



CRAFT

# Ikuwo general Enterprises Company LTD: Introducing common beans through a spectrum of resilience to extreme climate

[Using climate-resilient methods to stimulate the growth of common bean value chains]



## Common Beans in Tanzania

Common Bean (*Phaseolus vulgaris* L.) is known for its drought-tolerant capacity and food value. However, the changes in climate have made the beans highly sensitive to climate shocks, compromising the food security situation of the populations that are dependent on its food and nutritional qualities.

Seeing an imminent food scarcity situation if bean production is compromised, Ikuwo Ltd, a CRAFT Business champion, is supporting farmers to maintain the common bean production stamina through climate-smart production methods.

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 Ikuwo general Enterprises Company LTD

Ikuwo general Enterprises Company Ltd. is amongst the largest Agro product dealers in the Rukwa region—Tanzania. It was established in 1995 but registered and certified later. Since its establishment, Ikuwo has impacted the lives of farmers by diligently availing inputs (seeds, fertilizers, and herbicides); at the same time, the company provides a sustainable market for farmers by purchasing their produce (maize and common beans). While IKUWO sells maize as grain and flour, it sells beans only as grain.

Learning the quality aspects of the common bean from a trip to DRC, the company supports the production of varieties such as (Maspenjele, Njano Uyole, and

Rosecoco) which are delicious and require shorter cooking time (40min max), unlike others which need (60 - 90 mins).

IKUWO has a managing director with over 30 years of experience in agronomy and marketing. The company also depends on sales personnel and other staff to support meet its goals. In all operations and a continued desire to grow, IKUWO is guided by a well-thought-out goal, vision, and mission:

- Goal: To be a leader in the Agro business industry in Tanzania by providing enhanced services and products, relationships, and profitability
- Vision: To provide quality services that exceed the expectations of its esteemed customers
- Mission: To build a long-term relationship with its customers and clients and provide exceptional customer services by pursuing business through innovations and technology.

## Climate Smartness

For a reduction in harvest losses from 45% to 10%. IKUWO is mainstreaming all its post-harvest management aspects in the following ways:

- a) Providing farmers with climate-resilient and tolerant seeds
- b) Disseminating weather information via Ndingala FM and other climate-smart agronomical practices
- c) Setting up raised platforms at storge facilities to prevent seed rotting.
- d) Availing hermetic bags to all farmers to assist in storage
- e) Then establishing Silos (metal and plastic); cocoons to maintain harvest quality for the beans

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
3,000 	36 	10 Aggregators, Extension providers, Input suppliers, Financial service providers 	2,500 MT (Metric tons per year) 

## Target market segments and consumers

For the market, IKUWO is actively focused on finding consumers both locally and across the region. In Tanzania, it targets consumers in big cities such as Dar-es-salaam, Morogoro, Mwanza, Dodoma, Songwe, and Mbeya. While across the region, it takes advantage of opportunities in Burundi, DRC, Kenya, Uganda, and Zambia,

## Partners

Under the CRAFT project, IKUWO key partners include: TARI UYOLO/Agriculture Seed Agency (ASA) and TOSCI, Farmer groups, Ministry of Agriculture, input suppliers, Financial Institution (CRDB & TADB), Local Government (LGAs), Ndingala FM Radio, and Tanzania Meteorological Authority (TMA).

## Key Objectives and Outcomes

Enhance the capacity of 3,000 smallholder farmers to improve beans output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>3,000 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 35 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 120 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 beans 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 beans marketed.	<b>Increased supply of volume and sales of Common Beans</b>	
	<ol style="list-style-type: none"> <li>1) Increase working capital to increase the volume of procured grains.</li> </ol>	
Business case budget	Total : € 400447.96	Own funds; 55%