



**CRAFT**

# **Kisoro District Potato Growers Cooperative Union Limited (KDPGCU): Putting the Collective ahead to overcome Climate**

[Using climate-smartness and Collaboration to enhance productivity in potato production]



## **Round Potato in Uganda**

Round Potato (*Solanum tuberosum*) is an easy-to-grow tuber that offers food security and commercial benefits to farmers. Its array of cuisines and growing demand places farmers to reap (3) fold higher incomes from its production than other staples. However, potato quantities remain relatively low due to challenges in production capacity, low availability of quality seed, Shifting climate systems, and more.

Addressing this challenge in Kisoro District, through climate-proof approaches and a sustainable market is KDPGCU, a CRAFT business champion.

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 Kisoro District Potato Growers Cooperative Union Limited**

Kisoro District Potato Growers Cooperative Union Limited (KDPGCU) was established in 2014 and is registered by the Ministry of Trade Industry and Cooperatives. The company has a membership of 4,122 farmers operating in 12 cooperative societies for efficiency.

KDPGCU's business model depends on the distribution of inputs, provision of extension services, and the collective purchase and marketing of potatoes. Most of its potato is supplied in markets such as the Kalerwe market in Kampala, institutions, restaurants, and supermarkets. The union also distributes potatoes to Rwanda.

### **Climate Smartness**

Through engaging local seed businesses and screen house operators, KDPGCU is encouraging and enhancing the increased production of climate-resilient and sustainable seeds (ware potato). The union gets the needed seed quantities of potato and distributes it to its farmer-cooperatives. In addition, it is training seed multipliers of the ware potato and farmers on climate-smart agricultural practices and technologies. As a result, farmers get soil and water conservation skills to increase productivity and are becoming resilient to climate shocks. Then for harvest preservation, KDPGCU is supporting its farmers to aggregate potato in ambient storage facilities, made from local materials to maintain the quality of potato before sending to buyers.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
3,000 	12 	3; Aggregators, 3 Extension providers, 1 Input suppliers 	4,800 MT (Metric tons per year) 

## Target market segments and consumers

With an annual goal of supplying more than 4,800 MTs annually, KDPGCUL targets fast-food restaurants, food processors, hotels, and supermarket chains. So far, the company has signed agreements with off-takers and processors such as Psalms Food Industries for an assured market. It is also working to secure a formal contract with café Javas, an upscale restaurant with over eight branches in Kampala, and Oly Foods Ltd.

## Partners

KDPGCUL's key partners under CRAFT are KAZARDI & Namakwaland, Farmers, Fast food restaurants, Chipping and Crisping factories, Seed producers, DFCU bank, JABA Engineering, and DLG.

## Key Objectives and Outcomes

Enhance the capacity of 3,000 smallholder farmers to improve potato output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>3,000 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 50 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 50 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 potato 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 potato marketed.	<b>Increased supply of volume and sales of Potato</b>	
	<ol style="list-style-type: none"> <li>1) Increase working capital to increase the volume of procured Potato.</li> <li>2) Activate off-take agreements with Psalms Food Industries Limited—a crisping factory</li> <li>3) Secure a formal contract to supply café Javas—an upscale fast foods restaurant with over 8 branches. Then Oly Foods Ltd, other fast-food restaurants, hotels, and supermarket chains.</li> </ol>	
Business case budget	Total: € 160,158	Own funds; 52%