



CRAFT

Rogimwa Agro company Limited (Rogimwa): Keeping farmers smiling in face of extreme climate

[Using Climate-smart approaches in Common beans bulk buying]



Common Beans in Tanzania

Where communities are dependent on low input production systems and predictable seasons the Common Bean (*Phaseolus vulgaris* L.) is a great crop to grow because of its food and nutritional security qualities. However, the shifts in the climate system are beginning to affect the crop's production.

In addressing this challenge, CRAFT Business champions such as Rogimwa are supporting farmers, Using Climate-smart approaches in the production of Common beans and bulk buying the crop once produced.

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 Rogimwa Agro company Limited

Rogimwa is a Mbeya-based agribusiness company engaged in distributing agricultural inputs, trading cereals, and pulses. Through its connections with multiple manufacturers and input distributors, Rogimwa supports its 3,000 farmers to acquire good quality inputs for maize and common beans production.

The company's network of inputs distributors includes Yara, Syngenta, SeedCo, Meru Agro, Positive international, Pannar, and GSM.

While in the cereals and pulses trading, the company is linked with local and cross-border buyers from Mbeya, Dar es Salaam, Arusha, Kilimanjaro, Tanga, Dodoma, and Mwanza (all domestic) and Malawi, Zambia, and the Democratic Republic of Congo.

Climate Smartness

For climate smartness, Rogimwa is supporting smallholder farmers in the following ways:

- Coordinating extension support from the company and the local government to train farmers on climate-smart agronomic practices.
- Then through a pre-financing model, the company is assisting farmers to access improved climate-resilient varieties and other agro-inputs to boost the productivity and yield of their beans.
- And to minimize post-harvest losses, the company is providing solar dryers and moisture meters at aggregation centers for farmers to improve the quality of their dried beans

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Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
6,000 	94 	8; Aggregators, Extension providers, Input suppliers, Financial service providers 	3,000MT (Metric tons per year) 

Target market segments and consumers

Rogimwa will use two marketing strategies: one for its local market and another for the international market.

Strategy one - for the local market: involves the company soliciting supply contracts with institutions, such as boarding schools, major hotels, and restaurants. As a first step, Rogimwa will map out the institutions and conduct a consumer preference analysis. The analysis will inform and determine the attributes of beans customers want. Next, the company will distribute bean samples to choose from; after the company will initiate supply contracts with the interested institutions for beans distribution.

Strategy two - for the international market: First, Rogimwa will invest in improving the quality and

branding of its common beans to attract consumers from other countries. This will need the company to acquire postharvest technologies for drying, weighing, moisture measuring, grading, and packaging. Once Rogimwa gets the technologies, it will distribute weighing scales and moisture meters to the integrated farmers' groups to adhere to the quality standards for grading. Drying services will also be provided by Rogimwa using the newly acquired mobile solar dryers. Then the grading and packing technologies will be utilized as a final step, before shipping to the international markets.

Partners

Under the CRAFT project, Rogimwa's will include Meru Agro, TARI-Uyole, eProd, Tanzania Meteorological Agency (TMA), CARITAS-Mbeya, and UAP Insurance.

Key Objectives and Outcomes

Enhance the capacity of 6,000 smallholder farmers to improve beans output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	6,000 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 66 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 100 - 120 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 beans 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 beans marketed.	Increased supply of volume and sales of Common beans	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured grains. 	
Business case budget	Total: € 1,814,544	Own funds; 56%