FARM TO MARKET ALLIANCE

Making markets work better for farmers

Rwanda COUNTRY BRIEF

August 2018

Farm to Market Alliance's mission is to create a thriving and sustainable agricultural sector that **empowers** farmers, **forges** strong markets and **improves** global food security. FtMA takes a demand-led approach in servicing smallholder farmers and the surrounding ecosystem. FtMA's holistic value chain solution - **PATH** - supports African farming families to transition to commercial agriculture through four integrated strategic pathways. In Rwanda, FtMA has been active since late 2015, delivering a full set of services across the PATH solution.

PREDICTABLE MARKETS

- Pre-planting and pre-harvest forward delivery contracts
- Aggregation and delivery linkages
- Innovative crop aggregation models
- Cooperatives governance trainings

AFFORDABLE FINANCE

- Input and output loans
- Bespoke loan product development
- Solidarity saving schemes

TECHNOLOGIES AND QUALITY INPUTS

- Trainings on Good Agricultural Practices
- Improved Seeds, Fertilizer and Crop Protection

HANDLING AND STORAGE SOLUTIONS

- Trainings on Post-Harvest Handling and Storage
- Equipment for post-harvest crop management

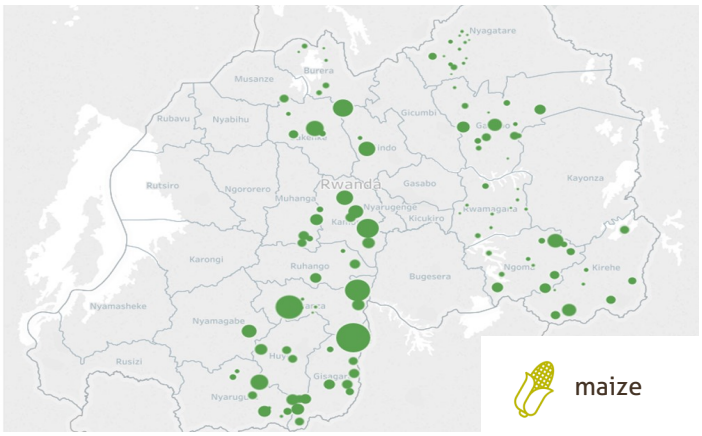
SEASON 2018 IN NUMBERS

41,000	farmers (47% women)
122	farmer organizations
12,000 mt	total volume aggregated
US$ 3.1 mil	total value generated in crop sales
US$ 147,000	total value of farmers input loans
US$ 170,000	total value of farmers output loans
7,000	farmers in solidarity saving schemes (51% women)
US$ 26,000	mobilized through farmers saving schemes
23,300	farmers trained in Good Agricultural Practices
US$ 1.3 mil	value of inputs purchased by farmers
40,200	farmers trained in post-harvest management practices
US$ 75,500	total value of post-harvest equipment purchased

AGRA Growing Africa's Agriculture · BAYER · GROWAFRICA · IFC International Finance Corporation World Bank Group · Rabobank · syngenta · WFP World Food Programme · YARA Knowledge grows

UKaid from the British people · GAFSP the global agriculture & food security program · USAID FROM THE AMERICAN PEOPLE

CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS



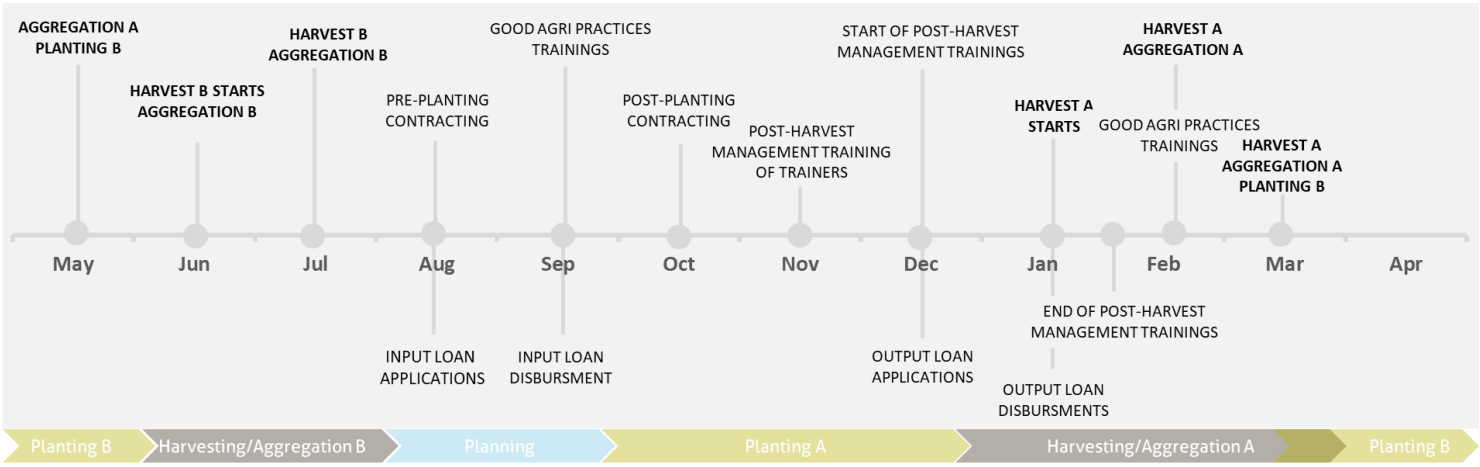
maize

beans

BUYERS	FINANCIAL INSTITUTIONS	INPUT SUPPLIERS
5	3	2

TRANSPORT PROVIDER	EQUIPMENT SUPPLIER	COOPERATING PARTNERS
1	1	3

IMPLEMENTATION TIMELINE



2019 TARGETS

- stimulated demand for post-harvest equipment
- expansion through organizational partnerships
- at least US$3 mil in annual farmers' crop sales
- 75,000 farmers by 2020

Ongoing aggregation in CODPCUM cooperative in Nyagatare district, May 2018.

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