



CRAFT

# Okeba Uganda Ltd: Unlocking the potential of Communities in unfavorable Climate

[Using climate-smart strategies to produce and market Soybean]



## Soybean in Uganda

Soybean (*Glycine max.*) may appear seemingly basic with just its four seeds per pod. Not until growers reap from its nutritional and economic potential will they realize its worth. The crop possesses essential nutrients and provides processors and an array of possible products. However, farmers do not produce enough quantities for the market due to constraints in input supply, storage, and low prices. Increasingly rising temperatures and unpredictable and disruptive rainfall further affect the crop's productivity.

Changing this narrative is Okeba Uganda Ltd, a CRAFT Business champion. The company is taking steps to equip smallholder farmers with skills in climate-smart and sustainable soybean production methods; then linking them to dependable 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 Okeba Uganda Ltd

Okeba Uganda Ltd is a privately owned company in the produce business. Since 2017, when the company registered, it has expanded its business to buyers domestically and in the regional markets. With offices on plot 616 in Mubende, along the Kampala highway, Okeba can coordinate the supply of soybean, common beans, and maize from smallholder farmers and farmers

cooperatives in the districts of Mubende, Kyegegwa, Kakumiro, and Kyejojo.

In addition, the company's insistence on quality assurance through internal measures such as using quality analysis equipment set it apart from others in a similar business. Then its fleet of trucks that ferry produce from farmers enables Okeba to make timely deliveries, attracting services of big buyers such as Ugachick breeders Ltd, Sn sekubuga co Ltd, Mmacks investments Ltd, WFP, and other companies in countries such as Rwanda and Kenya.

### Climate Smartness

For climate smartness, Okeba is promoting the adaptation of CSA practices to foster yield transformation at the farm level. It is providing climate-resilient and sustainable seed varieties (Maksoy 3N), by linking farmers to BAGEZA SACCO for seed loans, to ensure all acquire the needed seed to produce soybean. Additionally, farmers are getting soil testing services to assist in understanding the mineral deficiencies of their productive lands.

Okeba is also training targeted farmers on strategies such as crop rotations; aimed at maintaining and enhancing soil nutrients. Then to proof farmers from climate shocks, it is linking them to crop insurance services by partnering with Ensibuuko technologies. In addition, the company is ensuring farmers get constant weather information from the National Meteorology Authority to assist their cultivation planning.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
8,000 	374 	40; Aggregators, 5 Extension providers, 5 Input suppliers, 3 Financial service providers (Equity, Postbank Centenary) 	3,200 MT (Metric tons per year) 

## Target market segments and consumers

Okeba Uganda Ltd is depending on its business experience in mapping its target market. So far, it has an assured commitment with Ugachick to supply 5,000MT of soybean. Other targets include the World Food Program, S.N sekubuga co ltd, and MMACKS

Investments LTD; as well as numerous companies in Rwanda and Kenya.

## Partners

In reaching CRAFT goals, Okeba will partner with Local Market Facilitators (LMF), Distributors of Agro inputs, Bageza SACCO, Tropical bank, JABA Soil testing, C-Care Uganda, Ensibuuko tech ltd.

## Key Objectives and Outcomes

Enhance the capacity of 10,000 smallholder farmers to improve soybean output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>10,000 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 200 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 200 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 soybean 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 soybean marketed.	<b>Increased supply of volume and sales of soybean</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 : € 483,292	Own funds; 59%

Contact the Climate Resilient Agribusiness for Tomorrow (CRAFT) Project for more information | [craft-info@snv.org](mailto:craft-info@snv.org)