

# Opportunities for Sustainable Legume Business Development: An Experience from the Public-Private Partnership Progresses in South Eastern Ethiopia

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## Introduction

- General characteristics of legume value chains (including chickpea)
  - Weak coordination and hence information asymmetry
  - Poor performance
- A multi-stakeholder Public-Private Partnerships have been designed and functionalized
  - Enhance technology dissemination and scale up
  - Ensure sustainable knowledge transfer
  - Realize efficient input supply and access to grain markets

## The South-East Ethiopia Public-Private Partnership



Role mapping and overview of the South-East Public-Private Partnership Cluster



Chickpea technology dissemination activities at our-grower farmers' plots at Ginnir Woreda, Bale, South East Ethiopia

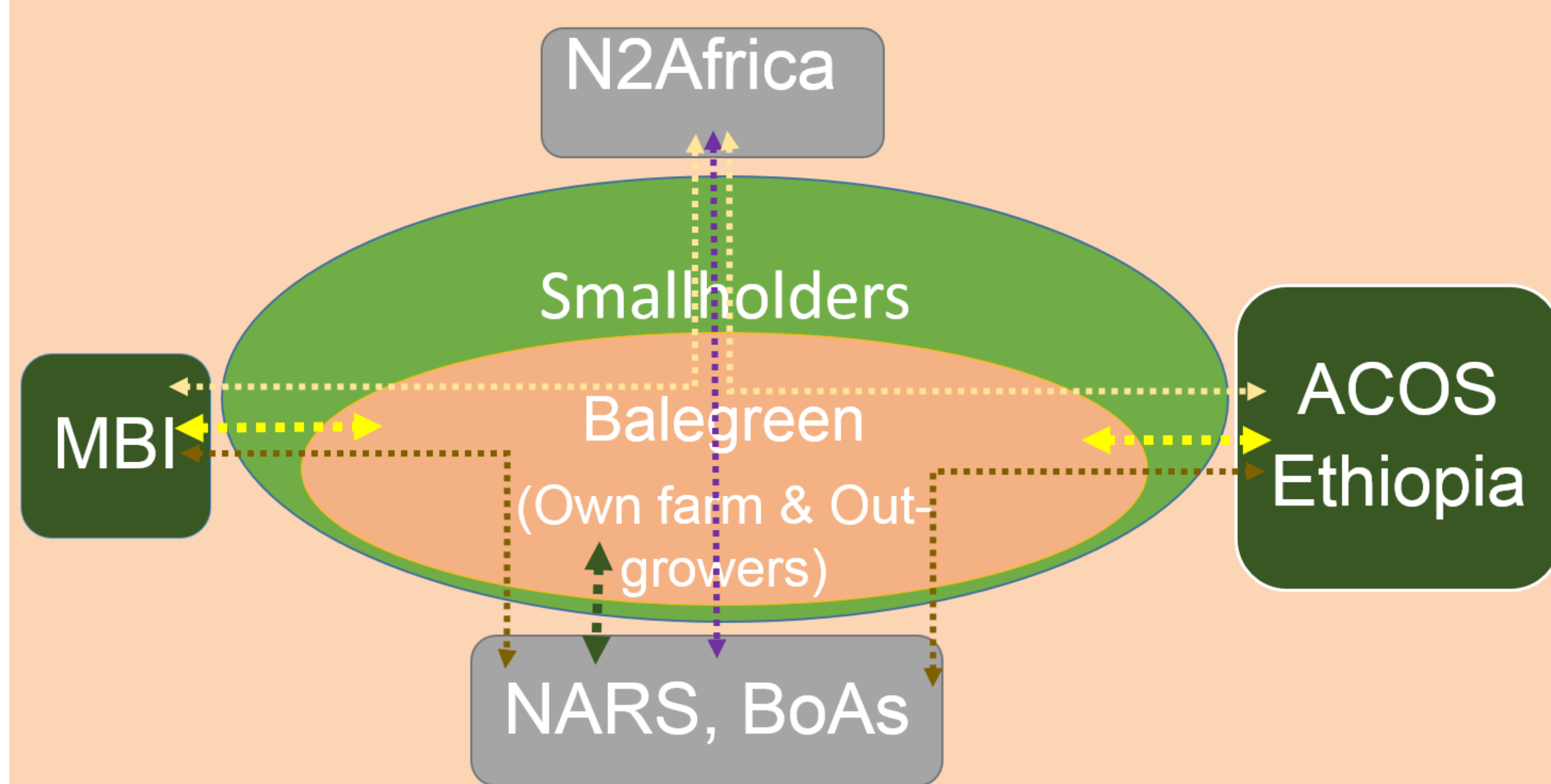


Grain value addition processes (cleaning, sorting, and bagging) at ACOS Ethiopia Factory for export market

## Way forward

- Appropriate progress tracking and feedback mechanism (M&E)
- Strengthen input demand information to enable suppliers informed and effectuate the supply timely
- Strengthen the capacity of the nucleus farm to accommodate the growing interest of non-contracted farmers and growing export market

## The Balegreen Out-grower Farming Model



- The nucleus farm, **Balegreen Spice and Grain Development**, pioneered:
  - Mechanizing chickpea farming and breaking a long cereal mono-cropping
  - Knowledge transfer to surrounding farmers
  - Engaged in Out-grower farming arrangement with smallholder farmers to grow Kabuli Chickpea
  - Stimulated legume technology scale up through
    - ✓ Strengthened seed system development
    - ✓ Serve as last mile delivery for inoculants from MBI
    - ✓ Grain bulking and delivery to ACOS for the Monino Kabuli variety



Mechanized chickpea seed multiplication at Balegreen Farm in Ginnir Woreda, Bale, South East Ethiopia

## Outcomes and Lessons from the Partnership

- Joint planning improved coordination and execution of implementations
- A synergized effort of the cluster partners through the out-grower model
  - Enhanced farmers' technical capacity, learning and chickpea technology dissemination
  - Improved information flow and farmers' market orientation
    - ✓ Interests of the actors well informed
    - ✓ Triggered the business relationships between the actors
    - ✓ Better coordination of input and grain marketing between the main actors
  - Growing interest from farmers to be involved in the out grower scheme (28,000)

## Acknowledgements

- Cluster partners including ILRI, Balegreen, MBI, OARI-SARC. Zonal and Woreda BoA and ACOS Ethiopia
- BMGF, WU and IITA