

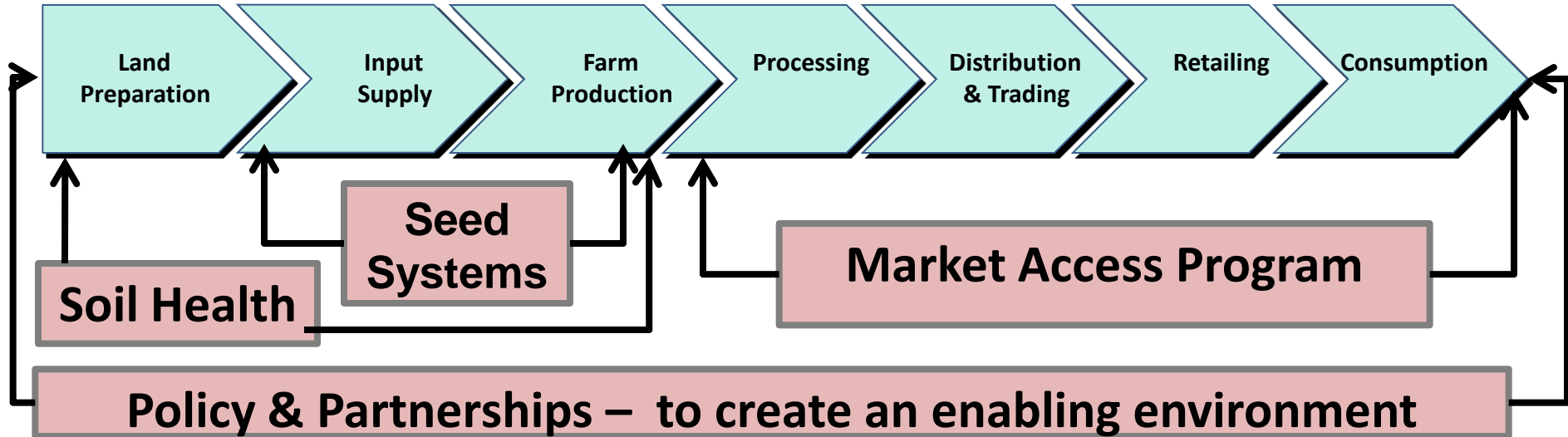
Lessons learned from AGRA and other Rockefeller Foundation Initiatives

**Gary Toenniessen
The Rockefeller Foundation**



Mission - To increase the productivity, profitability and sustainability of Africa's small scale farmers

AGRA's Value Chain Approach



AGRA's Strategic Focus

Food staples -- Maize,
cassava, sorghum, rice, etc.

- Greatest impact on food security
- Real opportunities for gains

Input and output markets
Domestic and regional

- Creates incentives for farmers
- Largest and surest markets

Breadbasket regions
Within target countries

- Highest productivity potential
- Integration most feasible

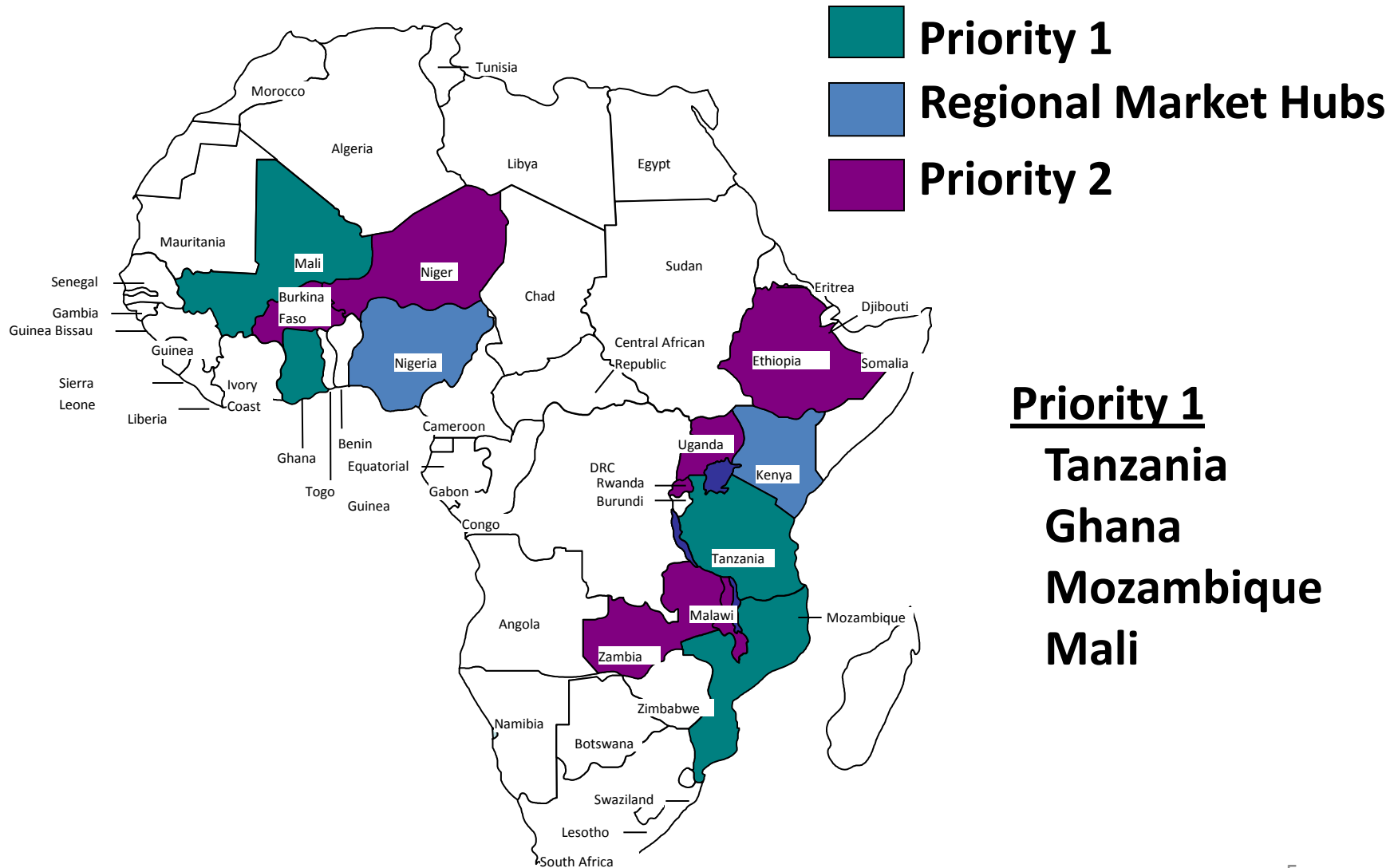
Building partnerships
Public and private

- Governments
- Donors
- Private sector

Strong M&E
Baselines, outcomes,
impacts

- To learn and make corrections
- Attract donors

AGRA Target Countries



Priority 1
Tanzania
Ghana
Mozambique
Mali

AGRA's Program on Africa's Seed Systems

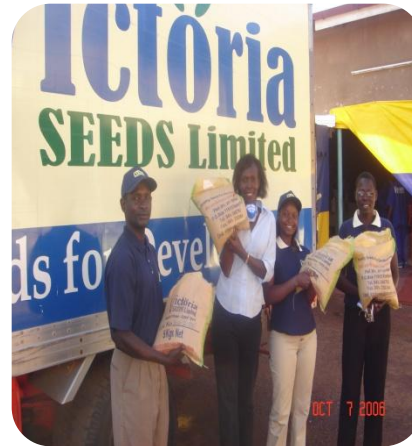
The Improved Seed Value Chain



**Training
crop
breeders**



**Breeding
new
varieties**



**Building
seed
enterprises**



**Training
agro-dealers
for seed
delivery**

Benefits of Improved, Adapted Seed: *A sorghum revolution in Mali*

Left, local land
race variety.

Right, new,
hybrid sorghum
variety

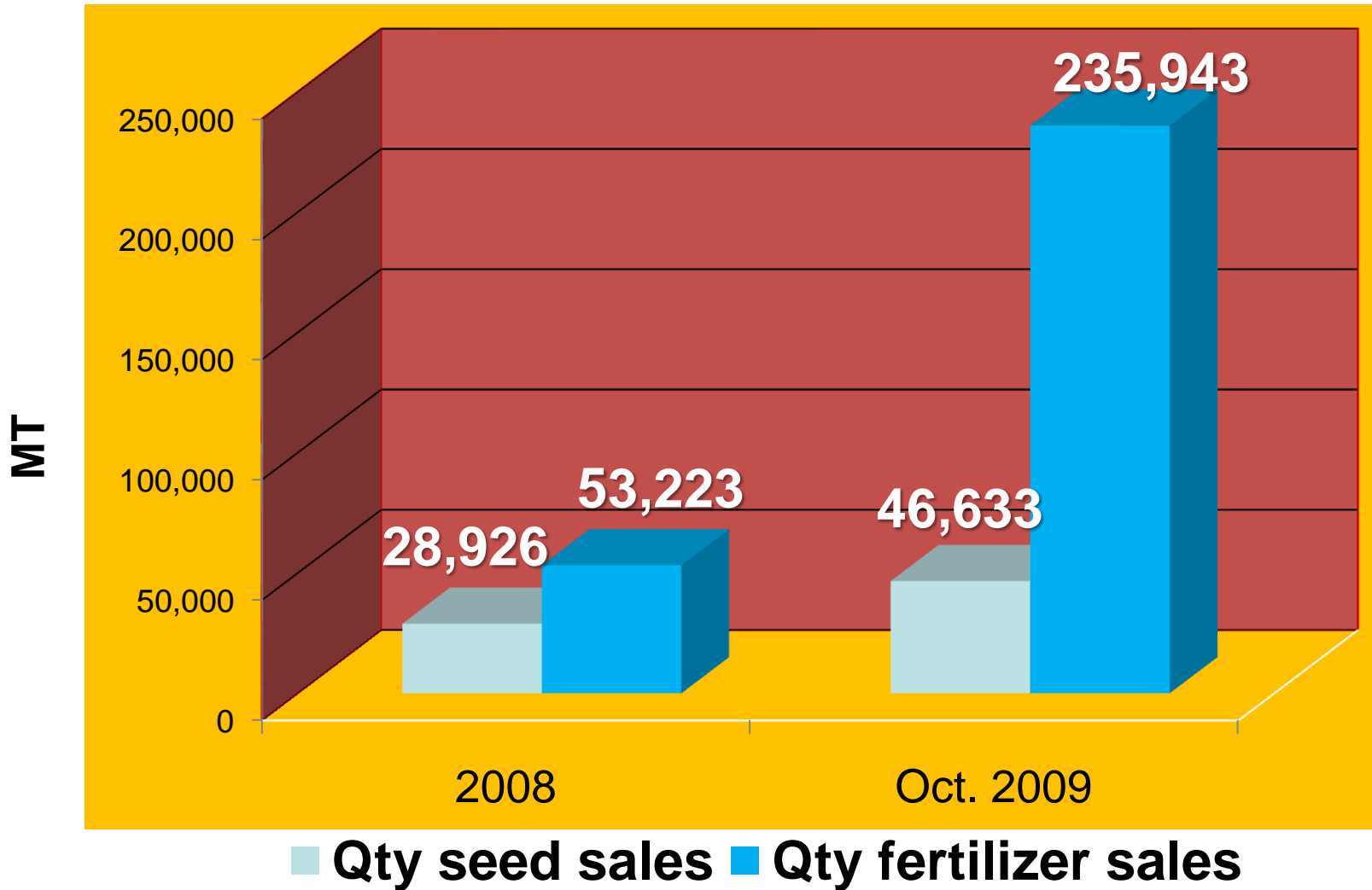
Djalakoroba,
Mali
October, 2009.



Building Input Markets: Agro-dealers

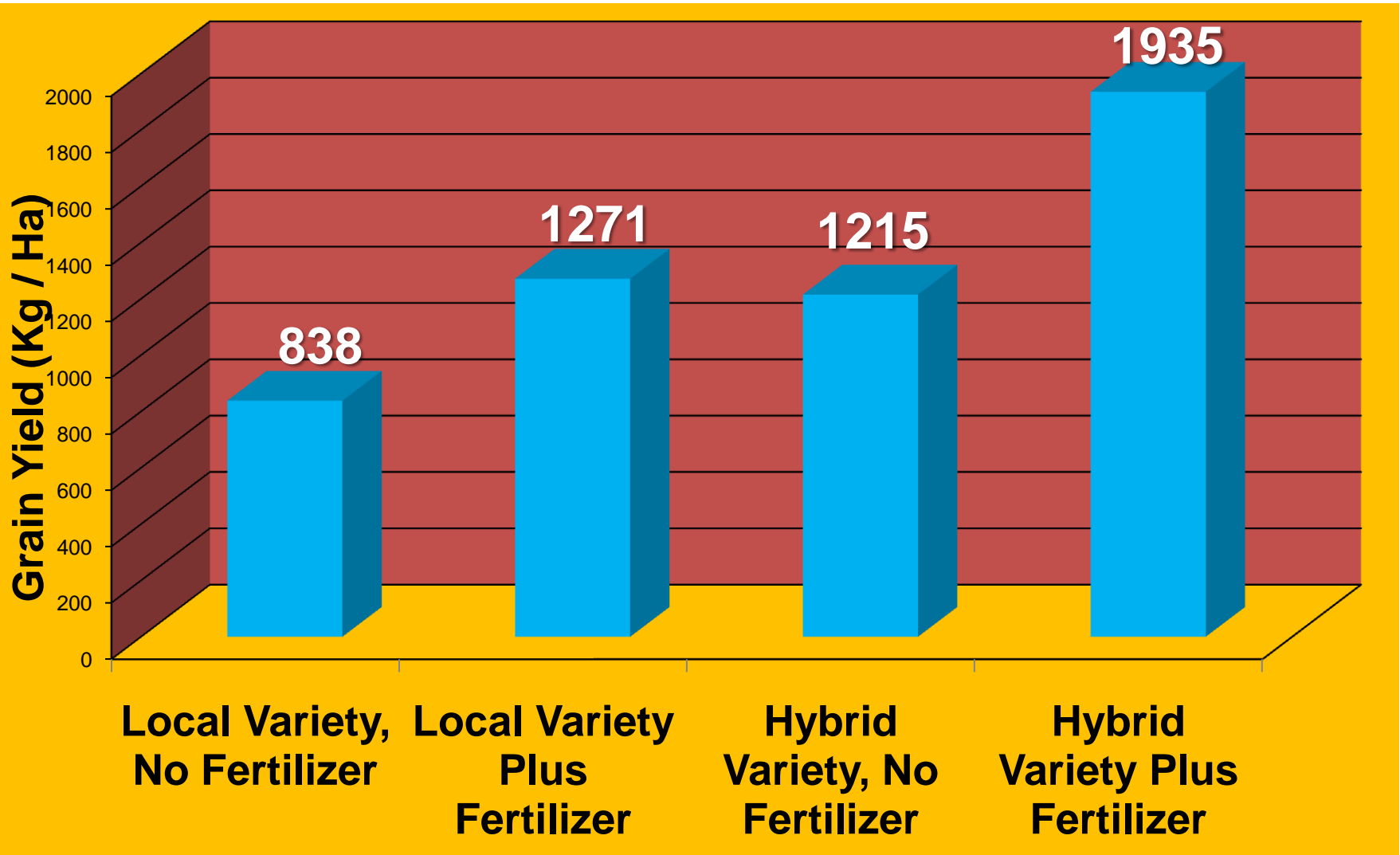


Seed & Fertilizer Sales by over 9,000 AGRA Trained Agro-Dealers



Better Seeds Need Better Soils

Farmer-Level Maize Yields: Panel Survey in Kenya, 1997-2007



AGRA's Output Markets Program

Goal

To increase food security and reduce poverty by promoting well functioning markets that:

- 1) Enable millions of small scale African farmers to sell their produce at a profit.**
- 2) Facilitate the efficient movement of African food staples within countries and across borders from areas of surplus production to areas of food deficit.**

AGRA Markets Interventions

Intervention

Activity focus

Reduce transaction costs

Storage, information, cooperatives, credit, infrastructure(existing & new)

Increase value addition

Processing, standards, nutrition, post-harvest quality control

Stimulate new demand

Starch, livestock feeds, industrial uses

Promote enabling policies

Regional and cross border trade, strengthen agri-businesses, new financing

Building Output Markets for Farmers



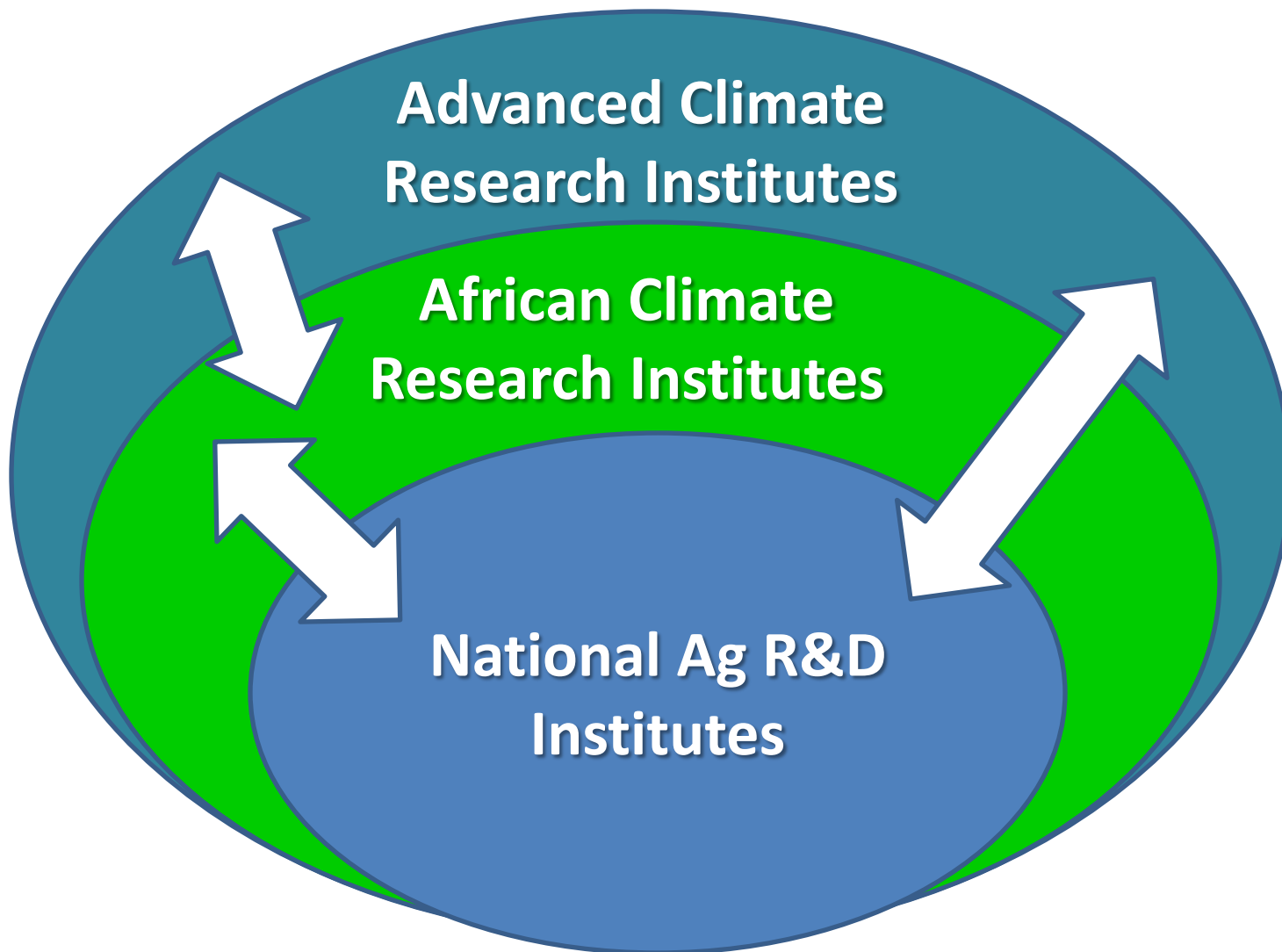
**Cereal Banks & Farmer
Organizations**



**Market Information &
Market Places**

RF Pilot

E. African Agriculture Climate Resilience Network



Thank You!

