OSSOM Launch and Planning Meeting for the West Kenya Long Rains 2017

Welissa Mulei, Josephine Ongoma and Paul L. Woomer

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N2Africa

Putting nitrogen fixation to work for smallholder farmers in Africa
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1 Summary

The planning meeting for the newly formed One Stop Shop Operation Mechanism (OSSOM) was conducted from 2 to 3 March, 2017 at the Maseno Equator Hotel in west Kenya. There were 28 participants in attendance; 19 males and 9 females. The participants represented 15 OSSOM members, assorted input suppliers such as SeedCo, MEA Fertilizers Ltd., Western Seed Growers Association, Bayer E.A, the Ahero Irrigation Station, agro-processors and the N2Africa Project. This planning meeting signifies a shift from grassroots operations led by WeRATE to agribusiness promotion and "last mile" input delivery as every OSSOM member operates a business enterprise relating to BNF technology. Agribusiness includes input supply, commodity marketing and value-added processing, with emphasis upon the most successful 15 WeRATE members and their One Stop Shops (OSS), the most successful market collection points and robust commercial-scale legume processing operations. To do this, we launched a new thrust, the One Stop Shop Operation Mechanism (OSSOM). Local coordination activities shifted from WeRATE, that was seen as underperforming in 2017, to Annapolis Wonder Enterprises (AWE). MIRCEN continues to perform its important role in inoculant and strain testing. Field campaigns this season include those of N2Africa Phase II through the OSSOM approach i.e. product display demo and customer open house. A total of 15 BNF product demonstrations will be installed this season by OSSOM partners. Field protocols were simplified and left to individual members preferences, and inputs for these technology tests distributed.
AWE coordinator & CEO warmly welcomed the participants upon registration and roundtable introduction. She then yielded the floor to Dr. Woomer who highlighted the objective of the meeting and strategy going forward. The main objective was to collectively plan for long rains 2017 activities after expounding on the new directive under OSSOM. He applauded the selected members of OSSOM and their commitment. He also acknowledged the tremendous work and innovations in promotion of the proven BNF tested and shared the challenging work plan and time frame for N2Africa activities in 2017, the project's last year. *(Presentation available)*
2 Agribusiness network approach:

The N2Africa Kenya country coordinator Dr. Paul Woomer shared the budget (Appendix 1.), presented on key OSSOM targets as outlined (Presentation available).

He emphasized that SeedCo has still not registered SC Squire in favour of SC Saga and as a result OSSOM members ought to stay out of the grey area with KEPHIS authorities by not openly selling SC Squire at their shops. However, farmers are adamant about continuing to grow and sell SC squire owing to its better performance, particularly tolerance of Asian Rust disease. That TAAT may support OSSOM through its planned soyabean value chain but as an agribusiness network we ought to become self-sufficient over time. Other important points follow.

- OSSOM will only work with the trading arms of the grassroots organizations or the agribusinesses themselves (Appendix 2)
- OSSOM will concentrate on product display demos over the customary BNF technology test demos, and customer open days above field days
- Product display demonstrations will be linked to inputs displayed at OSS’s
- OSSOM members are expected to READ and make use of reports and manuals published and bring copies to these materials and their findings to future meetings
- Private sector representatives MUST visually display their company products and prices, avail information on accessibility, make presentations, and stay through entire meeting (rather than leave immediately after their presentation, and be prepared to answer relevant questions at OSSOM events
- Since KEPHIS licensed MICREN of UoN, plans should be made to influence it to accept inoculants use on National Performance Trials
- Every new BNF technology requires fair treatment, it follows that Bayer E.A would be incorporated in product display demos if and when they supply their products
- Requirements for OSS product display demos would be: Near OSS, N deficient soil (if this is not the case they should tie up Nitrogen using saw dust etc.), Don’t put demo on the side of dusty roads.
- It was suggested that OSSOM collaborate with MEA Ltd. At the Kakamega ASK Show to exhibit BNF technologies on a small-scale and this constitutes an important media event
- M&E officer would verify OSS reports through orders from MEA Ltd., OSS records etc.
- PL Woomer would develop an Agribusiness training manual
- OSSOM targets 2500 households per season hence OSS must provide customer incentives, promote their businesses and keep proper records
Table 1. M&E Tools

<table>
<thead>
<tr>
<th>Themes under evaluation</th>
<th>Comments on data collection</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Field days, now Customer Product Demonstration</td>
<td>1 per product demo per season</td>
</tr>
<tr>
<td>2 Media events</td>
<td>2 per season</td>
</tr>
<tr>
<td>3 Participation in events (list of participants)</td>
<td>For each events’ day</td>
</tr>
<tr>
<td>4 Training events</td>
<td>To be confirmed</td>
</tr>
<tr>
<td>5 Technology &amp; project evaluation</td>
<td>Not relevant to OSSOM</td>
</tr>
<tr>
<td>6 Input distribution &amp; feedback for adaptation trials</td>
<td>1 at end of input distribution season</td>
</tr>
<tr>
<td>7 Partnership performance, Tier 1 countries</td>
<td>1 per season</td>
</tr>
</tbody>
</table>

• Reprint Better Framing handbook

Results N2 Africa: Results for short Rains 2016/17 are being compiled and will be shared upon analysis. However field observations by farmers indicate similar trends as LR 2016.

The Technology Test, Package and Assembly. A total of 15 technology test packages were distributed and field protocols developed by OSSOM members in a matter of preference and reviewed by PL Woomer. Allocation of these technologies and inputs among OSSOM members follows: fifty 10 g BIOFIX, five hundred 50 g BIOFIX, fifty 2 kg Sympal, two hundred fifty ten kg Sympal, 2500 ten kg seed bags, 5000 fifty kg grain sacks divided evenly among OSSOM members. Members will test market these products and report back to Josephine. Some inoculant packets were retained for quality control testing by MIRCEN.

M&E Compliance: Ms. Welissa Mulei is the new officer in charge of M&E at OSSOM. She laid out a plan for M&E obligations in 2017 and trained OSSOM members on each M&E tool in a lengthy participatory session on Day 2 of the program (M&E report on training event & attendance list available). Number of participants at this training event was 21; 13 males and 8 females. With great concern, it was noted that the M&E tools provided by the N2Africa Specialist had to be adjusted and improved from grassroots community-based technology promotion to agribusiness promotion. Some M&E tools have no relevance to OSSOM because they are entirely focussed at the farm level. This is to be discussed between the Country Coordinator and the N2Africa M&E Specialist.

Data Management: Besides the above, she gave a summary of data submission for the previous season (N2 Africa- SR 16/17) as follows: Report 1 (demo registration) 61% forms returned; Report 2 (nodulation) 54%, and Report 3 (Yield) 50%. It was noted that, due to the discontinued association with WeRATE and half of its members, the overdue and outstanding data report forms would no longer be
expected to be availed, but the forms submitted will be analysed and findings distributed to cooperators and N2Africa officers as in the past.

Dr. Ongoma leads a discussion on how best to display and demonstrate BNF products at the One Stop Shops

Dr. Ongoma and Ms. Echessah (MEA) discuss the newly established OSSOM warehouse

Dr. Ongoma leads a discussion on how best to display and demonstrate BNF products at the One Stop Shops
Table 2. Evaluation methods and tools

<table>
<thead>
<tr>
<th>Methods</th>
<th>When</th>
</tr>
</thead>
<tbody>
<tr>
<td>Questionnaires &amp; surveys</td>
<td>During the specific event for theme being evaluated</td>
</tr>
<tr>
<td>Interviews</td>
<td>- During the launch</td>
</tr>
<tr>
<td></td>
<td>- Phone &amp; email correspondence</td>
</tr>
<tr>
<td></td>
<td>- OSS site visits</td>
</tr>
<tr>
<td></td>
<td>- Customer open house</td>
</tr>
<tr>
<td>Observations</td>
<td>- 1st @ OSS &amp; product display site visits after installation</td>
</tr>
<tr>
<td></td>
<td>- 2nd @ customer open house</td>
</tr>
<tr>
<td>Document review</td>
<td>- 1st @ OSS &amp; product display site visits after installation</td>
</tr>
<tr>
<td></td>
<td>- OSS records sharing</td>
</tr>
<tr>
<td>Focus Groups</td>
<td>- Feedback mechanism after events (media/customer open days/ training etc) - When M&amp;E tool requires you divide the group into 4 (M/F/Y/Mixed)</td>
</tr>
<tr>
<td>Case study</td>
<td>SR 2017/18 (for interested OSSOM members)</td>
</tr>
<tr>
<td>Key informants’ interviews</td>
<td>SR 2017/18 (input to case study)</td>
</tr>
</tbody>
</table>

- Objective Verifiable Indicators to be inferred from OSSOM Targets worksheet

Product display demonstrations: Every OSS will conduct one product display demo per season or more if self-sponsored.

Customer Open House: Every OSS will conduct one customer open house or more if self-sponsored. These customer open houses replace the farmer field days. The N2 Africa Country coordinator, M&E Officer & data manager, and OSSOM Local coordinator are expected to be in attendance during several of these.
3 Key issues and outcomes

1) OSSOM activities and funding:

- OSSOM will conduct business meetings among its members (Appendix 3)
- OSSOM will facilitate 15 N2 Africa customer open days at Ksh 189,000/- during the long rains 2017.
- Fifteen (15) product display demos will be funded by OSSOM to members for up to Ksh 66,000/-.
- 2 BNF technology test/product display demos site visits will be conducted during the LR 2017 by local coordinator (JO) and M&E Officer & data manager (WM); the first site visit will be after installation of the demo plots while the second will be during the customer-open days.
- OSSOM members that do submit data timely will not buy in to subsequent technology tests in SR17/18. Therefore members were urged to timely and accurately report on data.
- Ksh 94,000/- provided for OSS Start ups following solid business plans.
- Humidtropics programme ended in 2016, moreover N2 Africa project ends in 2017, however, there are hopes of the TAAT project in the pipeline.

2) Training:

A 3-step approach will be applied in the BNF technology training; training objectives follow below:

- To guide the OSSSOM partners in designing a BNF product display demo (PL Woomer); accomplished
- To reinforce the partners’ ability to appropriately fill the associated data sheets and M&E tools (Welissa); accomplished & to be reinforced during customer open days
- To reinforce the partners’ ability to effectively link the BNF technology tests and associated customer open days with OSS Agribusiness enterprises; work in progress, precisely during site visits
- To reinforce ability to be an effective BNF technology TOT. (Josephine); work in progress, precisely during site visits

3) Agribusiness support (AWE):

- Receive and store Sympal fertilizer, Biofix and Poly sacks from MEA Ltd.
- Distribute the same to respective One Stop Shops Link OSS with certified Soyabean seed suppliers and mediate Purchase transactions between the OSS and the Certified Soyabean seed suppliers. Specifically: Western Kenya Soyabean Growers/KALRO KAKAMEGA SEED UNIT and SeedCo Ltd.
- Liaise with Dr. Paul Woomer to link the OSS with the suppliers of the other Agri inputs commensurate with the technology tests of the season e.g. herbicides, etc. as he (Dr. Woomer) will deem best.
• Funds for the purchase of Certified Soyabean seed and accessory inputs will be drawn from those allocated to One Stop Shops handled by The Country Coordinator.

❖ **BNF Marketing Strategy**
• Visit the 15 OSS once to establish progress being made in the implementation of the strategy
• Address any matters arising with regard to the implementation of the marketing strategy by the OSS managers

❖ **Aggregation of Soyabean**
- The 2-tier-approach will be applied;
  - Each OSSOM PARTNER will serve as a collection center for collation of the Soyabean produced by the OSS clients. OSS expected to purchase grain from the farmers and hold it temporarily at their stores awaiting purchase by AWE or other buyers.
  - AWE may either: buy the Soyabean grain from various OSS and aggregate it at its aggregation point and sell it to end users/traders/processors; or; Link the OSS with end users/traders/processors.

❖ **Soyabean Product Development and Packaging**
  - Renew the KEBS permit for KINAKO and Dark Roast Soya Beverage.
  - Guide the OSSOM partners in identifying new Soyabean products to be branded.
  - Liaise with KIRD, KEBS and Package Manufacturers/Sellers for processing, certification and packages of the new products respectively.
  - Ensure availability of Branded and Certified Soy Products to the OSS.

❖ **Opportunities**
- OSSOM realized 3 new major partners namely; Ahero Irrigation Research Station (to have NPT trial, get involved in SB value chain), Western Seed Growers Association (have capacity to bulk under KALRO), and Bayer E.A. (OSSOM to help assess their products).
- OSSOM to leverage risk reduction with MEA Ltd via credit guarantee scheme
More experienced OSSOM members to act as mentors which would salvage funds for OSS refrigerators from the training budgetary allocation
4 Conclusion

The Long Rains 2017 OSSOM planning meeting (Appendix 4) was successful and had active attendees (Appendix 2). This not only confirms the commitment by OSSOM members but also the interest and impact of the tested BNF technologies. Three new partners were also present during launch/planning meeting; two Ahero irrigation research station, another Bayer E.A, and Western Seed Growers Association. Importantly, our long standing partnership with Seedco was also represented and ironed out issues based upon intellectual property rights, issues with community based squire production and sales, and presence on the ground. OSSOM members designed their field protocols, preliminary agreements with Ahero irrigation research station were made to plant 1 ha of soyabean following irrigated rice. OSSOM would help Bayer E.A assess its products, M&E tools would be adapted to agribusiness and changes shared with members, and finally we would operate a transparent and profitable mechanism.
## Appendix 1. 2017 Budget

*N2Africa Kenya Country Budget 2017 (by PL Woomer, 3 January 2017)*

<table>
<thead>
<tr>
<th>Activity</th>
<th>Action</th>
<th>Calculation</th>
<th>Comments</th>
<th>AWE</th>
<th>AWE LR</th>
<th>IITA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coordination</td>
<td>Local travel</td>
<td>3600 km at $0.48 ea</td>
<td>Woomer travel to west Kenya (WKAS)</td>
<td>0</td>
<td>0</td>
<td>172,800</td>
</tr>
<tr>
<td>Coordination</td>
<td>Local per diem</td>
<td>20 days at $30 ea</td>
<td>Woomer accommodation in WKAS</td>
<td>0</td>
<td>0</td>
<td>60,000</td>
</tr>
<tr>
<td>Coordination</td>
<td>M&amp;E support</td>
<td>100 days at $60 ea</td>
<td>Compliance with project M&amp;E</td>
<td>600,000</td>
<td>300,000</td>
<td>0</td>
</tr>
<tr>
<td>Coordination</td>
<td>Data support</td>
<td>200 days at $60 ea</td>
<td>Data entry from field trials, other</td>
<td>1,200,000</td>
<td>600,000</td>
<td>0</td>
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<tr>
<td>Coordination</td>
<td>Marketing support</td>
<td>200 days at $60 ea</td>
<td>KHG marketing &amp; processing leader</td>
<td>1,200,000</td>
<td>600,000</td>
<td>0</td>
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<tr>
<td>Coordination</td>
<td>Administrative support</td>
<td>48 days at $40 ea</td>
<td>part-time OSSOM accountant</td>
<td>192,000</td>
<td>96,000</td>
<td>0</td>
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<td>Coordination</td>
<td>Office supplies</td>
<td>misc supplies</td>
<td>Miscellaneous office supplies</td>
<td>0</td>
<td>0</td>
<td>30,800</td>
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<tr>
<td>Coordination</td>
<td>Communication</td>
<td>12 mo at $100 ea</td>
<td>Mostly internet subscription</td>
<td>0</td>
<td>0</td>
<td>120,000</td>
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<tr>
<td>Awareness</td>
<td>LR Planning meeting</td>
<td>18 persons at $110 ea</td>
<td>Conduct a planning meeting early-2014</td>
<td>198,000</td>
<td>198,000</td>
<td>0</td>
</tr>
<tr>
<td>Awareness</td>
<td>Stakeholder platform</td>
<td>50 persons at $40 ea</td>
<td>Conduct stakeholder platform mid-2014</td>
<td>0</td>
<td>0</td>
<td>200,000</td>
</tr>
<tr>
<td>Awareness</td>
<td>SR Planning meeting</td>
<td>18 persons at $110 ea</td>
<td>Conduct a planning meeting mid-2014</td>
<td>198,000</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Awareness</td>
<td>Product design &amp; packaging</td>
<td>3 products at $2000 ea</td>
<td>Assist in factory product development</td>
<td>600,000</td>
<td>300,000</td>
<td>0</td>
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<tr>
<td>Dissemination</td>
<td>One-stop shops</td>
<td>10 shops at $1500 each</td>
<td>As described in Tier 1 Master Plan</td>
<td>0</td>
<td>0</td>
<td>1,500,000</td>
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<tr>
<td>Dissemination</td>
<td>OSSOM members</td>
<td>14 members at $950 ea</td>
<td>Part-time support for OSSOM operators</td>
<td>1,330,000</td>
<td>665,000</td>
<td>0</td>
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<tr>
<td>Dissemination</td>
<td>Branded seed sacks</td>
<td>5000 sacks at $0.36</td>
<td>N2A branded 10 kg seed bags</td>
<td>0</td>
<td>0</td>
<td>180,000</td>
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<tr>
<td>Dissemination</td>
<td>Branded grain sacks</td>
<td>10000 sacks at $0.45</td>
<td>N2A branded 50 kg grain bags</td>
<td>0</td>
<td>0</td>
<td>450,000</td>
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<tr>
<td>Training</td>
<td>Farm liaison</td>
<td>28 events at $94 ea</td>
<td>Conduct training on BNF technologies</td>
<td>263,200</td>
<td>131,600</td>
<td>0</td>
</tr>
<tr>
<td>Training</td>
<td>Marketing &amp; Processing</td>
<td>14 shops at $400 ea</td>
<td>Reinforce marketing channels</td>
<td>560,000</td>
<td>280,000</td>
<td>0</td>
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<tr>
<td>Training</td>
<td>Extension materials</td>
<td>2000 booklets at $0.75 ea</td>
<td>Draft and print Marketing booklet</td>
<td>0</td>
<td>0</td>
<td>150,000</td>
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<tr>
<td>Demonstration</td>
<td>LR inputs</td>
<td>14 at $34 ea</td>
<td>inputs from MEA</td>
<td>0</td>
<td>0</td>
<td>47,600</td>
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<tr>
<td>Demonstration</td>
<td>SR inputs</td>
<td>14 at $34 ea</td>
<td>inputs from MEA</td>
<td>0</td>
<td>0</td>
<td>47,600</td>
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<tr>
<td>Demonstration</td>
<td>LR demos</td>
<td>14 at $50 ea</td>
<td>Conduct technology demonstrations</td>
<td>70,000</td>
<td>70,000</td>
<td>0</td>
</tr>
<tr>
<td>Demonstration</td>
<td>SR demos</td>
<td>14 at $50 ea</td>
<td>Conduct technology demonstrations</td>
<td>70,000</td>
<td>70,000</td>
<td>0</td>
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<tr>
<td>Demonstration</td>
<td>LR field days</td>
<td>14 at $200 ea</td>
<td>Conduct farmer field days</td>
<td>280,000</td>
<td>280,000</td>
<td>0</td>
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<tr>
<td>Demonstration</td>
<td>SR field days</td>
<td>14 at $180 ea</td>
<td>Conduct farmer field days</td>
<td>280,000</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Total in KES: 7,041,200 3,520,600 2,958,800

*Note: There are 15 OSSOM members not 14*
## Appendix 2. List of participants for Long Rains 2017
### OSSOM Launch/Planning meeting

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Agribusiness name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stephen</td>
<td>Kasamani</td>
<td>Farmer's Key Enterprise</td>
<td>0713 526793</td>
<td><a href="mailto:stevekasamani@gmail.com">stevekasamani@gmail.com</a></td>
</tr>
<tr>
<td>Justin</td>
<td>Omulando</td>
<td>Annapolis Wonder Enterprises</td>
<td>0725 552079</td>
<td><a href="mailto:omulandomjustin@gmail.com">omulandomjustin@gmail.com</a></td>
</tr>
<tr>
<td>John</td>
<td>Kwoba</td>
<td>Trendy Forbes Ltd</td>
<td>0721 619006</td>
<td><a href="mailto:Owdf20107@hotmail.com">Owdf20107@hotmail.com</a></td>
</tr>
<tr>
<td>Paul</td>
<td>Wabomba</td>
<td>Green Vision Enterprise</td>
<td>0736 984250</td>
<td><a href="mailto:Paul.wabomba@yahoo.com">Paul.wabomba@yahoo.com</a></td>
</tr>
<tr>
<td>David</td>
<td>Nyangaria</td>
<td>KUFGRO Agro Enterprise</td>
<td>0721 320496</td>
<td><a href="mailto:wnyangaria@gmail.com">wnyangaria@gmail.com</a></td>
</tr>
<tr>
<td>John</td>
<td>Onyango</td>
<td>KIPEO Agrovet</td>
<td>0724 664310</td>
<td><a href="mailto:jonyango2015@gmail.com">jonyango2015@gmail.com</a></td>
</tr>
<tr>
<td>Dick</td>
<td>Morgan</td>
<td>MFAGRO Agro-dealer shop</td>
<td>0724 518753</td>
<td><a href="mailto:mfgrofarmers@gmail.com">mfgrofarmers@gmail.com</a></td>
</tr>
<tr>
<td>Miriam</td>
<td>Liabeda</td>
<td>Komame Agrodealer</td>
<td>0716 868321</td>
<td><a href="mailto:kisumuab@yahoo.com">kisumuab@yahoo.com</a></td>
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<tr>
<td>George</td>
<td>Otanga</td>
<td>Karibu Agrodealer</td>
<td>0727 107213</td>
<td><a href="mailto:otangag@yahoo.uk">otangag@yahoo.uk</a></td>
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<tr>
<td>Ken</td>
<td>Oure</td>
<td>Kenshop</td>
<td>0723 223708</td>
<td><a href="mailto:Ken.oure@gmail.com">Ken.oure@gmail.com</a></td>
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<tr>
<td>Paul</td>
<td>Kisimba</td>
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<td>0727 701471</td>
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<td>Shem</td>
<td>Karani</td>
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Appendix 3. Business Meeting

MEMBERS PRESENT: 15 OSSOM and AWE coordinator

AGENDA FOR THE MEETING

MIN.1/02/03/2017: PRELIMINARIES

The meeting started at 8.05 pm with a word of prayer from Mr. Fredrick Sichangi which was followed by introductory remarks from Dr. Josephine Ongoma who welcomed members in the planning meeting and urged them to be free and open in the discussion. She was also able to clarify some issues raised in the agenda for the meeting especially ownership of KIRDI. She informed members that KIRDI is owned by the Ministry of Industrialization. She also clarified to members that all the funds that have been realized for partners through her business enterprise have guidelines to be followed and members should be able to be truthful during the operations to ensure smooth implementation of the programme.

MIN.2/02/03/2017: BUSINESS MANAGERS RELATIONSHIP WITH EACH OTHER FOR ACHIEVEMENT OF SET GOALS

For smooth running of activities in OSSOM members shared and agreed that there should be clear structures, policies, terms of engagement to avoid a repeat of the past mistakes/failures. Dr. Josephine Ongoma explained to members that AWE was selected by IITA to handle members funds because of honesty, integrity, stewardship, and result-orientation in its activities. She informed members that AWE is a business enterprise and does not need OSSOM business managers to register as members.

MIN.3/02/03/2017: TYPE OF BUSINESS FOR MEMBERS

During the deliberations members were able to agree that all business managers were to implement BNF inputs business while processing was optional based on managers capability and demand. Members/business managers were able to agree that processing of soy products was to be done under one brand name and be distributed to other partners/managers on demand. The main products OSSOM is dealing with are basically kinako soya flour and soya beverage which has the Kebs certified mark.

While operating business, business managers agreed that there should be a separation between chemical, seeds and food stuff in one stop shops to avoid contamination. Segregation of products was also suggested to the managers based on the period of the year and the season. (Nigerian Youth Model)

MIN. 4/02/03/2017: SERVICES OFFERED BY STAKEHOLDERS

OSSOM members were able to share and the following were the suggestions on the services to be offered by members to each other to ensure growth of their businesses:
➢ Support each other based on each manager’s strength to help businesses grow.
➢ AWE to give business back-stopping services to other BNF business managers as an already moving model business.
➢ Development of another women led business to have other products with kebs certified mark to be taken to the market jointly by OSSOM managers. During the deliberations, OSSOM business managers were able the select Julian Simiyu from UNGEINT business wing to be the next woman business manager representing the Bungoma, Kakamega, and Busia regions to work on kebs certification for soya crunches, Christine Awuor from Migori also for soya crunches and Miriam Lubieda from Kisumu region to work on soya milk products. The selected women were to work closely with Dr. Josephine Ongoma of AWE for kebs certification of the said products using the already existing KIRDI kebs certified facilities.

MIN. 5/02.03.2017: TRAINING NEEDS

OSSOM managers present in the meeting were able to discuss about their training needs and as a team they resolved that since this was a new shift, all managers needed trainings in line with marketing. This was to be done through use of training needs sheet that was field by managers and pick common trainings by managers. Agribusiness came up prominently and managers tasked Dr. Josephine Ongoma of AWE to cluster the managers according to region for easy training and also reducing on costs to ensure the available resources from IITA can help all managers develop the businesses.

MIN.6/02/03/2017: BUSINESS LINKAGES

Business managers in the meeting shared their views on how to make their BNF businesses survive, it was realized that for the businesses to grow, members should develop their own network as OSSOM partners in line with inputs, raw materials and processed products to ensure uniform prices and growth of the businesses. OSSOM business managers were also encouraged to use the strength in each one of them in business for sustainable business running. Members proposed AWE to link other managers to partners to help strengthen their businesses. It was also proposed that AWE to provide warehouse for inputs for easy access by members in the region to reduce on costs of ordering as individuals.

MIN.7/02/03/2017: A.O.B

After a lengthy discussion, members agreed that the remaining agenda to be discussed during cluster meetings. There being no any other business, the meeting was adjourned at 10.20pm with a closing prayer from Mr. Fred Sichangi.
Appendix 4. OSSOM Launch/Planning meeting program

Workshop Program

1\textsuperscript{st} March, 2017 (Wednesday)

1500 – 1800 Arrival of distant participants and advanced registration
1900 – 2000 Dinner at the Maseno Equator Hotel

2\textsuperscript{nd} March, 2017 (Thursday)

0830 – 0900 Registration (AWE)
0900 – 0915 Roundtable introductions and announcements (Josephine)
0915 – 0920 Introduce OSSOM, its objectives and strategy (PL Woomer)
0920 – 1000 Work Plan of OSSOM by Local Coordinator (Josephine)
1030-1100 Plenary Discussions, Q & A about OSSOM its objectives, strategy and work plan. (Josephine)

1100 – 1130 Morning tea

1130 – 1300 Presentations by Private sector /Stakeholders present (Welissa)

1300 – 1400 Lunch

1400 – 1430 Plenary Discussions, Q&A on Private Sector presentations (Welissa)
1430---1600 Designing of BNF Technology test-Demos & Cooperator buy in (who does what, where & when) (PL Woomer)

1600 – 1630 Afternoon tea and Break Out

3\textsuperscript{rd} March, 2017 (Friday)

0830 – 0900 Summary of yesterday's outcomes and announcements (Josephine)
0900 – 1000 M&E tools, Data management and M&E site visits (Welissa)
1000 – 1100 Customer open days Marketing and Product Development (Josephine)

1100 - 1130 Morning tea

1130 – 1215 Plenary discussions, Q & A on M&E and Marketing (Josephine)
1215 – 1245 Input allocation/distribution/collection (PL Woomer)
1245-1300 Finalize OSSOM collaborative agreements for LR 2017, group photos

1300 – 1400 Lunch

1400 –Departure to respective destinations
List of project reports

1. N2Africa Steering Committee Terms of Reference
2. Policy on advanced training grants
3. Rhizobia Strain Isolation and Characterisation Protocol
4. Detailed country-by-country access plan for P and other agro-minerals
6. Plans for interaction with the Tropical Legumes II project (TLII) and for seed increase on a country-by-country basis
7. Implementation Plan for collaboration between N2Africa and the Soil Health and Market Access Programs of the Alliance for a Green Revolution in Africa (AGRA) plan
8. General approaches and country specific dissemination plans
9. Selected soyabeans, common beans, cowpeas and groundnuts varieties with proven high BNF potential and sufficient seed availability in target impact zones of N2Africa Project
10. Project launch and workshop report
11. Advancing technical skills in rhizobiology: training report
12. Characterisation of the impact zones and mandate areas in the N2Africa project
13. Production and use of rhizobial inoculants in Africa
18. Adaptive research in N2Africa impact zones: Principles, guidelines and implemented research campaigns
19. Quality assurance (QA) protocols based on African capacities and international existing standards developed
20. Collection and maintenance of elite rhizobial strains
21. MSc and PhD status report
22. Production of seed for local distribution by farming communities engaged in the project
23. A report documenting the involvement of women in at least 50% of all farmer-related activities
24. Participatory development of indicators for monitoring and evaluating progress with project activities and their impact
25. Suitable multi-purpose forage and tree legumes for intensive smallholder meat and dairy industries in East and Central Africa N2Africa mandate areas
26. A revised manual for rhizobium methods and standard protocols available on the project website
27. Update on Inoculant production by cooperating laboratories
28. Legume Seed Acquired for Dissemination in the Project Impact Zones
30. Memoranda of Understanding are formalized with key partners along the legume value chains in the impact zones
31. Existing rhizobiology laboratories upgraded
32. N2Africa Baseline report
33. N2Africa Annual country reports 2011
34. Facilitating large-scale dissemination of Biological Nitrogen Fixation
35. Dissemination tools produced
36. Linking legume farmers to markets
37. The role of AGRA and other partners in the project defined and co-funding/financing options for scale-up of inoculum (banks, AGRA, industry) identified
38. Progress Towards Achieving the Vision of Success of N2Africa
39. Quantifying the impact of the N2Africa project on Biological Nitrogen Fixation
40. Training agro-dealers in accessing, managing and distributing information on inoculant use
41. Opportunities for N2Africa in Ethiopia
42. N2Africa Project Progress Report Month 30
43. Review & Planning meeting Zimbabwe
44. Howard G. Buffett Foundation – N2Africa June 2012 Interim Report
45. Number of Extension Events Organized per Season per Country
46. N2Africa narrative reports Month 30
47. Background information on agronomy, farming systems and ongoing projects on grain legumes in Uganda
48. Opportunities for N2Africa in Tanzania
49. Background information on agronomy, farming systems and ongoing projects on grain legumes in Ethiopia
50. Special Events on the Role of Legumes in Household Nutrition and Value-Added Processing
51. Value chain analyses of grain legumes in N2Africa: Kenya, Rwanda, eastern DRC, Ghana, Nigeria, Mozambique, Malawi and Zimbabwe
52. Background information on agronomy, farming systems and ongoing projects on grain legumes in Tanzania
53. Nutritional benefits of legume consumption at household level in rural sub-Saharan Africa: Literature study

54. N2Africa Project Progress Report Month 42

55. Market Analysis of Inoculant Production and Use

56. Identified soyabean, common bean, cowpea and groundnut varieties with high Biological Nitrogen Fixation potential identified in N2Africa impact zones

57. A N2Africa universal logo representing inoculant quality assurance

58. M&E Workstream report

59. Improving legume inoculants and developing strategic alliances for their advancement

60. Rhizobium collection, testing and the identification of candidate elite strains

61. Evaluation of the progress made towards achieving the Vision of Success in N2Africa

62. Policy recommendation related to inoculant regulation and cross border trade

63. Satellite sites and activities in the impact zones of the N2Africa project

64. Linking communities to legume processing initiatives

65. Special events on the role of legumes in household nutrition and value-added processing

66. Media Events in the N2Africa project

67. Launch N2Africa Phase II – Report Uganda

68. Review of conditioning factors and constraints to legume adoption and their management in Phase II of N2Africa

69. Report on the milestones in the Supplementary N2Africa grant

70. N2Africa Phase II Launch in Tanzania

71. N2Africa Phase II 6 months report

72. Involvement of women in at least 50% of all farmer related activities


74. Managing factors that affect the adoption of grain legumes in Uganda in the N2Africa project

75. Managing factors that affect the adoption of grain legumes in Ethiopia in the N2Africa project

76. Managing factors that affect the adoption of grain legumes in Tanzania in the N2Africa project

77. N2Africa Action Areas in Ethiopia, Ghana, Nigeria, Tanzania and Uganda in 2014

78. N2Africa Annual Report Phase II Year 1
79. N2Africa: Taking Stock and Moving Forward. Workshop report
81. N2Africa Annual Report 2015
82. Value Chain Analysis of Grain Legumes in Borno State, Nigeria
83. Baseline report Borno State
84. N2Africa Annual Report 2015 DR Congo
85. N2Africa Annual Report 2015 Rwanda
86. N2Africa Annual Report 2015 Malawi
87. Contract Sprayer in Borno State, Nigeria
88. N2Africa Baseline Report II Ethiopia, Tanzania, Uganda, version 2.1
89. N2Africa rhizobial isolates in Kenya
90. N2Africa Early Impact Survey, Rwanda
91. N2Africa Early Impact Survey, Ghana
92. Tracing seed diffusion from introduced legume seeds through N2Africa demonstration trials and seed-input packages
93. The role of legumes in sustainable intensification – priority areas for research in northern Ghana
94. The role of legumes in sustainable intensification – priority areas for research in western Kenya
95. N2Africa Early Impact Survey, Phase I
96. Legumes in sustainable intensification – case study report PROIntensAfrica
98. OSSOM Launch and Planning Meeting for the west Kenya Long Rains 2017
Partners involved in the N2Africa project