

## CASE STUDY PIA 2: Market Access, Trade and Financial Services



### 5. Harmonize Regional Trade through Value Chain and Capacity Building

<b>INTRODUCTION</b>	 <p>© Marc BLEICH</p>	<p>The Horn has in the last few years lost some of its market shares on livestock trade and underwent bans, especially with the Gulf due to failure in meeting the health and hygiene certification.</p> <p>Gaps in the skills of producers and traders in the implementation of regionally/internationally acceptable standards in the production, traceability, handling, preservation of meat for exports and variations in the quality of animals are major constraints to retain competitiveness in the markets.</p> <p>More specifically there is a need to improve the managerial and entrepreneurial capacity of livestock stakeholder along the value chain in the Horn, in order to adjust their operations to the demand. The ideas of the FAO/IGAD-initiated project: 'Support to capacity building to promote formal marketing and trade of livestock and livestock products from the Horn of Africa was to strengthen the agri-business skills of stakeholders along livestock export value chain in the IGAD region.</p>
<b>LOCATION /GEOGRAPHIC COVERAGE</b>	IGAD Region	
<b>STAKEHOLDERS AND PARTNERS</b>	<p><u>Organizations which were in partnerships:</u></p> <ul style="list-style-type: none"> <li>- IGAD (Intergovernmental Authority on Development) secretariat</li> <li>- AU-IBAR</li> <li>- FAO-SFE</li> <li>- Ministries of livestock/Agriculture/trade of the 6 countries and Chamber of Commerce</li> <li>- In Ethiopia (EMDTI), Kenya (KLIFT), Djibouti (CdC) : the Ethiopian Meat and Dairy Technology Institute which delivered the ToTs</li> </ul> <p><u>Various partnerships and coordination mechanisms created and/or strengthened:</u></p> <ul style="list-style-type: none"> <li>- Development of a Regional technical platform on livestock trade</li> <li>- Strengthening of national livestock policy hubs in each countries to address in particular the marketing and trade policy issues</li> <li>- Interaction among each Chamber of Commerce and Trade Departments in East Africa</li> </ul>	
<b>METHODOLOGICAL APPROACH</b>	<p><u>This programme was implemented between 2010 and 2012:</u></p> <ol style="list-style-type: none"> <li>1. Diagnosis of the context: value chain, actors and lack in capacities were mapped and assessed in each country</li> </ol>	

	<p>2. Development of national-owned projects through write-shop on a national scale.</p> <p>3. Development of tool-kits for each country to assist and support their capacities. The tool-kits were composed of various modules in agribusiness and of technical information related to certification.</p> <p>4. Planning of a Regional write shop to finalize the sub regional modules for the generic tool-kits and collaboration with IGAD</p> <p>5. Training of trainers with relevant institutions from public and private sectors</p> <p>6. In each of the six countries, participatory assessments were conducted by stakeholder groups of actors involved along the value chain. A session of validation took place in the 6 countries, with representatives from the public and the private sectors.</p>
<b>VALIDATION</b>	<p>In Djibouti the participants recognized the efficiency of the kits: they are adapted and bring new insights into the value chain.</p> <p>In Ethiopia, around 30 participants completed the ToT. Other training was carried out according to outputs collected during the first ToT in 3 Regions. The beneficiaries are: pastoralists/producers, traders. And based on this project, different donor agencies are launching similar programs.</p>
<b>IMPACT</b>	<p><u>Impact on the:</u></p> <ul style="list-style-type: none"> <li>- Development of technical skills regarding animal production and health, handling and transport</li> <li>- Development of soft skill or functional capacity in agribusiness field (traceability, certification, transformation, etc)</li> <li>- Understanding of the value chain: pre-requisite on certification and taste, quality from importing countries especially the Middle East</li> <li>- Understanding of the process to develop business plans ...</li> </ul>
<b>INNOVATION AND SUCCESS FACTORS</b>	<ul style="list-style-type: none"> <li>- Linking the importers and exporters to understand the regional standards and prerequisite</li> <li>- National identification of actors through a participatory process per country</li> <li>- Gathering into a regional perspective from national systems, procedures, organizations</li> <li>- Creation of Regional Write shop to enrich the training kits from various perspectives and to create a network</li> <li>- Development of a Regional ToT and Network through a partnership with AU-IBAR</li> <li>- Development of Kits specific to the countries with a roll out plan for further training in the countries, taking place in Ethiopia (EMDTI), Kenya (KLIFT) and Djibouti (Chamber of Commerce, which for example shared its documentation during the trainings)</li> </ul>
<b>CONSTRAINTS</b>	<p>Some technical constraints took place during the trainings, for example, a lack of translators or video material and testimony from the Agri-Business and sanitary standards actors.</p> <p>At the end of the project, the trainings were not well integrated in the Countries ongoing programmes. The ownership of the countries still has to be supported.</p>

<b>LESSONS LEARNED</b>	Building capacity along the value chain should be implemented in coordination with the private sector and the importers. It is important to include a facilitator-translator during the training of trainers
<b>SUSTAINABILITY</b>	<u>Institutional sustainability:</u> - Establishment of sustainable links between offer and demand - Involvement of IGAD to sustain the process <u>Social sustainability:</u> - Long term capacity building in each scale of the value chain
<b>UP-SCALING</b>	The process was developed in each country by developing a tool kit adapted to each of them. Now the necessity is to integrate the project within the Ministries of Agriculture and Trade and to extend the training. The establishment of a network is crucial to organize field visits and collaboration.
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<b>RELATED RESOURCES THAT HAVE BEEN DEVELOPED</b>	FAO-SFE: terminal statement IGAD-LPI
Case Studies Adapted from : Flora Baudron, Good Practices Building Resilience Experience from Ethiopia and IGAD countries, FAO-SFE, 2013	

