Cooperation for Holistic Agriculture Innovation Nests in Sub-Saharan Africa

GRANT AGREEMENT NUMBER 101082963

D2.7
TRAINING FOR ACADEMIC STAFF ON FOOD VALUE CHAINS

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1. INTRODUCTION

1.1 Background

The *Cooperation for Holistic Agriculture Innovation Nests in Sub-Saharan Africa (CHAIN)* project is a strategic initiative designed to bridge the gap between academic institutions and the agricultural sector by fostering collaboration, knowledge exchange, and the development of practical innovations. Beyond curriculum enhancement, the project emphasizes building capacity among teaching staff, students, and farmers, thereby contributing to sustainable agricultural development in Sub-Saharan Africa.

CHAIN is a collaborative effort involving a consortium of 10 universities from Kenya, Togo, Nigeria, Poland, Romania, and Germany. Together, these institutions aim to transform agricultural education through cross-continental cooperation, combining expertise from both Sub-Saharan Africa and Europe. The project embraces a holistic and human-centered approach to agricultural education, enhancing the capacity for innovation, sustainability, and resilience within the sector.

1.2 Objectives of the CHAIN Project

The overarching goal of the CHAIN project is to promote a more integrated and human-centered model of agricultural education, training, and innovation. The specific objectives are to:

i. Develop Master's programs in Food Value Chain at selected partner Higher Education Institutions (HEIs);
ii. Build the capacity of teaching staff at partner HEIs to adopt teaching methodologies that encourage entrepreneurial thinking and innovation, with a strong emphasis on e-learning and digital tools;
iii. Collaborate with the private sector to establish Holistic Agriculture (HA) Innovation Nests at partner HEIs and support innovation initiatives led by students, farmers, and entrepreneurs.

1.3 Training for academic staff on Food Value Chains

Training of Academic Staff on Food Value Chains

As part of the CHAIN project activities, a training seminar for academic staff was conducted during the annual staff meeting, held in May 2025 in Romania. This year's meeting was hosted by the University of Life Sciences in Iași, and brought together academic representatives from partner institutions across Sub-Saharan Africa and Europe.

The training program focused on the development and implementation of Food Value Chain (FVC) concepts in higher education. It was complemented by an educational excursion to successful farms and agri-food enterprises in the region. These visits provided participants with practical insights into well-developed value chains operating within farms and associated companies.

A highlight of the visit was the tour of the University of Life Sciences in Iași, where participants explored modern laboratories and hands-on learning facilities. These spaces, dedicated to applied research and student projects, were of particular interest to staff members from Kenya, Togo, and Nigeria, offering valuable ideas for strengthening similar infrastructure in their home institutions.

The academic training sessions included:

- **Value Chain Analysis**, led by experts from Hochschule Weihenstephan-Triesdorf University of Applied Sciences (HSWT), Germany; and

- **Communication and Collaboration with Actors along the Food Value Chain**, delivered by Lecturer Ph.D. Oana Coca and Lecturer Ph.D. Alexandru-Dragoș Robu from the University of Life Sciences in Iași.

These sessions equipped academic staff with theoretical frameworks and practical tools to better integrate value chain thinking and stakeholder collaboration into their teaching and research activities.

2. VALUE CHAIN ANALYSIS

Held by Aizhan Nasyrbekova (HSWT), IULS, 13.05.2025

2.1. Agenda

- Value chain analysis and value chain mapping
- Valuelinks methodology
- Group work: value chain mapping

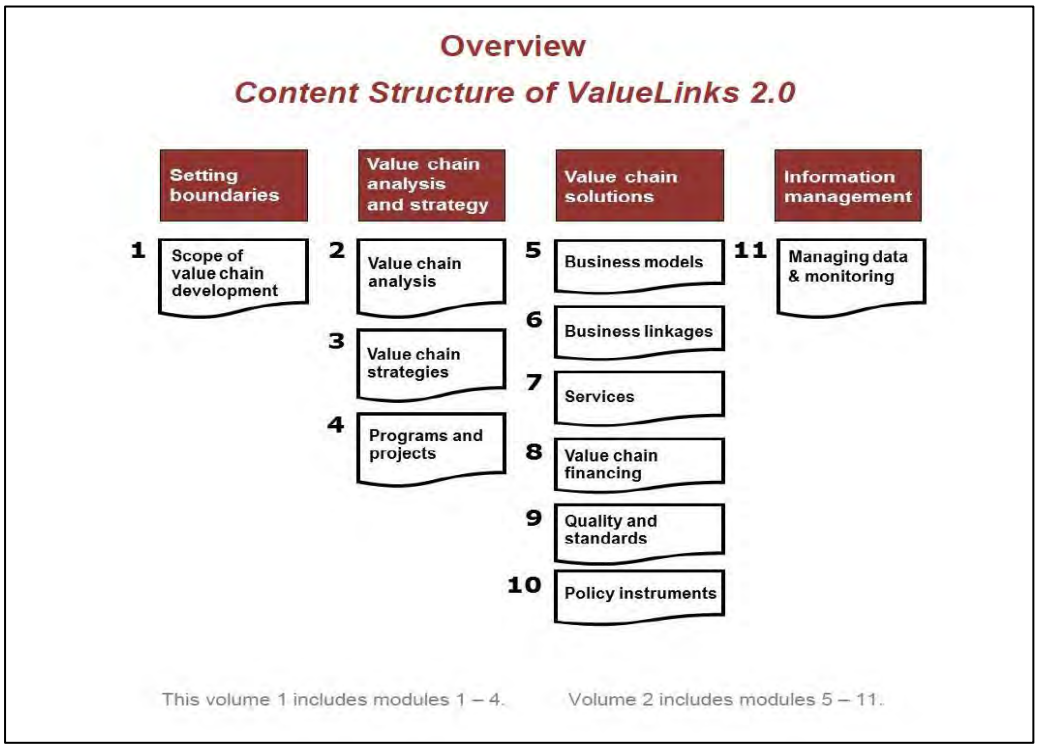
What is a value chain? It is…

- a sequence of related business operations (functions) from the provision of specific inputs for a particular product to primary production, transformation, marketing, and up to the final sale of the particular product to consumers.

- a set of enterprises (*operators*) performing these operations i.e. producers, processors, traders and distributors of a particular product.

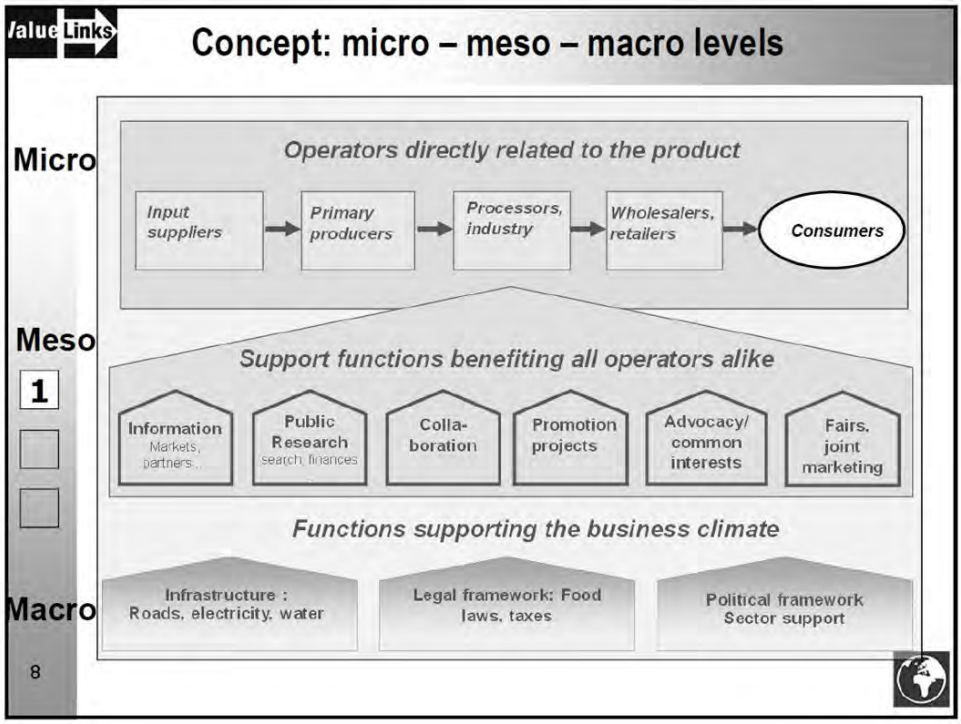
GIZ, ValueLinks Manual, Vol. 1, 2017

2.2. Value chain analysis and value chain mapping



Elements of value chain analysis

- Structural analysis: Value chain mapping
- Economical analysis
- Environmental analysis
- Social and poverty analysis



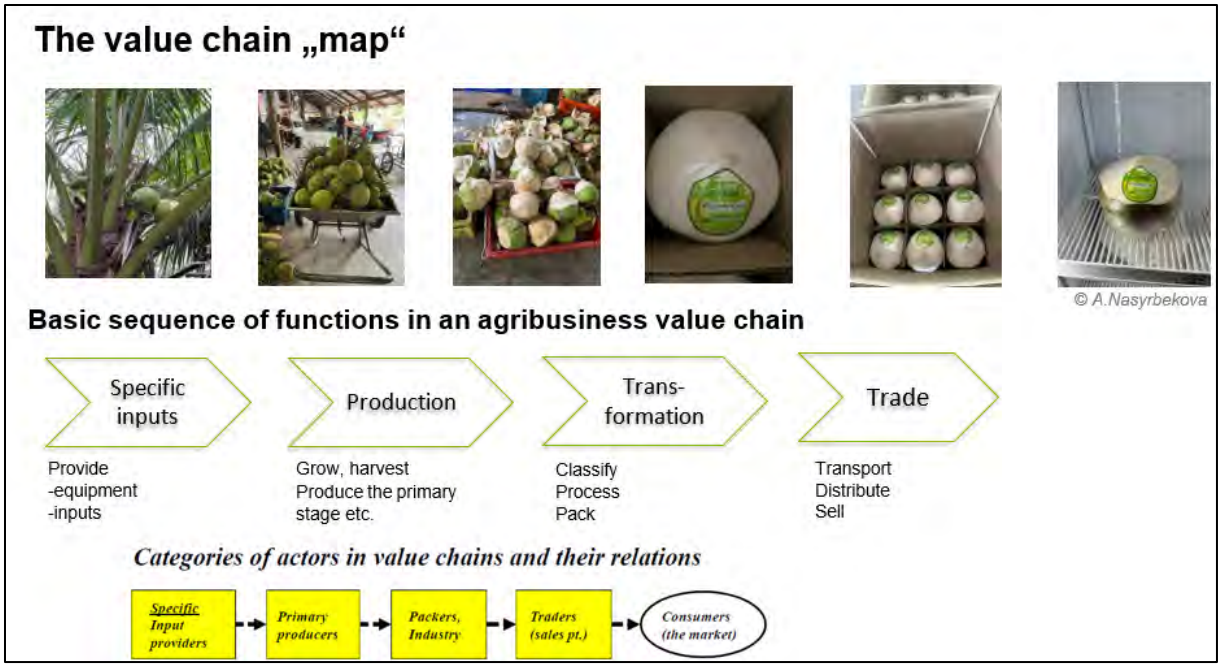
Why Use Value Chain Mapping?

- Visualize the structure of a value chain
- Identify bottlenecks and leverage points
- Understand linkages, service needs, and governance structures
- Form a basis for strategic interventions

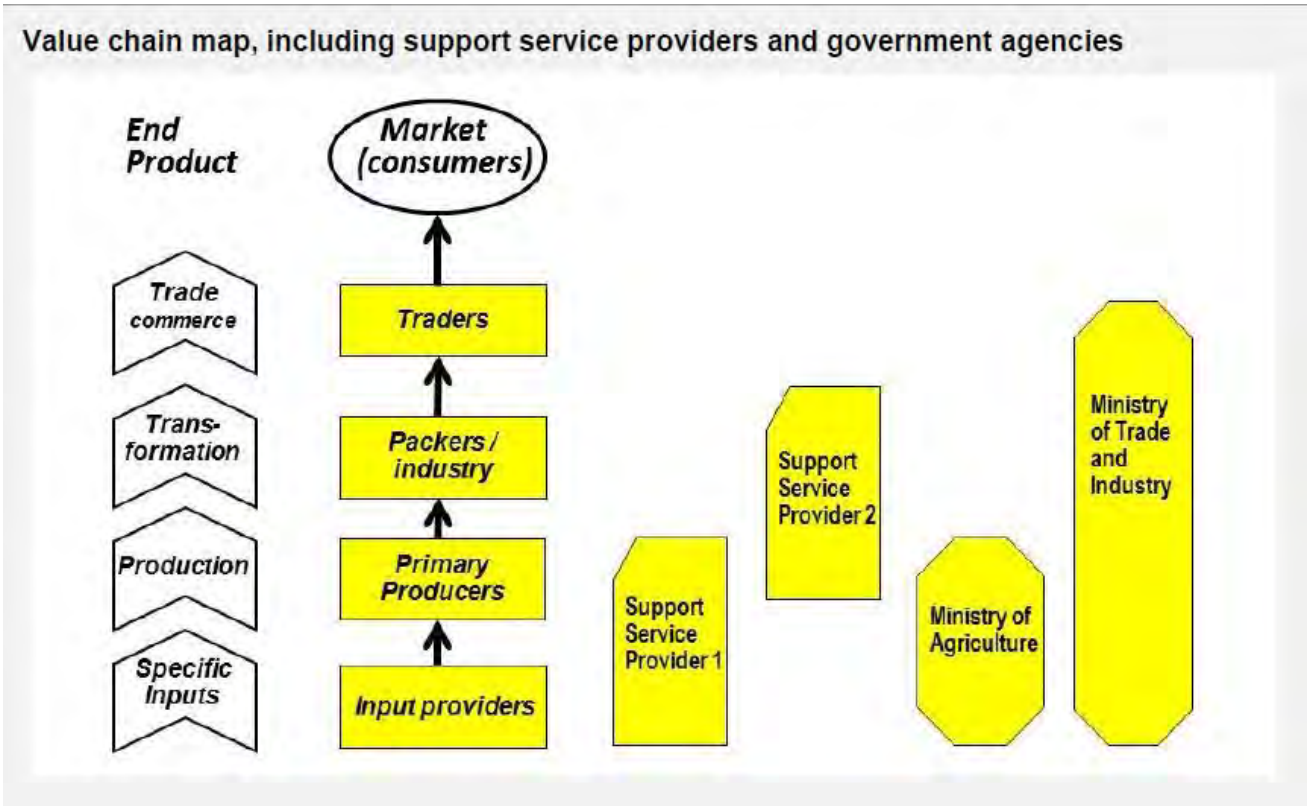
2.3. Contents of value chain map

Basic value chain visualise:

- End markets for products
- The sequence of production and marketing functions performed
- Value chain operators taking these functions (micro level)
- Vertical business links between the operators
- The chain support service providers (meso level)
- The value chain enablers (macro level)



Basic value chain map completed with institutions and support service providers



2.4. Valuelinks mapping mathodology

Value chain map

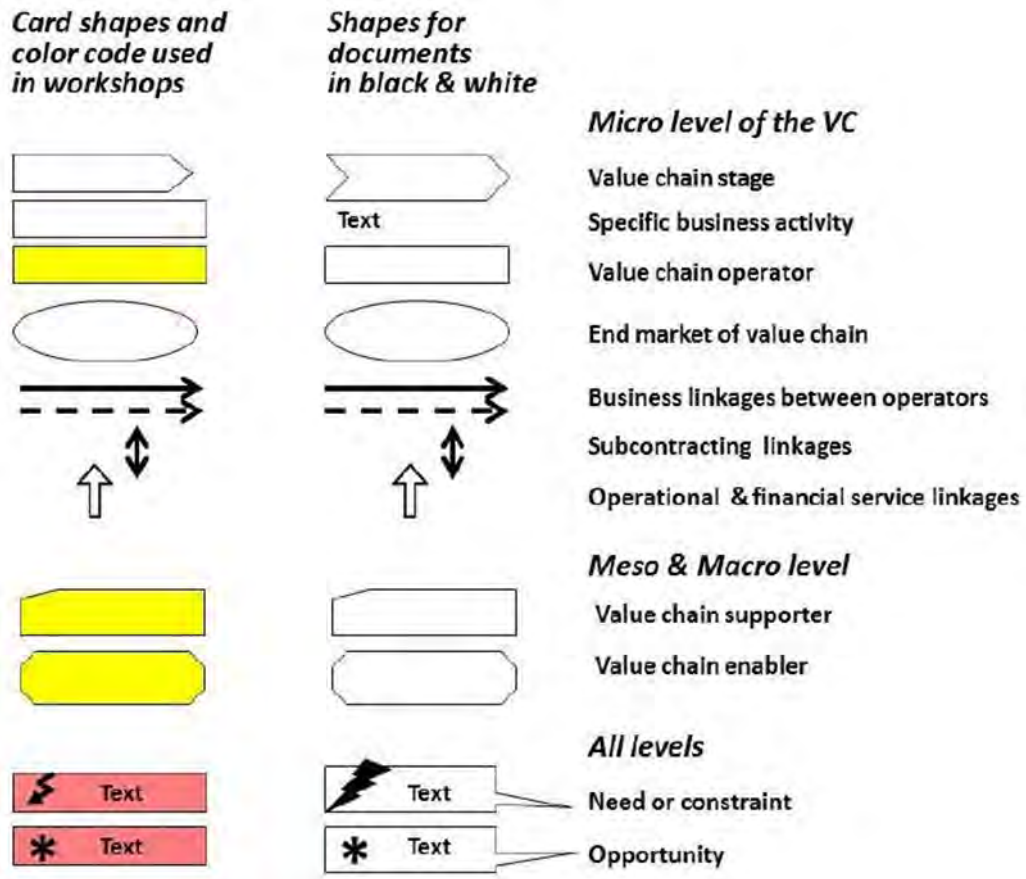
The value chain map is a chart visualizing the micro and meso levels of the value chain. Following the definition of value chain it consists of a functional map showing the value chain stages combined with a map of the value chain actors and their relations. ValueLinks defines specific symbols for the value chain stages, end markets, value chain operators, business linkages, subcontracting relations, operational and support service linkages and the support service providers.

For drawing a value chain map, the ValueLinks methodology applies a series of mapping symbols:

- An oval shape for the end market(s) of the product or services defining the value chain
- Hollow white arrows for the chain links or stages combining the specific functions / business operations
- Yellow boxes for the value chain operators performing the business operations
- One type of arrow for the vertical business links between the operators
- Another type of arrow for links between operational service providers and chain operators

- A modified shape of boxes for support service providers and government institutions

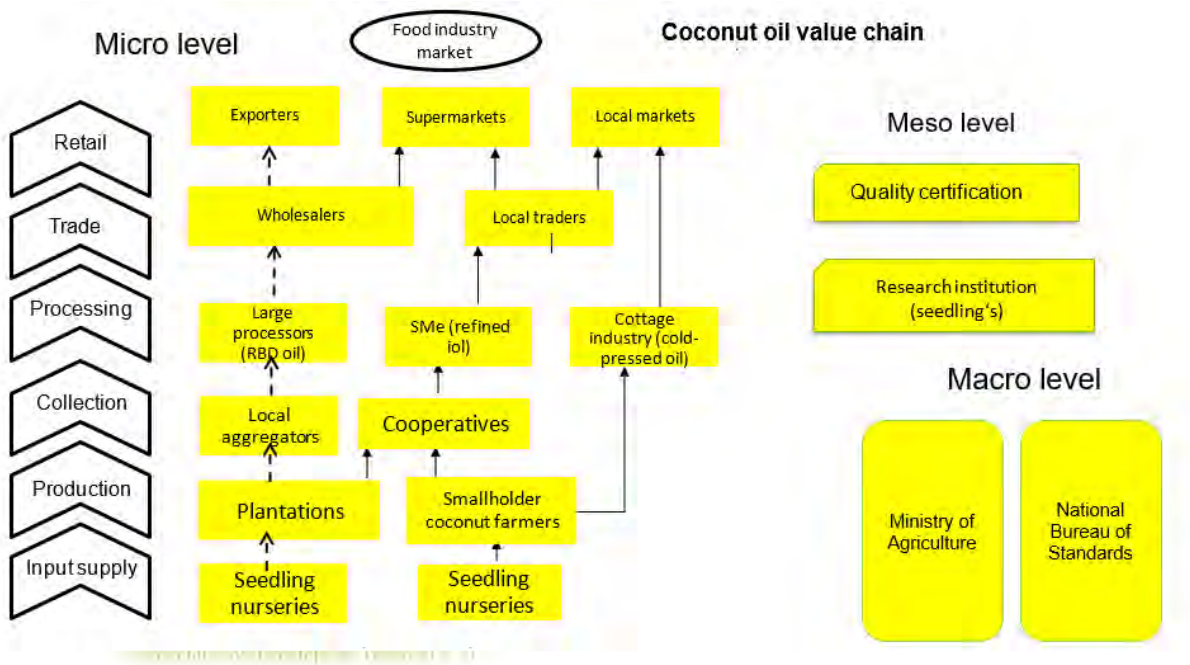
Tool-value chain mapping symbols



Where to start?

Sequence of steps in value chain mapping

1. Determining the end product
2. Identifying and segmenting markets
3. Defining the sequence of stages of the value chain
4. Depicting operators and business models
5. Mapping business linkages
6. Differentiating the chain into different into several channels
7. Mapping operational service providers
8. Mapping support service providers and government institutions



Example Constraints & Opportunities by Level

Level	Constraints	Opportunities
Micro	Low productivity, post-harvest losses, market access gaps	Better varieties, mobile market access, group marketing
Meso	Limited extension reach, outdated equipment	Local BDS scaling, tech innovation support
Macro	Weak export policy, inconsistent standards	Export incentives, national coconut strategy

2.5. Group work: value chain mapping

Group Exercise: Value Chain Mapping

Instructions:

- 1. Choose or receive a product (e.g., mango, cassava, tomato).
- 2. Identify and draw core functions in boxes (production, processing, retail, etc.)
- 3. Add actors for each function (farmers, traders, processors).
- 4. Use arrows to show flows
- 5. Add support services (e.g., input suppliers, extension, transport).
- 6. Consider the business environment (laws, policies, infrastructure).
- 7. Mark one constraint and one opportunity for each core function.
- 8. Use standard symbols or color codes for clarity.

You will present your value chain and findings.

3. COMMUNICATION AND COLLABORATIONWITHACTORS AROUND FOOD VALUE CHAIN

IULS, Oana Coca, PhD lecturer, 14.05.2025

Purpose, Objectives & Course Relevance

Purpose

To foster meaningful collaboration between universities, students, researchers, and entrepreneurs in the agri-food sector through practical skill development in communication and partnership-building.

Context

This course serves as a **dynamic learning hub** focused on **real challenges and opportunities** in the food value chains of Sub-Saharan Africa (Kenya, Nigeria, Togo), while showcasing collaborative examples between IULS and agribusiness actors.

ExpectedOutcomes&CollaborativeImpact

Expected Outcomes

- Increased student engagement in the agri-food business ecosystem.
- Improved communication skills (presentation, active listening, feedback).
- Strengthened intercultural competencies for international cooperation.
- Practical ability to manage conflict and negotiate win-win outcomes.
- Formation of a cross-institutional, cross-sectoral support network.

Collaborative Impact (IULS – agribusiness examples)

- **Case studies based on real-life partnerships.**
- Guest lectures and mentoring by industry professionals.
- Support for student start-ups via university-business incubators.
- Field visits and internships in partner agri-food companies.

3.1 Case studies based on real-life partnerships between IULS university and agribusiness

PROJECTS (some examples):

1. AGRIECOTEC
2. Ruralities
3. CarbonLINK
4. agriTECH
5. ARCA

Total number: more than 50 projects in collaboration (last 7 years)

OTHER COLLABORATIONS

1. Cluster membership: **Made in Neamt**
2. EDIH membership**: Digital Innovation Zone**
3. Providing an office space for farmers associations: **GRANARII**
4. Workshops with representatives of **top agribusiness companies: Frizon Holding; Corteva; Agritehnica**

AGRIECOTEC

ESTABLISHMENT AND IMPLEMENTATION OF PARTNERSHIPS FOR KNOWLEDGE TRANSFER BETWEEN THE INSTITUTE OF AGRICULTURE AND ENVIRONMENTAL RESEARCH OF IAȘI AND THE AGRICULTURAL ECONOMIC ENVIRONMENT

LEADING: "ION IONESCU DE LA BRAD" UNIVERSITY OF LIFE SCIENCES IAȘI

DURATION: 5 YEARS (2018-2023)

OBJECTIVE: Increasing access of the agricultural economic environment to knowledge

- **Total project value (EURO): 4,00 MIL. EURO**
- **Number of partnerships with enterprises: 27 private enterprises**
- **Number of researchers: 120**

RURALITIES: HORIZON EUROPE project

Romanian partners: IULS; YXS Avalana; Siret Moldova LAG; Rural Development Research Platform (RDRP)

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FORUMUL appr

CarbonLINKan online platform for applying the "carbon credits" concept within agricultural entities

Clink

Aim

In a world where climate change is becoming an increasingly significant challenge, agriculture plays a crucial role in protecting the environment and creating a greener future.

Through the CARBONLINK platform, we aim to **support farmers and agricultural entities in becoming leaders in sustainable farming practices by making smart use of carbon credits.**

Partners

- Iasi University of Life Sciences (IULS)
- Forum of Professional Farmers and Processors of Romania (FAPPR)
- Platform developper: SysAgria

Project duration

2024-2026

Phase I (DONE); Phase II - IN PROGRESS and Phase 3 - NOT STARTED

Target users

Farmers, regulatory and control authorities, researchers, farmers' associations, service providers, and agricultural equipment suppliers.

BUILDING INFRASTRUCTURE FOR DUAL EDUCATION – "AGRITECH"

1. **TOTAL PROJECT VALUE: 25 million euro**
2. **DURATION: 2024-2026 (under construction)**
3. **CONSTRUCTED AREA: 7.080 Sqm**
4. **22 INTERDISCIPLINARY LABORATORIES**
5. **140 ACCOMMODATION PLACES**
6. **MINIMUM 300 TRAINEES PER YEAR**

The "AGRITECH" Campus will be:

1. a centre of excellence for the training and development of human capital
2. a provider of intellectual, social and economic capital for the regional economy
3. a provider of advanced technologies
4. a centre of best practices, i.e. a bridge between education, research and businesses
5. a regional clustering hub

"AGRITECH" CONSORTIUM PARTNERS:

LEADING ORG.: Iasi University of Life Sciences „Ion Ionescu de la Brad"

1. **„Gheorghe Asachi" Technical University Iasi**
2. **IAȘI Municipality**
3. **FĂLTICENI Municipality**
4. **TÂRGU NEAMȚ City Hall**
5. **MIROSLAVA Commune, IASI County**
6. **„VASILE ADAMACHI" College of Agriculture and Food Sciences, Iasi**
7. **„MIHAIL STURDZA" Technical College, Iasi County**
8. **„OLGA STURDZA" Agriculture Technologies High School, Miroslava, Iasi County**
9. **„VASILE LOVINESCU" College, Falticeni, Suceava County**
10. **„ION CREANGĂ" Technical College, NEAMT County**
11. **AGROPAN IMPEX Ltd. – jud. IAȘI (bakery; dairy farmer)**
12. **INTERAGROALIMENT Ltd. – jud. BACĂU (crop farmer; cereal trader)**
13. **AGRITEHNICA SERVICE Ltd. – jud. BACĂU (agricultural machinery and equipment dealer)**
14. **DICOR LAND Ltd. – jud. GALAȚI (agricultural machinery and equipment dealer)**
15. **RAM Ltd. – jud. BOTOȘANI (milk processing company)**

THE CAMPUS PARTS – "AGRITECH"

Iasi University of Life Sciences

1. Digital farming laboratory in the crops sector
2. Digital farming laboratory in the livestock sector
3. Milk processing Laboratory
4. Meat processing Laboratory
5. Storage, milling and pasta processing Laboratory
6. Beekeeping Laboratory
7. Circular economy and climate change Laboratory
8. Digital systems in farm management (ERP, SAP) Laboratory
9. Plant protection Laboratory

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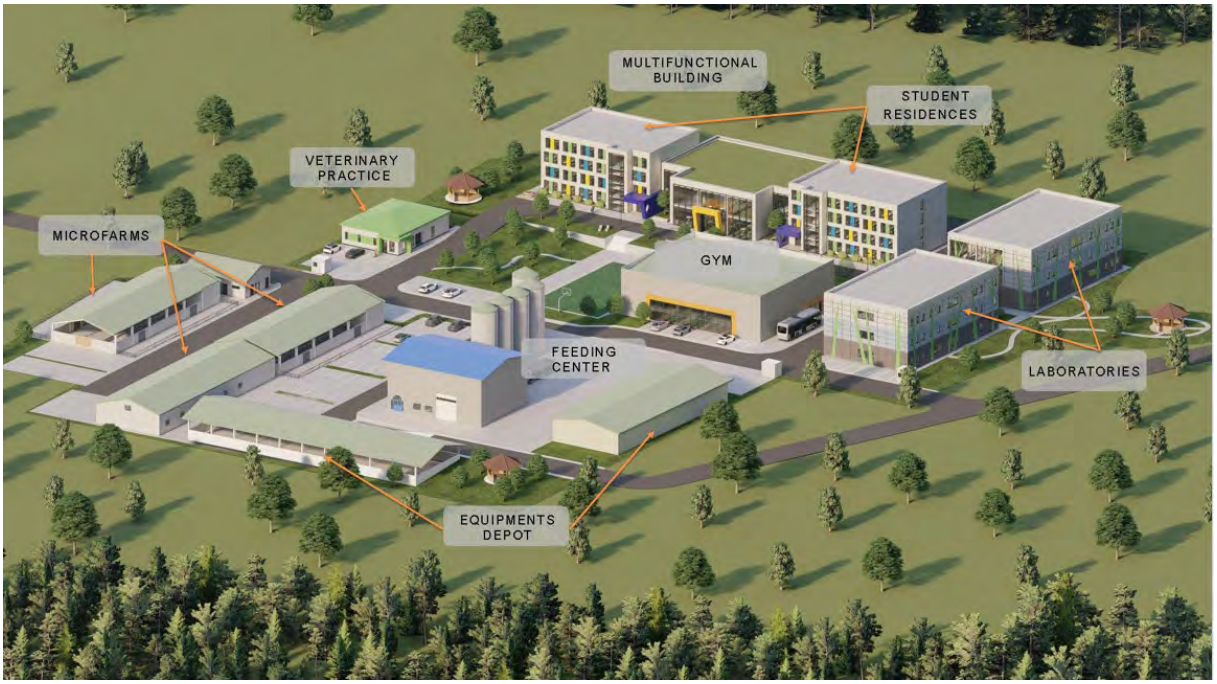
Gheorghe Asachi Technical University of Iasi

1. Robotics and mechatronics Laboratory
2. Virtual Reality and augmented reality Laboratory
3. Occupational health and safety Laboratory
4. Bioengineering Laboratory
5. Intelligent Vehicle Laboratory
6. Advanced Engineering Laboratory
7. Energy efficiency Laboratory
8. Chemical engineering and environmental protection Laboratory
9. Civil engineering and environmental protection Laboratory




EASY
LIVE
YOUR
LIFE

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Advanced Research Center for Agribusiness – "ARCA"

- **Project Overview**

- **Beneficiary:** "Ion Ionescu de la Brad" University of Life Sciences, Iași

- **Project Duration:** 36 months - **2025-2027 (under construction)**

- **Main Objective:**
Strengthening research and innovation capacity and adopting advanced technologies in agribusiness through the establishment of the **ARCA – Advanced Research Center for Agribusiness**.

- **TOTAL PROJECT VALUE: 8,00 million euro (european grant)**

ARCA Specific Objectives

- **SO1.** Develop ARCA's research infrastructure by constructing a dedicated building for RDI and technology transfer in agribusiness, economy, marketing, business transformation, and smart farming.

- **SO2.** Establish a project implementation team, including experts in economics, smart farming, marketing, and early-career researchers.

- **SO3.** Acquire state-of-the-art equipment, software, and tools to support high-quality research and innovation activities.

- **SO4.** Develop an integrated **ERP software** for agribusiness to automate data collection and decision-making, improve productivity, and reduce environmental impact.

- **SO5.** Align RDI activities with real-world needs of businesses and public/private organizations through three **ARCA departments**:
  - Agribusiness, Economy & Sustainable Development
  - Marketing & Business Transformation
  - Smart Farming

ARCA Departments: Research Directions, CDI Activities, Target Groups, and Market-Ready Results

A) Department of Agribusiness, Economics & Sustainable Development

Key Research Directions and CDI Activities:
- **Agricultural Strategies & Policies**: Development of impact studies (on farmers, environment, economy).
- **Resource Use Efficiency**: Economic efficiency studies on production factors; short value chains; opportunities for alternative technologies (vertical farming, hydroponics, urban agriculture).
- **Costs and Capital**: Production cost evaluation, agricultural financing, investment efficiency, cost-benefit analyses.
- **Circular Economy**: Studies on waste utilization efficiency and waste minimization at source.
- **Bioeconomy & Digital Transformation**: Studies on digitalization of agricultural businesses, testing software and automation, impact of AI on production.
- **Social Innovation**: Strategies for social hubs, participatory technologies, and digital solutions for rural development.

Target Groups: Farmers, agribusiness professional associations (cooperatives, water user associations, federations, interbranch organizations), integrators (storage, marketing).
Market-Ready Results: Impact studies, economic efficiency analyses, cost-benefit reports, digitalization and AI impact studies, strategies for social innovation.

B) Department of Marketing & Business Transformation
Key Research Directions and CDI Activities:
- **Marketing Research**: Market studies (questionnaires, focus groups, interviews).
- **Strategic Planning**: Marketing plans, brand and promotion strategies.
- **Market Segmentation**: Analyses based on demographic, psychographic, and behavioral criteria.
- **Competitive Positioning**: SWOT analyses and positioning strategies.
- **Consumer Behavior**: Consumption studies and feedback analysis.
- **Product Design**: Consulting for new or improved products.
- **Pricing & Distribution**: Price structure analysis, pricing and distribution strategies.
- **Promotion**: Advertising campaigns, communication, and branding strategies.
- **Digital Marketing**: SEO, social media strategies, lead generation, online visibility.
- **Leadership & Management**: Training in leadership and team management.
- **Innovation & Business Transformation**: Studies and strategies for innovation, digitalization, sustainable practices.

Target Groups: Farmers, agribusiness companies, producers, entrepreneurs, retailers, final consumers.
Market-Ready Results: Customized marketing strategies, consumer insights, product development support, price & distribution reports, branding campaigns, digital marketing tools, innovation and transformation plans.

C) Department of Smart Farming

Key Research Directions and CDI Activities:
- **Living Labs**: Development of living labs for agribusiness innovation.
- **Digital Agriculture**: Smart farm design; digital monitoring and resource management solutions; ERP farm management systems; monitoring of soil-climate factors; feasibility studies on alternative farming systems.
- **Holistic Development**: Studies on resilience to digital and climate change for communities and businesses.

Target Groups: Farmers, professional agribusiness associations, research units, integrators.
Market-Ready Results: Living labs, ERP systems, smart monitoring tools, resilience analysis reports, guides for digital tech and sustainable agriculture adoption, strategic recommendations.

3.2. Case studies based on real-life partnerships between IULS university and agribusines

OTHER COLLABORATIONS

1. Cluster membership: **Made in Neamt**
2. EDIH membership: **Digital Innovation Zone**
3. Workshops/ exhibitions with representatives of **companies**

Cluster membership: Produs în Neamț (Made in Neamt)

The **"Produs în Neamț" Cluster Association** aims to contribute to the sustainable development of Neamț County by aligning and representing the interests of businesses, research, public administration, and catalyst entities. The goal is to enhance economic competitiveness, create jobs, support internationalization of members, provide professional training for managers and employees, manage a shared database, promote members' products through the Association's website(s), and participate in relevant national and international trade fairs and events.

Key Development Areas Supported:

- **Organic Agriculture** – in the context of Europe's Green Deal and the European Green Pact for cities and regions.
- **Creative and Cultural Sectors** – focused on cohesion and cooperation.
- **Social Innovation** – supporting the development of the "Empowering Citizens" initiative.
- **Logistics and Transport.**

EDIH membership: **Digital Innovation Zone**

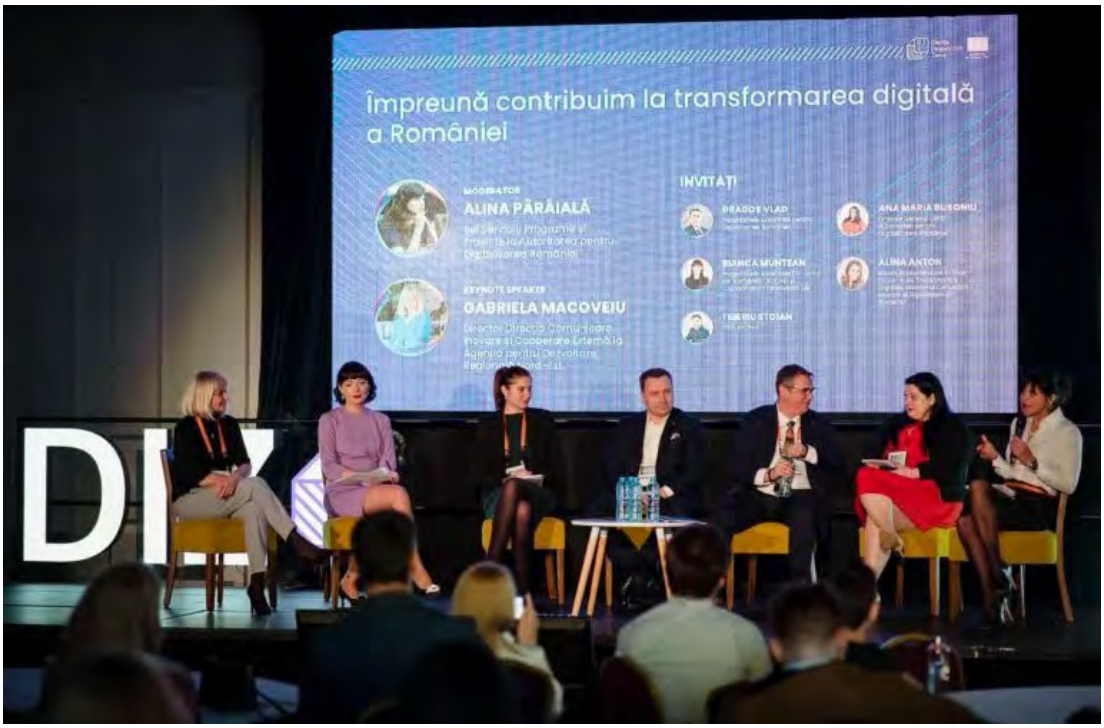
The First European Digital Innovation Hub (eDIH) in the North-East Region

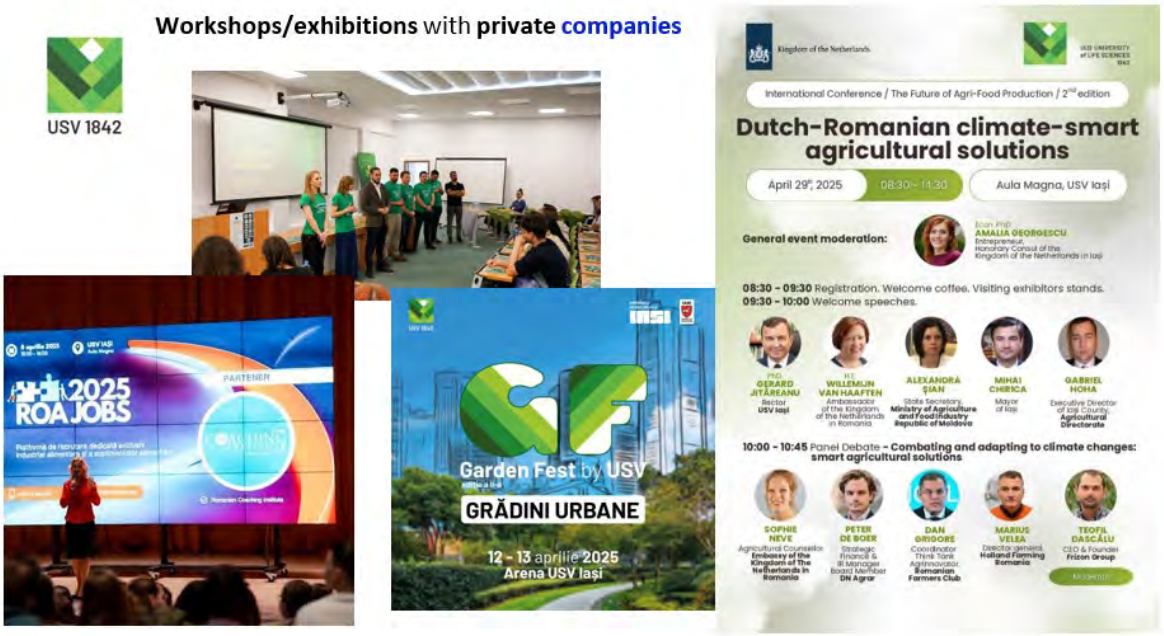
Launched in 2019 at the initiative of the North-East Regional Development Agency, in collaboration with **universities**, clusters, and numerous private companies specialized in technology and digital marketing from the region.

These entities provide expertise, solutions, programs, and professionals to support the digital transformation and innovation of SMEs and public institutions in the health and manufacturing sectors.

Main Activities of the EDIH (European Digital Innovation Hub):

- Provides technical expertise and the possibility to test digital solutions before making investment decisions.
- Supports companies in improving business processes, production, products, or services through the use of digital technologies.
- Offers financial advice, training, and skills development essential for successful digital transformation


împreună contribuim la transformarea digitală a României
INVITAȚI
ALINA PĂRĂIALĂ
GABRIELA MACOVEIU


Workshops/exhibitions with private companies
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2025 ROA JOBS
Garden Fest by USV
GRĂDINI URBANE
12 - 13 aprilie 2025
Arena USV Iași
International Conference / The Future of Agri-Food Production / 2nd edition
Dutch-Romanian climate-smart agricultural solutions
April 29th, 2025
08:30 - 14:30
Aula Magna, USV Iași
General event moderation:
08:30 - 09:30 Registration. Welcome coffee. Visiting exhibitors stands.
09:30 - 10:00 Welcome speeches.
10:00 - 10:45 Panel Debate - Combating and adapting to climate changes: smart agricultural solutions

ASPECTS REGARDING

4. COMMUNICATION AND COLLABORATION WITH ACTORS AROUND FOOD VALUE CHAIN

Lecturer Ph.D Alexandru – Dragoș ROBU Iași University of Life Sciences, România, 14.05.2025

Content:

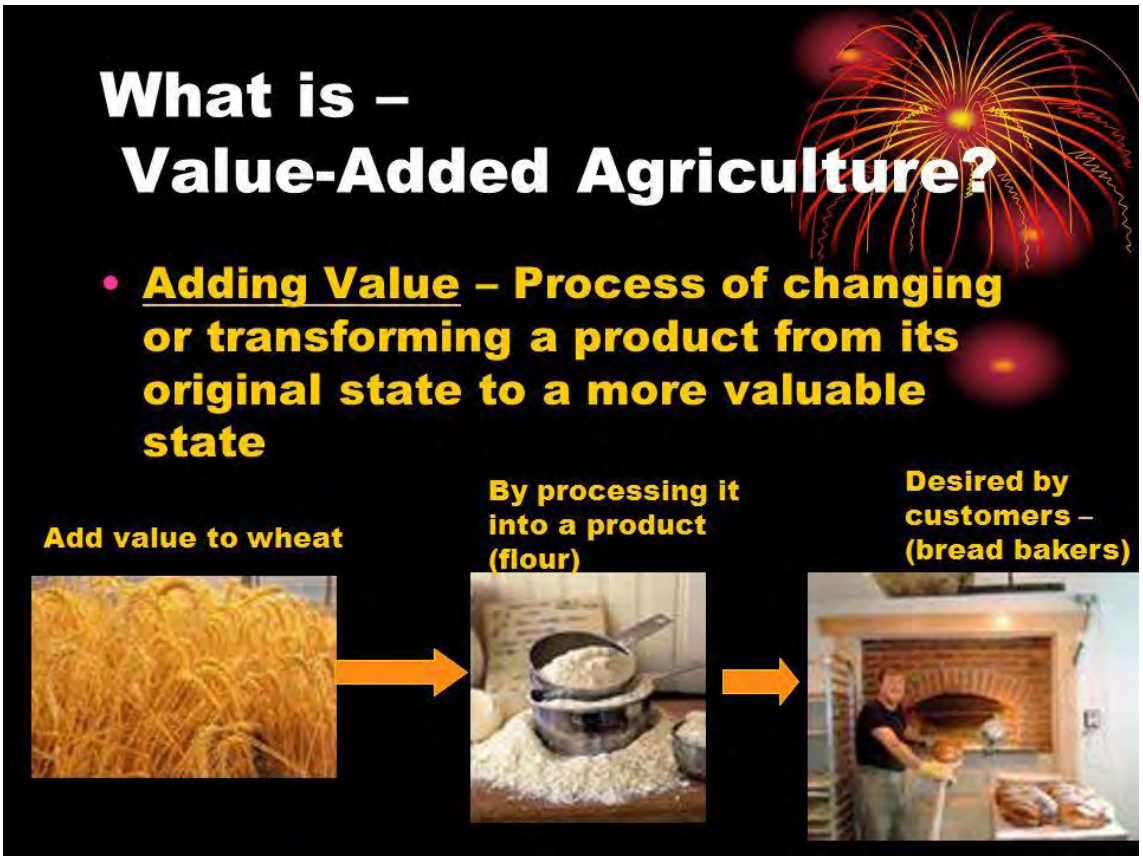
- Added value
- Added value in agriculture
- Food chain- current situation
- Public Private Partnership
- Local Action Groups – an example of PPP in Romania
- "Prut Valley" Local Action Group
- Key notes
- Results
- Publich Private Partnerships in Kenya
- Publich Private Partnerships in Nigeria
- Publich Private Partnerships in Togo

Added value is the extra worth **created** when a **good or service** is **transformed**, **moving** from **raw inputs** to a **product customers will pay more** for. In business accounting it is calculated as the difference between the sales price of output and the cost of purchased inputs;

Economically, added value comes from labor, technology, design, branding, logistics, or any process that raises utility or desirability. For example, **wheat worth $200** becomes **flour worth $350 after milling**, then **artisan bread sold for $800**; each stage captures its own slice of added value. Firms seek to maximize it by boosting productivity, introducing innovation, moving up the value chain, or marketing premium features. In strategy terms, the more unique benefit a company adds relative to its input costs, the larger its competitive margin and potential profit.

Added value in agriculture

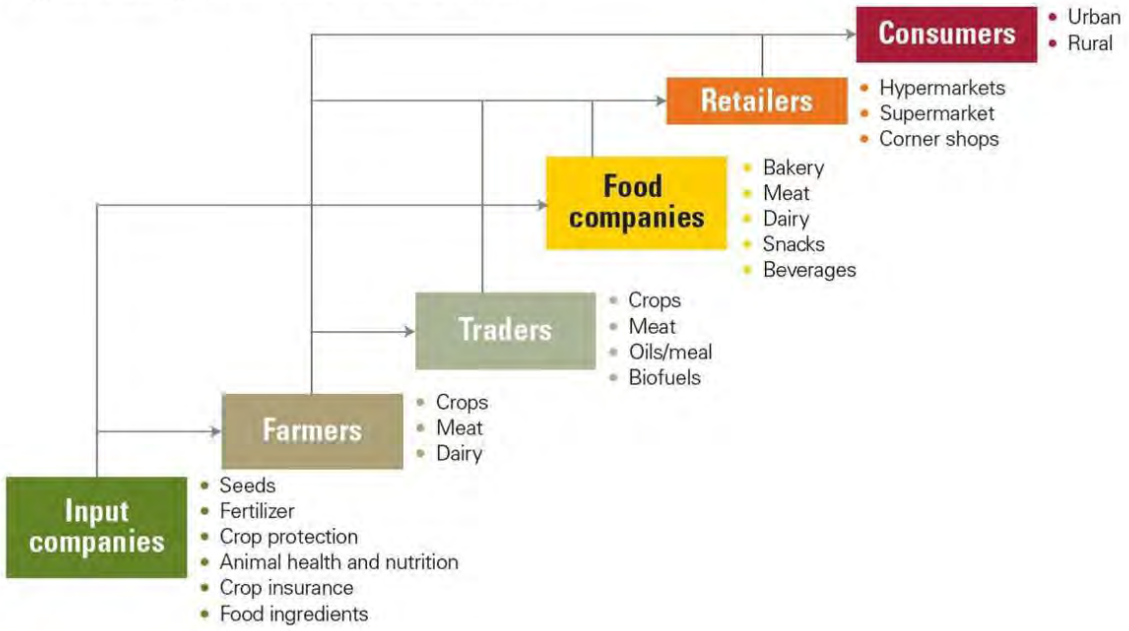
- ❖ Specific, certain knowledge required to mix the various types of resources for the new, valuable product.
- ❖ Management as a scientific, proper and prosperous way to mix the resources.
- ❖ Challenges regarding the geographical location of most of the activities in the chain;



FOOD CHAIN – Current situation

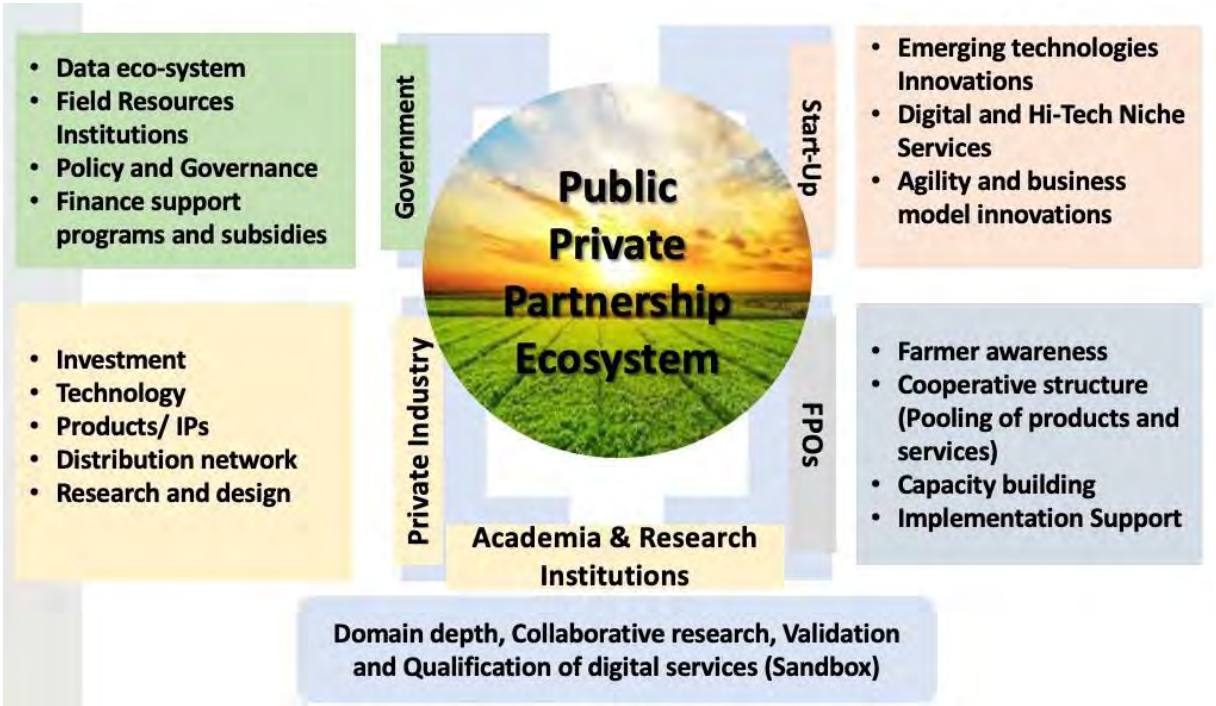
- ❖ Recent years – several policies, including government incentives for certain links in the value chain;
- ❖ Main challenge: most of the links of the chain are located abroad;
- ❖ Many related industries contribute to this challenge.
- ❖ The profit raises as the link goes downstream

Figure 1: The agriculture and food value chain



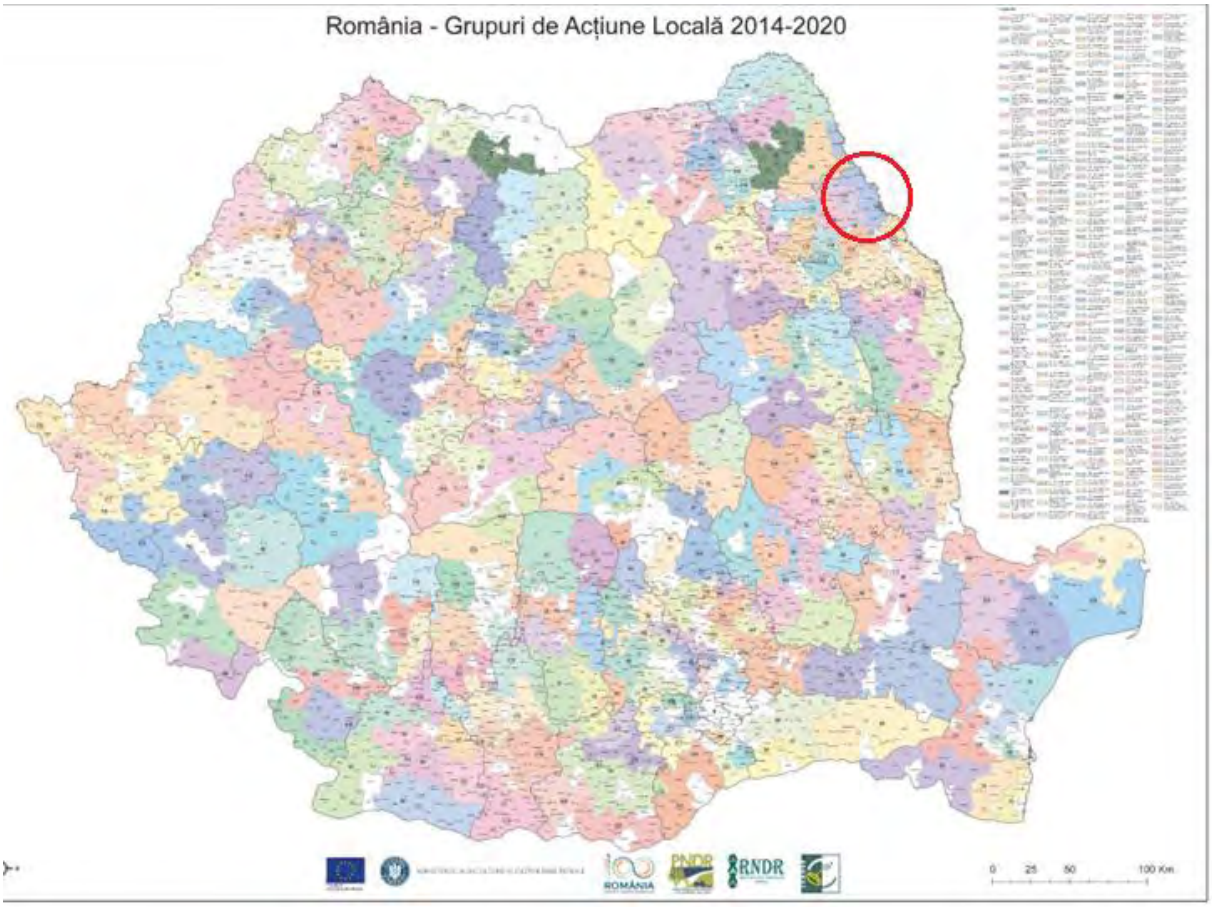
Public-Private Partnerships

Public-private partnerships are vital for fostering innovation and resilience in the agri-food value chain. These models unite universities, government agencies, private companies, and civil society, enabling the exchange of knowledge, resources, and expertise.



4.1.LOCAL ACTION GROUPS – an example of PPP in Romania

- Local Action Group (LAG) – a collaboration of localities and companies from the same perimeter that merge in an association. The representatives of the Territorial Administrative Units together with the representatives of the most important companies within the respective perimeter form a partnership in order to implement the LEADER financing measures available through the National Rural Development Program NRDP and respectively the European Agricultural Fund for Rural Development EAFRD.
- The development and functionality of the Local Action Groups are based on EU financing.
- 239 LAGs in Romania.



"PRUT VALLEY" LOCAL ACTION GROUP

Depending on the area features where this partnership is established, the size of a LAG, from the inhabitants' number point of view, can have between 3,000 and 120,000 inhabitants. Usually, such an association has about 40-50 members, including representatives of local communities and the private environment - economic units. The Local Action Group thus formed can apply for non-reimbursable funds and thus become itself a fund management body for the potential beneficiaries in its territory.

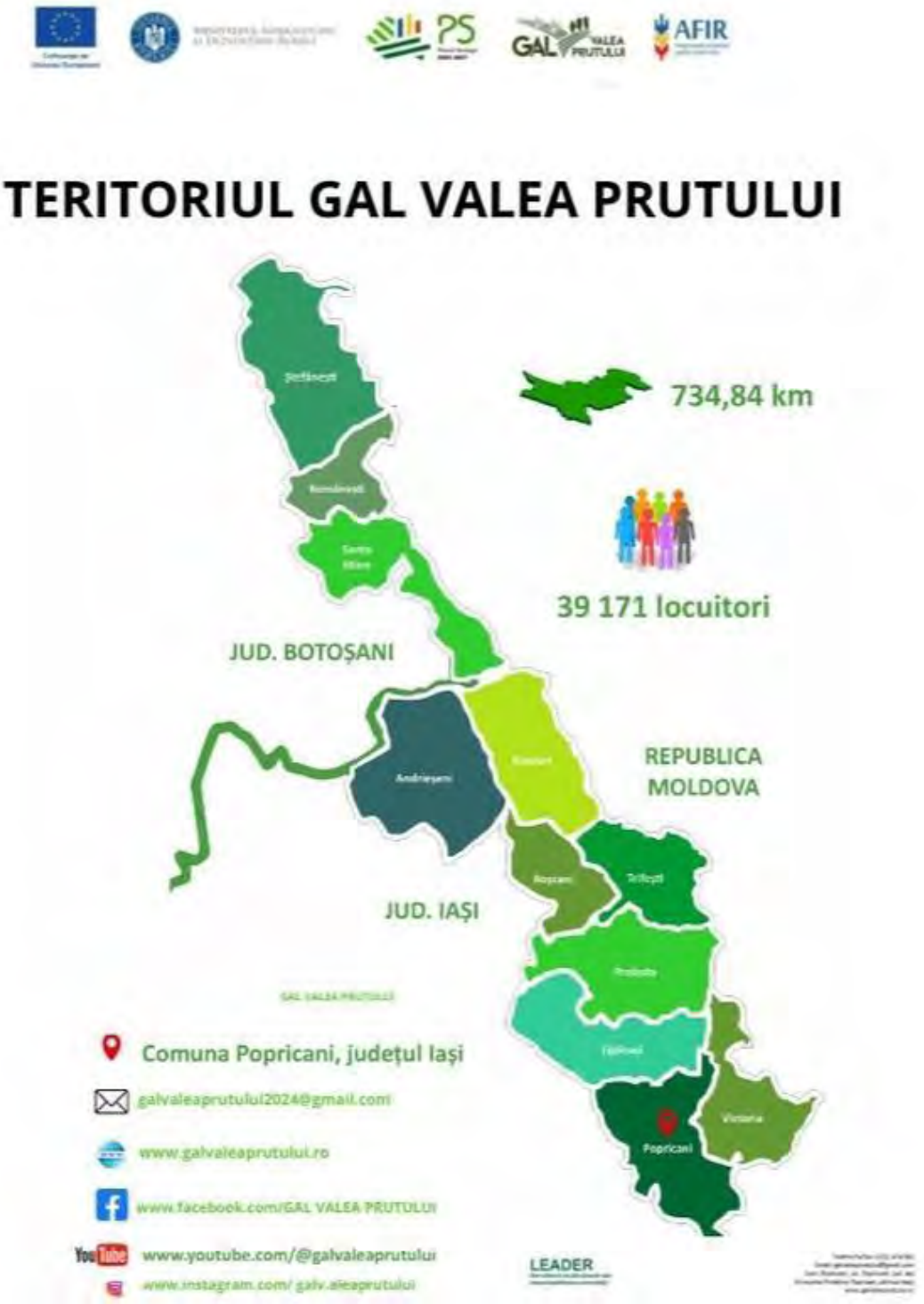
“PRUT VALLEY” LOCAL ACTION GROUP

The Local Action Group given as example was established in 2011, includes localities from Iasi and Botosani counties, respectively ten communes, one town, and 30 economic units, representing about 7% of the cumulative area of the two counties. During the entire period of operation, this LAG carried out more than **50 projects** with a total value of non-refundable financing of more than **3,000,000 Euro**.

“PRUT VALLEY” LOCAL ACTION GROUP – KEY NOTES

Centralization of the financing measures and the values of the implemented investments - Euro

Branch name	Projects no.	Eu Grant	Investor contribution	Total
M0 Young Farmers	16	536,000	0	536,000
M1 Agricutural exploatations modernization	8	781,176	570,307	1,351,483
M2 Agricultural production processing	2	32,827	44,993	77,820
M3 Cooperation for development	1	45,701	31,048	76,749
M4 Economy diversification	9	492,753	245,126	737,879
M5 Integration of the roma minority	1	29,274	0	29,274
M6 Development of social infrastructure	3	214,005	0	214,005
M7 Villages revitalization	14	863,138	0	863,138
Total	54	2,994,874	891,474	3,886,348


TERITORIUL GAL VALEA PRUTULUI
734,84 km
39 171 locuitori
JUD. BOTOȘANI
REPUBLICA MOLDOVA
JUD. IAȘI
Comuna Popricani, județul Iași
galvaleaprutului2024@gmail.com
www.galvaleaprutului.ro
www.facebook.com/GAL VALEA PRUTULUI
www.youtube.com/@galvaleaprutului
www.instagram.com/ galv.aleaprutului
LEADER

RESULTS – Young famers first settlement

Factory of construction materials, Beekeeping etc

RESULTS - Agricutural exploatations modernization

RESULTS - Agricutural exploatations modernization

RESULTS – social projects – thematic paths

4.2. Public – Private Partnerships in Kenya

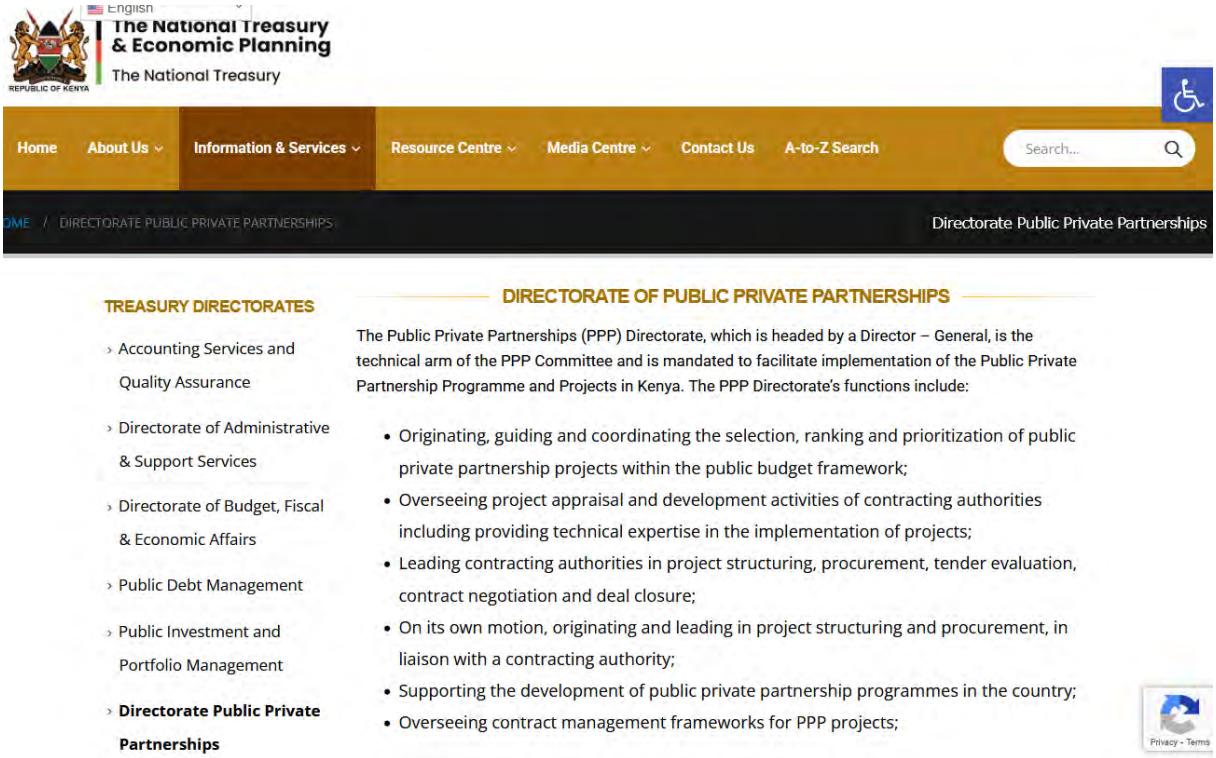
Government Entity mandated to facilitate implementation of the PPPs

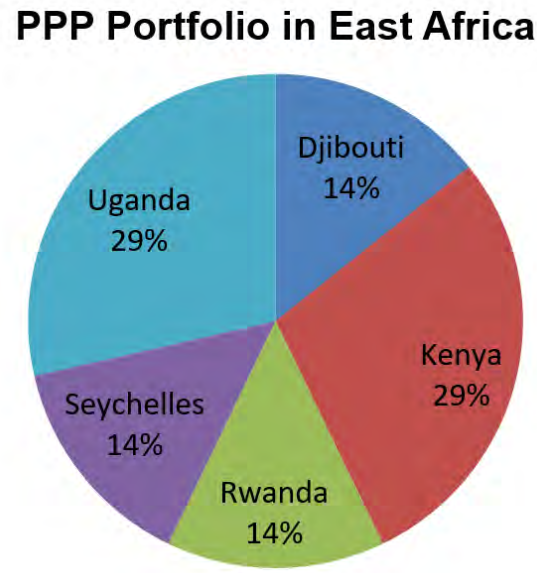
Successful past projects:

- Port of Mombasa Grain Terminal that was built in 1998;
- Malindi Water Utility which was built in 1999
- Jomo Kenyatta International Airport Cargo Terminal (JKIA Cargo) which was built in 1998
- the Kenya-Uganda Railway Concession in 2006,

Planned PPP projects

- Kenya Flying School
- Second Terminal at the Jomo Kenyatta International Airport
- establishment of a 980 MW Coal Plant
- a two-phase Geothermal Development Project to generate a total of 1,200 MW
- Four-tier National Data Centre, among many other projects.





4.3. Public – Private Partnerships in Nigeria

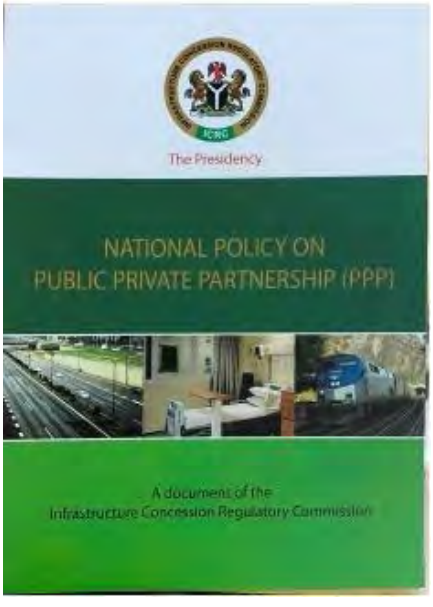
The Federal Government of Nigeria in 2008 established the **Infrastructure Concession Regulatory Commission (ICRC)** under the Infrastructure Concession Regulatory Commission (establishment, etc) Act, 2005.

The enabling Act mandates the Commission to develop and **issue guidelines** on **Public Private Partnership (PPP) policies**, processes and procedures (including those for concessions), and to act as a national centre of expertise in PPP.

Planned PPP projects

Cassava – Bio-Ethanol Value Chain PPP Project. To build a bio-technology industrial park on 20 hectares of land to produce about 120 million metric tons of cassava in 5 years**Nigeria**

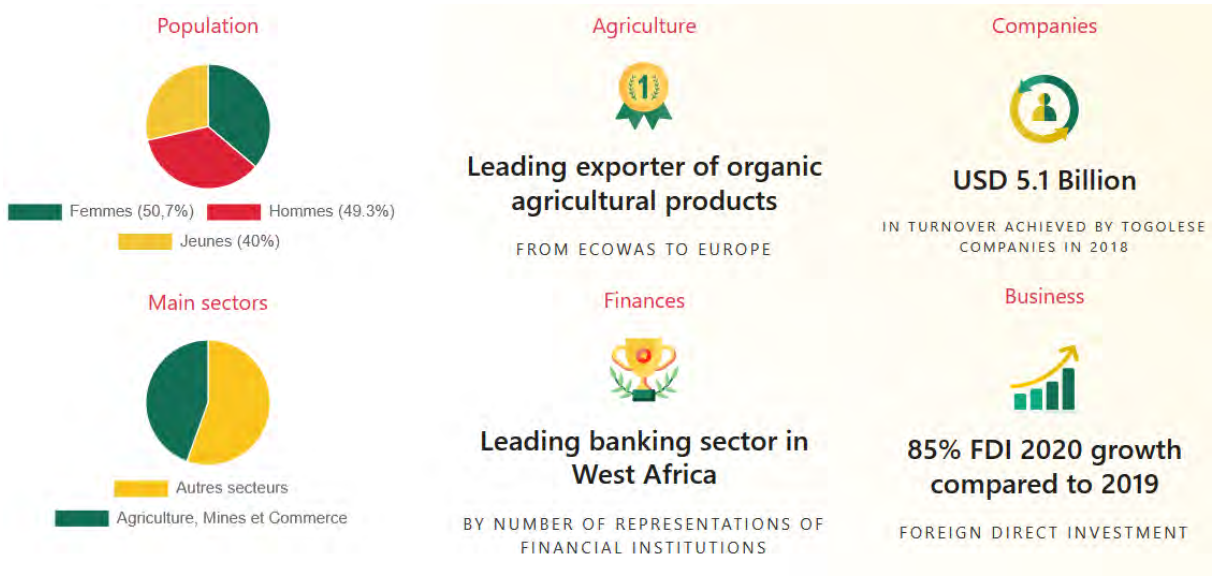
Atomic Energy Agency (NAEC)/ Ekiti State Government	The use of nuclear technology for storage and preservation of food and agricultural produce
Federal Ministry of Agriculture and Food Security	Federal Coastal Fishery Terminal Borokiri, Rivers State This is the rehabilitation and development of the Federal Coastal Fishery Terminal in Borokiri, Rivers State

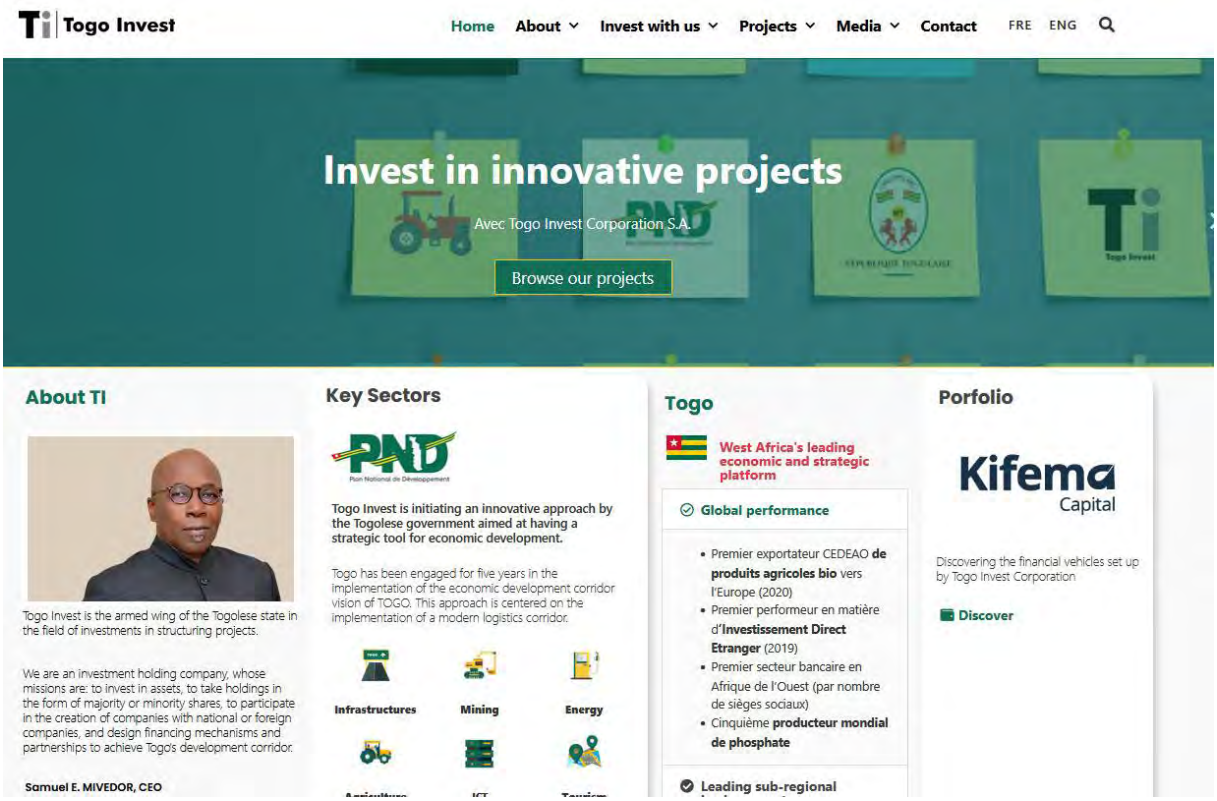


Public – Private Partnerships in Togo

As of March 2025, Togo is moving forward with the African Development Bank's **Projet de Renforcement del'Environnement PPP pour la Promotion des Investissements Privés (PREPIP)** project, a programal ready implemented in several African nations. The Ministry of Economy and Finance announced that the Bank will provide CFA823 million to support this initiative.

The two-year project aims to strengthen Togo's public-private partnership (PPP) framework to attract private investment. The focus will be on improving legal and institutional structures while training stakeholders involved in PPPs.





5. FOOD VALUE CHAIN TRAININGS – 13.05.2025

Iasi – Romania 11.05-17.05.2025

Contact information: where the name is write with green colour, there is a link that will open the information of each person.

Contacts IULS - Department of major projects

Ing. Alexandru TUDORAN

Email: alexandru.tudoran@iuls.ro

5.1. Brewing Technology

Contact – IULS Team

Asist. dr. Ionuţ-Dumitru VELEȘCU

Email: ionut.velescu@iuls.ro


SFOGGIA

Filter System

Botteling

5.2. Technology of Milk and Dairy Products

Contact IULS - Team

Şef lucr. dr. Roxana Nicoleta RAŢU

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Ing. Sandu TALPA

Email: sandu.talpa@iuls.ro


ICPIAF
INV 223783


ICPIAF


iCPiAF


iCPiAF


INV 223785

5.3.Technology of Pastry and Bakery Products

Contact – IULS - Team

Conf. dr. Otilia-Cristina MURARIU

Email: otilia.murariu@iuls.ro

Diaconu Nicoleta

Email: nicoleta.diaconu@iuls.ro

5.4.Technology of Meat and Meat Products

Contact Team IULS

Conf. dr. Marius Mihai CIOBANU

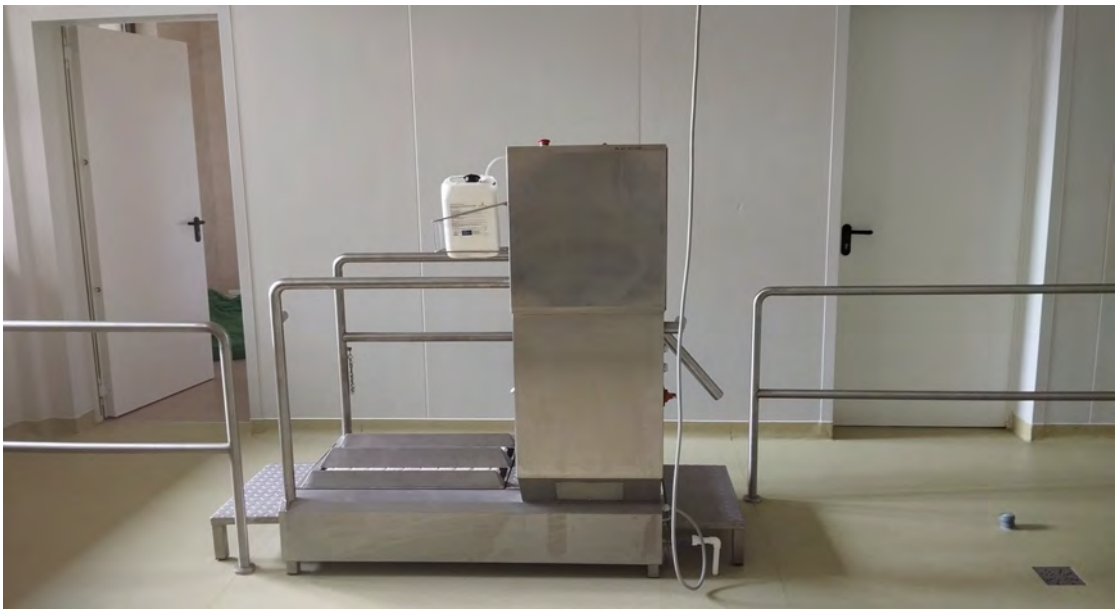
Email: marius.ciobanu@iuls.ro

Asist. drd. Mihai Cătălin CIOBOTARU

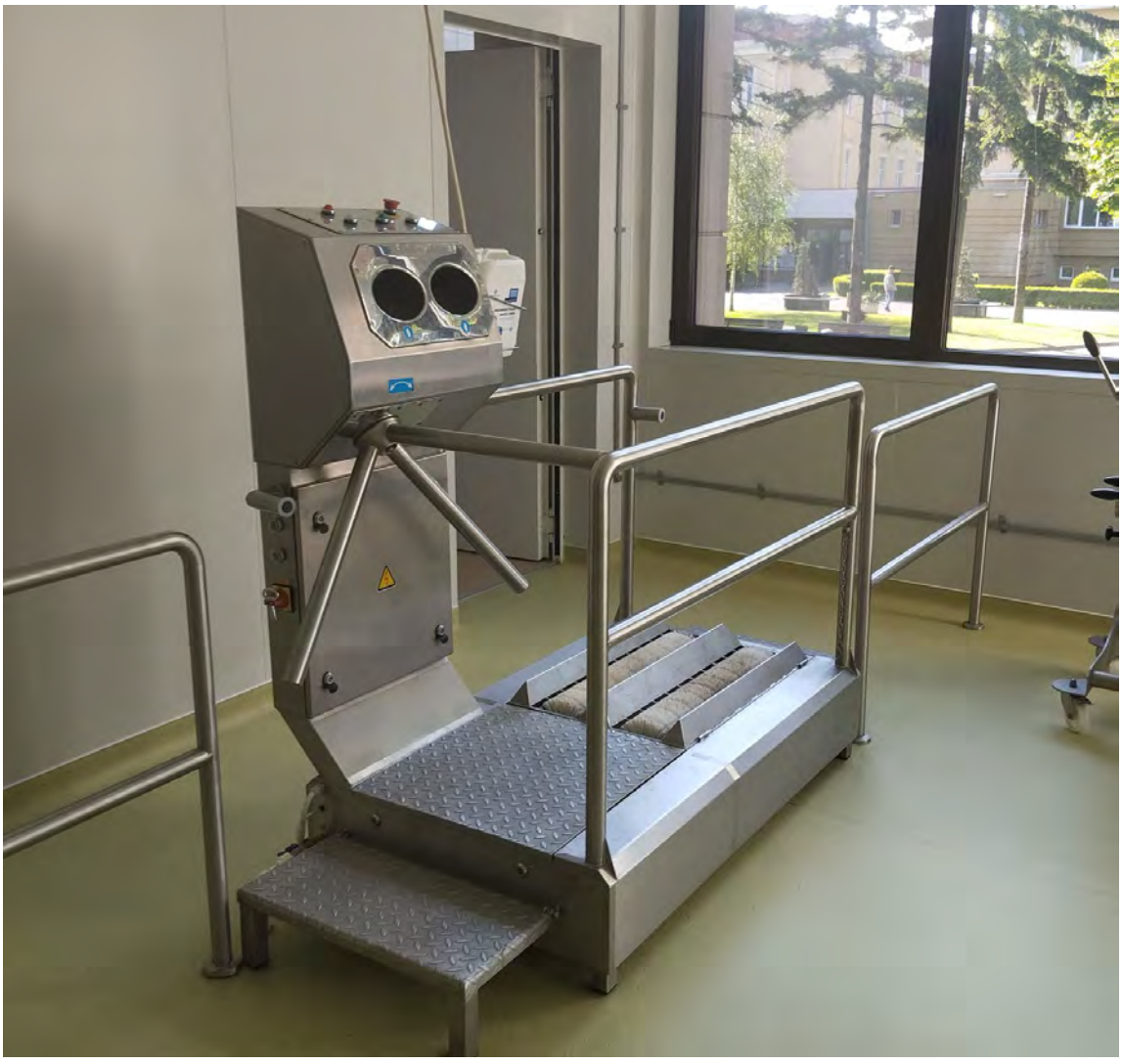
Email: catalin.ciobotaru@iuls.ro

Announcement of Technolgy of Meat and Meat Products

Dressing Room for Students

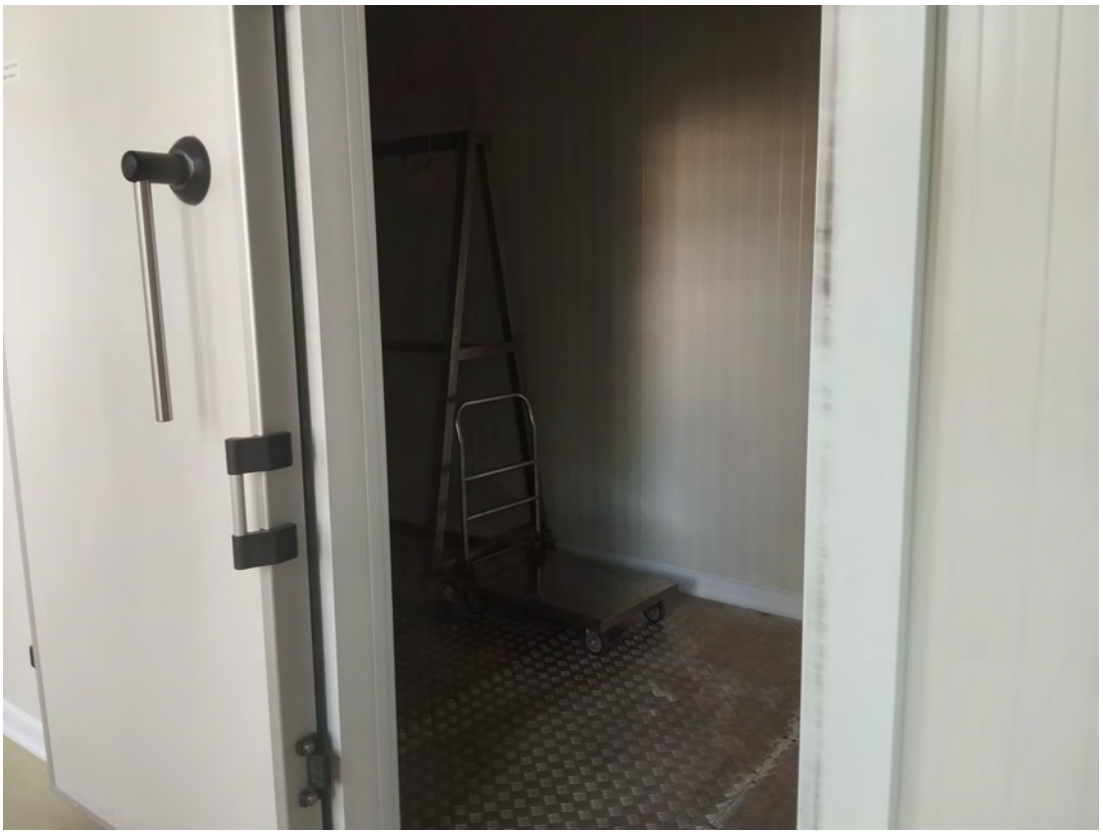


Hygienic Station – Shoe and Hand Cleaner



Hygienic Station – Shoe and Hand Cleaner

Boxes for Delivered Products



Refrigerator for Meat Products

Refrigerator for Meat Products

Tables for Meat deboning, cutting and Meat sorting

Grinder for Meat

Cutter for Meat – to prepare Emulsion for Boild Sausage

Ice Machine – Ice is needed for the emulsion in the cutter

Filling Machine for filling meat dough or cream in casings

Mixer for mixing Meat and other igredients

Another type of mixer

Mixer from inside - for mixing Meat and other igredients

Refrigerator

Brine Injector for Cooking Ham

Tumbler for Protein activation after brine injection in Meat pieces for cooked ham

Small Kettle to Boil Sausages

Big Cooking Kettle

Cooking and Smoking Chamber

Packing Room

5.5. Wine Production

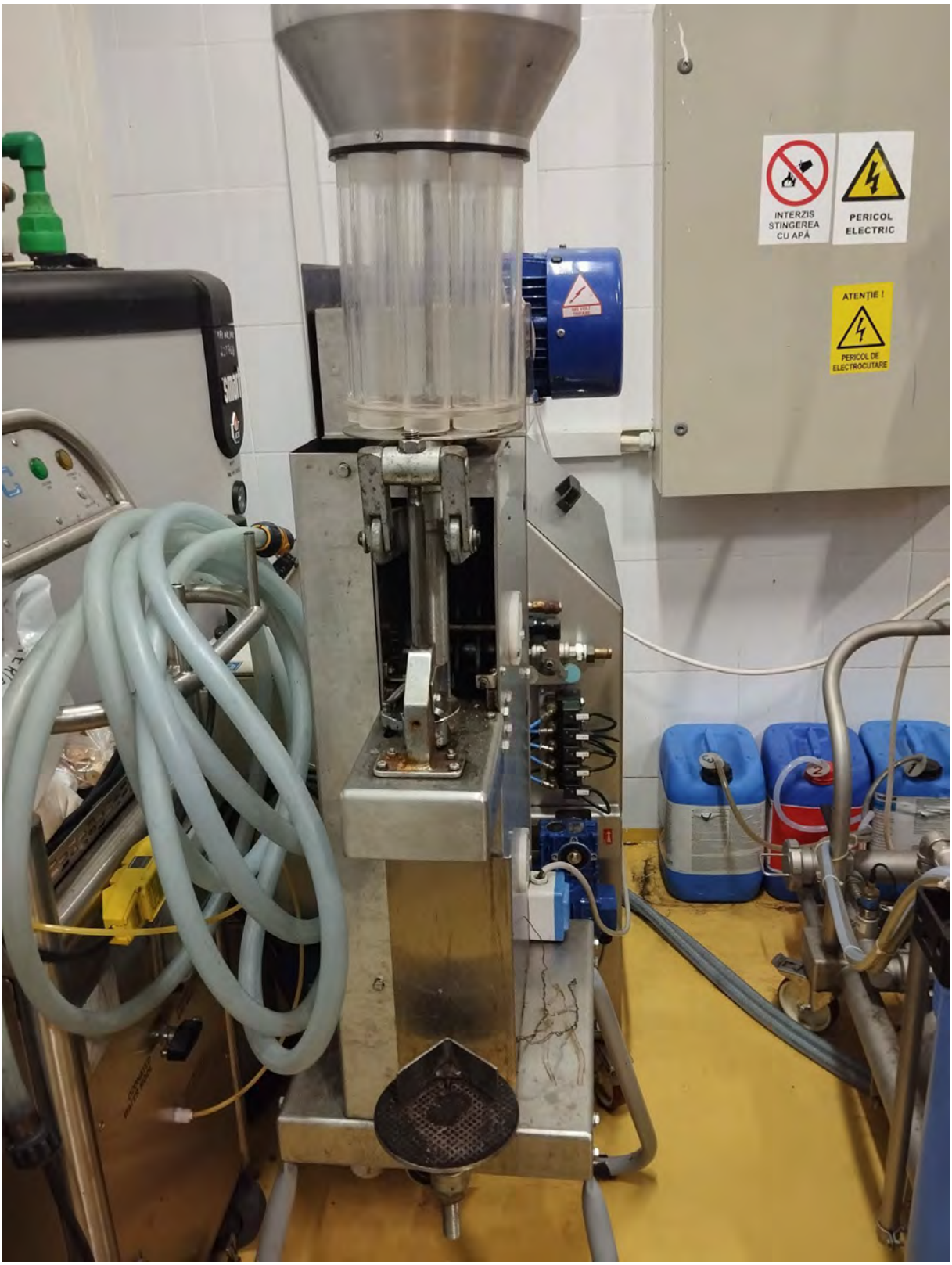

Sodinal
Ingeniería
UCHER
vaslin
Sodinal
9
Lotina
12.7
40.0


Letina
Letina
14
BETITECH
Letina


BÜCHER
vaslin


LWL
LWL


BUCHER
vaslin
Sodinal
Ingénierie
Flavy FX
FX 2


INTERZIS STINGEREA CU APĂ
PERICOL ELECTRIC
ATENȚIE !
PERICOL DE ELECTROCUTARE


Sodino

Different Wine Bottles


Fiasco
Commandaria
Cotnari
Tokaj

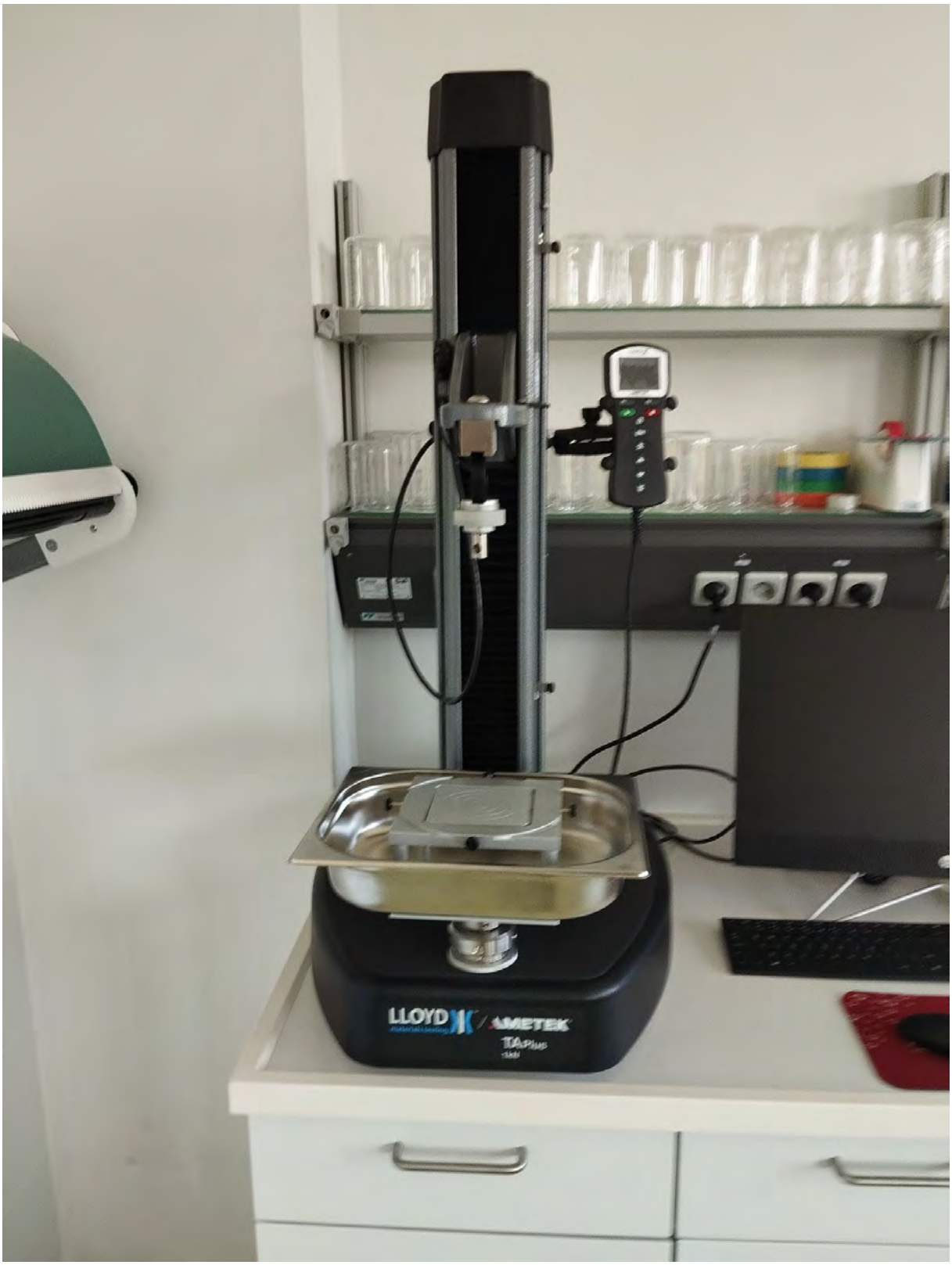

Beaujolais rosé
Pot lyonnaise
Flûte á corset
Clavelin
Ligérienne
Porto

Wine Products of IULS


Docent
MUSCAT OTTONEL
2024
Docent
BUSUIOACĂ DE BOHOTIN
2024
Docent
CABERNET SAUVIGNON
2024


UNIVERSITATEA de STIINTELE VIETII din IASI
1842
Docent
Podgoria Iași - Copou
MUSCAT OTTONEL
vin alb sec • ediție limitată
2024

5.6. Food Lab Equipment



Texture Analyser


LLOYD
FOOD

Product Development examples from IULS Team


USV 1842
FungiYo
prep core bliss
Same ingredients,
different taste.

And finally the Drones 😉

ICAM IASI – Institutul de Cercetari pentru Agricultura si Mediu (Agricultural and Environmental Research Institute)

Prof. dr. Denis Constantin ŢOPA
Email: denis.topa@iuls.ro

Şef lucr. dr. Anca Elena CALISTRU
Email: anca.calistru@iuls.ro

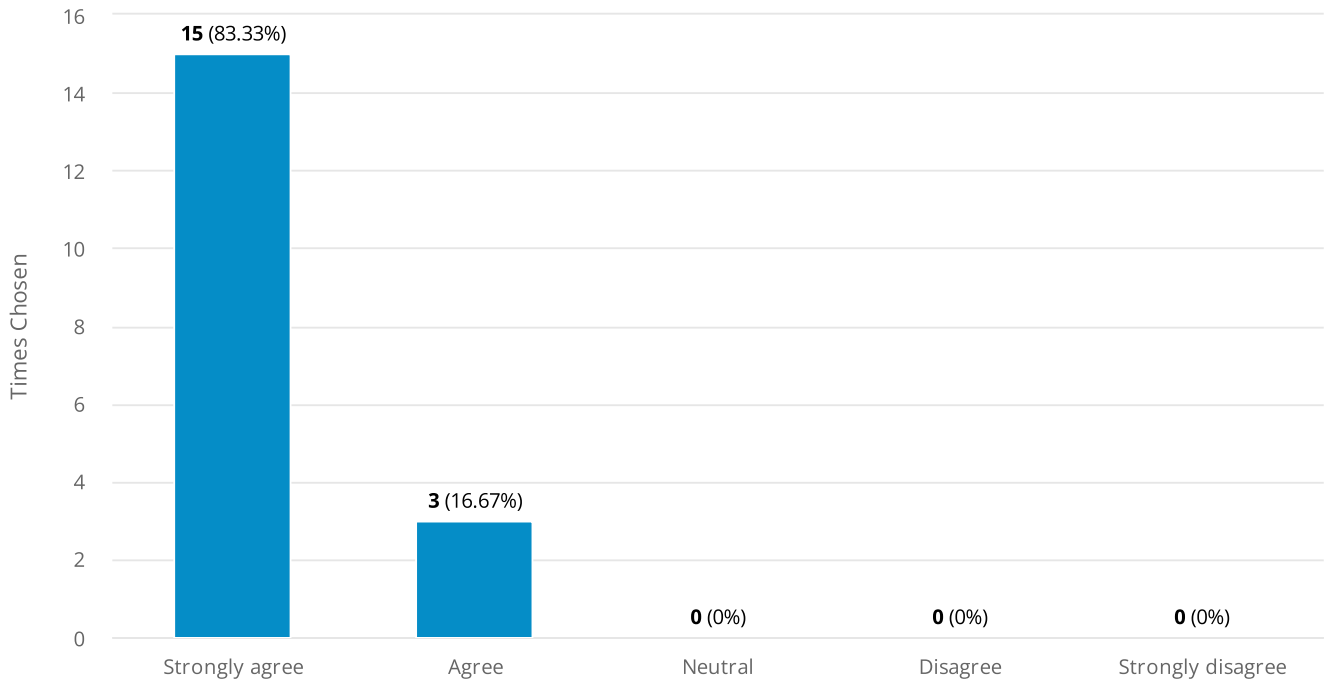
Cercetător ştiinţific II Irina Gabriela CARA
Email: irina.cara@iuls.ro

Drd Serginho CAKPO
Serginho.cakpo@iuls.ro

Evaluation_Seminar at IULS Iasi, Romania- 12.05-16.05.2025

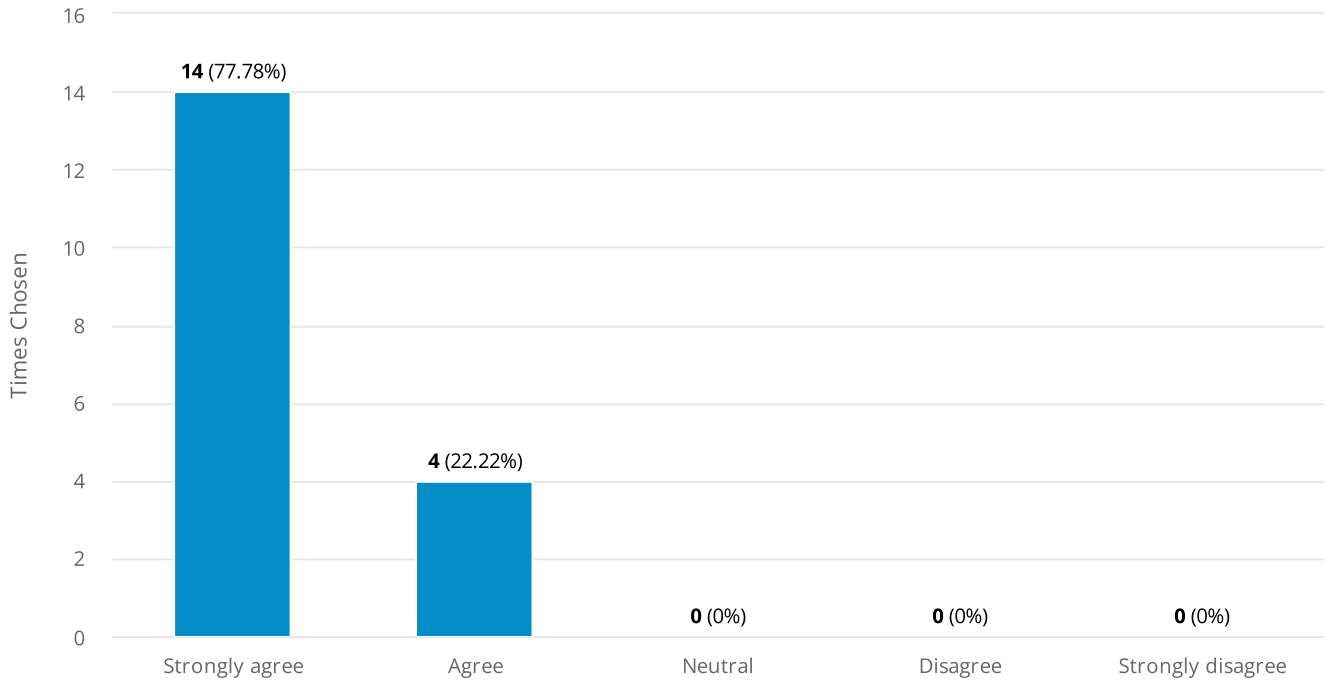
The event structure and and content were useful and relevant.. .

Number of responses: 18



This event covered the topics I have expected.

Number of responses: 18



According to the first workshop day "FVC mapping, HSWT-team, 13.05.2025" I have the following comments, remarks or requests:

Number of responses: 15

Text answers:

No comment

Useful and very informative workshop

That the handbook used for the mapping be transmitted or shared amongst participants.

Good

Visited different units of IULS (food and beverage processing microsection, laboratories, rooms for lectures and classes, infrastructure). I wish to commend the infrastructure that was observed. I wish to request for support back at JOOUST/Kenya so we have improved infrastructure as this is or most immediate need.

According to the first workshop day "FVC mapping, HSWT-team, 13.05.2025", I found the session insightful, particularly in how it demonstrated practical approaches to mapping food value chains

The first workshop on food value chain mapping by HSWT-team on 13/05/2025 was well understood and relevant to CHAIN project.
I enjoyed the task too.

No Comment

The concept was simplified for easy digestion and very practical.

Allocation of more time

Well presented

It was very comprehensive and appropriate

Nothing

No remark

Value chain profiling of value chain actors is key to a successful value chain development program

According to the second workshop day "Communication and collaboration with actors around food-value chain, Iasi-team, 14.05.2025" I have the following comments, remarks or requests:

Number of responses: 14

Text answers:

No comment

I have learnt learnt about the Iasi experience

It was interesting.

Good and useful

Great insights on becoming an entrepreneur:
Indeed research is only useful if it solves problems and also monetized.

This was a wonderful retooling session

According to the second workshop day "Communication and collaboration with actors around food-value chain, Iasi-team, 14.05.2025", I appreciated the emphasis on stakeholder engagement and the importance of building trust across the food-value chain.

Communication and collaboration with actors around food-value chain by Iasi-team on 14/05/2025 was insightful, and I like their presentation style, I have greatly improved in my power point presentation after my Iasi visit.

No Comment

The content and delivery are good, relevant and educative. There was a lot to learn from the presentations.

Role playing

Well done

It was also very Ok with very nice examples given.

I have learned a lot

No remark

According to the second workshop day "Becoming agri-entreprenuer training, , Wroclaw-team, 14.05.2025" I have the following comments, remarks or requests:

Number of responses: 14

Text answers:

No comment

Useful shared experience

It was okay.

Good

Becoming agri-entrepreneur???

This was an eye opener on how agriculture can be value-chained all the way...

Quite a number Agri-enterpreneur sectors were visited and it was amazing how the value chain was being followed

According to the second workshop day "Becoming agri-entrepreneur training, Wroclaw-team, 14.05.2025", I found the session motivating and informative, especially the insights on identifying business opportunities in the agricultural sector. The practical guidance on entrepreneurship was valuable.

Becoming agri-entreprenuer training, by Wroclaw-team, on 14/05/2025 was well delivered and understood but I regret that we did not take the accompanying task. I humbly request that we take the task online if possible.

No Comment

The content and delivery are good and relevant. The session came with lots of additional/relevant materials on the topic and FVC in general.

Allocation of more time and break out sessions with smaller teams

Very informative and thought provoking

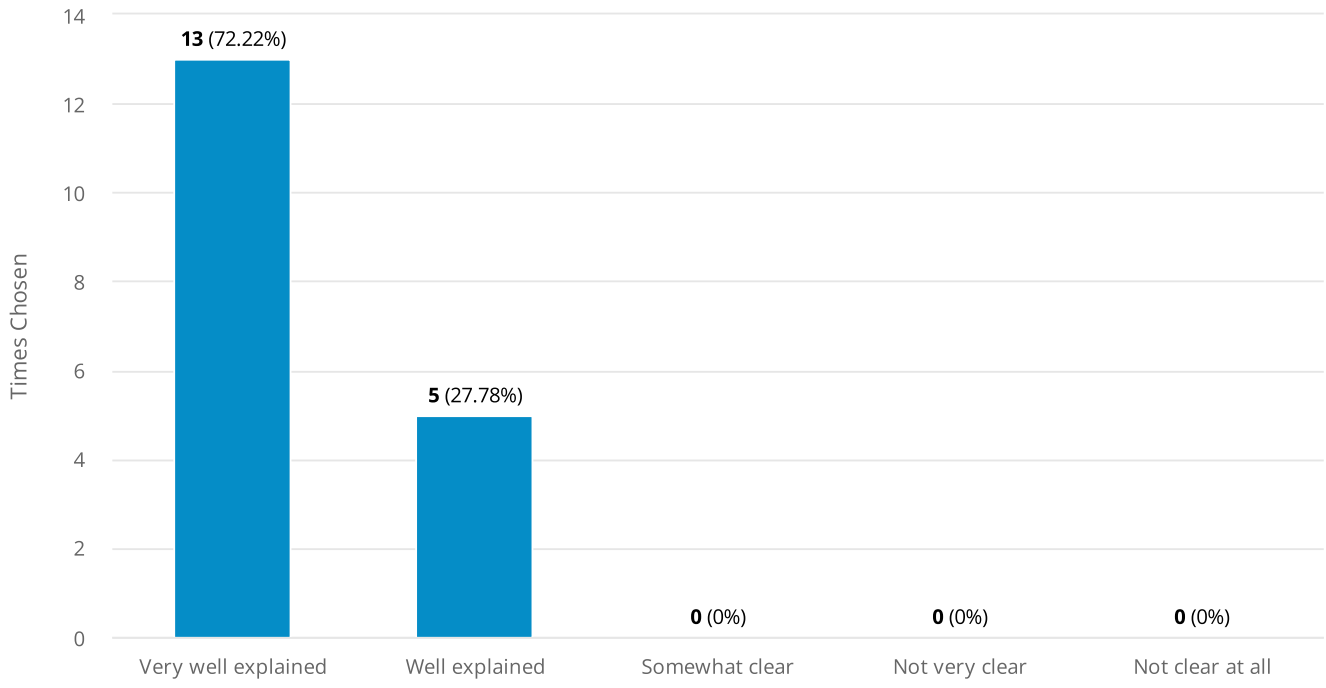
None, it was also nice and relevant

I got a better idea of agricultural entrepreneurship

No remark

How well were the contents explained and made understandable?

Number of responses: 18



At the workshop I liked the least: / I would like to recommend or improve:

Number of responses: 14

Text answers:

No comment

NA

None

None

I want to be very sincere here; nothing much was sinister

N/A

The snacks

OK

The coordination was excellent and in all honesty, I could not expect more.

Time constrained. Lot to cover in limited time

I like the reception and time management

None

i would have like to attend a course

No remark

At the workshop I liked most: / The following parts were very helpful for me:

Number of responses: 16

Text answers:

Visit were very interesting

The general organization, the great friendship of Iasi-team!

All

Initiation of the integrated University

Visit of the Botanical Garden of Iasi Univ.

I want to be very sincere that I enjoyed every bit of the workshop: less sitting and presentations. more practicals and field visits...

I have borrowed a leaf from this kind of arrangement and moving forward, I'll endeavor to make this a regular practice in our workshops and conferences

Possibility to work in a small teams.

I particularly liked the interactive and practical approach of the sessions. The opportunity to engage with experts and peers from diverse backgrounds made the learning experience more dynamic. I especially appreciated the real-world applications of the concepts discussed, such as the food value chain mapping and entrepreneurial training, which helped me understand how to apply these ideas in a practical context.

The study tours.

-

The hospitality was top notch and the hosts are very kind and supportive. Iasi environment is friendly, peaceful and serene.

Mix of presentation with field excursions

Becoming an Agri-prenure

Tracking the various "integrated" value chains - for example where we saw the farm that grows vines, then we were taken to the processing of the wines, and we ended up tasting the final product. Another example is the milling machines that we saw for wheat, the packaging and the tractors that transport the final product. This was also excellent!

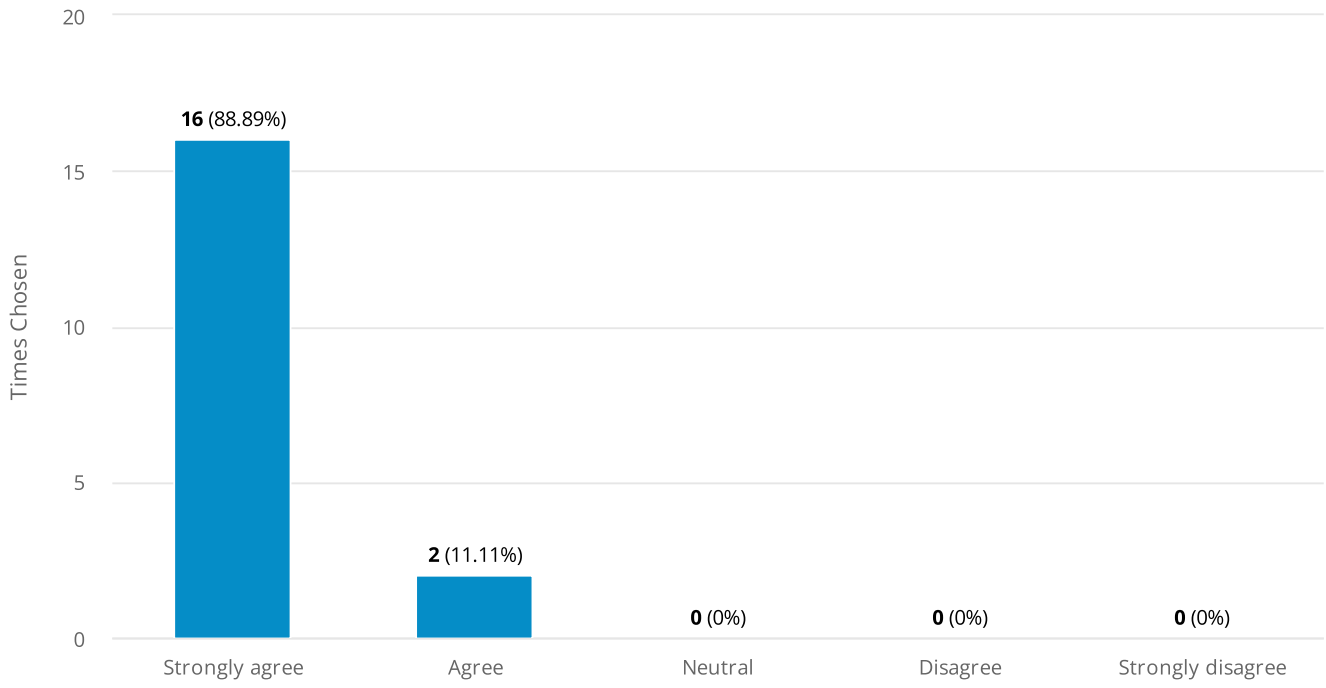
Field visits

No remark

Value chain develoooment

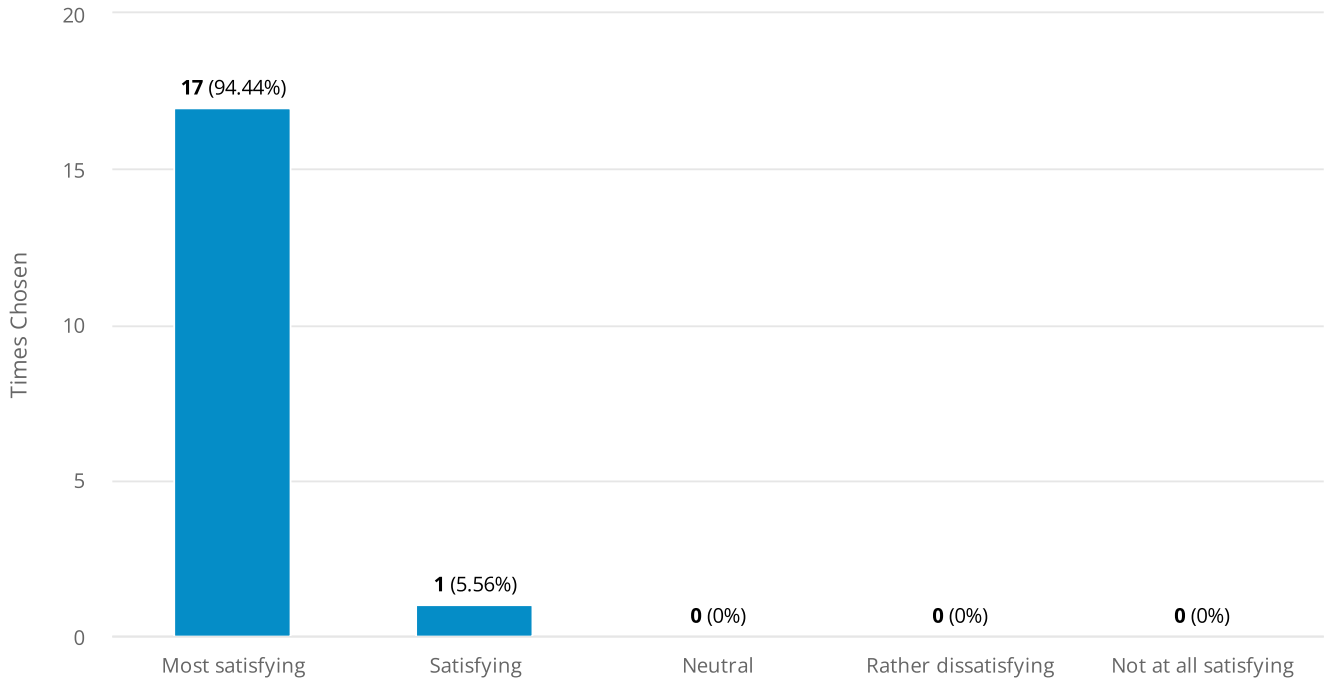
Overall, the workshop-week and the concept of crash-courses were useful and relevant for the project

Number of responses: 18



The event space and working conditions were ...

Number of responses: 18



The general organizations (Travel, accommodation, food) was well prepared

Number of responses: 18