



CRAFT

Masindi Seed Company Limited (MASCO): Outmaneuvering Climate change with Resilient Soybean

[Transforming the Soybean Value Chain by enabling synergies between key Actors]



Soybean in Uganda

Soybean (*Glycine max.*) as a meal offers beneficial nutrients for healthy development, particularly in infants. When processed and packaged, it offers numerous products with commercial benefits. However, an unpredictable and erratic climate, including challenges associated with its input supply, storage, and market, discourages farmers from investing and producing the crop.

Recognizing and tackling this challenge is Masindi Seed Company Limited (MASCO) a CRAFT Business champion. Depending on its coordinative strength, the company is introducing communities and soybean value chain actors in the districts of Masindi and Hoima to climate-smart production methods. In addition, MASCO is providing an assured market to revitalize the soybean value chain.

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 Masindi Seed Company Limited

Masindi Seed Company Limited (MASCO) is an agribusiness association founded to support farmers

within Masindi and neighbouring districts. Intending to empower smallholder farmers to improve their food and income security, the company provides access to quality inputs and linkage to remunerative markets.





Currently, the company works with 100 smallholder farmers as seed producers but will increase the number to 200 farmers for soybean production under CRAFT.

Climate Smartness

MASCO is focusing on providing climate-resilient and sustainable Soybean varieties such as the Maksoy 3N & 6N that are high yielding. In addition, it is promoting climate-smart and resilient practices and technologies through training farmers. Since soybean as a crop, offers farmers non-market benefits that are environment preserving in addition to the commercial; through the knowledge of conservation farming, MASCO is enabling farmers to exploit the advantages soybean has. These are less water uptake, soil fertility enhancement from nitrogen-fixing, and its ability as a soil cover to strengthen resilience to climate and variability.

...through the knowledge of conservation farming, MASCO is enabling farmers to exploit the advantages soybean has.

Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
4,500 	60 	60; Aggregators, Extension providers, Input suppliers, Financial service providers 	10,000 MT (Metric tons per year) 

Target market segments and consumers

MASCO's customers range from farmers who buy seed to farmers' associations, the government, and agro-input dealers. Processors such as Devenish Nutrition (Hoima), Agro-Vet Farmers Ltd (Masindi), are also targeted.

Then having an established market base in Masindi and the entire Bunyoro sub-region, MASCO plans to

venture and expand its market in the North, Eastern, and Central regions of Uganda.

Partners

MASCO's key partners are: MADFA SACCO, Letshego, Centenary Bank, VSLA's, HODFA, NAADS, FAO, agro-dealers, Mukwano, EAFF, Davenish, Agro-Vet, PAAT Soil Clinic, m-Omulimisa, Makerere University, and Suben Investments.

Key Objectives and Outcomes

Enhance the capacity of 6,000 smallholder farmers to improve soybean 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 60 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 60 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) Maintain existing customers such as Devenish, Nutrition (Hoima), Agro-Vet Farmers Ltd (Masindi). MASCO 3) Plans to expand products, markets in North, Eastern, and Central regions 	
Business case budget	Total: € 569,182	Own funds; 70%