



FARM TO MARKET ALLIANCE

Making markets work better for farmers

Rwanda 
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 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
-  Solidarity saving schemes
-  Bespoke loan product development

TECHNOLOGIES AND QUALITY INPUTS

-  Trainings on Good Agricultural Practices
-  Improved seeds, fertilizer and crop protection

HANDLING AND STORAGE SOLUTIONS

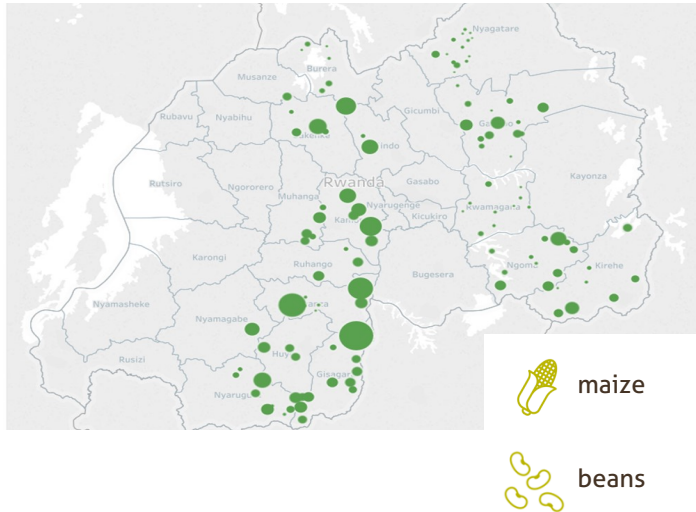
-  Trainings on post-harvest handling and storage
-  Equipment for post-harvest crop management

SEASON 2018 IN NUMBERS

-  **41,000** farmers (47% women)
-  **122** farmer organizations
-  **US\$ 3.4 mil** total value generated in crop sales
-  **US\$ 316,000** total value of agricultural loans
-  **7,000** farmers in solidarity saving schemes (51% women)
-  **US\$ 26,000** mobilized through farmers saving schemes
-  **26,000** farmers trained in Good Agricultural Practices
-  **1,300 mt** volume of inputs purchased by farmers
-  **40,200** farmers trained in post-harvest management practices
-  **22,000** items of post-harvest equipment purchased by farmers attending trainings



CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS



IMPLEMENTATION TIMELINE

