



REPORT OF THE NATIONAL CAPACITY-BUILDING WORKSHOP ON CONTRACT FARMING TO AGRI-VALUE CHAIN ACTORS AT BROS HOTEL IN JUBA, SOUTH SUDAN. 18 OCTOBER 2023



INTRODUCTION

The global crises of COVID-19, Conflict, and Climate Change pose challenges to EAC economies and business growth. The East African Business Council (EABC) partnered with Sequa GmbH under the Business Scouts Fund in the project on "Enhancing Competitiveness of Agri-food Industry and Mitigating the Impact of Global Crises to Improve Food Security in the EAC Region." Under the project, EABC organised the Master Trainers Capacity-Building Workshop on "EAC Export procedures and contract farming" on Monday, 24th July 2023 in Kampala, Uganda. During the training participants were exposed to the latest developments in Contract Farming to Agri-value chain and EAC Export Procedures for Food Products. The training sought to improve the technical and contractual capacity as well as enhance the understanding of export procedures & documentation for Agri-actors.

Following the Regional training, the EABC in collaboration with the South Sudan Agricultural Producers Union (SSAPU) organised the National Capacity-Building Workshop on Contract Farming on 18 October 2023 in Juba, South Sudan. The training was part of the EABC – BSF Programme on "Enhancing Competitiveness of Agri-Food Industry and Mitigating the Impact of Global Crises to Improve Food Security in South Sudan.

2.0 BACKGROUND AND OBJECTIVE OF NATIONAL CAPACITY-BUILDING WORKSHOP

The country has been impacted negatively by global economic shocks, the pandemic, and climate change. However, South Sudan has an adequate supply of staple foods which include cereals, roots, and tubers eaten often and in quantities. The value chain shows that the country has agricultural potential to produce.

However, the performance of South Sudan on value chains is hindered by the lack of access to improved and quality seed varieties, the high cost of seeds, limited adoption of improved seeds and low yields. Due to these challenges, the performance of the sector is prone to intermittent and un-sustain production, insects; pests; diseases, and notorious weeds. In addition, rampant climate change and persistent drought episodes, further undermine the productivity of the country.

Country performance was also adversely impacted by low economies of scale related to fragmented small-holder farms, limited use of irrigation, and low-use mechanisation, low and fluctuating market prices. The lack of an encouraging production environment, lack of effective farmers' groups for collective marketing, poor post-harvest practices for seeds, grains, and products, inadequate labour skills hence low productivity, inadequate extension systems, poor market linkages, limited and unreliable market information, inadequate access to financial resources, weak enforcement of regulations, and inadequate use of digital technologies.

It was on this background that, SSAPU and EABC sought to enhance the capacity of agri-value chain stakeholders on contract farming to mitigate the impact of global crises on food security in the country.

3.0 PARTICIPANTS

The training workshop included farmers from Rajaf, Luri and Gondokoro.

A total of **35 Agri-value chain actors** were trained in Contract Farming. The list of participants is attached in the **appendix**.

4.0 WELCOME REMARKS

Eng. Saulo Emmanuel, EABC's Liaison Officer, extended a warm welcome to all the participants on behalf of EABC's CEO. He emphasised the crucial role of contract farming in fostering collaboration and partnerships between farmers and agribusinesses. Mr. Saulo highlighted that contract farming provides a framework for mutually beneficial agreements, ensuring market access, risk mitigation, and improved productivity. Further noted that the workshop aimed to equip participants with the necessary knowledge and skills to excel in this field.

Mr. Jimmy Kato Secretary General & CEO of SSAPU, expressed his appreciation for the workshop, stating that it served as an invaluable platform for knowledge exchange, interactive discussions, and practical learning experiences.

One of the workshop participants, Mr. Thomas Jada, a farmer, expressed his gratitude to EABC in collaboration with SSAPU for organising the training. He admitted that he had little knowledge about contract farming before the workshop but was now equipped with practical ways to create his contracts. Mr. Jada expressed his intention to implement this

newfound knowledge immediately, highlighting the direct impact it would have on his farming practices.

EABC and SSAPU remain committed to facilitating similar capacity-building initiatives in the future, to contribute to the growth and development of the agricultural sector in South Sudan.

5.0 TRAINING ON CONTRACT FARMING

The organisers and Trainer, Lumeit Nancy, Caesar Zino Riko and Saulo presented the on-contract farming to Agri-value chain actors.

The participants were trained on Contract Farming based on the following contents: Definition, Benefits, Models and their Variations, Type, Key challenges and Political Risks, Conditions Influencing the Benefits Accruing from Contract Farming, Contract Formation, and Negotiations, Landscape of Legal and Regulatory Structure, Global Best Practice, Dispute Resolution, Roles of Government, Provisions often found in Agricultural Contracts, and Features of a Model Contract. The Presentation on SSAPU Training on Contract Farming, Model Contract (FAO).

The following key areas were covered during the discussions:

- i. Contract farming to include price inflation, market realities, and climate change.
- ii. Risk assessment along the value chain and engage Agri-actors including off-takers.
- iii. Assessment of contract farming across the country to see its applicability.
- iv. Contract farming to be used to promote the production of food crops to food security in the country.
- v. Key concerns regarding contracts are delay of payments and time for delivery.

6.0 KEY RECOMMENDATIONS AND NEXT STEPS

The following recommendations emerged from the deliberations with stakeholders:

- i. EABC in collaboration with the SSAPU to establish a framework for Contract Farming.
- ii. SSAPU and EABC build the technical and contractual capacity of producers to understand and translate contracts. More specifically producers' capacity to set up favourable conditions for price determination and consideration of climate change.
- iii. SSAPU, Partner States and Private Sector to sensitise and promote the production of food-secure crops in areas that have mostly engaged in the production of cash crops.
- iv. SSAPU to use contact farming to encourage local sourcing of agricultural products from low to high-production areas.
- v. SSAPU conducts a market analysis (market constraints, procedures, and requirements,) on the selected agriculture products.
- vi. SSAPU to organise more training for other States and refresher training for participants to update them on current issues on contract farming for food crops.
- vii. EABC should support SSAPU to sensitise other key actors along the value chain.
- viii. EABC and SSAPU should roll out the value chain approach to promote food security and productivity.
- ix. SSAPU should document and produce formats that can be used with all farmers.

- x. SSAPU should advocate for a conducive business environment with the small holders' farmers, cooperatives, and other relevant institutions.
- xi. EABC should lobby for more funds to support production processes and marketing of agricultural products.

MEDIA



REGISTRATION LIST OF PARTICIPANTS, JUBA

NATIONAL CAPACITY BUILDING WORKSHOP ON CONTRACT FARMING TO AGRI VALUE CHAIN JUBA SOUTH SUDAN				
NAME	Gender	INSTITUTION/COMPANY	PHONE NO	EMAIL
Lopisa Jacob Simon	Male	Saving, Credit Company	980476944	
Ali Adam	Male	Lufi Farm Trade	920097368	
Hassan Ali	Male	Farmer	921653398	
Lumeit Nancy	Female	SSAPU	921714700	
Jimmy Kato	Male	SSAPU	926149861	
Anna Mari	Female	H.P	925358877	
Lucia Sebit	Female	KaruKo Group	920413709	
Viola Keji	Female	Hope Group	925851268	
Jackline Albric	Female	Karuko Group	921665440	
Baziliko Sarafine Philip	Female		921646094	
Hope Nene	Female	Hope Group	921736143	
Pon Gloria	Female	Zambeta (Treasurer)	924020044	
Tekiu Testamorion	Female	Star		
Jackline Juan	Female	Women group		
Esther Poni	Female	Women group	925202870	
Agnes John	Female	Women group		
Thomas Gore	Male	Women group		
Charles Gore	Male	Women group		
Peter Abui	Male	FAO (Market Development Specialist)	912297777	
Caesar Riko	Male	Chamber of Commerce	928689689	
Fiona Aleng	Female	Green Farm Corp	928615440	elsonfiona@yahoo.com
Jogela Simon	Female	Passion Farm	927286210	
Saulo Emmanuel	Male	EABC (Liaison Officer)	920000160	
John Wani	Male	Vegetable Producers		
Mary Juan	Female	Maize Producers Group		
Wani Louis	Female	Jambita	925000747	
James Jada	Male	Jambita		
Rose Poni	Female	Maluma group		
Susan Doki	Female	Maluma group		
Bona Charles	Male	Security	929561920	
Fedeli Kenyi	Male	Maukaro Cooperative Society	723530077	
Franas Ludalagah	Male	Maukaro Cooperative Society		fluda@gmail.com
A.M Selvarajah	Male	Doshi Motors		salvaj@doshimotorswdd.com

Cosmas Jada	Male	Harmony Farm	921644360	jadacosmas555@gmail.com
Leone Daniel	Male	Doshi Motors		farminachingy@doshimotorswdd.com

POST-TRAINING EVALUATION ON THE PERCEIVED BENEFITS OF THE NATIONAL TRAINING

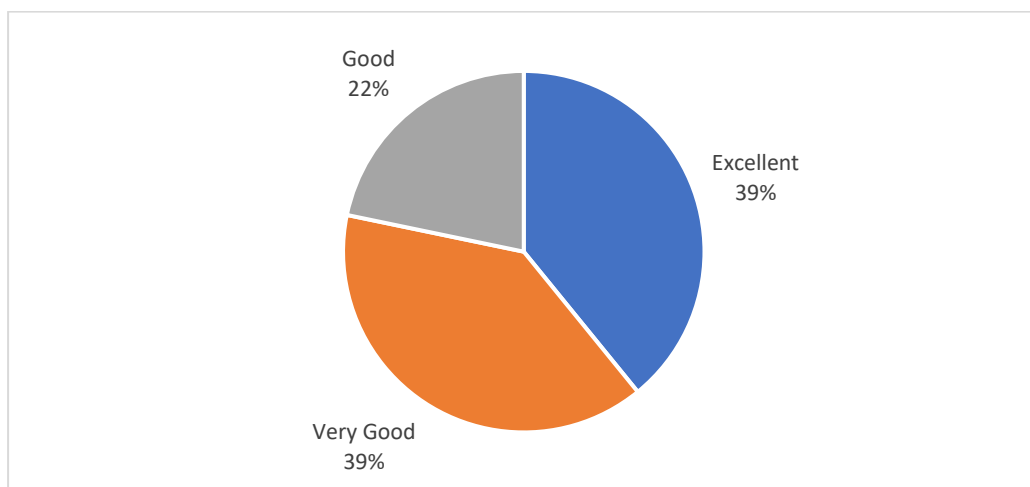
EABC conducted a post-training evaluation to get the perception of the benefits of the training. The following were the comments from the participants are summarised below:

PART A: GENERAL PERCEPTION OF THE TRAINING

1. Overall organisation and structure of the capacity building workshop.

39% of the participants were of the view that the organisation of the workshop was Excellent and Very Good respectively. Further 22% of the respondents viewed the overall organisation as Good. The chart below provides a summary of the responses.

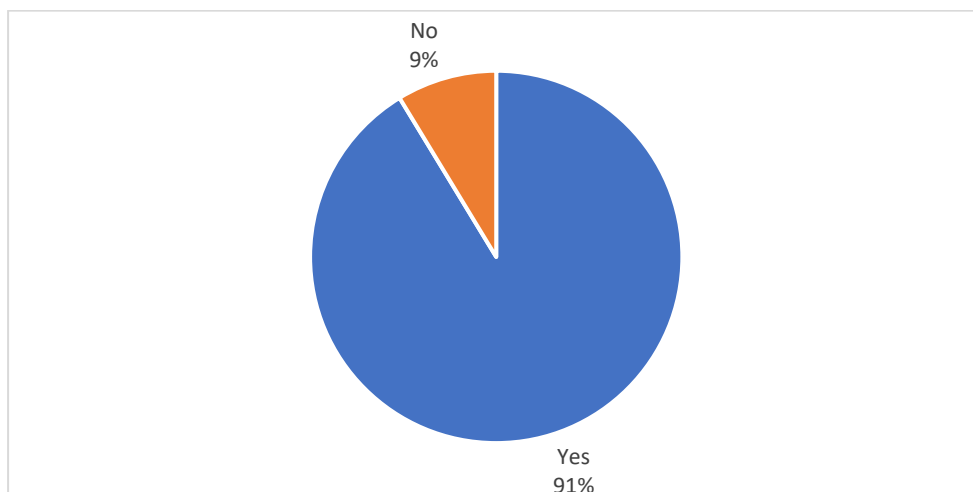
Chart 1: Overall organisation and structure of the capacity building workshop



2. Training objectives

Most of the respondents (91%) replied that the training objectives were clearly stated and achieved during the training. However, 9% of the respondents differed in opinion. Chart 2 below provides a representation of the responses.

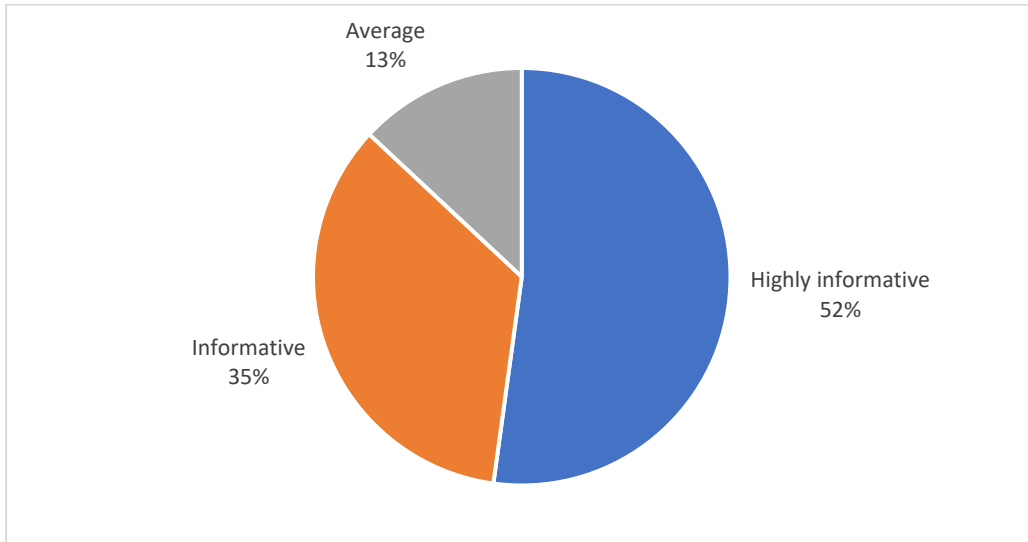
Chart 2: Clarity in stating and achieving the training objectives



3. Content of the training sessions

Most of the respondents (52%) were of the view that the contents of the training were Highly Informative. 35% and 13% of the respondents viewed the content as Informative and Average respectively. The responses are provided in Chart 3 below.

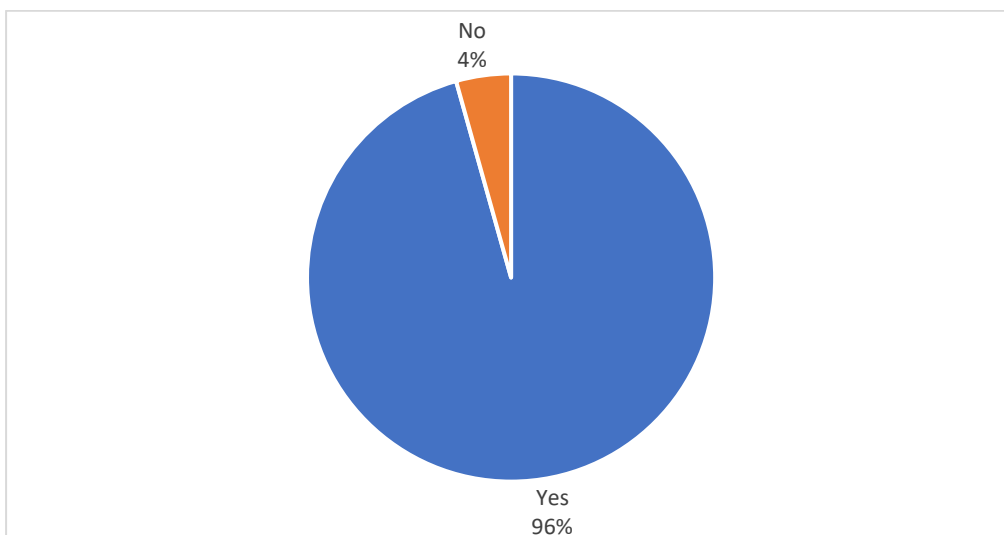
Chart 3: Rate the content of the training sessions.



4. Relevance of the training materials

96% of the respondents were of the view that the training materials were useful and relevant. While 4% of the respondents had a different opinion. Chart 4 below provides a depiction of the responses.

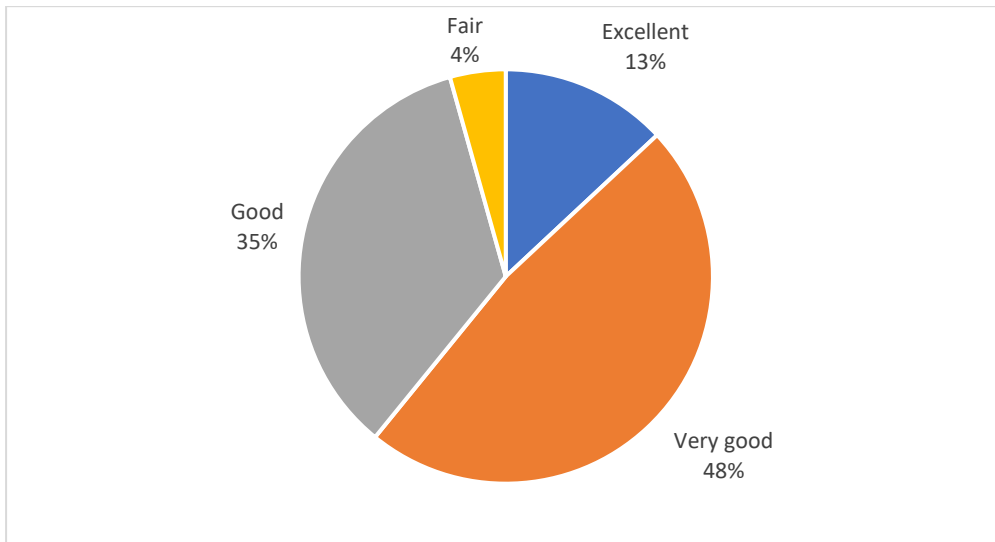
Chart 4: Usefulness and relevance of the training materials



5. Knowledge and experience of the trainer in delivering the content

48% of the respondents rated the knowledge and experience of the trainer as Very Good. Also, 35%, 13%, and 4% of the respondents were of the view that the trainer's knowledge and experience as Good, Excellent, and Fair respectively. The depiction of the responses is provided in Chart 5 below.

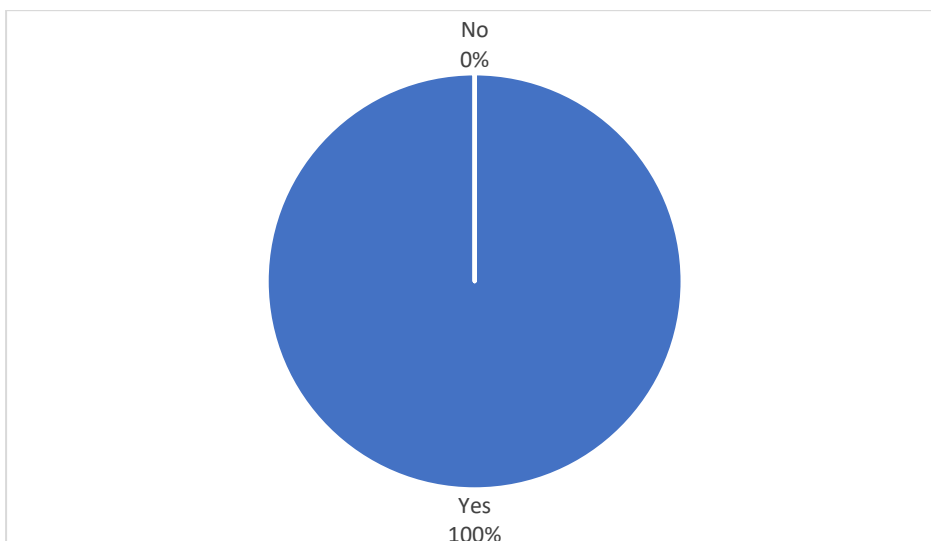
Chart 5: Rate of the trainer's knowledge and experience



6. Quality of interactions and engagements

All the respondents were of the view that the training sessions were interactive and engaging. Chart 6 below provides the summary of the responses.

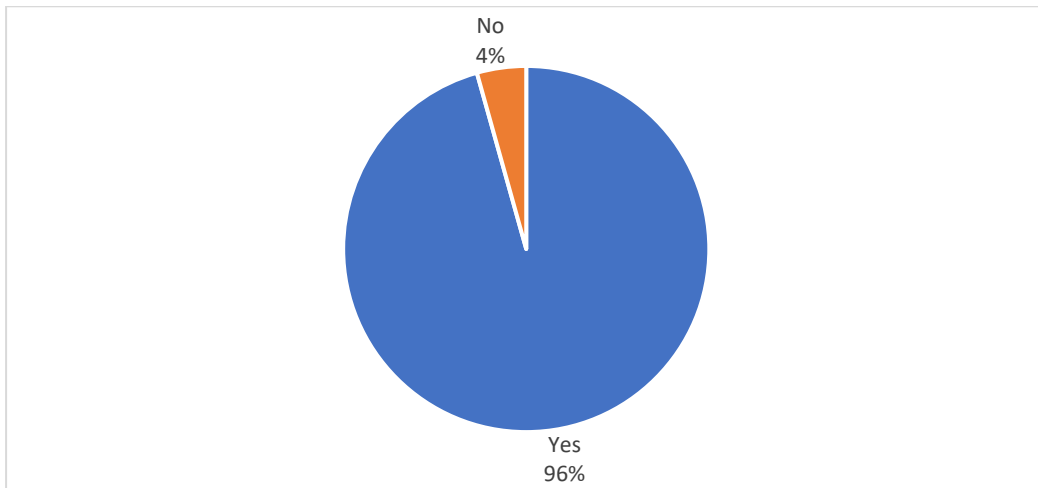
Chart 6: Quality of interactions and engagements.



7. Opportunities for participants to ask questions and seek clarification during the training.

96% of the respondents felt that they were given adequate opportunities to ask questions and seek clarification during the training. While 4% of the respondents had a different opinion. Chart 7 below stipulates the responses.

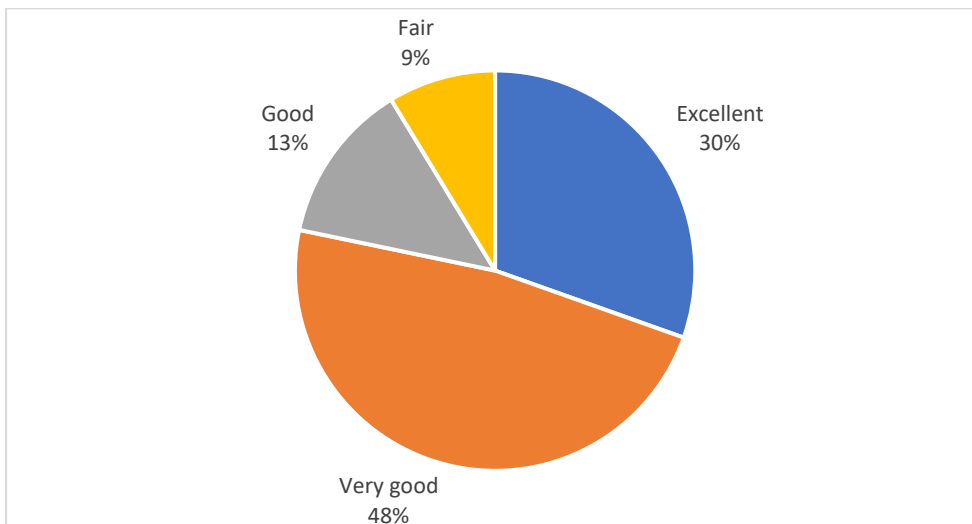
Chart 7: Opportunities for participants to ask questions and seek clarification during the training.



8. Rating of the training facilities and arrangements

48% of the respondents reported that the training facilities and arrangements were Very Good. 30%, 13% and 9% reported the facilities and training arrangement as Excellent, Good, and Fair respectively. The results are provided in Chart 8 below.

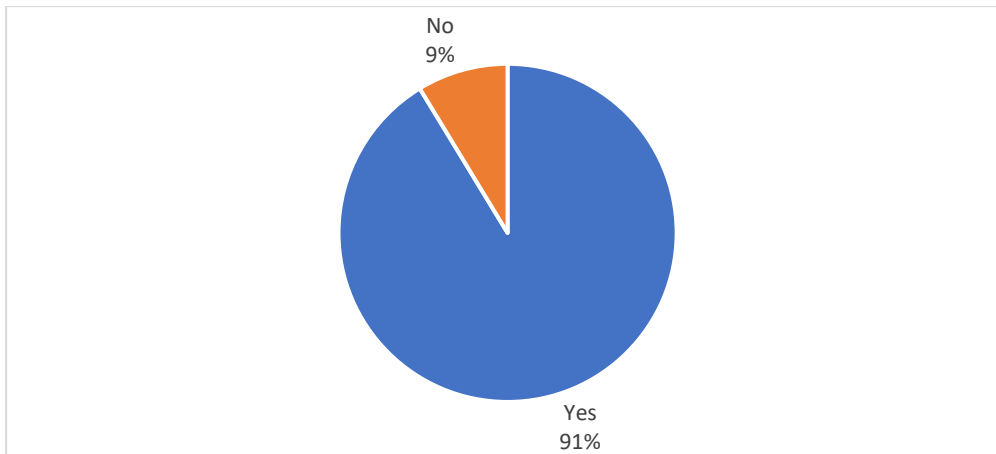
Chart 8: Rate of the training facilities and arrangements



9. Training objectives

91% of the respondents replied that the training objectives were clearly stated and achieved during the training. 9% of the respondents the objectives were not clear. Chart 9 below provides a representation of the responses.

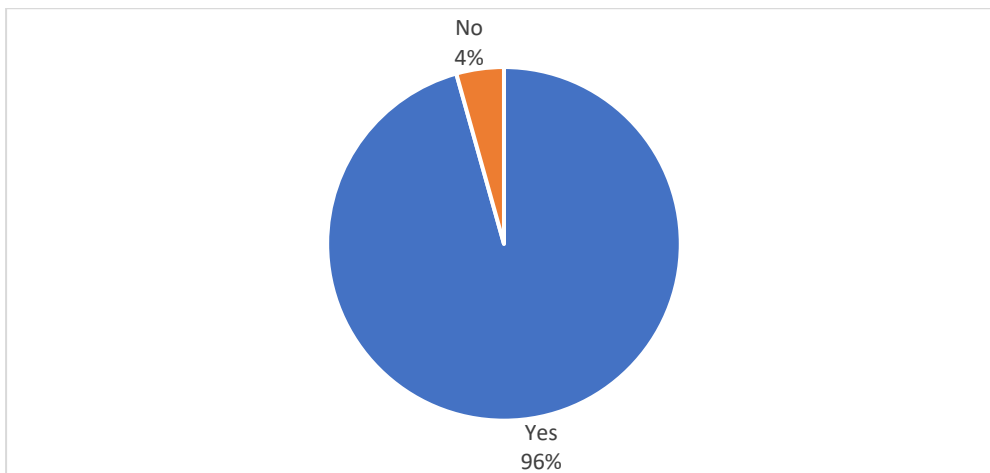
Chart 9: Clarity in stating and achieving the training objectives



10. Capacity and skills in contract farming

96% of the participants were of the view that they were better equipped in contract farming arrangements after the training. On the contrary 4% of the respondents felt ill-equipped after the training. Chart 10 below provides a depiction of the responses.

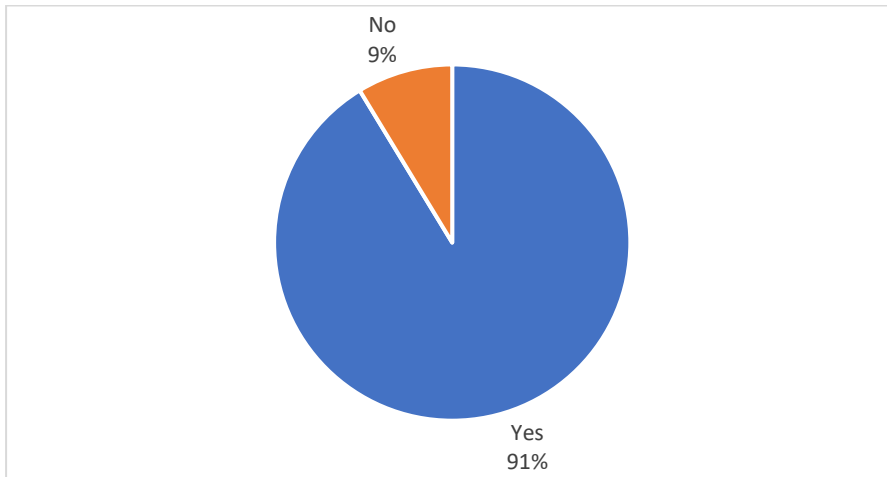
Chart 10: Perception of the capacity and skills in Contract Farming after the training



11. Improved understanding on key concepts of contract farming

91% of the participants were of the view that the training increased their understanding of export procedures, particularly for food products. However, 9% of the respondents were of different opinion. Chart 11 below provides a depiction of the responses.

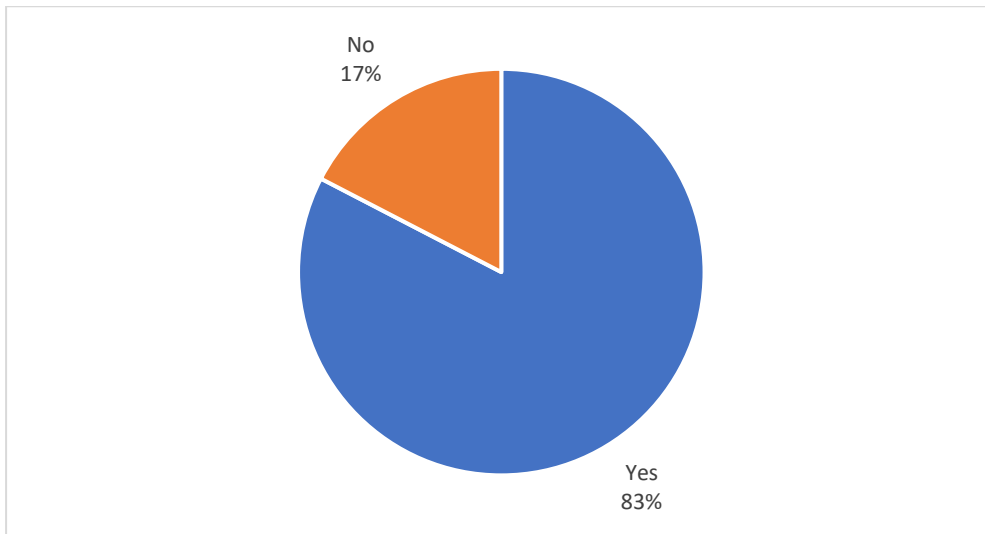
Chart 11: Improved understanding of EAC export producers among trainees



12. Capacity to navigate the complexities of the EAC Market for food products

83% of the participants were of the view that the training enhanced their capacity to navigate the complexities of the EAC Market for food products while 17% of the respondents felt otherwise. Chart 12 below provides a depiction of the responses.

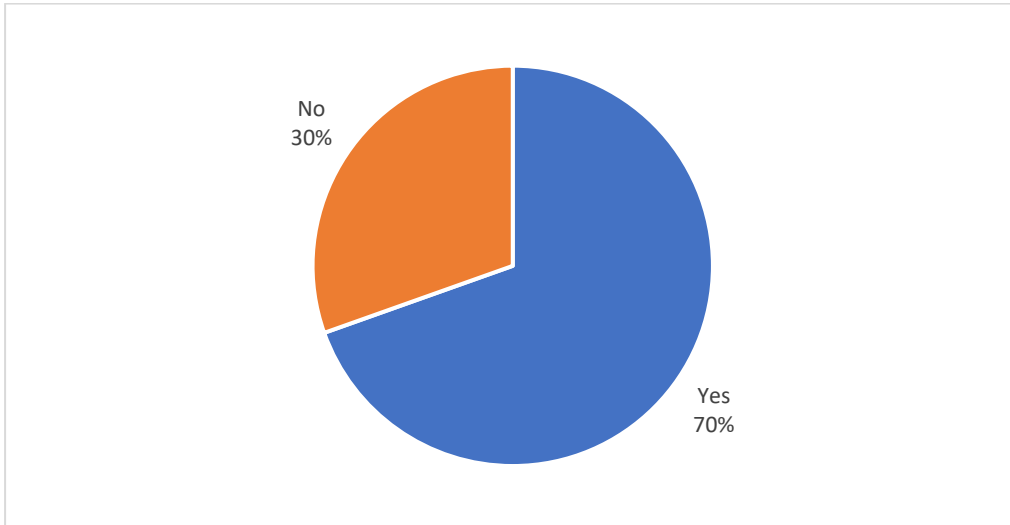
Chart 12: Improved capacity to navigate the complexities of the EAC Market for food products



13. Insights into risk management strategies, logistics, and export financing options

70% of the participants were of the view that the training provided valuable insights into risk management strategies, logistics, and export financing options compared to 30% of the respondents who were of a different opinion. Chart 13 below provides a depiction of the responses.

Chart 13: Insights into risk management strategies, logistics, and export financing options



PART B: TRAINING IMPACT AND OUTCOMES

14. Relevant aspects of the training

The responses below highlight aspects of the training that were relevant and useful to the trainees:

- i. Delivery and acceptance of the contract and input provisions.
- ii. I found the training particularly useful because I was not aware that being in the association is useful for having a collective voice in negotiating with buyers.
- iii. About contract farming.
- iv. Pricing mechanism in the contract for current and future sales.
- v. Production site, pricing, and termination of contract.
- vi. The contract agreement procedures to enhance amicable agreement.
- vii. Examples of contracts such as market contracts, resource contracts, and production contracts.
- viii. The meeting had been meaningful and educational.
- ix. Negotiation of basic terms with other parties such as buyers
- x. Steps of developing a contract.

15. Proposed areas for improvement

Respondents proposed the following areas for improvement:

- i. Collaborative engagements between farmers and buyers should be established.
- ii. Organise follow-up and continuous training on the subject matter.
- iii. Extend the duration of the training to be at least 2 days for trainees to be equipped with the relevant knowledge.
- iv. Provide handouts of the training materials and certificates to participants.
- v. Capacity building to improve farming skills.
- vi. Knowledge of dispute resolution mechanisms available at the national and regional level between the farmer and the producers.

16. Possible changes or improvements to be made in the professional practice of the trainees.

The respondents provided the following areas of improvement in their professional practice following the training:

- i. Increase engagement with my clients or buyers and obtain their feedback on how to conduct our business.
- ii. Using contracts to obtain modern agricultural tools in collaboration with other farming associations.
- iii. Disseminate the knowledge and skills acquired with other farmers and value chain actors.
- iv. Use the FAO contract template to develop other contracts for engaging new buyers.
- v. Change of mindset and consider buyers of my products as partners in agricultural production.
- vi. Ensure that contracts are a critical step in the operations of my organisation.
- vii. Selection of witnesses during contract signing and drafting as a mechanism for enforcement and dispute resolution.
- viii. Put the skills gained during the workshop into practice.
- ix. Deal with contract farming during my project.
- x. Dispute resolution mechanism that safeguards the interests of both parties.
- xi. Provisions to address issues of price mechanism.

17. The impact of the training on the members of the trainees' organisation

The respondents identified the impact of the knowledge gained from the training on the members of their organisation as provided below:

- i. Involvement of the members in contract formulation and negotiation.
- ii. Promote transparency in agricultural practices to comply with contracts.
- iii. Use contracts as a source for income generation, productivity, and increase, and welfare creation, especially for small-scale farmers.
- iv. Clearly define roles and responsibilities between parties, especially interactions with third parties.
- v. Use the knowledge acquired to address resistance among our members on contract negotiations and signing.
- vi. Agrovet Section will be committed to engaging with South Sudan farmers.

18. Additional comments

The respondents provided additional comments/suggestions regarding the training programme as follows:

- i. Increase the duration of the training and involve more stakeholders.
- ii. Organise follow-up training and expand the sessions to include small-holder farmers at the grassroots level.
- iii. Include sessions on pests and disease control in the future.
- iv. Enough training in irrigation farming as a way for sustainable farming.
- v. Provide handouts to the co-operatives for further learning and reference.

- vi. Organise field visits to co-operatives to observe their capacities.
- vii. Yes, most of the farmers in South Sudan are local or illiterate farmers, for the information to penetrate their minds, they need facilitators who are teachers, and explaining should be done in details.