

# Projects implemented and supported by Kilimo Trust

OUR LIST OF PROJECTS 2005 - 2021



*Transforming Lives Through Agribusiness*



**Our vision** is to see “sustained and equitable wealth creation, food and nutrition security for smallholder farmers and other VC actors”.

**The mission** is to make agri-business a transformative tool for wealth creation, food and nutrition security for smallholder farmers and other VC actors.

Rooted in private and public sector based partnerships. We design our interventions in an integrated way so as to reach and effectively serve as many small holder farmers and other value chain actors as much possible for each dollar spent.

**Our core business is to structure national and regional trade in agricultural products for enhanced wealth, food and nutrition security for smallholder farmers and other VC actors**

### Strategic Direction

**In the next 5 years, KT will focus on the following strategic objectives (SO):**

- SO1:** Increase access to sustainable, profitable and structured Input and output markets, inclusive of women and youth.
- SO2:** Increase productivity, quality and value of agricultural produce.
- SO3:** Strengthen resilience to shocks and enhance sustainable food systems.
- SO4:** Enhance partnerships with national, regional, Bilateral, Multilateral and global organizations for strengthened Value Chain Development.

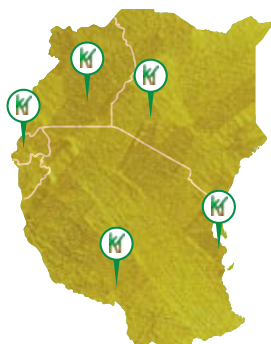


## WHO WE ARE

Kilimo Trust is a go to partner for market-led agricultural value chain development in East Africa. We seek to be an implementing partner of choice for EAC governments, the private sector, regional and international development partners.

We began operations in 2005 with a strong focus on managing grants—over USD 13 million, disbursed through 50 projects that strengthened agricultural value chains and built the capacity of smallholder farmers. Leveraging our experience and expertise in value chains transformation, in 2011, we transitioned to a direct implementer to be able to serve better the region's smallholder farmers and other agricultural value chain actors in helping them become key players in local, national, and regional value chains.

As evidenced by our core values, we believe in partnerships and in delivering value for money. We therefore seek partnerships that benefit from synergies and our expertise. We design our interventions in an integrated way so as to reach and effectively serve as many smallholder farmers and other value chain actors as possible for each dollar spent.



We are headquartered in the Republic of Uganda, with affiliated subsidiaries in Tanzania, Rwanda and Kenya. We have staff in each of the EAC countries but we keep a lean operations team; preferring to work through partnerships with local and regional actors to increase efficiency.

In the past 15 years of our operation, with our deep technical expertise in agriculture, leveraging our value chains development model and providing technical assistance to governments, the private sector and other development partners, our work has directly registered the following achievements:

### Overall numbers to Sept 2021 – benefited directly



Over **664,254 MT** of food staples valued at over **USD 284 Million** sold through structured trade



Over **USD 63 Million** of investments leveraged from private and public sector partners



Over **548,322** smallholder farmers and SMEs have benefited from KT interventions



Over **2,975** operational business linkages under 69 Business Consortia, established



Over **3,177** full time jobs created through KT interventions



Close to **150** high potential SMEs (including **22** youth and **18** women owned agribusinesses) nurtured and linked to growth capital, market



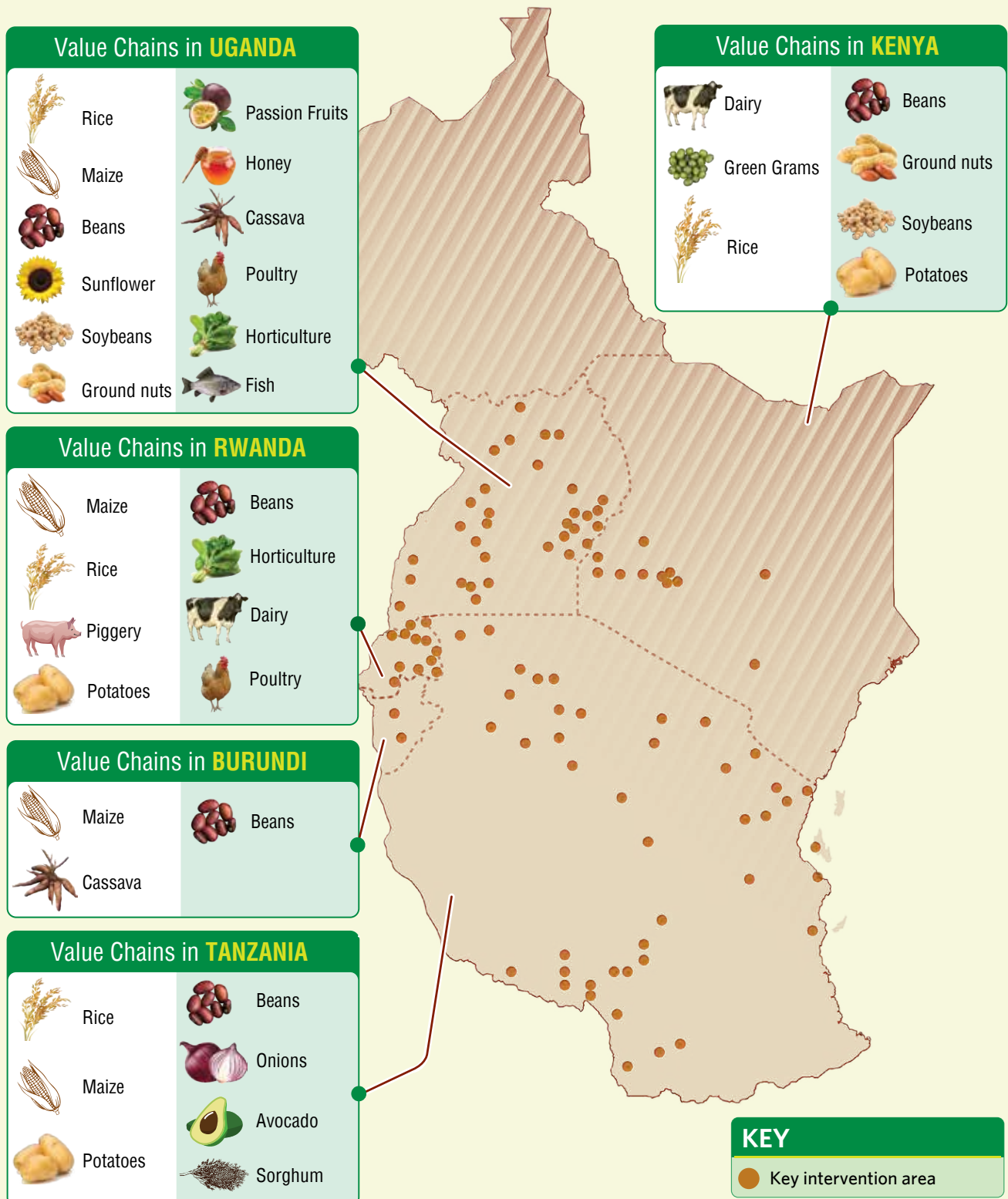
**51** scooping, end markets and value chain analytics developed and published to guide development of agricultural ecosystems



Over **10** Policy briefs developed and published

# Kilimo Trust

## Project Intervention Areas



# Projects Currently under Implementation

Year	Project	Country/ Area	Client	Description
2019-Ongoing	Competitive African Rice Initiative East Africa (CARI-EA) Project.	Tanzania, Kenya and Uganda	United States Agency for International Development (USAID) through Alliance for a Green Revolution in Africa (AGRA)	<p>The East African Rice Initiative Project (CARI-EA) is a 3-year project commissioned by the United States Agency for International Development (USAID) through the Alliance for a Green Revolution in Africa (AGRA). CARI-EA project overall goal is to contribute to inclusive transformation of the rice sector in East Africa for sustainable increase in incomes of 220,000 women, men and young people employed in the value chain of locally produced rice in the East Africa Community.</p> <p>Specifically, the project goal is pursued through the following objectives:</p> <ul style="list-style-type: none"> <li>▶ Increase productivity, commercialization, profitability and resilience for enterprises of smallholder producers of rice.</li> <li>▶ Strengthen and expand access and competitiveness in the national and regional markets for the locally produced rice.</li> <li>▶ Strengthen local, national and regional enabling policy and institutional environment for optimal commercialization of the rice sector.</li> </ul> <p><b>Results So far:</b></p> <ul style="list-style-type: none"> <li>▶ Created 2,139 business linkages and 141,339 SHF households (direct) to national &amp; regional markets. Up to 281,000 SHF households were reached indirectly.</li> <li>▶ 96,078 MT of food staples valued at US\$33,871,561 sold through structured trade</li> <li>▶ US\$5,274,005 leveraged from agribusiness MSMEs through matching grants and loan guarantee scheme.</li> <li>▶ 1,661 Jobs created majority for the youth.</li> <li>▶ 22 SMEs receiving matching grants to expand their Enterprises.</li> </ul>



## Projects Currently under Implementation

Year	Project	Country/Area	Client	Description
June 2020 - Ongoing	Rural Youth Employment Opportunities: Support to Integrated Agribusiness Hubs in Rwanda (R-YES) project.	Rwanda	International Fund for Agricultural Development (IFAD)	<p>Rural Youth Employment Opportunities: Support to Integrated Agribusiness Hubs in Rwanda (R-YES) is a 5-year project on youth agribusiness incubation in Rwanda, funded by IFAD and BMZ. R-YES project is part of a larger IFAD program that will focus on creation of employment opportunities for rural youth in Africa through support to integrated agribusiness hubs. The goal of the project is to contribute to sustainable employment (self and decent wage) and income generating opportunities for 3,000 youth (including 1,200 direct beneficiaries and 1,800 indirect) in agriculture related activities in Rwanda through an integrated agribusiness hub.</p> <p><b>Specifically, the project will:</b></p> <ul style="list-style-type: none"> <li>(i) build integrated agri-business capacities of rural youth by identifying strategic partnerships to develop sustainable and innovative agribusiness hub, and</li> <li>(ii) generate empirical evidence of the developed and tested integrated agribusiness hub models to inform policy to drive scaling up the models to create jobs for youth.</li> </ul> <p><b>R-YES will deliver the following key transformations through the integrated Agribusiness hub:</b></p> <ul style="list-style-type: none"> <li>i) A robust system that empowers and nurtures youth for self and wage employment in agribusiness.</li> <li>ii) New youth led agribusiness enterprises incubated and emerging, thus providing an avenue for self-employment.</li> <li>iii) Holistic wage seeking graduates (with competences beyond technical skills) absorbed in evolving agribusiness labour markets.</li> <li>iv) Policy improvements and scale-up of proven models by government s and other development partners.</li> </ul>



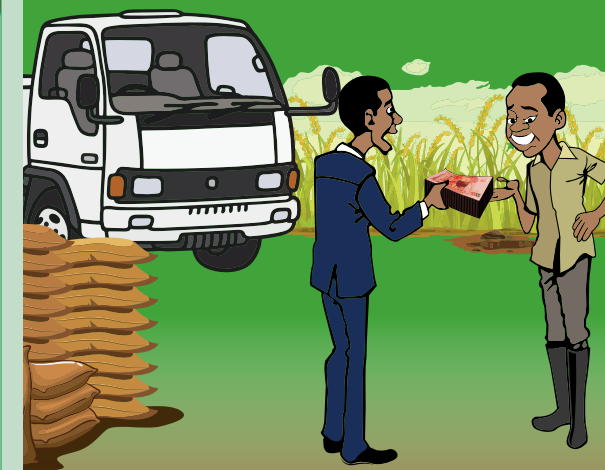
## Projects Currently under Implementation

Year	Project	Country/Area	Client	Description
2020 -Ongoing	Improving soybean production using innovative digital and extension approaches.	Kenya	Innovate UK/DFID	<p>The project is implemented by a consortium led by CABI-UK where KT is in charge of business and market linkages component targeting 30,000 peri-urban farmers.</p> <p>The project's proposition is that farmers' livelihoods can be improved by bringing together an integrated suite of services which provides 3 value propositions:</p> <ul style="list-style-type: none"> <li>a) access to technical information (models and alerts) derived from recently initiated Earth Observations (EO) and ground-based sensors, of precisely when (and where) their soy bean crop is most at risk of attacks which exceed the threshold of economic damage, combined with objective, actionable advice about how to control the pest using an IPM-based approach sourced from the CABI-led Plantwise programme;</li> <li>b) comprehensive social support enabling men and women to engage with a high worth value chain in their nearby urban markets, delivered through a partner package comprised of micro-finance loans with which to buy inputs, insurance to cover the risk of losses due to weather and pests, and a pre-contracted up-take processor for their soy bean crop who will accept their produce at a pre-set price, giving some certainty of income; and</li> <li>c) detailed information on good agricultural practices, appropriate climate smart approaches, risk management advice and business training.</li> </ul> <p>The aim of the project is to help farmers produce more, more efficiently, and to transform women's groups to a commercial level where they can transact like an SME.</p> <p>The goal is to supply trusted EO pest forecasts which will help farmers decide to spray at an optimal time, thereby maximising yield and quality within economically sensible parameters.</p>



## Projects Currently under Implementation

Year	Project	Country/Area	Client	Description
2019 - Ongoing	Building Resilience to Enhance Food and Nutrition Security, Incomes and Health in Northern Uganda <i>under the Development Initiative of Northern Uganda (DINU project).</i>	Uganda	Government of Uganda and European Union	<p>The project seeks to enhance food and nutrition security, increase household incomes and improve maternal and child nutrition and health in Northern Uganda by promoting diversified food (and animal) production of resilient varieties: commercialising agriculture; improving post-harvest handling, food preparation and consumption practices: and encouraging family planning for improved and sustainable livelihoods.</p> <p><b>Specific objectives:</b></p> <ul style="list-style-type: none"> <li>i) Increase household food and nutrition security;</li> <li>ii) Increase household incomes;</li> <li>iii) Improve maternal and child nutrition and</li> <li>iv) public and reproductive health.</li> </ul> <p><b>The project is being implemented in 2 sub regions:</b></p> <ul style="list-style-type: none"> <li>a) Lango sub-region: Amolatar, Apac , Kwania, Dokolo , Otuke districts.</li> <li>b) Teso sub region: Amuria, Kapelebyong districts.</li> </ul> <p>The direct beneficiaries are 51,250 households and indirectly are 268,650.</p> <p>The project is being implemented by 6 partners – IITA, Kilimo Trust, Rikolto International, Bioversity International, Ecurei and VEDCO. Kilimo Trust is the lead implementor of the Markets component with Rikolto International. The major commodities prioritized by all districts for commercialisation and trade include: rice, cassava, soy bean, ground nuts and poultry. The core activities for the markets component include:</p> <ul style="list-style-type: none"> <li>a) Foster linkages between smallholder farmers, agro-processors and market operators.</li> <li>b) Assess and identify market opportunities and product niches along the stages of the value chain and facilitate market exchange and contractual agreements.</li> </ul>



## Projects Currently under Implementation

Year	Project	Country/ Area	Client	Description
2020 - Ongoing	Farm Income Enhancement and Forestry Con FIEFOC – Farm Income Enhancement and Forestry Conservation programme – Project 2 (FIEFOC 2)	Uganda	Government of Uganda & African Development Bank	<p>The overall objective of the assignment is to build the capacity of 15,000 individual farmers in their respective farmer groups, individual agro entrepreneurs and other stake holders in Post-harvest handling and management, value addition technologies and practices, phytosanitary measures, product standardization and food safety of products from target agricultural enterprises (apiculture, aquaculture, horticulture and other identified potential value chain commodities). Specifically,</p> <ol style="list-style-type: none"> <li>1) Evaluation, identification and selection of farmer groups and other actors to partner with the project.</li> <li>2) Training of farmers'/farmer groups in post-harvest handling &amp; management technologies and practices for apiculture, aquaculture, rice and Horticultural products.</li> <li>3) Training of farmers and agro-entrepreneurs in food processing technologies and phytosanitary measures for apiculture, aquaculture, rice and Horticultural products.</li> <li>4) Training of value chain actors on product standards and food safety for apiculture, aquaculture, rice and Horticultural products.</li> </ol> <p>Capacity Building in Post Harvest Handling, Food processing technologies and practices for agricultural products in watershed areas – Wadelai, Toch, Mubuku II, Doho II and Ngenge.</p>
2020 - Ongoing	2SCALE Consortium Groundnuts Project	Kenya	International Fertilizer Development Center (IFDC)	<p>The project is a sub-grant from the 2SCALE Program Consortium led by IFDC and co-funded by the private sector and the Dutch Ministry of Foreign Affairs through the Directorate-General for International Cooperation ("DGIS"). Building on a first phase (2012-18), the current phase of 2SCALE Program runs from January 1, 2019 to December 31, 2023.</p> <p>2SCALE incubates and accelerates inclusive businesses through partnerships ("Partnerships") with companies (African/ Dutch small- and medium-sized enterprises - SMEs) and producer organizations (POs) that want to build commercially viable strategies in African food industries through sustainable sourcing, based on mutually beneficial relations with smallholder farmers and other local micro-, small- and medium sized enterprises (MSMEs); and/ or by serving local and regional Base-of-the-Pyramid (BoP) markets with nutritious food products.</p> <p>Specifically, 2SCALE supports partnerships with significant potential to improve the terms of inclusion of smallholder farmers and other MSMEs in target food value chains, to attract and employ the youth, to engage and empower women, and to improve food and nutrition security, both at grassroots level and at the consumer end of the value chain. Local networks, also called agribusiness clusters ("ABCs"), are instrumental to the 2SCALE program to ensure better access to services and strengthen innovative and bargaining capacities of smallholder farmers.</p> <p>More specifically, the sub-grant to KT aims to support the development of activities under the partnership agreement with Batian Nuts Limited, whose objective is to develop affordable, aflatoxin-free fortified groundnuts products (energy-dense, micronutrient enhanced pastes) for BoP consumers in the semi-arid counties of Meru and Tharaka Nithi in Kenya.</p> <p><b>Achievements so far:</b></p> <ol style="list-style-type: none"> <li>1. Conducted services delivery model analysis (SDMA) for Batian Nuts Ltd. and recommendations issued.</li> <li>2. 1,969 groundnut farmers trained.</li> <li>3. 20 learning sites established, and 4 field days held.</li> <li>4. 10 metric tons of high-quality groundnut seeds accessed by farmers with collaboration from Egerton University seed Unit.</li> </ol>



## Projects Currently under Implementation

Year	Project	Country/ Area	Client	Description
July 2020 - Ongoing	Reduce-Reuse-Recycle Rice Initiative for Climate Smart Agriculture (R4iCSA) in Kenya and Uganda	Kenya and Uganda	IKEA Foundation	<p>The project goal is to increase adoption of sustainable rice production practices for 5,000 smallholder rice farmers and other value chain actors in Kenya (2,000SHFs) and Uganda (3,000SHFs).</p> <p>This is pursued through two objectives:</p> <ul style="list-style-type: none"> <li>a) To promote the use of innovative technologies and management practices for sustainable rice farming systems.</li> <li>b) To generate empirical evidence of the developed and tested business models in the utilization of products and by-products of rice farming systems to drive scaling up the models.</li> </ul> <p>The R4iCSA seeks to deliver the following outcomes:</p> <ul style="list-style-type: none"> <li>a) Increased adoption of sustainable rice practices (SRPs).</li> <li>b) Business cases on utilization of products and by-products from rice and other complementary farm enterprises.</li> <li>c) Adaptability and economic benefits of rice-legumes (green grams, cow peas, chickpeas and short duration pigeon peas) rotational system documented.</li> <li>d) Evidence based knowledge products on circular and regenerative models to influence policy shift.</li> </ul> <p>Achievements So far:</p> <ul style="list-style-type: none"> <li>a) 2079 rice farmer trained on sustainable production and 411 hectares of land under SRP practices.</li> <li>b) 9 soil health status report prepared.</li> <li>c) 9 diversified income sources identified for development to compliment incomes from rice.</li> <li>d) 6 rice by-products prototypes identified for testing.</li> <li>e) 22 private partners are participating in the activities of the project.</li> </ul>
2021 Ongoing	Barley farmers livelihood study	Uganda	ABInBev	<p>The study is to understand the livelihood of barley farmers in Agoro, Zombo, Fort Portal, Kanungu, Mbale and Kween districts in Uganda .</p> <p>AB InBev commissioned Kilimo Trust to conduct a livelihood study to better understand the livelihoods of farmers. This will help to better support farmers to: a) Be productive, profitable, and resilient b) With a strong relationship to ABI based on transparency, inclusivity, and the value of local production. c) Farm to ensure an environmentally and financially sustainable operation that will continue well into the future. d) Inspire a next generation that can and wants to grow ABI's primary crops AB InBev also seeks to better understand how its programs and services contribution to income improvement: what works for improving incomes and why in the given context.</p>



## Projects Currently under Implementation

Year	Project	Country/ Area	Client	Description
Jan 2021 - Ongoing	Sustainable Fertilizer production, Tanzania	Tanzania -Southern Highlands	King Baudouin Foundation	<p>Kilimo Trust in collaboration with Guavay Company Ltd is implementing scaling-up organic fertilizer production for sustainable avocado agriculture project in Njombe and Mbeya regions. The project is funded by the Directorate-General for Development Cooperation and Humanitarian Aid (DGD) of the Belgian Ministry for Foreign Affairs and implemented jointly with the King Baudouin Foundation (KBF). In the project implementation, Guavay Company Ltd. ("GCL", for-profit, fertilizer production) is a lead partner while Kilimo Trust ("KT", non-profit, smallholder farmer development) is a project partner.</p> <p>The goal of the project is "To scale up the annual production of organic fertilizer to 1,500 MT and distribution to 25 SME agro-dealers while creating 90 jobs and linking 1,688 smallholder farmers in Njombe and Mbeya region (of which 40% women) to local market opportunities (short term goals) thereby improving their productivity (yield increase of 50%, reduced post-harvest losses of 30% and income (increase of 50% (medium-term goals) jointly contributing to strengthening and positioning the avocado value chain in the Southern Highlands as a local hub of sustainably produced avocados".</p> <p>The main objective of the project is to scale up production of organic fertilizer production to meet local demand for fertilizers while in parallel contribute to improving the socio-economic conditions of avocado farmers</p> <p><b>Specifically, the project interventions include:</b></p> <ul style="list-style-type: none"> <li>▶ Scaling-up the annual production of organic fertilizer by Guavay Company to 1,500 MT per year</li> <li>▶ Creating organic fertilizer market with at least 25 SME agro-dealers while creating 90 formal jobs.</li> <li>▶ Building capacity of avocado producers on Good Agriculture Practices (GAP) and create organic fertilizer market to at least 1,688 smallholder avocado farmers in Njombe and Mbeya region (of which 40% are women).</li> </ul> <p>In this partnership, Kilimo Trust is responsible for the following activities:</p> <ul style="list-style-type: none"> <li>▶ Conducting baseline survey for the project and publish the report.</li> <li>▶ Conducting Training of Trainers for lead farmers, Agro-dealers' staff and extension officers on avocado Good Agricultural Practice (GAP), Good Post Harvest Management (GPHH), and Integrated Pest Management (IPM).</li> <li>▶ Establishment of demonstration sites (e.g., responsible input application).</li> <li>▶ Conducting business development for FBOs including trainings on entrepreneurship, avocado market, and price information.</li> <li>▶ Creating market linkages between avocado buyers and farmers.</li> <li>▶ Creating linkages between Guavay, Agro-dealers (distributors) and farmers for the procurement of organic fertilizer.</li> <li>▶ Conducting regular monitoring field visits on project progress.</li> <li>▶ Monitoring, evaluation and reporting on technical results on the project.</li> </ul> <p><b>So far, we have accomplished the following in the initial 6 months of the project activities:</b></p> <ul style="list-style-type: none"> <li>▶ Establishment of demo plots.</li> <li>▶ Training farmers on GAP, GPHH, IPM, ISFM done by extension officers.</li> <li>▶ Prepared and printed Hakika Organic Fertilizer signposts.</li> <li>▶ Printing avocado cropping calendars and manuals.</li> </ul>



## Projects Currently under Implementation

Year	Project	Country/ Area	Client	Description
April 2021 - Ongoing	Lake zone Smart Farms (LSF) Project	Tanzania, (Shinyanga Region)	AGRA/ UNDP	<p>The Goal of the LSF is to contribute to competitive and Inclusive Transformation of the Sorghum value chain by building sustainable market system that is resilient to environmental and market shocks. This project will deliver the following:</p> <ul style="list-style-type: none"> <li>a) Establish sustainable structured trade partnerships (National and regional market linkages) between Musoma Food and farmers especially in Tanzania and with off-takers in Uganda.</li> <li>b) A consortium of local VC actors linked to regional off-taker (s) established.</li> <li>c) At least 2,000 sorghum VC actors access finance and other financial Products (including insurance).</li> <li>d) Demonstration sites for sorghum-legume rotation (GAP, mechanization and GPHH) established in targeted districts to increase soil fertility management.</li> <li>e) At least 15,000 MT of sorghum aggregated and sold through national and regional structured markets.</li> </ul>



# Completed Projects

Year	Project	Country/Area	Client	Description
2014 - 2018	Competitive African Rice Initiative (CARI-I)	Tanzania	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)  Funded by Bill & Melinda Gates Foundation (BMGF)	<p>Aimed to double the incomes from rice for small and medium scale farming enterprises in Tanzania. The project goals were to: a) increase productivity and quality of paddy rice using sustainable and competitive rice production systems, b) increase efficiency of local rice sourcing, processing and marketing through structured value chain linkages, improved technology and process management, c) improve access to financial services for all value chain actors served and d) improved the policy framework for rice sector development in Tanzania.</p> <p><b>Results:</b></p> <ul style="list-style-type: none"> <li>▶ Yield and income increased by 110% and 216% respectively.</li> <li>▶ Over 177,000MT of paddy rice was sourced by millers from CARI participating farmers.</li> <li>▶ Over USD 4.4Million accessed by 14,847 farmers and 6 off-takers from financial institutions.</li> <li>▶ Over 53,000 farmers accessed improved inputs and mechanization services i.e. 11,356 farmers accessed improved seed, 1,513 accessed pesticides, 14,694 accessed fertilizers, 15,497 accessed tractor services, 6,255 accessed power tiller services and 4,007 accessed combined harvester services.</li> <li>▶ RCT supported to develop position paper on rice smuggling in East Africa.</li> <li>▶ EAC rice sector report adopted by EAC secretariat.</li> <li>▶ Over 44,000 farmers (41% females ) received CARI supported trainings i.e. 31,642 farmers trained on Farmer Business School, 42,475 trained on Good Agricultural Practices, 40,523 trained on Post Harvest Handling.</li> </ul>



## Completed Projects

Year	Project	Country/Area	Client	Description
2016 - 2021	East African Youth Inclusion Program (EAYIP)	Uganda and Tanzania	Heifer International and the MasterCard Foundation	<p>EAYIP project was a co-created project between Heifer International and the MasterCard Foundation (MCF) aimed at improving the livelihoods of the youth by creating jobs and entrepreneurship opportunities of 25,000 economically disadvantaged young men and women (ages 15-24) in Uganda and Tanzania. The project was based on Heifer's East Africa Dairy Development (EADD) hub model.</p> <p>Kilimo Trust was one of the Service Providers for EAYIP and was charged with undertaking market studies for value chains development in Tanzania and Uganda. In addition to this role, Kilimo Trust served as the policy advisor for Uganda and worked with ESRF in Tanzania to conduct policy analysis and disseminate the policy findings established.</p> <p>Results:</p> <ul style="list-style-type: none"> <li>▶ 2 Commodity scoping study reports – Tanzania and Uganda.</li> <li>▶ 5 Value chain reports published and disseminated to 540 stakeholders. These were later simplified into posters and translated. <ul style="list-style-type: none"> <li>▪ Tanzania: Maize, potatoes and poultry value chains.</li> <li>▪ Uganda: Maize and poultry value chains.</li> </ul> </li> <li>▶ 1 policy report and 3 policy briefs published and disseminated to 200 stakeholders in Uganda.</li> <li>▶ 1 youth policy advocacy tool kit and training manual developed.</li> <li>▶ Presentation of the policy report and three simplified policy briefs to Parliamentarians, NGOs and Civil Society Organizations (CSOs).</li> <li>▶ CSO mapping report that identified potential CSOs to work with EAYIP project on youth advocacy.</li> <li>▶ Trained 10 CSOs and 15 Heifer International staff in EAYIP target districts on youth advocacy.</li> </ul>



## Completed Projects

Year	Project	Country/ Area	Client	Description
April 2018 – March 2020	Regional East Africa Community Trade in Staples Project- Phase two <b>(REACTS-II)</b>	Uganda, Kenya, Rwanda	Alliance for a Green Revolution in Africa <b>(AGRA)</b>	<p>REACTS-II was a 3 years' flagship regional project is supporting small holder farming households and other value chain actors (SMEs) across the three EAC countries (Uganda, Kenya and Rwanda), to take advantage of structured national, regional and opportunistic international markets for agricultural products. REACTS-II commenced on 1st April 2018 and ended on 31st March 2021. The project is funded by AGRA (US\$ 1,399,974) and implemented by Kilimo Trust.</p> <p>REACTS-II interventions focused on the maize and beans value chain in Uganda; beans, potatoes and green grams value chains in Kenya; Rice and beans value chains in Rwanda.</p> <p>Key results Planned: The project goal was to increase incomes by 20% for 315,795 small holder farming households (105,265 direct and 210,530 indirect beneficiaries) and 5% for other value chain actors (SMEs). This will be pursued through two objectives:</p> <ul style="list-style-type: none"> <li>a) Strengthen and expand access to input and output markets, and.</li> <li>b) Improve value chain coordination efficiency in the maize, rice, potatoes and pulses value chains.</li> </ul> <p><b>Results:</b></p> <ul style="list-style-type: none"> <li>▶ Created 202 business linkages and 115,267 SHF households linked (direct)to national &amp; regional markets. Up to 220,324 SHF households were reached indirectly.</li> <li>▶ 152,715 MT of food staples valued at US\$63 Million sold through structured trade.</li> <li>▶ US\$4.6Million leveraged from agribusiness MSMEs through matching grants and loan guarantee scheme.</li> <li>▶ US\$ 1.69Million accessed by value chain actors from financial institutions.</li> <li>▶ 99,089 MT of high quality inputs accessed by SHFs.</li> <li>▶ 90 SMEs supported creating over 600 jobs.</li> </ul>



## Completed Projects

Year	Project	Country/Area	Client	Description
2019 - July 2020	Competitive African Rice Initiative-Phase II (CARI-II)	Tanzania	GIZ/BMZ	<p>The Competitive African Rice Initiative (CARI) Phase II was a 3-year (July 2018 – June 2021) project implemented in Tanzania and funded by the German Government through GIZ. The project in its 2nd phase was building on Phase I which ended in June 2018.</p> <p>In its 2nd phase CARI II aimed to; (i) promote inclusive business models among the value chain actors; (ii) encourage knowledge exchange through Multi Actor Partnerships (MAP); (iii) improve access to financial services for VC actors; and (iv) improved policy environment for private sector actors</p> <p><b>Results:</b></p> <ul style="list-style-type: none"> <li>▶ 6 business consortia integrate large processors and 22,935 smallholder farmers operationalized to supply quality paddy.</li> <li>▶ 27,179 MT of paddy supplied to off-takers by contracted farmers.</li> <li>▶ US\$ 868,402 accessed by value chain actors (off-takers and 6,649 farmers) from financial institutions, mainly for input financing and working capital for produce procurement.</li> <li>▶ Policy study and 2 policy briefs developed on rice national and regional trade in Tanzania.</li> <li>▶ KT was part of task force that reviewed and drafted the Tanzania National Rice Development Strategy 2019 – 2029.</li> </ul>
October 2019 - July 2020	Market and Value Chain Assessment under the Development Response to Displacement Impacts Project (DRDIP)	Uganda	Uganda Government and World Bank	<p>This was a 9-month consultancy under Development Response to Displacement Impacts Project (DRDIP) funded by Government of Uganda and World Bank. The project is in response to the impacts of forced displacement on refugee hosting communities in the Horn of Africa through a multi-sectoral development approach. Kilimo Trust undertook livelihoods/enterprise scooping that identified enterprises with the highest potential to contribute to poverty reduction and employment among DRDIP implementing districts. The selected enterprises were then be subjected to detailed market and value chain assessments that guided critical investments that have potential to improve livelihoods and increase incomes of host communities and refugees in 9 districts of Uganda.</p>



## Completed Projects

Year	Project	Country/ Area	Client	Description
2019 – July 2021	Iringa Mitigation, Adaptation, Mitigation for Climate Smart Agriculture (iMAP4CSA)	Tanzania	Belgian Government Development Cooperation through their company <b>ENABLE</b>	<p>The project falls under the ENABLE's Data for Development (D4D) program on scaling up digital solutions for mitigation of challenges in society. The goal of the project is: "to strengthen farmers' rice-related climate change Mitigation practices, to support farmers in their Adaptation to climate change and to sustainably increase smallholder rice farmers' agricultural Productivity and income by geographically, conceptual and commercially scaling up digital knowledge and information services from the SIKIA project in combination with the Sustainable Rice Platform standards to smallholder farmers in Iringa region."</p> <p><b>Specifically, the project aimed at:</b></p> <ol style="list-style-type: none"> <li>1. Mitigation actions to climate change contributing to a reduction of GHG emissions up to of 20 %, reduction of water use of 15% and higher nutrient use efficiency of 15%. Rice cultivation is both an important sequester of carbon dioxide from the atmosphere and an important source of greenhouse gases (e.g. methane and nitrite oxide) emission.</li> <li>2. Adaptation to climate change contributing to increased access to digital solutions of 50%. Contributing to increasing farmers' adaptation to climate change by providing them with actionable information services, based on digital data systems, supports them in better decision-making in risk management e.g. contractual obligations with rice millers and input providers and adjusting the cropping calendar to suit weather changes.</li> <li>3. Productivity and income: increase with 50%. The digital solutions proposed and infield support by KT and Rikolto to farmers is expected to contribute to a 50% increase in yields in 4 rice irrigation schemes directly benefitting 10,000 farmers. A higher SRP score increases farmers' attractiveness to agribusinesses, enabling an increased access to market and potential increase in income, and contributes to efficient use of inputs leading to production cost reduction.</li> </ol> <p><b>iMAP4SCA Results:</b></p> <ol style="list-style-type: none"> <li>1. A total of 10,119 plots mapped in Idodi, Mapogoro, Tungamalenga, Makifu, Mlenge and Mkombozi Schemes containing profiles of 7,552 rice farmers. The mapped plots correspond to 4,242 hectares and were put under sustainable production practices. This was done with support from 35 Village based agents (VBAs).</li> <li>2. 22, 952 messages and other digital information was sent to 11,964 farmers.</li> <li>3. A total of 11,565 farmers were trained on SRP Principles by 200 lead farmers using 20 technology and demonstration learning sites.</li> </ol>



## Completed Projects

Year	Project	Country/ Area	Client	Description
2016 - 2019	Calories and Household Incomes from Potatoes Sub-sector (CHIPS)	Tanzania	Comic Relief	<p>CHIPS is was a 4-year project aimed at improving the livelihoods of 20,000 smallholder potato farmers and 15,000 small scale potato retailers and food vendors in Tanzania. This was to be achieved through increasing productivity, efficiency, profitability and volumes of businesses involved in the potato value chains in response to market demand.</p> <p><b>Project outcomes were:</b></p> <ol style="list-style-type: none"> <li>1. Effective collective marketing/procurement of outputs and inputs by strengthened formal and financially viable small and medium scale enterprises (SMEs), trading associations and/ or cooperatives of Smallholder Farmers (SHFs), and small-scale Retailers and Vendors (SRVs).</li> <li>2. Increased supply of market preferred potato and potato products by Smallholder Farmers, Small scale Retailers and Vendors.</li> <li>3. Increased competitiveness and efficiency of trading in potato and potato products through sustainable business consortia.</li> <li>4. Increased equitable involvement of women and youth in decision making and access to resources and benefits of potato value chain.</li> </ol> <p><b>Results:</b></p> <ul style="list-style-type: none"> <li>▶ The project benefitted 33,049 (18,186 farmers, 14,963 retailers and vendors) potato farmers and other value chain actors directly.</li> <li>▶ 1,157,041 potato mini-tubers and 437MT of clean potato seed was produced and distributed by institutions (TARI- Uyole and Beula Seeds Co. Ltd) contracted by the project to avail certified seed to farmers. This ensured that clean seeds was accessed by 3,837 farmers.</li> <li>▶ 3,550 farmers accessed 4,819 MT of fertilizers through collective procurement of fertilizers from 15 input suppliers.</li> <li>▶ A total of 207,365 MT of market preferred ware potato collectively procured by traders.</li> <li>▶ Potato yields has changed from an average 8.8MT/ha to 13MT/ha while incomes from potatoes and potato products by farmers, retailers and vendors from GBP 58.1, 37.2 and 205.8 per MT in 2016/17 to GBP 77, 69 and 290 per MT in 2018/19.</li> </ul>



## Completed Projects

Year	Project	Country/ Area	Client	Description
2014 - 2017	Regional East African Community Trade in Staples <b>(REACTS)</b> Project	Kenya, Uganda, Tanzania and Rwanda	International Fund on Agricultural Development (IFAD)	<p>REACTS-1 was a 3-year project (funded by IFAD) designed to support IFAD Funded Projects across EAC region to align their interventions, re-tool/skill project teams and service providers, and work with relevant trade facilitating agencies (non-traditional partners) in enabling business enterprises of at least 10,000 smallholder farmers that they work with, to respond effectively to regional food markets. This was to be achieved through supporting projects to:</p> <ol style="list-style-type: none"> <li>1. attain a robust understanding of opportunities in the regional markets.</li> <li>2. use such understanding to improve small-scale producers' and traders' competitiveness in the national and regional markets.</li> </ol> <p><b>Project Achievements:</b></p> <ul style="list-style-type: none"> <li>▶ 13,953MT of produce valued at US\$ 4,287,968 traded through structured trade arrangements or business linkages. Of the total volumes traded, 2,803MT of produce, valued at US\$828,607 was traded across borders.</li> <li>▶ At least 5 projects are brokering establishment of new or enhanced business linkages. Nine (9) business consortia/ linkages (1 regional and 8 national) have been established integrating 33,982SHFs (of which 9,578 SHFs are women).</li> <li>▶ US\$ 430,751 was leveraged from; Public sector (IFAD funded projects and Kilimo Trust) and private sector(agribusinesses).</li> <li>▶ All the 5 collaborating IFAD funded projects (IFPs) are carrying out on-ward capacity building for their beneficiaries to respond to regional market opportunities. The trainers from IFPs (trained by REACTS), in turn trained 20,553 SHFs (of which over 6,000 SHFs are women).</li> <li>▶ 5 Projects have re-oriented their interventions by adopting REACTS innovations such as consortia approach, farmer business school, involved in cross learning events and embraced GIS technology.</li> <li>▶ Established a web-based knowledge management portal for sharing experiences on business linkages. Between February 2017 to January 2018, a total of 12,413 visits and 74,151 hits were registered.</li> <li>▶ 6 market characterization reports for potato, beans, maize, rice, animal feeds, green grams and sunflower end markets in EAC produced.</li> </ul>



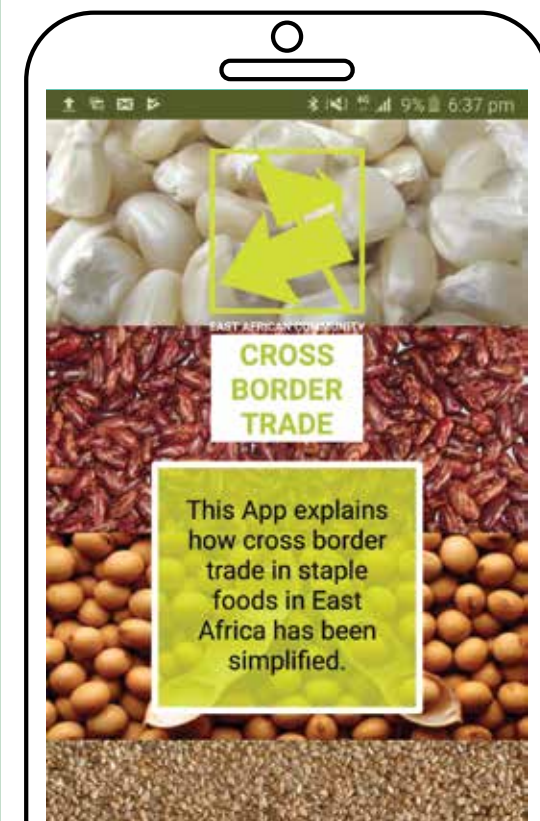
## Completed Projects

Year	Project	Country/ Area	Client	Description
2015 - 2018	Beans Enterprises and Structured Trade in the EAC <b>(BEST-EAC)</b>	Kenya, Uganda, Tanzania and Rwanda	Food Trade East and Southern Africa  Funded by DFID/UKAid	<p>Designed to facilitate structured trade of 30,000MT/year of dry beans produced by 10,000 -15,000 smallholder farmers and at least double the incomes of 10,000 commercially-oriented smallholder farmers (SHFs) in Kenya, Rwanda, Tanzania and Uganda through: a) Establishment of 10 to 15 commercially viable and sustainable business clusters/consortia/ linkages to specific end-markets of beans, b) Increase the supply, efficiency and cost-effectiveness of business support services to different actors along the bean value chain, c) Market-driven increase in quantity, aggregation and quality of beans produced.</p> <p><b>Results:</b></p> <ul style="list-style-type: none"> <li>▶ Over 20,000MT volumes of produce traded i.e.19,883MT of beans, Sorghum - 550MT Cowpeas - 80MT, Soy beans - 15MT and Groundnuts - 7MT.</li> <li>▶ Over USD70,000 worth of loans was accessed directly by the farmers.</li> <li>▶ 13 consortia were formed integrating 11,299 farmers, 12 off-takers, 14 seed companies, 7 Commercial Banks, 10 extension service providers and 9 Local government offices.</li> <li>▶ Over 11,000 farmers (5,383males and 5,916 females) and 135 Farmer Business Organizations, 13 lead firms and 14 seed companies accessed improved market information.</li> <li>▶ Over 1,600MT of improved inputs accessed by farmers i.e. 488 MT Seeds of seed, 115 MT of fertilizer, 741 MT of manure and 284 MT of soil lime. These were accessed by 8,097 SHFs (4,216 males and 3,881 females).</li> <li>▶ Over 300 in-depth farmer specific soil analysis reports produced and disseminated to SHFs i.e. 64 in Kenya, 52 in Rwanda, 148 in Tanzania and 79 in Uganda.</li> <li>▶ Over 8,000 farmers (3,881 females and 4,216 males)received BEST-EAC supported trainings on Farmer Business School, Good Agricultural Practices, Post Harvest Handling, Integrated Soil fertility management and Integrated Pest Management.</li> </ul>



## Completed Projects

Year	Project	Country/ Area	Client	Description
2016 -2019	SAGCOT Integrated Knowledge and Information for Agriculture (SIKIA) project	Tanzania	Netherlands Space office (NSO) through TechForce Innovations	<p>SIKIA was a 3 years project that employed latest technology to provide reliable information to rice farmers in Tanzania (SAGCOT area) for increased production and productivity. The project was implemented in partnership with TechForce Innovations B.V, Netherlands; Milan Innovancy B.V., Netherlands; Kadaster International, Netherlands and Alliance for a Green Revolution in Africa (AGRA).</p> <p>SIKIA involved delivery of actionable information services, acquired from satellite geodata (e.g. environmental, crop status and plot boundaries), augmented by more detailed data acquisition under the clouds (multispectral agronomic information) and web-based information. Project information services included weather information, Agribusiness support, plot specific crop advice and SAGCOT database.</p> <p><b>Project achievements</b></p> <ul style="list-style-type: none"> <li>▶ 25,394 farmers were registered in the SAF system and receiving weather information services via their mobile phones (SMS).</li> <li>▶ 38,154 farmers trained on farmer business school (FBS), good agricultural practices (GAPs) and good post-harvest handling practices (GPHHPs).</li> <li>▶ 1,304MT of paddy was sold collectively to MW millers in Morogoro from 19,323 farmers.</li> <li>▶ 3,347 farmers accessed improved inputs.</li> </ul>



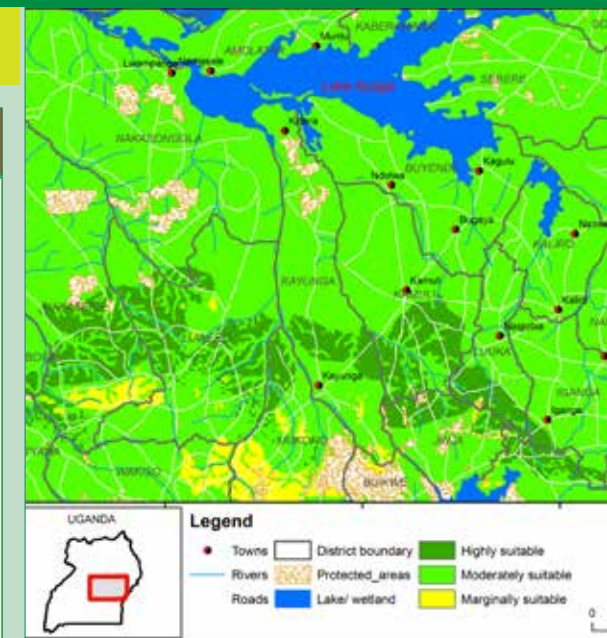
## Completed Projects

Year	Project	Country/ Area	Client	Description
2012-2015	Development of Inclusive markets in Agriculture and Trade (DIMAT)	Uganda	Government of Uganda and UNDP	<p>DIMAT project supported building of inclusive agricultural business linkages to inputs and outputs markets in Uganda for passion fruits, beans, cassava and rice value chains.</p> <p><b>Project Achievements</b></p> <ul style="list-style-type: none"> <li>▶ Forty (40) business linkages were established in 22 districts, targeting 15,000 farmers through 29 business associations.</li> <li>▶ 9,922 MT, valued at US\$ 3.4 Million of produce was bulked and sold by participating producer organizations.</li> <li>▶ Five (5) innovative business models were developed together with private sector companies.</li> <li>▶ Over 4,000 producers accessed financial services and 35 VSLAs formed and/or revived i.e. by project end, each farmer was saving between US\$1.67 – US\$6.67 on a weekly basis.</li> <li>▶ 4,623 farmers accessed and utilised agro-inputs (seeds and agrochemicals) as a result, beans yields increased from 0.35MT/Ha to 0.8MT/Ha and rice yields increased from 0.8MT/Ha to 1.8MT/Ha.</li> <li>▶ 250 SHFs accessed timely market information for decision making.</li> <li>▶ 7,501 were trained on Good Agricultural Practices and Good Post Harvest Handling Practices.</li> <li>▶ Five (5) commodity (Rice, Coffee, Honey, Cassava and Beans) value chain studies were undertaken.</li> </ul>



## Completed Projects

Year	Project	Country/Area	Client	Description
2015 -2016	Water, Land, Ecosystems and Trade in Staples (WaLETs)	Burundi, Kenya, Rwanda, Tanzania and Uganda	CGIAR - WLE	<p>Investigated the ways in which policies and investments in the 5 key countries of the East African Community (EAC) can support a trade-facilitated food security, enhance the functioning and quality of ecosystem services, and empower women and youth. Specifically, the project sought to explore ways in which the production patterns of rice, maize and beans can be re-aligned to better exploit the intrinsic agro-ecological potential that exists in the EAC region.</p> <p>Results:</p> <ul style="list-style-type: none"> <li>Seven (7) policy briefs showing the need to implement trade policies that mainstream gender and ecosystem management for sustainable agriculture production and enhanced food security.</li> <li>Forty (40) crop suitability maps for rice, maize and beans in the EAC including a GIS database, and two (2) scenario models that assess the effect on regional trade and the implications for prices, production volumes and corresponding areas under production of maize, rice and beans.</li> </ul>
2011-12	Development of The East African Agro-Industry and Agro-enterprises Investment Strategy (E3AIS)	East Africa	EAC Secretariat and FAO	<p>Developed the East African Agro-industry and Agro-enterprise Investment Strategy (E3AIS) which aimed to attract private sector investment in agro-processing in the EAC in order to overcome the problem of high post-harvest losses in staple foods. This Strategy and development program was approved by the Council of Ministers of the East African countries, and is now a guide for private and public sector investment in Agro-industries.</p>



## Capability Building and Studies completed under Markets and Policy Analysis (MPA) Unit.

MPA is a trusted HUB for the diagnostics, analysis and evidence needed to enhance coordinated agricultural transformation for incomes, nutrition and food security in the EAC Region.

Year	Project	Country/ Area	Client	Description (Objectives & key results)
<b>2020 - December 2020</b>	Market and Value Chain Assessment under the Development Response to Displacement Impacts Project (DRDIP)	Uganda	Uganda of Government and World Bank	<p>This was a 6 months consultancy under Development Response to Displacement Impacts Project (DRDIP) funded by Government of Uganda and World Bank. The project is in response to the impacts of forced displacement on refugee hosting communities in the Horn of Africa through a multi-sectoral development approach.</p> <p>To guide project implementation, Kilimo Trust was contracted to undertake livelihoods/enterprise scoping to identify enterprises with highest potential to contribute to poverty reduction and employment among DRDIP implementing districts. The selected enterprises will then be subjected to detailed market and value chain assessments to guide critical investments that have potential to improve livelihoods and increase incomes of host communities and refugees in 9 districts of Uganda.</p>
<b>2013 - Ongoing</b>	Kilimo Biashara	East Africa	USAID, EATIH, IFAD, DFID - Food Trade ESA, Private Sector	<p>Over 300 exporters, women SMEs, public extension officers have been trained in building sustainable agri business linkages, cross border trade requirements, value chain development, market oriented agriculture production, Farmer Business School.</p> <p>180 Extension officers and non-state actors were trained on Value Chain development approach with funding from USAID FtF EEA.</p>
<b>March 2018</b>	Consultancy to guide design of Farmer Resilience Initiative	Uganda and Tanzania	IDH/ Alliance for a Green Revolution in Africa (AGRA)	Kilimo Trust in partnership with Richard MacJohn LLC were contracted to undertake a study to improve smallholder farmer resilience with coffee - staple crop systems in Tanzania and Uganda. The study informed a farmer resilience concept note which was submitted to IDH/ Alliance for a Green Revolution in Africa (AGRA).



## Capability Building and Studies completed under Markets and Policy Analysis (MPA) Unit.

Year	Project	Country/ Area	Client	Description (Objectives & key results)
<b>June – August 2019</b>	Consultancy under “Enhancing the capacity of the Fruit and Vegetable Sector to comply with Phytosanitary requirements for export to European Union (EU), other high-end markets and regional markets” project.	Uganda	Centre for Agriculture and Bioscience International (CABI)	Kilimo Trust was sub-contracted by CABI to conduct a benchmark study for improvement of Uganda’s fresh fruits and vegetables export competitiveness, using Ethiopia and Kenya as case studies. The study assessed opportunities to increase fruit and vegetable exports into both new and current markets with improved SPS compliance.
<b>May – October 2018</b>	Consultancy under “Farm Income Enhancement and Forestry Conservation (FIEFOC-II) programme”	Uganda	Ministry of Water and Environment, Uganda	Kilimo Trust was sub-contracted to undertake a detailed needs assessment for agribusiness potential (for aquaculture, apiculture, rice and horticulture) in the 5 watersheds targeted by the project to guide project implementation. An agribusiness needs assessment report was produced which is currently used to guide capacity building interventions.
<b>2019</b>	Consultancy under “Agronomy to Scale (ATS)” project	East Africa	Richard MacJohn LLC	Kilimo Trust was sub-contracted to undertake a scooping study to guide design and implementation of Agronomy to Scale (ATS) project. The study identified the most promising entry points for the ATS initiative, compiled a database and assessed potential collaborating partners’ capacity in East Africa (Uganda, Tanzania and Rwanda).
<b>2014-2018</b>	Competitive Africa Rice Initiative (CARI) – Objective 4	Tanzania	GIZ, BMGF	The objective is to improve the policy framework for rice sector development in Tanzania. Two rice sector studies have been completed, three rice sector policy briefs have been developed, capacity building on advocacy has been done and is continuously provided to the Rice Council of Tanzania.
<b>2017</b>	Commodity and Activity Scoping studies- EAYIP	Uganda & Tanzania	Heifer International	Study was conducted to identify and rank the most viable agricultural commodity and/or activity enterprises to increase youth participation in agriculture as a source of sustainable livelihoods.
<b>2017</b>	Market Assessment studies	Uganda, Burundi & Tanzania	Belgium Technical Cooperation (BTC)	Examined the available and potential markets for beans, cassava and cassava derived products from Kigoma region in Uganda and Burundi.
<b>2016 &amp; 2017</b>	Market Characterization Studies	East Africa	IFAD	Six (6) market studies for Rice, Maize, Sunflower, Animal Feeds, Green Grams and Onions were conducted that provide information on EAC markets to enable value chain actors seize any existing opportunities.



## Capability Building and Studies completed under Markets and Policy Analysis (MPA) Unit.

Year	Project	Country/ Area	Client	Description (Objectives & key results)
2016	Market Scoping and Prioritization study	Uganda	Palladium Group – NU-TEC program	Rapid market assessments for groundnuts, pigeon peas, cassava, rice, sweet potatoes and beans and commodity ranking were conducted to guide the implementation of the NU-TEC project.
2015	Value Chain Analysis studies	East Africa	Technical Centre for Agricultural and Rural Cooperation (CTA)	A meta-analysis and rapid assessment of the maize, millet, sorghum and rice value chains in the EAC was conducted to provide CTA with an understanding of the salient features of the four food grain value chains in the EAC region, and information intervention focus areas.
2015	Livestock sector updates	East Africa	Technical Centre for Agricultural and Rural Cooperation (CTA)	Monthly updates (12) on the livestock sector of East Africa to feed into CTA's AgriTrade News Letter.
2012	Value Chain Analysis studies	Uganda	UNDP	Five (5) commodity (Rice, Coffee, Honey, Cassava and Beans) value chain reports were produced. The studies acted as decision support tools for selection of the priority VCs and identification of key intervention areas for the Development of Inclusive markets in Agriculture and Trade (DIMAT).
2013-2014	Profiling of SMEs & Supporting Organizations in Value Chains of Staple Food Sub-sectors	Uganda & Tanzania	Bill & Melinda Gates Foundation (BMGF)	Produced Comprehensive Profiles to guide investment in the most important and sustainable SMEs and Value Chain Institutions necessary for upgrading and integrating smallholders in seven (7) value chains: Bananas, Beans, Cassava, Dairy, Maize, Rice and Sweet potatoes.
2012-2013	Development of East African Agro-Industry and Agro-Enterprise Development Programme (E3ADP)	East Africa	FAO	Assessed the status of agribusinesses and agro-industries in EAC, and developed strategic investment framework for agribusiness and agroindustry development in the EAC.
2011-12	Feasibility Assessment and Business Planning for the Mini-Estate and Processing Enterprise (MEPE)	Uganda	FAO	Conducted a feasibility study and developed a business plan for the establishment of a Mini-Estate's Processing Enterprise (MEPE) in Kibaale district.



## Capability Building and Studies completed under Markets and Policy Analysis (MPA) Unit.

Year	Project	Country/ Area	Client	Description (Objectives & key results)
2012	Demand and Value Chain Analysis studies for Bananas, sweet potatoes and yams in Tanzania and Uganda	Uganda & Tanzania	Bill & Melinda Gates Foundation (BMGF)	A comprehensive reports on "Analysis of the Banana, Sweet Potatoes and Yams Value Chains in Tanzania and Uganda were produced.
2012	Detailed analysis and ranking of food commodities in the EAC	East Africa	Kilimo Trust	39 commodities were analyzed and ranked.
2011-12	Support to Developing Agro-enterprise Business Plans and MiniEstate Capacity for National Level Stakeholders in Uganda	Uganda	FAO	Support to develop agro-enterprise Business Plans and Mini-Estate Capacity at National Level in Uganda.
2010	The African Agribusiness and Agro-industries Development Initiative (3ADI)	East Africa	KT, EAC Secretariat; FAO; UNIDO	The study established the Status of Agro-industry and Last Mile Infrastructure, in addition to identifying investment opportunities to enhance production, processing, and movement of agricultural produce in East Africa.
2010	Food Security Action Plan of the EAC (2011 -2015),	Burundi, Uganda, Kenya, Tanzania and Rwanda	Kilimo Trust	Conducted a study on "Regionalizing Food Security in the EAC: Influencing national and regional policies to expand collaboration" to generate evidence and knowledge necessary to guide policy dialogue and formulation and strategic planning at international, regional and local levels. The outcome was the Food Security Action Plan approved by the 9 <sup>th</sup> Extraordinary Summit of the EAC Heads of State.
2008-2009	Value Chain Study of Smallholder Dairy in Central Kenya: Examining challenges to open up investment	Kenya	Jomo Kenyatta University of Agriculture and Technology (JKUAT)	Examined the dairy value chain with an emphasis on the small-holder value chain actors in Central Kenya.
2008	Scoping the Livestock Product Value Chains in East Africa	East Africa	Development Associates Ltd & Kilimo Trust	Identified the most promising value chains for the livestock trade within and among the five Member States of the East African Community (EAC) - Tanzania, Kenya, Uganda, Rwanda, and Burundi.



# GRANT PROJECTS

Between 2005 -2010 , Kilimo Trust awarded grants to over 50 projects worth \$13 Million managed by both public and private sector to enable them to help groups of small holders to engage with the private sector, improve their profitability and scale up the most promising innovations and best practices

Year	Project	Country/ Area	Implementer	Description
<b>Building and Financing the "Missing" Medium Scale</b>				
<b>2009 -2012</b>	An innovative Loan Scheme for Agricultural Value Chains	Tanzania and Uganda	Stanbic Bank Uganda & Tanzania	Intended to design, roll-out and manage a loan scheme and it leveraged \$50 million worth of loans to agricultural SMEs in Uganda and Tanzania benefiting 16 SMEs and 46,000 SHFs. Engaged commercial banks in Tanzania and Uganda. The guarantee funds were contributed by Kilimo Trust (US\$ 1.5m) and AGRA (US\$ 3.5m).
<b>2009-2012</b>	Honey Production and Marketing in the West Nile Region	Uganda - West Nile region of Uganda (Arua, Nebbi, Yumbe)	SNV & Centenary Bank	Designed to provide Business Development Services (BDS) financing loans guarantee for debt financing of bee-keepers to procure modern bee hives.  715 bee-keepers were trained in modern bee keeping practices, 20 farmer business units and honey collection centers were established. 19 farmers received 468 improved hives on credit and this translated to 0.75MT of honey per year giving US\$ 962 per annum. Farmers opened 160 new bank accounts. Colonization rate increased from 40% to 90%.
<b>2008- 2012</b>	Empowering Farmers to Effectively Exploit Markets:	Uganda	Uganda Cooperative Alliance	Objective was to build assets of cooperatives and SACCOs to operate WRS independently. 2 ACEs were supported to establish warehousing to help over 2,000 farmers strengthen the aggregation of their produce for sustainable marketing systems.
<b>2007-2011</b>	Mainstreaming Commercial Private Clonal Nurseries	Kenya	Kenya Gatsby Trust  K-Rep Development Agency	Objective was to develop and test credit products for smallholder commercial nurseries that included micro-credit for entrepreneurs in Kenya.



## Commercializing Technical Innovations

Year	Project	Country/Area	Implementer	Description
2009-2011	'Rice Advice' Videos in Local languages: Innovative approach to agricultural extension	Uganda, Burundi, Kenya, Rwanda and Tanzania	AfricaRice and Farmers' Media, Countrywise Communication Ltd	<p>Designed to improve techniques in rice growing and post-harvest technology and increase profitability among smallholder rice growers through videos.</p> <p>20,000 Rice Advice DVD's were distributed in the Ateso, Luganda, Jugbara, Luo, Runyakitara, Swahili, English and French languages to the EAC key stakeholders.</p>
2008-2011	Enhancing Beneficial conservation	Kenya, Tanzania, and Uganda	Kenya Gatsby Trust, Uganda Gatsby Trust & Tanzania Gatsby Trust	<p>Main objective was to make sustainable improvement of incomes of smallholder tree growers and other entrepreneurs in Tanzania through use of cloning techniques. It involved mainstreaming clonal forestry technology for tree growers in East Africa.</p>
2007-2011	Conservation Agriculture (CA) in Kenya: Providing a way out of poverty	Kenya (Siaya and Butere districts)	CIAT -TSBF Colombia	<p>Objective was to promote widespread adoption of conservation agriculture by smallholder farmers while protecting and improving soil conditions to achieve higher yields and enhanced environmental services in Western Kenya.</p> <p>Created widespread awareness of conservation agriculture to 4,500 households in the target districts. Over 1,200 farmers were trained on the principles of CA technology.</p>
2007-2010	Growing Upland Rice in Uganda	Uganda	Africa 2000 Network	<p>Achieved its target of reaching over 3,000 farmers and organizing them into 103 farmer groups so they could engage in collective marketing and by-pass middlemen.</p>
2007-2010	Fertilizer Markets Improve Smallholder Livelihoods in Uganda	Uganda	AT-Uganda	<p>Objective was to increase smallholder fertilizer demand, distribution and utilization of on-farm trials and demonstrations with farmer producer organizations in Uganda.</p> <p>Reached over 16,000 farmers, fertilizer use per household more than doubled from 25 to 52kg, and 65% of farmers achieved an additional US\$450 gross income per hectare.</p>



## Commercializing Technical Innovations

Year	Project	Country/Area	Implementer	Description
<b>2006-2009</b>	Unlocking Cereal Production Potential of East Africa: Building 'striga smartness' into cereal production systems, investment and policies	Kenya, Uganda, and Tanzania	International Centre for Insect Physiology and Ecology	<p>Objective was to develop a biological approach to controlling maize stem borers and Striga called 'push-pull'.</p> <p>This technology was successfully developed and tested with on-farm trials involving more than 3,500 farmers in 15 Districts in Kenya and 5 Districts in Uganda. 25,000 farmers in the Kenya, Tanzania and Uganda adopted the technology and were able to control Striga on their farms, produce more food for home consumption, and sell surplus for cash.</p>
<b>2005-2008</b>	Controlling Banana Bacterial Wilt in Uganda	Uganda	National Agricultural Research Organization	<p>Objective was to contain and control the disease by disseminating information and empowering national and local governments, and communities to apply the tried and tested technologies.</p>
<b>2005-2007</b>	Value Chains for Upland Rice in Uganda	Uganda	Volunteer Efforts for Development Concerns (VEDCO)	<p>Objective was to encourage farmers to grow and market NARIC III upland rice.</p> <p>Farmers increased production from 1.6MT/ha to 2.8MT/ha which resulted into increased incomes.</p>



## Building Institutions for Private-Private- Partnerships

Year	Project	Country/ Area	Implementer	Description
<b>2010</b>	Loan Scheme for Agricultural Value Chains	Uganda and Tanzania	Stanbic Bank	Objective was to provide low cost loans to SMEs in Agricultural Value Chain in Uganda and Tanzania. US\$ 1,500,000 was provided for first loan guarantee to Stanbic Bank to support low cost loans to SMEs in agribusiness in Uganda and Tanzania.
<b>2009-2010</b>	Small Scale Farmers enter Malting Barley Supply Chain	Tanzania	MIICO	Objective was to help smallholders to grow barley of a quality acceptable for brewing and build their capacity in business to enable them engage contractually with commercial brewers. 700 smallholder farmers were engaged.
<b>2009-2010</b>	Commercial Local Smallholder Poultry Production	Uganda	Community Integrated Development Initiative (CIDI)	Objective was to promote a demand driven value chain alliance of producers of certified organic local poultry products.
<b>2007-2010</b>	The anchor of making markets work to reduce poverty	Uganda and Kenya	Integrated Soil Productivity Initiative in Research and Education (INSPIRE) consortium	Objective was to help over 1,500 smallholders to increase their output of maize and soybean, form producer groups, and market their produce to meet the growing demand in Uganda and Kenya. Raised farmer household seasonal incomes from US\$120 to US\$360 per hectare and more than 15,000 SHFs were able to scale. Six rural-based agro-input dealers increased sales of fertilizer and improved seeds to an average of US\$1,000 per season – a 100% increase from previous years.
<b>2007-2009</b>	Commercializing African indigenous foods- Traditional Foods Project	Kenya and Tanzania	International Potato Center, World Vegetable Centre (AVRDC), Farm Concern International	Objective was to create beneficial “private-private” partnerships between farmers and formal markets in Nairobi, Arusha, Kisumu, Busia and other local markets in the target districts. Opened up a market opportunity with annual sales of AIVs and OFSP worth over US\$200,000. Farm incomes increased by over US\$400 per hectare per season while the land area planted with AIVs and OFSP increased by 20%.
<b>2007-2009</b>	More Cash from Cashew Nut	Tanzania	FARM-Africa's MATF  Dutch Connexion Limited (DUCON)	Objective was to establish cashew producer groups and to work towards the Fairtrade Labelling Organization (FLO) standards and to improve the cashew nuts value chain. Involved enabling small holders in Tanzania to retain higher proportion of the value.



## Building Institutions for Private-Private- Partnerships

Year	Project	Country/ Area	Implementer	Description
2007-2009	Regional Trade Alliance for Bulb Onions	Kenya and Tanzania	Farm Concern International (FCI),	Objective was to enhance regional trade alliances for bulb onions targeting the Nairobi onion market share. Farmers retained higher proportion of the value of their produce.
2007-2009	Providing business opportunities for smallholders in Eastern Uganda	Uganda	NARO National Crop Resources Research Institute (NaCRRI)	Objective was to help farmers set up production and processing facilities and commercialize essential oils. Farmers planted at least 400ha of grass harvested 3-4 times a year, producing 1,200 MT of cut grass each month processed into 12 MT per month of Citronella oil worth US\$150,000.
2007-2009	Organic Vegetable Production in Tanzania	Tanzania	Mikocheni Agricultural Research Institute	Objective was to demonstrate the advantages of growing organic vegetables among women. Individual income from vegetable sales increased from US\$3 to US\$21 per month and yields increased from 1.21MT/ha to 11.4MT/ha.
2005-2009	Cultivating Oyster Mushrooms in Tanzania	Tanzania	Horticultural Research Institute- Tengeru (Horti-Tengeru)	Designed to promote oyster mushroom cultivation among smallholder farmers and to improve food security, nutrition, and income generation in the densely populated wards of Hai District in Kilimanjaro, Northeast Tanzania.
2005-2008	Promoting Commercial Garlic Seed Production in Kabarole, Uganda	Uganda	Kabarole District Farmers Association (KDFA)	Designed to transform garlic farming from a backyard garden activity to a booming enterprise among SHFs. Annual farm incomes increased to US\$2,470/ha – a six-fold increase as compared to traditional cropping.
2005-2007	Introduction & promotion of fish farming in Luweero and Nakaseke districts	Uganda	Caritas Kasanaensis	Designed to contribute towards better quality of life for subsistence farmers through aquaculture technologies. 120 farmers were sensitized and introduced to fish farming in the two districts and fish farming skills improved as a result of the demonstration sites.
2005-2007	Adopting Silk Production in Kabarole, Uganda	Uganda	Kyenjojo District Agricultural Training and Information Centre (DATIC)	Designed to help smallholders improve Household incomes through silk production. 478 farmers and 80 ToTs were trained on silkworm rearing technologies. 40% of the SHFs established commercial silk production houses. A micro-credit scheme was established through which 40 low-cost silkworm rearing houses were constructed.
2005	Increasing Cassava Use to Improve Household Incomes in Tanzania	Tanzania	Sokoine University of Agriculture (SUA)	Objective was to increase cassava shelf life, and increasing its utilization as processed human food and livestock feed.



## Enhancing Market Support Infrastructure



Year	Project	Country/Area	Implementer	Description
2008-2010	Development of Kigali Whole Sale Market for Fresh Produce	Rwanda	National Agricultural Export Development board (NAEB)	Main objective was to assess the feasibility of developing a wholesale fresh produce market for Kigali. Transferred experience from Nairobi to Kigali.
2008-2009	Wholesale Market for Fresh Produce in Kenya	Kenya	Kenya Gatsby Trust (KGT)	Objective was to assess the feasibility of developing a wholesale fresh produce market for Nairobi. Structuring trade for the 90% of Kenya's fresh produce that is not exported.

# Our Key Partners

Funding Partners			
Current	Past		
 AGRA Growing Africa's Agriculture	 giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH		
 USAID FROM THE AMERICAN PEOPLE	 BILL & MELINDA GATES foundation		
 IFAD Investing in rural people	 Enabel		
 IFDC Smiling Agribusiness for the World	 HEIFER INTERNATIONAL		
 UNDP Empowered lives. Resilient nations.	 FoodTrade East and Southern Africa Strengthening regional trade in food products		
 IKEA Foundation	 WORLD BANK GROUP Trade & Competitiveness		
	 UKRI Innovate UK		
	 GATSBY		
	 COMIC RELIEF		
	 JAK THE JOHN A. KUFUOR FOUNDATION Leadership • Governance • Management		
	 TechForce Innovation		
	 UKaid from the British people		
	 idh the sustainable trade initiative		
Private Sector			
Kenya	Rwanda	Tanzania	Uganda
 KALRO	 EAX East Africa's Export Agency Connecting markets, growing trade	 MFC MAZINDA MAZINDA	 m-Julimisa
 GALA FOODS Sustainable & Healthy Food	 BABC MAIZE FLOUR COMPANY LTD	 NMB Close to you	 NEW KAKINGA RURAL ENTERPRISE LIMITED
 PMC Sustainable & Healthy Food	 PANNAR	 KSR	 Soluti Finance East Africa
 TEC MICO CEREALS	 BRG BEST IN RWANDA GROUP LTD	 KPL	 EQUATOR SEEDS LIMITED Quality seeds for a better living
 Simlaw Seeds	 FARM FRESH	 RGL	 Centenary Bank
 MEV A Better Tomorrow	 PANOVITA	 COB BANK The bank that listens	 GRAINPULSE LTD
 CIC GROUP	 YARA Knowledge grows	 YARA Knowledge grows	 growmore SEEDS GROW MORE BETTER AND SUSTAINABLE
 EQUITY Bank • Your business, your partner	 SARURA AGRICULTURE		 NGETTA TROPICAL HOLDINGS
 syngenta			 MAM
 KCB Kenya Commercial Bank			
Implementing partners			
Kenya	Tanzania	Rwanda	Uganda
 KALRO	 SAGCOT SOUTHERN AGRICULTURAL GROWTH CORRIDOR OF TANZANIA	 RAB Rwanda Agriculture Bank	 MINISTRY OF AGRICULTURE ANIMAL INDUSTRY & FISHERIES
 CIAT International Centre for Tropical Agriculture	 RCT Rural Centre of Tanzania	 WFP World Food Programme	 CIAT International Centre for Tropical Agriculture
 ACT Agriculture Training Centre	 TAHA TANZANIA HORTICULTURAL ASSOCIATION	 Soybean Innovation Lab Feed the Future Innovation Lab for Soybean Value Chain Research	 VEDCO Village Enterprise Development Company
 EAGC East African Growth Corridor	 AGRO BASED SCIENCE PARK	 AGRA Growing Africa's Agriculture	 rikolto VECO
 TECHNO SERVE Sustainable Agriculture Technology	 CABI Centre for Agriculture and Bioscience International	 Bioviversity International	 EUREI European Union Research Institute for the Advancement of Food and Nutrition
 CGA Central Government of Agriculture	 IITA International Institute of Tropical Agriculture	 IITA International Institute of Tropical Agriculture	 CABI Centre for Agriculture and Bioscience International
 ADC Agriculture Development Centre	 IFPRI International Food Policy Research Institute		 IFPRI International Food Policy Research Institute



#### **Kilimo Trust Head Quarters**

Plot 42 Princess Anne Drive, Bugolobi,  
P.O.Box 71782, Kampala Uganda  
Tel: +256 392 264 980/1, +256 200 926 498,  
Email: [admin@kilimotrust.org](mailto:admin@kilimotrust.org)



#### **Kilimo Trust Tanzania**

Plot 455, Avocado Street, Kawe  
P.O.BOX 106217, Dar-es-Salaam, Tanzania  
Tel: +255 22 278 1299,  
Email: [admintz@kilimotrust.co.tz](mailto:admintz@kilimotrust.co.tz)



#### **Kilimo Trust Kenya**

Egerton University, Njoro, The Agro-Based Science Park Seed Unit  
P.O. Box 536-20115, Egerton, Kenya  
Tel: +254 721 748 056  
Email: [admin@kilimotrust.org](mailto:admin@kilimotrust.org)



#### **Kilimo Trust Rwanda**

P.O Box 5448 Kigali - Rwanda  
Magerwa Street, KK 6 Avenue, House NHOB 10, inside NAEB  
Tel: +250 788 874 901  
Email: [admin@kilimotrust.org](mailto:admin@kilimotrust.org)

Website: [www.kilimotrust.org](http://www.kilimotrust.org)