

## Annex 2. Project documentation research, capacity development and promotion

### 1 Working papers

#### 1.1 Completed working papers

Working Paper No. 1 – Commercialization of Ethiopian agriculture: extension service from input supplier to knowledge broker and facilitator - Berhanu Gebremedhin, Dirk Hoekstra, Azage Tegegne, 2006

Working Paper No. 2 – Marketing systems for fish from Lake Tana, Ethiopia: Opportunities for improved marketing and livelihoods - Ann Gordon, Sewmehon Demissie Tegegne and Melaku Tadesse, 2007

Working Paper No. 3 – Analysis of production costs, market opportunities and competitiveness of Desi and Kabuli chickpeas in Ethiopia - Bekele Shiferaw, Richard Jones, Said Silim, Hailemariam Teklewold and Eastonce Gwata, 2007

Working Paper No. 4 – Analysis of the Ethio-Sudan cross-border cattle trade: The case of Amhara Regional State - Elias Mulugeta, Berhanu Gebremedhin, Dirk Hoekstra and M. Jabbar, 2007

Working Paper No. 5 – Heading towards commercialization? The case of live animal marketing in Ethiopia - Berhanu Gebremedhin, Dirk Hoekstra and Samson Jemaneh, 2007

Working Paper No. 6 – Structure and functioning of chickpea markets in Ethiopia: Evidence based on analyses of value chains linking smallholders and markets - Bekele Shiferaw and Hailemariam Teklewold, 2007

Working Paper No. 7 – Evaluating marketing opportunities for Haricot beans in Ethiopia - Shaun Ferris and Elly Kaganzi, 2008

Working Paper No. 8 – Approaches, methods and processes for innovative apiculture development: Experiences from Ada's - Liben Woreda, Oromia Regional State, Ethiopia - Melaku Girma; Shifa Ballo; Azage Tegegne; Negatu Alemayehu; Lulseged Belayhun, 2008

Working Paper No. 9 – Dairy production, processing and marketing systems of Shashemene – Dilla area, South Ethiopia - Sintayehu Yigrem, Fekadu Beyene, Azage Tegegne, Berhanu Gebremedhin, 2008

Working Paper No. 10 - Adoption of Improved Box Hive in Atsbi Wemberta District of Eastern Zone, Tigray Region: Determinants and financial benefits - Workneh Abebe, Ranjitha Puskur and Ranjan S. Karippai, 2008

Working Paper no 11 - Market orientation of smallholders in selected grains in Ethiopia: Implications for enhancing commercial transformation of subsistence agriculture, Berhanu Gebremedhin and Dirk Hoekstra.

Working paper no 12 - The dynamics of the HIV/AIDS epidemic in value chain development in rural Ethiopia and responses through market-led agricultural initiatives, Clare Bishop Sambrook

Working paper 13 - Traditional Cow and Camel Milk Production and Marketing in Agropastoral and Crop-Livestock Mixed Systems: The Case of Mieso District, Oromia Region, Ethiopia, Azage et al.

Working paper 14 - Commercialization of Dairy and Forage Systems in Ethiopia: An Innovation Systems Perspective. Tesfaye Lemma Tefera, Puskur, R., Hoekstra, D. and Azage Tegegne.

## **1.2 Working papers under preparation**

An assessment of feed marketing in Ethiopia: seeking solutions to fill the feed gap. Berhanu Gebremedhin, Adane Hirpa and Kahsay Berhe

Production and marketing systems of sheep and goats in Alaba Special Woreda, SNNPR: Opportunities for improving flock productivity and marketing and livelihoods of the smallholder farmers - by Tsedeke Kocho, Girma Abebe, Azage Tegegne, Ayele Taye, Berhanu Gebremedhin

What is the Future of Transhumance Livestock Production System? The Case of North Gondar, Amhara Region, Ethiopia – by Tesfaye Mengistie, Azage Tegegne, Tesfaye Desalew and Worku Teka

Goat Production and Marketing Systems in Dale District Sidama Zone, Southern Ethiopia: Opportunities for Market-orientation by Endeshaw Assefa, Girma Abebe, Azage Tegegne, Yosef T/Georgis, , Berhanu Gebremedhin

Trypanosomiasis action research results in Fogera and Dale by Woudyalew Mulatu, Workneh Ayalew, Azage Tegegne, Ketema Yilma and Tilahun Jember

Challenges and Opportunities in Input Supply and Service Provision for Market-oriented Livestock Development in Ethiopia – by Azage Tegegne, Berhanu Gebremedhin and Dirk Hoekstra

Improving the competitiveness of agricultural input markets in Ethiopia: Experiences since 1991 by Berhanu Gebremedhin, Dirk Hoekstra and Azage Tegegne. Based on the initial IPMS participatory assessment and baseline data in the PLWs.

Rapid market assessment hides and skins marketing in Ethiopia” by Berhanu Gebremedhin, Samson Jemaneh based on studies conducted in IPMS PLWs

Rapid market assessment honey marketing in Ethiopia” by Berhanu Gebremedhin, Samson Jemaneh based on studies conducted in IPMS PLWs

Opportunities for Promoting Gender Equality in Rural Ethiopia through the Commercialization of Agriculture” Clare Bishop-Sambrook et al..

Dairy Marketing Chains Analysis: The Case of Shashemane-Yergalem Milk Shed, Southern Ethiopia –Woldemichael Somano, Bekabil Fufa, Dirk Hoekstra and Berhanu Gebremedhin

Integrating Innovation Systems Perspective in Value Chain Analysis, Anandajayasekeram Ponniah and Berhanu Gebremedhin

PLW working papers on innovations in progress

## **2 Training Materials and guidelines**

### **2.1 Completed**

1. Toolkit for conducting HIV Risk and AIDS Vulnerability Assessment at the Woreda Level by Clare Bishop - Sambrook (also available in Amharic)
2. Toolkit for gender analysis of crop and livestock Production, Technologies and service provision by Clare Bishop- Sambrook and Ranjitha Puskur (also available in Amharic)
3. Concepts and practices in agricultural extension in developing countries – A source book – Anandajayasekeram Ponniah, Ranjitha Puskur, Sindu Workneh and Dirk Hoekstra
4. Training Material on Agricultural Water Management with 6 modules by Seleshi Bekele Awulachew (IWMI), Philippe Lemperiere (IWMI), Taffa Tulu (Haramaya University)

Module 1 Watershed Hydrology for Improved Agricultural Water Management

Module 2 Water Harvesting and Development for Improving Productivity

Module 3 Soil- Plant- Water Relationships

Module 4 Pumps for Small-Scale Irrigation

Module 5 A Irrigation Methods

## Module 5 B Drip Irrigation: Options for Smallholders

- 5 Beekeeping Training Manual (in Amharic) , Tilahun Gebey (IPMS/ILRI) Kerealem Ejigu (ARARI)

### **2.2 Under preparation**

Introduction to marketing oriented participatory extension by Ranjitha Puskur, Anandajayasekeram Ponniah and, Elly Kaganzi

Manual marketing extension by Berhanu Gebremedhin, Samson Jemaneh, Dirk Hoekstra

Manual result based monitoring and evaluation by Berhanu Gebremedhin, Abraham Getachew and Rebeka Amha

Practical Skill Development in mainstreaming Gender and HIV/ AIDS in market oriented agricultural development (in English, Amharic) by Clare Bishop-Sambrook et al.

Application of Innovation Systems Perspectives in AR4D by Ranjitha Puskur, P. Ananda jayasekeram, Tesfaye Lemma and Elias Zerfu

Basic Concepts and Methods of Rapid Market Appraisal and Linking Farmers With Markets' by Berhanu Gebremedhin, Moti Jaleta, Dirk Hoekstra

## **3 Posters, leaflets and videos**

### **3.1 Completed**

- IPMS brochure
- IPMS general poster
- IPMS live animal fattening poster
- Metama fattening video (English version)
- HIV/AIDS idea sheets (English, Amharic version)
- Gender ideas sheets (English, Amharic version)
- HIV/AIDS posters in Amharic, Oromiffa and Tigrigna

### **3.2 Under preparation**

- Metama fattening video (Amharic version)
- HIV/AIDS awareness poster (Oromifa, Tigray language)
- HIV/AIDS idea sheets (Oromifa, Tigray language)
- Gender ideas sheets (Oromifa, Tigray language)
- HIV/AIDS poster on coffee commodity in Oromifa and Amharic

## **4 Conference contributions/articles completed/published**

The Rural HIV/AIDS Epidemic in Ethiopia and Its Implications for Market-Led Agricultural Development - Clare Bishop-Sambrook, Nigatu Alemayehu, Yirgalem Assegid, Gebremedhin Woldewahid, and Berhanu Gebremedhin. In Gillespie, Stuart, ed. 2006. AIDS, poverty, and hunger: Challenges and responses. Highlights of the International Conference on HIV/AIDS and Food and Nutrition Security, Durban, South Africa, April 14–16, 2005. Washington, D.C.: International Food Policy Research Institute.

Improving the Competitiveness of Agricultural Input Markets in Ethiopia: Experiences since 1991, Berhanu Gebremedhin, Dirk Hoekstra and Azage Tegegne, Paper presented at the 26th Triennial Conference of the International Association of Agricultural Economics (IAAE), August 2006, Gold Coast, Brisbane, Australia.

Rural-Urban Linkages in Market Oriented dairy development in Ethiopia: Lessons from the Ada'a District. Azage Tegegne, Berhanu Gebremedhin, Dirk Hoekstra and Nigatu Alemayehu, In Gete Zeleke, P. Truman and Aster Deneke (eds), Fostering New Development Pathways: Harnessing Rural-Urban Linkages (RUL) to Reduce Poverty and Improve Environment in the Highlands of Ethiopia, Proceedings of a Planning Workshop on Thematic research area of the Global mountain Program (GMP) held in Addis Ababa, Ethiopia, August 29-30, 2006.

Input Supply System and Services for Market Oriented Livestock Production in Ethiopia, Azage Tegegne, Berhanu Gebremedhin and Dirk Hoekstra, In Proceedings of the 14th Annual Conference of the Ethiopian Society of Animal Production (ESAP), held in Addis Ababa, Ethiopia, September 5-7, 2006.

Agricultural Knowledge Management in Ethiopia - Challenges and Opportunities, Ermias Sehai. In Proceedings of the 14th Annual Conference of the Ethiopian Society of Animal Production (ESAP), held in Addis Ababa, Ethiopia, September 5-7, 2006.

Partnerships for enhancing market led Innovation Processes by Puskur, R., P. Anandajayasekeram, K. Berhe and D. Hoekstra. A contributed paper presented at the Innovation Africa symposium, Kampala, Uganda, November 20-23, 2006.

Marketing and Market Orientation of Smallholders in Selected livestock and livestock Products in Ethiopia, Berhanu Gebremedhin, Mohammad Jabbar and Dirk Hoekstra, Paper presented at the 4th International Conference on Ethiopia and Northeast Africa, August, 2007, Western Michigan University, Kalamazoo, Michigan, USA

Market Orientation of Smallholders in Staple Food Crops in Ethiopia: The Case of Teff, Wheat and Rice. Berhanu Gebremedhin, Dirk Hoekstra, Paper presented at the 4th International Conference on Ethiopia and Northeast Africa, August 2007, Western Michigan University, Kalamazoo, Michigan, USA

Cereal Marketing and Household Market Participation in Ethiopia: The Case of Teff, Wheat and Rice. Berhanu Gebremedhin and Dirk Hoekstra, Paper presented at the African Association of Agricultural Economists (AAAE) Inaugural Symposium August, 2007, La Palm Beach Hotel, Accra, Ghana

Urban and peri-urban farming systems and utilization of natural resources in the North Ethiopian highlands - Yitaye Alemayehu Ayenew, Maria Wurziger, Azage Tegegne and Werner Zollitsch. 2007. Tropentag 2007. Conference on International Agricultural Research for Development. University of Kassel-Witzenhausen and University of Gottingen, October 9-11, 2007. Germany

Environment-Livestock Interaction and Technology Options for Adaptation in Ethiopia - Nigatu Alemayehu, Markos Tibbo, Mary, M. Masafu, Azage Tegegne and Abule Ebro. 2007. Annual Conference and Workshop on “Science, Technology and Climate Change Adaptation in Africa”, Organized by the African Technology Policy Studies Network (ATPS), Nov 19-23, 2007 Johannesburg, South Africa.

Exploring Innovation capacity in the Ethiopian Dairy systems- Tesfaye Lemma, Ranjitha Puskur, Azage Tegegne and Dirk Hoekstra. A paper presented at the International Conference on Knowledge and Innovation for Advancing Agriculture in Developing countries, IFPRI, Addis Ababa, 7-9 April 2008.

Feed Marketing in Ethiopia: Results of Rapid Market Appraisal. Berhanu Gebremedhin, Adane Hirpa and Kahsay Berhe, Paper presented at feed Marketing Workshop, held in Nairobi, April, 2008.

Processes, Determinants and Impacts of Smallholder Commercialization: Evidences from the Literature -. Moti Jaleta, Berhanu Gebremedhin and Dirk Hoekstra. The draft version of this paper was presented at ILRI Scientific seminar series on June 05, 2008 and also at the 6th International Conference on the Ethiopian Economy, organized by the Ethiopian Economic Association on July 04, 2008

Moving Ethiopian Smallholder Dairy Along a Sustainable Commercialization Path: Missing Links in the Innovation Systems - Tesfaye Lemma Tefera, Tegegne Azage, Puskur, R., and Hoekstra, D. An invited paper presented at a workshop ‘Smallholder Dairy Production in Ethiopia: Challenges and Future Prospects. Jointly Organized by Sida/SAREC and Faculty of Veterinary Medicine, Addis Ababa University, August 16-17, 2008, Adama,

The impact of AIDS on rural livelihoods in Ethiopia: implications for agricultural strategies – Clare Bishop Sambrook et al. Paper presented at the 12<sup>th</sup> Africa Forum: Making Agri-business work for rural livelihoods – In support of CAADP implementation at country level from Sept 29 – October 3, 2008 in Addis Abeba.

Innovation in banana value chain development in Metema district, North-western Ethiopia: IPMS experiences - Kahsay Berhe, Ranjitha Puskur, Worku Teka, Dirk

Hoekstra and Azage Tegegne. Paper presented at the International Workshop on "Banana and Plantain in Africa: Harnessing International Partnerships to Increase Research Impact", October 5-9, 2008, Mombassa, Kenya

Public-Private partnerships for sustainable commercialization of Ethiopian smallholder dairy development – Tesfaye Lemma, Ranjitha Puskur, Azage Tegegne and Dirk Hoekstra. Paper to be presented at the ESAP 16<sup>th</sup> Annual Conference on “Commercialization of Livestock Agriculture in Ethiopia: Challenges and Opportunities. Oct 8-10 2008, Addis Ababa.

Towards pluralistic livestock service delivery system for commercialization of smallholder livestock agriculture in Ethiopia: Evidence from smallholder dairying in Debre Zeit milkshed. Anteneh Girma, Ranjitha Puskur and Tesfaye Lemma. Paper to be presented at the ESAP 16<sup>th</sup> Annual Conference on “Commercialization of Livestock Agriculture in Ethiopia: Challenges and Opportunities. Oct 8-10 2008, Addis Ababa.

Feed Marketing in Ethiopia: Results of Rapid Market Appraisal. Berhanu Gebremedhin, Adane Hirpa and Kahsay Berhe, Paper presented at Feed Marketing Workshop, held in Nairobi, April, 2008. Also presented at the Ethiopian society of Animal Production (ESAP), 16<sup>th</sup> annual conference, held during October 8-10, 2008 in Addis Ababa.

Does the Future Hold for Transhumance Cattle Production System in North Western Ethiopia? - Azage Tegegne, Tesfaye Mengistie, Tesfaye Desalew and Eshete Dejen. 2008. In: “Competition for Resources in a Changing World: New Drive for Rural Development” Tropentag, October 7-9, 2008, Hohenheim.

Challenges and opportunities for Market-Oriented Apiculture Development: The Case of Ada’A-Liben District, Ethiopia - Melaku Girma, Azage Tegegne, Shifa Ballo and Negatu Alemayehu. 2008. In: Competition for Resources in a Changing World: New Drive for Rural Development” Tropentag, October 7-9, 2008, Hohenheim.

Cow and Camel Milk Production and Marketing in Agro-pastoral and Mixed Crop-Livestock Systems in Ethiopia.- Kedija Hussien, Azage Tegegne, Mohammed Yousuf and Berhanu Gebremedhin. 2008. In: Competition for Resources in a Changing World: New Drive for Rural Development” Tropentag, October 7-9, 2008, Hohenheim.

## **5 Articles submitted/accepted by scientific journals**

From Farming Systems to Agricultural Innovation Systems: Implications for Agricultural Research and Development. - Anandajayasekeram, P., R. Puskur, and S. Workneh. FSRE- East & Southern Africa.

Recognizing farmers’ knowledge in development initiatives: indigenous bee-keeping in Alaba Special woreda, Southern Ethiopia - A. Shiferaw; B. Dindamo; K. Berhe; A. Tegegne; D. Hoekstra. 2008. Eldis. <http://www.eldis.org/go/topics/resource-guides/agriculture&id=38734&type=Document>

Market participation of Smallholder Farmers in Butter and Small Ruminants in Ethiopia – submitted to the *African Journal of Agricultural and Resource Economics*

Market Orientation of Smallholders In staple Food Crops: The Case of Teff and Wheat in Ethiopia – Submitted to *Food Policy*

Processes, Determinants and Impacts of Smallholder Commercialization: Evidences from the Literature by Moti Jaleta, Berhanu Gebremedhin and Dirk Hoekstra – submitted to ILRI discussion paper series.