

**Summary Report
On
Agribusiness and Irrigation Agronomy Joint TOT
November, 2020**



1. Participant composition

- MOA & BOA
 - Input Output market experts
 - Seed inspection expert
 - Horticulture experts
 - Postharvest Management expert
 - Irrigation agronomist
- PASIDP Federal & Regional Agribusiness & Agronomy Specialists
- From Federal Cooperative Agency & Bureau Marketing Experts
- Federal & Trade & Industry marketing experts

2. Duration

November 24-29, 2020

3. Methodology

- Power point Presentation
- Group discussion & presentation
- Sharing Experiences from regions to regions
- Exercising the tools & soft wares on Laptops
- Recap the daily summery

4. Trainers

The trainers are from TNS, ECRISAT, TNS, LATIA & PASIDP II

5. **Expected trainees-** 59- attended -43(6 female). From Amhara 8, Oromia- 13, Sidama 6, SNNP 8 and federal 8 participants attended the training.

6. Topics & Titles

❖ Business mind set or business mentality development

- What attitude is?

- Business mentality Development & Attitude
- Secret of business success
- Business Etiquette

❖ **Cooperative Business Basics & purpose**

- Cooperative business basics
- Purpose & principles of Cooperatives
- Cooperative Leadership & Governance
- Social Responsibility
- Business Plan and its benefit

❖ **Cluster farming, Aggregation and collective selling**

- The meaning & benefit of cluster farming
- How to cluster & segregate irrigation farm and advantages
- Cluster farming aligning with contractual farming
- Planning the calendar
- Aggregate and collective selling

❖ **Price setting Mechanisms and profit maximization**

- What pricing & why it is important
- Understand price setting techniques/approaches/strategies
- Crop price predetermination steps
- How to support farmers in price decisions/Negotiations
- What is profit?
- How to maximize profit

❖ **Irrigation Crop selection management**

- Irrigation crop selection benefits
- Introducing the tool developed by TNS
- Listing the data
- Exercising the tool with the participants
- Farm budgeting

❖ **Financial literacy and financial linkages**

- What financial literacy mean
- Financial capability
- Financial inclusion
- Saving & benefits of saving individual & National level
- Saving related to investment
- Loan & Loan management
- Good Vs Bad Debt management
- Identification of loan source compatible for smallholder farmers
- Delinquency
- PASIDP Financial Linkage Achievements & challenges

❖ **Private Agro dealers Engagement and input market linkage**

- The meaning and benefit of Agro dealers
- Engaging private agro dealers as a development partners
- Experiences of different organizations/projects
 - AGRA
 - SN
 - PSNP/HABP
 - FARM AFRICA
 - EUCORD
- Selecting the best experiences and aligning to the program

❖ **Post-harvest loss Management**

- What do we mean postharvest management?
- Why do we need to know about postharvest management?
- Food supply
- Food lose & Food Waste
- Extent of Postharvest losses of Grain & Horticultural crops
- Causes of Postharvest losses
- Value addition
- How to improve postharvest handling

- Introducing DLS design for Potato, Ware Potato storage & Zero Energy cooling structures

❖ **Irrigation Agronomy**

- Definitions & basic concepts about Irrigation & Agronomy
- Direct and Indirect benefits of Irrigation
- Crop water Management & Scheduling
- On farm water management for furrow Irrigation
- Agricultural Drainage & managing salinity/sodality
- How to increase production & Productivity
- Introducing furrow making equipment

7. Main issues Raised on discussions

- Contractual farming agreement enforcement issue
- Challenges of predetermination with related to contractual farming
- Illegal brokers' interference during output market Linkages
- Less attention for crop/Irrigation farming Insurance
- RUSACCos saving & Credit modality for Muslim Society
- Less interest of private traders and agro dealers to run the business in Win-Win attitude
- Limited coordination to support farmers with revolving funds & market infrastructures like storage facilities

8. Lesson Learnt

- The experience of joint training of two disciplines needs to be cascaded
- Allocating enough days & time
- Finalize the training with action plan to cascade the training
- Site for Agronomic practices is necessary

9. Summery

The training was special in kind since it is provided by integrating two intermingled disciplines, Agronomy & Agribusiness. For the main reason is that, no one can think about Agribusiness without production and vice -versa. And the reflection from the participants

showing that this is the appropriate way to strengthen the supply chain in order to satisfy the market demand by increasing the production & productivity of smallholder farmers. According to the reflection gathered through training evaluation format, trainees confirmed that the training was well organized, the topics were relevant & aligned with their discipline and the trainers were well prepared and knowledgeable about the subject matters. Challenges raised regarding training were time shortage and practical exercise need of some topics. The other challenge observed was the regions did not send all the requested trainees due to field work and other trainings.