

Younes Yameen

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Younes Yameen, Agricultural Economist
BA Agricultural Economics & Rural Development

Mr. Yameen is an expert in the Palestinian Agricultural sector, with over 20 years of experience working with various stakeholders on the technical, developmental and export side of several agro-businesses and NGO's throughout the West Bank. Besides his other roles he is acting as Agricultural insurance Expert for the first Agricultural insurance company in Palestine namely Al Baraka for Islamic Insurance , he contributed to build insurance policies in several agricultural subsectors , Plant production; green houses and palm dates as well in the livestock in particular poultry ,

Mr.Yameen has promoted the agricultural insurance via diverse segments of farmers mainly small and medium scale along the north and middle of the west bank in Palestine. On the other hand he conducted several negotiation sessions with international reinsurance companies

He played several roles along his professional experience as a key expert in conducting an impact assessment and med term and baseline evaluations, either when worked with solutions for development consulting or with AWRAD and others.

Besides his first-hand experience in grapes production under various crop patterns He has OVER 13 YEARS OF EXPERIENCE as economist , He worked as a senior "Market Development Advisor" for the Palestinian Market Development Programme (PMDP), implemented by DAI. As a Masters student at al Quds University, he is conducting a comprehensive study on methane gaz optimization . He contributed to market systems analytical studies including within the years 2014-2017, among others: market analysis of quality certification of the management consulting services providers in Palestine, market system analysis for concentrated animal feed, weaned lambs, and analysis of veterinary services additional.as well he conducted several value chain analysis for key stakeholders mainly for fresh fruits and vegetables , he has significant contribution to build collective centres and packing facilities.

Mr. Yameen started his profession primarily through its largest Palestinian Agricultural Association (PARC) The Palestinian Agricultural Relief Committee). His expertise is built on environmental friendly techniques like IPM and organic production and its quality assurance with local farmers, both individuals and cooperatives. Mr. Yameen has different levels of intervention with Palestinian FFV producers especially vegetables and herbs throughout the supervision different projects in the sector. Mr. Yameen has assessed many producers for processed agricultural products and packing facilities for fresh Produce, Against BRC, HACCP, F2F, Global Gap and others.

Mr. Yameen has been influential in building the procedure with olive growers for consolidation and cooperative management of the pressing and storage procedures in accordance with best practices of the industry. He was one of the main parties who affected and encouraged the collective efforts mainly for olive producers. He conducted and moderated many workshops and trainings in cooperative principles and collective efforts toward rural development; and is one of the first pioneering people concerned to the environment and the local seeds conservation as one of the main factors of development to the agricultural sector. In this regards Mr. Yameen has a very good understanding for the value chain mapping, analysis and demonstrated synergies. Mr. Yameen assessed in designing, planning and implementing for many local projects in regards of developmental base, with high concentration on beneficiaries' needs and their capacity. He holds qualified certificates in Traceability, Environmental Health, Quality Management, Fair Trade Audit and Global GAP Standards, and worked as lead assessor on many projects.

KEY QUALIFICATIONS

- **Risk assessment , Risk management , and Agricultural insurance**
- Business plans developer.
- Market development advisor
- Cost benefit analyst and feasibility studies experts
- Value chain analyses for almost all agricultural subsectors .
- Key expert in conducting market systems analyses for different agricultural products and commodities.
- Over 6 years regional experience in organic farm inspection and certification of agricultural production;
- IPM, ICM Advanced trainer for FFV producers, both individuals and cooperative members.
- Drafted simple manual for FFV producers to enhance their knowledge against IPM.
- Documented experiences in the field of Gap analysis against voluntary standards: HACCP, GG, F2F, BRC ... etc.
- Wide experiences and knowledge about critical needs to deal with different standards and specifications.
- Designed deferent modules and tools to assess FFV producer's capacities as well as mills and packing houses.
- Specific expertise in FFV production and Post-harvest Practices.
- Specific expertise in the production and quality assurance of Olive oil.
- Supervision of wastewater treatment plants and irrigation networks.
- Global GAP inspector and auditor, in the field of export crops for both individuals and cooperatives.
- Expertise in beekeeping and quality of production from bee hives to the queens and royal jell.
- Background in mushroom production, including implementation of several training courses for 12 women clubs in the West Bank.
- Solid knowledge of agricultural projects' evaluation based on outcomes and impact concerning core programme and main goals and objectives.
- Advanced knowledge in community based development.
- Accumulative knowledge, skills and experienced in utilizing and intervening with projects planning and implementing.
- Good knowledge in building the training programs based on needs assessment and field evaluations.
- Expertise in flexible training for farmers from different educational and ages backgrounds and gender as well.
- Team leader for local community needs assessment in accordance to their assets and skills and knowledge.
- Advanced communication skills with beneficiaries, stakeholders and service providers and suppliers.
- Wide knowledge in local governmental and non-governmental organization and good command in assent to developmental contribution.
- Contributed in workshops for national plan for conserving biodiversity and local seeds in Palestine conducted in Biodiversity and Environmental Research centre (BERC) in Nablus.

PROFESSIONAL EXPERIENCE

Conducted several trainings using different approaches of which the CTA(complex task approach), covering the following value chains ,Fresh vegetables , cucumber, and tomato , zucchini, Grapes , Dates Value chains. Through go professional programme in coordination with PARC.

Contributed to conduction of an Impact Assessment of the small ruminant value chain of two of Oxfam's Economic Justice (EJ) Projects 2019.Awrad, FAO

Contributing to access to economic rights and improving the resilience and protection (mainly of women) of the communities of Deir Istiya and Qarawat Bani Hassan, Area C, Governorate of Salfit, West Bank. funded through Asamblea de Cooperación por la Paz (hereinafter BLB/ACPP), donated by Catalan Agency of Cooperation to Development (ACCD)

Over 10 years of practical experience in producing seedless grapes under the protected green houses , he has wide range of knowledge in the grapes business mainly in the Jordan valley. He developed and conducted many training manuals along the fresh fruits value chain of them was the curriculum of grapes for agronomists, farmers and technicians.

Conducted numerous business plans for the interest of individuals and entrepreneurs that led to successful businesses of which spirulina business plan and feasibility analyses as many other BPs of them Bayan sha'lan Business Plan.

Led the team who conducted the labour market study in the Jordan valley, feb 2022 as part of BMZ project, the project aim for supporting vulnerable and affected Palestinian communities to transition to more resilient, sustainable, and equitable economic growth in the Gaza Strip and the Jordan Valley

Led the team who conducted for curriculums using complex task approach to build the capacities of skilled and un skilled trainees under for value chains as part of BMZ project, may 2022 key role was guiding the identification critical learning units and key instrumental subjects

Training of 5 agricultural engineers on the complex task approach methodology as part of Oxfam support to the Arab Development society "ADS "Jan 2021. Key role was trainer and mentor for the agronomists to adopt the methodology and the new approach as part of their future career.

Training of 20 fresh graduate on the Value chain analyses as a comprehensive analytical tool to achieve development,PARC Jan 2021. Key role is trainer as part of the go professional project \PARC.

Agricultural expert ,local consultant contributed to review the agricultural financing strategy of the Palestinian Agricultural credit institution (as part of Avrio Impact consulting team). February 2021. Key role is representing the Avrio impact team and interviewing the key stake holders and contribution to guiding the future vision of the agro-finance strategy of PACI.

Value chain and marketing plan for Attil cooperative as part of GVC Project aimed at reviewing the animal feed market system and alternative feed value chain as well marketing plan and strategy,feb2021. Key role in the assignment is team leader and marker development advisor for the cooperative management as well the project management

Midterm evaluation of MAP project implemented by FAO as part of AWRAD team March 2021.

Key role Validation and verification of the key achievements of the project as well as providing recommended actions for the future phase of the project.

Key agricultural expert for a Midterm evaluation As part of Award Team for the Catalan Agency of Cooperation to Development (ACCD), march 2021 key role was verifying and reporting the factual position of the project targets and achievement , met the key stakeholders

Agricultural expert -Mid-Term Evaluation of Land development and sustainable agriculture practices in Palestine project April-2021. key role was verifying and reporting the factual position of the project targets and achievement , met the key stakeholders

Main researcher of GAMISA2 project which is implemented in partnership with MoA Dec2mber 2020.Aimed at assessing women position along three agricultural value chains. Key role was the addressing the gaps and drafting the conclusions and recommendations for the Italian cooperation to consider \MoA to consider in future work with women owned businesses

Team leader and contact person contributed to design and build training materials used the complex task approach methodology as part of the go professional project implemented by PARC, 2020. Key role was building the training manuals and materials of 6 value chains at three level each , Agronomists, farmers and women involved in farming as well the technical assistants of farmers.

Key consultant for the assessment of marketing and collection centres as part of solutions for development team Jan 2020.

Key role was conducting interviews with key actors and service providers along the value chain as well recommending the business model for such intervention.

Key expert for providing agricultural extension services for two women groups-benefited from Oxfam Project (100 field visits).Jenin-Qalqilia November 2020/ On-going. Key role assessing their needs and reporting to the client as well mentoring women groups to be successful businesses

Key consultant for RWDS to conduct feasibility study for the establishment and operation of a Green House and Food production unit in Jaious –Qalqilia February –Aprill 2020.

Assess, estimate, and analyze the technical requirements of establishing a Greenhouse unit and the production unit to ensure sustainability of the intervention as well, assess the economic and financial feasibility based on the market assessment and the technical requirements for Greenhouse unit and the food processing unit.

Team leader to develop a training curriculum for six value chains (dairy, grapes dates ,fresh vegetables , stony fruits, carrots , onion and snake cucumber.

Facilitate the communication with group of experts so as to produce a different level training materials using the complex task approach , running project with PARC in both Gaza strip and West Bank . September 2019 .

Key consultant for RWDS to conduct feasibility study for the establishment and operation of a Green House and Food production unit in Wadi Fukien –Bethlehem- April –May 2019.

Assess, estimate, and analyze the technical requirements of establishing a Greenhouse unit and the production unit to ensure sustainability of the intervention as well, assess the economic and financial feasibility based on the market assessment and the technical requirements for Greenhouse unit and the food processing unit.

Key consult works for the DCA through a short term assignment to deliver value chain's and research opportunities opportunities, Jan2019 –Feb 2019 .

This is a short term assignment to be assess long list of value chains and identify the most potential opportunities to be tackled by key stakeholders and in particular the research institutions.

Market Development Advisor at Palestinian Market Development Programme (PMDP), implemented by DAI Europe Ltd. and funded by DFID & EU. Ramallah Office, Palestine (Feb. 2014 – Oct. 2018).

Post conducting the market for quality certification on management consulting BSPs, switched the focus on managing the agricultural portfolio where contributed to implement several interventions as main priorities identified through conducted market systems analyses like, market for concentrated animal feed, market for weaned lambs and the market for veterinary services. Still working closely with private companies to enhance their production of alternative animal feed, which will result in reducing the production cost of livestock herders.

Main Tasks:

- Work closely with the DTL, TL and Market Development team in the design and implementation of the second component: Market Development based on Market System Facilitation;
- Support the Market Development based on Market System Facilitation component on addressing market failures through specific interventions;
- Mapping and evaluating existing value chains to identify growth opportunities within the selected sectors;
- Designing and monitoring the implementation of market development interventions;
- Use existing analysis and conduct new analysis of underperforming value chains or potentially high performing sectors;
- Support in the assessment of the value chain approaches and in identifying weaknesses and constraints related to each of the value chains covered by PMDP (selected during the inception phase), in consultation with other stakeholders and private sector;
- Identification of systemic market failures and recommend action;
- Facilitate effective work among market players to address market failure;
- Promote functional collaboration with other stakeholders, projects and development partners to strengthen the selected value chains;
- Provide expertise in pro-poor market analysis, value-added processing and market development/M4P;
- Promote the use of the matching grant facility for strategic interventions to address market failures. Promote a strategic demand for the matching grant component based on lessons learned from market system interventions
- Assist in the preparation of regular reports. (Weekly, monthly, quarterly, and annual reports).

Field Technical Consultant for Women Groups and Cooperatives Benefited from (ASALA) Services in the South of WB 2013. Moon Valley Enterprises (UK based) (October 2011 - Dec 2013).

- Manage all technical/agronomic issues relating to Moon Valley Enterprises business in West Bank and Jordan;
- Ensure that all technical auditing requirements are implemented for our fresh produce exports of herbs, peppers, chilies and dates – GLOBALGAP, BRC (British Retail Consortium), ETI (Ethical Trading Initiative)/ SA8000 and where necessary, customer specific standards such as Tesco NURTURE, Marks & Spencer FIELD TO FORK;

- Work with growers/packers to train staff in more sustainable agricultural practices and improved food safety standards. Develop plans to reduce and better manage pesticide usage and to concenter Integrated Pest management (IPM) along the value chain;
- Encourage all aspects of technical innovation – varietal development, improved growing, packing, storage and shipping procedures;
- In the European export season, October-May, regularly visit fresh produce pack houses to ensure that all products packed for Moon Valley fully adheres to the very high specifications/quality standards required by our customers.
- Work with Moon Valley Business Development Consultant and Moon Valley UK team to identify and develop raw material sources for a new range of ‘grocery’ products for launch early in 2012;
- Establish production facilities for handling and packing of raw materials for these new products, which fully adhere to the food safety and hygiene requirements of our customers.

Technical Trainer (Agricultural Economist) for Mills owners on the best manufacturing practices and HACCP requirements
September 2011, Solutions for Development Consulting Co., (February 2009 - July 2012)

- Conducts multi-level value needs assessments for fresh fruit and vegetable producers at the individual farmer and cooperative levels;
- Conducted tens of IPM field classes and follow-up visits for tens of producers though “Intajuna” project to ensure safe products to the local consumers;
- Responsible for market research study of preferences, attitudes and trends in purchasing agricultural products, including olive oil;
- Led efforts to develop an “umbrella branding” strategy, thereby assisting local farmers and SME agricultural producers to market under a unified “Intajuna” brand (“Our Production”);
- Drafted a “post harvesting and quality” manual for producers and trained them on best practices including product traceability, quality control, and international best practices for post-harvesting, including harvesting, storage, grading, and packaging;
- Formulated and introduced a sales and distribution tool to guide producers in their collective marketing efforts;
- Contribution in agricultural value chains building and analysis;
- Conducting training workshops for loan officers from several financial institutions in Ramallah Bethlehem and Nablus, mainly about agricultural finance and agricultural subsectors analysis, and value chains;
- Conducting advanced of 9 Training days for ministry of agriculture agronomists on inspection of organic farming regarding to EC Standards’ and glance of NOP and GAS and fair-trade .funded by the Italian cooperation;
- Spring Centre for Development \ Al Ram Palestine 2013.
- Team leader, market study for Agribusiness and income generating projects mainly Food process (W.B) Delivered to PARC October 2013;
- Team leader: Implementing (81 H) Trainings for nine women groups and cooperatives at the Best production Practices, Best storing, Manufacturing Practices. PARC, CERAI project.2013
- Trainer team leader for a project with UAWC 150 Training related to the Best practices on olive oil production along the value chain.2013
- ITC \ Team Coordinator for the FFV sector as main participation to deliver the FFV Value Chain as well to contribute in delivering Fresh Fruits and Vegetables Sector in the National Export Strategy (NES). Home based Assignment with some National Workshops. November 2012-May2013.
- The compete Project \IPM Gap Assessment for the fresh herbs growers in the West Bank. July 2012–September 2012 (25 consulting Days).
- POOC Palestinian olive oil council – IAO.

Project Coordinator/Advisor for Palestinian Agricultural Development Association (PADA/PARC) Ramallah, January 2003 - December 2009

- Project supervisor and coordinator, global GAP inspector, worked to increase competitiveness of Palestinian olive oil thereby boosting exports;
- Trained students in the following areas: IPM, ICM, organic farming, global gap, good harvest practices, home gardens, composting, irrigation network design, local seed production and conservation and local environment;
- Internal inspector and auditor for organic as well as conventional producers;
- Beekeeping trainer and consultant for practical treatments;
- Trained farmers in the use of green fertilizers as an alternative to chemical fertilizers to achieve organic production;
- Trained cooperatives in the principles of good quality olive oil from harvest to bottling and storing;
- Worked closely with farmers including training them to empower themselves by harnessing their collective efforts, including working through cooperatives;

- Water harvest training and tools and environmental policy for sustainable fertility;
- Many Technical demonstrations in several fields of plant and animal production, olive grapes, almonds, vegetables, livestock, and best practices in integrated animal usage.

RELATED PROFESSIONAL SKILLS

Head Trainer Experience:

- Local seed production, conservation, improvement and integration in organic farming;
- Trainer for golden principles in organic farming, including small scale and macro level production;
- Implemented dozens of demonstrations of green alternatives to chemical fertilizers;
- Carried out capacity building for farmers, individuals and cooperatives in the olive oil and FFV sectors;
- Taught introductory course in organic farming concepts and essentials of organic farming;
- Taught course in creative and environmentally friendly practices in pest management
- collective efforts and marketing
- Led internal audit for dozens of conversions as well as organic olive oil producers and farmers;
- Led course on golden principles for high quality olive oil;
- Held multiple trainings in mushroom production, including numerous demonstrations for 12 women clubs in the West Bank;
- Taught several courses on the environment and water recourse management
- Plant propagation, budding and requirement of success.
- Development of training manuals and evaluation sheets based on goals and assumptions of each subject.
- Development of selection criteria for implementing projects and choosing beneficiaries.
- Postharvest diseases management and best preventive practices.

Research and Studies:

- Olive oil Technical and managerial Manual For Palestinian olive oil council \ Solutions for Development Consulting Co.;
- Integrated pest management;
- Irrigation agriculture & irrigated networks;
- Beekeeping;
- Water resources management;
- Participatory Rabid Research Approach (PRA);
- Sustainable Livelihood Approach (SLA);
- Agriculture machines & computer skills.

EDUCATION

- Master of Environmental Studies, Al-Quds University, Abu Dis, Palestine, In process.
- Bachelor of Science, Agricultural Economy and Rural Development, An-Najah National University, Nablus, Palestine, 2002.

TRAININGS AND CERTIFICATIONS

- Underwent a 9 month training course at Palestinian Agriculture Relief Committees (PARC), which included courses in English, computers, technical report writing, time management, media, team building, communication skills, and water resources;
- International and voluntary food Standards held in Ramallah (FAO).
- Certification and inspection of organic agricultural farms;
- Spent 20 days in Italy, learning from many Italian experts in organic farming with AIAB and ICIA through RC project, which was implemented by the Palestinian Agricultural Development Association; the training took place in Padova, Calabria and Basilicata Regions, training methodology built mainly on practical field operations farms, factories, backing, and processing units and weekly evaluation and exams.
- Training course in olive oil tasting, postharvest practices and Post-harvest diseases management
- 2 day training certification course as a Fair Trade Auditor by the Jordanian Agricultural Engineers Association;
- 35 hour training on the Jordanian experience in GG (production, export, packing, integrated crop management) by the Jordanian Agricultural Engineers Association;
- Training course on post-harvest practices;
- Intensive course on traceability;
- Global GAP standards version 3.0, September 2007 – 2 day course by the Jordanian Agricultural Engineers Association;
- Communication skills course, Ramallah (3 days);

- Training of Trainers course, Ramallah (3 days);
- Project management course, Amman (2 days);
- Lead assessor training, Amman (5 days);
- Hazard Analysis Critical Control Points course (HACCP in Practice);
- Internal QMS Auditor certification (Quality Management System), Fruit & Vegetables Control Points and Compliance Criteria;
- Project cycle evaluation and management course.
- Field to fork.

LANGUAGES

Arabic – Native

English - Fluent

REFERENCES

Upon request