



# CRAFT

## Acila Enterprises Limited: Yielding from Soybean in extreme climate

[Using climate-smart approaches and targeted marketing in producing soybean]



### Soybean in Uganda (Teso and Karamoja)

Soybean (*Glycine max.*) is a legume with immense nutritional and economic benefits. Its high fibre and protein provide consumers with a healthy food option; whereas, farmers and actors across the value chain (VC) benefit from producing, processing, and selling the crop or its by-products.

However, soybean production is increasingly threatened by climate change. Manifesting as droughts and extreme unpredictable rainfall, climate change results in crop failures, reduced yields, and production declines in crops. Realizing the looming food and livelihood crisis and averting the possible impact on communities is Acila, a CRAFT<sup>1</sup> business champion. The company is investing in climate-smart adaptive strategies and linking farmers to remunerative markets.

#### About Acila Enterprises Limited

Acila is a leading Agro-based small and medium-scale enterprise (SME) in the Teso and Karamoja region. Established in 1996, Acila is fully registered and committed to improving farmers' capacities and household incomes. Its operations centre in farm inputs, grains, veterinary services, seed multiplication, group mobilization, training,

and value addition. Through its products and timely services, Acila is achieving set objectives and expanding business operations.

#### Climate Smartness





Acila is training smallholder farmers improve soybean production. The selected farmers are trained in climate-smart agriculture and provided with tractor services at subsidized rates. In addition, they receive climate tolerant and reliable seeds (Maksoy 3N varieties), soil testing services, as well as training in crop rotation and safe use and application of fertilizers.

The CRAFT-supported smallholder farmers are also skilled in post-harvest management, provided with equipment such as tarpaulins and pics bags; and linked to the National Meteorology Authority—a government authority that keeps them informed about new climate developments that have an impact on agricultural production.

*...Acila is achieving set objectives and expanding business operations.*

<sup>1</sup> **About:** 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.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
5,000 	30 	5 Extension providers 	700MT MT (Metric tons per year) 

## Target market segments and consumers

For soybean grain and climate-smart foods, Acila is targeting companies in the manufacturing sector such as Mukwano, EAGC, Mt Meru, and JOLA. Its other clientele includes NGOs across Teso and Karamoja, Government institutions, and Schools. Then for soybean as an input, the company targets a network of farmer communities and seed companies.

## Partners

In delivering quality services, Acila works with Agro input distributors, the Integrated Seed Sector (ISSD), Mukwano Group of Companies, Government of Uganda, Microfinance Support Centre, Opportunity Bank, Makerere University, PAAT Soil Clinic.

## Key Objectives and Outcomes

Enhance the capacity of 5000 smallholder farmers to improve soybean output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>5000 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 167 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 setup 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 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 soybean grains.</li> <li>2) Use farmer groups as an entry point for soybean multiplication and marketing.</li> <li>3) Establish a distribution channel to reach buyers such as Mukwano, EAGC, Mt Meru, and JOLA</li> </ol>	
Business case budget	Total: € 600196.86	Own funds; 65%