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United Nations



Documentation of Best Youth Agribusiness Models in East African Community Partner States



Promoting Youth
Employment in the
Agricultural Sector in
East Africa (TCP/SFE/3601)



REPORT

Documentation of Best Youth Agribusiness Models in East African Community Partner States

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Foreword by FAO



The global Sustainable Development Goal N° 8 (SDG-8) recognizes the need to create productive employment as a nexus to boost economic growth. SDGs 1 and 2 underpin the ambition to eradicate poverty and achieve zero hunger. FAO is therefore supporting member countries to achieve these fundamental objectives.

Sub-Saharan Africa has the highest youth labour force compared to other regions – estimated at about 70.% of its total population, even higher than the global average of about 64%. Youth are Sub-Saharan Africa's greatest assets, if properly harnessed. The youth population in this region is rapidly growing and expected to double to over 830 million by 2050. If properly managed, this working age population could support increased productivity and stronger and more inclusive economic growth across the continent. Of estimated 420 million youth aged 15-35 in the continent, one-third are unemployed. Apart from addressing the problem of unemployment, the continent is equally challenged to address high-level of underemployment. Unemployment is also a major cause of forced migration for youth, and also often leads to various forms of criminality, including drug abuse, thievery, gender-based violence, radicalization, and terrorism.

The situation in the East African Community (EAC) mirrors that of the rest of sub-Saharan Africa. Despite relatively high economic growth in some Partner States of the EAC, youth unemployment remains a great concern. Thus, creating decent job opportunities for young people is consistently a top priority of every government in Eastern Africa. Addressing the multi-faceted causes of youth unemployment and underemployment will help drive inclusive economic growth, turning the subregion's demographic dividend into increased prosperity and social stability.

Addressing youth unemployment is not a one-dimensional approach. It requires a comprehensive approach that pays special attention to the quality of basic education, skills development and training to improve young people's productivity. The approach should also take into consideration available resources and economic opportunities in various sectors of the economy including agricultural commodity value chains. For rural areas, where agriculture is the predominant source of employment, the approach should also focus on rural development, while removing obstacles that hinder progress in agriculture, agribusiness, entrepreneurship, and decent wages for rural jobs.

Cognizant of this fact, the EAC Secretariat sought support from the FAO Sub-Regional Office for Eastern Africa in addressing youth employment challenge in the subregion. This request resulted in the implementation a Technical Cooperation Project (TCP/SFE/3601) entitled: *"Promoting Youth Employment in the Agricultural Sector."* The purpose of the project is to enhance the capacity of the targeted countries and the EAC Secretariat to develop and implement initiatives aimed at engaging youth in agriculture and to improve access to information, resources and employment opportunities in the agricultural sector. One of the key results of the project was to document best agribusiness models for youth employment in the agricultural sector and facilitate sharing of *"best practices"* between various youth groups.

This report provides profiles of the "Best Youth Agribusiness Models" in EAC countries. It has been compiled to provide examples of successful youth-led enterprises in agriculture and agribusiness. It aims to stimulate young people to consider the agriculture sector as one of the best options for self-employment, and thereby combatting the high youth unemployment across Eastern Africa. I trust that this documentation will inform national and regional policy processes on how best youth unemployment can be addressed through job creation in agriculture and agribusiness. Documented models are compiled to inform policy makers and development partner on how to assist young people become successful agro-entrepreneurs, create jobs for others and move into the fast-growing agribusinesses jobs, improving incomes by raising productivity as well as into other sustainable rural economic opportunities.

I hope that models documented in this report will help African countries develop customized strategies and practical programmes to address youth employment and to invest in better information on how well these strategies are working. The models have clearly illustrated that agriculture and agribusiness sectors provide investment and job opportunities thus addressing the challenge of youth employment in the continent.

Chimimba David Phiri (PhD, FCCS)

FAO Subregional Coordinator for Eastern Africa and

Representative to the African Union and the UN Economic Commission for Africa

Statement by EAC



Hon Christophe Bazivamo
EAC Deputy Secretary General Productive
and Social Sectors

A critical element of unemployment crisis in Africa in general and in the East African Community Partner States in particular, is the struggle faced by young people in accessing and remaining in the labour market. According to ILO, it is estimated that young people are three times more likely than adults to be out of job. Hence, the need to push for attracting opportunities for job creation in sectors such as agriculture, which has the propensity to improve productive and decent work for young people who constitute the largest segment of the population across EAC Partner States. Beyond farm jobs, there is a significant potential for job creation in rural non-farm economic activities around processing and post-harvest value chains, hence the need to invest on youth in the agricultural sector.

Against this backdrop EAC Secretariat and FAO Sub-Regional Office for Eastern Africa initiated a catalytic Technical Cooperation Project entitled *“Promoting Youth Employment in the Agricultural Sector in East African Community”* to try and identify some of those opportunities. The implementation of this catalytic Project will not only contribute in achieving FAO’s Regional Initiative on Sustainable Production Intensification and Value Chain Development in Africa through youth engagement in the agricultural sector, but also position EAC Secretariat achieve in the next 5 years one of its Strategic Priority Areas of ensuring *“Sustainable Livelihood and Youth Empowerment”* in the region.

It should also be noted that the EAC Regional Youth Policy, adopted in August 2013, identifies 14 Priority Intervention Areas, structured around challenges facing youth in the region with youth unemployment being one of them. The project will also contribute in achieving the AU/Malabo Declaration geared towards *“accelerating agricultural growth and transformation for shared prosperity and improved livelihoods”*.

One of the key outcome of this FAO funded project implemented by EAC Secretariat is the documentation of best youth agri-business models in the EAC region.

I sincerely wish to thank FAO Regional Office for Eastern Africa for supporting this initiative. I am also grateful to the Regional Youth Project Coordinator, National Project Focal Persons, National Consultants, and EAC Colleagues in the Agriculture Department for their dedication during the implementation process of this project under the overall professional and sustained supervision by the Director of Productive Sectors.

Finally, I wish the very best for the sixteen EAC Youth Champions-in-Agriculture who had benefited from the project capacity enhancement training in *“agribusiness and sustainable agroecological practice”* conducted at Songhai Regional Training Center. It is our hope the capacity building opportunity and subsequent financial Grant Award which this project had provided these young people are already running successful agri-enterprises and in their respective countries, are now more than ever equipped with improved farming techniques and a new vision of agribusiness. Their successful business models could be replicated in grooming a critical mass of youth in transforming Africa’s agricultural sector by serving as inspiration in changing young people’s attitude toward agriculture.

I believe that this pilot project if scaled-up, has the propensity to contribute in addressing the challenge of transforming a largely subsistent African agriculture, to one that is competitive, sustainable, and capable to end hunger and poverty in Africa.

Hon. Christophe Bazivamo
Deputy Secretary General for Productive and Social Sectors
East African Community Secretariat

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Executive Summary

The youth labour force in Sub-Sahara Africa is estimated at about 70%, higher than the global average which is estimated at about 63%. This youthful population is growing and expected to double to over 830 million by 2050. In Eastern Africa, youth represents about 45% of the region's total population. If properly harnessed, this demographic dividend of the working age population could support increased productivity, ensure food security, strengthen inclusive economic growth, and address the high level of unemployed youth by engaging them in the agricultural sector. The net outcome would result to reducing distress rural/urban youth migration. Unfortunately, one-third of estimated 420 million youth aged 15-35 are unemployed. Apart from addressing the problem of youth unemployment, the continent is challenged to address increasing underemployment, thus the double-edged challenge of youth unemployment and underemployment. In the absence of social safety nets, young people are forced to take low-wage jobs to secure their very survival.

Many of the disadvantaged youth in Eastern Africa live in rural communities. Weak economic opportunities in rural areas, makes it difficult for rural youth to secure decent and productive employment, hence the need to create viable economic opportunities to engage rural youth. The current estimated youth bulge offers an unprecedented opportunity for governments and development partners to harness this energy and provide incentives to motivate and support innovative rural development ideas that would bolster economic development and social change. For rural youth, creating an alternative in the agricultural sector can present a viable opportunity to earn decent and productive job and improve rural development option.

The apparent high economic growth in the region has not matched job created for young men and women in EAC Partner States. Consequently, rural poverty and food insecurity remain persistent. Considering the potential to address youth unemployment, food security, rural poverty, and distress urban/rural migration, engaging youth in the agricultural sector as agripreneurs remains a top priority for governments in the region

This trend has renewed interest of EAC-Secretariat, Partner States, and development partners to promote initiatives geared towards supporting youth-in-agriculture. Cognizant of the double-edged sword (youth unemployment and underemployment) challenges, and mindful of the potential in creating decent and productive jobs for young people in the agricultural sector FAO Subregional Office for Eastern Africa forged a collaborative partnership with the EAC Secretariat to implement a catalytic technical cooperation project entitled: ***“Promoting Youth Employment in the Agricultural Sector in East Africa.”*** The purpose of the Project is to enhance capacities of EAC Partner States in developing and implementing youth-in-agriculture initiatives, improve access to information, resources and employment opportunities in the agricultural sector.

Within the broader context of ongoing AU/Malabo Declaration on *“accelerating agricultural growth and transformation for shared prosperity and improved livelihoods”*, the project's overall objective is to *“reduce rural poverty and boost economic growth”*. The agricultural sector is crucial to supporting rural economies and has the potential to addressing the disproportionate unemployment youth. This will be achieved by strengthening capacities, providing policy and financial assistances, and generating knowledge products on youth-in-agriculture which is one key result of the project (**Project Outcome I**) *“Documentation of best youth agribusiness models and mapping-out opportunities for investment on youth in the agricultural sector”*.

The profiling of “Best Youth Agribusiness Models” across EAC Partner States is an exemplary approach to recognize successful young-led agribusinesses, enhance youth mobilization, improved farming techniques and a new vision of agribusiness and peer knowledge/skills sharing of innovative farming techniques to end hunger and poverty in Africa. These agribusiness models have the potential to inspire positive change among young people's attitude toward agriculture, thereby addressing the challenge of transforming a largely subsistent African agriculture to one that is competitive, attractive and sustainable in combatting the high youth unemployment across the EAC region and the continent in general.

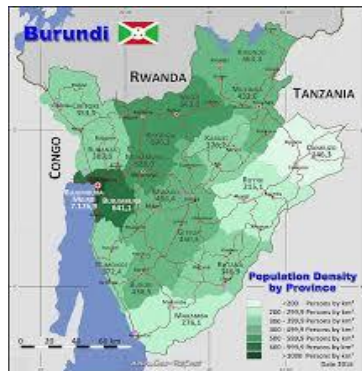
The outcome of this initiative will inform national, sub/regional, and continent-wide policy and programmatic initiatives addressing youth employment by integrating youth-in-agriculture and agribusiness as a new driver to achieving national, continental, and global development agenda by seeing agriculture as a sector for investment and job creation opportunity. These agribusiness models could be replicated, adapted, and scaled-up in grooming a critical mass of youth in transforming Africa's agricultural sector to drive inclusive growth and prosperity.

Acronyms and Definitions

AfDB	African Development Bank
AU	Africa Union Commission
CAADP	Comprehensive Africa Agriculture Development Programme
EAC	East Africa Community Secretariat
FAO	Food and Agriculture Organization of the United Nations
FGD	Focus Group Discussion
ILO	International Labour Organization
KII	Key Informant Interview
MFI	Microfinance Institutions
MoA	Ministry of Agriculture
MoL	Ministries of Labour
MoY	Ministries of Youth
HDI	Human Development Index
NGO	Non-Governmental Organization
NPA	National Planning Authority
NPC	National Population Council
PPP	Public Private Partnership
SACCO	Savings and Credits Cooperatives
SME	Small and Medium Enterprises
UNDP	United Nations Development Programme
URT	United Republic of Tanzania
WFP	World Food Programme
YLP	Youth Livelihood Programme
VSLA	Village Savings and Lending Association

1. Country Profiles

Burundi



1.1. Country Geo-Political Context

Burundi is a landlocked country located in the Great Lakes Region of Africa, bordered by Rwanda to the north, Tanzania to the south-east, and the Democratic Republic of Congo to the west. The country's capital is Bujumbura with

French and Kirundi used as the official languages, although English and Swahili are widely spoken because of influence by bordering countries. Burundi is one of the smallest countries in Africa with a population of around 11 million

living on 25,680 square kilometers¹. The country's rural and urban demographic growth is estimated at about 3 % and 6% respectively. About 12% of the total population live in urban areas with roughly 87% in rural areas. Burundi enjoys an equatorial climate.

Rural and urban population

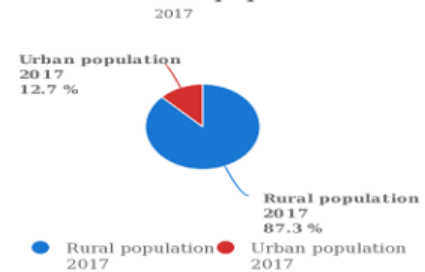


Figure 1: Burundi Demography

1.2. Socio-Economic Analysis

About 80% of Burundi's population is below 35 years. Estimated 39% male and 41% female represent the country's population pyramid net. The rural population is especially troubled by poverty. Food insecurity is alarming the country's population grows at an average of 3 % annually. There is very limited access to water and sanitation with less than 7% of the population having access to electricity². Prevailing weak rural economy, increasing population growth with a fertility rate of 6 children per woman are challenging factors hindering Burundi's poverty reduction efforts (index Mundi 2017), making Burundi as one of the smallest economy in the world. Micro-financing plays an important role in rural and urban areas of Burundi, with majority of the population registered as members of Microfinance Institutions. With few people in rural arrears using formal commercial banking services, MFIs offer savings, deposits and short-to medium term credit. It is estimated that 79% of Burundi land is suitable for agriculture and around 1,200,000 hectares is suitable for cultivation, which represents about 47% of the total land area. Hence, the need for the government to invest in the agricultural sector if the country is to achieve its economic growth potential.

1.3. Development Context

The GDP of Burundi declined by around 4% in 2015 with a slow growth rate at about 0.7%.³ The economy is predominately agriculture-based accounting for nearly 40% of GDP employing about 91% of the population⁴. Burundi's primary agricultural exports are coffee and tea, representing a substantial contribution to the country's economy which accounts for roughly 90% of foreign exchange earnings. Other agricultural products include cotton, sugar, maize, sorghum, Irish potatoes, bananas and palm oil which is obtained from plantations along the shores of Lake Tanganyika. Trade is moderately important to Burundi's economy; the combined value of exports and imports almost equals 38% of GDP (with about 32% imports and 6% exports)⁵. Despite the country's dependence on agriculture as its primary sector, agriculture has not been modernized and continues to rely on mainly subsistence farming, employing unreliable and inefficient technology since it's dominated by a lot of smallholder farmers. Developing of agriculture is a major priority for policymakers since most of the population depends on agriculture as their main source of livelihood.

¹ World Bank 2017 Report

² World Bank 2015 Report

³ Ministry of Planning 2016 Report

⁴ ILO estimate 2017 Report

⁵ World Bank 2016 Report

Kenya



1.1. Country Geo-Political Context

Kenya is a democratic county governed country with two levels of governments, the National and County governing arrangements with clearly defined functions. The country's landmass is 571,466 km². About 80% of the country is arid or semi-arid, and only 20% is arable. The country has diverse physical features including Mount Kenya, the second highest mountain in Africa; Lake Victoria, the largest freshwater lake on the continent; and the Great Rift Valley, which runs from Northern to Southern Africa⁶. Kenya has an estimated population of about 44.2 Million⁷ people with one of the highest fertility rate in world estimated at 4% in 2014.

Women comprise of about 50% of the population with an average life expectancy of about 65 years. Men have an average life expectancy of about 62 years. Nearly 80% of the population live in the rural areas with about 35% youth (aged between 15-35 years) of which about 22% are above 35 years. Kenya is fairly food secure with about 11% undernourished children, estimated 26% are under-5 years. The countries adult literacy level is about 72% with few parts of the country having low levels of literacy.⁸

1.2. Socio-Economic Analysis

Kenya's economic performance in recent years has seen growth rates between 5-6%. The major drivers of the economy have been agriculture (forestry, and fishing); and construction (wholesale and retail trade); sectors. The World Bank's 2017 GDP growth estimate is about 6% which puts Kenya in a favourable position compared to that of Sub Saharan Africa which is on average 4% and Europe at about 2%. The country has generally experienced a stable macro-economic policy, keeping budget deficits within manageable limits and limiting inflation through prudent fiscal and monetary policy. The population living below the poverty line (i.e. USD 1.9/day) is about 46%, this implies that roughly 20 million people live below the poverty line with 16 million of them in the rural areas where agriculture is the predominant economic activity. From a gender perspective, women in the rural areas account for about 51% compared for men at about 49%⁹. Kenya is a society driven by an increase in private consumption and rapid growth in capital investment with a vibrant private sector provides a good platform to achieve its 2030 Visions of becoming a "newly industrializing, middle-income country providing a high quality of life for its citizens in a clean and secure environment".

1.3. Development Context

The 2010 Constitution of Kenya demands increased public participation in planning, formulation and implementation of development policies with a public budget hearing to guarantee accountability, peoples' participation in decision making process, and ensure delivery of public service is people cantered. Kenya's reliance on development assistance is limited to about 5% of the national budget. The Agricultural Sector benefits a big proportion of development aid and about 30% of the national-level sector budget.

The 2017 Development Vision 2030 which aims at positioning the country to compete globally and ensure a prosperous nation hinges on 3 Key Pillars revolving around *Economic, Social, and Political Development*. The Economic Development Pillar focuses on enhancing the agricultural sector by increasing productivity; transforming land use; developing arid and semi-arid areas; and increasing market access. The Presidential 'Big Four' Project sets out key priorities including market-oriented agricultural processing and value addition, to increase the manufacturing sector to 20% of the GDP and achieving 100% food and nutrition security. The agricultural sector is expected to contribute significantly in transforming the country with the support of policy framework like the National Agricultural Investment Plan Kenya Youth Agribusiness Strategy and the Youth Economic Empowerment through Agri-preneurship Programme promoting youth employment-in-agriculture. The need in Kenya to drive these agenda forward would require a Joint Agricultural Cooperation and Consultation Mechanism to constitute appropriate structure for achieving required level of cooperation.

⁶ The analysis in section 1.1 AND 1.2 is aligned with the analysis contained in the Kenya Youth Agribusiness Strategy 2017-2021 and the associated Youth Economic Empowerment Through Agri-preneurship Programme

⁷ KNBS, Economic Survey, 2015

⁸ KNBS, Kenya Demographic and Health Survey, 2014

⁹ Institute of Economic Affairs, 2008

Rwanda



1.1. Country Geo-Political Context

Since 2001, Rwanda's economy experienced a steady growth of about 8% with GDP per capita more than tripling from US\$ 211 in 2001 to US\$ 718 in 2014¹⁰. The agricultural sector contributes about 31% and 47% of the GDP respectively. The sector is very important for food and nutritional securities and contributing to poverty reduction. According to the 2017 Labour Force Survey, the sector employs almost 47% in subsistence foodstuff and about 37% in agribusiness. Hence offering opportunities for agribusiness jobs and responding to food and nutritional securities.

1.2. Socio-Economic Analysis

The Labor Force Survey of 2017 stated an increase to about 45% of employed people in agribusinesses. This being the case, it is obvious that the increase of employment in agribusiness is critical to contributing to the transformation of the understanding within the sector operators, where subsistence farming practices will go diminishing, thus creating new ways for youth employment. Hence, an increase in agribusiness employment is influenced by the new youth entering the sector with about 240,000 on average per annum¹¹.

Agriculture is very important for food and nutritional securities, and ultimately poverty reduction. The sector also has the propensity of balancing national trade as well as transformation of rural economy. Thanks to up-scaling investment in agriculture, from 2011–2014, business establishment in Rwanda increased by almost 24% mainly in rural areas witnessing an increase of about 38% compared to 7% in urban areas. During the same period, about 34% new jobs were created by agribusinesses with almost 48% in rural areas and 22% in urban areas. The effect of agricultural development is also felt in education outcomes. Between 2011 and 2014 there has been an improved net attendance in secondary education increasing from about 18% to 23%, and tertiary education a net increase from about 2% to 3%, improving literacy from about 75% to 78%¹².

1.3. Development Context

In Rwanda, employment is governed by law N° 13/2009 of 27/05/2009 regulating labor, which has been promulgated to replace the law n°51/2001 of 30 December 2001 establishing the labor code which defines employment as a situation where everyone willing to work is able to get a job. In 2014, the overall employment rate in Rwanda was at 85% of the working age population, amounting to 5,479,000 employed people, with female workers accounting for about 54%. The level of employment in rural areas was at 83%, higher than urban areas at 72% with Kigali city being the lowest at about 70% compared to other provinces. The majority of employed population are independent farmers estimated at about 55% followed by employees in non-agriculture jobs estimated at 21%.

The agricultural sector employed about 68% of workers. Some other sectors with a high number of workers are: wholesale and retail trade at 10%, the construction sector at about 5%. On the other hand, the proportion of youth who are neither in employment nor in education was 38% at the national level. The proportion was lower in Kigali city (estimated at about 19%) compared to other provinces, and lower in urban areas (accounting for almost 17%) compared to rural areas (estimated at about 38.5%). This shows that it is more difficult to access paid or profit job for youth living in rural areas compared to those living in urban areas¹³.

¹⁰ NISR, Rwanda Poverty Profile Report, 2014

¹¹ NISR, Rwanda Poverty Profile Report, 2018

¹² NISR, Rwanda Poverty Profile Report 2013-2014

¹³ EICV4, 2014

South Sudan



1.1. Country Geo-Political Context

South Sudan is the world's newest nation following a referendum for independence in 2011 when this newest country opted for cessation from Sudan, after 21 years of civil war. The war left over 2 million people dead, 4-5 million internally displaced and refugees with considerable physical, economic and institutional damages. South Sudan, located between latitudes 3° and 13°N and longitudes 24° and 36°E covers a total area of some 640,000 km² covered in tropical forest, swamps, and grassland. The climate is similar to an Equatorial or tropical climate.

The country is endowed with abundant natural resources including a large amount of agile/fertile land, with 6 (six) livelihood zones which are habitable, irrigable, and suitable for livestock, aquatic, and forest resources. This environment makes it conducive for youth engagement in agricultural activities at commercial scale.

1.2. Socio-Economic Analysis

The prolonged civil war between South Sudan and its former Central Government (Sudan) left the country with extremely poor and underdeveloped infrastructure (about 200 Km of paved roads)¹⁴ with limited human capital. From between 2013 to 2016, there was a renewed conflict in South Sudan which worsens humanitarian situation and undermines the country's development gains from independence. According to Blaise and Mugisha South Sudan has one of the lowest human development indicators in the world recorded at 0.467. The recent HDI Report ranked South Sudan at 169th out of 188 countries. Worst, the country obtained without the core administrative structures and institutional mechanisms critical for the delivery of basic services to the population and promoting sustainable economic growth and development. The overall humanitarian situation also continues rapidly to deteriorate. Successive civil wars (1956-1972; 1983-2005; and the current: 2013-2018) locked the country in a backward state, which is more apparent in the areas of socio-economic development, institutional, and human resource development leading to inadequate delivery of basic services that would enhance agricultural production, health, education, water and sanitation.

South Sudan is reported as one of the world's most oil-dependent country. Exportation of crude oil amount to around 60% of its GDP, and almost over 95% of government revenues in previous fiscal years¹⁵. The economic performance of South Sudan continued to deteriorate due to the civil war, sharp fall in oil production, and the collapse of global oil prices. As reported by ILO, the magnitude of the challenges in the new nation are quite phenomenal, particularly the lack of infrastructure, high levels of poverty, weak government structures at the State and County levels, and the limited capacity within the civil service and public administration¹⁶.

1.3. Development Context

South Sudan is home to over 60 indigenous ethnic groups with a population of 8.3 to 9.3 million. The country's population is youthful amount for about 72% of the total population with an annual growth rate of about 3%. The population is predominantly rural (estimated at 83%) and poor (amount for almost 51%). About 80% of poor households depend on subsistence agriculture for their livelihood¹⁷. Despite an abundance of natural resources, including large oil deposits, South Sudan remains one of the poorest countries in the world. More than 90% of the population lives on less than a dollar a day. In addition to the constant threat of conflict, young people in South Sudan face many difficulties in everyday life which included the challenge in finding work and earning a steady income. The situation is particularly difficult for youth with limited education and those living outside of urban centres.

¹⁴ http://en.Wikipedia.org/wiki/Ministry_of_Transport_and_Roads_South_Sudan

¹⁵ World Bank 2016 Report

¹⁶ ILO, 2012 Report

¹⁷ South Sudan Population Census 2008, SSCSE 2010

Tanzania



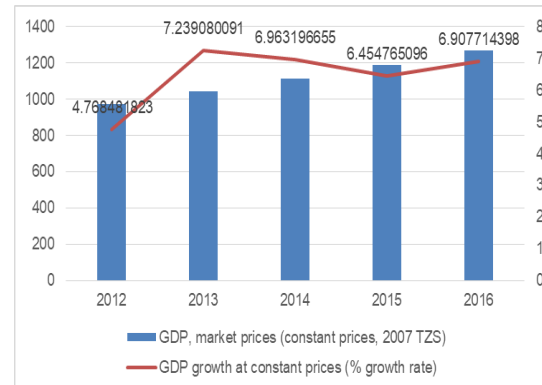
1.1. Country Geo-Political Context

Tanzania is referred to as the United Republic of Tanzania (URT) because of its semi-autonomous governing authority exercised by the island of Zanzibar from Mainland Tanzania. Zanzibar is an integral part of URT located about 60km off the eastern coast of Tanzania. It comprises of two principal islands, Unguja (1,666 km²) and Pemba (988 km²) with a total land area of 2,654 km²¹⁸. Tanzania has tropical lowland humid type of climate and home to Africa’s tallest mountain (Mount Kilimanjaro). URT has a rich history of integrating indigenous African roots with Indian, Persian, Arab and European colonial influences into a unique cultural mix.

1.2. Socio-Economic Analysis

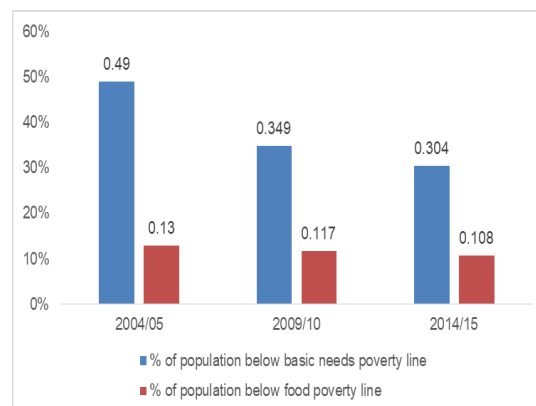
According to the 2016 Socio-Economic Survey, Tanzania experienced an economic growth during the period 2012 to 2016. This rapid growth was fuelled largely by international tourism. The country’s economy is largely driven by Tourism representing about 45% of the GDP, followed by the Agricultural Sector amount for almost 29% of the GDP in 2016, preceded by the Industry Sector including agro-processing which amount for almost 19% of the GDP. Poverty is more prevalent in the rural areas in URT than in urban areas. About 16% of people live below the food poverty line in rural areas as compared with about one-third of that (i.e. about 5%) in urban areas. Similarly, about 40% of people in the rural areas live below the basic needs poverty line as compared with about 18% in urban areas.

Figure 2: URT total GDP growth rates (%)



The high persistence of poverty is likely associated with performance of the agricultural sector¹⁹ given its significant role in livelihood promotion. In the past ten years, the sector experienced volatile performance, with a growth rate that is well below annual target (estimated at about 7-8% per annum). This lagging rate is inadequate to lift rural communities above the poverty line. Climate change and low investment in the agricultural sector are among the factors responsible for the decline in the productivity of the sector. It is estimated that ¾ of the population depend agricultural production for their livelihood. Poverty has declined to only 25% in 2007 to 2015 with roughly 43% of the population living on approximately US\$ 2/day²⁰

Figure 3: Proportion of population poverty line



1.3. Development Context

The labour force in URT is about 24 million, with 90% self-employed mostly in the informal sector. Youth unemployment in Tanzania is relatively low, at about 7% thanks to the informal sector. The Government adopted in 1980s a wide-range of structural reforms, including the agricultural sector to promote market-based economy. The main objective of these reforms was to increase the production of goods and services. The major thrust of the reforms was to promote private sector involvement in production, marketing and processing with Government playing the public-sector support function (deregulate price and subsidy policies, improve the quality of public investment, and liberalize trade). In recent times, there is need to facilitate access not only agribusiness opportunities but transform the agricultural sector to one that would ensure productive livelihoods, alleviate poverty, and enhance economic development.

¹⁸ Zanzibar Statistical Abstract, 2015

¹⁹ As reported in the MKUZA II Review, 2015

²⁰ World Bank 2012 Report

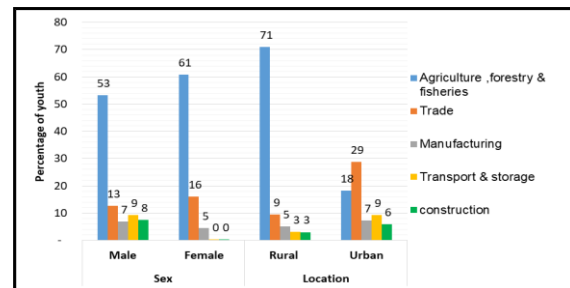
Uganda



1.1. Country Geo-Political Context

Uganda is a landlocked country located in central/eastern Africa with a total area of 241,038 Square km. The total population is 34.9 million people with a growth rate of about 3% per annum²¹. Poverty is about 20% with life expectancy at birth at about 64 years. The literacy rate is about 77% with unemployment rate of about 35²². Agriculture remains the backbone of Uganda's economy. In 2012/13 financial year, the sector accounted for almost 25% of the GDP up from 25% in 2010/11. The contribution of the sector to GDP in 2013/14 using current prices stands at about 24% and employs about 72% of the total labour force of which about 77% are women, and about 63 % are youth, most of whom reside in the rural areas²³.

Figure 3: Distribution of young people in employment by Industry²⁴



1.2. Socio-Economic Analysis

In 2008, about 86% of the population lived in rural areas, and by 2014 it was estimated at about 75%, indicating an increasing trend of rural/urban migration. Uganda's population growth is one of the highest in the world estimated at about 3% compared to the Sub Saharan average of about 2%. A large proportion of the population is youthful estimated at about 57% and roughly about 51% of the entire population is female²⁵.

As Micro, Small and Medium Enterprises are highly associated with considerable employment opportunities for the youth, in the early 1990, Uganda adopted a liberalization strategy to facilitate the country in becoming a private sector-led economy. It is estimated that by 2020 1 million people will enter the working age population (>15) each year²⁶. To benefit from its demographic dividend, the country must now address its matching youth skills with job to reduce underemployment and develop value chains system across sectors.

1.3. Development Context

Uganda adopted a Comprehensive National Development Planning Framework (CNDPF) in 2008 ushering Vision 2040. This framework was meant to push the country to a middle-income status by 2020 through a broad based socio-economic development agenda. Despite the country's economy which grew by almost 7% per annum in 2005/06 to 2012/13, the agricultural sector employs most of the population at about 72%²⁷.

The percentage outputs of the agricultural sector output had decreased compared to the service and industry sectors. The sector however continues to play a dominant role by employing over 80% of the population and contributing over 85% of the total foreign exchange earnings. This trend contributes to wealth and job creation, there is need to address the critical gaps in production, transport, post-harvest handling, processing and marketing of agricultural products in order to maximise benefits from the agriculture value chains.

Increasing world population has increased demand for food and natural resources, as seen by rising global food prices coupled with increasing population. The situation is exacerbated by climate change (with flooding and droughts), affecting food production around the world. For Uganda, a small economy with low consumer purchasing power and agriculture as the dominant sector employing almost 72% of the total labour force, regional and international trade enables local producers to participate in the wider global value chains, access larger markets and increase productivity, efficiency and overall competitiveness in production.

²¹ Uganda 2014 Population Census

²² APRM, 2016/2017 Report

²³ MFPED, 2014 Report

²⁴ UBOS/ILO School To Work Transition Survey, 2016

²⁵ UBOS, 2014; UNDP, 2009 Reports

²⁶ NPC, 2017 Report

²⁷ UNDP, 2016 Report

2. Methodology

2.1 Research Method

The documentation of this report focuses on youth-led activity in agriculture with consideration of innovative agribusiness initiatives or models that can be replicated and or adapted within the EAC region. Hence, the nature of agribusiness activities, implementation approach, partnership status as well as key factors/stakeholders playing central role in setting-up and attracting youth-in-agriculture were assessed. A mix of desk review, participatory quantitative and qualitative data collection approaches were used in collecting information on best youth agribusiness models across EAC Partner States. A Modus-Operandi for conducting this exercise was developed and agreed upon by a Task-Force.

2.2 Data collection and Analysis

Based on country specificity, National Consultant in each country developed a semi-structured questionnaires (Page40) to facilitate Focus Group Discussions (FGDs), and Key Informant Interviews (KIIs). The semi-structured questionnaire targeted Government officials implementing youth agribusiness models, financial institutions and private sector players such as youth SMEs to assess the level of institutional and policy support offered promoting youth employment in the agricultural sector, and obtain feedback on youth agribusiness models (*List of Youth-in- Agriculture Page41*). Descriptive statistics and graphs were generated to illustrate identified best youth agribusiness models. A set of selection criteria focusing on capacity to create jobs, financial and agro ecologically sustainability, gender equity etc. were considered. The Selection Criteria is outlined on page 22 of this report. The FGDs with different institutions were used.

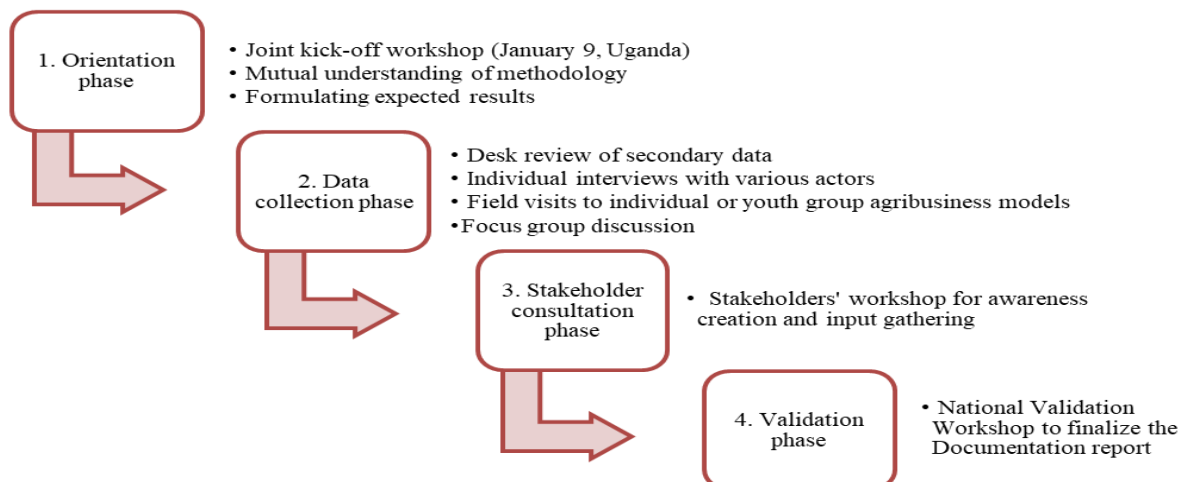
Using the mix method approach (quantitative, and qualitative research methods) necessitated a participatory survey. Information on youth models within the agriculture value chains for decent employment in the sector were collected through FGDs and KIIs. Owing to the large number of youth-in-agriculture, poor infrastructure, and other factors considered, consultations and administration of semi structured questionnaires were limited to randomly selected youth who are engaged in agribusiness. Data collected through observations and photography to supplement FGDs and KIIs data were analyzed to describe identified agribusiness models.

2.3 Study Design and Objective

Desk review and reading of reports by FAO, IFAD, ILO, UNIDO etc. were consulted to acquire relevant secondary data on exiting youth-led agribusiness practices, backing-up primary data from the FGDs and KIIs and observations on youth agri-led enterprises. The objective of this study is to inform policy discussion on intervention seeking to scale-up investment on youth-in-agriculture across EAC Partner States.

2.4 Documentation Phases

The chart below delineates the 4 phases of this documentation exercise at country-level (January-April 2018).



3. Youth Employment-in-Agriculture

3.1 Characterization of Youth Employment in Agriculture in EAC Region

Youth are energetic, intelligent and technology savvy people. They represent the largest segment of the population, and if properly utilized across sectors their demand in the labour market would improve and significantly contribute to sustainable socio-economic development of nations. Youth therefore represent both a challenge and an opportunity to reducing rural poverty. They constitute an opportunity as their energy can be utilized in agricultural (farming) and non-agricultural (non-farming) activities. They also represent a threat in the sense that an idle youth can be a source of insecurity and instability. For example, in South Sudan about 90% of reported cases of theft, rape, arm robbery, road ambush, and killings in both rural and urban areas are perpetrated by unemployed youth, who are easily attracted to criminal activities.

The 2014 African Economic Outlook report states that: “...the 80% of migrating youths to rural areas do so after exhausting employment opportunities in rural areas to join rebel movements and thus became active participants in the current prolonged conflict across Africa”. Most of unemployed youth join guerrilla wars against central government in bitterness of lack of livelihood/employment opportunities²⁸. Hence, the need for governments to revise their development policies and devise ways to boost opportunities and income generation of their youthful population. Improving the youth situation is central to ensuring political sustainability, and economic prosperity of any country.

Unfortunately, one-third of estimated 420 million youth aged 15-35 in Sub-Saharan Africa are unemployed. The continent has the highest unemployment youth labour force estimated at about 70% which is much higher than the global average of about 64%. The growth in population size of youth in Africa is even expected to double to over 830 million by 2050. For Eastern Africa, youth represent almost 45% of the total population in the region. If harnessed, this demographic dividend of the working age population in the continent could support increased productivity, ensure food security, strengthen inclusive economic growth, and address unemployed youth by engaging them in the agricultural sector. The sector if harnessed, has the potential to dominate the economy of the continent in GDP and reduce distress rural/urban youth migration.

Integrating youth in agriculture and agribusiness is a key priority in the implementation CAADP Momentum Results Framework (2014-24), and for achieving the AU/the Malabo Declaration on “Accelerated Agricultural Growth and Transformation for Shared Prosperity and Improved Livelihoods”, endorsed at the African Union summit in 2014, identifies specific youth-related targets under its “Commitment to Halving Poverty by the year 2025, through Inclusive Agricultural Growth and Transformation”. Achieving these commitments would ultimately contribute to creating at least 30% new jobs in agriculture value chains which would facilitate participation of for women and youth in gainful and attractive agribusiness opportunities.

The parameter for engaging youth-in-agriculture and the level of assessing best agribusiness models differs per country based on existing national-level framework. Hence, at EAC level, there is need to document youth agribusiness models around **i)** Agro-related enterprises; **ii)** Institutional/Policy support; and **iii)** Farming and Post-Harvest handling. The intent, is to identify replicable models and support required to scale-up regionally

- i) Agro-related enterprises** - This stem of assessment analyses the different kind value-chain processing activities linked to sustainable agriculture. It covers the entire scope of supply of agro-inputs, production, post-harvest processing/value addition, transporting, and commodity trading /marketing of agricultural and related produce. It cuts across various sectors and encompasses the institutions and businesses serving the agriculture, forestry, and fisheries sectors²⁹. Some of the youth agribusiness models, identified in the context of this documentation exercise, look at financing aspect (Banks and Microfinance institutions) required in serving farming business operators.

²⁸ World Bank, 2014 Report.

²⁹ AWID Resource Net, Issue 25; May 11, 2001

- ii Institutional Support** – Governments have in recent times espouse Public-Private-Partnership to support youth agricultural schemes. For example, in 2017, the Government of Burundi through the Ministry of Environment, Agriculture and Livestock (MINEAGRIE) and Institute of Agronomic Science of Burundi (ISABU) in collaboration of the Belgium Technique Cooperation (CTB) constructed agricultural tertiary schools for youth across all provinces in the country with the objective to train youths to become agro professionals. FAO has been providing capacity-building support to groups and cooperatives of youth, trained to start and self-manage their enterprises. In the framework of the FAO/EAC Youth Project in Agriculture, FAO supported 16 EAC youth to benefit from 1-month the incubation training in “*Agribusiness and Sustainable Agroecological Practice*”. The training was conducted in May 2018 at Songhai Regional Center in Benin, focused on mindset change, and the Zero Emission Research Initiative-ZERI, which pioneers the integrated farming.

With support from the International Fund for Agriculture Development (PRODEFI), youth in some of the EAC countries now have access to non-collateral small loans from different microfinances. Combined training and loan to youth who are already in the agricultural sector has reduced the challenge of young people diverting loans meant to promote agricultural investment into personal use. Most of the EAC Partner States have established National Agribusiness Incubators, and Youth Agribusiness Forums. With support from NGOs like SPARK, BRAC, and GIZ (standing as guarantors) providing microfinance education/coaching, and financial support to youth in creating agribusiness ideas and or expanding their existing agribusinesses. In the EAC Partner States, respective Governments have in place a number of institutional reforms such as the establishment of zonal and district sub-structures within their respective their Ministries of Agriculture and assign veterinary inspectors, fisheries inspectors, and deploy staff to these sub-structures to lend technical services to youth agribusiness enterprises. The net result has been a more productive and competitive youth agribusiness because of the institutional agricultural training received.

- iii Policy Support** – The course of this documentation exercise looks at policy framework on youth employment that have increased employment of youth-in-agriculture or that have proven effective in inducing change for engaging youth in agriculture at all level of the value chain (i.e. Access to Inputs, Production/Core Farming, Harvesting, and Post-harvesting, which would include land, storage, and trading etc.). The EAC Partner States as with most countries in Africa, have ratified regional and international declarations that promote the welfare of youth. The 2006 UN Declaration on Youth Employment, urges Governments to consider youth employment as integral to their overall strategies for development. In the context of EAC region, the following instruments contributes in creating an enabling policy responsive environment for youth engagement in agriculture:

- a) *SDGs Agenda 2030, particularly Goal 8 equated decent work to economic growth “Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all”;*
- b) *The AU in 2006 adopted the African Youth Charter that creates a legally binding framework for governments to develop supportive policies and programs for young people and serves to fast-track the implementation of such policies and programs. To mark a “decade of youth development”, 2009–2019 was declared by the AU for that purpose with the aim to speed-up the implementation of the African Youth Charter, and more specifically, to support the development and implementation of youth programs and policies;*
- c) *The EAC 2016 – 2021 Youth Policy, identified strategic priority areas for promoting youth employment in agriculture which is one strategic priority areas for “Sustainable Livelihoods and Youth Empowerment” aiming at empowering youth to develop their potential, creativity, and skills as productive and dynamic members of the Community for gainful employment.*

In view of reinforcing above-mentioned policy instruments, all EAC Partner States (with the exception of South Sudan) have developed National Youth Policies and Strategies with emphasis on promoting youth employment. In recent times, focus has been placed on formulating strategies for youth employment in agriculture. In addition, on these provisions, some private institutions and NGOs across EAC Partner States have developed programmatic initiatives geared towards promoting youth in agriculture with focus on the following areas:

- (i) *promoting training and employment in youth;*
- (ii) *Promoting access to information on national and international employment opportunities;*
- (iii) *Promotion of youth initiatives;*
- (iv) *Promotion of youth mobility in the sub-region;*
- (v) *Strengthening partnership between the public and private sectors.*

This policy responsiveness to human capital development has contributed in creating the right knowledge skills, attitudes and values, all of which enhance productivity and competitiveness. The policy thrust is to “*unlocking youth potential for sustainable wealth creation and development*”. To ensure the implementation coordination of national policies and strategies on youth employment, National Youth Commissions and Councils have been established.

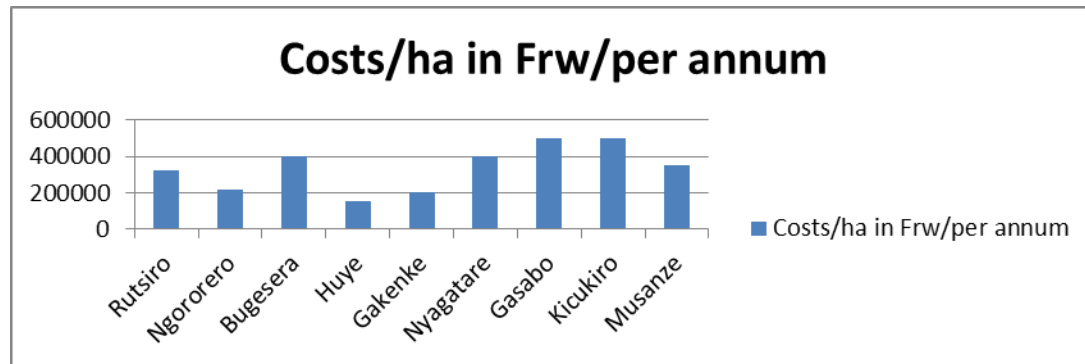
iv Farming and Post-Harvest Handling – Agriculture and food industry is not complete by primary farming and animal rearing operations. Hence there is need for research on how to bring about quality inputs and final products, marketing services direct the behavior of market players, and post-harvest management businesses support the agricultural sector to reduce post-harvest losses. In most of the EAC countries, non-farming activities include aggregation of agriculture produce for wholesaling. Most of existing investment for supporting aggregation activities are owned by Government but managed by farmers, cooperatives and other agribusiness actors. This justifies the existence of Public-Private Partnership (PPP). In the EAC Regions, a number of innovative initiatives have contributed to youth employment in the agricultural sector but not limited to the following.

- a) Initiatives in decent rural employment i.e. agri-food processing;*
- b) Initiatives designed to enhance youth employability the agribusiness;*
- c) Employment opportunities in agri-incubator/ agri-preneurship;*
- d) Youth support services in agriculture processing and post-harvest handling;*
- e) Fiscal and non-fiscal incentives designed to promote agriculture;*
- f) Initiatives promoting national/cross-border trading of agri-products.*

3.2 Scope of Challenges for Youth Employment-in-Agriculture

Investing on youth-in-agriculture is key for the economic growth and job creation. Responding to 1999 ILO Decent Work Agenda with youth as their focus as a conduit to alleviating poverty, governments and development partners have scaled-up investment on youth-in-agriculture. In achieving intended objective, a number of challenges limiting young peoples’ engagement in the sector have been encountered, which does not imply an impossibility to improve the agricultural sector through investment. This study identified the following recurring challenges hindering the outcome for productive youth employment in agriculture:

- i **Access to land-**: land acquisition is the most referred challenge for youth-in-agriculture as it is the main production asset. Large-scale investments usually required acquisition of land. Parents in rural areas rarely allow children to have full land rights, as it is considered as a bad omen to be inherited when alive. As parents grow old, they lack modern skills and entrepreneurial attitude necessary to enhance quantity and quality of their farmland. They may also not understand the intricacies of agribusiness value chains. Policies and institutional mechanisms related to land rights. As a result, most young people resort to using family land or renting from land owners.

Figure 4: Example of Rwanda respondents on access to land for farming

Source: This primary data was collected during the documentation exercise for this report, April 2018

- ii **Access of Inputs--:** Access to seeds, fertilizers and improved farming tools is key to productivity. Many young farmers have difficulties accessing quality inputs, leaving many to use old inputs unfit for modern agricultural environment.
- iii **Access to financial services--:** Having a start-up capital poses a challenge for young people, especially for those without collateral security to access loan from the banking industry. Without capital, expansion of productivity is derailed and as a result low returns. Unfortunately, only few microfinance services support youth-in-agriculture. There is an apparent lack of trust on youth by the banking industry. Even when a young person is qualified for loan, required amount is given on a basis of “you first go and try with this”. There are three major barriers identified that young people encounter when they try to access and use formal financial services:
 - a) *Restrictions in the legal and regulatory environment (e.g., minimum age and identification requirements);*
 - b) *Inappropriate and inaccessible financial products offered by financial service providers;*
 - c) *Financial incapability of youth. Youth are rarely organized in self-help groups which could provide them with the means for generating savings and improving the borrowing power of individual members and the group.*

In addition to rising interest rate, most financial institutions are also reluctant to extend financial services to rural areas, which would benefit rural youth-in-agriculture to benefit from their services. Lack of access to affordable finance service by government and the private sector in the agricultural sector translate into obstacles to implement agri-related projects, buying of inputs, in the short term, and investing on purchasing/acquiring land in the long term. Limited access to credit discourages investment and contributes to low productivity in agriculture.

- iv **Access to agricultural extension services--:** Knowledge is power. Most youth (men and women) engaging in the agricultural sector have limited knowledge or information in integrated farming techniques, current agricultural technologies, and agri-business. Most rural youth farmers rely on traditional farming methods, with less or no link them to smart agricultural practices.
- v **Access to markets--:** Agricultural production without markets results to post-harvest losses. Access to market is therefore vital in addressing the challenge of post-harvest lost. This challenge is exacerbated by traditional norms, preventing young married women in rural areas access to markets. Movement of women in some communities is sometimes limited by their husbands resulting to women-in-agriculture selling their products at cheap prices. In capital term, Young farmers face significant challenges as a result of changing economic conditions with limited knowledge on how the markets works. The demand for higher value and processed foods, as well as the rise of supermarkets and international chains, has implications for the entire food marketing system. This is because they alter procurement systems and introduce new quality and safety standards which are difficult to meet for young small producers.

- vi **Perception of Agriculture**–: Youth’s perception of agriculture is considered unattractive area of work due to poor pay, low returns, and lack of market approach, and poor working conditions. Although agriculture hold an absolute alternative solution to youth’s unemployment, it seems that most of young people have a negative attitude towards agriculture viewing it as a job for the poor, uneducated, and school drop-outs with limited options in life. Some rural youth do not see farming as a way out of poverty because their parents were poor farmers who never graduated from poverty. So, the perception is that if they also choose farming they would also likely remain poor. Hence, there is general lack of motivation among youth in farming. Given that farming in Africa is largely subsistent oriented, youth farmers do not see framing as a profitable business. Consequently, more youth refrain from agriculture.

- vii **High levels of poverty**–: Acute poverty in some rural areas result to young people (women and men) avoid investing in agriculture starting-up is capital intensive.

- viii **Mechanization**–: Many youth in rural areas grew up watching their parents working in their farm lands manually using local tools (hoes and pangas; oxen- carts for carrying farm products). With smallholder farm mechanization virtually nonexistent, this trend contributes to child labour which impairs the ability of transforming agriculture to agro-sector. Since many small-scale farms are not mechanized, youth see farming as hard and back-breaking work. Ultimately, reliance on human labour in the absence mechanization results in low revenues from agricultural investment which discourages youth engagement in the sector.

- ix **Climate Change**–: With the change in weather conditions variability in recent years (effect seen in rising temperature, drought, flash-floods etc.) which continuous to intensify, there is a need to develop climate change strategies to mitigate effects on agriculture and provide a framework for addressing vulnerability. Hence the need for youth-in-agriculture to embrace climate smart agriculture practice with low carbon emission aligned with government development policies divorced from traditional farming method. This would require a systemic approach underpinned the benefit of practicing smart agriculture.

- x **Skilled labour**–: Many young farmers lack the technical knowledge, and practical agricultural skills (production, farm management, agri-enterprise, business development, marketing etc.) to make farming more productive. Female youth farmers are particularly disadvantaged to benefit from training in post-harvest handling; transportation procedure and maintenance of farming equipment. Having skilled labor in agriculture is rare. It is also noted that inadequate information on investment opportunities poses an obstacle in developing the agriculture sector. Promoting agribusiness investment opportunities requires knowledge and a set of skills for young people to transform the sector from farming-to-feed to agro-processing and marketing.

- xi **Infrastructure**. Lack of physical infrastructure hinges access from farmland to market. The absence of auxiliary roads in rural areas linking small farmers and communities to local markets hinder the development and investment in agricultural activities. Other infrastructures required to ensure growth in the sector are irrigation schemes, warehouses, storage facilities etc.

3.3 Investment Opportunities and Support System for Engaging Youth-in-Agriculture

In light of enumerated challenges (*limited access to land; inadequate access to financial services; insufficient access to knowledge, information and education; limited access to market; and less policy dialogue*)³⁰ and cognizant of a fact that addressing youth unemployment is not a one-dimensional approach, there has been increased collaboration through a cross sectoral arrangement between governments and development partners to put in place a comprehensive approach that pays special attention to the quality of basic education, skills development and training to improve young people’s productivity in the agricultural sector taking into consideration available resources and economic opportunities in various sector of the economy focusing on rural development, while removing obstacles that hinder progress in agriculture, agribusiness, entrepreneurship, and decent wages for rural jobs.

³⁰ FAO, 214 Report

Although the agricultural sector is less considered for job creation, business, and investment opportunity, it is a sector with an enormous potential. In addition to existing investment opportunities (seed production, manufacturing of sprayers and pesticides, veterinary services and installation of solar powered irrigation system), there are other sub-agricultural activities that hold investment opportunities for promoting youth employment in the sector in the EAC Partner States. These include but not limited to the following:

- i **Poultry** – The poultry industry holds a huge and promising investment opportunity as large quantity of poultry products is still being imported across EAC Partner States. Hence, the need to develop an integrated chicken processing plants that provide services in breeding, feeding, and processing of chicken products for retail and wholesale.
- ii **Livestock** – The rearing of livestock for meat and dairy products remains an investment opportunity, especially in establishing dairy processing plants, production of high value milk (including milk powder) for local and export market is not fully exploited.
- iii **Beekeeping** – Honey processing agribusiness is an untapped sector providing room for investment in not only processing but also packaging to meet the demand of the dynamic local market and international standards.
- iv **Aquaculture** – The aquaculture industry, is under-exploited in the EAC region which is endowed with both the Indian Ocean, including lakes and rivers flourishing with fish resources. For example, Lake Victoria measured at 68,800 km², water volume at 2,750 km³ (660 cu mi), and with an average depth of 40m (130ft) is basined by Tanzania, Uganda and Kenya. Lake Victoria represents a chief reservoir of the Nile. Another is Lake Tanganyika which is the second largest lake in Eastern Africa with surface area of 32,900 km² representing the longest freshwater lake and second deepest in the world measured at 1,470m. It is bordered by Tanzania, Democratic Republic of Congo, Burundi and Zambia. The ecosystem of both Lake Victoria, and Tanganyika allow for an industrial fishing, especially with new policies in place governing fishing activities in these body of waters. If explored within the limit of adequate regulations, not only will the fishing industry (in EAC freshwaters and ocean) provide jobs, but also generate wealth through the export opportunities in the fishing industry.
- v **Agro-processing** – There are numerous investment opportunities in agro-processing. In Burundi for example, palm kernel processing creates an opportunity to produce different palm-oil byproducts with about half of all packaged products sold in supermarkets across the country. Hence the need for training in value-addition to facilitate agricultural development by using appropriate technologies.
- vi **Support Services** – Africa and Eastern Africa in particular in the context of this study holds an opportunity to produce in mass and export horticultural and other perishable products (such as pineapples, mangoes, avocados and carrots). Hence the need to invest in storage and refrigerated transports system which will contribute in preventing post-harvest loss.
- vii **Labour Force** – Most African countries are producing below their potential yields, which implies that more improvements are possible with increased labour and land productivity in the agricultural sector. The sector is nonetheless seen as unattractive to youth because of its apparent labour intensive nature and risk of low productivity. Nonetheless, the sector remains a key to employ the surplus unemployed youthful labour force in Africa³¹ (FAO, 2010). It should be noted however that decent youth livelihoods and employment promotion in agriculture can be created through upgrading existing jobs in the sector (value addition) or by creating new ones (Innovation). With no shortage of youth labour in EAC Partner States, coupled with an increasing demand for agricultural products creates an opportunity for active youth to engage at different nodes of the value chain in a sector that is underexploited.

³¹ FAO, 2010 Report

viii **Institutional and Policy Support** – The growing investment in policy formulation geared towards unlocking youth potential for sustainable job and wealth creation, is indicative of governments desire to support young people and tap on their innovative contribution in transforming the socio-economic wellbeing of nations. Enhancing capacity in agribusiness promotion contributes in promoting entrepreneurship for self-employment and facilitates the establishment of micro and small-scale enterprises. These level of institutional and policy supports create and enabling environment that foster attitude change for youth engagement in agriculture.

4. Definition of “Best Practice” and Selection Criteria of Youth Agribusiness Models in EAC Partner States

4.1 Definition of “Best Practice” in Agriculture

The appropriateness in defining the parameter in defining “*best practice for youth employment in agriculture*” and the use of sub-set of criteria in determining best youth agribusiness models would be country specific. What is considered as best in one context/area may not be appropriate for another even within the same agroecological zone. The same is true with measuring best practice at country and regional levels. For the sake of contextual understanding of “*best practice*”, take Japan for example, with scarcity of land in the country, their investment on farm technology development focuses on biological technologies to improve crop varieties. Whereas the United States of America with abundant land, their farm technology investment is on mechanical innovations (farming tools like tractors etc.). The challenge for Africa is that farming investment in relation with developed world predispose acceptance of farming technologies that are not necessarily appropriate for the continent.

This comparative contextual understanding of what should be deem “*best practice*” would be helpful in determining the appropriate parameter and approach in setting the selection criteria that would be used in determining “*best youth agri-model*” in EAC countries, taking into consideration existing country specific reality and scope of what is technologically, economically, socially, and environmentally feasible in classifying a youth agricultural activity as “*best practice*”. For the purpose of this documentation and mapping exercise across the EAC region, the definition and contextual understanding of “*best practice in agriculture*” is understood to be “***innovative approach that has proven effective in promoting agro-enterprise development, or that has contributed to the creation of decent employment for youth in the agricultural sector in any of the EAC Partner State***”. By this applied definition facilitates understanding and appreciation of identified youth agribusiness models across EAC Partner States, by looking at tools, and approaches used that have contributed in retaining youth in agriculture. Hence, “*best practice in agriculture*” implies the ease in transferring an agribusiness model and achieve similar outcome across the EAC region.

4.2 Selection Criteria of Youth Agribusiness Models in EAC Partner States

In identifying youth agribusiness model that would be considered “*best practice in agriculture*”, it has to meet a pre-defined set of criteria to gauge the appropriateness of the model to be considered as such. The trend is to assess farming system, youth actors, and key policy enabling environment supporting youth involvement in the agricultural sector. Applied principle looks at on-farming/agro-inputs production, integrated/mix-farming system, post-harvest processing/value addition, and service delivery/marketing in various sector of agricultural activity that have helped young farmers achieve profits with sustained production level by using land and other natural resources in an environmental friendly manner. The selection criteria also respond to specific sub-set of selection criteria to determine the level of individual and corporative youth-led agribusiness as follow:

- **Relevance** – *Is the agribusiness initiative good enough to address the needs and priorities of the youth?*
- **Effectiveness** – *How effective has the agribusiness proved in achieving planned objectives, & outputs?*
- **Efficiency** – *How efficiently were inputs (resources and time) used in achieving agribusiness outcome?*

- **Impact** – To what extent has the youth agribusiness contributed to improving short/medium/long term goals on youth engagement at community, national and regional level? How has it impacted the market and contributed towards meeting EAC regional integration and cross border trade?
- **Innovation** – What is the level of overall technical knowledge and practical skills (business plan implementation, or smart agri-skills) used in undertaking activities and achieving desired results?
- **Replicability** – Is the agribusiness model replicable, or can it be adapted by other youth-in-agriculture within and outside his/her country? Can the agribusiness idea scaled-up?
- **Sustainability** – Is the individual youth/youth group be able to sustain the agribusiness independent and would it continue to impact society irrespective of donor support or not? Is the agribusiness financially and agro-ecologically sustainably such that it could attract partnership?

Additional criteria that is taking into consideration in the selection of best youth agri-models include but not limited to:

- **Length of Operations** – How long has the initiative been operating? Moving from idea to practice.
- **Ownership** – What is the level of partnership? Is the agribusiness a self or joint venture of youth?
- **Youth employment** – How many young people have been trained or employment by the agribusiness?
- **Gender Inclusiveness** – What is the ratio of women/girls to men representation in the agribusiness?

These guiding selection criteria were taken into consideration in determining country specific “best youth agribusiness model” during the documentation exercise in EAC Partner States.

5. Documentation of Youth Agribusiness Models and Illustrative Cases in the EAC Partner States

5.1 Rationale for Documenting Youth Agribusinesses across the EAC Partners States

As in the rest of Sub-Saharan Africa, the EAC region also faces youth unemployment and underemployment challenges. Despite relatively high economic growth in EAC Partner States, youth unemployment remains a great concern, as it slows down economies, lead to youth rural/urban distress migration, and causes social problems such as youth radicalization. Creating job opportunities for young people is consistently therefore a top priority of every government in Eastern Africa. Addressing the multi-faceted causes of youth unemployment and underemployment will help drive inclusive economic growth, turning the subregion's demographic dividend into a powerhouse for economic growth and prosperity.

The global Sustainable Development Goal N^o 8 (SDG-8) recognizes the need to create productive employment as a nexus to boost economic growth across nations. Goals 1 and 2 underpinned the ambition to eradicate poverty and achieve zero hunger. To this end several development partners (including FAO), are actively engaged in multi-stakeholder initiatives with the EAC-Secretariat to achieve these fundamental objectives. Hence, this “documentation exercise of *best youth agribusiness models in the EAC region*” recognizes the positive contribution of youth champions in agriculture in enhancing youth mobilization, peer knowledge and skills sharing, attitude change towards agriculture/making the sector more attractive in combatting the high youth unemployment, and promoting youth agripreneurs in ending hunger and poverty in Africa starting the with the EAC countries as pilot-case. The aim of this flagship initiative is to **provide showcase successful youth-led enterprise in agriculture and agribusiness, inform national, sub/regional, and continent-wide policy and programmatic initiatives addressing youth employment by integrating youth-in-agriculture and agribusiness as the new systemic drivers to achieving national, continental, and global development agenda. It also calls for a robust narrow engagement between ongoing continent-wide youth employment initiatives for the mobilization of resources** in replicating, adapting and or up-grading existing jobs in agriculture to reduce poverty and boost economic growth in Africa.

5.2 Best Youth Agribusiness Models Identified in the EAC Region

In recent years, there is gradual growing renewed interest in the society with regard to agriculture whereby some youth are excited about becoming role model farmers, agronomists and agri-entrepreneurs. To a large extent, this new trend can be attributed to the implementation of various national projects and programmes on agriculture through field days, field exchange visits and agricultural exhibitions. As a result, some youth are now getting more interested in farming and have aspirations of staying connected to agriculture which is increasingly seen as a more reliable sector for investment. Consistent with defined selection criteria, FAO supported National Consultants with backstopping facilitation by government line ministries (MoA/MoL/MoY), and Youth-led Organizations cross EAC Partners States to document youth-in-agriculture business models. The target population of this documentation exercise was youth who fall within the age bracket of (15 to 35 years) in groups or individuals owning and/or operating businesses along agricultural value chain. A total of 16 illustrative examples are featured in this report showcasing how identified agribusiness models applied across respective EAC Partner States.

Identified youth agribusiness models in this report seek to inform policy makers on how to assist young people become successful agripreneurs, move into fast-growing agribusinesses, create jobs for others, and improve income by raising productivity and sustainable rural economic growth. Key parameters investigated related but not limited to agro-related enterprises (*farming/value-chain/agri-incubator/agri-preneurship/youth support services in agriculture/fiscal and non-fiscal incentives*) linked to sustainable agriculture, existing policies and strategies on youth, institutional support services that have led to increased youth employment in agriculture, and cross-border trading of agri-products. The outcome of this documentation exercise proposed **10 best youth agribusiness models under which 16 EAC youth-in-agriculture are profiled**, namely:



Giscard Tuyishime is aged 32 from Eastern Bugesera District of Rwanda. He obtained in 2012 his BSc in Agricultural Economics and Agribusiness from the National University of Rwanda. After his graduation, he started farming initiatives by growing different vegetables i.e. tomatoes, watermelon, butternuts squash, and green chili for export. In 2015, he founded a Cooperative called COABU comprising of 15 Member with the objective to join hands in meeting the demand for his clients for dried chili.

In August 2016, supported by NAEB, International Trade Center (ITC) and the Indian Trade and Investment for Africa (SITA), he undertook a pilot project of hybrid chili

cultivation, he was chosen as lead farmer. On 30th August 2017, the cooperative signed a contract of supplying 100 Metric Tons of dried chili to an Indian Company called Akay Flavors and Aromatics PVT Ltd. To be able to meet this market demand of 100 MT, the cooperative signed agreements with famers from 4 districts, namely Bugesera, Ngoma, Rwamagana, and Gisagara. And in March, 2018, the cooperative signed another purchase order of 300 Metric Tons with the same Company. Owing to the increasing demand, his farming activity is expanding to other districts across Rwanda (Muhanag and Kamonyi).



"Thanks to agriculture, I am living my dream having undertaken in March 2018 my first shipment of two 40-foot containers of 30 Metric Tons of chili to India" Giscard Tuyishime

Lambert Nkundumukiza is 31 years old, born in Mushonyi Sector, Rutsiro District, Rwanda. He has a Bachelor's Degree in Economics from the National University of Rwanda in 2013. Soon after his studies he ventured in agribusiness by establishing "General Livestock Limited" with the main of embarking into integrated Pig breeding and Banana cultivation. His business is run by 12 youth (7 men and 5 women) working in his farmland. Lambert started with only with three Pigs: (2sows and 1boar). Over time, his business has progressed from 3 to 120 (62 full grown pigs and 58 piglets). In addition to his sounder of swine, he has diversity his livestock with 14goats and 1 hectares of wine banana plantation with productivity ranging from 35kg to 75kg per banana head. Lambert plans to increase the size of his farmland from 1harctar to 2.5 hectares for banana plantation, and increase his passel of hogs from 120 to 280 before the end of 2018.



"My target for 2018 is to set-up my Processing Unit to make pig sausage targeting the DRC market which has a flourish pig market" **Lambert Nkundumukiza Tuyishime**

Chum Makame Haji is a young man aged 26 residing at Mgambo village in one of the Islands of Zanzibar (Unguja Island) Tanzania. On completion of his High Schooling in 2014, he joined a Youth Farming Cooperative called "AFRAA Cooperative" established in 2015 where he serves as the Secretary. Thanks to the Cooperative, he has benefited from training in entrepreneurship and undertook an internship on agro-processing at Zanzibar Technology and Business Incubator. AFRAA Cooperative is comprise of 9 members of which 4 are females. The Cooperative is actively involved in production of jams, pickles and sweets from various fruits.

"The greatest challenge we are faced with is access to land as we are lease couple with the high cost of food certification, which hinders our prospect of expanding our agri-business ideas" **Chum Makame Haji**

In 2017 the Cooperative started to diversify its activities, by establishing a commercial pineapple farm which is about 1hactare. The pineapples are sold in the local markets and shops of Unguja Island and local shops while some are traditionally processed into jams, pickles and sweets. During the raining season (June – August), the Cooperative cultivates watermelons, egg-plants and sweet yams on 0.5 hectare of the farmland. Recently AFRAA Cooperative has introduced Animal Husbandry with 9goats and 11ducks.

ii Agribusiness Incubation Model :-

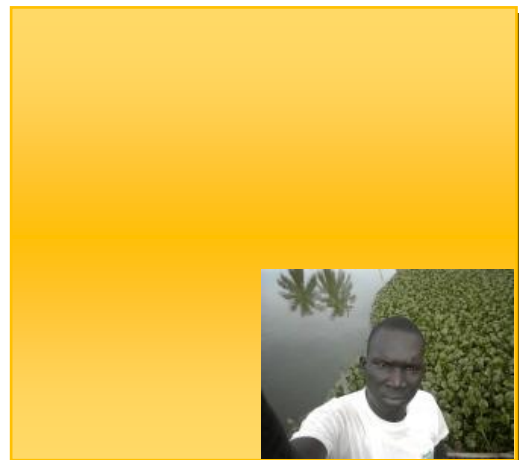
Provides practical learning opportunities in soft skills like Business Plan Development, and Loan Application with the aim of setting innovative private enterprise models along agribusiness value chains leading to profitable rural enterprise. **Example:** Alice Habonimana from Burundi, and Dumo Godfrey Henry Monoja from South Sudan, whose agribusinesses revolve the Incubation Model.

Alice Habonimana is aged 22 in her final year at High School. She is based in Burundi, Bujumbura Rural Province called Kanyosha. Since 2016, Alice has been making transforming different fruits (strawberry, pawpaw, passion fruits, and pineapple) into juice and bread jam. She started with revenue generated from her small retail shop and laundry service. The originally start-up capital from her retail shop was Bif 100,000 (Burundian Francs) she got as a loan from a MFI (Association for Care-Burundi). Alice is also engaged in cassava and beans farming for commercial purpose. She has 4 permanent youth employees (2 male and 2 female). Despite limited access to finance, and cost of packaging of her products, Alice’s agro-transformation enterprise steam from the desire to respond to her neighbors need for bread jam and juice which they had to periodically buy from local shop. Having acquire the skill to manufacture juice at school, she decided to start her agro processing business.

“Youth should not minimize any kind of job however small it may be, it can add value to your life. Agriculture is very important but to profit in it, first you have to like what you’re doing” **Alice Habonimana**

Dumo Godfrey Henry Monoja is 27 years working as Farm Manager with PRO Enterprise located in Central Equatoria State, Juba-South Sudan. Pro Enterprise started in 2014 with the aim to champion farming as a business in Magwi County in Eastern Equatoria. The proprietor of PRO Enterprise is an Agriculturalist by profession and has been practicing business farming. PRO Enterprise has successfully pioneered mushrooms production in Juba since 2017, now supplying both dry and fresh mushroom to individual, supermarkets, hotels and the UN Mission in South Sudan. Using drip and sprinkler irrigation system, PRO Enterprise has ventured into greenhouse vegetable (tomatoes, green pepper and eggplants). The enterprise has also established a piggery pioneering hydroponics fodder from maize and white sorghum as the main feeds for the pigs.

Since 2005 international support to South Sudan has been mostly humanitarian aid which has created dependency making communities more vulnerable. Aid, such as relief food has killed off the spirit of hard work amongst most South Sudanese resulting in widespread redundancy of the country’s productive labour force.

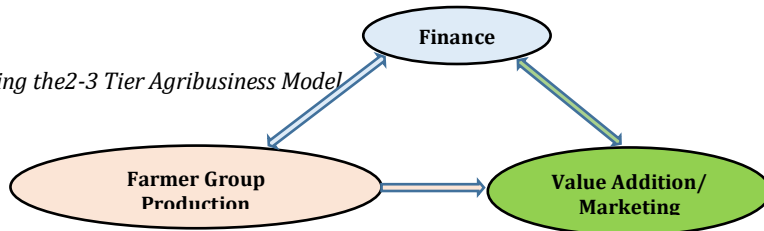


“Enterprise wants to tap on redundant yet productive agricultural activity with the aim to contribute in the welfare of individual’s households, the communities in South Sudan to be comes resilience and less dependent on humanitarian aid by creating job and income.” **Dumo Godfrey Henry Monoja**

iii **2 – 3 Tier Agribusiness Model**

This model works within 2 or 3 tier structure. The 2-Tier refers to youth organization(s) engaged only in agricultural production and marketing or processing/value addition. Whereas the 3-Tier model refers to youth organization(s) involved in production, marketing/processing, and financing. **Example:** *Emile Nsengiyumva, and Claver Nduwayo from Burundi; Christine Ismail Medi Guidibia from South Sudan, and Felicite Ndayishimiye from Rwanda whose agribusinesses revolve around 2-3 Tier Model.*

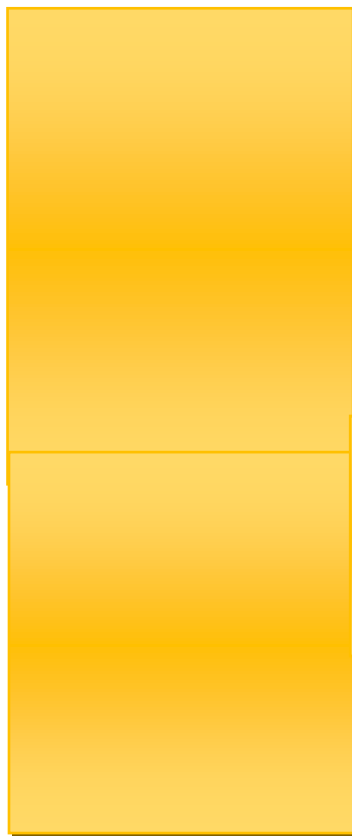
Figure 5: A diagram illustrating the 2-3 Tier Agribusiness Model



Emile Nsengiyumva Based in Musigati Community in Bubanza Province of Burundi, Emile is aged 35 who has since 2012 engaged in Mushroom Farming in Musigati Community in Burundi. He started off his Mushroom Agribusiness with 2 employees and an initial 1,000,000 Bif (\$ 400.00) which was a grant capital from his Uncle.

With 4 employees (1 female and 3 male) harvesting 33kg of mushroom, Emile processes and sells mushroom flour, and mushroom sambusas. His main challenge has to do with adding-value and package to meet the dynamic demand of the market.

“Getting a white-collar job is no longer easy, so I would like to advise youths to engage in Agri-preneurship because there are some many opportunities and advantages.”
Emile Nsengiyumva



Claver Nduwayo aged 33 is the Secretary General of ADECA Cooperative based on Ngozi Province in Burundi. The Cooperative was formed in 2010 with 8 members just after the civil war in Burundi with the aim to engaging youth and improve their wellbeing since there were lack of job opportunities. The Land ADECA is operating on was given by the government with the help of the local community administration. The main activities of the ADECA are Fish Farming, Animal Husbandry (Poultry, piggery, and Cattle), and Crop production (cabbages, carrots, Egg plants and passion fruits). The Cooperative started with 1 fish pound. Now they have 11 fish ponds (50m × 40m each pound), 1400 layers which gives 800 eggs per day and 10 pigs. The cooperative now has 159 members (60 male and 99 female), employing 14 youths as permanent workers.



“Our main challenge is to add capacity to our existing expertise on regarding fish smart agricultural farming techniques. Despite our challenges, seeing firsthand the benefit of engaging in the agricultural sector, I would recommend urban youth to consider venture and exploit farming opportunities in rural areas which more sustaining the urban jobs”
Claver Nduwayo



Christine Ismail Medi Guidibia 31 years old from Western Equatoria State, Yambio, Republic of South Sudan. She is a member of a corporative called Eden Multipurpose Marketing and Cooperative Society formed in 2016. The purpose of business was to engage in commercial production and marketing of maize and diversify production to other cash crops including pulses and coffee.

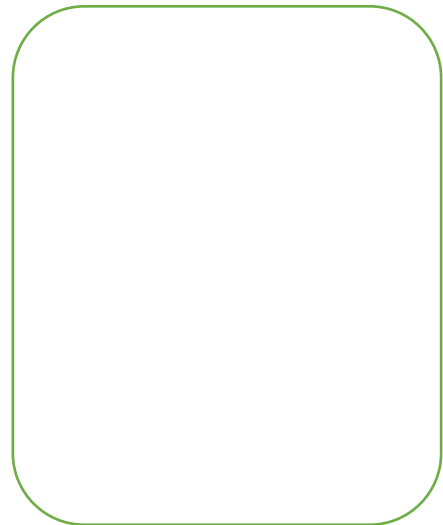
The cooperative has been in the business of production and marketing of maize to Public and private entity and has served as supply to WFP selling 35 Metric Tons. In 2017 the cooperative sold 46 Metric Tons of maize worth US\$ 23,215.00 to other partners and 175 Metric Tons delivered to WFP worth US\$ 87,500.00. Membership of the cooperative comprise of 77 persons in 2016 which has increased to 694 persons (272 female and 422 male)



“The cooperative faces numerous challenges including limited capital, technology, skills, and lack of certified seed. To remedy the situation, we have embarked on building capacity and introduce local maize farming”
Christine Ismail Medi Guidibia



Felicite Ndayishimiye was born in 1990, aged 28. Her family is in farming and as a result farming is a family passion. Felicite is in vegetable production with the long-term objective to reach at a level of having a big vegetable. She started producing vegetables, especially French beans in 2015 after graduation in Accounting from Mudende. She started off-her personal vegetable cultivation on a 1hectare farmland located at Kinyinya Gasabo District in Rwanda. With understanding of farming philosophy, she was able to sign a vegetable supply contract with PROX Fresh Rwanda Limited which has held her manage post-harvest with an access to market at hand. In addition to existing contract, the need for her farm products is in continuous high market demand and she remain resilience with no reason to expand her business. She has recently registered her agribusiness which has given her an edge to negotiate bigger contract from exporter. Her farmland sits on 20 acres of land producing fresh beans, onions, and cabbage which she cultivates on her farm in rotation with annual yield equivalent to 2, 400,000.00 Rwandan Francs.



She is earning her life and never went to look for job because she says she understood the need to invest her skills and competence in farming industry. **Felicite Ndayishimiye**

iv **4 Tier Agribusiness Model** –

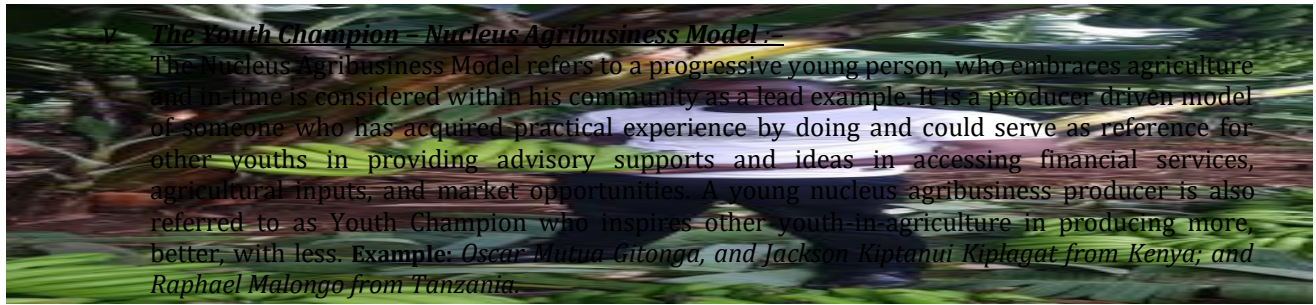
This model seeks to implement acquired skills in agribusiness with production, marketing, financing, and services incorporated at every level (primary to secondary levels) in the procession/value addition chain. This model is one that is mainly driven by Non-Governmental Organizations and Government Agencies working with youth groups and linking them up to financing and marketing opportunities. **Example:** *Alli Acidri from Uganda, whose agribusiness revolves around the 4 Tier Agribusiness Model.*

Figure 6: A diagram illustrating the 4 Tier Agribusiness Model

Alli Acidri aged 32 from Acrua District, West Nile of Uganda, he is the proprietor of “Honey Pride Apiary”. His company deals in honey bee keeping and its products. He started in 2011 with 50 KTB hives. He has grown the business to a level of providing technical support in modern bee keeping to other farmers and SMEs and startups. His agribusiness activity “Honey Pride Apiary” also offers trainings, consultancy services and hands on practical in farm management to youths and other farmers. They also supply bee keeping equipment.

“I presently produce 36,000kg of honey annually and 660 hive. I directly support and supervise 18 groups of farmers comprising of women, men and youth with a monthly earning of 27,000.00 Ugandan Shillings (US\$ 7,715. My future plan is to concentrate on production and expand the capacity of my processing unit” **Alli Acidri**

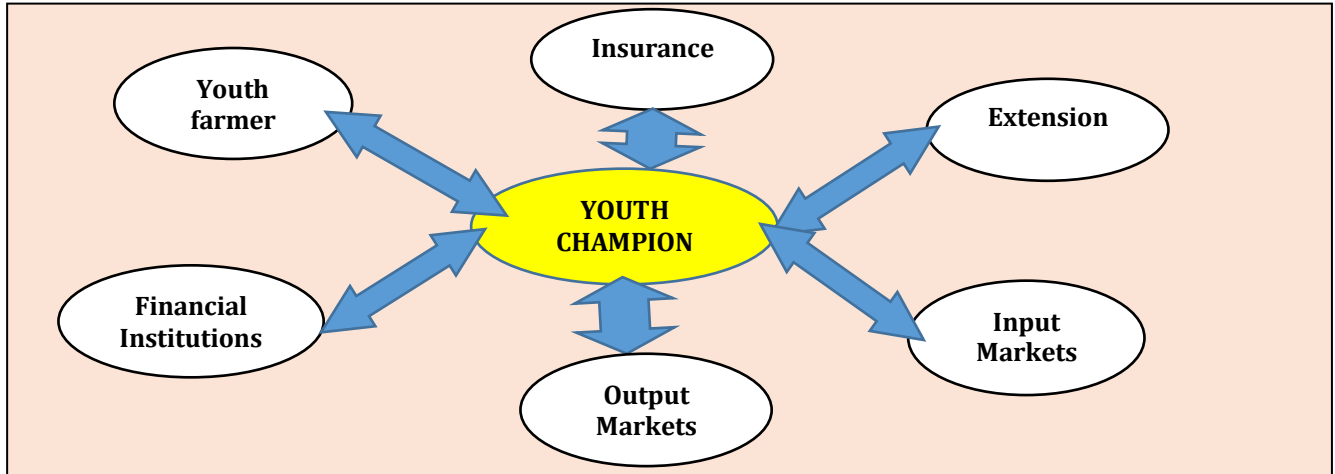




V. The Youth Champion – Nucleus Agribusiness Model :-

The Nucleus Agribusiness Model refers to a progressive young person, who embraces agriculture and in time is considered within his community as a lead example. It is a producer driven model of someone who has acquired practical experience by doing and could serve as reference for other youths in providing advisory supports and ideas in accessing financial services, agricultural inputs, and market opportunities. A young nucleus agribusiness producer is also referred to as Youth Champion who inspires other youth-in-agriculture in producing more, better, with less. **Example:** Oscar Mutua Gitonga, and Jackson Kiptanui Kiplagat from Kenya; and Raphael Malongo from Tanzania.

Figure 7: A diagram illustrating the Nucleus Agribusiness Mode



Oscar Mutua Gitonga Based in Meru Country South Imenti Sub-County, Mitunguu Ward Rwompo Village of Kenya, Oscar is 28 years old. After graduating with a bachelor’s degree in telecommunication engineering back in July 2013 in China, Oscar return to Kenya without much expectation of a good salary since he had many jobless graduate friends and others who were earning too little. Upon returning home, he served as Chinese translator which was the readily available job, in which he was earning 30,000.00 to 50,000.00 Kenya Shillings per month.



Grown up in the village in a farming family, he loved farming and thus set his mind to return to banana farming on a family property of around 16 acres which was not fully developed. In 2014, more land was acquired owing to the good returns of the banana business. Today, 4 years down the line, the farm is worth 30 acres and almost fully developed with around 25 acres under bananas. With 5 permanent employees and hiring of casual workers when need arise, on average he harvest 7 tons of banana per week.



“I have chosen not to be part of the 70% unemployed youth in Kenya by venturing into farming. My greatest aspiration is to have at least 200 young people employed in different counties across Kenya in Banana cultivation, packaging, and distribution and exportina” **Oscar Mutua**

Jackson Kiptanui Kiplagat Aged 33 born in Uasin Gishu-Kenya. Jackson’s parents were government employees and telephone farmers. He obtained his Bachelor’s Degree of Commerce (Finance) and CPA at the University of Nairobi and Strathmore University respectively. He practiced accounting to 6 years before venturing into Agribusiness. In December 1995 Jackson’s parents allowed him to maize harvest in his village and was enticed to farming by the traditional songs sang praising nature during harvesting period. He recently embarks into wheat farming starting with 10 acres, then to 30 acres, and now increased cultivation to 50 acres.



“The journey of feeding the nation continues in earnest. More farmers are now taking up Rhode grass farming which signals the time to innovate. I will want to research on ways to add value to the current Rhode grass hay bale. In addition, I would want to increase the acreage under hay production to 500 acres”
Jackson Kiptanui Kiplagat



In 2013, he started Rhode grass farming considering its demand in Kenya with 90% of dairy farmers not producing their own feeds. Given that Rhode grass hay increases water intake of cows and milk production. Jackson has leased additional 30 acres of land, with an average production of 150-160 bales per acre per harvest with an average of 9000 bales per year (2 harvests per year). The challenge Jackson faces include, Unavailability of ideal cheap land to lease; change of rain patterns; capital constraints; rogue herders; and cheap grass.

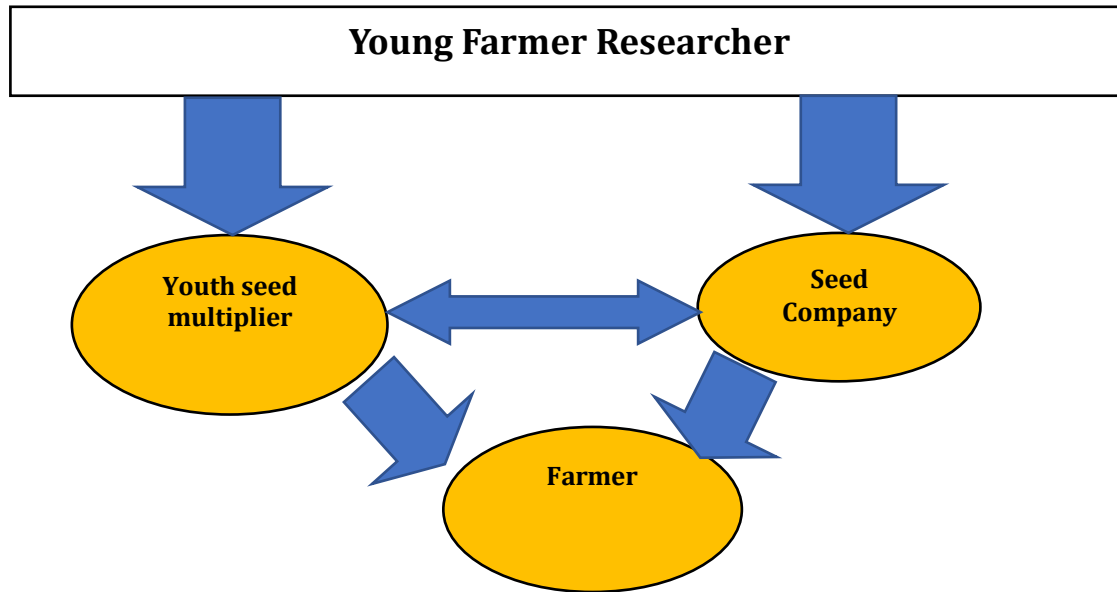
Raphael Malongo Raphael is 27 years old who in 2013 established a poultry farm in Singida Tanzania called “Malongo Poultry Farm”. He has a Bachelor’s Degree in Economics and Finance, but decided to establish just after university an indigenous chicken farming both for eggs and meat to provide animal feeds, chicken products across Tanzania. Raphael started to invest in poultry farming by building chicken house through savings from stipend he got while studying at the university. In 2014 he started with 13 typical indigenous chicken and started learning about poultry incubator from the internet. He then decided to invest on hatchery services. In 2016 he got some loan to buy an incubator holding 1,232 eggs capacity and later bought another incubator holding 5,280 eggs capacity with two grinding machines and one self-made mixer holding 750kg per 10 minutes capacity to produce animal feed. Malongo Poultry Farm won the Mo Young entrepreneur award in Tanzania and was awarded TZS 10,000,000 which he has reinvested in his poultry. Raphael has is an inspiration to many youth people to venture into agriculture. His produces more than 2,500 chicks per month with 10workers (7 temporary and 3 permanent) most of whom are young women



vi Farmer Researcher Agribusiness Model :-

This model is also known as the seed/technology multiplication model. It relates to young graduates who works with agricultural research centres. In time, they work with certified seed companies and serve as links between seed breeders, research centres, and local farmers.

Figure 8: A diagram illustrating the Farmer Researcher Agribusiness Mode



vii Youth-in-Agriculture Livelihood Model :-

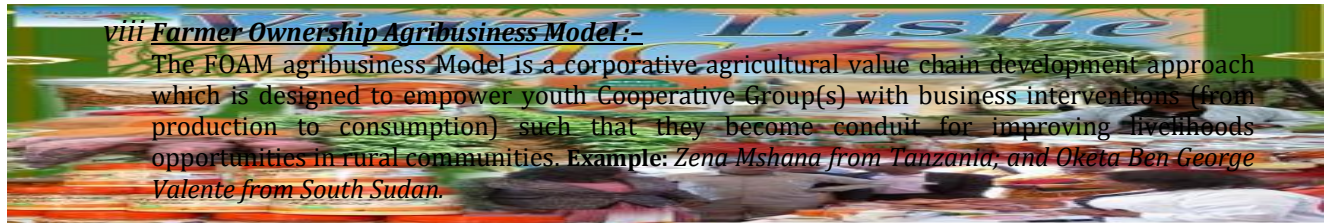
This model is similar with the Nucleus Agribusiness Model, but in addition of being a youth champions, the model is mostly driven by a young person’s desire. To responds to livelihood challenge and supporting others. It is self-driven and starter responding to national socio-economic needs. **Example:** *Beverly Mugure Gichiri from Kenya.*

Beverly Mugure Gichiri is aged 28. Having been raised-up her parents who were farmers themselves, she learnt about farming from a young age. She believes that everything is possible through hard work, persistence and dedication. With Kenya’s raising unemployment rate, Beverly is committed not to be counted in the youth unemployed statistics, thus she ventured into vegetable farming in Juja and has established her company called “*Mugure Limited*”. She is self-employed in vegetable farming spanning 3 acreage which she leased. Her has 1 farm manager (male) and 9 women who work for her in shifts with the aim of empowering women in agribusiness (cultivation, packaging, marketing, and distribution to restaurants and hotels).

She provides training on irrigation, weeding, transplanting, harvesting, and identification crop diseases. She has recently embarked into empowering young school leavers on how to raise and manage seedbeds. She aims at expanding her project to cater for at least 200 young people employed in different counties in horticulture and other farming activities across Kenya with the intent to contribute to provide livelihood opportunity and address food insecurity in her county and Kenya in general. Her biggest in which she does her agribusiness for now are Marikiti and Githurai Markets.

“Agriculture is the backbone of every economy. I personally believe that is it is not grown then it is mine, providing the basic ingredients to mankind and raw material for industrialization. Agriculture can save lives, and secure the future of the next Generation”

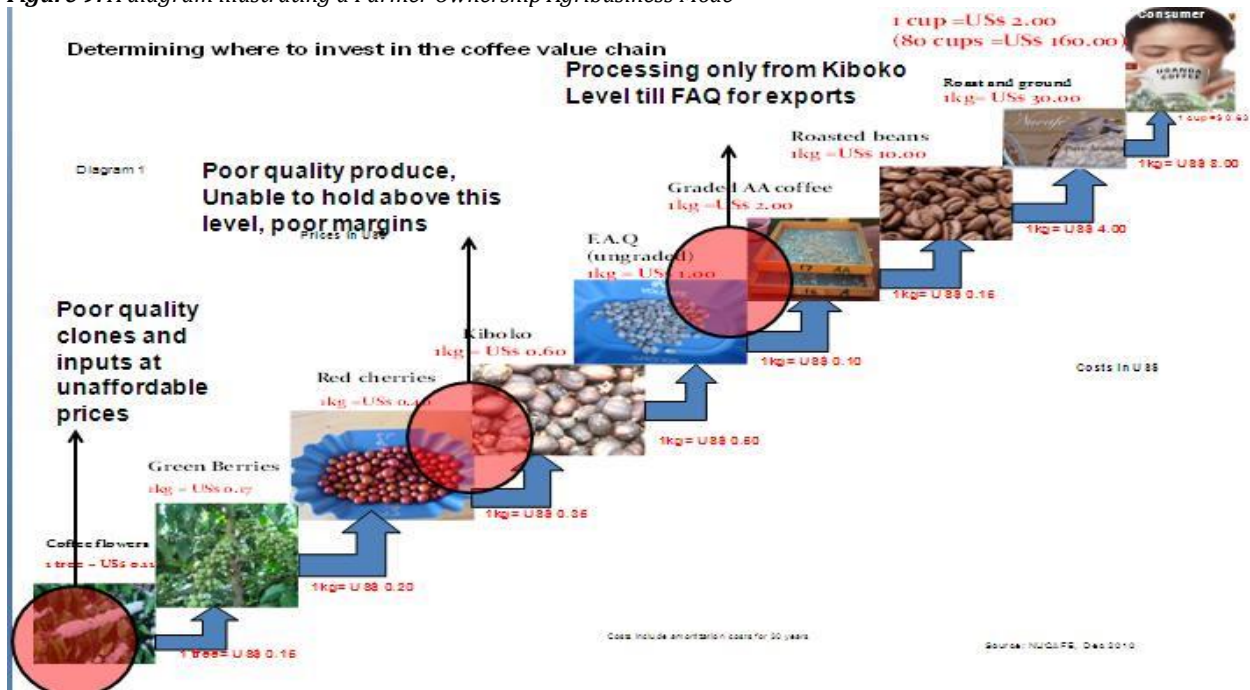
Beverly Mugure Gichiri



viii Farmer Ownership Agribusiness Model:-

The FOAM agribusiness Model is a corporative agricultural value chain development approach which is designed to empower youth Cooperative Group(s) with business interventions (from production to consumption) such that they become conduit for improving livelihoods opportunities in rural communities. Example: Zena Mshana from Tanzania, and Oketa Ben George Valente from South Sudan.

Figure 9: A diagram illustrating a Farmer Ownership Agribusiness Mode



Zena Mshana is 35 years old based and based in Tengeru-Arusha. In 2015 she espoused cultivating sweet potatoes. With training received on the different species of potatoes, their nutritional value, and processing techniques, Zena became passionate about processing sweet potato roots and its leaves and then formed BMC Product dealing with the multiplication of vines, processing and marketing of Orange Fleshed Sweet Potato (OFSP) Products. BMC Product produces products made by OFSP mainly flour, Spice and bites. Clients of Zena’s products are supermarkets, hospital clinics, schools, exhibition and individuals.

“Raising awareness on OFSP and its nutritional value remains my challenge. Moving forward, we have been processing products such as flour and spices mix with other products such as yellow maize, soy beans, coriander, and fenagric, in the process creating jobs for other youths” **Zena Mshana**

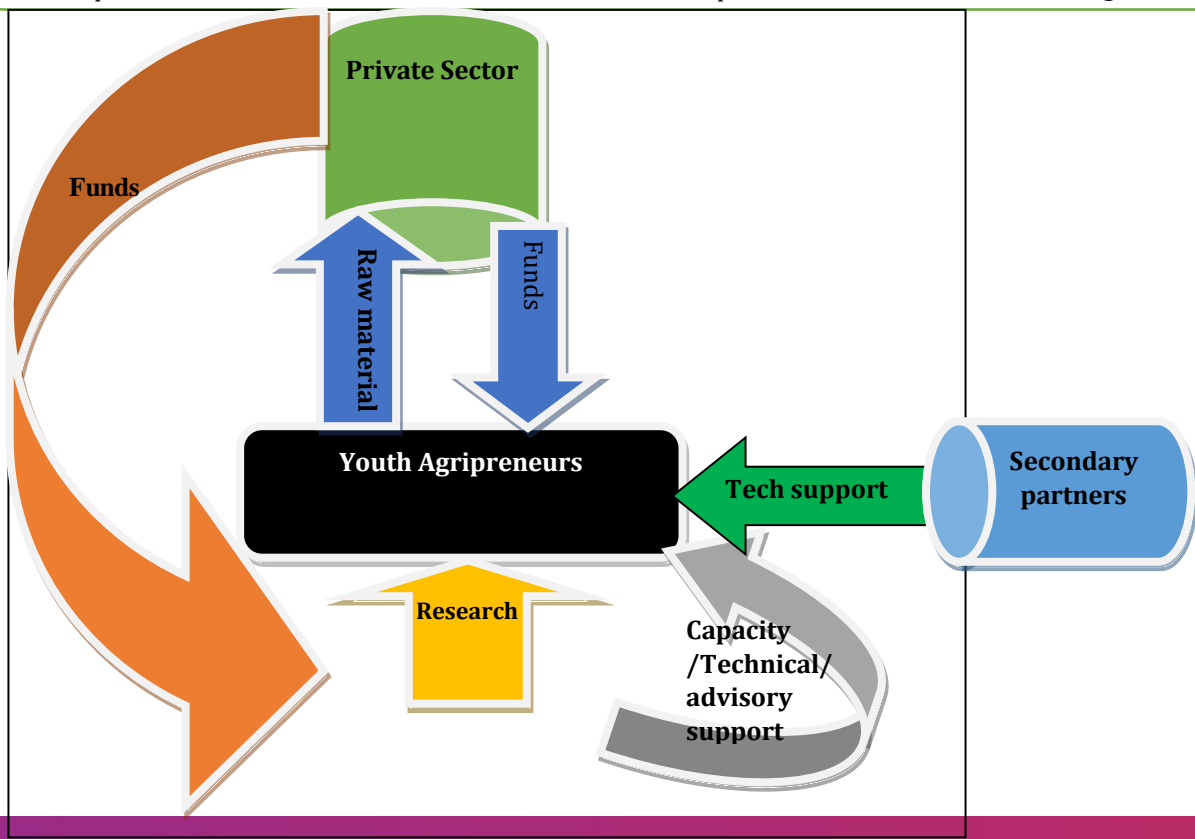
Oketa Ben George Valente Oketa Ben is 32 years old and a member of the “MASCO-Magwi See Company Limited” based in Magwi County, Eastern Equatoria State, South Sudan. The company was first established as a Cooperative Society in 2013 by a group of young men and women in Magwi County Eastern Equatoria state, with 45 members (20 female and 25 males) all of the members are between the ages of 20-35. The company was then officially registered in October 2014 as a Seed Company.

Headquartered in Magwi County, MASCO’s objectives are as follow: **1)** Alleviate widespread food insecurity and enhance nutrition and livelihoods status within Magwi County; **2)** Expansion of branches to other major towns and states in South Sudan is in the company’s development pipeline; **3)** multiple approaches in agricultural farmers training, production; and **4)** Seed bulking and marketing of groundnuts and maize. In the last 2 seasons, MASCO has been able to produce and sell 120 Metric Tons of maize, and 80 Metric Tons of groundnuts through WFP for distribution to more than 3,000 internally displaced persons and other vulnerable families in the State. From being an Agro-dealer, MASCO is now fully operational as a seed company.

“MASCO has solved the problem of lack of certified seeds which has been a major challenge for farmers in South Sudan. The company has also contributed to improvement of food security and nutritional standard in the country. It has reached 2,500 farmers with certified seeds of groundnuts and maize in the State and employs at least 12 youth as extension workers one of whom is me”. **Oketa Ben George Valente**

ix Public Private Partnership Agribusiness Model :-

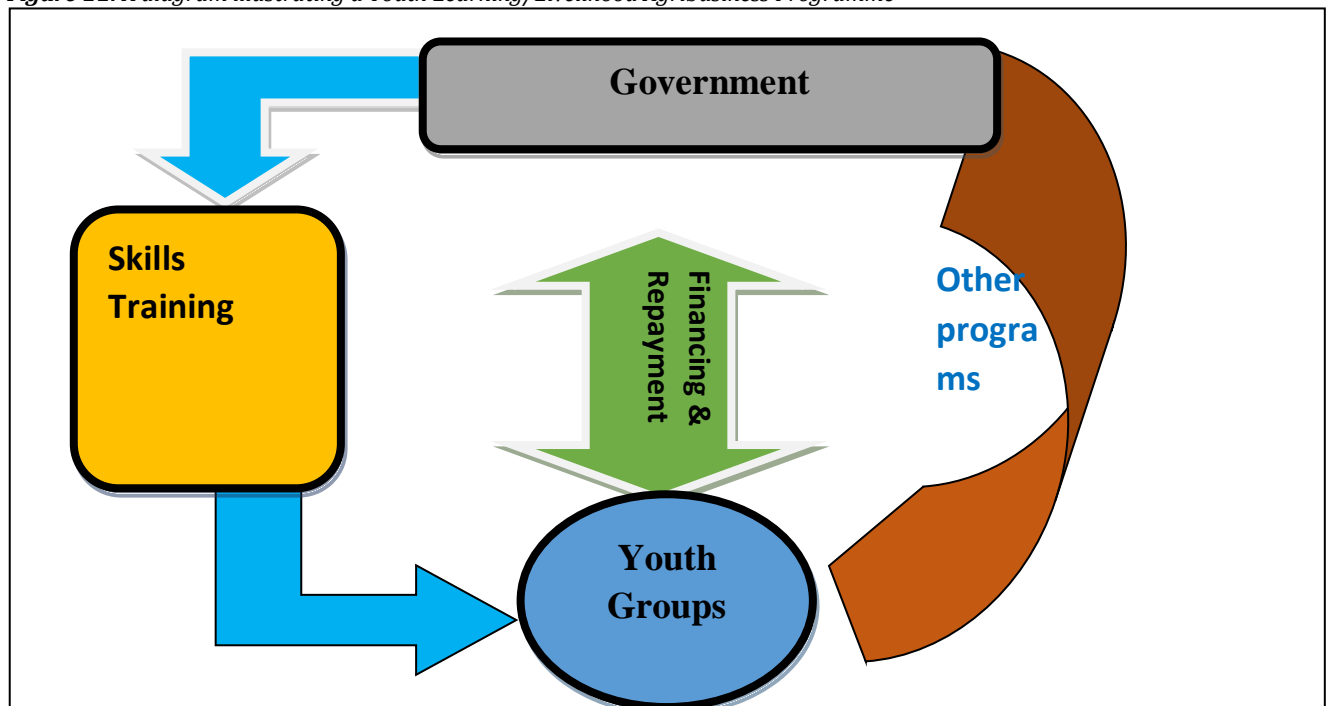
Under this model youth agripreneurs embark in on production of a new of interest to the private sector. The private sector provides direct financing, material inputs, market assurance, and research to drive production process which can include seeds or equipment to power production process. The private sector benefits by getting raw materials, in this case the Sorghum in Uganda to produce the Eagle Beer. On the other hand, the public sector (government) provides not only the research products such as improved/hybrid seed to the agripreneurs but also technical services like extension, insurance, and quality assurance. As the partnership grows, it attracts other players (secondary partners) who can also support both the youth agripreneurs and the public sector to become more efficient in research and production as illustrated below. **Figure 10**



x ***Youth Learning/Livelihood Agribusiness Programme :-***

The YLP model mostly responds to National Youth Employment Policies/Strategies with specific interest in promoting youth employment in agriculture and mainstreaming agriculture education and strengthening family and community structure through peer farming education system. This model involves school going youth in primary and secondary schools and in colleges in some cases, are mentored to take up agribusiness first through peer to peer learning at school and implementing acquired skills on improved methods of farming and agribusiness. It is also linked to commercial farm apprenticeship/Internship model, where commercial farms partner with education institutions to provide agribusiness hands on experience to students through internships or volunteering through apprenticeships. The only challenge with this model is that the farms need to have infrastructure to accommodate and sustain the interns. The *Youth Learning/Livelihood Agribusiness Programme* is fully funded by Government-led Ministries as a deliberate response to urban/rural migration by vulnerable youth, address rural development, improve access to skills through the creation of decent jobs in agriculture.

Figure 11: A diagram illustrating a Youth Learning/Livelihood Agribusiness Programme



These documented youth agribusiness models, illustrates how 16 EAC youth are running successful agri-enterprises and as a result have become Youth Champions-in-Agriculture in their respective countries. This report will help EAC Secretariat and Partner States develop customized strategies and practical programmes to address youth employment and to invest in better information on how well these strategies are working. The models have clearly illustrated that agriculture and agribusiness provide investment and job opportunities, and if properly harnessed will help to meet the paramount challenge of youth employment in the EAC region and the continent. Although some youth accessed some form of startup support from external organizations, others self-generate support in starting-up their businesses. It underscores the need for motivation in young people to ensure security and the fight against poverty. The role of the private sector in providing skills through trainings and farm visits, access to inputs (seed and equipment etc.), underpins the relevance of a 3 to 5 five-pillar (PPP) support if the critical mass of youth would be effectively engaged in the agricultural sector. Models like the Nucleus/Farmer Ownership, and Livelihood Models should also be promoted to address issues of innovation and the spirit of entrepreneurship among the youth. The stories of these successful illustrative examples have the potential to inspire and catalyse positive change among young people's attitude toward agriculture in addressing the challenge of transforming Africa's largely subsistent agriculture to one that is competitive and sustainable.

6. Findings, Lessons Learnt, and Recommendations

6.1 Key Factors for consideration in Promoting Youth-in-Agriculture

Over the period of this youth agribusiness documentation exercise, across EAC Partners States, below represent key findings to inform strategies geared towards scaling-up investment on youth in agriculture:

- a) *Types of youth groups* – The construct of the youth-in-agricultures interviewed and documented are mix of on average 81% youth group in Cooperative farming, and 19% individual-based.
- b) *Youth group formation* – On average 83% individual youth agripreneurs and or youth cooperative groups visited have indicated that they were mobilized to form their groups by projects/programmes of development partners and state actors (government institutions). These was apparent ease in setting-up administrative structures and registration of youth farmers Cooperatives thanks to the support from state and non-state actors. It is admitted that having a Certificate of Registration made existing youth cooperative groups recognized as legally cooperative societies, which also position them to seek financial support from financial institutions or development partners.
- c) *The management structure of the youth groups* – Most individual youth agripreneurs and or youth cooperative groups visited have well defined management structures. However, 63% of those groups do not hold regular meetings to plan and discuss progress of their groups.
- d) *Farm record keeping* – It is observed that 94% of individual youth agripreneurs and or youth cooperative groups have established some kind of record books for keeping the farm records (including store records, production records and financial records) which is an important tool for planning and keeping track of their businesses but are rarely utilized.
- e) *Initial investment on youth agribusinesses/enterprises* – Estimate 49% of youth groups mentioned that the initial investment of their enterprises was provided by development partners, and state actors, which 18% rely on the group contribution fees. The reverse is true for individual youth start-up.
- f) *Capacity challenges of youth-in-agricultures* – challenges identified during this exercise as follow:
 - o 35% suffer from limited access of financial resources;
 - o 26% have inadequate technical knowledge on farming;
 - o 17% depend on borrowed or lease land;
 - o 12% have inadequate inputs and farm tools.
- g) *Capacity building needs* – The need to enhance capacity in agroecological and climate smart agricultural practices were noted. On average 31% percent of youth-in-agriculture expressed the desire for training on value addition and processing of various crops, 25% requested training on financial assistance and resource mobilization, and 10% wanted exchange visits and peer learning.
- h) *Impacts and results of training* – 35% of youth groups indicated that they have benefited from training in sustainable crop production and livestock, which has resulted in achieving high yield because of adoption new farming technologies and best practices. It is noted that increased productivity has contributed to increase in household food security and income.
- i) *Weak coordination of youth agribusiness activities* – There is an apparent weak coordination between public institutions and non-state actors working to support youth-in-agriculture and agribusinesses promotion. As a result, many well-conceived programmes operate in isolation with no complementary which result into duplication of efforts seeking to address the challenge of youth employment-in-agriculture with the same geographical space.

- j) *Limited inclusion of agriculture related curriculum in learning institutions* – These are absence of or little attention provided in formulating learning support in agriculture and agribusiness.
- k) *Youth marketing system of agricultural products* – Estimated 51% individual youth agripreneurs and or groups sale their products directly to the main markets. Of this roughly 33% sell their products at the level of their farm, while 16% have exiting contract arrangements with a supplier.
- l) *Linkage to private development agent* – On average 51 %f individual youth agripreneurs and or groups have linkage to the private development agents that help them sale their products and accessing soft loans.
- m) *Development fund for youths* – Many of the EAC Partner States have established Youth Development Fund. The YDF is led by government agencies and supported by development partners.

Addressing these findings would require a set of recommendation that would set-up a governance framework to facilitate youth employment-in-agriculture, focusing on but not limited to the following:

1. *Communication, engagement and attitude change;*
2. *Skills development;*
3. *Production and mechanization;*
4. *Agricultural technology and innovation;*
5. *Market development and agri-preneurship;*
6. *Financing and insurance.*

6.2 Lessons Learnt for supporting youth-in-agriculture

With the rising youth demographic dividend in EAC Partner States and across Africa, Governments need to exploit the potential of its growing youthful population and tap on their energy, and their technological intelligence. It should be noted that the success of any agribusiness model is characterized by closer supervision, monitoring and guidance, which would lead to innovations, entrepreneurship, enterprise development, and sustainability that would encourage replication and scaling-up. Following this documentation exercise, areas were identified that need attending in addressing key bottlenecks (*access finance; market availability; post-harvest and production activities etc.*) for youth -in-agriculture and agribusinesses. This include but not limited to the following:

- *Partnership* – There is need for tri-partite and or multi-partnership arrangement among key stakeholders (public and private partners) for increase investment on youth-in-agriculture. The outcome would position young people to significantly contribute in creating jobs, increasing food production, and shift dynamics of seeing young people as constructive partners for development.
- *Group management* – Many youth agribusinesses are started by groups or associations. Therefore, keeping cohesiveness, good leadership and dynamism within these groups is key to their longevity.
- *Savings and financial management* – Since access to finance, capital and credit is a key factor for youth agribusinesses to start and be sustained, the first source of finance is savings mobilization under organized structures with clear rules of accountability such as SACCOS, VSLAs or around a formal financial institution like an MFI or Commercial Banks.
- *Business Perception and mindset* – Youth ought to see agriculture as a business with potential to give them a decent employment. This needs to be coupled with a marketing approach where the youth can effectively market their ideas and products.

- *Technology and innovation* – There is no doubt adoption of improved technologies in terms of seed, equipment and other inputs can go a long way to make agribusiness youth-friendly. Innovation can also help youth agribusinesses to create, penetrate and sustain niche markets.
- *Sustainable natural resource management* – In a bid to increase yields in an agroecological friendlier way, there is need to provide training in climate smart agriculture practices. Therefore, applying and espousing proven sustainable methods of farming, processing and waste disposal as well as methods that reduce the carbon footprint is imperative.

6.3 Recommendations

Pursuant analysis of existing challenges and opportunities, the following action are recommended to achieve the best outcomes on investment-in-youth and in agribusiness as follows:

- a) There is need for Partner States and development partners to set-up a *Youth in Agribusiness Fund* at national and sub/regional levels which would remove the barrier to access to finance by existing financial institutions.
- b) *Identify stakeholders* working on youth employment in agriculture, financial institutions, government ministries/agencies, public institutions, businesses, development partners with interests in areas shown by youth agribusinesses. This will play an important role in speeding up PPP and create joint venture businesses that will respond not only to youth employment in agriculture but also speed-up the agricultural transformation.
- c) There is need to establish *Youth in Agriculture/Agribusiness Bank* to sustainably manage the resources geared towards supporting youth-in-agriculture and agribusiness.
- d) *Set a database and a web-portal categorizing all youth in agribusiness as well as areas of support systems*. This would respond to the need for technical support, marketing strategies through exhibition, information on access to finance and training on business plan development etc.
- e) Provide *specialized skills development in agriculture/agribusiness* in modern approaches to farming that address skills pitfalls in agribusiness aligned with demand driven capacity needs identified in any benchmarking exercise. And facilitate youth peer learning/training/study tours through cross visits to best youth agribusinesses within and outside EAC Partner States.
- f) The *institutional arrangement like youth agribusiness forum* in many countries across EAC Partner States should have a defined and mandate ensuring they are well-structured where every partner institution can easily support the advancement of the young people in agriculture.
- g) Although individual countries have developed National Youth Policies, there is need to formulate *youth in agribusiness policies and strategies* with emphasis on gender mainstreaming which is key to promote and optimize performance of youth-in-agriculture and agribusiness, by mitigating the negative cultural beliefs on women’s participation in public activities including agribusiness
- h) The Government should enact laws creating *incentives on land use and ownership rights* to support youth access to community land for agriculture production.
- i) The government should invite investment companies to *develop a more effective, efficient and sustainable utilization of the Nile water and other natural resources* in agricultural production, with the aim to engage more youth in the production chain.
- j) *Enhance secondary value chains production processes* in the agricultural production sector. Changing the mindset of youth about agriculture as dirty and less valued job, there is need to raise awareness and change the mental narrative “*that agricultural is dirty soil/traditional employment sector, for the old poor and desperate*”, rather seeing agriculture as a wealth creation sector.
- k) Establish *youth agribusiness incubation centers* in each EAC Partner States.

7. Conclusion

This report provides a blueprint and case studies of each agribusiness model, with insight on challenges and opportunities to enhance the performance of agribusinesses in creating employment opportunities for youth and decreasing poverty. The findings in this report are driven by careful studies on successful youth agribusiness models.

With a growing population and raising demand for food, agriculture present a new frontier of opportunities for decent jobs and wealth creation. Training/capacity building needs in technological innovations for agricultural productivity underpins the importance of increasing investment on youth in agriculture, thereby ensuring individual youth agripreneurs/youth cooperatives (groups/association) get the right measure of skills before getting access to financial support, because success in agriculture starts with the head and the hand before capital investment.

The case studies presented in this report primarily correspond to identified best agribusiness models worth replicating to contribute in build a successful production enterprise and overcoming market barriers. The ultimate goal of this of this report is to inspire positive change among young people's attitude toward agriculture; enable successful agribusiness models and youth agripreneurs to serve as a reference for other youths through engagement in youth-in-agribusiness advocacy and provision of advisory support and ideas in accessing financial services (inputs, and market opportunities); and address the challenge of transforming a largely subsistent African agriculture to one that is competitive, attractive and sustainable in combatting the high youth unemployment across the EAC region and the continent in general. The outcome of this initiative will inform national, sub/regional, and continent-wide policy and programmatic initiatives addressing youth employment by integrating youth-in-agriculture and agribusiness as a new driver to achieving national, continental, and global development agenda by seeing agriculture as a sector for investment and job creation opportunity. These agribusiness models could be replicated, adapted, and scaled-up in grooming a critical mass of youth in transforming Africa's agricultural sector to drive inclusive growth and prosperity.

Equipped with improved farming techniques and a new vision of agribusiness, their successful business models could help address the main bottlenecks (*access to land, lack of financial support, lack of markets, and climate change etc.*) that youth face in starting their agribusinesses.

Recommendations of this report reflect findings restricting youth agribusinesses development identified during the documentation exercise. It is therefore important the existing Green Jobs Initiatives across EAC countries upscale investment in agriculture/agribusiness trainings to groom a critical mass of youth to help transforming Africa's subsistent agricultural sector. This calls for further investment on youth in ICT4Agriculture, to help realize Africa's agricultural economic potential through value chain development which remains the surest currency to kick hunger and poverty out of Africa.

Figure 12: Illustrates the new vision for Africa's agricultural path with youth-in-agriculture as the conduit.



ANNEXES

I. Semi-structured Questionnaire used for this Documentation Exercise *will be adapted and attached drawing from national questionnaires*

II. Contact List of 16 Documented Youth-in-Agriculture and Agribusiness Profiled in this Report

Country	Name	Enterprise and Location	Gender/Age	Agriculture/Agribusiness Activities and Contacts
Burundi	Ms. Alice Habonimana	Alice Tomatoes (ALITOM), Kanyosha	Female – 22	Agro-Processing / alicehaboni@gmail.com
	Mr. Claver Nduwayo	ADECA en Sigle, Rukeco	Male – 33	Integrated Farming / nduwayo.claver@yahoo.fr
	Mr. Emile Nsengiyumva	SOHABU, Musigati	Male – 35	Mushroom Processing/ nsengiyumva.mushroombdi@gmail.com
Kenya	Ms. Beverly Mugure Gichiri	Mugure limited, Juja	Female – 28	Crop Farming / muguremathai90@gmail.com
	Mr. Jackson Kiptanui Kiplagat	ICED, Nairobi	Male – 34	Rhode Grass-Farming / kiptanuijackson@gmail.com
	Mr. Oscar Mutua Gitonga	Verdant Empire, Meru	Male – 28	Crop Farming / oscargitonga@gmail.com
Rwanda	Mr. Giscard Tuyishime	COIABU Co-operative, Bugesera	Male – 32	Vegetable Farming / giscardtuyishime@gmail.com
	Ms. Felicite Ndayishimiye	Vegetable Production, Gasabo	Female – 28	Vegetables Farming / felicitendayishimiye8@gmail.com
	Mr. Lambert Nkundumukiza	General Livestock Limited, Rutsiro	Male – 31	Livestock Farming / lambertnkunda@yahoo.fr
Tanzania	Mr. Chum Makame Haji (Zanzibar)	AFRAA Co-operative, Unguja	Male – 26	Agro-Processing / chumhajimakame@gmail.com
	Mr. Raphael G. Malongo (Mainland)	Malongo Poultry Farm, Singida	Male – 27	Livestock Farming / malongoraphael@gmail.com
	Ms. Zena Mshana (Mainland)	BMC Product, Tengeru	Female – 35	Crop Farming / zermshana2016@gmail.com
South Sudan	Ms. Christine Ismail Medi Guidibia	Eden Multipurpose Co-operative, Yambio	Female – 31	Crop Farming/ guidichristine86@gmail.com ; rengoapai79@gmail.com
	Mr. Dumo Godfrey Henry Monoja	Pro-Enterprises, Juba	Male – 27	Integrated Farming / dumogodfrey1989@gm ; proenterprisesltd@gm
	Mr. Oketa Ben George Valente	MASCO Seeds Limited, Magwi	Male – 32	Crop Production/ pro.seeds.stass@gmail.com ; oketaben86@ ; plonamcosmas
Uganda	Mr. Alli Acidri	Honey Pride Arua Uganda Limited, Arua	Male – 32	Agro-Processing/ alliacidri@yahoo.com ; honeyprideug@gmail.com

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