



CRAFT

# Panyimur Dei Area Cooperative Enterprises Ltd: Conquering unpredictable Climate with Grassroot toughness

[Depending on collective synergies in producing, marketing, and developing the soybean value chain]



## Soybean in Uganda

Soybean (*Glycine max.*) can be for food and for sale; however, constraints in input supply, storage, low prices, and climate change affect the crop's productivity. To overcome climate change Panyimur Dei a CRAFT Business champion is adopting climate-smart farming methods and linking farmers to 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 Panyimur Dei Area Cooperative Enterprises Ltd


Panyimur Dei started in 2003 as a community-based organization (CBO), only supporting three producer organizations. Then it was registered as a member-owned Area Cooperative Enterprise in 2010. Currently, the company supports over 1,453 smallholder farmers, organized in 10 Rural Producer Organizations (RPO's) that came together to produce, add value, and market their rice, cassava, maize, and soybeans collectively. The groups include Dei Farmers, Juba Mer ber, Bidokomit, Piranyim, Nyakagei Farmers, Ywak can Ku Tic, Kivuje cooperative, Nyakagei Cassava growers, Ganda Cassava Growers, Boro oil seeds Cooperative

and Peri konyi Women group. Through the collectives, Panyimur Dei is able to support farmers by providing inputs, land preparation services, extension services; then bulking and aggregation services at relatively lower prices.

### Climate Smartness

For climate smartness, Panyimur Dei has introduced farmers to climate-resilient and tolerant soybean seeds such as Maksoy 3N, 4N, 5N, and 6N. These seed varieties are also resistant to pod shattering, lodging, rust and have good storability. In ensuring sufficient crop quantities, the company is training all smallholder farmers from its network on CSA practices and technologies. The trainings ensure farmers get agroforestry skills, so they integrate trees into their farming systems to improve soil quality and attain higher crop yields. Similarly, Panyimur Dei is training farmers on post-harvest handling to minimize harvest losses. In addition, it is investing in a storage facility and other equipment to reduce food loss and waste. The company is also planning to acquire solar dryers for each of the primary cooperatives to improve energy efficiency and the effective drying of seed. Then to proof farmers from climate shock, Panyimur Dei has linked its farmers to insurance companies that provide crop insurance.

## Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
2,500 	10 	2 Aggregators, 2 Extension providers, 1 Input suppliers 	600 MT (Metric tons per year) 

## Target market segments and consumers

Panyimur Dei divides its customers into two segments: (1) includes the ACE, which will sell inputs such as improved soybean varieties, fertilizers, tarpaulins, and provide agricultural mechanization services such as tractors for smallholder farmers. (2) Are the soybean processors such as Mt. Meru Millers, Mukwano Industries, and Odo Ko Mit Millers. In addition, institutions that process soybean products as nutritional supplements for household consumption will also be targeted.

## Partners

Panyimur Dei's main partners include Smallholder farmers, Agents, and distributors such as Leslonia ENT Limited, Jasco Ent Limited. The company will also work with Agro input suppliers such as Olga Ajjo Agro-Links, Abi ZARDI, Makerere University Centre for Soybean Improvement and Development, and Nebbi ACE. Financial institutions such as Centenary Bank, Uganda Development Bank, Microfinance Support Centre will assist in providing loans. Then insurance companies such as Britam, Agro Consortium will provide agriculture insurance schemes. Finally, the District Local Governments, Abi ZARDI, Makerere University Department of Food Technology and Nutrition will also assist.

## Key Objectives and Outcomes

Enhance the capacity of 2,500 smallholder farmers to improve soybean output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	<b>2,500 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 25 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 25 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: € 599705.12	Own funds; 65%