



Smallholder Agriculture Market Support (SAMS)

Background

WFP works with the government of Malawi, private sector, and development partners to strengthen the livelihoods and formal market opportunities of smallholder farmers.

Through Smallholder Agriculture Market Support (SAMS), WFP addresses the constraints faced by smallholder farmers (SHF) such as postharvest losses, financial management and market access.

The initiative provides them with market information, facilitates training on cooperative governance and agribusiness, and creates market access.

4 impact pathways

SAMS activities follow four impact pathways:

1. Creating stable demand (buyers): Creating stable demand from WFP and other quality-oriented buyers, other institutional buyers and private companies encourages smallholder farmers to invest in agriculture.

2. Inclusive aggregation systems (aggregators): Strengthening inclusive aggregation systems such as farmer organizations (FOs) and cooperatives that empowers farmers to work together to build collective businesses, increasing their bargaining power and access quality-oriented markets.

3. Household-level support (farmers): Support at the household level helps farmers produce more high-quality crops, reduce post-harvest losses, improve gender equality, and strengthens household nutrition.

4. Conducive enabling environment (market system): Investments in strengthening market systems for smallholder farmers and the government's food based programmes can potentially create a vibrant and inclusive agricultural trade in rural areas.

In numbers (2019)

30 participating farmers' organisations

33,258 members, 49 percent of whom are women

16% fewer farmers are selling their commodities immediately after harvest, selling later for higher prices and increasing their income

5,000 mt of food commodities supplied to schools implementing Home-Grown School Meals (HGSM) Programme in 2018.

1,3 billion

metric tonnes of food lost or wasted globally and annually due to poor post-harvest

25%

In Malawi, smallholder farmers maize losses range between 22. to 27.5 %

16%

Number of farmers selling their commodities immediately after harvest reduced by 16%. Now more are selling later for higher prices

Develop business and harvesting skills

WFP and partners work with farmer organizations to help smallholder farmers develop business and harvesting skills. Having acquired the skills, smallholder farmers are able to meet high-quality standards, sell their crops to WFP and other quality-oriented buyers; and become competitive players in the formal markets.

SAMS is making notable progress in improving the lives of smallholder farmers by increasing their income and providing them with the tools to develop into profitable and sustainable organisations. As a result, farmer organisations (FOs) who have been selling directly to WFP, are also beginning to sell to other buyers on the formal market, using the production and marketing skills gained through WFP trainings.

Home-Grown School Meals (HGSM)

The SAMS project is linking farmers' organisations to supply 79 schools in 3 districts participating in the HGSM programme, providing them with cereals, legumes, fruits and vegetables. Three supply-side partnerships were forged to strengthen the capacity of 14 smallholder FOs to help meet school meal food requirements.

In 2017, over 15,000 smallholder farmers participating in the HGSM programme were trained on contracting, market information and pricing, negotiation skills, post-harvest handling and good agronomic practices. Through WFP's monitoring, farmers registered a noticeable improvement in the volume of food commodities produced and sold to schools, and a corresponding improvement in incomes for households participating in the HGSM programme.

Promoting Gender Equality

Some FOs had made commendable efforts, by, for example, reducing membership fees for women. Women reported that participation in FO activities boosted their confidence, not least about contributing to household decision-making. In collaboration with UN Women, SAMS is rolling out a gender transformative training to enhance the capacity of smallholder farmers to engage in farming as a business, as well as empowering household members with skills to participate in decision making.

Integrated Resilience Approach

Since 2017, SAMS activities have been integrated under WFP's Integrated Resilience Approach. Progressively, smallholder farmers benefiting from Food Assistance for Assets (FFA) are assisted with knowledge and skills on post-harvest loss reduction, group dynamics and assisted to strengthen management capacity of their groups.

Through a graduation pathway, food insecure households are expected to become self-reliant in the medium to long-run. Besides, participants in the integrated resilience-building programme are introduced to risk management strategies such as Climate services, Village Savings and Loan Groups and weather-index insurance.

Hermetic Bags: a solution to reduce post-harvest losses

SAMS initiative promotes hermetic grain storage technologies paired with trainings. In May 2017, WFP Malawi developed a partnership with GrainPro (Kenya) to pilot utilization of Super Grain Bags. 3,000 Super Grain Bags were procured and 2000 community champions trained on the use of hermetic bags. Also, WFP works closely with USAID's Feed the Future (AgDev) Agriculture Diversification Activity and private sector to promote Perdue Improved Crops bags (PICS) to reduced food losses and mitigate against the use of chemicals such as Aflatoxin.



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