



North Cluster Partnership Tsehay Multipurpose Farmers' Cooperative Union LTD Implementation Progresses: *Achievements, challenges, lessons and way forwards*

Endalkachew Abie

[Tsehay multipurpose farmers' cooperative union LTD]

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Presentation Outline



- **Implementation Progresses & key achievements in terms of the pillars: (*On the union side*)**
 - *Input Supply*
 - *Market linkages*
- **Major Challenges and Opportunities**
- **Lessons Learnt**
- **The Way Forwards**



Implementation Progresses....



- **Input Supply**

- Seed (Basic and certified) multiplication;

Seed Variety	Basic seed		Certified Seed		Inoculants supply	
	Plan	Achievement	Plan	Achievement	Plan	Achievement
Ararti	50 Quintals	No	50 Quintals	47.5 Quintals	400 Sachets	190 Sachets

- ❖ **Number of participant on seed multiplication: (Dembia and G/Zuria)**

- ✓ **79 male,**
 - ✓ **3 Female**
 - ✓ **Total 82**

- ❖ **We supply 58.5 Quintals certified Ararti variety in North Gondar Zone. (Which is last year seed multiplication)**

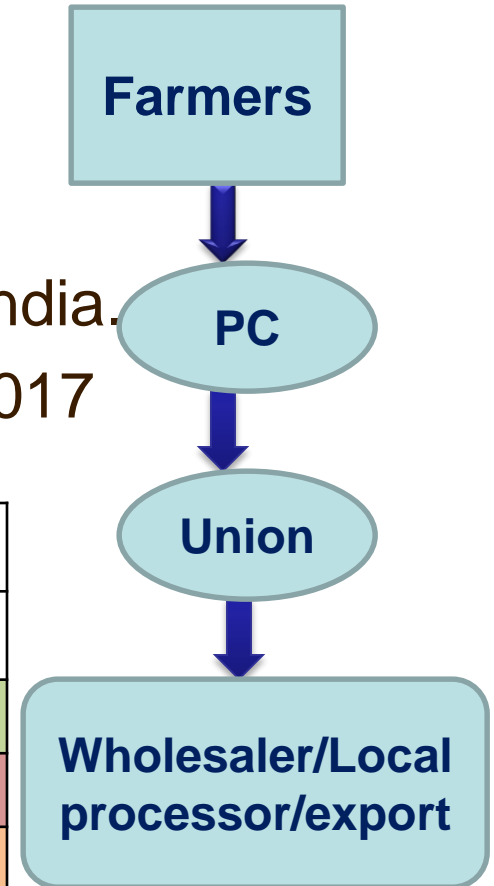


Implementation Progresses....



• Output Marketing (collective)

- There is potential market in national and international.
- We have an experience to supply wholesaler and exporters.
- Know we discuss the potential buyer from Dubai, Iran and India.
- Potential grain volumes expected to be marketed for 2016/2017



Seed Variety	Plan		Total
	Local	International	
Ararti	500.00	3,500.00	4,000.00
Habru	500.00	1,500.00	2,000.00
Dessie	1,000.00	3,000.00	4,000.00
Total	2,000.00	8,000.00	10,000.00



Implementation Progresses....



• Chickpea production & Export:

Sr. No.	Type of commodity	2011		2012		2013		2014		2015		Grand Total Exported Ratio (%) to production
		Produced volume/MT	Exported volume/MT	Produced volume/MT	Exported volume/MT	Produced volume/MT	Exported volume/MT	Produced volume/MT	Exported volume/MT	Produced volume/MT	Exported volume/MT	
1	Chick peas	322,839	61,440	400,208	53,800	409,733	73,735	285,889	37,541	267,834	47,832	16%

• Tsehay union chickpea output marketing for the last 4 years:-

N.o	Type of commodity	Purchase				
		2012	2013	2014	2015	2016
2	Chickpea	4,210.00	3,975.34	2,634.00	2,351.00	2,173.46

• Average export selling price for the last 5 years

Year	2011	2012	2013	2014	2015
Price (USD/MT)	644	751	652	519	503



Major Challenges and Opportunities



❖ Major Challenges:

- Shortage of Basic seed,
- Poor Crop Husbandry (starting from land preparation to harvest)
- Poor Post Harvest Handling
- Poor of quality,
- Shortage of storage space and meeting the required quality standard is still a problem. (In Pc level)
- Problem of Diseases, (At the time of planting and storage)
- Output finance





❖ Opportunities:

- ♣ Closely working with GARC
- ♣ Gap filling on Chickpea production at the farmer level. (**like N2Africa**)
- ♣ Increase chickpea demand time to time most of the countries,
- ♣ Nearness to Middle East and Europe Market.
- ♣ Early harvest time than competitive countries.
- ♣ Competitive production cost,
- ♣ Significant potential market,
- ♣ we have different varieties which demand different countries.



Lessons Learnt



- Most of our chickpea producers have a knowledge using improved seed and inoculants,
- Seed multiplication is one of our business to get profit rather than grain marketing,



The Way Forwards



- We need to focus on quality seed and grain production,
- Minimize seed supply (basic and Certified),
- Promote new harvesting technology to improve seed and grain production, and quality improvement,
- Protect disease (At the stage of growing and grain)
- Good and sustainable market linkage (national and international)





THANK YOU FOR YOUR ATTENTION

