Experiences with out-grower farming schemes in Ethiopia: Experiences of Balegreen

Overview
- Balegreen Spice and Grain Development is a private agribusiness firm established under the Ethiopian Commercial Law.
- It has its head office at Addis Ababa beside Megenagna Square at Mulugeta Zeleke bldg.
- The company was established with the objectives of multiplying, and supplying seeds to farmers, supplying grains to exporting companies and traders.
- Has a farm of 274 hectares strategically located in South Eastern part of the country at Ginir Woreda, Bale Zone, Oromia region at a distance of 550Kms from the capital.
- Besides, it has established an Out-grower scheme with smallholder farmers in five Kebeles of Ginir Woreda for growing Kabuli Chickpea grains.

Out-grower farming for Chickpea
- Being a pioneer at introducing use of combiner for chickpea harvesting, threshing and double cropping of chickpea and fenugreek with cereals, the company has been a means to knowledge transfer to surrounding farmers.
- Besides, Balegreen has established an out-grower scheme with smallholder farmers in five Kebeles of Ginir Woreda for growing Kabuli Chickpea grains.
- With a seed being multiplied on its farm, and inoculants from MBI, Balegreen is serving as input distribution channel to its out-growers.
- Of the two Kabuli chickpea varieties that are being promoted under the Southeast public-private partnership that is facilitated N2Africa, ACOS Ethiopia has secured market for the ACOS Dube variety.

Challenges of out-grower farming
- Fluctuations in grain prices causing out-growers frustrations.
- Rainfall variability and sometimes reduction in yields.
- Farmers ambition in getting more profit.

Opportunities of out-grower farming
- Convenience for technology dissemination, input demand and market information delivery.
- Ease for coordinating input and grain marketing between the main actors.
- Increasing interest from farmers to be involved in the out-grower scheme and favourable climatic conditions.

Acknowledgements
- Cluster partners including ILRI-N2Africa, MBI, SSTP-AGRA, OARI-SARC and ACOS Ethiopia.

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