



FARM TO MARKET ALLIANCE





Making markets work better for farmers

Zambia 
COUNTRY BRIEF

October 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

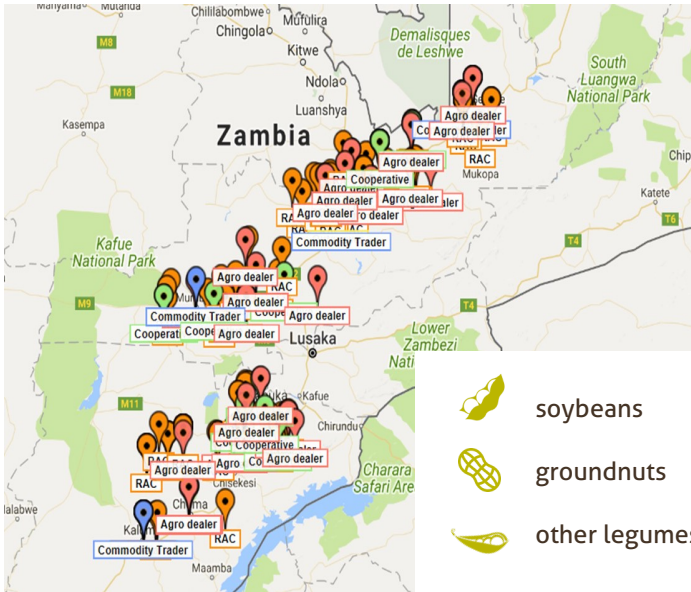
-  Trainings on post-harvest handling and storage
-  Equipment for post-harvest crop management from local manufacturers




SEASON 2018 IN NUMBERS*

-  **40,900** farmers (40% women)
-  **60** crop aggregators
-  **14,100 mt** total aggregated sales volume
-  **US\$ 4.2 mil** total value generated in crop sales (marketing ongoing)
-  **US\$ 65,000** total value of working capital loans (loan disbursement ongoing)
-  **40,900** farmers trained in post-harvest management practices
-  **5,600** items of post-harvest equipment purchased by farmers attending trainings
-  **206** rural aggregation centres (RACs) established / identified



CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS






-  soybeans
-  groundnuts
-  other legumes



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.

