

# AGRA

## impact series

## Agriculture brings success to youthful entrepreneur

Marcos Freira, Estevao Fraqueza (AGRA Mozambique) and Rufaro Madakadze (Extension and Capacity Building, AGRA Nairobi) (Compiled with Otumiha project team)

Paulino Constantino is 25 years old, married, and a father of two children. He is a high school graduate (12th grade), and lives in Magige, Gurué district. Paulino has been farming for four years, growing soybean, onions and cabbage.

### Looking for job opportunities

Paulino Constantino left his village of Magige to the Gurué city to continue his studies. After completing 12th grade, Paulino remained in Gurué looking for a job for 2 years. However, he did not manage to get a job and returned to Magige where he helped his mother in farming. With his mother and using local agriculture practice, Paulino spent two years producing maize, beans and other crops on one hectare.

In the 2018/2019 agricultural season, Paulino was engaged as CAE by the OTUMIHA project. He was trained on Good Agricultural Practices (GAP), post-harvest management, entrepreneurship, market research and financial literacy, and was linked to a network of 250 smallholder farmers. Paulino established maize and soybean demonstration plots to disseminate technologies to the 250 (90 women) smallholder farmers. In the following cropping season, he started farming independent of his mother and produced 1.3 MT of soya bean on one hectare.

In order to aggregate products, Paulino works with a network of 10 lead farmers (facilitators). Each facilitator has a network of 25 smallholder farmers to whom they disseminate improved agriculture technologies and promote the aggregation of agriculture produces. Through this network, in the 2019/2020 agricultural season, he aggregated 10,000 kgs of soybean that he sold to a local buyer at 20 MZ per kg and was able to earn 1 MZN per kg accounting to a total of 10,000 MZM. Apart from the aggregated product, Paulino also sold the 1.3 MT of soybean he produced on his own farm at 20 MZM per kg, getting 26,000 MZM from the transaction. Paulino has then earned a total of 36,000.0 MZM during the above-mentioned agricultural marketing season.

Paulino used the cash to improve the roof of his house, install an electric system in his house. He also bought one TV, one DVD player, two speakers, four chairs, and gave



Paulino next to his son sharing the acquired goods.

3,000Mt to his wife for her personal needs.

The young Paulino invested the remaining cash in the production of onion (3,100 m2). This very profitable vegetable will increase the income of his household and help with the continuation of his plan of investing in next soybean production season.

### Plans for the future

As a CAE, Paulino will focus his activities on (i) sales of inputs; (ii) production; (iii) support his network of facilitators on improved technologies; (iii) aggregation and sale of the produce.

Under input sales, Paulino has a pre-contract with Tsongai, a local hub-dealer who will provide inputs and buy aggregated produce. Under production module of his activities he is planning to continue assisting stallholder farmers (SHFs) network in good agricultural practices (GAP) while he increases his soybean production area to three hectares. In the coming agricultural season, he plans to acquire a water pump to produce vegetable (onion, cabbage and garlic) known as very profitable crops.

**Paulino Constantino' Testimony': "I thank the Otumiha project for the training and market orientation. By believing that jobless young people in this country can thrive through engagement in market-oriented agriculture. Finally, I want to recommend to the Government to create funding packages for Magige youth as a way to create self-employment opportunities in this layer."**