCA Coffee Advisor Kili Mesfin (kmesfin@fintroc.com)

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DAIRY VALUE CHAIN

PROGRAM GOALS

105,000 dairy producers by 2021
Per cow productivity increased by 22 percent

TARGET REGIONS

VALUE CHAIN OBJECTIVE

- Expand market access to producers and improve market efficiencies.
- Promote value addition and improved quality and safety measures.
- Integrate nutrition, gender and youth to ensure transformative change.

OUR APPROACH

TECHNICAL SUPPORT

- Increase productivity of smallholder dairy producers with training in good husbandry practices, proper feeding, safe milk handling, and quality control.
- Support 16 medium- to large-scale processors to increase production and reach.

TECHNOLOGY

- Promote affordable technologies including hydroponic fodder production, hay conservation, and hygienic milk transportation.

OPERATIONALIZE MCCs

- Increase cold chain facility by supporting 100 milk collection centers and eight dairy processors in improving efficiencies and capacity.

MARKETING

- Create and strengthen linkages between 35,000 smallholder milk producers, 100 MCCs, and eight milk processors.
- Introduce embedded AI and veterinary services.

ACHIEVEMENTS

- 32,564 dairy farmers reached across Amhara, Oromia, Tigray and SNNPR.
- 35 MCCs made fully functional. Milk collected from these MCCs increased from 10,688 liters to 52,081 liters per day, with an additional 11,081 dairy producers now supplying these MCCs.

Note, program results covers period from January 2018 to April 2019.

For questions on the dairy value chain, please contact VCA Livestock Advisor Dr. Tebeje Nigussie (t.nigussie@fintrac.com)

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MAIZE VALUE CHAIN

PROGRAM GOAL
90,000 farmers by 2021 will improve productivity, quality, and standards and access sustainable markets.

TARGET REGIONS

VALUE CHAIN OBJECTIVE

• Expand access to productivity-enhancing inputs, good agricultural practices, and technologies.
• Improve postharvest management and market opportunities.
• Integrate nutrition, gender and youth to ensure transformative change.

OUR APPROACH

TECHNICAL SUPPORT
• Improve productivity and quality through training in good agricultural practices, postharvest management, and international grades and standards.

TECHNOLOGY
• Increase access to proven and affordable specialized hermetic bags to reduce storage loss and improve quality.
• Promote and create access to improved maize varieties and technologies that improve tillage to enhance production.

FALL ARMYWORM PREVENTION
• Build community awareness on FAW management and control, and create a monitoring, reporting, and early warning system.
• Establish network of spray service providers in 16 woredas.

MARKETING
• Create more effective and profitable market linkages between cooperatives, CIGs, and domestic and international buyers.
• Support private sector agrodealers to widen coverage and network of suppliers.

ACHIEVEMENTS

• 54,857 smallholder farmers reached across Amhara, Oromia, Tigray, and SNNPR.
• 198,732 PICS bags sold across target woredas.

Note, program results covers period from January 2018 to April 2019.

For questions on the maize value chain, please contact VCA Maize Advisor Habtamu Tsegaye (htsegaye@fintrac.com)

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MEAT & LIVE ANIMAL VALUE CHAIN

PROGRAM GOALS

45,000 farmers by 2021

Gross margin per animal increased by 15 percent

TARGET REGIONS

VALUE CHAIN OBJECTIVE

- Expand market access through direct linkages between producers and buyers.
- Improve export market efficiencies, qualities, and standards
- Integrate nutrition, gender and youth to ensure transformative change.

OUR APPROACH

TECHNICAL SUPPORT

- Increase quality of smallholders’ animals through good husbandry practices, modern feedlot construction, and improved animal management.
- Improve meat hygiene and quality by working with abattoirs to follow quality assurance standards.

FINANCE & INVESTMENT

- Support livestock farms and input suppliers in accessing finance from financial service providers, including banks with DCA loan guarantees.

MARKETING

- Create and strengthen linkages between 35,000 smallholder livestock producers and buyers including butcheries, local and export abattoirs, and livestock traders.

TECHNOLOGY

- Promote affordable technologies such as feed choppers, hay balers, and improved feed composition and storage materials.

ACHIEVEMENTS

- 21,356 farmers reached across Amhara, Oromia, Tigray, and SNNPR.
- More than $3.6 million in transactions recorded between livestock producers and buyers as a result of business to business market linkages.
- More than $6,428 in transactions recorded between livestock producers and input suppliers.

Note, program results cover period from January 2018 to April 2019.

For questions on the MLA value chain, please contact VCA Livestock Advisor Dr. Tebeje Nigussie (t.nigussie@fintrac.com)

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POULTRY VALUE CHAIN

PROGRAM GOALS

25,000 poultry producers have improved and sustained household income, and increased consumption of poultry.

TARGET REGIONS

VALUE CHAIN OBJECTIVE

• Support small-scale commercial pullet growers to reach out to backyard producers.
• Support table egg production and pullet raising and distribution systems.
• Integrate nutrition, gender and youth to ensure transformative change.

OUR APPROACH

TECHNICAL SUPPORT

• Increase quality of smallholder poultry products through feed quality standards and grades, and good poultry husbandry and management practices.
• Support poultry farms and input suppliers in accessing finance from financial service providers, including banks with DCA loan guarantees.

MARKETING

• Build marketing and business skills for 25,000 pullet producers.
• Strengthen commercial relationships between multiplication centers, pullet growers, large layer producers, and small-scale farms.
• Support establishment of egg and live chicken corners in major open markets.
• Increase market efficiency through linking poultry producers and processors with major market players.

TECHNOLOGY

• Promote affordable technologies including pack size concentrates/feed, supply of layers, quality feed, and vaccines.

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For questions on the poultry value chain, please contact VCA Poultry Advisor Dr. Tekeba Eshete (t.eshete@fintrac.com)