

AGRA Impact Series

TANZANIA

Zabibu Magava is a VBA and a village agro dealer from Ihimbo Village in Iringa Tanzania. Through AGRA training/extension/support, she developed skills/accessed working capital for agro inputs and qualified for a matching grant in 2018, 2019 and 2020.

Utilizing those skills/support, she was able to expand and increase acreage for maize cultivation from one acre to five acres and increased sales/revenue/incomes from US\$ 650 to USD 6,500 from sale of inputs and farming. Today she boasts of being able to take her child to a better school and overall improved her family wellbeing.



Margreth Sanga is a hub agro dealer in Iringa Tanzania. Through AGRA training/extension/linkage to retail agro dealers and VBAs, she developed skills and expanded her distribution channels from 4 outlets to 8.

Utilizing those skills/support, she was able to increase sales/revenue/incomes by 50%. Today she boasts of having a nice house, taking her kids to better schools and her new investment in storage facility that she plan to do. Overall, her family wellbeing have improved.



Ritha Sekiyovele is a processor and exporter of fortified maize flour based in Iringa Tanzania. Through AGRA support and B2B linkages as well as warehouse expansion, she developed market intelligence skills, secured regional markets and she is buying quality grains from farmers supported by AGRA.

Utilizing support received, she was able to increase sales/revenue/incomes by 40%. Today she boasts of expanding her business and storage capacity from 2,500MTs to 10,000MTs.



MALI

Mah SIDIBE is Malian CBA, agent for seed sales and grain aggregation, from the village of Sénou, in the district of Dioïla, Koulikoro region.

She is playing the role of and CBA-agrodealer. Since 2018, she benefited from AGRA supportive trainings on Good Agronomic Practices related to new technologies.

The achievements of targeted crops production before versus after trainings are as follow :

Maize: 2,000 # 6,000kg / Millet 1,500 # 3,500kg / Sorghum 1,200 # 2,400kg / Cowpea 200 # 400kg / Cotton 2,500 # 10,000kg / Groundnuts 250 # 350kg.

Mrs. Mah SIDIBE is also dealing in Vegetable Market, Small trade in seasoning products, Poultry farming, Sale of agricultural inputs.

Before the support from AGRA, Lady Mah earned net profit of USD 500 and there is an increase of USD 1020.



She greatly contributes to the family expenses on school fees, family health and household needs and also reinvests in the farming.

ETHIOPIA

Betelhem Dagim, 25, is supplying range of agro-chemicals in one of the villages of the Amhara region, Debiremewis near to Bahirdar where she grew up from a small holder farming family.

In March 2020, the IMPACT Amhara project supplied her with seed money amount to 2700 USD as a startup capital. In addition to the startup capital, the project and the government bureau of agriculture gave her eye-opening technical support and trainings on business skill and business planning.

Within four months after she opened the shop, she got a gross profit of 50,000.00 Ethiopian Birr (1,400 USD). This is equivalent to 12,500.00 ETB /347 USD/ per month, which is above four folds she would be paid if employed in government office otherwise.

Since she is working around her village, where she grew up, farmers including her parents and relatives in the village have thrust up on her supplies and buy her agro-chemicals frequently.



KENYA

Martha Murugi Thuo is a Village Based Advisor/ Agro-dealer (VBA/VBAD) from Gathanje Village, Githunguri Sub County in Kiambu County, Kenya. Through AGRA supported program, she was recruited as a VBA in 2019, trained and given maize sample seeds for demonstrations. Through utilizing the knowledge acquired during the training, she has seen a remarkable change in her maize yields from 45kgs to 315kgs in a 0.125 acreage of land thus improving food security in her household. She has also started an agro-dealer shop where she serves farmers with her village and beyond by selling to them appropriate maize varieties for their area. Her average income from sale of surplus maize is KES 4,500 and the average proceeds from her agro-dealer shop is approximately KES 12,500 per season.



She is looking forward to enlarging her shop and serving more farmers by selling to them appropriate inputs while constantly training them on GAPs.

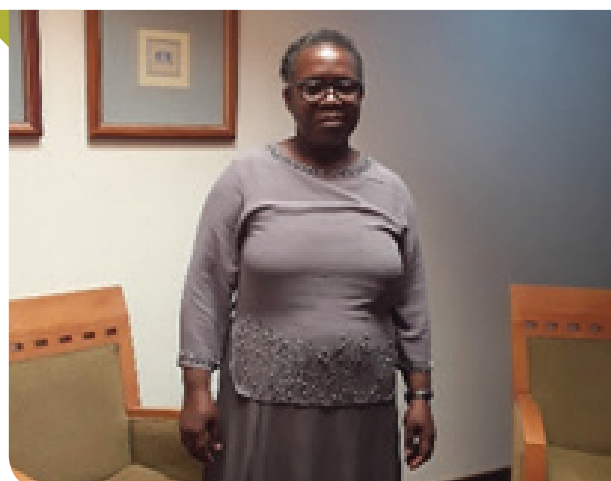
MALAWI

Rosemary (58), based in Mzuzu, Northern Region of Malawi distributes fertilizers, seeds, chemicals and plans to add hardware stuff to her stock list. She started around 2010 with a capital of \$700 (K500,000) which enabled her order an initial 10 bags of fertilizer.

She was later connected to AFAP (Maria Wanzala), an implementing partner funded by AGRA through the Agro Dealers Association of Malawi which she belongs to. In the process of working with AFAP, Rose was introduced to AGRA which has helped her appreciate the importance of working with an extension worker who she says she cannot do without now.

To address the negative effective of organic fertilizers on soils, AGRA supports capacity building of Community Agribusiness Advisors (CAA), Lead farmers and private Extension workers, Lead Farmers with funding through Department of Land Resources which trains farmers to use Mbeya manure.

Rose sold 1,000 fertilizer bags by the time she was visited in November 2020. By the end of the 2020/21 input distribution season, Rose has sold 1,000 MT (20,000 bags: 50% NPK, 50% Urea) against half of this (10,000 bags) that she sold previous season.



NIGERIA

Grace Yohanna is an agrodealer in Maraban Rido community in Kaduna State Nigeria. Through AGRA training and extension support she developed the skills and was linked to input suppliers in 2019. Utilizing those skills/support, she increased her revenue /income from N150,000 (\$389)- N450,000 (\$1165) in 2020. Today she boasts of multiple streams of income and better nutrition for the family from the poultry farm I invested in.

AGRA: Unleashing the power of [#womeninag](#) [#VALUE4HER](#), [LEAD NETWORK GROW IWD](#), 2021. [#IWD2021](#)



RWANDA

Norah Kamashazi is a woman entrepreneur involved in production of improved seeds. Norah is from Kabeza Village, Bugesera district in Rwanda. Norah received a grant from AGRA to develop her seed production business. Today productivity of maize seed has increased from 2 MT to 5.1 MT because of the support she received from AGRA in form of capacity building on seed production.

She also received Business Development Services (BDS) which improved her business management skills. Today she boosts of managing her business successfully; she accesses loans for expansion easily. She contributes to meeting family needs comfortably.

