

ISRAEL-AFRICA PIONEER PROGRAM

LAUNCHING SPRING OF 2020



Executive Summary

We believe that empowered leaders can create an agricultural transformation for themselves, their community and country.

Africa's agricultural transformation will be pushed forward by dynamic, driven and successful agricultural entrepreneurs, who have access to the most up to date knowledge and technological innovations that agricultural science has to offer.

That's where the Israel-Africa Pioneer Program comes in.

The Israel-Africa Pioneer Program is a highly selective program for exceptional agricultural entrepreneurs, committed to driving change for themselves, their communities and their countries.

Our goal is to support, equip and invest in such pioneers, those motivated and ready to lead the charge toward a more profitable and food secure future, with the best agricultural expertise and innovation that Israel has to offer.

The Pioneer Program's innovative curriculum focuses on strengthening knowledge and tech transfer, while building the pioneers' capacity to drive sector wide change. Over the course of two years, each pioneer will receive a tailor-made program of extension and tech transfer from Israel's top extension officers, host Israeli-led training courses and transform their farm into a demonstration site for their communities. Following graduation from the program, our pioneers will join the Alumni Network.

Program Rationale

There is great potential to leverage Israel's agricultural expertise towards an African agricultural transformation

Agriculture is a driver of growth

As reported by the landmark 2008 World Development Report, agricultural development does 11 times more to reduce poverty than development in any other sector. Agriculture can create jobs, ensure food security and generate economic prosperity.

Need for an African agricultural transformation

Approx. 70% of Africa's population are smallholder farmers, managing on average parcels of land less than 2 hectares. Yields remain low, access to quality inputs is still a challenge, and many farmers are using traditional and inefficient methods.

One way to achieve such a transformation is to invest in leading agricultural entrepreneurs

Israel pursued this approach through its Nahal Program. In the early days of the State of Israel, the best pioneering leaders were selected and tasked with establishing successful agricultural cooperatives to serve as a model. Critically, in order to succeed, they were provided with a comprehensive package of support.

This model has aroused the interest of a number of African nations

Specifically in light of underfunded local extension and R&D systems, it is understood that such an approach, with long term extension, capacity building and tech transfer, will enhance the ability to create successful and scalable agricultural development.

Program Overview

ABOUT

The **Israel-Africa Pioneer Program** will provide a comprehensive package of Israeli agricultural extension support to leading agri-entrepreneurs, with a record of proven success.

VISION

A world where leading African agri-entrepreneurs are empowered to create an agricultural transformation for themselves and their wider communities.

MISSION

To increase the productivity, profitability and impact of leading agri-entrepreneurs across the African continent.

Key Components of the Support Package



Agricultural Extension

Provide a full spectrum of agronomic and economic extension support from Israel's top experts. The support will be delivered in person on the ground and remotely from Israel over a two year period.



Technology Transfer

Where relevant, help identify and adapt existing Israeli technologies to ensure successful implementation by the pioneer in their unique agro-ecological conditions.



Capacity Building

Provide four training courses on the ground for the pioneers, trainers of trainers and the wider community. These will be spread over the course of the program.



Demonstration Farms

Agricultural experts will work with the pioneers to transform their farms into demonstration sites for the wider community, allowing farmers to experience innovative practices first-hand.

Program Values

In order to ensure the program's success and sustainable impact, our activities have been shaped by the following core values.

People Focused

The program will look to empower proven local leaders. The success of entrepreneurial ventures rest as much (if not more) on the people as on the ideas. Thus, the IAPP will seek impact through a cohort of trailblazing agricultural entrepreneurs. They will be identified through a robust selection process.

Scalable Impact

A key criteria for participant selection is their commitment to using their farm as a demonstration site and sharing the lessons of their success with others. Their farms will also be used as a site for active training sessions.

Long-Term Commitment

Successful extension services and capacity building efforts require ongoing, long-term commitment. One-off training sessions are an ineffective means of driving meaningful change. The IAPP will, therefore, accompany the pioneers for an intense two year period before they join an ongoing alumni community.

Areas of Expertise

Subject areas of focus will cover the entire value chain and will be guided by three key factors: a focus on high value crops, Israel's comparative advantage and the real needs on the ground.

Breeding



IPM



Ag Engineering



Post-harvest



**Soil
Management**



**Irrigation &
Fertilization**



**Animal
Husbandry**

Cross Cutting Themes

**Sustainable
Agriculture**

**Resilience to
Climate Change**

Process & Implementation



Assessment and Program Design

Each initiative will begin with a visit from a team of Israeli agricultural experts to the pioneer's farm. They will analyze the current status, needs and opportunities to optimize production and profitability and to transform the farm into a demonstration site.



Program Implementation

The program design will be put into action and will be spearheaded by the pioneer. The team of experts will visit the pioneer 3 additional times over 24 months to provide support, monitor progress and guide adjustments as needed. They will also provide ongoing extension remotely from Israel.



Demonstration, Training & Tech Transfer

As part of the plan, the experts will help transform the pioneer's farm into a demonstration site for best practices, tech transfer and training courses. This platform for scale is essential to ensure that the pioneers are empowered to act as agents of change for the wider community.



Alumni Network

Following the program, pioneers will join an alumni community and continue to benefit from their place in an ever growing network. As a part of our continued investment in the growth and impact of each pioneer, alumni will have access to future training courses and trips to Israel.

About our Pioneers

The first pilot program will be launched in Malawi and plans are underway to launch another in Tanzania, in collaboration with the Tanzanian Agricultural Development Bank.

Applicant Criteria

Pioneers will have (a)

- Proven, strong track record of success in agricultural entrepreneurship
- Well-constructed, feasible business plan they intend to pursue
- Experience in training and working with small-holder farmers
- Track record of positive community engagement and commitment
- Financial stability

Nomination Process

Pioneers will be selected through a nomination-based process. Nominations will be accepted from our network of program alumni, as well as from organizations with relevant experience and influence in the scope of our mission (including philanthropic foundations, government agencies, development banks, private sector companies and investors, academic / research institutes and universities).

Selection Process

Once nominated, potential pioneers will go through a rigorous application process entailing an extensive written application, video interview and consultation with references. The process will evaluate their track record to date, and their commitment and potential to act as an agent of change throughout the program.





Meet Ngabaghila Chatata

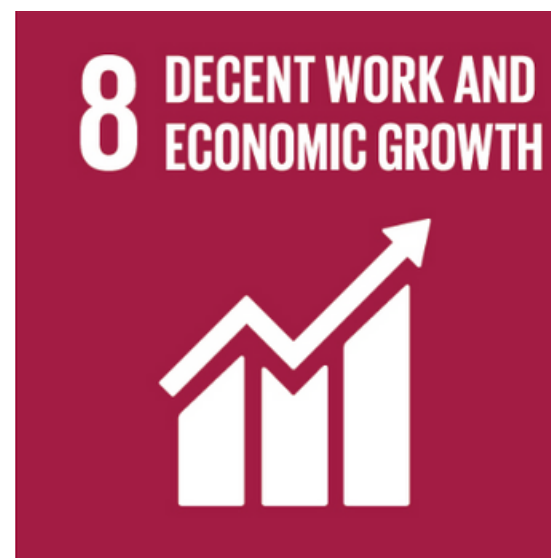
Our First Pioneer

Who she is: Ngabaghila Chatata (Ngaba) is a prominent Malawian agri-entrepreneur and our first partner for the Israel-Africa Pioneer program. When Ngaba realized that Malawi was importing nearly all of its high value crops, she recognized a sizable opportunity and envisaged Malawi as a country that could grow its own food. As a result, she and her husband founded Thanthwe Farms.

Profile of her Farm: Originally starting with just a quarter of an acre, Thanthwe Farm now has 20 acres, grows a mix of horticulture crops and is situated just outside of Lilongwe. Today the farm constructs greenhouses for farmers and agribusinesses, grows and brings horticulture products to market and incubates other agri-businesses.

Key Achievements: Ngaba operates a profitable farm and has provided training for over 3,000 Malawians to empower youth, smallholder farmers and other agri-entrepreneurs. Currently, Ngaba provides training for 150 smallholder farmer households and incubates 180 agri-entrepreneurs annually.

Global Impact: How the IAPP will contribute to achieving the





The World Bank notes that the overall GDP growth originating in agriculture has proven to be, on average, two to four times as effective in raising incomes of the poor as growth generated in non-agricultural sectors.

To support broad-based poverty reduction in Africa, the IAPP will focus on inclusive agriculture and increased food production, creating jobs and eliminating hunger in rural areas, giving people a chance to feed their families and live a decent life.



There is more than enough food produced today to feed every last one of us. Yet over eight hundred and twenty million people remain chronically undernourished.

In Africa hunger is on the rise in almost all subregions, with an overall prevalence nearing 20 percent.

The IAPP's focus on increasing smallholder farmer yields and decreasing their post-harvest losses will bring us closer to our goals of zero hunger.



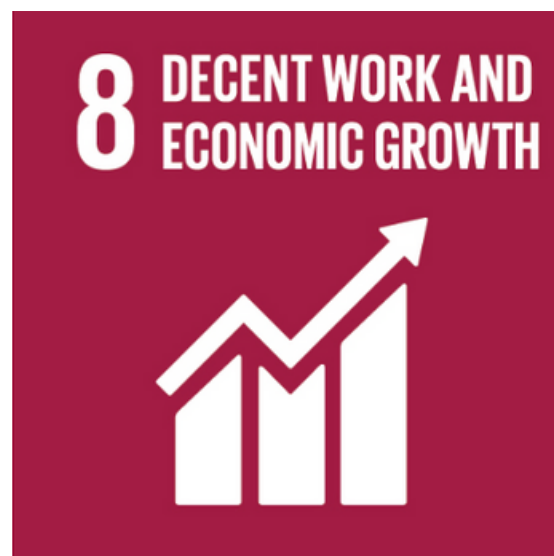
Women account for nearly half of the world's smallholder farmers and produce 70% of Africa's food. But female farmers produce 20–30% less than their male counterparts, mostly on account of differences in their access to and use of resources.

Through the IAPP's focus on capacity building and training, we are enhancing the use of enabling technology and expertise to promote the empowerment of women in agriculture throughout Africa.



How to increase food production using less water is one of the great challenges of our times. Crops and livestock already account for 70 percent of all water withdrawals.

The IAPP works with our pioneers to increase the efficiency and productivity of water use in their local agricultural community. We aim to help farmers produce more food while using less water and to build the resilience of farming communities to cope with floods and droughts.



Agriculture is the world's largest employer, especially in developing countries where it makes up a substantial share of the GDP. In rural areas throughout the continent, agriculture can be an engine of employment and pro-poor economic growth

The IAPP will help achieve higher levels of economic productivity through guided diversification, technological upgrading and innovation in rural agricultural communities.



Food production may become the greatest casualty of climate change.

The changing climate threatens to compromise food production, and the livelihoods of millions of rural farmers.

The IAPP offers research-based extension and capacity building with a focus on adapting smallholder production and making the livelihoods of rural populations more resilient the effects of climate change.



Improving the efficiency of farmland can help meet the demand for food and curtail the conversion of natural habitats and forests for additional cultivation.

Expert Israeli extension will help smallholder farmers to better combat desertification, restore degraded land and soil, (including land affected by desertification, drought and floods), and develop long-term sustainable farming practices.



The IAPP will promote the development, transfer, dissemination and diffusion of environmentally sound technologies to African countries through multi-stakeholder partnerships.

It will enhance Israeli support for implementing effective and targeted capacity-building throughout Africa and will support national plans to implement all the sustainable development goals.



Volcani International Partnerships (VIP) is the non-profit partner of the Volcani Center, the agricultural research arm of the Israeli government. VIP's mission is to support Israel's standing as a global leader of agricultural innovation and share its experience, expertise and innovations to improve lives around the world.

For more information

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More about us

