



# CRAFT

## Topical Ventures (TV) Ltd: Overcoming climate change with a resilient crop management system.

[Integrating climate-smart agricultural practices, to increase yield and incomes for greengram farmers]



### Greengram in Kenya (Mwingi North and Kitui County)

Greengrams (*Vigna radiata*) is a crop that can sustain communities when the rains do not fall. However, climate change is increasingly affecting its yields and discouraging farmers from producing the crop. Ensuring a steady crop production and supply system is Topical Ventures a CRAFT Business Champion. The company is resolving the climate challenge by setting up climate-smart and resilient value chains.

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 Topical Ventures (TV) Ltd

Topical Ventures is an agribusiness firm specializing in climate-resilient and tolerant food crops such as greengrams, sorghum, millet, and cowpeas. In 2013 it was run as a family business with produce trade as the main activity but registered as a limited liability company five years later. The company has also instituted improved governance and provided solid platforms for engaging with suppliers and consumers.

So far, Topical Ventures controls the quality of greengrams and increases productivity at the farmer level. This ensures a sufficient supply of the crop that is processed, bulked, and delivered to the market.





This strategy has enabled growth, with the company installing a grain cleaning (Destoning and polishing machine) with a processing capacity of 2000 kg per hour. Additionally, it has grown presence in Nairobi, Mwingi, and Kitui County. Topical Ventures further plans to diversify product lines to include processed and packaged products.

#### Climate Smartness

For climate smartness, Topical Ventures is introducing farmers to climate-resilient seed varieties and conservation agriculture with a mix of agroforestry. This step improves soil health for crops to flourish. The climate-smart approaches also include minimum tillage, ripping, crop rotation, and integrated pest management. In addition to CSA practices, the company is establishing demos where the training and skilling of farmers happens. Then it trains farmers on post-harvest handling and provides equipment such as threshers and tarpaulins.

Furthermore, the company makes it easy for farmers to acquire inputs through a lease-to-own model. Meaning, they can get farm assets and machines by paying smaller cash amounts spread out over a given period. Finally, Topical Ventures is supporting on-farm operations, storage, and processing to ensure production continuity.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
2,500 	Producer groups 	4 (Finance -2, Input -1, Transporter -1) 	1,250 MT (Metric tons per year) 

## Target market segments and consumers

Topical Ventures' channel to market includes distributors, wholesalers, retailers, institutions, and supermarkets. For each distribution channel, the company directly engages with the market players.

## Partners

Under this CRAFT project, Topical Ventures' key partners include Smallholder farmers, extension service providers (MoA), providers of mechanized. Dryland seeds, Agro-dealer shops, manufacturing companies, and financial institutions such as local SACCOs, Vision Fund, MFI's, and commercial banks.

## Key Objectives and Outcomes

Enhance the capacity of 2,500 smallholder farmers to improve Greengram output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>2,500 SHF contracted and capacity build to adopt CSA practices.</b>	
	<ol style="list-style-type: none"> <li>1) Mobilize and engage farmers on scheduled contract farming agreements.</li> <li>2) Facilitate and mentor leadership, business management skills, marketing, and financial inclusion.</li> <li>3) Facilitate and Link farmers to Input and mechanization service providers.</li> <li>4) Recruitment and train 20 TOTs on CSA ultimate to train the SHFs and follow up on the adoption of CSA.</li> </ol>	
Improve resilience to climate Change amongst targeted farmers through the promotion of appropriate climate-smart agricultural practices.	<b>Adoption of CSA practices for increased productivity</b>	
	<ol style="list-style-type: none"> <li>1) Facilitate and Set up 40 demo farms to showcase CSA practices and technologies.</li> <li>2) Profile and link TOT service providers and SHFs to extension and business developments services.</li> </ol>	
Improve efficiency in sorghum inputs delivery, agronomy, and markets access	<b>Facilitating inputs, production, financial, and marketing services</b>	
	<ol style="list-style-type: none"> <li>1) Mapping strategic and establishing inputs delivery channels</li> <li>2) Organized inputs sourcing, accredited suppliers and link with financial service providers.</li> <li>3) Conduct farmers deal-making business workshops for VC actors interaction and farmers exposure</li> </ol>	
Improve business turnover by at least 10% through developing new market channels and increasing volumes of sorghum marketed.	<b>Increased supply of volume and sales of Greengram</b>	
	<ol style="list-style-type: none"> <li>1) Increase working capital to increase the volume of procured grains.</li> <li>2) Establish distribution channels with wholesalers, retailers, institutions, and supermarkets</li> <li>3) Facilitate efficient collection and delivery of greengram to the market</li> </ol>	
Business case budget	Total: € 303,838	Own funds; 58%