



CRAFT

Igambangombe Multipurpose Cooperative Society Ltd: : Keeping farmers focused on success regardless of climate change.

[Positioning as a one-stop-shop for farmers' Climate-Smart needs]



Green Grams in Kenya

Green grams (*Vigna radiata*) is a commonly grown pulses crop in Kenya. Its manageable growing requirements and flexibility in intercropping give the legume additional food security value. However, the shift in climatic trends is threatening the crop's production and productivity.

Mitigating these effects is Igambangombe Multipurpose Cooperative Society (IMCOS), a CRAFT Business Champion. The company is providing farmers with access to Climate-Smart Agriculture (CSA) and the associated services.

CRAFT, also Climate Resilient Agribusiness for Tomorrow, is a project committed to capacitating Agro-based Small and Medium Scale Enterprises (SMEs) to ably support smallholder farmers develop key crop value chains that can survive the impact of extreme climate now and in the future.

About Igambangombe Multipurpose Cooperative Society- IMCOS Ltd

IMCOS is a farmer organization promoting economic prosperity for members. It attains set goals by supporting farmers to access affordable production services and sustainable markets. Such services include savings and credit, inputs merchandise, produce bulking, and marketing. In addition, the company positions farmers to attain farming success through climate-smart agriculture (CSA).

Climate Smartness

To ensure climate-smartness, IMCOS is enrolling all members to qualify for savings and credit services. Such steps enable farmers with clear business plans to acquire agricultural finance and loans for production. With the loans, farmers are purchasing inputs, including climate-resilient and tolerant seeds.

Additionally, the company is training farmers on CSA services for the best decisions in land preparations, planting standards, and crop management to improve production efficiency.

IMCOS is also training farmers on harvest handling techniques and providing associated services. For example, the company has invested in minor harvest processing machinery that facilitates drying, threshing, and packaging for members to access. After harvesting, the company also facilitates the bulking and marketing process for continued green grams production.

...farmers are purchasing inputs, including climate-resilient and tolerant seeds.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
700 	425 	30; Aggregators, Extension providers, Input suppliers, Financial service providers 	532 MT (Metric tons per year) 

Target market segments and consumers

In determining possible customers, IMCOS completed a rapid customer analysis to segment consumers; and inform ways of reaching them. So far, the categories include 1) green gram brokers, traders, and supermarkets. 2) Institutions (high schools and tertiary colleges), then large buyers such as Capwell Industries, SpiceWorld, Mahindra, and the World Food Programme.

In expanding the market base, IMCOS continues to use local presence and product quality standards through

its aggregation infrastructure and storage capacity for high volumes of green grams. It is also investing in continuous relationship-building to reach more customers.

Partners

Under the CRAFT project, IMCOS's key partners are Greenlife Agrovet. SPA, OSho, Bayer crop science, Twiga chemicals, Syngenta, Agrimech, Private SPs, Brazafric, John deere, Ndume, NewHoland, Hekima Holdings, AgroZ, PIC, Elite, Agrodealers, AFC, Agriwallet, Equity, Siraji, Solutions Sacco, Juhudi Kilimo, KCSAP, KCEP, FAO, WFP, World Vision, CGA, EAGC, and County Government.

Key Objectives and Outcomes

Enhance the capacity of 700 smallholder farmers to improve green grams output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	700 SHF contracted and capacity build to adopt CSA practices.	
	<ol style="list-style-type: none"> 1) Mobilize and engage farmers on scheduled contract farming agreements. 2) Facilitate and mentor leadership, business management skills, marketing, and financial inclusion. 3) Facilitate and Link farmers to Input and mechanization service providers. 4) Recruitment and train 15 TOTs on CSA ultimate to train the SHFs and follow up on the adoption of CSA. 	
Improve resilience to climate Change amongst targeted farmers through the promotion of appropriate climate-smart agricultural practices.	Adoption of CSA practices for increased productivity	
	<ol style="list-style-type: none"> 1) Facilitate and Set up 15 demo farms to showcase CSA practices and technologies. 2) Profile and link TOT service providers and SHFs to extension and business developments services. 	
Improve efficiency in green grams inputs delivery, agronomy, and markets access	Facilitating inputs, production, financial, and marketing services	
	<ol style="list-style-type: none"> 1) Mapping strategic and establishing inputs delivery channels 2) Organized inputs sourcing, accredited suppliers and link with financial service providers. 3) Conduct farmers deal-making business workshops for VC actors interaction and farmers exposure 	
Improve business turnover by at least 10% through developing new market channels and increasing volumes of green gram marketed.	Increased supply of volume and sales of green grams	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured grains. 2) Establish a distribution depot 3) Facilitate efficient collection and delivery of green grams to the market 	
Business case budget	Total: € 127,220	Own funds; 71%