

# 2025 TRAINING PROSPECTUS

Advancing Expertise  
and Innovations in  
**the Grain Sector**



**GRAIN  
BUSINESS  
INSTITUTE**

Advancing Expertise and Innovation in Grain Industry

A service of



EAGC-GBI is registered with the National Industrial Training Authority in Kenya

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## ABOUT EAGC-GBI

The EAGC Grain Business Institute (EAGC-GBI) is the specialized training and capacity building division of the Eastern Africa Grain Council (EAGC) whose mandate is to provide Research, Consultancy, Technical Advisory, Mentorship, Apprenticeship Training and Capacity Building services to the grain sector stakeholders across Africa and beyond. The EAGC-GBI was established to support in development of professionals by way of imparting knowledge and skills while supporting innovations that will contribute to improved efficiency and reduced transactional costs in the grain industry.

The Institute's efforts are geared towards understanding the existing capacity needs and gaps of the grain value chain stakeholders and proactively responding to them by collectively and collaboratively designing solutions through training, research and/or consultancy services. The overall outcome is enhanced competitiveness of the grain sector with assured optimum returns on investments for all the stakeholders as a result of a functional regional structured trading system.

Further, the EAGC-GBI supports knowledge and innovation development and sharing and promoting compliance with grain quality and food safety standards and technical regulations that facilitate regional grain trading.

### EAGC-GBI Vision

To be recognized as the regional centre of excellence for training and innovation in the **Grain Industry in Africa**

### EAGC-GBI Mission

To impart knowledge and skills among the grain value chain stakeholders and promoting adoption of technologies and innovations that improve grain quality and food safety and compliance with regionally agreed standards and regulations to facilitate regional grain trade.

### EAGC-GBI Core Values

- Responsive
- Excellence
- Collaborative/Partnerships
- Innovative
- Professionalism
- Ethical (Integrity)

### Objectives of EAGC-GBI

- To develop and deliver agribusiness curricula that meet the strategic needs of the African grain trade market.
- To provide specialised knowledge and technological know-how of structured trade systems and mechanisms among key grain stakeholders and other major players.
- To build partnerships, alliances, networks, and linkages with providers of specialized grain trade training in Africa and the rest of the world.
- To create platforms for the collation, dissemination, and management of training course modules through virtual, physical and cloud networks throughout Africa and beyond.



### Target Clients

EAGC-GBI's clientele encompasses all organizations with interests in agriculture, agribusiness, food security and related fields, ranging from producer groups to state organs, across Africa and beyond, particularly those engaged in grain value chains. The following is an illustrative listing of our target clients.

- Farmers and Farmer Based Organizations (FBOs) or Cooperatives.
- National trade and business associations.
- Grain Handlers such as Warehouse Operators, Traders, and Processors for Food and Feed.
- Governments, Parastatals and Regional Economic Communities (RECs).
- Financial institutions such as Commercial Banks, Micro Finance Institutions (MFIs), Insurance companies and commodity exchanges.
- Regulators and compliance officers.
- Quality control practitioners and Grain Testing Lab analysts.
- Non-Governmental Organizations (NGOs).

## OCCUPATION-BASED TRAININGS

Occupational skills are a set of workplace skills and knowledge that employees need for a specific job or occupation. Occupational skills training is an organized program of study that provide specific vocational skills that lead to proficiency in performing actual tasks and technical functions required by certain occupational fields at entry, intermediate, or advanced levels. Occupation-based trainings therefore are a foundational step to ensure employees can do their jobs correctly and efficiently.

### 1. Training and Certification on Warehouse Operations and Management

#### Course Description

Warehouse operations is a critical component of structured grain trade. It is at the warehouse that commodities are stored, and their integrity (quality and quantity) maintained. Without competent warehouse operations, commodity handlers (farmer cooperatives, trading companies and even millers) could lose up to 15% of stored commodities through theft, quality deterioration and other forms of post-harvest losses, a hugely significant amount in a low-margin business. World-class warehouse operations is part of the foundation of structured trading systems and it opens up lucrative opportunities in inventory finance, the warehouse receipt system, and in the warehouse receipt system and agricultural commodity exchanges for qualified operators.

This course is designed to help warehouse operators, owners, and managers achieve excellence in warehouse management using advanced techniques in managing and improving warehouse operations including inventory and stock control. It is structured to equip both entry-level and supervisory level employees with skills and knowledge on best grain handling, storage and stock management practices, warehouse code of practice, record keeping and inventory management, health and safety, equipment maintenance, business and trade practices related to warehousing, and development of work procedures and tools, and team leadership.

Successful completion of this course will help companies reduce grain handling costs and grain losses, and boost business profitability.

#### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical session, experiential field visit, experience sharing, and case studies.

#### Dates

- 15th – 17th April  
Nairobi, Kenya
- 23rd – 25th April  
Dar es Salaam, Tanzania
- 25th – 27th June  
Arusha, Tanzania
- 2nd – 4th July  
Kampala, Uganda
- 17th – 19th September  
Nakuru, Kenya
- 5th - 7th November  
Jinja, Uganda

#### Course Outline

- Grain Quality Management.
- Grain Handling and Storage Operations.
- Record Keeping and Inventory Management.
- Equipment Maintenance.
- Post Harvest and Storage Management.
- Pest Control and Management.
- Health and Safety.

#### Specific Outcomes

- ✓ Eliminate waste in processes and stock.
- ✓ Realize effective warehouse pest management practices.
- ✓ Achieve maximum performance in inventory management.
- ✓ Appreciate the various warehousing equipment and their associated maintenance practices.
- ✓ Enhanced problem-solving skills in managing hazards and risks within the warehouse.
- ✓ Recognition by the EAGC-GBI: Attain EAGC-GBI Warehouse Operators' Certification.

### 2. Training and Certification on Grain Sampling, Testing and Grading

#### Course Description

Grades and standards specify grain characteristics providing assurance of quality and safety of the commodities, while forming a basis for pricing/valuation thereby facilitating marketing. As such, sampling, testing and grading are at the heart of grain quality control and are thus critical parts of any grain agribusiness. Missteps in any of these functions can have significant adverse business implications such as food contamination, sub-standard products, inability to meet contractual obligations with off-takers/clients, loss of market opportunities, and even exposing the company to legal enforcement actions by regulators should consignments be intercepted in the market.

This course is designed to equip grain handlers with fundamental skills in grain sampling, testing and grading processes during grain intake and dispatch to ensure that the grains comply with the set food standards e.g., East African Standard (EAS) and other statutory requirements. To provide a comprehensive coverage, the course covers grain quality standards for selected grains, appropriate sampling methods of selected grains, practical laboratory testing of samples and determination of grades and grain quality control.

Successful completion of this training improves the performance of grain graders, thus improving quality control processes at the business, which ultimately reduce costs, mitigate risks involved in grain trading and increase business profitability.

#### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical grading session, experience sharing, field visit and case studies.

#### Dates

- 19th March– 4th April  
Jinja, Uganda
- 23rd April – 9th May  
Nairobi, Kenya
- 19th November – 5th December  
Dar es Salaam, Tanzania

#### Course Outline

- Importance and purpose of grain standards.
- Quality characteristics and grade of grain grades and samples.
- Basics of pest control and warehouse management.
- Importance of standardization of grain grading under structured trade systems.
- General grain quality attributes and those critical for determination of grade.
- Applying the correct grain sampling procedures, methods, and equipment.
- Grain food and feed safety requirements and testing methods.
- Maintaining grain quality after harvest – basics of drying and storage.

#### Specific Outcomes

- ✓ Competency in grain sampling.
- ✓ Competence in grain testing and grading.
- ✓ Eliminate waste in processes and stock.
- ✓ Achieve maximum performance in inventory management.
- ✓ Enhanced skills in managing hazards and risks within the warehouse.
- ✓ Appreciate the various grain testing and grading equipment and the associated maintenance practices.
- ✓ Recognition by the EAGC-GBI: Attain EAGC-GBI Graders' Certification

#### Target Audience

- ✓ Grain samplers and graders
- ✓ Quality control officers / managers
- ✓ Grain laboratory analysts
- ✓ Warehouse operators
- ✓ Commodity traders
- ✓ Food processors
- ✓ Farmer-based organisations / cooperatives
- ✓ Regulators
- ✓ Risk managers and food reserve agency personnel

#### Training Fees

- EAGC Members  
**USD. 250**
- Non-EAGC Members  
**USD. 450**

#### Target Audience

- ✓ Warehouse owners/operators and managers
- ✓ Commodity traders
- ✓ Food processors
- ✓ Producers
- ✓ Farmer-based organisations / cooperatives
- ✓ Transporters
- ✓ Regulators
- ✓ Food Reserve Agency personnel

#### Training Fees

- EAGC Members  
**USD. 250**
- Non-EAGC Members  
**USD. 450**



### 3. Training on Aflatoxin Detection, Testing and Control

#### Course Description

Aflatoxin, a toxic compound produced by the *Aspergillus flavus* fungi that commonly exists in soils, is a major food safety risk. Aflatoxin contamination is most frequently found in maize, groundnuts, sorghum and tree nuts and it is a known cause of liver cancer, malnutrition and stunting in children, while also increasing the risk of hepatitis B infection. As providers of food either through production, storage, processing or trade, grain sector players have a moral and fiduciary responsibility to ensure food grains are safe for consumption, which includes ensuring aflatoxin-free grain production and trade. Aflatoxin contamination can also increase business losses through rejection of grains by buyers, cancellation of supply contracts and withdrawal of products by regulators, hence it is important to take preventative action to minimise risk of exposure.

This course is designed to equip grain handlers with fundamental skills in aflatoxin detection, testing and control processes during grain intake, dispatch, and trading to ensure that the grains comply with the set food standards e.g., East African Standard (EAS) and other statutory requirements. Aflatoxin testing assures commodity handlers, traders, and food processors that food quality and safety requirements have been met. To provide a comprehensive coverage, the course introduces the trainees to mycotoxins and further discusses factors promoting or affecting fungal growth, aflatoxins and health, grain sampling for aflatoxin analysis, testing equipment, prevention measures for aflatoxins, methodologies of aflatoxin determination, safety and precautions, and Hazard Analysis and Critical Control Points (HACCP) strategy on mycotoxin control.

Successful completion of this course helps organizations comply with food safety regulations and opens up more lucrative grain markets within Eastern Africa and beyond.

#### Delivery Methodology

Stimulating lecture, analytical learning through exercises, practical sampling for Aflatoxin analysis and aflatoxin testing session, experience sharing, field visit and case studies.

#### Dates

15th - 17th April  
Kampala, Uganda

21st -23rd May  
Dar es Salaam, Tanzania

6th - 8th August  
Nairobi, Kenya

20th – 22nd August  
Morogoro, Tanzania

15th - 17th October  
Jinja, Uganda

#### Course Outline

- Introduction to Mycotoxins (Aflatoxins).
- Factors promoting or affecting fungal growth.
- Aflatoxins and Health.
- Grain Sampling for Aflatoxin analysis.
- Aflatoxin Testing equipment.
- Prevention measures for Aflatoxins.
- Methodologies of Aflatoxin determination.
- Safety and precautions while handling contaminated samples and consignments
- HACCP strategy on Mycotoxin control.

#### Specific Outcomes

- ✔ Competency in grain sampling for Aflatoxin analysis.
- ✔ Competency in aflatoxin testing, analysis, and control.
- ✔ Achieve maximum performance in inventory management.
- ✔ Skills in safe reduction, destruction and elimination of aflatoxin contaminated grain samples and consignments.
- ✔ Enhanced skills in managing hazards and risks within the warehouse.
- ✔ Elimination of waste in processes and stock.
- ✔ Appreciate the various aflatoxin testing equipment and the associated maintenance practices.
- ✔ Recognition by the EAGC-GBI: Attain EAGC-GBI course completion certificate.

### 4. Training and Certification on Industrial Pest Control and Management

#### Course Overview

Fumigation is important for controlling pests during grain storage. However, it is also a safety hazard; improper fumigation leads to ineffective pest control, exposes warehouse staff to toxic gases which can cause health problems, while fumigant residues increase food safety risks which can lead to business losses and enforcement actions by regulators.

This course is designed to equip grain handlers with fundamental skills in fumigation and general industrial pest control. The course covers fumigation as a pest control mechanism with focus on the process of fumigation, types of fumigants and safety precautions during fumigation and other aspects of grain post-harvest handling and management practices.

Successful completion of this course will help businesses improve cost-effectiveness of fumigation practices and ultimately improve business performance and profitability.

#### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical session, field/learning visit, experience sharing, and case studies

#### Dates

10th-12th, September  
Kampala, Uganda

#### Course Outline

- The Safe & Effective Use of the Fumigants such as Methyl Bromide & Phosphine
- Spraying, Misting & Fogging in Food Areas
- Rodent Biology & Control
- Integrated Pest Management (IPM) in Food Areas
- The future of fumigation.
- The Hazard Analysis and Critical Control Point (HACCP) System Practical session

#### Specific Outcomes

- ✔ Enhanced skills in managing storage pests.
- ✔ Competency in hazards and risks management within the warehouse.
- ✔ Achieve maximum performance in inventory management.
- ✔ Eliminate waste in processes and stock.
- ✔ Appreciate the various pest management equipment and their associated maintenance practices.
- ✔ Recognition by the EAGC-GBI: Attain EAGC-GBI Fumigators Certificate.

#### Target Audience

- ✔ Warehouse operators/ managers
- ✔ Grain graders
- ✔ Industrial pest management service providers
- ✔ Regulators
- ✔ Commodity traders
- ✔ Food processors
- ✔ Farmer-based organisations / cooperatives
- ✔ Transporters
- ✔ Food reserve agency personnel

#### Target Audience

- ✔ Quality assurance officers/managers
- ✔ Grain laboratory analysts
- ✔ Warehouse operators
- ✔ Commodity traders
- ✔ Food processors
- ✔ Farmer-based organisations/ cooperatives
- ✔ Regulators
- ✔ Food Reserve Agency personnel

#### Training Fees

EAGC Members  
**USD. 250**

Non-EAGC Members  
**USD. 450**

#### Training Fees

EAGC Members  
**USD. 250**

Non-EAGC Members  
**USD. 450**



## 5. Training on Hazard Analysis and Critical Control Points (HACCP)

### Course Overview

Grain sector operations are full of food safety hazards – pesticides and herbicides, foreign matter, aflatoxins and filth, to name a few – and the only way to protect end-users (consumers) and your business is through regular food safety training and education. Food safety violations can often result in major financial and legal issues for agribusinesses

Hazards Analysis and Critical Control Points (HAACP) is a globally recognized food safety management system in which food safety is addressed through the analysis and control of biological, chemical, and physical hazards in the food system, from production, aggregation, handling and storage, trading, to manufacturing, distribution and consumption of the finished product. This course is designed to help develop organized processes for safe food production and realize compliance with food safety standards.

The course helps in gaining skills on how to effectively conduct hazard analysis of Biological, Chemical and Microbiology, determination of Critical Control Points (CCPs), establishment of Target Levels and Critical Control Limits, and establishment of a System(s) to monitor CCPs. The course is critical in understanding establishment of appropriate Corrective Action Plan for each CCP, procedures to verify that the HACCP system is working effectively, documentation concerning all procedures and keeping of records of their application and implementation of a comprehensive HACCP plan.

Completion of this course helps agribusinesses control risks through international best practices, paving the way for HACCP certification which improves their regulatory standing and opens up access to lucrative regional and international markets.

### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical session, field/learning visit, experience sharing, and case studies.

### Dates

16th – 18th July  
Nairobi, Kenya

### Course Outline

- Hazard Analysis of Biological, Chemical and Microbiology.
- Determination of Critical Control Points (CCPs).
- Target Levels and Critical Control Limits
- System(s) to monitor CCP.
- Appropriate Corrective Action Plan for each CCP.
- Procedures to verify that the HACCP system is working effectively.
- Documentation concerning all procedures and record keeping of their application.
- Implementation of a comprehensive HACCP plan.

### Specific Outcomes

- ✔ Increased compliance with food safety standards.
- ✔ Organized processes for safe food production.
- ✔ Organized staff promoting teamwork and efficiency.
- ✔ Savings on transaction costs in the long run.
- ✔ Avoidance of customer poisoning.
- ✔ Improved food quality standards.
- ✔ Due diligence defence in court.

### Target Audience

- ✔ Food and feed processors
- ✔ Quality control officers/ managers
- ✔ Commodity traders
- ✔ Warehouse operators
- ✔ Trade finance specialists
- ✔ Grain handlers
- ✔ Logistics and transport service providers

## COMPETENCY-BASED TRAININGS

Competency-based training is an effective way to support individuals or teams through professional development that's tailored to their specific needs. Competency-based learning is a framework for teaching and assessment of learning based on predetermined competencies which focuses on outcomes and real-world performance. The competency-based training (CBT) approach is highly effective in ensuring that training programmes remain relevant to the labour market.

## 6. Training on International Structured Commodity Trade Financing

### Course Overview

Agricultural commodity trade is a low-value, high-volume and capital-intensive business that ties up substantial amounts of liquidity. Trade finance refers to financing trade transactions along the value chain domestically and internationally. Trading parties thus need trade finance solutions to lubricate the commodity trade machinery. The overarching need for trade finance is to introduce a third-party to transactions to remove the payment risk and the supply risk while providing the seller with cash advances on receivables. The availability of trade finance is thus essential for a healthy commodity trading system. However, it does come at a cost, and in many cases around Sub-Saharan Africa, this cost makes financing unviable, which subsequently derails many trade opportunities. This calls for innovative approaches to commodity trade finance to deliver value to both commodity traders and financiers.

This is a highly, intensive, and multi-disciplinary course bringing together trade finance product concepts, application to supply chains and financing structures typically used to facilitate commodity trade flows for the grain value chain. The course provides a comprehensive view of the interplay between trade finance instruments and supply chains as they apply to the commodities business. To provide a comprehensive coverage, the course covers trade finance techniques, agricultural commodity exchange systems, international and regional trade procedures, trade policy, trade contracts in international trade, trade insurance and application of market information systems in commodity financing procedures and tools, and team leadership.

Successful completion of this course helps financiers better understand the agricultural commodity trade landscape in the region to thus develop more suitable trade finance products, while trade practitioners (traders, importers and exporters) get a better understanding of the trade financial ecosystem and how they can best leverage it to facilitate commodity trade.

### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical session, experiential field visit, experience sharing, and case studies.

### Course Outline

- Overview of Grain Sector (International, continental, Regional and National)
- Understanding the National, Regional and International Grain trade practices
- Structured Commodity Trade Finance
- Experiences in Structured Commodity Trade Financing
- Experiential field visit

### Specific Outcomes

- ✔ Improved national, regional, and international trade finance products.
- ✔ Comprehension of opportunities and challenges in regional and international trade.
- ✔ Increased regional and international commodity trading among trained practitioners.
- ✔ An enabling environment for international trade financing.

### Dates

9th – 11th April  
Diani, Kenya

18th – 20th June  
Jinja, Uganda

13th – 15th August  
Zanzibar, Tanzania

5th – 7th November  
Diani, Kenya

### Target Audience

- ✔ Regulators responsible for commodity trade financing
- ✔ Commodity traders
- ✔ Bankers
- ✔ Finance managers
- ✔ Finance directors
- ✔ Risk and credit managers
- ✔ Corporate treasurers
- ✔ Trade finance specialists
- ✔ Account, and marketing managers

### Training Fees

EAGC Members  
**USD. 800**  
Non-EAGC Members  
**USD. 1,000**



## 7. Training on International Commodity Trade Processes and Procedures

### Course Overview

International trade refers to trade across national boundaries. While it can be lucrative business, it is rather more complex compared to domestic trade since it involves more than one jurisdiction and many more players involved in the trading process. This added complexity makes many agribusinesses shy away from international trade and thus miss out on many transformative business opportunities, simply due to lack of knowledge on how to navigate international trade.

This course is designed to provide grain agribusinesses with the necessary skills to operate in a structured national, regional, and international commodity trade environment effectively and efficiently. To provide a comprehensive coverage, the course covers factors to consider before engaging in cross border trade, international and regional export/import trends, requirements and procedures, quality and standards compliance requirements, transport and logistics management, banking procedures and payment methods, International Commercial Terms (INCOTERMS) and their implication on International and Regional Trade including Policy and Regulatory Framework.

Successful completion of this course will help agribusinesses become more confident of exploring crossborder trade opportunities, thus expanding their markets and bottom lines.

### Delivery Methodology

Stimulating lecture, analytical learning through exercises, groups discussions, practical session, field/learning visit, experience sharing, and case studies.

### Dates

**12th - 14th March**  
Nairobi, Kenya

**26th – 28th March**  
Arusha, Tanzania

**21st – 23rd May**  
Kampala, Uganda

**3rd - 6th June**  
Nairobi, Kenya

**17th - 19th July**  
Dar es Salaam, Tanzania

**27th – 29th August**  
Kampala, Uganda

### Course Outline

Opportunities and challenges in International Grain Trade
International Grain Export and Import Requirements and Procedures
Grain Trade Banking Procedures and Payment Methods
International Commercial Terms (INCOTERMS)
Quality and Standards compliance requirements
Transport and logistics management
Policy and regulatory framework in international trade

### Specific Outcomes

- ✓ Fewer disruptions in cross border grain trade among trained agribusinesses.
- ✓ Reduced transaction costs among trained agribusinesses.
- ✓ Increased regional and international commodity trading.
- ✓ An enabling environment for cross border trading.
- ✓ Increased uptake of national, regional, and international commodity trade financing products.
- ✓ Comprehension of opportunities and challenges in regional and international trade

### Target Audience

- ✓ Food and feed processors
- ✓ Quality control officers/ managers
- ✓ Commodity traders
- ✓ Warehouse operators
- ✓ Trade finance specialists
- ✓ Grain handlers
- ✓ Logistics and transport service providers

### Training Fees

EAGC Members  
**USD. 250**

Non-EAGC Members  
**USD. 450**

## OTHER EAGC-GBI SERVICES

### Consultancy Services

EAGC-GBI offers consultancies across the grain value chain. Specifically, the institute offers consultancies in: Agribusiness technical advisory services, business development services, research, studies and other technical consultancy services.

### Mentorship and Technical Advisory Services

EAGC-GBI has a mentorship service that supports its capacity building and training initiatives for SMEs. It is a specialized and personalized business advisory service where agribusinesses approach the institute with a practical need that requires personalized intervention. The institute also supports in identification of gaps and needs. Depending on the identified gaps or needs, the institute attaches a practicing expert drawn from its pool to support agribusiness with hands-on practical solutions.

This service is issue-based, and the time required to support each organization/ business will depend on the issue(s) at hand. The fee is negotiated between the client and the EAGC Grain Business Institute. This service spans across the entire grain value chain from pre-production, production and harvesting, product transformation, service delivery, marketing and distribution and consumption. The mentorship thematic areas include:-

- Strategic Business Planning
- Agribusiness Financial Management
- Record Keeping and Stock Management
- Starting, Growing and Sustaining Grain Agribusiness
- Proper Warehousing, Storage and Handling including Warehouse Certification
- Innovative Grain Marketing and Trading
- Best practices in Post-Harvest Management
- Marketing and Branding
- Other areas of need

### Apprenticeship

Skills and competencies required to overcome the grain industry challenges and harness the opportunities at times don't exist. They have to be nurtured and grown by the learning institutions. To address the skill gap, there is need to forge strong linkages, partnerships and collaboration between Industry and the Academia. It's in this regard that EAGC-GBI explores partnerships with local universities to find ways to work together and find a plausible solution that will equip the graduates with the skills that are required within the grain industry.

To respond to the demand and supply issues facing employment of fresh graduates and lack of skills in the grain industry, EAGC-GBI aims at providing the selected fresh university graduates with relevant work experience and skills through training and work placements. It is expected that this program will support an increase in the quality and quantity of employees from their first step on the employment ladder and/or progression within the grain sector.

Overall, the apprenticeship program aims at achieving the following objectives :-

- To create linkage between the grain industry and the academia
- To provide students with required skills and bridging the transition to employment.
- To increase the quality and quantity of industry-university collaborations that will lead to increased skills-set and job openings.
- To improve industry research outcomes to drive innovation and productivity nationally and regionally.

Some of the benefits of the service is that it addresses industry concerns – the knowledge gap and skills in fresh graduates; leads to further development and innovation for future growth, potential recruitment opportunities; and academia/students' ability to connect with the grain industry.



# EAGC-EAGC-GBI 2025 TRAINING SCHEDULE

PERIOD	MODE OF DELIVERY	LOCATION	COURSE	TRAINING FEE
<b>Regional</b>				
9th - 11th April	In-person	Diani, Kenya	International Structured Commodity Trade Finance Training	<b>EAGC Members:</b> USD 800 <b>Non-Members:</b> USD 1,000
18th - 20th June	In-person	Jinja, Uganda	International Structured Commodity Trade Finance Training	<b>EAGC Members:</b> USD 800 <b>Non-EAGC Members:</b> USD 1,000
13th - 15th August	In-person	Zanzibar, Tanzania	International Structured Commodity Trade Finance Training	<b>EAGC Members:</b> USD 800 <b>Non-EAGC Members:</b> USD 1,000
5th - 7th November	In-person	Diani, Kenya	International Structured Commodity Trade Finance Training	<b>EAGC Members:</b> USD 800 <b>Non-EAGC Members:</b> USD 1,000
<b>Kenya</b>				
12th - 14th March	In-person	Nairobi, Kenya	International Trade Processes and Procedures training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
15th - 17th April	In-person	Nairobi, Kenya	Warehouse Operations and Management Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
23rd April - 9th May	Virtual and 2day Practical	Nairobi, Kenya	Training and Certification on Grain Sampling and Grading	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
3rd - 6th June	In-person	Nairobi, Kenya	International Trade Processes and Procedures training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
16th - 18th July	In-person	Nairobi, Kenya	Hazard Analysis & Critical Control Points (HACCP) Training	<b>EAGC Members:</b> USD 500 <b>Non-EAGC Members:</b> USD 700  <i>Training fee &amp; Support in development of a HACCP plan: USD 2500</i>
6th - 8th August	In-person	Nairobi, Kenya	Aflatoxin Detection, Testing & Control training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
17th - 19th September	In-person	Nakuru, Kenya	International Trade Processes and Procedures training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
<b>Uganda</b>				
19th March - 4th April	Virtual theory and 2-day Practical	Jinja, Uganda	Training and Certification on Grain Sampling, Testing and Grading	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
15th - 17th April	In-person	Kampala, Uganda	Aflatoxin Detection, Testing & Control Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
21st - 23rd May	In-person	Kampala, Uganda	International Trade Processes and Procedures Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
2nd - 4th July	In-person	Kampala, Uganda	Warehouse Operations and Management Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
27th - 29th August	In-person	Kampala, Uganda	International Trade Processes and Procedures Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
10th - 12th September	In-person	Kampala, Uganda	Training and Certification on Industrial Pest Control and Management	<b>EAGC Members:</b> USD 250 <b>Non-Members:</b> USD 450
15th - 17th October	In-person	Jinja, Uganda	Aflatoxin Detection, Testing & Control Training	<b>EAGC Members:</b> USD 250 <b>Non-Members:</b> USD 450
5th - 7th November	In-person	Jinja, Uganda	Warehouse Operations and Management Training	<b>EAGC Members:</b> USD 250 <b>Non-Members:</b> USD 450
<b>Tanzania</b>				
26th - 28th March	In-person	Arusha, Tanzania	International Trade Processes and Procedures Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
23rd - 25th April	In-person	Dar es Salaam, Tanzania	Warehouse Operations and Management Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
21st - 23rd May	In-person	Dar es Salaam, Tanzania	Aflatoxin Detection, Testing & Control training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
25th - 27th June	In-person	Arusha, Tanzania	Warehouse Operations and Management Training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
17th - 19th July	In-person	Dar es Salaam	International Trade Processes and Procedures training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
20th - 22nd August	In-person	Morogoro, Tanzania	Aflatoxin Detection, Testing & Control training	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450
19th November - 5th December	In-person	Dar es Salaam, Tanzania	Training and Certification on Grain Sampling and Grading	<b>EAGC Members:</b> USD 250 <b>Non-EAGC Members:</b> USD 450

## EAGC-GBI TESTIMONIALS

### International Structured Commodity Trade Financing in Zanzibar

Knowledge acquired will be useful as a tool to deepen food & agriculture financing among international value chain actors.

**Mr. George Macharia Irungu**

Associate Director, Food & Agriculture Banking, Equity Bank Kenya Ltd

### Grain Sampling, Grading, Testing, Quality Control and Aflatoxin Detection and Testing Technologies

The training has enabled WFP to have an aligned approach/ standardized approach with regards to product sampling and grading.

**Mr. David Obinda Kavunja**

Food safety and quality officer, UN World Food Programme

### Aflatoxin Detection, Testing and Control training in Kampala, Uganda

The training enabled me to understand mycotoxins e.g. aflatoxin causes and effects, grain handling and storage operations, grain quality management and inventory and records keeping.

**Mr. Okii Raphael Stanley**

Inventory Manager, Pan Africa Impex U Ltd

### Aflatoxin Detection, Testing and Control training in Kampala, Uganda

This training improved my knowledge on warehouse management; standards and regulations governing grain trade; and pest control and management.

**Mr. Paul Johnan Oluja**

Mechanical operations and warehouse, Pela Commodities Ltd (Uganda)

### International Structured Commodity Trade Financing in Zanzibar

3 most import take aways include; -  
- Appreciation of the grain market in the region - Things to watch out on when financing this sector -  
- Opportunity spotting enhanced

**Ms. Millicent Wahome**

Head Trade Finance, Cooperative Bank of Kenya

### Warehouse Receipt System Training in Ghana

Knowledge acquired on the WRS concept has been used to inform the farmers on the market opportunities available at the Ghana Commodity Exchange (GCX)

**Daniel Mac-Lomotey**

Agric Extension Officer, Ejura Sekyedumese

### International Trade Processes and Procedures training

Greater understanding of standards, procedures requirements and clarity of costs, steps and challenges and opportunities

**Micheal Kadenge**

Afro Grains East Africa

### Aflatoxin Detection, testing and Control training in Kenya

Sampling techniques taught during session was well covered and has reduced probability of errors in my analysis

**Trainee**

### International Structured Commodity Trade Financing training - Kenya

Lessons learnt on Trade finance for commodities will help us in structuring regulatory environment for commodities

**Mr. Musa Njiru Kathanje**

Board Director - Capital Markets Authority, Kenya

### Grain Sampling and Grading training - Kenya

Benefited most from sessions on sampling, grading and critical control points. It will help improve my product quality

**Kariuki Njoka**

Director, Super C Limited

### Grain Sampling, Grading, Testing, Quality Control and Aflatoxin Detection and Testing Technologies

I understood the co-relation of sampling to the grading results; technicalities on grain grading e.g. 70% applied on Total Defective grains; and the co-relation of grain properties on usage...

**Mr. Stephen Mburu Murigi**

EA/Other Countries Operations Co-Ordinator, INTERTEK

### International Structured Commodity Trade Financing training - Kenya

will use the learned concepts to offer informed insights and support for the KOMEX on structured trade, risk management strategies, or grain quality improvement.

**Mr. Betta Kombe**

- Surveillance and Compliance Manager, NSE Kenya

## EAGC-GBI TESTIMONIALS

### Grain Sampling, Grading, Testing, Quality Control and Aflatoxin Detection and Testing Technologies

This training was instrumental in application of the best practices on grading, sampling and pest management.

**Mr. Ibrahim Mutisya Kisilu**  
Warehouse Supervisor,  
SGS KENYA LIMITED

### International Structured Commodity Trade Finance Training

Following the International Structured Commodity Trade Finance training, our bank will be able to improve structuring of applications not only for grains but also other commodities

Trainee

### Ghana WRS Training

As a Warehouse Manager, I had an in-depth knowledge in the certification of grains (sampling and grading)

**Isaac Agtenum-Boateng**  
Ass. Storekeeper, Ejura Ashanti Region

### Grain Sampling, Grading, Testing, Quality Control and Aflatoxin Detection and Testing Technologies

Following this training, I am now able to improve sampling techniques for better grading accuracy; documentation and record-keeping; compliance with regulations and I've enhanced my knowledge of testing procedures.

**Mr. Mark Kones Jafred**  
Food Tech/Inspection Department,  
POLUCON (K) Limited



### Ghana WRS Training

The revision of some standards to support the operationalization of a warehouse receipts system is ongoing post the WRS training in Ghana

**Nathaniel Brako**  
Technical Secretary to Technical Committee on  
Agriculture, Ghana

### Training of the key line ministries and other stakeholders on developed four food quality standards and certification requirements

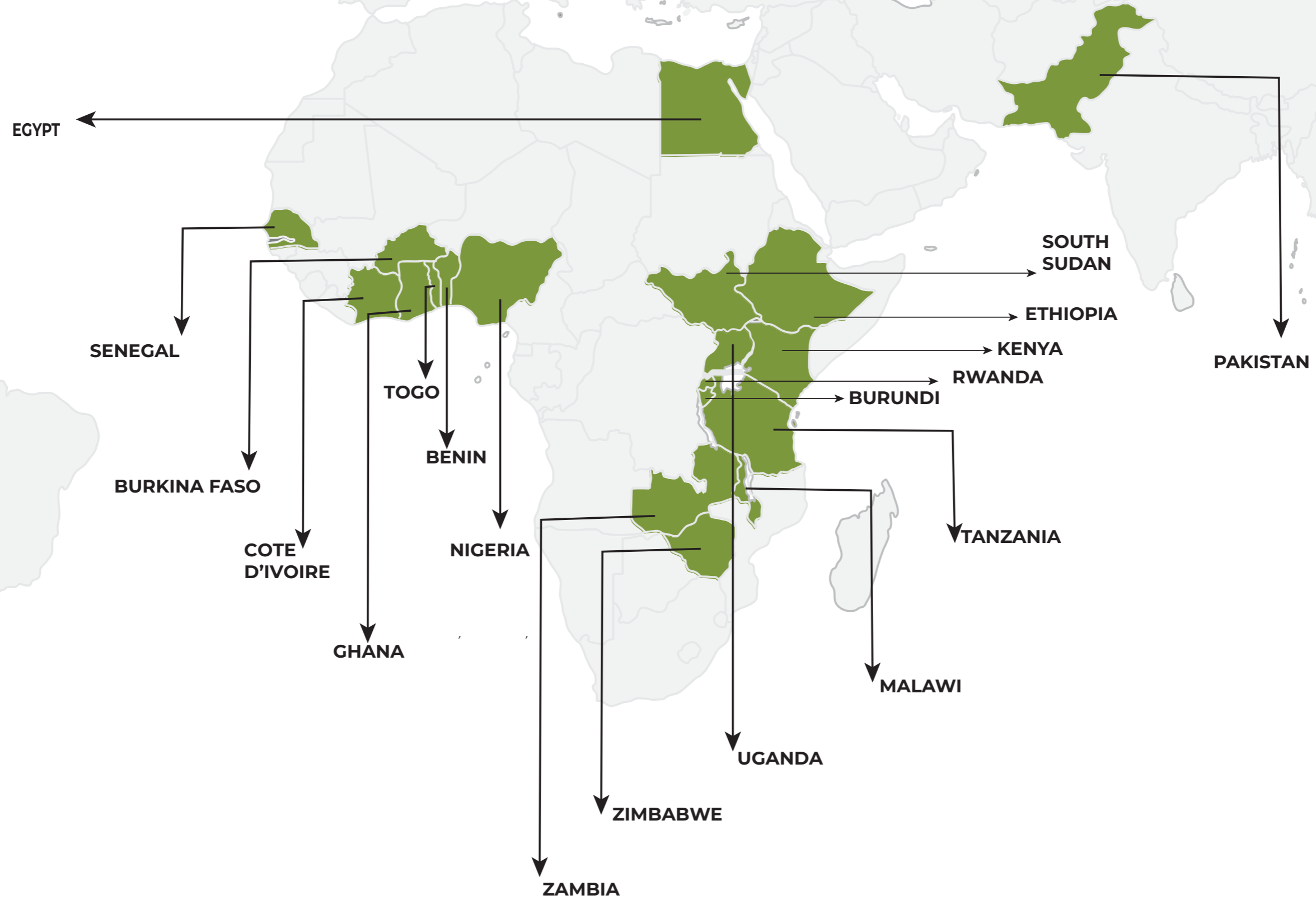
... we learnt about standards and their application which we will transfer to the farmer and extension workers to promote adherence to standards in our state and Somalia at large.

**Mr. Abdullahi Hassan Sidow**  
Director General, Ministry of Agriculture and  
Irrigation of Southwest State

## EAGC-GBI PICTORIALS



**COUNTRIES  
PREVIOUSLY SERVED BY THE EAGC-GBI**



## THE EAGC-GBI CLIENTS

### GRAIN TRADERS, HANDLERS, PROCESSORS AND SERVICE PROVIDERS



### FINANCIAL INSTITUTIONS



## THE EAGC-GBI CLIENTS

### DEVELOPMENT PARTNERS, IMPLEMENTING AGENCIES/PARTNERS



### RESEARCH ORGANISATIONS



### REGULATORS



### COMMODITY EXCHANGES, WRS AUTHORITIES & COLLATERAL MANAGEMENT COMPANIES





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