

AgriProFocus Ethiopia is part of the global AgriProFocus network which is active in 11 African countries, Indonesia and in the Netherlands. As a network we believe that primary producers are key to local economic growth, sustainable agri-food systems, and food security for all. Ethiopian and international agricultural professionals join our network to do business and to share information, contacts and knowledge, thus boosting the agricultural sector.

## Our offer includes

- Easy access to agribusiness contacts and resources.
- Business links to connect agri-businesses on a local, regional and international scale.
- Facilitated innovation communities that create new solutions for existing problems together with relevant stakeholder groups.
- An online platform for debate and learning to discuss, share and find out about the latest innovations in agriculture and food security, as well as a market place for your products and services

## Why join?

- Meet and join nearly 1300 professionals that have already subscribed to our vibrant online platform.
- Create your own Company Page on the online platform and promote your activities, products and services. Also use the Marketplace section of the platform to advertise your offers.
- Become a member of our active Innovation communities and jointly innovate in areas such as Nutrition, Climate Conscious Agriculture, Contract Farming, Gender in Value Chains, Agricultural TVET, and Soil Health Management.
- Stay up-to-date on agri-business developments, relevant tenders and calls, and register to participate in cutting-edge knowledge events.



Photo: As part of Agribusiness Finance Fair events, field visit to women farmers who acquired finance to plant onion seed

- Get support from our dedicated independent coordination team, backed by a wide array of members that share human and financial resources.

*“AgriProFocus Ethiopia is a very important network in promoting farmers entrepreneurship and in the efforts to bring inclusive agri-business development. It is a simple and relatively cheap mechanism to link up with likeminded organizations, to promote own product and to get answers for challenges one is facing in doing agri-business.”*

**Desta Damena - FSRE Fund Manager**

*“AgriProFocus Ethiopia organizes Finance Fairs for the purpose of creating access to finance by linking farmers, financial organizations, rural MFIs and producer organisations; as a result several seed producer cooperatives are getting credit facilities, and we hope more will do in the future.”*

**Dr. Amsalu Ayana - Director, ISSD Ethiopia Program**

AgriProFocus Ethiopia is part of the AgriProFocus partnership; an initiative originating from the Netherlands that creates opportunities for multi-stakeholder action and learning for the enhancement of farmer entrepreneurship. The partnership currently consists of 34 member organisations and is operational in 12 countries in Africa, and in Indonesia.

## For more information

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The AgriProFocus Ethiopia agenda for 2016 is listed below. This overview is not exhaustive; new activities may be taken up by AgriProFocus Ethiopia members throughout the year.

## Business brokering

- Promote private sector support programs relevant for Ethiopian agriculture.
- Organise 2 Agri-Business Finance Fairs with key partners, Universities and Research Institutes.
- Organise 6 Business Drink events in partnership with ABSF.

## FSRE Fund

In 2012, AgriProFocus Ethiopia and ICCO Cooperation, co-created the "Food Security and Rural Entrepreneurship Fund" (FSRE Fund) which has been granted a 4-year support by the Dutch embassy. 68 projects of organizations from various sectors (SMEs, NGOs, POs) are being supported. In 2016 the first phase of FSRE Fund will be completed, and while implementation of the projects continues, AgriProFocus Ethiopia keeps on conducting the linking and learning events for the FSRE Fund Recipient organizations.

## Innovation communities

In addition to Farm-Firm Relations, Gender in Value Chains and Soil Health Management, two new Innovation Communities - Nutrition Sensitive Agriculture and Climate Conscious Agriculture - are created on the request of members. Apart from monthly meetings, each Innovation Community will have three events/field visits during the year which will be hosted by members. Lessons Learned will be documented for those interested (on the website). If applicable, it will be printed as well in a small booklet with partners' collaboration.

## Farm-Firm Relations

Lead: Gebremedhine Birega (Ethiopian Consumer Society)

- Exchange of experiences between international and national agri-business companies in Ethiopia who work with smallholders.
- Promote publications on contract farming and farm-firm relations based on case studies developed by AgriProFocus and partners.
- Organise 2 finance fairs for farmers, agri-businesses and Financial Institutions.



Photo: Employees of one of FSRE Fund projects working on a silk twisting machine, newly imported and installed with the Innovation Grant Fund

## Gender in Value Chains

Lead: Ms. Yelleke de Nooy van Tol

- Link up with other gender initiatives via EKN; UN Women; Tufts University.
- Resource mobilization for describing GVC cases (online platform; booklet)
- Promote the gender in value chain coaching as an in-house track or as a network activity.

## Soil Health Management

Lead: (To be Named)

- Bring together the ongoing activities on soil fertility, and share knowledge and experience.
- Capitalize on the 2015 Ethiopian Soil Campaign through documentation.

## Nutrition Sensitive Agriculture

Lead: (To be Named)

- With EU and other partners, create linkage between stakeholders and promote nutrition sensitive agriculture.
- Interact with researchers and policy makers.

## Climate Conscious Agriculture

Lead: (To be Named)

- Link up with international and national actors.
- Focus on relevant topics such as agroecology, conservation, regeneration agriculture, compost and carbon sequestration.

## Network development

- Create new partnership with relevant agricultural development actors in the country.
- Increase the AgriProFocus online membership, with a focus on the private sector and policy makers.

- Enhance members' online and offline involvement.

## Debate and learning

- Organise the Linking and Learning Agenda for FSRE Fund Innovators.
- Organise the Learning Agenda for EKN supported programmes.
- Initiate a depository of grey literature on agriculture in Ethiopia.
- Organize bi-monthly networking events for members and partners.

## Online platform

AgriProFocus Ethiopia provides a neutral platform for members to debate, learn from each other and exchange information. The online platform features an Agri-Business Directory, with all connected organizations and companies; the latest news and information; a forum to discuss; an opportunity for members to create their company pages; and new contents on a daily basis.

## Coordination and Funding

The AgriProFocus coordination team is hosted by Fair & Sustainable Ethiopia, based in Addis Ababa. Financial contributions are made by Agriterra, ICCO, Cordaid, Wageningen UR, the Embassy of the Kingdom of the Netherlands, ABSF and local members and partners share resources for events.