



CRAFT

AgriNet Uganda Ltd: Using Gender inclusion as the answer to erratic Climate

[Working with farmer groups to promote climate-smart soybean production]



Soybean in Uganda (Tororo District)

Soybean (*Glycine max.*) has immense nutritional and economic benefits to consumers, farmers, and Uganda's pulses sector. It contains protein, carbs, and fat; but can also be processed and sold as soy flour and milk. However, these qualities alone are not enough for farmers to produce more. Having constraints in input supply, storage, low prices; then rising temperatures, and unpredictable rainfall further affect soybean productivity. For farmers to produce more soybean, AgriNet Uganda Ltd: a CRAFT Business champion, run by 2 Directors: Paul Nyende and Jacinta Namubiru, is adopting climate-smart sustainable production methods and linking them to remunerative markets.

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 AgriNet Uganda Ltd

AgriNet Uganda Ltd is a market access company located in Tororo District-Eastern Uganda. The company deals in grain processing, commodity trade and is a market intelligence service provider for other actors. Its main products are branded maize flour, rice, and animal feed. With an ambitious growth plan, AgriNet's is also focusing on processing and Packaging Soya-based foods and other byproducts. Its commitment to supporting farmers; is facilitated by a dedicated team of 6 shareholders, 2 managing Directors, and 12 full-

time staff. In its approach to hiring, the company has a great gender inclusion consciousness, therefore having balanced male and female hiring.

Climate Smartness





With most of Eastern Uganda already experiencing all the associated effects of climate change, AgriNet has identified a climate-resilient and sustainable seed variety for its farmers to prevent instances of crop losses due to climate shock. The company is working with local seed businesses, breeders, and multipliers to produce enough seed. It is then distributing such seeds to its network of farmers.

Also, AgriNet is training farmers on climate-smart agricultural practices and technologies. These include the use of rhizobia—a soil bacteria that speeds up plant growth. In addition, the company has introduced soil and water conservation practices to increase productivity.

Furthermore, AgriNet is supporting farmers through their cooperatives and commission agents to produce and aggregate quality soybean grain by using motorized threshers, tarpaulins, and moisture meters. Such post-harvest tools and technologies are placed at each aggregation center for accessibility.

Then through linkages with m-Omulimisa—a crop insurance provider, AgriNet is enhancing farmers' access to crop insurance services to enable climate shock proofing.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
8,000 	8 	80 Aggregator, 6 Input suppliers, 5 Extension providers, 3 Finance service providers (UDB, Centenary, Vision Fund) 	80,000 MT (Metric tons per year) 

Target market segments and consumers

With an annual target of selling 518 MTs of Soybean meal and 93 Cubic liters of oil, AgriNet has established commercial arrangements with various off-takers such as Rehobooth Centre Ltd Poultry farm, Devenish Feeds Ltd, Sigma Feeds, Nile Agro Jinja, and others.

Additionally, the company is operationalizing formal contracts with small and medium wholesalers in Tororo, Kampala, Mbale, Jinja, and all major towns in western Kenya. Furthermore, AgriNet will establish

pre-production or supply contracts with 8 farmer organizations to supply 1440MT of soybean grain per year for the factory to operate at full capacity.

Partners

AgriNet's partners under CRAFT are Home Harvest Uganda, El Shadai International, Tororo Farmers Enterprise, m-Omulimisa, Local Seed Businesses, Village Commission agents, Uganda Development Bank, Centenary Bank, Integrated Seed Sector Development Project (ISSD), Insta Pro International, USA, Liberty Insurance Co, Rehobooth Centre Ltd, Devenish, and Sigma Feeds.

Key Objectives and Outcomes

Enhance the capacity of 8,000 smallholder farmers to improve soybean output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	8,000 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 117 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 80 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 soybean 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 soybean marketed.	Increased supply of volume and sales of soybean	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured grains. 2) Established off-take agreements with soybean buyers such as Rehobooth Centre Ltd Poultry farm, Devenish Feeds Ltd, Sigma Feeds, and Nile Agro Jinja 3) Plans to enter and operationalize formal contracts with small and medium wholesalers within and around Tororo, Kampala, Mbale, Jinja, and major towns in Western Kenya. 4) Established pre-production and supply contracts with 8 farmer organizations to supply 1440MT of soybean. 	
Business case budget	Total : € 455593.43	Own funds; 28%