IAPA
Association Internationale des Praticiens en Agribusiness

IAPA PULSE

THE OFFICIAL NEWSLETTER OF THE INTERNATIONAL AGRIBUSINESS PRACTITIONERS' ASSOCIATION

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WORD FROM THE PRESIDENT

Dear members and partners,

It is with immense joy that I announce that IAPA was officially recognized last August!

This historic milestone is not just an administrative formality: it is proof that our vision, hard work, and collective commitment are paying off.

This recognition gives us stronger legitimacy with institutions, partners, and funders. It opens the door to new opportunities for funding, collaboration, and impact on the ground.

But above all, it marks the beginning of a new chapter:

A chapter where we will act with more strength,

A chapter where every member will have a key role,

A chapter where our voice will carry further to defend and promote our initiatives.

Together, we have reached a major milestone.

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Together, we are going to turn this recognition into concrete actions that will change lives.
Let's keep moving forward, innovating, and building the future we want to see.

With determination and gratitude,
Valentin Nchendeh
President of IAPA

IAPA MOVING FORWARD

Following the official recognition of IAPA last August, we started the procedures to open a bank account in Ghana, with the active support of ABF.
This administrative step, while technical, is crucial: it will make managing our projects' finances easier, ensure transparency in our operations, and strengthen our credibility with partners and funders.
We want to acknowledge the outstanding commitment of IAPA members in Ghana.
They didn't hesitate to visit several banks to gather detailed information, analyze the offers, and put together a complete summary of their field observations.
Thanks to their thorough work, the Board of Directors was able to make an informed decision on choosing Ecobank as the bank that best meets our needs.
This success shows that every action, even administrative, can become a collective win when we work hand in hand.



OFFICIAL HANDOVER OF IAPA LEGAL DOCUMENTS

On Friday, October 2, 2026, the Ghanaian IAPA team, appointed by the organization's Board of Directors, officially received the legal documents from ABF.

The award ceremony took place in a professional and friendly atmosphere, bringing together the IAPA Ghana team, led by Patrick, and the ABF team, led by Mbosso Philomene Charlie.

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UPDATE ON DEPARTMENT ACTIVITIES: TOWARDS STRONGER COORDINATION



As part of implementing our Roadmap, the different departments at IAPA have carried out a thorough review of their activities.

This strategic approach has made it possible:

- to clarify everyone's responsibilities,
- to update the action plans,
- to better align all initiatives with our common goals.

From now on, the departments work with a synchronized schedule, ensuring optimal coordination and increased efficiency.

This synchronization will allow us to maximize the impact of our projects, avoid duplication, and strengthen the synergy between our teams.

This update is not just a technical tweak: it's a decisive step toward a more agile, more coherent, and higher-performing organization.

Together, we move forward with a clear vision and better-coordinated actions to reach our goals



PARTNERSHIP WITH THE AFCFTA – A CONTINENTAL PROJECT FOR STRONGER PRODUCERS

We're happy to announce that a partnership framework is being set up between IAPA and the African Continental Free Trade Area (AfCFTA).

This coming together marks an important step in our goal to connect African producers to continental markets and strengthen their resilience against climate challenges.

In this context, our members have developed a concept note for a training project entitled: **Strengthening Smallholder Farmers' Capacity for Climate-Resilient Agribusiness and AfCFTA Market Readiness in Cameroon**

The result of several meetings and consultations, this project will focus on three strategic value chains: cocoa, corn, and cassava.

The goal is clear: to strengthen the capacities of small producers in seven countries on our continent – Cameroon, Ghana, Nigeria, Ivory Coast, Benin, Malawi, and Tanzania – so that they can:

- to adapt to climate challenges,
- improve their competitiveness,
- make the most of the opportunities offered by the AfCFTA.



To successfully carry out this initiative, the focal points from each country were brought together to pick the participants for the training.

A call for applications was also sent out to IAPA members to appoint:

- a national trainer (Côte d'Ivoire),
- an international master trainer,

who will be responsible for carrying out this mission to its end with professionalism and impact.

This project perfectly illustrates IAPA's vision: working together, beyond borders, to build a resilient, competitive African agriculture that's ready to conquer continental markets.

MEMBERS IN THE SPOTLIGHT

SOUTH SUDAN

A major step forward for agribusiness training

A historic step has just been taken in South Sudan with the creation of the National Association of Agribusiness Trainers.

This new national structure will have the mission to:

- coordinate training efforts across the country,
- sharing best practices among trainers,

This initiative is a decisive step towards professionalizing the sector and creating a strong network of skills to support agricultural development.

It shows the local players' willingness to build a successful agribusiness sector that can meet economic and climate challenges.

MADAGASCAR

Innovations and Success in Agricultural Sectors



Adapting new curricula in CBS:

Two new CBS curricula have been adapted for the rice-fish and peanut value chains, as part of two GIZ projects:

ASAM : Aquaculture for Food Security in Madagascar

PRADA : Project for Adapting Agricultural Value Chains to Climate Change

Rice Farming – A Booming Industry

During the year 2026, the rice farming sector went through several important steps:

Indeed, after an initial training held last April, and a training of trainers in August, the two national CBS master trainers from Madagascar, Fabrice Raharijaona and Augustin Herindranovona, conducted supervision during the month of September. This step allowed them to check the proper implementation of the techniques taught, make adjustments, and strengthen the quality of the training provided.

Peanut Value Chain: The peanut sector is currently in a preparatory phase:

We are waiting for the scheduling of a pilot training intended to test the new equipment recently acquired.

Trainer supervision is also planned. These trainers, initially trained in 2024 and then refreshed in 2025, will receive follow-up to ensure the quality and effectiveness of the training they provide.



CAMEROON

Significant progress in the coffee sector

Strengthening the producers' skills

In the Moungo and Menoua regions, an FBS/EEA Coffee training program was successfully carried out by Caroline Gassi.

This initiative allowed producers to better master cultivation and management techniques of the coffee sector and improve the quality and productivity of their farms.

Trainer Training – Robusta and Arabica Coffee Value Chain

From July 6 to 17, 2026, a bilingual (French/English) training on the Robusta and Arabica coffee value chain was held in Kribi.

This training aimed to test the new hybrid FBS ToT program, adopted in Ghana in October 2025 during the strategic week of agribusiness master trainers.

It was organized by the SAFE project, with the collaboration of the National Cocoa and Coffee Office of Cameroon and the Project to Support the Revival of the Coffee Sector in Cameroon (Ministry of Agriculture and Rural Development).

The workshop received support and supervision from ABF, represented by Mbosso Philomene Charlie.

Field supervision: thorough monitoring

After the classroom training, a supervision of the GAF and PAF FBS Coffee was carried out in the coffee production areas, in partnership with the GIZ/SAFE project, the National Cocoa and Coffee Office, and the PARF Coffee.

This supervision aimed to ensure the quality of the implementation of trainings on the ground,

to strengthen the trainers' skills and make sure producers fully benefit from the tools and methods taught.



The key participants throughout all stages of this process are: the project representatives

SAFE, the Deputy Director General of the ONCC and his senior staff, the National Coordinator of the PARF Coffee program and his supervisors.

This program made it possible:

- The adaptation of training manuals into French and English, making it possible to reach a wider audience and help spread best practices beyond French-speaking areas.
- The training and certification of 21 FBS Café trainers, including 8 women and 6 young people, contributing to diversity and skills renewal in the coffee sector.

- The training of 414 producers (93 women and 51 young people), including 260 producers specifically involved in coffee farming.

Highlight: someone with reduced mobility taking part in one of the sessions, showing how inclusive and accessible the training is.

The mission was carried out by Jude Kawzu, in collaboration with Gassi Caroline and Mbahe Rigobert, who handled the technical coordination and field follow-up.

BURKINA FASO
PBS Maize Trainer Training



In September, a trainer training (ToT) on the School of Transformational Entrepreneurship (PBS) focusing on the Maize value chain was conducted by IMT Henri Jolibeau.

This training aimed to give local trainers the skills they need to help corn farmers improve their farming practices, post-harvest management, and marketing.

The event received media coverage from Le Journal du Maïs, helping to raise the program's visibility and showcase the efforts put in.



NAMIBIA
Refresher training on livestock farming and forage production

In East Kavango, at the Mashare Agricultural Development Institute, a refresher training was held led by Berry Manda. This session allows participants to update their knowledge on the breeding and forage production techniques, with a focus on sustainability, management of resources and adapting to local weather conditions.

The goal is to boost the resilience of farms against environmental and economic challenges.

CÔTE D'IVOIRE

FBS Café Training for Nestlé Agents and Partners



Under the leadership of KOUAKOU Djé Robert, a FBS Café ToT was organized for Nestlé employees and their partners.

This training helped standardize the ways producers are supported, improve the quality of the coffee produced, and strengthen the links between players in the value chain.

Moreover, it is part of a public-private collaboration aimed at promoting responsible and profitable farming practices.



TCHAD

FBS trainer training on spirulina

As part of GIZ's PEA-PAMELOT program in Chad, an FBS trainer training was conducted by Jude KAWZU from October 14 to 16, 2026, on the spirulina value chain, in partnership with Dorsch Impact, German design office in the provinces of Lac, Kanem, and Hadher Lamis.

This intervention follows the adaptation of the curriculum of the spirulina sector and the pilot training carried out in 2025. For this edition, a new hybrid training format was implemented.

Thanks to the valuable support of the staff at Dorsch Impact and the PEA-PAMELOT program, especially Yaya Irah Ogal, Togbe Fulbert, Koguingar Ariane, and Pascal, this mission resulted in the training of 17 trainers, including 2 women, and 300 spirulina producers/collectors, of whom 203 are women.

MAURITANIA
pilot training in Ndiago



GIZ-ProGRH Mauritania, in cooperation with ABF, continues its efforts to promote the entrepreneurial and business skills of women involved in fish processing, as part of its support for the fisheries sector.

A pilot training session was held in Ndiago from August 4th to 6th, 2026, led by Mr. Henri Jolibeau and made it possible to test the PBS approach as applied to the development of skills among women stakeholders in the sector.

This initiative is part of GIZ-ProGRH's commitment—in partnership with the private sector—to support Mauritania in its efforts toward the sustainable management of fisheries resources and improved availability of fish for local consumption.

The initiatives presented in this newsletter reflect the collective energy driving our network. From Madagascar to Chad, from Cameroon to Ivory Coast, every action, training session, and adaptation of teaching materials helps strengthen producers' skills, professionalize supply chains, and open up new economic opportunities. These successes aren't accidental: they rely on everyone's commitment, the cooperation between public and private actors, and the determination to build a resilient, competitive, and sustainable African agriculture.

Let's keep sharing our experiences, supporting our colleagues in the field, and turning challenges into opportunities.