

What is the approach?

BENEFIT-SBN follows a cluster approach. Currently, the SBN and its support project are built on 38 (20 in Tigray and 18 in Amhara) local sesame business clusters (SBCs). These SBCs fall within the Tigray and Amhara regions' Agricultural Commercialization Clusters. BENEFIT-SBN represents a product and place combination. The product is sesame (and also selected rotational crops) and the place is mainly north-west Ethiopia. The approach responds to and manages

What are the services and facilities?

BENEFIT-SBN provides different services and facilities that help stakeholders to work together to realise their individual and common economic objectives. The project organises its work in four complementary ways: (1) Innovation development; (2) Capacity development; (3) Scaling and (4) Network and policy development.

Staff and administration

Hosted by the Amhara Regional Agricultural Research Institute (ARARI) and Tigray Agricultural Research Institute (TARI) at Gondar ARC and Humera ARC respectively, an interdisciplinary team of agronomists, economists and communication and extension professionals coordinate and implement BENEFIT-SBN. Included in the team are advisors from the Wageningen UR Centre for Development Innovation (CDI) who provide both administrative and programmatic support to the project.

As of January 2016, the Bilateral Ethiopia-Netherlands Effort for Food, Income and Trade (BENEFIT) partnership unites the project with three others. These are the Capacity Building for Scaling Up of Evidence-Based Best Practices in Agricultural Production (CASCAPE) project, Integrated Seed Sector Development in Ethiopia (ISSD Ethiopia) and the Ethiopian-Netherlands Trade Facility for Agribusiness (ENTAG).

BENEFIT-SBN acknowledges

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Why sesame?

Sesame forms an important agribusiness sector in Ethiopia, and it is one of the eight priority crops of the governments' Agricultural Growth Programme (AGP). Ethiopia is the fourth biggest producer and second biggest exporter of sesame in the world. The country's sesame export fetched around 600 million US dollars from September 2013 -August 2014. The sesame sector in Ethiopia has a significant turnover, but has huge potential for further growth and development.

What is SBN?

The Sesame Business Network (SBN) is a largely informal innovation network that is driven by local entrepreneurs and other stakeholders for developing a more competitive, sustainable and inclusive sesame sector. Shared objectives of those involved include farmers' income improvement and other positive spill-over effects.

Who are the SBN stakeholders?

The SBN is composed of a diversity of three major stakeholders or value chain actor groups:

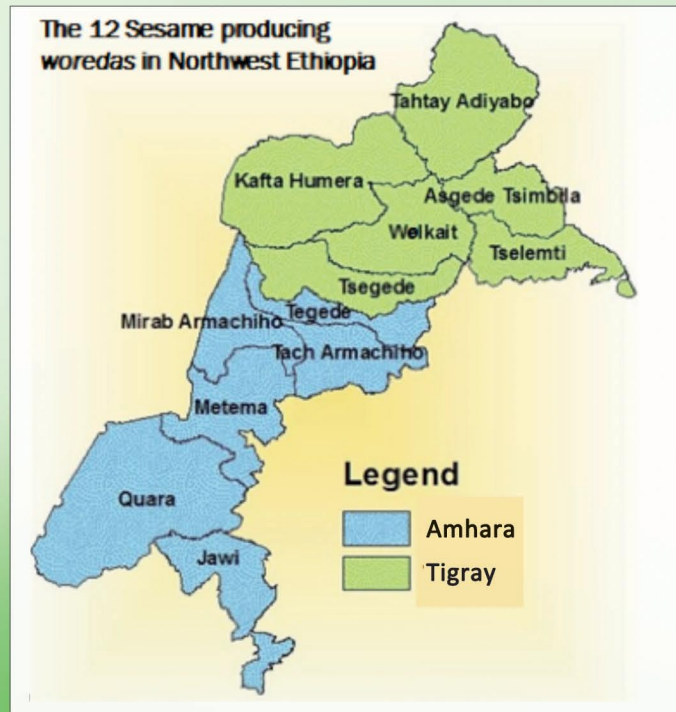
- **Operators:** farmers/producers, cooperatives and unions, brokers, traders, processors...;
- **Supporters:** labourers, banks and microfinance institutions, machinery renters, transporters, consultants...;
- **Enablers:** Bureaus of Agriculture, Agricultural Research Institutes, Woreda Offices of Agriculture, Cooperative Promotion Agencies, Trade offices, administrators...



What are the building Blocks of SBN?

- 2 regions: Amhara and Tigray
- 12 woredas in 4 zones
- Over 70 Farmers Primary Cooperatives
- More than 5 Ethiopian and 2 Dutch companies
- 6 Farmers Cooperative Unions
- Over 68,000 farmers
- Over 2,000 investor farmers
- 540,000 seasonal labourers
- 500,000 hectares
- 2 Agricultural Research Centres (ARCs): Gondar ARC and Humera ARC
- Over 30 government offices of agriculture, cooperative promotion and trade at woreda level
- Several government and private banks and microfinance institutions

Where is SBN present?



The country's main sesame production areas are located in the semi-arid lowlands of northwest Ethiopia. Incorporated in the SBN are 12 woredas. Metema, Quara, Tegede, Tach and Mirab Armachiho, and Jawi from North Gondar and Agew Awi Zones comprise the SBN in Amhara region. In Tigray, activities reach Kafta Humera, Tsegede, Wolkaiet, Tahtay Adiyabo, Tselemti and Asgede - Tsimbla of West and North West Tigray zones.

What are the goals and objectives of SBN?

Goal	Competitive, sustainable and inclusive sesame sector development for farmers' income improvement and spill-over effects		
Primary outcomes	Production cost price reduction	Product and market development	Strengthened enabling environment
	Pillar 1	Pillar 2	Pillar 3
Intermediary outcomes	Yield and quality improvement	Post-harvest value creation	Evidence-based information and sharing
	Harvest, transport and storage loss reduction	Improved market linkages and sales	Stakeholder capacity development
	Improved farmers' access to input credit	Improved access to marketing credit	Enhanced stakeholder collaboration

What is BENEFIT-SBN?

It is important to distinguish BENEFIT-SBN from the network itself. SBN is erroneously understood as a project, but it is not. Owned by its stakeholders, the SBN is there to stay. BENEFIT-SBN, which was called by the name SBN Support Programme during the first phase (2013-2015), is a project that grafts its activities to stakeholder objectives, priorities and action plans.