



**Institute of Strategic Research and
Studies for Nile Basin Countries**



Advanced Training Program

On

Agribusiness Development in Nile Basin Counties

Organized by

**Institute of Strategic Research and Studies for Nile Basin
Countries, Fayoum University, Egypt**

In Collaboration with

Egyptian Agency of Partnership for Development (EAPD)

2nd – 10th April 2017

1. Training Program Outline

1.1 Title

Agribusiness Development in Nile basin Countries

1.2 Duration

Two weeks from April 2nd to April 10th, 2017.

1.3 Invited Countries

Attention will be given to participants from Nile Basin Countries. However, participants from other African countries are encouraged to apply.

2. Background of the Program

The main objectives of the training program are to:

- Ensure cooperation and joint action between the riparian countries, seeking win-win gains.
- Target poverty eradication and promote economic integration,
- Ensure that the program results in a move from planning to action.

Agribusiness management encompasses many aspects of the economy: farm management processes, agricultural producers, businesses that provide supplies and services to the producers (including cooperatives), businesses that add value to agricultural products, and those that facilitate the marketing of agricultural products to an ever-growing marketplace. This economic sector has undergone enormous change and will continue to evolve into the future. According to a study by William Edmondson, "Measuring the Economy wide Effect of the Farm Sector: Two Methods," published by USDA/ERS in July 1995, p. 35, the food and fiber sector, including input, production, processing, and distribution.

According to the above mentioned, we are advising to held overseas training in the **Farm Management ProcessesTopic** to empower the staff capacity in the Nile Basin Initiative countries. The Farm management processes are the key to develop the Agricultural production and marketing of the NBI countries. This gives new interesting insights on the potential and challenges of modernizing agricultural production and trade along the NBI Countries. A holistic approach to develop the agribusinesses is building and strengthen the capacity of the staff involved in the agriculture system in these countries to be capable to transfer and build a good knowledge to the farmers. The farm Management processes is the main part of the agribusiness which has a direct impact on the agriculture production as well as the householders' income. Therefore, the farm management comes in the first priority and challenge in modernize the agriculture production techniques.

Using the farm management processes in the so called undeveloped countries is not entirely subsistence farming as is commonly believed. However, the farm management is a science which deals with the proper combination and operation of production factors including land, labor, and capital and choice the crops and livestock enterprises. Farm Management is bringing a maximum and continuous return to the most elementary operation units of farming. In the context of the above mentioned we can say the farm management is both a pure and an applied science. It is a pure science because it deals with the collection, analysis and explanation of facts. It is an applied science because the ascertainment and solution of the farm problems are within its scope.

In order to achieve the agricultural production using the farm management approach, it is important to give farmers the update knowledge and tools they need to increase the amount and quality of their crops and to link them with the profitable markets. This helps sustainably commercialize smallholder farmer agriculture through

improved productivity and value chain development and resulting in marketable surpluses that raise farm incomes and food security.

3. Training Program objectives

3.1. Main Objective

The main objective of the training program is to maximize the farm income and profit to the agriculture production as well as to the agriculture sector.

3.2. Specific Objectives

The specific objectives of the training program is to improve and strength the capacity of the staff skills in the Nile Basin Countries to increase and develop the agriculture productivity and the farm income as follows:

- acquire the knowledge and new recommendations of farm management processes.
- gain the experience of adding values to the agricultural products over the products' value chains.
- gain a positive attitude towards moving from traditional agriculture tools to the agricultural modern system.
- gain the skills required to transfer and spread the knowledge and new recommendations to the stakeholders.

4. Expected Outputs

- Train 20 trainees from NBI countries in the field of agriculture and agribusiness.
- Trainees will also be prepared to be trainers and knowledge transfer agents in their local communities.
- The trainees will receive a class-based training in addition to successful agribusinesses in their countries.

5. Training Program Activities

- The farm management process training material (power point presentations and text).
- Class-based training including group applications.
- Field visits to a successful agribusinesses Farm in Egypt.

6. Tentative Curriculum of the Program

A tentative curriculum will be covered by the following modules and workshops as follows:

Module I: Farm business Survey:

This module includes the following areas: introduction to farm management and management information, introduction to farm business survey, selection of area, choice of period, sampling model, designing and pretest of survey form, selection of the enumerators and train them, interviewing farmers, summarization and tabulation of survey data.

Module II: Farm booking and Financial Accounting:

This module includes the following areas: Kind of records and method of farm bookkeeping, valuation of assets, preparation of financial statement , balance sheet analysis.

Module III: Farm Business Analysis

This module includes the following areas: calculation of income and management factors, net farm income, profitability indicators.

Module IV: Cost and Enterprise Studies

This module includes the following areas: composition and classification of production cost, determination and allocation of production cost, Applying the marginal principals.

Module V: Farm planning and budgeting

This module includes the following areas: Cropping plans and budgets, calculation of crop budget and farm budget, profitability indicators.

7. Description of the Implementing Agency

Fayoum University was established in 1983 as a branch of Cairo University. In 2005 the university was separated as an independent university according to the Presidential decree number (48). Fayoum University includes 15 faculties and one institute: Faculties of Education, Agriculture, Engineering, Social Work, Arabic Sciences, Science, Tourism & Hotels, Diversified Education, Archaeology, Medicine, Arts, Informatics & Computer Sciences, Kindergarten, Nursing, Dentists and Institute for Research and Strategic Studies of the Nile Basin Countries. The university embraces around 20 thousand students and about two thousands of teaching staff members. The Institute for Research and Strategic Studies of the Nile Basin Countries and the Department of Agricultural Economics will take the main part in organizing this project. However, it is expected that there will be contributions from other departments from faculties of Tourism and Hotel and from other faculties as well.

The Institute for Research and Strategic Studies of the Nile Basin Countries is a recently established institute; however, it's engaged in several activities including 7 postgraduate diplomas in several disciplines.

8. Related Information

Prospects of further plans and actions/ Expected funding resources for the Project:

The Institute for Research and Strategic Studies of the Nile Basin Countries is currently taking action to develop master and Ph.D. programs targeting the development needs of Egypt as well as Nile Basin Countries.

9. Global Issues (Gender, Poverty, Climate change, etc.)

Special consideration will be relevant to gender issues, i.e. share of female candidates in every course will be at a minimum of 40%. Poverty alleviation will be the focus of most of the materials and discussions.

10. Beneficiaries

Direct beneficiaries include 20 trainees from Nile Basin Countries working in agribusinesses; we will consider a significant variation while selecting the trainees.

As for indirect beneficiaries, there is no a definite number of indirect beneficiaries, however it's expected, based on variation of trainees, to have good results and a change in the attitudes of the farmers within the target areas.

11. Qualification of the applicants

The criteria should be considered to select the candidates:

- 1- The age should preferably be from 30-40;
- 2- The candidate minimum have a Bachelor;
- 3- Working at the agriculture technical Department ;
- 4- Have acceptable skills in the Word and Excel
- 5- Fluent in English Language.

12. Accommodations

Free Accommodation will be offered during the course, including the recreational activities and field trips (Not for Egyptians).

13. REGULATIONS

Participants are required to:

- Observe strictly the course schedule.
- Not to extend the training period.
- Not to leave Egypt during the course (Not to return to their country or go to another country except for the case of humanity).
- Not to bring any member of their family.
- Return to their home country on completion of the course, according to the trip schedule designated by the course organizers.
- Carry out such instructions and abide by such conditions as may be stipulated by both the nominating Government in respect of the training.
- Observe the rules and regulations of the training institutions or establishment in which participants undertake training.
- Refrain from engaging in political activities, or any form of employment for profit or gain.
- Discontinue the course, should he/she fall seriously ill and considered unable to continue the training or commit an import act.

14. RECREATIONAL & SOCIAL ACTIVITIES

The weekends of the Course duration will be assigned for scheduled cultural visits to important monuments in Giza, Cairo and Fayoum including Pyramids, Sphinx and the Egyptian Museum.

15. DEPARTURE INSTRUCTION & GENERAL ORIENTATION

▪ General instructions:

- **Pre-departure instructions for the participants:** Participants are requested to report in person to the Egyptian diplomatic mission in their own country in order to complete the necessary procedures and obtain pre-departure instructions.
 - **Visa:** Before leaving country of residence, participants should obtain a visa for entry to Egypt. Visas will be issued by the Egyptian diplomatic missions in their country.
 - **Air-ticket:**
- Participants will be provided with a round trip air tickets from their home countries to Cairo International Airport.
 - Participants are requested to arrive in and to leave Egypt on the dates designated for the course.
 - The dates will be finally confirmed by the air-tickets sent to the participants.
 - All flight routes included in the provided air-tickets are Final.
- **Photographs:** For administrative purposes, participants are requested to bring along with them three (3) copies of a recent photograph (passport size).
 - **Airport:** At Cairo International Airport, an assistant will be present to meet and assist the participant, and to arrange his/her transportation from Cairo to Fayoum (about 95 km).
 - **Incidental Expenses:** Participants are advised to carry some cash in US dollars for incidental expenses during their trip to Egypt and upon their arrival.
 - **Climate:** Weather in Egypt in April is warm and it is

considered a highly recommended time to come and visit Egypt. Average temperature during the day is about 25-30 degrees and a low of 15-20 degrees at night.

- **Currency:** Egyptian Pound (LE) and it changes according to the prevailing rate.
- **Working days:** The official day off in Egypt is Friday; however, most of the institutions and governmental offices including banks are closed on Friday and Saturday.

16. CORRESPONDENCE

For inquires and further information, please contact:

Dr. Mahmoud Ali Abdelfatah.

Vice Dean, Institute of Strategic Research and Studies for Nile Basin Countries:

Tel: +20-84-2154802 / +20-84-6336587 /+20-1004423171 (Cell)

Fax: + 20-84-63365283

E-Mail: inssr@fayoum.edu.eg & maa06@fayoum.edu.eg

17. Deadline and other instructions

- Deadline to submit completed application is Thursday 9th March 2017.
- Applications received after this date will not be considered.
- Completed Applications are to be scanned and sent via email to: inssr@fayoum.edu.eg & maa06@fayoum.edu.eg (along with the other requirements indicated above).