# FARM TO MARKET ALLIANCE

Making markets work better for farmers

**Zambia**

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 Zambia, FtMA has been active since late 2016, delivering a variety of services across the PATH solution.

## PREDICTABLE MARKETS

- Pre-harvest forward delivery contracts and spot sales
- Aggregation and delivery linkages
- Aggregation centers establishment and capacity building
- Network of agro-dealers, traders, cooperatives and outgrowers

## AFFORDABLE FINANCE

- Working capital loans for aggregation centers

## 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 from local manufacturers

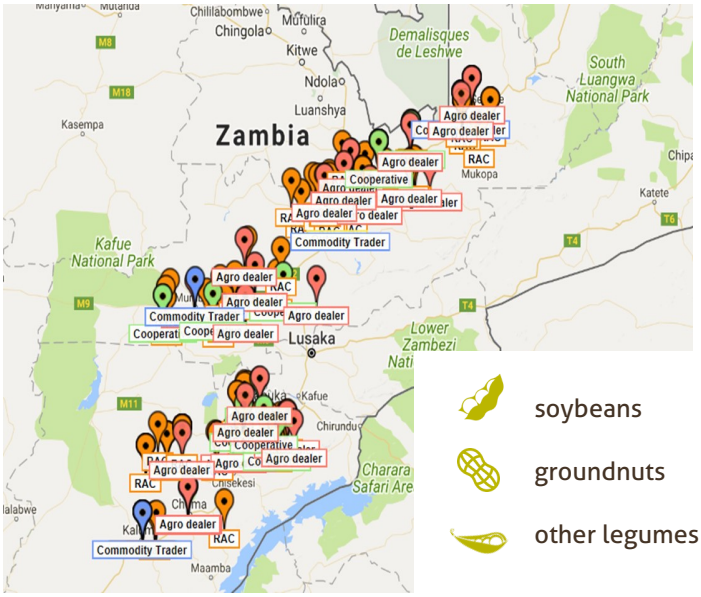
## SEASON 2018 IN NUMBERS*

| | |
|---|---|
| **40,500** | farmers (40% women) |
| **60** | crop aggregators |
| **8,300 mt** | total volume aggregated (aggregation ongoing) |
| **US$ 3.7 mil** | total value generated in crop sales (marketing ongoing) |
| **US$ 93,000** | total value of working capital loans (loan disbursement ongoing) |
| **40,500** | farmers trained in post-harvest management practices |
| **206** | rural aggregation centres (RACs) established / identified |

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




soybeans

groundnuts

other legumes

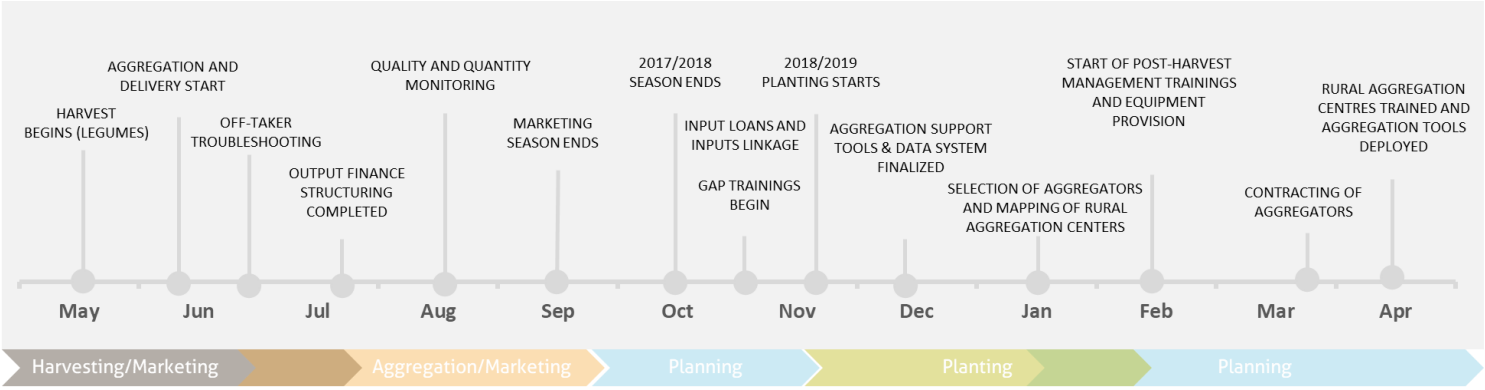
**BUYERS** 7

**FINANCIAL INSTITUTIONS** 2

**EQUIPMENT SUPPLIERS** 3

**COOPERATING PARTNERS** 2

## IMPLEMENTATION TIMELINE



### 2019 TARGETS

- input and equipment distribution model
- digitally enabled input ordering
- evolution of training models towards cost sustainability
- 68,000 farmers by 2020

FtMA farmers attending training on effective post-harvest handling and storage practices, Monze, April 2018.

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