



CRAFT

## Global Traders Limited: Tapping into Farmers ambitions to address climate

[Improving the Sunflower Value Chain through Climate Smart Farming Methods]



### Sunflower in Uganda

Sunflower (*Helianthus annuus* L.) used for edible oil and livestock feed, is a vital commercial crop capable of transforming rural communities in Northern Uganda. It provides opportunities for income to farmers and all actors in the value chain. With the crop requiring stable and predictable weather for higher yields, climate change and other inefficiencies disrupt every step of its productivity—from germination to harvesting. As a result, farmers produce low yields. However, CRAFT champions such as Global Traders Limited is using climate-proof approaches for growing sunflowers and finding a market for farmers.

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 Global Traders Limited

Global Traders Limited (GTL) is a family-owned business founded in Gulu City, Northern Uganda. Established in 2013, it has grown as one of the largest oil millers in the Acholi sub-region. The company has over 6,000 farmers and has developed a processing capacity of 12-14 tons per day.

With GTL producing crude sunflower oil and seed cake, it works with local farmers in eight districts of Acholi

to meet the market demands. These include Gulu, Lamwo, Pader, Kitgum, Amuru, Omoro, Agago, Nwoya. In addition, the company trains and advises farmers in climate-smart agronomic practices; then avails quality inputs to farmers at an affordable price.





### Climate Smartness

For climate smartness, GTL is promoting planting trees around block farms to protect crops from harsh weather and reduce the level of carbon dioxide in the environment. It is also investing in providing climate-resilient and sustainable seed. These are (Agsun varieties) provided by Ngetta Tropical Holdings that are early maturing as well.

Next, GTL is training and changing farmers' attitudes, from harmful cropping practices to adopting climate-smart practices and technologies. Most farmers had regressive land opening methods such as the slash-and-burn method that diminishes soil fertility. Introducing farmers to CSA practices and technologies will ensure farmers gain a higher yield of sunflower per acre and earn more income.

Additionally, GTL makes climate information accessible to all its farmers for timely planting and proofing their production from climate shock.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
6,000 	57 	3 Extension providers, 1 Input suppliers, 1 Financial service providers (Equity bank) 	42,000 MT (Metric tons per year) 

## Target market segments and consumers

GTL's target customers for the sunflower crude oil are rural-based low-income earners in Northern Uganda. These consumers typically buy goods in small quantities, so the company reaches them through wholesalers and retailers. However, the seed cake is bought by some animal feed processors in Uganda and Kenya.

To reach a broader market, GTL plans to acquire a sachet packaging machine. The sachet will enable

the company to package oil in 200 ml quantities from the current 20 Litter Jerrycan packages; to have the company sell at least 57% using its retail outlets, agents, and other avenues of reaching the market.

## Partners

GTL's main partners under CRAFT are AIVI, farmers, Okado Investments, Weather information & index insurance service provider, Equity bank, DLG, agents, and consumers.

## Key Objectives and Outcomes

Enhance the capacity of 6,000 smallholder farmers to improve sunflower output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>6,000 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 100 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 sunflower 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 sunflower marketed.	<b>Increased supply of volume and sales of Sunflower</b>	
	<ol style="list-style-type: none"> <li>1) Increase working capital to increase the volume of procured grains.</li> <li>2) Structures supply system to reach target consumers through wholesale and retail markets.</li> <li>3) Sets up channels to supply cake to animal feed processors in Uganda, and Kenya</li> </ol>	
Business case budget	Total: € 427,341	Own funds; 62%

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