



MONTHLY NEWSLETTER OF THE AFRICA LEADERSHIP TRAINING AND CAPACITY BUILDING PROGRAM  
SEPTEMBER 2012 ~ FOCUS ON PRIVATE SECTOR INTERNSHIP OPPORTUNITIES

## Sokoine University and Africa Lead Team Up

Sokoine University of Agriculture (SUA) in Tanzania and Africa Lead are embarked on a proactive partnership to support graduates of the University's Department of Agricultural Economics and Agribusiness in applying their studies to agricultural business development.

Profit-oriented business development is still new in Tanzania. To date 14 of these entrepreneurially-minded agriculturalists have been embedded in private companies working in agricultural-based industries along different product value chains. The 8-week placements are designed to immerse these young professionals in a hands-on business environment to guide the development of start-up agribusiness enterprises. Many of the host business are owned or managed by Africa Lead-trained Champions for Change for Food Security.

Julius Ludete, one of the first round of graduates to complete the internship, explains: *"I have learned on the importance of applying the modern methods of agric-production for example, **green house agriculture and drip irrigation** for better use of natural resources and environmental conservation."* Mr. Ludete plans on apply his new negotiation skills in securing land for commercial agriculture based on a return on investment that such efficient techniques provide the production of cassava, sorghum and white maize.

SUA traces its roots as an agricultural college to the founding of both the state of Tanzania and the US Agency for International Development. USAID provided direct support to the creation of the school from 1961. It opened its doors in 1965 and remains today the only higher education institution in Tanzania that concentrates on the field of agriculture, offering degrees on cooperative and business studies among a total of 30 undergraduate and 45 postgraduate degree programs. This reflects the University's mission "to promote develop-

ment through training, research, extension, provision of services to the public and private sector in an environmentally friendly manner."

The leadership qualities of these young professionals are further on display in the formation of Sokoine University Graduate Entrepreneurs Cooperative Limited-SUGECO. This self-selected Society of agribusiness developers has formed for students to undertake extra training curriculum on self-employment, transfer knowledge and technology, incubate new businesses, forge alliances to reduce transaction

COMPANY	ENTREPRENEUR	BUSINESS SECTOR	LOCATION
Mace Foods *	Mmeta Abdalla	Processing of food	Eldoret
Mixa Foods and Beverages	Ernest Likoko	Processing of food	Kisumu
Frabho *	Dina Kikuli	Animal Feeds	Dar es Salaam
AMAGRO *	Jumaa Shehemba	Mango	Dar es Salaam
Best Animal Feed	Alexander Jokoniah	Sunflower Oil and An. Feeds	Dar es Salaam
Best Animal Feed	Elifadhili Ezekiel	Sunflower Oil and An. Feeds	Dar es Salaam
Olam International Ltd	Hance Njobelo	Supply Chain	Dar es Salaam
Olam International Ltd	Mtemebe Kamwesige	Supply Chain	Dar es Salaam
Lesiolo Grain Handlers *	Julius Ludete	grain handling, warehouse, trading	Nakuru
Lesiolo Grain Handlers *	Chanafu Abubakari	grain handling, warehouse, trading	Nakuru
Jamahedo Health Food Ltd.	Alinanuswe Mwalwange	Production of health foods	Dar es Salaam
Mama Millers Ltd.*	Elifuraha Rajabu	Paddy cultivation and processing	Thika
Pulses Agro Commodities Ltd	Giovanni Nguvu	Pulses and Agro Commodities	Arusha
Pulses Agro Commodities Ltd.	Freddy Kipanyula	Pulses and Agro Commodities	Arusha

\* Indicates a company owned or managed by an Africa Lead-trained Champion for Change for Food Security

## Sokoine University and Africa Lead *continued*

costs and access broader markets, improve access to finance and generate capital through a saving and credit system and shares in investments in low risk funds.

The interns have all created business plans and submitted them for USAID-funded credit guarantee financing. Africa Lead matches their specific goals to company placements thus facilitating achievement of the objectives they set. Some seek expertise in management and finance, others in marketing and procurement. Some are specifically interested in quality control or human resources. Others are focused on food processing or on packaging and branding. Several of the participants have set very strategic milestones for acquiring land or capital, setting up

systems and establishing efficient relationships with smallholder producers.

The businesses that are hosting the SUA interns are equally benefitting from the experience. Olam, one of the world's largest agricultural commodity traders, has so far sponsored two interns. According to Sridhar Krishnan, Executive Director and Board Member of the US\$12.5 billion corporation: "One of them is gone to set up a buying operation of coffee in another geography which we plan to do later this year so he has to come back with a biz plan and another intern has learned how to process cashews so will now study the local market and come back to us how to penetrate the market profitably." ■

Visit us on the web at  
[www.AfricaLeadFTF.org](http://www.AfricaLeadFTF.org)

for the latest news, training descriptions, and our online database of upcoming short courses relevant to African agriculture professionals.

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## What is Africa Lead?

*A USAID-funded program – and part of the Feed the Future global food security initiative – that builds the capacity of African agriculture professionals to lead*

Africa Lead supports the Comprehensive Africa Agriculture Development Program (CAADP) by providing 4 main services to participating countries and regions:

- Developing and delivering **training modules**:

**CAADP Champions for Change:** a 5 day course about CAADP and leading change, **Module 1**

A second 4 day course, tailored to each country, has been developed to equip CAADP leaders to operationalize investment plans, **Module 2**

- Providing logistical and financial support for other trainings and **innovative learning partnerships** that connect participants with institutional hosts, such as the *International Food Policy Research Institute (IFPRI)*, the *World Food Programme*, and private sector agribusinesses.
- **Assessing capacity needs** of national and regional institutions, CAADP Country Teams, and National Agriculture Investment Plan implementation.
- Developing an **online database** of short courses relevant to African agriculture professionals.

## RESULTS TO DATE

- ✓ 1,310 trained CAADP "Champions" from 29 countries (Module 1):
  - 545 in East Africa
  - 375 in West Africa
  - 390 in Southern Africa
- ✓ 255 trained in Module 2 from 3 countries
  - 55 in East Africa (USAID/Forward)
  - 200 West Africa
- ✓ 134 people supported to attend various technical trainings
- ✓ 9 professional interns trained in agriculture show management and agribusiness management
- ✓ 12 national non-state actor workshops held to mobilize NGOs and private sector actors to participate in CAADP
- ✓ Facilitation and logistics preparation for various conferences and meetings
- ✓ 38 institutional capacity assessments
- ✓ 2 assessments of CAADP Country Team processes ; 2 CAADP/NAIPs implementation case studies: Ethiopia and Rwanda
- ✓ A short course database featuring over 480 upcoming offerings relevant to African