

BETTER AGRIBUSINESS, IMPROVED FOOD SECURITY

The Agribusiness and Market Development (AMDe) Program targets strategic value chains to strengthen Ethiopia's agriculture sector, enhance access to finance and stimulate innovation and private sector investment. AMDe is USAID-funded and the **Feed the Future** flagship program in Ethiopia and partners with the Ethiopian Government under its Agriculture Growth Program initiative. AMDe, pronounced *ahm-da*, means "column" in Amharic and symbolizes the importance of food security to support households. The value chains—coffee, sesame, chickpea, honey, maize and wheat—were identified for their potential to improve both food security and incomes.

1 Million Farmers Benefitting and 150,000 Hectares of Land Using New Technologies



Entering its fifth and final year, AMDe has reinforced activities through investment and technology transfer that allow the government, farmer unions, companies and smallholder farmers to gain competitive advantages on domestic and international markets. Since 2011, the program has reached over **1 million people** and influenced farmgate sales worth **\$175 million** as well as facilitating approximately **\$137 million** in agribusiness loans. By building Lead Farmer networks delivering training and agricultural skills, AMDe has helped farmers with over **150,000 hectares** to utilize improved techniques and management practices.

AMDe has increased the capacity of **51 Farmer Cooperative Unions** representing over **2550 Primary Cooperatives** and **1.9 million members** through training and strategic investments. Using an innovative matching-grants approach, AGP-AMDe has delivered over **350 grants** worth over **\$14 million** that allow farmer organizations and companies to select, install, train and use new technologies that are critical to becoming more efficient and competitive. Industrial processors, testing and grading equipment, modern warehousing, improved varieties of seed and information technology are some of the ways the program has helped farmers achieve exports valued at **\$160 million** and leverage over **\$22.5 million** in agribusiness investments over the last four years.

As part of the value-chain approach, program partners include local agriculture leaders, the federally funded Agricultural Transformation Agency, the Ethiopian Commodity Exchange, the Federal Cooperative Agency, Ministries of Trade and Agriculture, primary cooperatives and unions, input suppliers (including seed companies and new blended fertilizer factories), traders, processors, transporters, exporters, and research institutions.

Value Chain Highlights

In the **Coffee Value Chain**, AMDe and partners improved the productivity, processing and marketing of Ethiopian coffee, including the Ethiopian Commodity Exchange's ability to test and grade green coffee beans before putting them on the market. In addition to supporting more than 10 farmer cooperatives with increased washing station capacity through matching grants, the program GPS-mapped over 2500 washing and hulling stations and is installing traceability technology to track coffee lots through the supply chain in partnership with Nestle Mondelez and the Dutch foundation IDH.

In the **Sesame Value Chain**, AMDe matches grants with cooperative unions to invest in new warehousing and international standard cleaning machines to increase and diversify export destinations. These organizations have improved their organizational and physical capacity as well as input supply to better serve thousands of farmer members.

In the **Chickpea Value Chain**, AMDe assists cooperatives and private firms by expanding fields with improved varieties of chickpea that are in demand on the world market. Through investments in harvesting and processing technology, farmers have reduced post-harvest losses, resulting in higher incomes.

In the **Honey Value Chain**, AMDe attracted some of the world's largest buyers of honey to meet with Ethiopian honey cooperatives and processors. Through strategic market linkages, the second largest global honey buyer invested in modern processing equipment in Ethiopia, establishing a joint venture. These investments allow partners to increase both their ability to purchase more from local beekeepers and export more to international markets.

In the **Maize Value Chain**, the program partners with DuPont Pioneer to expand the use of improved hybrid seed as well as promote Ethiopia's own improved maize seeds and the country's burgeoning private seed suppliers. In the **Wheat Value Chain**, AMDe partnered with over 50 wheat farming cooperatives to introduce efficient wheat threshing and warehousing technology to reduce post-harvest losses.

AMDe managed over **9000** seed and fertilizer demos benefitting over **14,000** farmers and partnered with the government to modify and improve the national seed policy. AMDe is a key partner in the government's **Fertilizer Blending Plant** initiative, supporting a network of fertilizer production plants that match customized fertilizers with Ethiopia's soil fertility needs. An AMDe campaign saw over 70,000 new women members in cooperatives in less than one year. The program surveyed over 2000 smallholder farmers in 2015 which registered significant increases in adoption of new technologies, yields and reductions in post-harvest loss.

AMDe by the Numbers

- 142,000 farmers applying improved farming techniques
- \$175 million in sales at farmgate across the six value chains
- \$137 million in loans to rural farmers and cooperatives
- \$22.7 million in private investments in Ethiopia's food systems
- 4000+ jobs created in agribusiness sectors

