

The Government of Ethiopia has embarked on an economic growth strategy led by agricultural development. This strategy should specifically target the rural poor. Clear pro-investment laws ensure the broad participation of the private sector in this process. In this context, the government is re-engineering sectors which are adding value to agricultural production.

The SNV Business Organisations and their Access to Markets (BOAM) programme, financed by the Embassy of the Kingdom of the Netherlands and the Irish Embassy, contributes to sustainable poverty reduction in rural Ethiopia through value chain development. SNV supports the delivery of vital businesses and organisational development services along the whole of the following selected agricultural value chains: oil seeds and edible oils, milk and dairy products, honey and beeswax, pineapple, apple and mango.

SNV's Approach

The core of SNV's approach is bringing all the value chain actors and the stakeholders together in so called Coordination Groups. By doing so we support the creation and strengthening of branch and business associations in the selected value chains. Concretely, SNV has realised the establishment of the Ethiopian Milk Producers and Processors Associations (EMPPA) and the Ethiopian Honey and Beeswax Producers and Exporters Association (EHBPEA).

As a result of this approach, the SNV advisors contributed to establishing agricultural processing businesses and linking them to rural producers for their supply and to domestic and foreign markets.

Pineapple



Pineapple field plant, Gojeb

In order to increase and improve the national pineapple production we facilitated the delimitation of 1,000 ha land for production, and 8 investors are presently in the process of investing herein. In collaboration with JARC/EIAR the necessary laboratory procedure and protocol for pineapple mass propagation is developed and tested. About 500,000 plantlets (seedlings) of improved pineapple varieties are under propagation to be distributed to small holder farmers.

Apple

Due to tree husbandry and disease control the quality of Chenchas apples has improved. The appearance of the apples has significantly improved resulting in more of 1st and 2nd grade apples marketed through the Chenchas Highland Fruits Marketing Primary cooperative. Furthermore the cooperative was supported in developing their business plan which has sharpened its vision and strategy.



Apple in Chenchas, South

Milk

In the milk sector SNV provides assistance for new dairy processors in accessing finance from private banks. It is followed by capacity building measures for producers and processors, and linkages between them. This has been highly successful, and has strengthened the value chain. Dairy processors were assisted in identifying weaknesses in their collection systems, and were guided in how to improve it. Technical auditors (Local Capacity Builders) are now engaged in regular auditing missions to processors who are members of the milk value chain. Problems are identified and corrected.

Oilseeds



Noug (Nigersaat) farm, Wolkitie

SNV supported the training of 2 cooperatives of over 6000 oil seed growers in improved oil seed production, post-harvest issues and marketing resulting in quantity and quality improvement of the produced oils seeds. We also successfully introduced a sector wide market information system providing actors with up-to-date market prices and information. The Addis Ababa oil millers association received support with the feasibility study for an oil refinery plant and the search for investment funds is presently ongoing.

Honey

In collaboration with the Honey Exporters Organisation (EHBPEA), SNV organised national honey promotion events, connecting the Ethiopian Honey Sector with partners world wide. This resulted in new business relationships, among others for the export of honey to the EU. In order to concretize these opportunities we achieved that Ethiopia is listed for EU accreditation for the imports of honey from Ethiopia. 4 honey processors are now operating, or are in the process of opening, company apiaries in the production areas. BOAM facilitated the training of rural producers who are now entering into outgrower agreements with processors: produce honey according to market requirements.

Mango

Two cooperatives are supported with strategic and business planning. A project proposal for alternative technology transfer for the introduction of improved mango varieties is approved.

Impact

Through SNV's Business Organizations and Access to their Markets programme, market linkages have been realised. SNV brings stakeholders and actors together, identifies key value chain bottlenecks and supports finding solutions. In this context SNV supports individual entrepreneurs, cooperatives and associations by providing advice and assisting them to access credit and other business development services. This way value chain development contributes to reducing poverty in a sustainable manner.

SNV is dedicated to a society where all people enjoy the freedom to pursue their own sustainable development.

We contribute to this by strengthening the capacity of local organizations

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