



**The Young Professional Platform  
For Agriculture Research for Development  
(YPARD-RWANDA)**

**The Japanese International  
Cooperation Agency  
(JICA)**



**The first Workshop of Young Professionals, organized by **YPARD**-Rwanda  
and sponsored by **JICA**-Rwanda for Young Entrepreneurs working in  
Agriculture Businesses**

**in East Africa**

**Kigali, Rwanda, Peace Guest House Hotel, on 26<sup>th</sup> and 27<sup>th</sup> March 2011**

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## General Introduction

The Population in Sub Saharan Africa, in East of Africa is a young population; and it has been remarked that the young generations don't take the agriculture as a business that can generate profits and lead to the richness like any other businesses. Another reality is that the today's agriculture goes with the new technologies of the modern World; our elders are no longer matching with the requirements of the current trends of the modern agricultural technologies (Mechanization, use of high yielding varieties, application of inputs and weather forecast compliance, etc...). This situation brings to the puzzle of who can be responsible of African Agriculture under which rely our economies, if the current practitioners (Our elders) do not have the required skills to follow the global trends and if the educated young people do not have the will to join the sector?

The farmers of the 21st century should be prominently the young people who take over the agricultural activities from our elders but the question is how to get these reluctant young elite people to be interested by the Sector? Without the strategies to attract the new generations into the farming Sector and promoting the farmers of 21st century we will still have a backward agriculture compared to the rest of the world.

Some major constraints should be cleared first, like the availability and fragmentation of our land into small plots which are not really economically viable and sustainable; the issue of startup capital for the new investors; normally it is not easy to get the finances to invest in this sector of high risk.

The skilled young people including agriculture graduates can play a major role in providing services in the rural areas especially in agriculture Sector: transforming the current subsistence agriculture into extensive and business oriented one, with the **food security** assured and rural development attained. Still some **the challenges** are faced by Young entrepreneurs, what should be **the solutions** and what are the starting points for Young Entrepreneurs in East Africa? what can be the agenda to propose different stakeholders? **That is what the 2 days workshop of Young Entrepreneurs in Kigali has discussed.**

## Opening of the Workshop

### *Opening remark by the YPARD Representative*

#### **Distinguished Delegates**

#### **Ladies and Gentlemen**

On behalf of the Young Professional's Platform for Agriculture Research for Development (YPARD) I am pleased to see here today the young professionals from the region (Rwanda, Uganda and Burundi) gathered for discussing the common issues, sharing success stories and furthermore planning for a common vision as the incubators of the agriculture development across the region through the implementation of different projects/businesses.

#### **Ladies and Gentlemen**

You and I have born and found ourselves citizens of poor Countries, poor continent: where there is persisting hunger, civil wars, armed conflicts, divisionism, hatred, poverty and corruption.

Colleagues we have inherited a poor continent from our elders, the Africa of poverty and hunger; the continent where the development has been for long time and still being depending on agriculture activities. The population growth rate has always kept increasing in the same direction as the economic development, but always taking a high speed hence the food insecurity being the obvious consequence.

The World of today dominated by the Information and Communication Technologies ; the challenging World, also African Young Professionals smallholder farmers will be adversely affected by its dynamics with the increase of prices as the most remarkable. We face the challenge of increasing use of modern agricultural inputs – which has become even more difficult in recent past years. Farmers who are still claiming of paying much more than before for the agriculture inputs; the elders who used to farm with archaic technologies are now out of the game, the young entrepreneurs who have the skills of the modern technologies and who can take over the this Sector; are highly challenged by different barriers; among which the lack of investment funds is dominant.

### **Ladies and Gentlemen**

To handle the crises of food insecurity and climate change; the agriculture and environment have been receiving much attention from the African Governments, from the international donor community, and from other development partners. It is now more important that resources are made available to increase the participation of young people into the processes.

The emerging agricultural scenario has created an urgent need for policymakers, the donor community, and the private sector to identify priority areas for intervention and partnerships, based on what additional resources can be found and invested in the commercialization of the existing subsistence farming systems.

Increasing the participation and the capacities young entrepreneurs into the sector with the investment and active participation of such private small enterprises will make the sector more efficient and improve the availability

agriculture products in rural markets and reduce retail prices through competition.

### **Ladies and Gentlemen**

To encourage Young Entrepreneurs, should be among the strategic interventions by Governments and the role of private sector should help in creating more competitive and multidisciplinary young entrepreneurs.

We have a difficult task. There is a dual challenge of supporting small businesses owned by young entrepreneurs while promoting competitive markets. This requires the formulation and implementation of policies that are both young entrepreneurs – and market – friendly.

We must complain for a conducive environment to young entrepreneurs, strengthen them across the sectors despite the reality of the existing high competition. We must ensure that promotion of young entrepreneurs networking does not decline any further by creating incentives for its necessity. I am sure that the level of networking among young professionals in Sub-Saharan African and in East African Countries especially, is among the world's lowest.

I know that the Young Professional's Platform for Agriculture Research for Development (YPARD) has tried to incapacitate Young Professionals in several countries, why not in East African Countries, I would like for all young professionals committed in Agriculture from the East African countries to use information, to network and incapacitate each other in order to be so more competitive and bring the development in our rural areas.

## Ladies and Gentlemen

As you may know, East African countries, along with other African states, have pledged to comply with the Millennium Development Goals (**MDGs**) and have signed many of the Global treats and protocols leading to the achievement of these goals like the **Kyoto Protocol** of **1997**: Aiming of reducing the emission of **green house gases** (*Carbon Dioxide, Methane, Nitrous Dioxide and so forth*) that contributes to the **global warming**; the **Abuja Declaration on Fertilizer** of **2006** which calls for achieving a **Green Revolution in Africa** through the use of improved technologies that enhance the agriculture production, like the use of inputs. All these goals will not be achieved without the commitment and the active involvement of the young professional's across the disciplines, especially those involved in Rural and Agriculture Development. The development of Young Professional's networks can be considered among the initiatives useful in this regard.

From our background the participants in this workshop are mostly in Rural and Agricultural businesses development from East African Countries; we have to develop ourselves as not passive development actors but as active and aggressive actors who can bring to the achievement of the Global and Regional visions by promoting and influencing the existing policies to become much *friendly to young professionals*. We must learn the skills of business management to become **“Super Young Investors and Young Entrepreneurs”** and conduct businesses in a professional manner.

We are also to understand the new technologies of communication in the World of Today, using ICT in educating and circulating the information

among our fellow Young Professionals, incapacitating them to increase their knowledge/skills and make them more competitive across the Sectors.

In our region, the networking of young entrepreneurs should not be treated only as a way of educating/informing this specific group of our population but also as an opportunity to educate, small entrepreneurs and poor farmers in our rural areas.

### **Ladies and Gentlemen**

I am sure that through networking the young professionals from East African Countries and their organizations will be provided with valuable information to enhance their business skills and capabilities to educate and influence the policies that will enable them to become key actors of the development in their communities, Countries and for the whole Region and Africa as well. I wish you successful deliberations and I look forward to seeing the outcome of this important Workshop.

*Thank you for your attention.*

*Nzeyimana Emmanuel*

*YPARD-Representative*





### *Opening remarks by the guest of honor*

The Rwanda Civil Society Chair Person, Mr. MUNYAMALIZA Edward was the guest of Honor to open the Workshop of Young Entrepreneurs in Agriculture from East African Countries.

In his opening remarks, he clearly thanked the Organizers of the Workshop, YPARD-Rwanda and JICA for the initiative to bring together the Young Entrepreneurs from East African Countries.



*Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 2011 (Opening Remarks by Rwanda Civil Society Chairperson, Mr. MUNYAMALIZA Edward)*

He urged the participants to use that opportunity in sharing their experiences, identifying their problems and at the same time be the ones to bring in the appropriate solutions. He finally said that himself can easily understand the importance of involving Young Professionals/entrepreneurs into Agriculture sector: With their fully involvement; the modernization of African Agriculture is possible.

## **PRESENTATIONS**

**First presentation:** Presentation on JICA activities in Rwanda with the highlight on the capacity building of young professionals in agriculture, By JICA representative: **Mr. FURHA Pascal.**



**Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 2011 (JICA Presentation: FURAHA Pascal)**

At the beginning of his presentation , the JICA representative highlighted their 3 Areas of focus; i)The human development, ii) The rural development and the economic infrastructure and iii) Industrial development and all these programs align with the priority areas of the Rwanda EDPRS and vision 2020. The JICA geographical area of focus since its beginning was the Eastern province of Rwanda.

Since the beginning the capacity building program has been among their priorities and a big number of staffs have been trained either in Japan or in different third countries.

Currently, JICA is running a 3 years (2010\_2013) capacity building project in Eastern Province and the target group is the farmers' Cooperatives, where the farm field schools will be the approach and the demonstration plots will be privileged. The presentation was followed by a series of questions from the audience.

***Second presentation:*** Establishment and development of an agricultural business as a young entrepreneur; key factors for the success By **Mr. Aimable Ntagungira**

The presentation was done from the field at Mr NTAGUNGIRA's farm. Mr. Aimable Ntagungira is a young agriculture entrepreneur, with 31 years old and his owner of Masaka poultry, the one we visited.



***Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 2011 (Field Visit: Mr. NTAGUNGIRA Aimable explaining to the visitors about the businesses at his farm)***

During his presentation, Mr Aimable highlighted the tips for doing a successfully business according to his experiences:

Before starting:

- ✓ To accept or to take risk.
- ✓ To undertake a business analysis.
- ✓ To acquire information on bank interest if you plan to work with bank.
- ✓ To see if you like and enjoy what you are doing.

After collecting all necessary information and being committed to start a business you have to:

- ✓ Maintain a good reputation by being honest
- ✓ Be self confident
- ✓ Be persistent
- ✓ Be hard working
- ✓ Be innovative
- ✓ Make self control and self evaluation

At the end of his presentation the questions have been raised by the participants and here are some of the questions raised:

After long time discussion all the participants took a little time to explorer the poultry farming and we return back and all participants were excited.

***The third Presentation:*** Secrets for a successful young entrepreneur: testimony by a successful mentor by Patrick Karangwa PAJER Executive Director.

Parlement des Jeunes Rwandais (PAJER) is local NGOs created in 2000. And it was initiated by a team of ambitious young peoples. Recently through their initiative (VSLAS), they have started a project called SAFI through which they have formed (In Eastern Province) saving groups called village savings and loans Associations (VSLAS).



***Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 2011 (3<sup>rd</sup> Presenter***

***P.KARANGWA)***

The program targeted rural youth with the philosophy that through the savings; they can achieve any development they want. In forming the

groups, some criteria have been set up and the selection process based on them.

After selecting the target group, they introduced the project to the local authorities to get their support in both political and financial.

The second phase, it was “community mobilization” in partnership with local authorities. It was done at cell level and they have involved the youth to work as volunteer. The next phase was to select the potential member; young women young genocide survivors. After selecting the potential member they divided them into groups. They offered them the training on group management, saving and social fund, how to conduct a share. After 2days training the graduation ceremony took place and they went back to their respectively villages. They started to collect money and have common business to growing the collected money and currently they have more than 23 RFW millions. On the side of PAJER, the efficient management information system (MIS) has been elaborated to detect member satisfaction and Currently the PAJER plan to extent the project to the Northern Province.

After this interesting presentation, the questions from the audience were welcomed and answered to.

***Fourth presentation: youth and climate change adaptation by Anke Weisheit (PHD, Fellow,MSc, BSc.Eng)***

In her presentation, she highlighted the importance of youth being active in the information, searching, dissemination and use. She highlighted the use of information and networking in any kind of development.

She explained how young people can be strategic in marketing their projects and ideas in any opportunity like a conference or a meeting; being active and not passive in all sessions; and how networking can be born from those events: Exchanging business cards and other contacts.



*Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 11 (4<sup>th</sup> Presenter ANKE Weisheit)*

She took the opportunity, and made a presentation on the Climate Changes issues in Africa with the highlight in the Region: East Africa, she referred to the Addis Symposium on Climate Change Adaptation organized by AfricaAdapt, and made usefully references on the problems that are being faced by our farmers due to Climate changes.

The audience, through the exchange of ideas, explained how they think the adaptation can be done, and how Young Professionals can be active and if possible lead the processes in some regions. By concluding on her presentation, Anke introduced the point of Indigenes Knowledge and Climate Change adaptation.

By concluding, she gave to the participants list of web links where they can get easily the information on climate change issues, scholarships, workshops and other useful information.

After her presentation, the flow was given to the audience for their questions on the presentation.

## **Group sessions**

### ***Questions***

The sessions in groups were targeting the following questions:

- What are the issues/challenges faced by young entrepreneurs in their businesses in East Africa?
- What should be done for the Young Entrepreneurs to effectively network in order to overcome the identified common problems?
- The delegations (Burundi and Uganda) to elected their Representatives/focal persons to the network

### ***Outcomes of the Group Sessions***

**The Young Entrepreneurs have identified the following as the major Challenges**

- Lack of technical and financial support.
- Lack of appropriate and applied research.
- Low level of the understanding of the communities.
- Barriers due to cultural beliefs.
- Lack of access to information.
- There is a big gap between the researchers and the farmers.
- Research activities which are expensive.
- Community/farmers don't understand the usefulness of the research.



- Climate Changes related issues.
- Inadequate infrastructures.
- lack of stable and sustainable market.
- lack of leadership skills.
- Lack of knowledge about market research.
- Lack of skills in entrepreneurship.
- Poor communication skills.
- Poor record keeping.
- Poor of appropriate loan schemes

### **What should be done**

- Sharing of information/experience
- Networking on business issues
- Lobbying for the market
- Lobbying for the technical expertise
- linkage to donor (Source for funds)

### **Advocacy and policy making**

#### **Capacity building** - Training in Business planning and mgt

- Training in entrepreneurship
- ICT skills.
- Communication skills, In advocacy, lobby and leadership

- Training in marketing and market development skills
- Training in online trading
- Provide training in entrepreneurship

**Study tours** : Learning from others'

**Fund mobilization** :- Technical information/linkage

- Linking YPs Organizations to donors
- Linking YPs to donors (ICA : International Cooperative alliance, ILO/YEF, Coop Africa)

### **Election of Representatives of Burundi and Uganda delegations**

During the group sessions, the delegations (Burundi and Uganda) had a special task of electing their focal persons to the Network. The Uganda delegations using the voting approach came out with Ms Anke Weisheit as the focal person of Ugandan Young Professionals to the Network (YPARD). And the Burundi delegation using the nomination approach; they have nominated Mr. KIGANAHE Dieudonne, as their representative to the YPARD Network.

## The Closing

Officiated by the Permanent Secretary at Ministry of Youth



*Workshop of Young Entrepreneurs, Kigali-Rwanda, 26<sup>th</sup> to 27<sup>th</sup> March 2011*

*(Closing; by the Permanent Secretary at Ministry of Youth)*

In his closing remarks, Mr. Edward KALISA the Permanent Secretary at Ministry of Youth (MINIYOUTH), he thanked the organizers of the workshop; YPARD-Rwanda and JICA, for the vision of bringing together the Young Entrepreneurs from East African Countries, to share the experiences and learn from each other on how they can overcome the challenges faced as young Entrepreneurs.

He furthermore highlighted the meaning of his presence to that workshop, not that it was a big workshop gathering a big number of people, but because the purpose and the themes tackled during the workshop were so crucial and important (Agricultural Business and Climate Change), he explained that the importance of a meeting, conference or a workshop does come from the size of it but from the purpose of it to be.

He said that, if someone is talking about agriculture and rural development in particular, himself as someone who worked in that domain can understand easily the pertinence of the matter, and that is why he made such efforts to be able to come and address the Young Professionals at the workshop.

By concluding, he promised that as the Permanent Secretary at Ministry of Youth, as the youth any support, advocacy and advice they may need from him they will get it, he challenged the audience saying that actually it is not the Ministry which support the Young Entrepreneurs, but they (young Entrepreneurs) have to support the Ministry.

He ended up by saying that the doors at the Ministry are open to any youth, young entrepreneurs who may need assistance, and declared the Workshop closed by wishing each and everyone success in their businesses.

## Annex I

### The Workshop Agenda

#### Day one

Time	Activity	Facilitator
12:30-13:00	- Arrival and Registration of the participants.	YPARD Facilitator.
13:00-13:30	- Welcome word by YPARD-Rwanda	Representative
13:30-14:00	- Opening remarks.	Guest of honor
14:00-14:15	- Photo (With invited officials)	YPARD Facilitator.
14:30-15:00	- <b>1<sup>st</sup> Presentation:</b> “Establishment and development of an agricultural business as a young entrepreneurs; key factors for the success”	<b>Aimable NTAGUNGIRA</b>
15:00-15:30	- 1 <sup>st</sup> Discussions.	YPARD Facilitator.
15:30-15:45	- Tea break.	Peace Guest House
15:45-16:15	- <b>2<sup>nd</sup> Presentation.</b> “Presentation of JICA activities in Rwanda, the highlight on the capacity building of Young Professionals in Agriculture ”	JICA: <b>FURAHA Pascal</b>
16:15-16:30	- 2 <sup>nd</sup> Discussions on JICA Presentation.	JICA

16:30-17:30	- Departure for the 1 <sup>st</sup> Field visits  (Poultry In MASAKA)	YPARD Facilitator.
18:00-18:30	Cocktail	Peace Guest House

## Day Two

Time	Activity	Facilitator
07:00-07:30	- Registration of the participants.	YPARD Facilitator.
07:30-08:00	- The recapitulation of Day one.	YPARD Facilitator.
08:00-08:30	- 3 <sup>rd</sup> Presentation:  “The East Africa Community; challenges and opportunities for young investors”	MINEAC
08:30-08:45	- 3 <sup>rd</sup> Discussions.	YPARD Facilitator.
08:45-09:20	- 4 <sup>th</sup> Presentation:  “Secrets for a successful young entrepreneur : Testimony by a successful mentor”	Patrick KARANGWA
09:20-09:35	- 4 <sup>th</sup> Discussions.	YPARD Facilitator.
09:35-10:00	- Coffee break	Peace Guest House
10:00-10:30	- 5 <sup>th</sup> Presentation:	Anke Weisheit  (PhD Fellow, M.Sc, B.Sc.

	“Youth and Climate Change Adaptation”	Eng.)
10:30-10:35	- 5 <sup>th</sup> Discussions.	YPARD Facilitator.
10:35-11:35	- Documentary movie of achievements of young entrepreneurs in Agriculture.	YPARD Facilitator.
11-35-12:00	- Comments on the movie	YPARD Facilitator.
12:00-13:00	- Lunch	Peace Guest House
13:00-14:00	- Group works (Recommendations)	Groups
14:00-14:30	- Plenary presentations by groups.	Groups
14:30-14:45	Closing note	JICA Representative
14:45-15:00	Departure of participants	YPARD Facilitator.

## Annex II List of participants

N°	Names	Institution	Contact	
<b>Participants from Rwanda</b>				
1	NKUNZIMANA Theodole	Farmer/Seed multiplier/IP	0788 416 805	<a href="mailto:nkunzimatheodore@yahoo.fr">nkunzimatheodore@yahoo.fr</a>
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