



RURAL INFRASTRUCTURE AND  
AGRO-INDUSTRIES DIVISION

*Country case studies*

*Africa*

Annexes





**Allanblackia Project**

Country	<b>Ghana – Ashanti region</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Allanblackia</b>
Partnership duration	<b>2005–2008</b>
Overall objective	<b>Promotion of Allanblackia seeds in the country</b>
Investments	<b>Total: US\$15 million</b>
Public partners	<p><b>Forestry Research Institute of Ghana (FORIG)</b> Role: Raise awareness on Allanblackia cultivation; Capacity building; Find alternative markets for farmers; Research</p> <p><b>World Agroforestry Centre (ICRAF); International Union for Conservation of Nature (IUCN)</b> Role: Finance</p>
Private partners	<p><b>Unilever</b> Role: Set up the Novel Development Ghana Limited; Coordination</p> <p><b>Novel Development Ghana Limited (NDGL)</b> Role: Provide seedlings to farmers; Buy Allanblackia seeds, process and supply the processed oil to Unilever</p>
Intermediaries partners	<p><b>Netherland Development Organization (SNV)</b> Role: Finance</p> <p><b>Technoserve</b> Role: Support FORIG</p>
Beneficiaries	<b>Poor rural communities</b>
Main driver of the PPP	<b>Unilever</b>
Activities	<b>Development of Allanblackia trees cultivation</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Between 3 000 and 6 000 farmers became Allanblackia seeds collectors;</b></li> <li>• <b>Improved farmers' standards of living;</b></li> <li>• <b>Best-practice guidelines for Allanblackia harvesting adopted by industry and collectors;</b></li> <li>• <b>Biological and socioeconomic baselines established;</b></li> <li>• <b>Institutional and legal aspects regarding Allanblackia harvesting clarified;</b></li> <li>• <b>Allanblackia supply chain assessed as environmentally sustainable, socially equitable, and economically viable;</b></li> <li>• <b>Primary producers trained and made aware of good practice harvesting methods.</b></li> </ul>



### **Buabin Oil Palm Outgrower Project (BOPOP)**

Country	<b>Ghana</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Oil palm</b>
Partnership duration	<b>2006–2011</b>
Overall objective	<b>Improve the oil palm industry</b>
Investments	<b>Public: US\$1.6 million; Private: In-kind</b>
Public partners	<b>Ministry of Food and Agriculture (MOFA)</b> Role: Guarantee fund; Program design; Monitoring & Evaluation <b>National Investment Bank; Agence Francaise de Developpement (AFD); Kreditanstalt fur Wiederaufbau (KFW)</b> Role: Finance <b>National Development Bank</b> Role: Management of guarantee fund; Provide loans
Private partners	<b>Twifo Oil Palm Plantation (TOPP) Limited</b> Role: Provide seedlings and training
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>928 Farmers</b>
Main driver of the PPP	<b>MOFA</b>
Activities	<b>Development of oil palm cultivation; Provision of loans and training on agronomic practices</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>Built new roads;</b></li><li>• <b>Reinforced the use of <i>tenera</i> variety;</b></li><li>• <b>Improved farmers' standards of living.</b></li></ul>

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**Cadbury Cocoa Partnership (CCP)**

Country	<b>Ghana</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Cocoa value chain</b>
Partnership duration	<b>2008–ongoing</b>
Overall objective	<b>Provide extension services in selected communities to enhance productivity and incomes and thereby improve the socio-economic conditions of the farmers</b>
Investments	<b>Total: US\$73 million*</b>
Public partners	<b>Ghana Cocoa Board (COCOBOD)</b> Role: Program design; Monitoring & Evaluation  <b>United Nations Development Programme (UNDP)</b> Role: Bridge between public and private institutions; Monitoring & Evaluation
Private partners	<b>Cadbury International (now Kraft Food)</b> Role: Finance; Farmers' products buyer  <b>Kuapa Kokoo</b> Role: Fair trade certification  <b>Farmers</b> Role: Apply planting and harvesting recommendations; Sell harvesting products to the private company
Intermediaries partners	<b>West Africa Fair Fruits</b> Role: Training; Extension services
Beneficiaries	<b>Farmers</b>
Main driver of the PPP	<b>Cadbury International</b>
Activities	<b>Free access to seedlings; Provision of loans and training; Provision of social services to rural communities</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Enhanced leadership capacities of community members;</b></li> <li>• <b>Increased awareness on key issues such as child labour and gender equality (about 30% of Partnership communities are run by women).</b></li> </ul>

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\* Investment commitment for Ghana, India, Indonesia and the Caribbean. US\$4.6 actually spent in Ghana as of February 2010.



## Rubber Project

Country	<b>Ghana – Western region, Central region, Ashanti region</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Rubber</b>
Partnership duration	<b>2010–ongoing*</b>
Overall objective	<b>Rehabilitate the distressed rubber estates</b>
Investments	<b>Public: US\$37 million; Private: In-kind</b>
Public partners	<p><b>Ministry of Food and Agriculture</b> Role: Fund extension services provided by the private company; Monitoring &amp; Evaluation</p> <p><b>Agricultural Development Bank of Ghana (ADB)</b> Role: Select partners; Provide loans; Educate and inform farmers on their debt situation; Ensure the follow up of the loan; Monitor debt situation</p> <p><b>Agence Francaise de Developpement (AFD); Kreditanstalt fur Wiederaufbau (KfW)</b> Role: Finance</p>
Private partners	<p><b>Ghana Rubber Estate Limited (GREL)</b> Role: Technical assistance; Inputs supply; Buy farmers' products; Administrative functions; Extension services; Training; Conduct inspections; Hold meetings</p> <p><b>Rubber farmers' associations</b> Role: Transform the farmers into a major stakeholder in the rubber industry; Promote the economic and social interest of its members; Set up services for its members</p>
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>1 750 Farmers</b>
Main driver of the PPP	<b>Ministry of Food and Agriculture</b>
Activities	<b>Development of rubber trees plantation; Provision of loans and training to farmers</b>
Results to date/Impacts**	<ul style="list-style-type: none"> <li>• <b>20% return on investment;</b></li> <li>• <b>Improved profitability by 30%;</b></li> <li>• <b>Farmers trained;</b></li> <li>• <b>Developed 14 785.56 hectares of rubber plantation;</b></li> <li>• <b>Employment generation (more than 6 000 jobs created; 30% of employed are women);</b></li> <li>• <b>Improved farmers' standards of living (farmers are able to send children to school, build decent houses, afford good medical care; access extra credit from banks);</b></li> <li>• <b>Increased rubber price;</b></li> <li>• <b>Increased rubber exports (+15%).</b></li> </ul>

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\* This is the third phase of a project started in 1995. \*\* From 1995 to date.



**Sorghum Value Chain  
Development Project**

Country	<b>Ghana – Northern region</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Sorghum</b>
Partnership duration	<b>2006–2011</b>
Overall objective	<b>Develop a stable and high quality sorghum supply chain that will increase incomes of sorghum farmers and enable national beverage industries to substitute imported grains with locally produced sorghum</b>
Investments	<b>Total: US\$2.9 million*</b>
Public partners	<b>Savanna Agricultural Research Institute (SARI)</b> Role: Scientific and technical support; Inputs supply
Private partners	<b>Guinness Ghana Breweries Ltd (GGBL)</b> Role: Inputs supply; Farmers' products buyer  <b>Farmers</b> Role: Cultivate sorghum according to recommendations; Sell harvesting products to the private company  <b>Venture Capital Fund; Sinapi Trust Fund</b> Role: Provide loans
Intermediaries partners	<b>Technoserve</b> Role: Project management  <b>European Cooperative for Rural Development (EUCORD)</b> Role: Co-finance
Beneficiaries	<b>Farmers</b>
Main driver of the PPP	<b>GGBL</b>
Activities	<b>Identification and introduction of high yielding sorghum varieties; Establishment of sorghum collection centres; Provision of loans to input providers, and training to village level producer associations</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Improved value chain efficiency;</b></li> <li>• <b>Increased annual supply (from less than 100 MT to 1 300 MT);</b></li> <li>• <b>Increased income (GHS 35 840 to 524 700 from 2005 to 2008);</b></li> <li>• <b>Employment generation (about 2 000 jobs created);</b></li> <li>• <b>Improved farmer's standards of living.</b></li> </ul>

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\* This is the total amount invested in the project for both Ghana and Sierra Leone



## Warehouse Receipt System Project

Country	<b>Kenya</b>
PPP typology	<b>Market infrastructure</b>
Subsector and commodity	<b>Warehousing</b>
Partnership duration	<b>2008–ongoing</b>
Overall objective	<b>Develop grain storage structures and a sustainable warehouse receipts system which will provide collateral to enable short-term lending to grain farmers</b>
Investments	<b>N/A</b>
Public partners	<p><b>Government of Kenya</b> Role: Develop a warehouse receipt system; Lease-out public warehouses</p> <p><b>Department for International Development (DFID)</b> Role: Finance in the form of grants</p> <p><b>Swedish International Development Cooperation (SIDA)</b> Role: Fund development and promotion of structured grain trading systems</p> <p><b>United States Agency for International Development (USAID)'s Regional Agricultural Trade Expansion Support (RATES)</b> Role: Support capacity building of farmers and traders; Support the adoption of international quality standards</p> <p><b>USAID's Kenya Maize Development Program (KMDP)</b> Role: Support the EAGC in linking small-scale maize producers directly and through their organizations to markets</p>
Private partners	<p><b>Eastern African Grain Council (EAGC)</b> Role: Setting rules and protocols; Monitoring &amp; Evaluation</p> <p><b>Warehouse operators (Lesiolo Grain Handlers and the Export Trading Co)</b> Role: Provide infrastructure, equipment and services</p> <p><b>Equity Bank</b> Role: Provide loans; Training</p>
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Farmers</b>
Main driver of the PPP	<b>EAGC</b>
Activities	<b>Supply of secure warehouses for storing grain; Acceptance of warehouse receipt as collateral for loans</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Disbursed loans to six large-scale farmers using warehouse receipts as collateral</b></li> </ul>



### Biofix Project

Country	<b>Kenya</b>
PPP typology	<b>Innovation and technology transfer</b>
Subsector and commodity	<b>Organic fertilizer</b>
Partnership duration	<b>2008–ongoing</b>
Overall objective	<b>Support increased accessibility of low-cost organic fertilizers to smallholder farmers and enhance food production</b>
Investments	<b>Total: US\$200 000</b>
Public partners	<b>University of Nairobi</b> Role: Technical support; Research; Expertise; Quality control <b>African Knowledge Transfer Programme (AKTP) of the British Council</b> Role: Fund Biofix laboratory and equipments; Arbitrator; Monitoring & Evaluation
Private partners	<b>Mea Ltd</b> Role: Inoculants commercialization; Market research; Technological innovation; Monitoring & Evaluation
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Smallholder farmers</b>
Main driver of the PPP	<b>University of Nairobi, British Council</b>
Activities	<b>Supply organic fertilizer</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>Set up the Biofix laboratory;</b></li><li>• <b>Produced 2 000 kg/year of inoculants.</b></li></ul>

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**StrigAway Maize Initiative**

Country	<b>Kenya</b>
PPP typology	<b>Innovation and technology transfer</b>
Subsector and commodity	<b>Striga-resistant maize</b>
Partnership duration	<b>2006–ongoing</b>
Overall objective	<b>Eradication of Striga weed for increased maize yields and farm productivity</b>
Investments	<b>N/A</b>
Public partners	<p><b>Kenya Agricultural Research Institute (KARI)</b> Role: Establish two research facilities; Develop Striga tolerant OPV (KSTP 94); Multiply seeds for technology testing and plant breeding</p> <p><b>Maseno University</b> Role: Investigate Striga management technologies; Offer technical backstopping in demonstration fields</p>
Private partners	<p><b>Basf East Africa Limited</b> Role: Provide Imazapyr herbicide and IR maize germplasm for research; Issue commercial licences; Support acquisition of machines by Western Seed Co.</p> <p><b>Weizmann Institute of Science</b> Role: Technical expertise</p> <p><b>Western Seed Company (WSC)</b> Role: Produce Striga-tolerant (WH502) and IR (Ua Kayongo) maize varieties</p>
Intermediaries partners	<p><b>African Agricultural Development Foundation (AADF)</b> Role: Program design and management</p> <p><b>International Maize and Wheat Improvement Center (CIMMYT)</b> Role: Develop Imazapyr resistance in maize varieties</p> <p><b>Rockefeller Foundation</b> Role: Fund tests for 'best-bet' Striga management technologies</p> <p><b>Forum for Organic Resource Management and Agricultural Technologies (FORMAT)</b> Role: Develop and distribute information materials; Logistical support; Distribution of Striga-suppressive legume seeds</p> <p><b>Resource Projects Kenya (RPK)</b> Role: Assists farmer organizations to better access farm inputs and market surpluses in Striga-affected regions</p>
Beneficiaries	<b>51 280 Farmers</b>
Main driver of the PPP	<b>Government of Kenya</b>
Activities	<b>Supply of Striga resistant maize seed; Awareness campaigns</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>51 280 farmers received technology packages and extension services;</b></li> <li>• <b>Increased output (Striga control technologies generated 1 108 tons of additional maize; Striga resistant maize seed generated additional production of 82 000 tons);</b></li> <li>• <b>Increased rural incomes;</b></li> <li>• <b>Decreased cost of production.</b></li> </ul>



## Keivan Fruit Processing Project

Country	Kenya
PPP typology	Value chain/subsector development
Subsector and commodity	Mango processing
Partnership duration	2006–2008
Overall objective	Promotion of mango marketing and value addition/sector development
Investments	Total: US\$233 411 (Public: 46% – Private: 46% – Others: 8%)
Public partners	<b>Ministry of Agriculture</b> Role: Harvesting, post-harvest handling and marketing training <b>German Technical Cooperation (GTZ)*</b> Role: Fund training, equipment, packaging materials, collection centres, and personnel <b>Kenyan Federation of Agricultural Producers (KENFAP)</b> Role: Organize farmers into farmer groups and associations; Training; Assist farmers in drawing up business plans; Networking farmer groups with other stakeholders
Private partners	<b>Keivan Company</b> Role: Quality control; Purchase a fruit processing plant; Organize collection of produce; Promote domestic consumption of fruit juices
Intermediaries partners	N/A
Beneficiaries	Small-scale mango farmers
Main driver of the PPP	GTZ
Activities	Implementation of fruit value-addition activities; Development of mango value chain intervention strategy (for domestic, regional and overseas markets)
Results to date/Impacts	<ul style="list-style-type: none"><li>• 2 collection centres with cottage industry facilities established;</li><li>• Increased farmers' incomes by an average of 42%;</li><li>• Reduced losses at farm level by 40%;</li><li>• Reduced wastage up to 40%;</li><li>• Employment generation (at least 7 members at each collection centre).</li></ul>

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\* GIZ after 2011



## Shonga Farms Project

Country	Nigeria – Kwara State Government
PPP typology	Vale chain/subsector development
Subsector and commodity	Dairy, Poultry and mixed farming
Partnership duration	2004–ongoing
Overall objective	Improve farming methods and techniques and disseminate them to smallholder population
Investments	Total: US\$250 000
Public partners	<b>Kwara State Government</b> Role: Technical assistance; Land lease
Private partners	<b>Banks (Intercontinental Bank, Guaranty Bank, FinBank, Platinum Habib Bank and Unity Bank)</b> Role: Fund the project through debt and equity financing options  <b>13 Zimbabwean farmers</b> Role: Knowledge transfer
Intermediaries partners	N/A
Beneficiaries	Farmers; Youth
Main driver of the PPP	Kwara State Government
Activities	Establishment of new farms; Provision of loans, land and assistance to farmers involved
Results to date/Impacts	<ul style="list-style-type: none"><li>• Employment generation (4 000 new jobs);</li><li>• Generated investment in infrastructure (around US\$20 000 for roads improvement and schools provision);</li><li>• Over 500 school leavers trained.</li></ul>

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### **Josepdam Sugar Company/Kwara State Partnership**

<b>Country</b>	<b>Nigeria – Kwara State Government</b>
<b>PPP typology</b>	<b>Value chain/subsector development</b>
<b>Subsector and commodity</b>	<b>Sugar</b>
<b>Partnership duration</b>	<b>2008–2009</b>
<b>Overall objective</b>	<b>Contribute efficiently to the Nigerian economy through sugar refinement and farming</b>
<b>Investments</b>	<b>Total: US\$4.4 million</b>
<b>Public partners</b>	<b>Kwara State Government</b> Role : Facilitation of privatization
<b>Private partners</b>	<b>Josepdam Sugar Company</b> Role: Restart production
<b>Intermediaries partners</b>	<b>N/A</b>
<b>Beneficiaries</b>	<b>Farmers</b>
<b>Main driver of the PPP</b>	<b>Josepdam Sugar Company</b>
<b>Activities</b>	<b>Privatization of Nigerian Sugar Company (NISCO); Increase sugar production; Production of fuel ethanol</b>
<b>Results to date/Impacts</b>	<b>N/A</b>

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**Integrated Rice Farming  
and Processing Project**

Country	<b>Nigeria – Benue/Kwara/Niger State Governments</b>
PPP typology	<b>Value chain/subsector development</b>
Subsector and commodity	<b>Rice</b>
Partnership duration	<b>2006 (2009*)–ongoing</b>
Overall objective	<b>Promote demand-driven rice production by developing a supply chain model that encourage the use of improved technologies, farmer capacity building and commercial linkages to credible market outlets</b>
Investments	<b>Total: US\$30 million</b>
Public partners	<p><b>Ministry of Agriculture</b> Role: Fund a Commodity Development Centre</p> <p><b>Benue/Kwara/Niger State Governments</b> Role: Enabling environment; Partnership management and implementation</p> <p><b>Kwara State Government</b> Role: Facilitate availability of agricultural inputs; Field researches; Fund a Commodity Development Center</p> <p><b>Africa Enterprise Challenge Fund (AECF)</b> Role: Provide a grant</p> <p><b>United States Agency for International Development (USAID)</b> Role: Technical assistance</p>
Private partners	<p><b>Olam Nigeria Ltd</b> Role: Establish rice processing factories; Inputs supply; Farmers’ products buyer</p> <p><b>Nigerian Agricultural Insurance Corporation (NAIC)</b> Role: Provide crop insurance</p> <p><b>First Bank</b> Role: Provide loans</p>
Intermediaries partners	<b>Bill &amp; Melinda Gates Foundation; International Financial Corporation</b> Role: Training; Extension services
Beneficiaries	<b>&gt; 5 000 Smallholder farmers</b>
Main driver of the PPP	<b>Kwara State Government</b>
Activities	<b>Production of high-quality rice; Provision of new technologies for post-harvesting activities; Provision of training courses and demonstrations for farmers</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Increased productivity (3.25 tonnes/ha against the national average of 1.25 tonnes/ha);</b></li> <li>• <b>Increased farm earnings (from 235 to 1 000 US\$/ha);</b></li> <li>• <b>Doubled farmers net incomes;</b></li> <li>• <b>Increased farm capacity (from 18 000 to 36 000 tonnes/year);</b></li> <li>• <b>Increased profitability by 250%.</b></li> </ul>



### **Agric-YES Project**

<b>Country</b>	<b>Nigeria – Lagos State Government</b>
<b>PPP typology</b>	<b>Innovation and technology transfer</b>
<b>Subsector and commodity</b>	<b>Poultry/Aquaculture</b>
<b>Partnership duration</b>	<b>2009–ongoing</b>
<b>Overall objective</b>	<b>Increase food security, train young agribusiness entrepreneur, develop local infrastructures, provide employment for rural people and offer improved and sustainable agriculture</b>
<b>Investments</b>	<b>Loans between US\$6 000 and 30 000 to each farmer (depending on the needs)</b>
<b>Public partners</b>	<b>Lagos State Government</b> Role: Enabling environment; Fund training, equipment and services; Monitoring & Evaluation  <b>Lagos State Ministry of Agriculture and Cooperatives</b> Role: Extension services and loans
<b>Private partners</b>	<b>Dizengoff Nigeria</b> Role: Provide internships; Manage the food production and processing facilities for the government; Liquidate the set-up and start-up loans
<b>Intermediaries partners</b>	<b>N/A</b>
<b>Beneficiaries</b>	<b>Young rural farmers</b>
<b>Main driver of the PPP</b>	<b>Lagos State Government</b>
<b>Activities</b>	<b>Provision of land, training, internships and loans to young agro-entrepreneurs</b>
<b>Results to date/Impacts</b>	<ul style="list-style-type: none"><li>• <b>Over 300 youths trained;</b></li><li>• <b>Increased food production;</b></li><li>• <b>Improved food security;</b></li><li>• <b>Enhanced quality and variety of food across the value chain.</b></li></ul>

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## Enugu-Songhai Initiative

Country	<b>Nigeria – Enugu State Government</b>
PPP typology	<b>Innovation and technology transfer</b>
Subsector and commodity	<b>Sustainable integrated farming</b>
Partnership duration	<b>2009–ongoing</b>
Overall objective	<b>Increase food security, train young agribusiness entrepreneur, develop local infrastructures, provide employment for rural people and offer improved and sustainable agriculture</b>
Investments	<b>Total: US\$1 million</b>
Public partners	<p><b>Enugu State Government</b> Role: Fund training; Enabling environment; Offer land; Equipment and services; Credit guarantee; Monitoring &amp; Evaluation</p> <p><b>Food and Agriculture Organization of the United Nations (FAO); International Fund for Agricultural Development (IFAD); International Labour Organization (ILO); United Nations Development Programme (UNDP); United Nations Industrial Development Organization (UNIDO)</b> Role: Advisory services; Technical support</p> <p><b>World Bank</b> Role: Provide soft loans and grants</p>
Private partners	<p><b>Songhai Centre</b> Role: Facilitate and support the establishment of a Regional Centre of Excellence for Agribusiness and Entrepreneurship Development in Africa; Technical assistance; Equipment and services</p>
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Young rural farmers</b>
Main driver of the PPP	<b>FAO, IFAD, ILO, UNDP, UNIDO, Enugu State Government, Songhai Centre</b>
Activities	<b>Establishment of a Regional Centre of Excellence for Agribusiness and Entrepreneurship Development in Africa; Provision of training courses for young entrepreneurs</b>
Results to date/Impacts	<ul style="list-style-type: none"> <li>• <b>Increased food supply;</b></li> <li>• <b>Increased productivity;</b></li> <li>• <b>Improved employment-intensive revenue-yielding capacity.</b></li> </ul>



**Kibaha Sugarcane Research  
Institute Project**

Country	The United Republic of Tanzania – Coast Region
PPP typology	Innovation and technology transfer
Subsector and commodity	Sugarcane
Partnership duration	2001–ongoing
Overall objective	Develop, build, maintain and operate an efficient sugar industry in Tanzania
Investments	Public: in kind – Private: 170 000 US\$/year
Public partners	<b>Sugar Board of Tanzania</b> Role: Enabling environment; Funds management; Provide cars, motorbikes and office facilities  <b>Kibaha Sugarcane Research Institute (KSRI)</b> Role: Research; Provide human resources
Private partners	<b>Sugar Producing Estates (Kagera Sugar Limited, Kilombero Sugar Company, Tanganyika Plantation Company and Mtibwa Sugar Estate)</b> Role: Fund research (funding based on production); Harvesting plans; Budget preparation  <b>Growers Associations</b> Role: Business negotiations
Intermediaries partners	N/A
Beneficiaries	Small scale sugarcane outgrowers
Main driver of the PPP	Sugar Producing Estates; Sugarcane Associations; Sugar Board of Tanzania
Activities	Development of technologies; Provision of new sugarcane varieties; Development of irrigation infrastructure
Results to date/Impacts	<ul style="list-style-type: none"> <li>• 2 new sugarcane varieties introduced;</li> <li>• Increased productivity (from 25-30 to 40-55 tonnes/ha for smallholders; from 70-90 to 100 tonnes/ha for sugar estates);</li> <li>• Increased rural incomes (minimum wage TShs 240 000 against national minimum wage TShs 80 000);</li> <li>• Increased yearly production (from 190 000 to 279 000 tonnes);</li> <li>• Stimulated additional investments;</li> <li>• Decreased outgrowers poverty level (the Mtibwa Sugar Estate Outgrowers Scheme enabled its members to form saving and credit cooperative organizations);</li> <li>• Enhanced capacity of sugar processing industries;</li> <li>• Increased government tax revenues;</li> <li>• A refinery plant created.</li> </ul>





### Tanzania Agro-dealer Support Program

Country	The United Republic of Tanzania – Dar es Salaam Region
PPP typology	Business development and advisory services
Subsector and commodity	Agro-business
Partnership duration	2008–ongoing
Overall objective	Modernize agro-dealers network in rural areas and enhance agricultural productivity
Investments	Total: US\$6 million (Public: 18% – Private: 82%)
Public partners	<b>Ministry of Agriculture, Food Security and Co-operatives</b> Role: Enabling environment; Monitoring & Evaluation  <b>Alliance for Green Revolution in Africa (AGRA); Donors through Financial Sector Deepening Trust (FSDT)</b> Role: Guarantee fund
Private partners	<b>National Micro-Finance Bank (NMB)</b> Role: Management of the guarantee fund; Provide loans
Intermediaries partners	<b>Tanzania Agricultural Market Development Trust (TAGMARK)</b> Role: Training
Beneficiaries	Smallholder Farmers; 2 626 agro-dealers
Main driver of the PPP	Ministry of Agriculture, Food Security and Co-operatives
Activities	Facilitation of agro-dealers access to credit; Provision of training to agro-dealers
Results to date/Impacts	<ul style="list-style-type: none"><li>• Improved input use;</li><li>• Increased output;</li><li>• Increased number of traders involved in agribusiness;</li><li>• 2 626 agro-dealers trained;</li><li>• 228 agro-dealers accessed credits;</li><li>• 243 agro-dealers trained and certified in Business Management Skills;</li><li>• 7 associations advocating agro-dealer issues established and supported;</li><li>• 16 technical training involving 8 supply companies organized on product handling and safe use.</li></ul>

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**Tea Research Institute  
of Tanzania Project**

Country	The United Republic of Tanzania – Iringa Region
PPP typology	Innovation and technology transfer
Subsector and commodity	Tea
Partnership duration	2006–ongoing
Overall objective	Support tea development and production in Tanzania
Investments	N/A
Public partners	<b>Ministry of Agriculture, Food Security and Co-operatives</b> Role: Finance; Supporting infrastructure <b>Donors</b> Role: Technical support <b>Tea Research Institute of Tanzania (TRIT)</b> Role: Research; Training
Private partners	<b>Tea Producing Estates and Tea Processing Estates</b> Role: Co-finance (based on production)
Intermediaries partners	N/A
Beneficiaries	Tea outgrowers
Main driver of the PPP	Tea Producing Estates
Activities	Provision of a framework for the financing and ownership of research facilities, cost effective research and technology transfer; Generation and dissemination of information on good tea management practices
Results to date/Impacts	<ul style="list-style-type: none"><li>• Over 3 000 ha planted;</li><li>• Increased output (from 3.77 million kg to 16.6 million kg)</li><li>• Employment generation;</li><li>• Expanded capacity of existing factories;</li><li>• Increased price (from TZS 72.5 to TZS 135);</li><li>• Increased tea quality;</li><li>• Constructed new factories;</li><li>• Mitigated risks of prospected collapsed production.</li></ul>

FAO. 2013. *Agribusiness public-private partnerships – A country report of the United Republic of Tanzania*. Country case studies – Africa. Rome



## Sao Hill Forest Project

Country	The United Republic of Tanzania – Iringa Region
PPP typology	Value chain/subsector development
Subsector and commodity	Forestry
Partnership duration	2000–ongoing
Overall objective	Promote and develop tree growing, management, processing and trading of forestry products
Investments	Total: US\$60 million
Public partners	<b>Ministry of Natural Resources and Tourism (MNRT)</b> Role: Enabling environment; Commercial rights  <b>Donors</b> Role: Finance
Private partners	<b>Plantation, forest products and renewable energy companies (Green Resources AS, Sao Hill Industries Limited and Green Resources Limited)</b> Role: Training; Services; Monitoring & Evaluation
Intermediaries partners	<b>Heifer International Tanzania (HIT)</b> Role: Technical assistance; Extension services
Beneficiaries	Smallholder tree farmers
Main driver of the PPP	Farmers and Agro-forestry stakeholders
Activities	Expansion and modernization of sawmill operations; Establishment of additional plantations; Generation of electricity from fuels produced by managed forests
Results to date/Impacts	<ul style="list-style-type: none"><li>• Established new industries;</li><li>• Increased farmers' income.</li></ul>

FAO. 2013. *Agribusiness public-private partnerships – A country report of the United Republic of Tanzania*. Country case studies – Africa. Rome



### **Mukwano/National Agricultural Advisory Services (NAADS) Partnership**

Country	Uganda – Lira, Lango Region
PPP typology	Value chain/subsector development
Subsector and commodity	Sunflower
Partnership duration	2007–ongoing
Overall objective	Increase productivity and profitability of sunflower production through farmer organizations and linking farmers to markets
Investments	Total: > US\$12 million (Public: 3%; Private: 77%; Others: in kind)
Public partners	<b>National Agricultural Advisory Services (NAADS)</b> Role: Extension services; Monitoring & Evaluation
Private partners	<b>Mukwano Group of companies</b> Role: Provide seeds, advance cash, and technical services; Farmers' product buyer
Intermediaries partners	N/A
Beneficiaries	Small-scale farmers
Main driver of the PPP	Government of Uganda, Mukwano Group of companies
Activities	Support farmers access to better technologies (such as improved seed varieties, farm machinery, etc.); Provision of training to farmers
Results to date/Impacts	<ul style="list-style-type: none"><li>• 250 farmers trained;</li><li>• Increased output (from 32 000 tonnes to 40 000 tonnes);</li><li>• Increased farmers' income (from US\$300 to US\$712 per year);</li><li>• Employment generation (from 500 farmers to 50 000 farmer families).</li></ul>

FAO. 2013. *Agribusiness public-private partnerships – A country report of Uganda. Country case studies – Africa*. Rome



**Farm Input Care Center (FICA)/  
National Agriculture Research  
Organization (NARO) Partnership**

Country	Uganda – Kampala, Masindi, Kasese
PPP typology	Innovation and technology transfer
Subsector and commodity	Seeds
Partnership duration	N/A
Overall objective	Provide licensed seed varieties to the private sector to increase farmers access to good quality seed material and expanding the seed market
Investments	N/A
Public partners	<b>National Agricultural Research Organization (NARO)</b> Role: Advisory services; Sell seeds to the private partner with exclusive commercial rights; Technical assistance
Private partners	<b>Farm Input Care Center (FICA)</b> Role: Seeds commercialization
Intermediaries partners	N/A
Beneficiaries	Farmers
Main driver of the PPP	FICA
Activities	Concession of commercial rights; Production and commercialization of new seed varieties
Results to date/Impacts	<ul style="list-style-type: none"><li>• Increased turn over (US\$2,75 million);</li><li>• Employment generation (&gt; 200 jobs);</li><li>• Increased yields;</li><li>• Created nine new seed varieties.</li></ul>

FAO. 2013. *Agribusiness public-private partnerships – A country report of Uganda*. Country case studies – Africa. Rome



### **Derekop/Uganda Industrial Research Institute (UIRI) Partnership**

Country	<b>Uganda – Kampala</b>
PPP typology	<b>Business development/advisory services</b>
Subsector and commodity	<b>Fruit processing</b>
Partnership duration	<b>N/A</b>
Overall objective	<b>Increase industrialization and value addition of primary commodities while providing overall social and development outcomes such as employment and increased incomes</b>
Investments	<b>N/A</b>
Public partners	<b>Uganda Industrial Research Institute (UIRI)</b> Role: Incubation services; Technical expertise; Equipment; Training to Derekop
Private partners	<b>Derekop Limited</b> Role: Provide a fruit and vegetable processing plant; Operate and manage plant production; Training; Equipment; Monitoring & Evaluation; Technical support
Intermediaries partners	<b>N/A</b>
Beneficiaries	<b>Farmers (5 697 families)</b>
Main driver of the PPP	<b>Government of Uganda</b>
Activities	<b>Provision of a fruit and vegetable processing plant; Provision of training courses; Use of a value-chain business model to increase production</b>
Results to date/Impacts	<ul style="list-style-type: none"><li>• <b>Employment generation (25 indirect jobs; 5 direct jobs);</b></li><li>• <b>Increased sales (+53%);</b></li><li>• <b>Six distribution points created.</b></li></ul>



**BIDCO Uganda Ltd/Vegetable  
Oil Development Project (VODP)  
Partnership**

Country	Uganda – Jinja, Kalangala
PPP typology	Value chain/subsector development
Subsector and commodity	Oil palm
Partnership duration	2002–ongoing
Overall objective	Increase availability of vegetable oil in the country and improve farmer incomes and employment by involving smallholder growers in oil palm production
Investments	Total: US\$ 156 million (Public: 8%; Private: 77%; Others: 15%)
Public partners	<b>Vegetal Oil Development Project (VODP)</b> Role: Supporting infrastructure; Land lease; Grant exclusive production rights; Provide funds for farmers; Technical expertise and advisory <b>International Fund for Agricultural Development (IFAD)</b> Role: Finance; Technical assistance
Private partners	<b>BIDCO (Consortium of BIDCO Uganda, Oil Palm Uganda Ltd and Wilmar Group of Malaysia)</b> Role: Set up a processing plant and a refinery plant; Inputs supply at subsidized prices; Technical expertise and advisory; Farmers' product buyer
Intermediaries partners	N/A
Beneficiaries	Farmers
Main driver of the PPP	Government of Uganda
Activities	Support processing plants operations; Introduction of industrial oil processing mills
Results to date/Impacts	<ul style="list-style-type: none"><li>• Employment generation (33 000 indirect jobs; 4 500 direct jobs);</li><li>• Increased tax revenues (US\$21 million).</li></ul>