
PRIVATE SECTOR- FROM ENTEBBE TO J'BURG

By Lucy Muchoki

BACKGROUND

- ❑ Activities started in 1997 through INTERFACE which set up structures in West and Central Africa as a vehicle to enable Africans develop their own agribusinesses.
- ❑ The activities involved lobbying and advocacy and this had an overall effect of changing the perception of the stakeholders in research, production and policy.
- ❑ Today the sector is recognized as an important partner in value chain development.

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- ❑ The distinctive aspect of these initiatives are that they were fully funded by the private sector.
- ❑ These activities saw INTERFACE win recognition from CORAF.

WHERE WE ARE

- ❑ It took 10 years to enable the sector gain recognition and curve its niche.
- ❑ Some SROs have private sector representatives in their boards.
- ❑ The sector is now being involved in decision making and advisory roles for its members in pan African and global organizations i.e. AATF, IAASTD, RIU, CGIAR etc.

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- ❑ Synergistically viable partnerships between the public sector, research, producers and NGO are being scaled up.
- ❑ The sector is now taking its rightful place as the driving force in agribusiness development.

DELIVERABLES

- ❑ Making agricultural chains efficient and add value to consumers by eliminating existing bottle necks as a result of middlemen.
- ❑ Branding agriculture as viable investment option by minimising risk through tailor made insurance policies..
- ❑ Leveraging strategic alliances between researchers, extension workers, producers and marketers.

CHALLENGES

- ❑ Mistrust and little cooperation from some stakeholders.
- ❑ Limited sustainable and coordinated programs.
- ❑ Unhealthy competition amongst the members.
- ❑ Weak profit value chain development.
- ❑ Few business development and incubation initiatives.
- ❑ Little attention on certain agribusiness enterprises. i.e. agro forestry livestock and fisheries enterprises.
- ❑ Little pin point research initiatives.

WAY FORWARD

- ❑ Strategic alliances; between the public, research and donors in areas of business development and resource mainstreaming. It will follow up on similar work done by other bodies and also built networks with national and regional institutes through formation/ launch of a pan African forum.
- ❑ The sector as the biggest end user of technological innovations will partner with other stakeholders to channel and mainstream research information and technology.

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- ❑ The sector will engage the governments to provide enabling environment for commerce and advocate for better policies that effect the value chain such as tariffs, taxation etc.
- ❑ Market access will be the driving force for private sector; it will involve a restructured approach targeting the domestic markets while eyeing the export trade.
- ❑ Initiate partnerships on skills that best benefits the enterprises and strengthening the profit value chain.

Cont.

- ❑ Leveraging and developing agribusiness incubation and mentor programs.

PRIVATE
SECTOR
INITIATIVE



VISION

Making Agriculture
an investment
destination for
all africans



Business Development Through Partnerships

Thank you very much