



TEAMS

MURIMI

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Transfer Efficient Agricultural Technologies through Market Systems (TEAMS)

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TEAMS

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TEAMS Overview

The Transfer Efficient Agricultural Technologies through Market Systems (TEAMS) program is pleased to present MURIMI, a quarterly newsletter. Funded by the Swedish Embassy, TEAMS is the continuation of the Food Security through Climate Adaptation and Resilience (FAR-Mozambique). In partnership with the Mozambican government, the program is now implemented by a consortium of four organizations: International Fertilizer Development Center (IFDC), which is the managing organization; African Fertilizer and Agribusiness Partnership (AFAP); United Purpose; and Associação Kwaedza Simukai Manica (AKSM).

The two-year TEAMS program started in January 2021 and will run to December 2022. The consortium operates through a lean and efficient management structure that enables the implementing organizations to continue the inclusive markets approach, reaching farmers in Sofala and Manica provinces. TEAMS will also strengthen the outcomes achieved from November 2017 to December 2020 during the first phase of the FAR-Mozambique project to improve food availability, food access, and knowledge management of climate-smart agriculture (CSA) solutions.

TEAMS is organized under three results areas for strategic interventions: Scaling Improved Smallholder Productivity, Scaling Agro-Dealer

Networks for Input/Output Market Development, and Scaling Proven Technologies. TEAMS uses an inclusive markets approach to engage in facilitative partnerships with market actors that enhance smallholder linkages with input and output markets, improve access to services and information that can improve farm productivity, and increase access to diversified sources of income and nutritious foods. The TEAMS program is adapted for the climate- and weather-related risks and the COVID-19 pandemic, as these crises will have potentially long-lasting and adverse effects on the agriculture sector and household food security, particularly for women farmers.

TEAMS expands program-supported linkages between farmers and agribusiness supply for essential cost-effective inputs and extension services, ultimately scaling the adoption of productivity-enhancing technologies and practices by farmers through on-farm technology transfer units organized under public and private sector partnerships.

TEAMS also conducts activities for integrating innovative and appropriate solutions utilizing Information and Communications Technologies for Agriculture (ICT4Ag) in agribusiness and extension services that will make interventions more adaptive within the context of the ongoing COVID-19 pandemic.

The MURIMI quarterly newsletter narrates the progress through the voices of the target community beneficiaries of the TEAMS program, mainly smallholder farmers, and demonstrates how the project is changing their lives.



Buzi seedling producer helps farmers increase yields.



“ I now buy seedlings from Mbeu Yedu Inofumisa nursery because of bigger yields. ”

Meet Paulo Jossias, Buzi District's very own local vegetable seedling producer and supplier. His prominent Mbeu Yedu Inofumisa seedling nursery is an innovation you cannot miss as you arrive in Guara-Guara.

Jossias supplies vegetable seedlings to more than 500 farmers per month. Farmers place orders in advance, allowing him time to buy the requested seeds and other necessary resources from a local agro-dealer. The seeds are then carefully grown under the recommended conditions in the seedling nursery until they are ready for transplanting into farmers' vegetable gardens.

Jossias's magnificent vegetable seedling nursery and water tank supply system is among the initial resources provided by the program. The water tank, which is ingeniously placed on an anthill, facilitates watering the seedlings using only gravity to push water toward the greenhouse. IFDC identified, facilitated, and trained Jossias to be a successful seedling producer who now plays a fundamental role in improving the yields of vegetable farmers in Buzi.

In an interview, Jossias noted that farmers endorse his vegetable seedlings since they achieve far better yields than with the seeds used in the past. Previously, many farmers had difficulties producing seedlings, as they did not have the appropriate conditions or knowledge for managing a seedling nursery. According to Jossias,

“The nursery beds used by farmers were exposed to all elements of nature, including threats from wild animals, especially birds and pests.” The lack of readily available seedlings forced farmers to make do with what they had or travel as far as Nhamatanda or Chimoio just to buy them. However, Jossias's seedling production nursery has greatly assisted farmers, who can now access vegetable seedlings from a nearby supplier.

A vital link in Jossias' production is Augusto Nhama, an agro-dealer based in Guara-Guara who runs a shop called Mbeu Yakanaca, meaning certified seeds. Nhama supplies Jossias with certified seeds and other inputs at affordable prices, allowing him to profit from his seedling production business. This has created a mutually beneficial and long-lasting relationship between the two entrepreneurs.

Nhama is one of the successful agro-dealers trained and assisted by AFAP, TEAMS implementing organization in Buzi. As a result, Nhama can now equip farmers with the information required to properly store agro-inputs and correctly use seeds, fertilizers, and pesticides. Nhama's shop is well stocked with a wide range of certified seeds for crops such as tomato, onion, carrot, vegetables, maize, and beetroot, which he also sells to other farmers locally. In addition, his shop sells pedal-powered pumps, knapsack sprayers, and other tools, which were previously difficult to access in rural districts. A product mix of



established brand names, such as Klein Karoo Seeds, KickStart International, MoneyMaker, EASI Seeds, Mozfert/MozGrain, Bayer Mozambique, Syngenta Ltd and AgriFocus, is the result of networks expedited by the TEAMS program through AFAP in a bid to establish market linkages for rural agro-dealers in Buzi District.

As a result of his successful business, Nhama noted that his life has turned around for the better. "I have a 1-hectare plot which I used to work alone, but this year I managed to recruit three individuals to assist me," said Nhama. He has embraced the knowledge that he imparts to other farmers and has also implemented climate-smart agriculture practices in his plot. Nhama has managed to buy a printer and a computer for business operations, which gives him more access to information. Part of his income has also enabled him to construct a modern house for his family and purchase a motorcycle for improved mobility.

In 2019 Cyclone Idai was not kind to Jossias. Like many others living in Buzi, his homestead was ravaged by the natural disaster. Fortunately, Jossias is currently finishing up a brick and cement house using profits from his seedling supply business, and he is optimistic that the new home will better withstand natural disasters and protect his family.

“ I buy the best certified seeds from Mbeu Yakanaca. The owner is my friend and we share ideas on best agriculture practices. ”



Mbeu Yakanaca shop in Guara-Guara sells inputs from agribusiness suppliers

TEAMS aims to promote vegetable production for home consumption and the market, improving the diet of farmers and earning them an extra income. Through an increasing number of farmer associations and technology transfer units, IFDC has trained more than 3500 farmers, primarily women, in vegetable transplanting. Flora Andre Sango is a member of the Pamperi Nabadza Association. She is a resident of Buzi who took part in such training. Since the death of her husband in 2016, growing food for subsistence farming has been the only way of life the

family has known. In the past, vegetable production was mainly characterized by cost-cutting methods, such as using part of the harvest as seeds. For example, tomatoes were grown by extracting seeds from tomatoes bought for home consumption. This led to poor growth rates and low yields.

In her pursuit for a breakthrough, Flora, through her farmer association, started to adopt the use of hybrid seedlings supplied by Jossias, translating into increased productivity. Jossias' vegetable seedling nursery Mbeu Yedu Inofumisa

has ultimately improved farmers' production and increased their earnings, allowing widows like Flora and others to construct better dwellings for their families after Cyclone Idai. Other farmer associations within the district have also established linkages with the Mbeu Yedu Inofumisa seedling producer to supply vegetable seedlings, for which they can delay payment until the end of the commercialization process. This has empowered many farmers, especially women, who lack the start-up capital for vegetable production and supply business ventures.



Flora selling surplus cucumbers and green pepper harvested from her field.



Flora is constructing a new house from the proceeds earned selling vegetables.

Smallholder farmers adopt environmentally friendly irrigation



The TEAMS program, through United Purpose, introduced solar- and pedal-powered water pumps and other climate-smart agriculture (CSA) irrigation systems in Sussundenga District, Manica Province as part of the technology transfer initiative.

Smallholder farmers are adopting the new technology because it significantly reduces labor while increasing productivity. The farmers who were trained and capacitated in using solar- and pedal-powered water pumps had much to appreciate, since the intensive burden of carrying water buckets up and down the field has been lifted by this innovation. In addition, the water pumps have greatly reduced the plight of women, as so often in the African context the task of watering vegetable crops is part of their traditional duties.

United Purpose has trained a

total of 3,775 smallholder farmers on how to use and manage new irrigation technologies for farming, water harvesting, and conservation. CSA irrigation innovations have brought about positive results for many farmers, who have testified that the pedal-powered pumps have immensely improved their agricultural productivity and given them the capacity to produce more to sell and not just for their own consumption, as in the previous years.

A total of 72 pedal-powered pumps were made available to 52 farmer associations for use in their technology transfer and training units. According to United Purpose's field officer, Piedade Domingos Paulo, the idea is to incentivize farmers to buy their own pumps and use them in their fields at home.

Having witnessed the advantages, Mbeu Yakanaka farmer association in Samora Machel



Mbeu Yakanaka farmer's association association irrigating their crops using a pedal-powered water pump.



UP field officer demonstrates how to operate a solar-powered pump.



UP field officer using a pedal-powered water pump demonstration.

village decided to buy a pedal-powered pump. The association's president, Viagem Campira, said they are now doing less work since irrigating their carrot, onion, and green pepper with the pedal-powered pumps. Campira added that the adoption of the pedal-powered pumps has aided the shift from growing vegetables for household consumption to a more commercial venture. Mbeu Yakanaka association members are now realizing greater returns from their market gardening enterprise since they can now irrigate a larger land space.

Campira noted those earnings from their products can now be used to reinvest in more advanced irrigation technologies, such as solar-powered pumps. "The training we received from United Purpose on climate-smart agricultural practices, high-yielding seed varieties, fertilizer application, and pedal-powered pumps has greatly increased our income streams and, in turn, our appetite for more land for farming. We are now looking for more areas to rent land as an association, and we are negotiating the lease of over 10 hectares

of land for increased harvesting. The manual irrigation pumps have opened our eyes in terms of new farming methods, and apart from that, we are hoping to buy more from the proceeds of our horticulture initiative," said Campira.

Kurima Kupedza Hurombo farmer association president, Chimoio Joao Tesoura, an agro-dealer, said there had been an increased number of inquiries about the pedal-powered water pump from smallholder farmers in the Matika area. "There are several farmers in Matika who have been asking about the pedal-powered water pump after seeing its efficiency during field demonstrations organized by United Purpose. The local farmers have also made further follow-ups and have been observing the use of the pump by many association members dotted around the district, generating so much enthusiasm, which I am confident will generate more sales," said Tesoura.

The Kurima Kupedza Hurombo association has already purchased the pedal-powered water pump, which they use when their pro-





adopted a different irrigation method. The association is using gravity to channel water from the nearby Muenedze river toward their vegetable garden.

The association's president, Antonio Manuel Chapungu, said, "We have been trained on the best agricultural practices, and we are noticing the changes in the quantities, varieties, and quality of our outputs. This is because we were capacitated with knowledge on irrigation systems to irrigate the 9 hectares of land just beyond this plot. Now we will have more products for the market, especially during the rainy season." Anastacia Zuze echoed the same sentiments, adding that water availability will increase vegetable production and earnings for the association members. CSA irrigation has seen farmers increase their yields for a flourishing number of small vegetable vendors along the road from Sussundenga to Chimoio. These vendors, mainly women, highlight the progress and activities happening in the fields hidden among the mountain of Manica Province.

ject-facilitated solar-powered water pump cannot operate due to overcast conditions. The alternative pedal-powered water pump guarantees regular irrigation. According to Tesoura, the solar-powered water pump is very efficient and labor-free. However, it comes at a higher price, and spare parts for repair and maintenance are not readily available or affordable for most smallholder farmers.

United Purpose field officer

Piedade Domingos Paulo, said adoption of the pedal-powered water pump has accelerated because the pump is easy to repair and maintain compared to the solar-powered water pump. In addition, the pedal-powered water pump is widely accepted by farmers due to its easy setup and operation, which simply entails a pedaling effort.

The pedal-powered water pump operates by sucking water into the two cylinders and then

pressurizing water up the pipe, sending it through a sprinkler over the crops. The pump's installation is not fixed, and hence it can be moved around to various parts of the field that need to be irrigated. "The pedal-powered water pump has proved to be durable, functional, portable, and very handy, and we are very pleased by the innovation," said Tesoura.

Members of Agropecuária Mucai Kwaedza in Macate have



Women selling their vegetables at a local market in Zembe along the highway to Chimoio.

Women playing a successful role in the agriculture value chain.



“I bought the Klein Karoo ZM523 seed maize variety and the results were beyond expectations”.

This year's maize harvests exceeded expectations, and as a result, Joyce Pedro Wachi of Nyarowa village near Sussundenga was able to buy two cows with proceeds from the surplus. The cattle, valued at around 36,000 meticaï, are a welcome addition to the seven she already owned,

creating more draft power to extend the family's plot.

“I bought the Klein Karoo ZM523 seed maize variety, and the results were beyond expectations. The harvest doubled from the previous season. I managed to sell 2 tons of maize because of increased output from using certified maize seeds,

which are faster to grow, have bigger cobs, and are disease resistant,” said a smiling Joyce, demonstrating the knowledge she has gained on the hybrid maize variety while showing off some of the cobs retrieved from the grain store reserved for the family's consumption. Maize is an essential aspect of the diet, and once separated from the

cobs, it is ground into a meal at the local grinding mill. It is usually prepared into a thick porridge, a staple food consumed in many parts of Mozambique, often served with relish consisting of various vegetables, fish, or meat. Joyce says there is no reason to take the maize to the market as buyers usually make their way to Nyarowa, where they buy maize



Mrs Wachi of Nyarowa village near Sussundega feeding her cattle.

at competitive prices from the farmers for resale.

Wachi's story is not an isolated one. Jane Mateos Madinha, a 77-year-old grandmother of three, shares the same appreciation. She applauds the TEAMS implementing organization, Associação Kwayedza Simukai Manica (AKSM), which has seen smallholder farmers in the Sussundenga District access certified seeds, fertilizer, and training on best agricultural practices. Madinha is happy that her small plot, which is around one-third of a hectare, has yielded almost double what she used to get, courtesy of the use of certified seed. "After planting 2 kilograms of hybrid seed, I was able to realize nearly 12 buckets of maize, compared to six that I realized on the exact piece of land," she noted. Madinha said in previous years they used seeds from their granaries, which gave inferior yields that were continually affected by diseases, creating hunger in the village and leading to the loss of many lives, especially infants.

Farmers are now more informed and aware of the need to make plans for the farming sea-

son. At Joyce's homestead, land preparation was at an advanced stage, done in line with the sloping terrain as per the recommendations of the agricultural extension workers from AKSM. Enthusiasm for the new farming season was well exhibited by the presence of hybrid seed packs already purchased in anticipation of good rains. Joyce says proceeds from the 2021 agricultural season will be used to build a bigger house, buy more cattle, and improve the general living standards at the homestead.

Madinha said while the temptation to use cheaper uncertified seeds may exist, the poor harvests suffered before have quickly made her a believer and compelled her to shift to a CSA solution that had proven its worth. Seeing her walk home with her grandson after purchasing maize and vegetable seed packs, one certainly can hope that, since perceptions are changing for the older generation, chances are high that the younger generations will adopt the CSA solutions introduced by the TEAMS program.

Since 2019, AKSM has facilitated the training of 19



Mrs Wachi and his son retrieving maize from her granary.



Grandma Madinha buying certified seeds.

“ After planting two kilograms of hybrid seed I was able to realize nearly twelve buckets of maize compared to six that I realized on the exact piece of land, ”

agro-dealers in business management for input retail, technical expertise, and handling skills. The movement, which has empowered nine women, also covered the establishment and management of input marketing demonstrations, access to finance, and integration into input supplier distribution networks through input consignment credit.

AKSM village-based agents, such as Julia Nasson Carlos in Manica, working with input suppliers such as K2, Omnia, and Syngenta, are providing certified okra, carrot, onion, tomato, and other vegetable seed varieties that have proved to be a game changer for the local communities in terms of yields. Many of the village-based agents were unemployed and have now transformed their lives by selling certified seed, fertilizers, and chemicals in their brightly green-colored shops. Carlos said, "I was unemployed, and my role as a village-based agent has certainly changed my life for the better. I am now in a position to better take care of my family as a result of selling the various inputs from my shop."

To illustrate that they have indeed mastered their trade, those like Carlos have become a wealth of knowledge to the



Agro-dealer in Chinyambudzi showcases inputs available in her shop.

community, dispensing information associated with the numerous seed varieties with relative ease. The village-based agents and agro-dealer shops were built under the TEAMS program through AFAP. "My customers say the certified seeds that I sell them have a better yield with the appropriate use of fertilizer, particularly for the vegetable varieties, as per our training. The final product in terms of production is very appealing and on good days fetched higher prices when delivered to markets in Chimoio and Manica," noted Carlos.

AKSM field extension officer, Comichane Avelino, observed that the combination of demonstration plots and the

network with agro-dealers and village-based agents has also culminated in farmers in the project areas having access to a wide array of vegetables to consume all year round and for the market. "In Mutongwa village, 29 families have benefited from a communal demonstration plot initiated this year, where off-season vegetable production has seen the growing of tomatoes, cabbages, green pepper, carrots, and onions for sale and household consumption," he said. Avelino is proud of the strides farmers have taken to participate in training and eventually adopt CSA practices on their farms. In a place where output has been affected by low adoption of hybrid

seed varieties, the demonstration plots simulate ideal conditions of fertilizer application and, where possible, CSA irrigation solutions.

Avelino mentioned that there is an increased passion for knowledge, especially from women farmers, many of whom now make their way to the village-based agents to buy inputs and seek information on market trends. The role played by these women is fundamental in the fight against malnutrition. As more women continue to participate in agricultural production and use CSA solutions such as those introduced by the TEAMS program, the future becomes more promising for a once marginalized group.



Members of Mutongwa association tending to tomatoes.

Successful agro-dealers, supported and assisted by TEAMS program.



“ Many farmer successful grow certified seeds and harvest for re-sale. ”

Agro-dealers supported by the TEAMS program in Manica and Sofala provinces prove to be a vital cog in Mozambique's agriculture supply chain, providing access to last-mile services, input supply, and distribution and critical information to smallholder farmers.

The four implementing organizations provide technical expertise and resources in a strategically defined geographic network within the two provinces. IFDC covers Buzi, Chibabava, and Dondo districts in Sofala Province, while United Purpose and AKSM concentrate in Sussundenga, Macate, Vanduzi, and Dombe districts in Manica Province. AFAP covers Nhamatanda, Buzi, and Chibabava districts in Sofala Province and has an all-around role in facilitating agro-dealers' infrastructure and training in the two provinces.

AFAP's key interventions in the TEAMS program are to develop input distribution and retail networks to increase smallholders' accessibility, affordability, and usage of quality improved inputs for increased production and productivity. AFAP trained 17 agro-dealers, 10 from Manica Province and 7 from Sofala Province; 5 of the trained agro-dealers were women.

Chimoio Joao Tesoura, an agro-dealer trained and promoted by AFAP in Macate village of Manica Province, said, "Farmers in the area can now easily access inputs as well as technical knowledge following an intervention meant to link agro-dealers with inputs suppliers." Tesoura transitioned from renting a small shop to a signature green building with a fully equipped stockroom from the initial start-up capital facilitated by the TEAMS program. The blissful agro-dealer mentioned that he gets numerous testimonies of increased productivity and excess food availability from farmers buying certified seed varieties and low-cost irrigation technologies. The linkage meetings between agro-dealers and agribusiness companies have built a long-lasting relationship between the two players. Now Tesoura has a guaranteed supply during high demand for agricultural inputs, helping him sustain his business while also facilitating the lives of the local smallholder farmers.

"Many of the farmers here buy onion, cabbage, carrot, and tomato seed, as well as fertilizers, from trusted brand names like Klein Karoo Seeds, Syngenta, EASI Seeds, Yara Mozambique Ltd., ETC Adubos, SBFO, Mozfert/MozGrain, Bayer Mozambique, and Agrifocus,

which they successfully grow and harvest for resale in these local vegetable markets," said Julia Nasson Carlos, an agro-dealers based in Rutanda village, Manica Province. The certified seed varieties available in her shop have allowed farmers to achieve overwhelming yields despite unpredictable climate and weather changes. Notably, from the high sales of certified seeds, her business and lifestyle are blooming. Satisfied farmers return frequently to buy more with other clients, who are also starting to discover the secret of climate-smart agriculture solutions.

According to Flora Andre Sango, a successful agro-dealer based in Nhamatanda, farmers no longer have to travel far in Sofala Province to access seed while the information on soil fertility, climate change, and fertilizer application also assist in ensuring good growth rates. Sango is very grateful for the capacity-building training in business management for input retail and technical knowledge, input

marketing demonstrations, access to finance, and integration into input suppliers' distribution networks through consignment credit. The capacity building has also made the entrepreneur popular in her village, with a constant flow of customers wishing to buy her products and seeking advice and information on vegetables production and marketing.

In Buzi District, Sofala

Province, AFAP collaborates with IFDC through the local agro-dealer Mbeu Yakanaka, owned by Augusto Nhama. Nhama gladly revealed that he could earn as much as 150,000 meticaís during Input Trade and Technology Fairs. He said by selling products, such as the MoneyMaker irrigation pump, certified seeds, chemicals, and fertilizers, he can make very good profits. Nhama was one of the

agro-dealers trained by AFAP, in partnership with Kickstart International, to use and market the low-cost MoneyMaker irrigation pumps and technologies. He is now a registered agent of the MoneyMaker irrigation pump and innovation widely distributed in Sofala and Manica provinces through other successful agro-dealer operations within the TEAMS program.



Mrs Flora and son posing in front of shop in Nhamatanda.



Concluding Notes

The stories read like a fairy tale for farmers, progressing from rags to riches. The TEAMS program effectively managed to change behaviours toward the use of Climate-Smart Agriculture, which requires the ready availability of inputs to sustain the new practices. The movement from growing for subsistence to achieving a surplus for sale is a sentiment hailed by many women working together in Manica and Sofala provinces. TEAMS continues to assist local farmers to access Climate-Smart Agricultural inputs and mobilize communities toward an agricultural business-oriented mindset. Threats such as climate change and COVID-19 have created the need for further innovations and understanding of the agriculture value chain in this unique community.



TEAMS



The International Fertilizer Development Center (IFDC) is a non-profit Public International Organization (PIO) with over 45 years of experience designing and implementing projects that improve sustainable productivity in agriculture and agribusiness. Since 1974, IFDC has worked through private sector approaches to strengthen agriculture value chains to improve soil health and livelihoods for smallholder farmers throughout the world.



The African Fertilizer and Agribusiness Partnership (AFAP) is a Non-Profit Organization (NPO) with headquarters in South Africa. AFAP was established under the African Union and NEPAD objective to promote a Green Revolution in Africa through increased use of productivity enhancing inputs by smallholder farmers. AFAP has been supporting smallholder farmers and pastoralists to access improved inputs and technologies (seeds, fertilizer, crop protection products and animal health products) for increased agricultural and livestock production through improved access to markets.



United Purpose (UP, previously known as Concern Universal) is an international non-governmental organization (NGO) that strives to end poverty and inequality across the globe. UP is a leader in community-led development and grassroots innovation with more than 40 years of experience working with community organizations and local partners through community-based engagement in pro-poor programming that identifies sustainable solutions facing marginalized communities that advance Beyond Aid.



Associação Kwaedza Simukai Manica (AKSM) is a national NGO based in Mozambique dedicated to improving the lives, livelihoods, and economic conditions of smallholder farmers. AKSM provides services in training for the introduction of new cropping technologies and improved small-scale irrigations systems, contributing to community development in rural areas of Mozambique. AKSM was founded in the year 2000, with its primary offices in Manica District, and field offices in Machaze, Sussundega and Vanduzi districts as well.

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