

Financial literacy trained farmers recognised



Together with the 13 *Woreda* Cooperative Promotion Offices and 10 Unions and nearly 100 Cooperatives in Northwest Ethiopia, Benefit-SBN has recognised 792 farmers who performed well in recording their farm costs and calculating their cost benefit analysis.

The objectives of the recognition ceremony are threefold: the first is to encourage those farmers who have successfully recorded their farm costs and did cost benefit analysis to the expected level. The second is to promote the cost recording and calculating habit

and the third is to evaluate what has been done regarding financial literacy in the preceding years.

Farmers get recognised after passing through different steps. First, the Primary Cooperatives and trainers selected trainees who actively follow-up the training and peer-to-peer sessions; and performed well in recording. Next, *woreda* focal persons checked and verified selected trainees. Finally, Benefit-SBN staff collected and checked the selected farmers' cash-books.

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Input credit remains the key priority challenge in sesame production

Access to input credit remains to be one of the major challenges of the sesame sub-sector in Northwest Ethiopia. Time and again, farmers and other stakeholders of the sesame sub-sector have enunciated that without having ample fiancé for the sector, increasing the productivity of sesame is a very remote aim to achieve. As a result of the limited availability of finance, small-holder farmers in particular are not in a position to buy inputs and use good agricultural practices, which could help them augment their production and improve their livelihoods.

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About this newsletter

The purpose of the SBN newsletter is to provide relevant and timely information on the Sesame Business Network and its support programme - Benefit-SBN.

In this issue we highlight the major activities that have been taken place between January and April 2019.

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Input credit remains the key priority challenge

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In 2017, about 2.35 billion ETB additional finance was needed to cultivate sesame using good agricultural practices. Investing this money and applying good agricultural practice would have helped to get 5.3 billion ETB profit.

Sesame production requires high production cost because it is labour-intensive. Farmers incur a significant amount of cost for labour such as for ploughing, row planting, weeding, harvesting, threshing etc. Application of the recommended good agricultural practices (20 steps improved sesame production technologies) requires farmers to invest more for purchasing agricultural inputs such as seed, fertiliser, chemicals. The credit cost is also higher. Availing adequate input credit for sesame farmers in Northwest Ethiopia is therefore crucial to increase the production and productivity of sesame.

Credit from formal financial institutions: way far from meeting farmers needs. The only formal credit source for small-scale farmers is either from their cooperatives or the nearby microfinance institutions. Most primary cooperatives are not able to provide credit to their member farmers due to shortage of capital. Though microfinance institutions are the most important sources of credit for farmers, their service does not reach most farmers. Also, farmers complained about the bureaucracy through which they have to go to get credit from financial institutions.

Farmers do not seem to like the loan procedure that the microfinance institutions follow. What is more, some farmers voiced their discontent against the group collateral system which does not favour those who do not have friends.

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Many sesame farmers are still in the grip of the informal money lenders. Most small-holder farmers start sesame production with their own capital, but they finish what they have in the early stages of production. Those who have access from microfinance institutions also finish their money before the end of the production season as they often do not get sufficient loan. Due to this the sesame sub-sector largely depends on the informal money lending practice, especially for the final stages of the production activities. A study conducted in 2015 shows that informal money lenders avail money in a short notice but with very high interest rate, sometimes it reaches over 300% per year.

Poor financial management. On top of the aforementioned challenges, farmers unwise and poor management of money exacerbates the situation. Most farmers do not record their production expenses and they do not calculate their cost benefit analysis. They have difficulties to know whether their efforts finally pay off or not. In a similar vein, those farmers who have access to credit do not seem to spend their money wisely. They do not see their farm activity as business. They do not usually make informed decisions. Farmers cost recording and calculating could help them present accurate financial overview of their farm business to financial institutions, which may shorten the loan review process (2015 SBN study). What is more, farmers have not yet developed their saving culture. Saving could also help them as one collateral to get credit from formal loan providers.

In order to improve sesame farmers income and earn better foreign currency for the country, concerned bodies need to give attention to financing the sesame farmers in Northwest Ethiopia. In general, arranging agricultural loan or having a specific agricultural bank, developing new loan products, facilitating guarantee fund programmes, improving farmers financial management skills, developing farmers saving culture could help improve farmers productivity in particular and the sesame sub-sector at large.

Facilitating 2.35 billion ETB formal credit + employing GAP = 4.3 billion ETB net benefit

Research findings and practical field experience show that farmers can double their sesame yield by adopting 20 steps improved sesame production technologies. The marginal rate of return (MRR) study result of Benefit-SBN shows that farmers who use conventional farming practice incur about 8,000 ETB per hectare and earn 8,518 ETB net benefit. The application of 20 steps requires about 12,000 ETB per hectare from which it is possible to get 23,220 ETB net benefit.

show that half of the production cost is covered by farmers themselves. That is 4,000 ETB per hectare. In order to employ the recommended improved technologies and boost the productivity of sesame an additional investment of 8,000 ETB per hectare is needed. A simple calculation of this number by the total acreage (294,204 hectare- CSA data 2017/2018) covered with sesame in 2017 in Northwest Ethiopia shows that about 2.35 billion ETB credit was needed.

full package is 750 kg per hectare while the traditional practice is only 3.5. If there was an opportunity of having credit for the specified acreage it would be possible to get additional 118 million kg sesame which could fetch 5.3 billion ETB (approximately 176.5 million USD) (2018 average sesame price of 4,500 ETB per hectare). Due to lack of credit and inability to use improved production technologies, from the aforementioned total acreage the country have lost 4.3 billion ETB net benefit.

Field level observations and data from kebele- level agro-economic planning

As the MRR report indicates, the average productivity of the 20 steps

Banks and unions in the sesame zone positive about the future

While the sesame marketing season is coming to an end, the results of the guarantee fund start to come in. Through the collection of data, an image of the impact is being constructed and used for evaluation. The first positive signals allow stakeholders to assess the performance and provide them with essential learnings and a baseline to start discussions about the future.

Market performance. Overall the sesame sector benefited from another good production and marketing season. Despite some local challenges such as security issues and late rainfall, the prices were high with some standard volatility. This volatility together with price expectations based on previous year maximum amount influenced the level of speculation from farmers and their organisations. These are important external conditions with a direct relation to farmers' profitability and loan repayment ability.

Data collection and results. Since the start of the marketing season data has been collected to monitor the performance of farmers and their organisations on marketing participation and loan repayment. Mainly related to the challenges mentioned above, some delay in farmer loan repayments was observed. In most cases severe conditions of force majeure are the cause and a

careful assessment on recovery routes has to be made for each cooperative.

A very promising trend is the willingness and ability of cooperatives to ensure full repayment of the loan to the union. In general, cooperatives repay according to the due date or within the discussed extension period to support their marketing activities. The powerful aspect of the improved trust relationship is further illustrated by the provision of additional marketing credit by the union, often as revolving fund. The increased flow of member produce from cooperative through union, either on cash or commission basis, stimulate these marketing credit arrangements.

Kick off discussions. While the due date of repayment from union to banks is only around August, also the banks following the progress share the confidence and enthusiasm about the first results. Especially, the increased transaction amount of the beneficiaries shows the newly accessed client potential. The improved reputation, market penetration and increased competitions are other elements stimulating the interest of financial institutions. To ensure involvement of the key parties to the loan agreement, union and bank, discussions have been initiated to review the experience and explore opportunities for the future.

All stakeholders engaged acknowledge the guarantee fund intervention which addresses the critical financial problem of smallholder farmers in the sesame sub sector. Together with the early promising results for this season, the interest in continuation and even expansion is high from farmers, unions and banks. Based on the final repayment results the scope and strategy for next season will be thoroughly discussed with the headquarters of the banks. Due attention will be given to the roles and responsibilities from the financial institutions and farmer organisations to structurally embed the financing scheme and become better ready for the future. The ongoing collaboration and support activities of Benefit-SBN will help to realise certain pre-conditions for risk mitigation such as strengthening beneficiaries through farmer financial literacy, saving promotion and internal capitalisation.

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Recognised farmers have not only started to make informed decisions on their farm activities, but they also see their farm activities as business.

Mr. Zewdu Wonde, one of the 2018 trained and recognised farmers in financial literacy from Jahimala kebele, Jawi woreda said that the training helped him and other trained farmers to learn whether their farm activity is profitable or not. "In the past, I did not calculate the costs I incurred for different activities. This year, I took the training and recorded all my costs including labour costs.



Mr. Zewdu Wonde

I have learnt that my farm activity was not profitable before. Now, I have come to realise which crop is profitable in the current market price. I used family labour and this helped me to increase my profit."

Henock Asfaw, a member of Hamusit Cooperative from Misrak Belesa emphasised on the importance of changing people's attitude. He said farmers are lucky to have this training for free. "It is an important lesson. We should not hesitate to take it even with some fee."

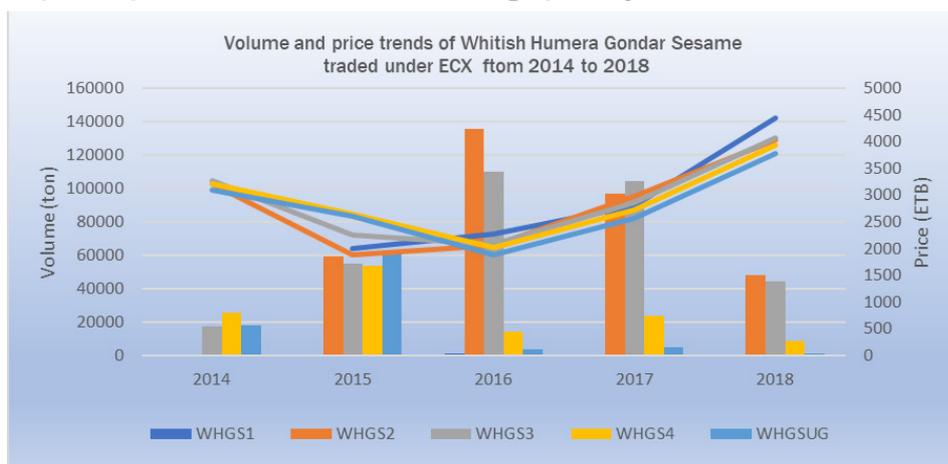
The recognition ceremonies have been attended by hundreds of farmers, kebele administrators development agents, cooperatives, unions and woreda promotion offices staffs.

Since 2015, over 15,000 small-scale sesame farmers have been trained from the 13 intervention areas of the programme.

The practice of sesame marketing at odds with the quality measurement principles: A call for rewarding quality

The practice of sesame marketing at odds with the quality measurement principles: A call for rewarding quality Sesame is one of the high value export crops which is making a significant contribution to the country's economy. As a result, it is traded in the Ethiopian Commodity Exchange (ECX) platforms across the country. To this effect a well-established grading system is necessary to provide the right information to traders so that they can decide on which product category to buy. It also allows to differentiate consumers based on their preferences and willingness to pay a premium for the better grade. Taking this into account a grading system comprising five grades (one, two, three, four and the under grade (UG)) have been developed. In the ECX marketing platforms, prices are being set against these grades. However, during marketing violations from these grade-based price differentiations have been observed. Most suppliers and farmers boldly say: "Sesame grading is not rewarding in Ethiopia".

This contention emanated from practical cases and observations made through time. Most often, traders with higher grade (one and two) sesame do not get buyers immediately and do not receive any price advantage over traders coming to the platform with sesame of grades 3 and 4. Lack of price incentive for the higher grades and quality products lead farmers and traders to unethical practices like mixing grade one or two sesame with UG or with foreign materials (soil, sand, gravel). Based on these observations, Benefit-SBN made grade-based sesame marketing trend analysis of Whitish Humera Gondar Sesame (WHGS) for the period 2014-2018. The ECX price trends from 2014 to 2018 show that only it was in 2018 that grade one received a higher price than all the lower grades. Except in 2017, the price of grade two sesame was lower than grade three. Traders benefited more due to the extra weight of foreign matter per quintal while trading lower grades. For example, in 2015, UG WHGS was traded in a higher price than the grades four, three, two and one. Similarly, in 2018, the UG fetched higher income by 2.71 ETB per kg sesame than grade two. Despite



insignificant margins, the majority of sesame traded in the last four years was of grade two and three. In line with the low prices, grade one was the least traded volume, (less than 0.25% of the total volume).

In summary, from the transactions made from 2014 to 2018, producers and traders supplying fourth grade or UG benefited more than any other grades. Traders preference inclined to buying lower grade sesame. Similarly, farmers are not encouraged to supply higher grade sesame. On the contrary, Ministry of Agriculture and Natural Resources, BoA and Benefit-SBN are encouraging farmers to produce and supply high grade sesame to the market. But, the lack of incentive to higher grades negatively affected the use of inputs and adoption of improved technologies. Generally, in the Ethiopian sesame marketing:

- Supply and demand do not directly interact to set up the right price that clears the market,
- Local/ECX sesame price is higher than the international,
- The relationship between the different grades and sesame price is not clear

- Mixing sesame with foreign matter bring more income in terms of weight gain (for example 1, 3, 5, 7, 15 kg per 100kg for grades one to four and UG, respectively).
- The unrewarding price for grades one and two does not encourage producers and suppliers to put any additional effort to deliver quality product.

Therefore, to improve the current marketing system, the following interventions are recommended.

- Grading and price relationship should be more transparent and actions must be stringent
- Quality and higher grades should be rewarded
- Value chain alliance should be strengthened for a better performance of the marketing system
- In-depth studies should be made to surface the real causes of price differences between local and international markets; as well as grades (one to three and between grade four and UG).
- Studies need to be made to identify ways which transform from low grade sesame trading to high grade and traceable trading.

Price per actual sesame kg in quintal of different grades (in ETB)

Type	Foreign matter	Sesame kg per qtl	2014	2015	2016	2017	2018
WHGS1	1	99	-	20.11	23.05	28.33	44.80
WHGS2	3	97	33.07	19.40	21.20	30.79	41.68
WHGS3	5	95	34.34	23.81	21.93	30.15	42.84
WHGS4	7	93	34.46	28.53	21.71	29.28	42.26
WHGSUG	15	85	36.31	30.62	22.13	30.20	44.39

Improving the sesame marketing encourages domestic sesame value addition

Sesame being the second source of hard currency for Ethiopia is in multifaceted problem. The challenge started in pre-production and production seasons and reach up to marketing. Among the major problems higher domestic price than the international market can be specified.

The six months price analysis made from the month of October 2018 to March 2019, depicts higher aggregate domestic prices than the international market. The international price is higher than the domestic during the months of December 2018 and January 2019. And these months are new years for the international community and demand may increase at this time than others. For the rest of four months domestic price beaten the international price.

This domestic price trend discouraged business organisations participating in sesame value addition activities. Small business enterprises depending on the sesame oil pressing were now either closed or changed their business because of domestic price inflation.

A study indicates the domestic market for the sesame inflates 10-20 % and in turn imported goods increased up to 30 % of margins from the normal price. This is creating complicated problems on the sector itself. The problem may

arise from the fact that the same exporters will participate on import and this permits them for artificial price manipulation. Agri-inputs imported from abroad are increasing more than 30 %, which also result great impact on increasing production cost of sesame and other agricultural crops. Further investigations and thorough analysis need to be done to understand the causes and come up with solution which could result in healthy environment.

This high local market price challenge is creating pressure on the domestic value addition activities related to sesame seed such as sesame oil pressing. Starting inland processing and exporting it in different end products will have multidimensional

importance. It will help create enormous employment opportunity for the youth and women group. It can also have multilayer end to end business connections that will create new business opportunities at every junction. Moreover, it will reduce bulk exports and price volatility for the actors along the chain. These would be possible if the current marketing condition is improved. We hope concerned bodies will work hard and reverse this situation.

This situation demands an immediate solution and needs policy intervention. The government and other concerned bodies need to investigate the root cause of the problem and act accordingly so that the country can benefit from the sesame sub-sector in a healthy manner.



Loading sesame from local spot markets

Intensifying sesame production through farm area clustering

The role of farm area clustering in increasing crop yields is poorly understood in sub-Saharan Africa. But studies show positive association between land use consolidation and crop yields. In Ethiopia, majority of the population in rural areas depend on agriculture for their survival as they combine small-scale crop and livestock production with a diverse set of agricultural related activities. For these households agriculture is their primary source of income, and have smaller landholdings. The land, labor and technology available to farmers fundamentally influence agricultural productivity. Less land fragmentation is suggested as one crucial step in promoting the general productivity enhancing features of economies of scale, particularly the adoption of good agricultural technologies.

With this in mind, Amhara Region Bureau of Agriculture (BoA) selected six priority crops in 2015 and started cluster farming. The major objective is achieving economies of scale and speed up the technology adoption. Farmers participating in the cluster were supported with training and extension services, facilitation on introductions and demonstration of good agricultural practices, production input supplies, and market linkages.

In 2018, in sesame agricultural commercialisation cluster *woredas* it was planned to run 26,465 hectare of small-holder farmers field in cluster farming. However, only 13,962 hectares of land was cultivated in this method. Out of which 720 hectares was covered with full application of the recommended 20 steps package and 6,155 ha with partial application of

the package. The productivity of sesame from other regular plots was 287 kg per hectare while from the clustered farms it was 448 kg per hectare. The productivity level from clustered farms is significantly greater than from the fragmented one.

Different reasons have been mentioned for not achieving the targeted reach of farmers and farm cluster area but useful lessons have been drawn. Cluster farming is essential to ensure that the maximum gains by pooling resources, reduce transaction costs, and increase farmers income. Cluster farming is especially important to speed up adoption of improved technologies, ensure quality product and increases small-holder farmers productivity, which has been characterised by fragmented land holdings.

Preliminary result of the Household survey shows adoption of 20 steps improving

In 2014 the recommendation of different research findings on sesame production were reviewed and packed as “20 important steps to double yields and improve the quality of sesame.” Since then Benefit-SBN, in conjunction with Bureaus of Agriculture and Agricultural Research Centers, has been scaling out the 20 steps package.

In 2018, Benefit SBN assessed adoption status of the 20 steps and the associated factors that affect farmers adoption. The programme conducted a household survey. Data was collected through questionnaire from 918 sesame growing households, from eight sesame growing *woredas* in two regions.

The preliminary result showed that about 90% of the respondents have heard about 20 steps but only 10 out of the 20 steps adopted by most

farmers. The adoption rate of most of the 20 steps introduced are in a good condition with few drop outs. For instance, the adoption rate of using improved variety, applying fertiliser and planting in rows are 48%, 47% and 33%, respectively.

Capital and labor shortage are among the main reasons for not continuously using the technologies. In general, the result of the study revealed that pest and diseases, climate change and shortage of capital are the three most important sesame production constraints in the Northwest Ethiopia.

The result also revealed that adoption and intensity of adoption were determined positively by access to extension service, number of field days the household participated,

In general, the result of the study revealed that pest and diseases, climate change and shortage of capital are the three most important sesame production constraints in the Northwest Ethiopia.

literacy of household heads and age. On the other hand, the *woreda* in which farmers are living, long distance from spot market, sesame market channel choice and far distance from agriculture office determined adoption negatively.

In order to improve farmers adoption rate of the 20 steps, improving the extension service, enhancing farmers literacy rate and facilitating access to institutions and infrastructure are very crucial. In particular, the extension service needs to give emphasis to pest and diseases identification and control methods and climate change adaptation strategies. Above all, concerned bodies need to improve the financial service in the area.

(Detailed result of the Household survey will be presented in our next edition)

Baling sesame stalks

Northwest Ethiopia, in particular Kafta Humera *woreda*, is one of the potential areas for sesame production. Every year, in almost all sesame production areas tones of sesame stalks are thrown away or burnt in the field. After observing this, Teklu Kiros and Guesh Yibrah started a small sesame stalk baling business around Humera with the intention of supplying baled stalks for an alternative energy source which could partially replace fuel consumption.

Mr. Teklu said that the average weight of sesame stalks is two tons per hectare. Considering the total number of land covered with sesame every year (in 2018 over 580,000 hectare land was covered with sesame in Northwest Ethiopia), a lot can be earned from this business. An add-on to this business is that farmers give away their stalks for free.

Mr. Teklu and Mr. Guesh started this business with John Deere 359 machine which they bought with the cost of 450,000 ETB. For just piloting, they baled 100 tones sesame stalks and supplied to Messebo Cement Factory, which uses the product for energy purpose.



Baling sesame stalk around Humera

The entrepreneurs created temporary job opportunity to eight people.

In spite of their efforts, the two entrepreneurs have not yet benefited as such because the bails that they produce are limited. The machine only produces from 300 to 500 packs per day. Due to this they are not meeting the demand of their clients. This is because their machine is relatively old and not up to the standard. They also pay high transportation cost due to limited production.

Though it started as a petite business the practice is worth to be appreciated

because using the bailed sesame straw for an alternative energy source is environment friendly and relatively cheaper. However, further thinking is needed to improve the production capacity of the small business as well as on the side of creating demand with potential customers.

Investor farmers, who have vast acreage seem to be interested to engage in such a business so that they can collect the stalks from their own farm and earn money by baling and selling.

HuARC undertakes different research activities under irrigation

In the bid to increase the productivity of sesame and rotation crops such as sorghum, mung bean, cotton etc., HuARC has been undertaking different research activities in Western Tigray, mainly under rainfed condition. In recent days, however, HuARC is trying to do some research activities under irrigation condition.

Research conducted in other countries indicated that sesame gives higher grain yield under irrigation reaching up to 2000 kg/ha (see for example Ucan et al., 2007). Taking lessons from the experience of these countries, HuARC is running a trial on sesame under irrigation. The major activities underway are: developing sesame varieties, estimating the suitable planting time, estimating the appropriate inter and intra-row spacing and estimating the optimum fertiliser rates.



Quncho Teff variety under irrigation



Quncho Teff variety under irrigation

What is more, HuARC is undertaking wheat varieties adaptation trial and Quncho Teff variety evaluation under irrigation which has already showed an outstanding performance.

In the 2018 cropping season, about seven crops namely, sesame, sorghum, cotton, sunflower, mung bean, cowpea, soybean were planted in row using Sfoggia drilling row planter. Teff, the staple grain of most Ethiopians, became the eighth crop which is planted in row using this row planter.

Improving the productivity and quality of different crops in the lowland areas, which is dominated by sesame production, play an important role for food and nutrition securities in addition to improving the farming system.

GARC to promote new technologies at Belessa area



Although sesame is among the important oil crop produced by significant number of farmers around East and West Belessa woredas, its productivity has been very low. Integrated research efforts by Gondar Agricultural Research Center (GARC) and Benefit-SBN for development of new and improved technologies have resulted in very promising technologies for this drought prone area.

Participatory Variety Selection of sesame varieties conducted at Belessa in the previous years identified two improved sesame varieties with average productivity of higher than a ton per hectare (Setit-1- 1,040 kg and Setit-2- 1,050 kg per hectare). Another research from a two-separate

set of experiments based on color types also identified two improved white (*Awash Melka* 2,210 kg and *Awash-1*, 2056 kg) and red-seeded haricot bean (*Sinkinesh* 2,180 kg; *Fetene* 2,162 kg and *SER 119-* 2,163 kg) varieties for the area. Likewise, two improved sweet potato (*Adue* 27 tons per hectare and *Birtukane* 18 tons per hectare) were identified as highly productive for the woreda. Further research to identify the best inter-cropping pattern between sorghum and pulse crops at Belessa proved that using 1:1 ratio of sorghum and mung bean provided the maximum profit per unit of land.

These new research outputs will provide a tremendous opportunity for

Belessa area. For example, enhancing sesame production increase the amount of return from better market value. In addition, sesame and sorghum are least insensible for drought. Enhancing the involvement of farmers on the production of these crops will help tackle the challenges related to the recurrent drought on the area. Similarly, introducing haricot bean and mung bean technologies will have a great value in terms of enhancing economic return and the level of soil fertility. The new sweet potato varieties will address the challenges related to food insecurity and malnutrition. Overall, the technologies will support the development agenda of improved livelihood, sustainable soil management and crop intensification.

In 2019, GARC and Benefit-SBN plan scaling the new technologies on sample farmers' fields and Farmer Training Centers. This will help to accelerate adoption of the new technologies before they get locked on the shelf of the research center. Applying innovative extension approaches by involving multidisciplinary team from the research and with participation of broader stakeholders will play a pivotal role for improvement of knowledge sharing and sustainability of the adoption. For maximum impact, there is a need to integrate efforts of all relevant actors in all the planning, implementation and, monitoring and evaluation of the proposed activities.

Tripartite collaboration at the grassroots for better access to input finance: Kebele level agro-economic orientation and training held in different places



Participants drawing their kebele map during the orientation training at Humera

Strengthening the collaboration and synergy among the *kebele* level stakeholders, namely, *kebele* administration and *kebele* development agent, farmers and cooperatives; and local financial institutions and/or the *kebele* credit committee will play a pivotal role in meeting the major challenges of the sesame sub-sector- access to credit/ input finance, agricultural inputs, row planter and other farm machineries. These are among the major challenges

that affect farmers adoption of good agricultural practice.

The collaboration and synergy among the tripartite is important for several reasons, among others: provision of agricultural credit for those farmers who wants to adopt innovation and improve productivity and quality of their produce; provision of technical information to financial institutions, allowing them to better assess cash flows and risks; collaboration between

government extension service and farmer trainers etc.

In the last two years, Benefit-SBN tried to facilitate *kebele*-level agro-economic planning in 24 *kebeles* but the activity was not as such successful due to the late start of the activity and farmers late repayment rate of credit. Once again, in 2019 Benefit-SBN started this activity by having discussion with regional level authorities. After getting the buy-in the programme discussed with zone and *woreda* level representatives of the three parties.

From February to mid-March 2019, the programme facilitated orientation and training sessions for 55 *kebeles* (28 from Amhara and 27 from Tigray). About 320 *kebele* committee members and *woreda* and zone level representatives participated in the training.

At present committee members are doing the *kebele* level agro-economic planning. Benefit-SBN staff members are providing technical support for the *kebele* committees.

Upcoming activities

Among the major upcoming activities are:

- Signing collaboration agreements with BoA, ATA and RARIs
- Organising training sessions on agronomic, financial literacy, home gardening
- Following up the implementation of kebele-level agro-economic planning, guarantee fund and eProd information management system
- Publishing production guides on rotation crops
- Exploring options for lease financing for buying row planters
- Supporting *woredas* on their database management

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