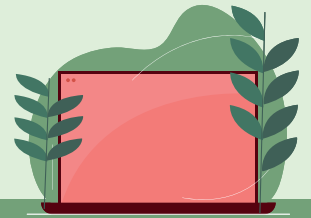


CONTRACT FARMING



BACKGROUND



The GIAE contract farming model is an inclusive business model that offers the opportunity to develop a business relationship between agro industries and smallholder farmers.

The model supports off-takers and their smallholder farmers to become more competitive through increased productivity, reduced costs, and post-harvest losses, and at the same time ensures regular supply of raw materials in the required quality and quantity for processing.

APPROACH



A total of 6 facilitators were established through a three-stage qualification process by the GIAE:

STEP 1

CF Basic Training
(Intro to CF approach as inclusive business model)

STEP 2

CF Training of Trainers 1
(Deepening the knowledge on the GIZ approach for promoting contract farming as IBM)

STEP 3

CF Training of Trainers 2
(Mastering the knowledge on the GIZ approach for promoting contract farming as inclusive business model)



OUTREACH

14 Enterprises have so far been trained on Contract Farming across the four value chains. However, 13 partners were assessed in the period under review.



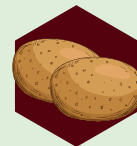
6
process
rice



5
process
cassava



1
process
maize



1
process Irish
potato

IMPACT

85%

of the assessed
enterprises have
ongoing business
relations

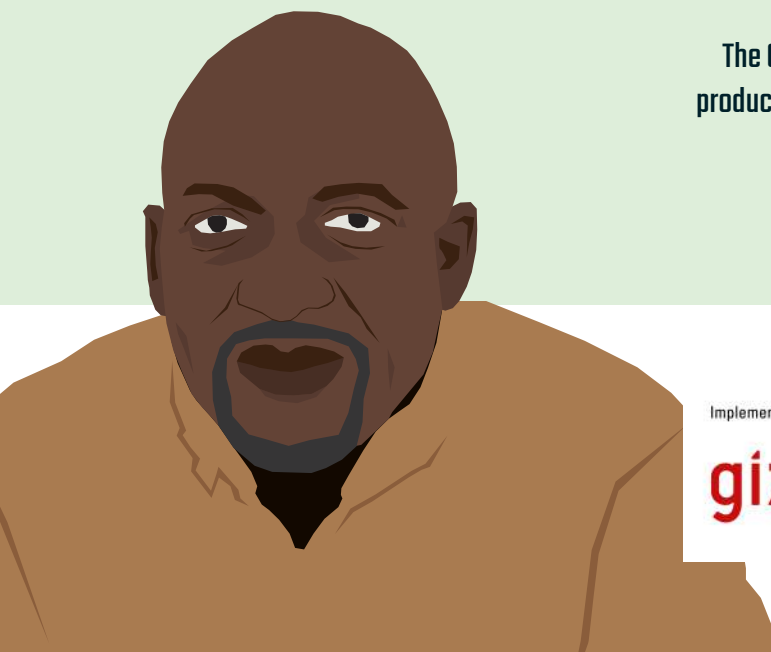
85%

of the enterprises assessed
have recorded an increase in
turnover

85%

of the enterprises
recorded an increase in
number of customers

The GIZ -GIAE contract farming scheme has enabled Solanium Potato producers and marketing association earn more money by facilitating the linkage of the cooperative to big off-takers.



Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

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AGRICULTURE & FINANCE
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GREEN INNOVATION CENTRE
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