

# **Empowering Women and Youth To Participate in Structured Cross- Border Grain Trade in ESA Region**

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**MONTHLY PROGRESS REPORT – SEPTEMBER 2025**

**BY AGMARK**

# Project Overview



## Duration:

Sept 1, 2024 – Aug 31, 2026

## Targeted Border Points:

Busia KE-Busia UG, Namanga KE-Namanga TZ,  
Kasumulu-TZ, Songwe-MW, Tunduma-TZ, Nakonde-ZM

## Value Chains:

Maize, Rice, Beans, Soybean, Groundnuts

# Key Outputs and Targets



8

CBTAs Supported



800

Traders Trained



10,000 MT

Grains Traded



5,000

Jobs Created



100

FOs Linked



4,000

Farmers Linked



USD 2.5M

Commodities Traded



USD 1.7M

Investment Leveraged



USD 3.5M

Procurement Investments

# Highlights & Achievements

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KEY ACTIVITIES DONE THIS MONTH



# Monthly Progress

Indicator	Project Target	Achievement as of August 2025	September Achieved	Achieved to Date As of end of September
# of CBTAs Supported	8	8	3	8
# of Traders Trained	800	440	128	568
Grain Traded (MT)	10,000	2,224.80MT	994MT	3,218.8MT
Jobs Created	5,000	1,604	235	1,839
Farmer Orgs Linked	100	39	9	48
Farmers Linked	4,000	1,119	610	1,729
Agric. Commodities Traded Value of Trade (USD)	\$2.5M	\$721,975.70	\$ 65,350.90	\$787,326.60
Investment Leveraged (USD)	\$1.7M	\$39,062	0	\$39,062

# Key Activities **this Month**

## Supported capacity building of **3** Cross-Border TA

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Conducted Trainings in Namanga-Kenya, Busia-Kenya and Nakonde Zambia Borders

## Trained **136** new traders focusing on women and youth

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Attendance were 136[104F, 26M] traders trained, of this number, slightly more than 1/3 i.e. 32%, 41 [25F, 16M] were youth

## Facilitated trade of **994** metric tones of grains

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Tracked the movement and sale of a total of 994MT of grains at Busia, Nakonde and Namanga borders by a total of 43 traders

## Documented **235** new jobs linked to grain trade

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Monitored and tracked employment opportunities related to grain trading for 189M, 46F youth in at Busia, Nakonde and Namanga borders.

## Linked **9** farmer organizations and **610** farmers to markets

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Linked 9 farmer organizations whose members are a total of 610 members to traders across Busia, Kasumulu, Namanga and Songwe borders.

## Leveraged **\$ 65,350.90** in trade value

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This was as a result of grain sales of 103.44MT in Kenya (BSA, NMG), 11.55MT in Tanzania(NKD); and 879MT in Uganda (BSA)



# Project Indicators & **Progress YTD**

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INDICATORS TRACKING



# Project Indicators Progress

INDICATOR	Target	Achieved As of Sept 2025	%ge
<b>1.2.1.1 Intermediate Outcome: IMTF 2.0: Expanded market access, investment, and capacity for inclusive market actors</b>			
3.0 IMTF.2.0-11: Percent increase in volume sourced from smallholder farmers by target off-takers.	33.30%	<b>TBD</b>	
<b>1.2.1.1.1 Output: IMTF 1.0: Market linkages between smallholder farmers, service providers and market actors enhanced:</b>			
3.0 IMTF.2.0-O1: Number of new market linkages created by actors.	8	<b>8</b>	<b>100%</b>
3.0 IMTF.2.0-O3: Number of farmers selling produce through structured platforms/arrangements (membership of aggregation units).	4,000	<b>1,729</b>	<b>43%</b>
3.0 IMTF.2.0-O2: Number of offtakers supported to buy /source commodities from Smallholder farmers	100	<b>73</b>	<b>73%</b>
3.0 IMTF.2.0-O5a: Quantity (MT) of produce sold.	10,000	<b>3,218.8</b>	<b>32%</b>
<b>1.2.2.1.1 Output: IMTF 1.2: Capacity of Business Development Service providers to deliver services to inclusive market actors and smallholder farmers enhanced.</b>			
3.0 IMTF.2.1-O6: Number of Business Development Services (BDS) providers supported.	800	<b>568</b>	<b>71%</b>



# Project Indicators Progress Contd.

INDICATOR	Target	Achieved As of Sep 2025	%ge
<b>1.2.3 Long-Term Outcome: IMTF 3.2: Improved enabling environment for inclusive markets, trade and finance (especially youth ag. entrepreneurship)</b>			
3.0 IMTF.3.2-09: Value of new investments in supported value chains and companies.	\$1,700,000	<b>\$39,062</b>	2%
<b>1.2.3.1.1 Output: IMTF 1.4: Market data and information systems strengthened.</b>			
3.0 IMTF.2.2-O12: Number of market data and information systems and platforms supported.	1	<b>1</b>	100%
<b>1.2.3.1.2 Output: IMTF 1.5: Governments /institutions supported on policies reforms that enable market, trade, and financial markets to function effectively.</b>			
3.0 PSC.2.1-O6: Number of policies, reforms ,regulations, certifications standards supported (IMT.2.2-O15)	2	<b>TBD</b>	
3.0 IMTF.2.2-O14: No. of governments and institutions supported with new or improved policies, reforms, regulations or procedures on inclusive trade, market, and finance	100	<b>TBD</b>	

# Project Indicators Progress Contd.

INDICATOR	Target	Achieved As of Sept 2025	%ge
<b>1.8 Business Line: Development Partners</b>			
<b>1.8.3 Long-Term Outcome: Mastercard</b>			
3.0 YE.41-b: Number of training events held to build capacity of farmers and other value chain actors along focus value chains	8	<b>11</b>	<b>138%</b>
3.0 YE.02-a: Number of youth in work	5,000	<b>1,839</b>	<b>37%</b>
3.0 YE.43: Number of enterprises/groups accessing Business Development Services	100	<b>48</b>	<b>48%</b>
3.0 YE.45. Number of youth accessing or reached by services or products (direct outreach)	10,000	<b>2,301</b>	<b>23%</b>

# Success & Stories

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BUSIA WOMEN CROSS BORDER  
TRADERS SACCO (BUSIA-KENYA)



## From Training to Transaction: A Busia Market Linkage Sparks New Hope for Smallholder Farmers

In the heart of Busia's vibrant cross-border economy, a simple transaction of 25 kilograms of soybeans is telling a much larger story—one of partnership, empowerment, and a new vision for regional trade. This success is a direct result of the AGMARK initiative, funded by AGRA and implemented to empower women and youth in structured grain trade.

The catalyst was a recent AGMARK training in Busia, Kenya, where 42 traders were empowered in structured grain trading systems. The project team facilitated a roundtable discussion, bringing five local farmer organizations face-to-face with the newly trained traders. This was the market linkage component in action, transforming theory into tangible opportunity.

It was here that the Busia Women Cross Border traders Sacco Chairlady, **Florence Atieno**, a proactive leader, met **Margaret Okonda** of the Asing'e Aggregation Centre. Florence, who had a desire for reliable supply, was seeking quality produce. Margaret, representing a collective of dedicated smallholder farmers, was in search of stable and fair market access. The connection was immediate and productive, Florence made a purchase: **25 kg of soybeans, directly from the Asing'e Aggregation Centre**. With expectation of more business from the group since Busia CBTS have a milling investment, most of the purchases were for milling and eventual sales as flour by the CBTA.

While a single bag of beans is a modest start, its significance is profound. It represents the first spark of a formalized trade relationship, exactly the kind of outcome the AGMARK project was designed to create. **This successful linkage, demonstrates:**

- **Direct Access Creates Opportunity:** The roundtable eliminated barriers, allowing Margaret's farmers to sell directly to a committed CBTA member, ensuring better value and a reliable partnership.
- **Building Trusted Networks:** The CBTA, strengthened by AGMARK, provided a platform of trust that made this quick, confident transaction possible. For Margaret Okonda, the impact was equally transformative.

Funded by AGRA, the project is proud to facilitate these critical connections. This success in Busia is a concrete step towards achieving the project's ambitious goals, including linking 100 farmer organizations to anchor off-takers and enabling millions in trade across targeted borders. It proves that by investing in people and creating deliberate market linkages, we are building a more inclusive and prosperous future for cross-border trade in East and Southern Africa.

*"To sit at the same table with a serious buyer and make a deal based on mutual respect is everything. This sale to Florence is more than income; it's a door opening for my entire farmer organization."* —Margaret Okonda, Asing'e Aggregation Centre

# 25

Kgs Soya Beans

25 kg of Soya sold instantly on the 3<sup>rd</sup> day of the training; farmer carried their produce to showcase quality

*"This is the missing link we've been waiting for, the AGMARK training gave us the tools, and this direct introduction gave us the partner. We now have a trusted source for quality produce, which is the foundation for growing a sustainable business."*

— Florence Atieno,  
Chairlady, Busia Women  
CBTS."

# Invitation to Participate in the Budgeting Process



REPUBLIC OF KENYA

**MINISTRY OF EAST AFRICAN COMMUNITY (EAC), ASALS AND  
REGIONAL DEVELOPMENT**

**STATE DEPARTMENT FOR EAST AFRICAN COMMUNITY AFFAIRS**

**OFFICE OF THE PRINCIPAL SECRETARY**

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When replying please quote:

**Ref: FIN/3/4 VOL.IX/62**

Co-op Bank House Building

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P.O. Box 8846-00200 City Square

**NAIROBI, KENYA**

**15<sup>th</sup> September 2025**

**Keria Ole Mandina**

National Cross-Border Traders

P O Box 47-43403

**NAMANGA**

**Email: [keria680@gmail.com](mailto:keria680@gmail.com)**

## **STAKEHOLDERS PARTICIPATION IN THE FINANCIAL YEAR 2026/27 AND MEDIUM TERM BUDGET PROCESS**

The State Department for EAC Affairs is in the process of preparing its budget for

**Re: FIN/3/4 VOL.IX/62**

**15<sup>th</sup> September 2025**

**Keria Ole Mandina**

National Cross-Border Traders

P O Box 47-43403

**NAMANGA**

**Email: [keria680@gmail.com](mailto:keria680@gmail.com)**

## **STAKEHOLDERS PARTICIPATION IN THE FINANCIAL YEAR 2026/27 AND MEDIUM TERM BUDGET PROCESS**

The State Department for EAC Affairs is in the process of preparing its budget for the Financial Year 2026/27 and the Medium-Term Expenditure Framework.

The budget preparation process is a critical exercise that shapes the priorities, programs, and resource allocation of the State Department. To ensure that our budget is aligned with national development goals, the aspirations of the East African Community, and the needs of our stakeholders, we are committed to a consultative and inclusive approach.

As a key partner and stakeholder in the successful implementation of the East African Community integration agenda, your insights and contributions are invaluable to us. We therefore write to formally invite you to participate in this important process by providing your input. Your perspectives on the following areas would be particularly welcome:



# Bilateral TZ-ZM Trade Meeting

## Ministry of Commerce, Trade and Industry's Post



Ministry of Commerce, Trade and Industry

August 21 · 🌐

For Immediate Release  
21ST August, 2025

### ZAMBIA AND TANZANIA FORGE STRONGER TRADE TIES AT THE FOURTH BILATERAL TRADE MEETING

Nakonde, Zambia - Ministry of Commerce, Trade and Industry, Permanent Secretary-Trade & Commerce, Lillian S. Bwalya has highlighted the need to address emerging trade and non-trade concerns through continued dialogue. The ultimate objective is to create a more predictable and efficient cross-border environment.

Delivering her opening remarks at the Zambia–Tanzania Bilateral Trade Senior Officials Meeting in Nakonde, Muchinga Province, Mrs. Bwalya emphasized the significance of the meeting in fostering economic development and prosperity of the two sister Nations.

The meeting was convened as part of the directives and vision of Mr. Hakainde Hichilema, President of the Republic of Zambia and Her Excellency, Dr. Samia Suluhu Hassan, President of the United Republic of Tanzania, to enhance and facilitate the smooth flow of trade between Zambia and Tanzania. The senior officials meeting of Permanent Secretaries held on 20th August, 2025 was preceded by a meeting of Experts held from 18th to 19th August 2025.



Write a comment...



# Challenges & Mitigation



# Challenges and Mitigation

## CHALLENGES

### Ineffective Coordination

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Limited coordination between Namanga CBTAs and government agencies hinders their effectiveness.

### Trade Imbalance

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Zambian policies are more open, allowing Tanzanians to trade freely, while Tanzania restricts Zambians from doing the same in Tunduma (e.g harassment, high permit fees)

## MITIGATIONS

The Joint Border Coordination Committee (JBCC) convenes monthly meetings at the Namanga One Stop Border Post (OSBP), alternating between Kenya and Tanzania. For this month, the meeting is scheduled for **October 15, 2025**, and **AGMARK** has been invited to participate.

Use existing mechanisms such as the Joint Border Coordination Committee to negotiate policy alignment and address trade disparities.

# Next Month Activities

## **Planned Trainings-Oct**

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Structured Trading Systems/Regime in  
Busia-UG, Songwe-MW, Tunduma-TZ

## **Advocacy**

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Continued empowerment of traders,  
particularly women and youth, to seek a  
favourable environment for their  
enterprises to thrive

## **Market Linkages**

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Market Linkages to be done during the  
STR training in Busia-UG, Songwe-MW, &  
Tunduma-TZ

## **Reporting Deliverable**

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- 100 traders trained
- 1 policy dialogue conducted
- 10 FOs linked
- 800MT grain traded





**Busia Women Cross Border traders SACCO**







**Farmer Organizations / Traders Networking Session**

