



CRAFT

TEMNAR Company Limited: Turning climate-smartness into a hobby for farmers

[Using Climate resilience to improve Sunflower value chains and farmers' livelihoods]



Sunflower in Tanzania

Sunflower (*Helianthus annuus* L.) is mainly grown for its edible seeds and oil. Its growing demand in Tanzania can improve the livelihoods of millions of families, particularly smallholder farmers that are engaged in its production. However, the crop's productivity is threatened by climate change which comes with extreme weather events. These cause sudden reductions in yields and limit farmers' production output.

Dealing with climate change requires participation from all concerned in the sunflower value chain. TEMNAR, a CRAFT Business champion, with partners is working closely with smallholder farmers to promote climate-smart (CSA) interventions.

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 TEMNAR Company Limited

TEMNAR Company Limited specializes in the processing, distribution, and marketing of edible oils. These range from sesame, sunflower seed to Groundnuts. TEMNAR registered as a company on the 4th of December 2013. Its Head Office is in Masasi District Mtwara Region, Tanzania.

To expand the edible oil industry, the company has invested in agriculture which employs over 80% of Tanzania's population. It promotes climate-smart agricultural practices, links farmers to markets, and makes quality inputs available to smallholder farmers.

Climate Smartness

Contract farming: TEMNAR' is establishing contracts with guidelines for climate-proof sunflower production to protect the company and its farmers. The document details requirements and conditions for production—based on CSA practices. These include the stipulated quantities, the sunflower seed, and harvest handling standards to be met. With these contracts, farmers get access to finance (via cash and credit) that can enable them to purchase inputs to produce sunflowers. In addition, they get technical assistance and an assured market to earn more from sunflower production.

Climate-resilient seed: Considering the targeted region, experiences prolonged dry spells that could hurt the production of sunflower, TEMNAR is also providing farmers with improved and adapted seeds to proof farmers from climate shocks. Then to ensure access to sufficient seeds in the second year, selected farmers will be trained and guided as Quality Declared Seed (QDS) producers. The company will support all multiplication cost such that farmers receives certified QDS seeds at a discounted price.

Post-harvest technologies: To prevent harvest losses and optimize yield the company is training farmers on PH technologies. In addition, TEMNAR is adopting the use of lead farmers to disseminate climate-smart interventions to other farmers. These include seed selection, soil conservation, moisture/water conservations, tillage system, weeding and harvest, and post-harvest management.

Weather information: A critical step to this, is disseminating weather information. The company will work with the weather institute of Tanzania to communicate weather information that farmers could use to inform their production decisions.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
2000 	43 	7; Aggregators, Extension providers, Input suppliers, Financial service providers 	676 MT (Metric tons per year) 

Target market segments and consumers

TEMNAR's flagship products are sunflower oil and seedcakes. The company will make these products accessible for the local market and export.

Local market: The company is targeting wholesalers and supermarkets in Lindi, Mtwara, Ruvuma, Pwani, and Dar es Salaam regions. There is also reasonable demand for the same products by retailers around the factory who buy around 20% of the total volumes produced.

Export: Since the company borders Mozambique, which has shown a growing demand for sunflower oil and seedcakes, the company plans to explore the market prospects there.

Partners

To combat the effects of climate change on productivity, TEMNAR is working with several partners to support farmers; these include Local government authorities, TARI Naliendele & TARI-Ilonga, TOSCI, Tanzania Bureau of Standard (TBS), Microfinance Institutions (TPB & ANZA), Input supplying company and Farmers' group cooperatives.

Key Objectives and Outcomes

Enhance the capacity of 2000 smallholder farmers to improve sunflower output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	2000 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 16 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 46 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 sunflower 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 sunflower marketed.	Increased supply of volume and sales of Sunflower	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured grains. 	
Business case budget	Total: € 337476.75	Own funds; 60%

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