



HORTI-SEMPRE

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**Swiss Agency for Development
and Cooperation SDC**



**INCREASING THE INCOME OF
SMALLHOLDERS IN HORTICULTURE**

THE HORTI-SEMPRE PROJECT

INTRODUCTION

Funded by the Swiss Agency for Development and Cooperation (SDC) and implemented by Swisscontact and GFA Consulting, Horti-sempre seeks to foster rapid, sustained and broad-based economic growth in the small-scale horticultural sector and boost competitiveness of local producers increasing marketable supply of quality fruits and vegetables all year round in order to increase their income, and help to alleviate poverty in Northern Mozambique's Nacala Corridor.

By December 2016, Horti-sempre expects to reach over 4,000 small-scale horticulture producers (30% women) increasing their annual net income from horticultural production by 300 USD.

Based on the M4P approach, Horti-sempre targets systemic change in the horticulture value chain for the benefit of small-scale producers and has built its strategy around the belief that horticultural transformation can be triggered with targeted interventions on a number of bottlenecks.

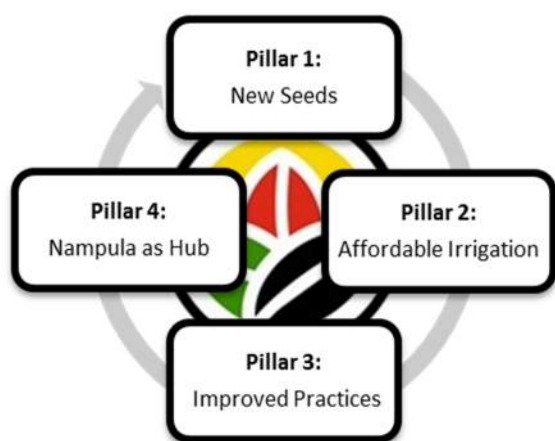
The intervention strategy is based on **four pillars of intervention**:

- 1) Introducing new horticultural seeds/varieties from Brazil;
- 2) Introducing affordable irrigation solutions;
- 3) Improved horticultural practices in selected clusters of production;
- 4) Strengthening Nampula as trading hub by upgrading the value chain (standards, packaging and logistic services)



„Demand for horticulture is increasing in the Nacala Corridor, but not fully met by local supply. Small-scale producers with an average income of only 300 USD/year face various constraints such as access to inputs, irrigation or extension services. Our project disposes of a well-balanced portfolio of activities addressing these bottlenecks.“

Franco Scotti, Project Manager Horti-sempre



Horti-sempre "Four Pillars" of Intervention

Project Horti-sempre	
Intervention Area	Nacala Corridor/Northern Mozambique (Office based in Nampula)
Overall Goal	Increase income of 4,000 small scale horticultural producers in the Nacala Corridor by 300.- USD by December 2016
Approach	M4P – Making markets work for the poor
Funding Agency	Swiss Agency for Development and Cooperation (SDC)
Implementing Agency	Swisscontact / GFA Consulting (Consortium)
Project duration	01 March 2013 – 31 December 2016 (46 months)
Project phase	1
Budget	4.816.124,- CHF



PILLAR 1: NEW SEEDS/VARIETIES



OBJECTIVE PILLAR 1

„Increasing small-scale horticultural producers' productivity and ability for out-of-season production through introducing on the Mozambican market new seeds/varieties from Brazil adapted to the tropical climate of Northern Mozambique.“

CONSTRAINTS

Small-scale horticulture production is often uncompetitive suffering from low productivity and being highly seasonal.

One reason are seeds farmers buy that are either degenerated due to "in-breeding" or

imported seeds not suitable for tropical climate in Northern Mozambique hampering production in the tropical hot and humid summer season.

So far adequate seeds are not available on the market.



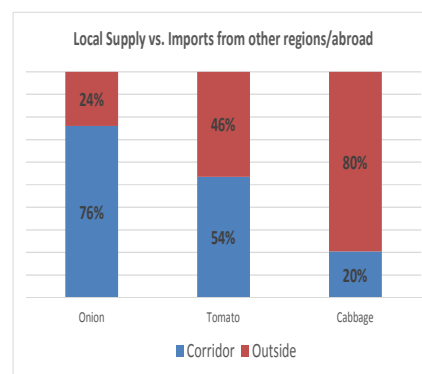
PROJECT SOLUTIONS

In Brazil numerous varieties adapted to tropical climate including affordable OPVs have been developed with the potential to increase productivity and out-of season cultivation in Northern Mozambique.

Horti-sempre strategy is based on linking Mozambican seed providers with Brazilian seed

producers to initiate sustainable business relations guaranteeing long-term supply of improved varieties to Mozambique.

Mozambican seed providers are supported in test and registration of new varieties with Mozambican government as well as in marketing activities.



Vegetables need to be supplied from outside the Corridor due to low productivity and seasonality (Source: Horti-sempre market study 2014)

KEY ACHIEVEMENTS BY DECEMBER 2014

- Facilitated **simplification of phytosanitary procedures**
- **11 New horticultural varieties** registered
- First **125kg seeds imported** by seed provider JNB
- First field tests show **high acceptance among the farmers**



PILLAR 2: AFFORDABLE IRRIGATION SOLUTIONS



OBJECTIVE PILLAR 2

„Increasing small-scale horticultural producers’ productivity, production area and ability for out-of-season production through introducing irrigation solutions combining technical performance with affordability.”

CONSTRAINTS

Especially in the low-land burdensome manual irrigation with buckets and watering cans dominate, which means that farmers can only irrigate and produce on small plots, on average less than 0.25 ha. Additionally access to water sources is limited with rivers

start drying out in dry season and distances to fetch water increase.

The absence of specialized irrigation equipment suppliers and low levels of income make it difficult for farmers to invest in improved irrigations systems.

PROJECT SOLUTIONS

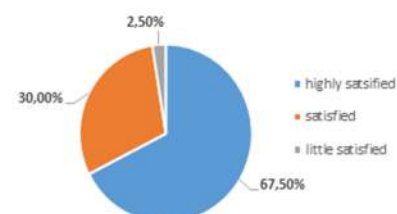
An irrigation expert identified the manual Hip-pump as new, affordable and efficient solution low lands creating conditions for an increase in cultivated land and out-of-season production. It lifts water from a depth down to of 7 meters and pushing water to a distance up to 200 meters.

Horti-Sempre facilitates market linkages between Mozambican equipment providers and the Hip-pump manufacturer to guarantee sustainable imports to Mozambique.

To reach a critical mass of farmers and guarantee future demand, first sales are subsidised.



Farmers satisfaction with hip-pump



97.5% of farmers are satisfied or even highly satisfied with the hip-pump solution thanks to its positive results in production and the reduced burden fetch water.

KEY ACHIEVEMENTS BY DECEMBER 2014

- **443 Hip-pumps sold** – 243 sold subsidized and 200 sold at market price by equipment provider FORMEX
- **1,413 farmers increased their income by 91 USD per year** due to expansion of cultivated land (+27%)
- **Another 500 hip-pump ordered** by FORMEX without project subsidies



PILLAR 3: IMPROVED CULTIVATION PRACTICES



OBJECTIVE PILLAR 3

“Increasing farmer’s production and productivity through introducing improved cultivation practices in cooperation with private sector players and strengthening crop-specific clusters of production for their potential of disseminating good practices.”

CONSTRAINTS

In today’s Northern Mozambique farmers have little or no support from public extensionists that dramatically lack financial and human resources.

For private sector players margins from horticultural products are too low to cover the

costs of hiring extensionists and most farmers are not willing (or have the capacity) to pay for it.

Thus, according to the projects baseline study, more than half of horticultural producers have no technical assistance at all.

PROJECT SOLUTIONS

Given the lack of private and public extension services in Northern Mozambique, Horti-sempre develops on the one hand visual tutorial material on new varieties and basic good practices to be used by seeds distributors collaborating with Horti-sempre.

On the other hand, the project prioritizes B2B support to domestic private sector players

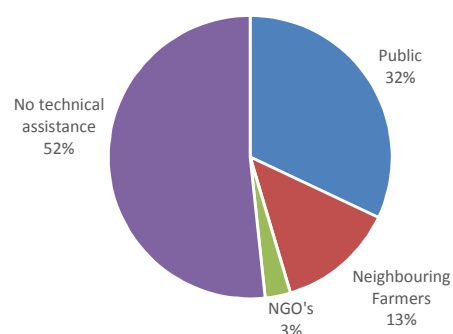
to improve local seed and seedling production as well as to pilot the introduction of mini-tunnels and greenhouse for vegetable production.

Finally, Horti-sempre is strengthening and developing crop-specific production clusters for their long term potential influence on the dissemination of good practices.

KEY ACHIEVEMENTS BY DECEMBER 2014

- Developed **tutorial material for input providers** on new varieties and basic good practices
- Strengthened **domestic production of seeds and seedlings**
- Pilot test of **12 greenhouses and the mini-tunnels** with Mozambican input supplier
- **5 Crop Days** linking farmers in crop clusters with input providers and buyer

Technical Assistance



The majority of horticultural smallholders in Northern Mozambique does not receive technical assistance (Source: Horti-sempre Baseline Study 2013)



PILLAR 4: STRENGTHEN NAMPULA AS TRADING HUB



OBJECTIVE PILLAR 4

"Improving links between smallholders and medium/large buyers and upgrading the value chain with new standards, packaging and logistic services creating added value for horticultural producers."

CONSTRAINTS

The city of Nampula with its main market RESTA functions as horticultural trading hub for the Northern Provinces of Mozambique commercializing an estimated 20,000t of horticulture per year. Functioning trading links between buyers and local small-scale producers also exist to a certain degree.

However, as for packaging mainly traditional wooden baskets and large fabric bags are used resulting in high losses during storage and transport of up to 30% due to their heavy weight and bad aeration. Producers rarely sort or grade their produce to add value selling quality products.

PROJECT SOLUTIONS

Through supporting the creation of a strong wholesaler association at Nampulas RESTA market called AGROWAM, Horti-sempre has a reliable partner to upgrade the horticulture value chain in the Nacala Corridor.

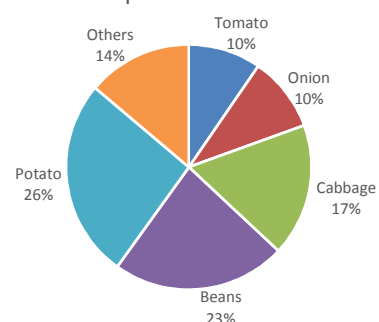
The project supports AGROWAM in identifying providers of plastic boxes to

transport tomatoes and pepper as well as mesh net bags to transport onion and introducing them into the market together with norms and standards for sorting and grading.

Crop days in production clusters further strengthen the links between producers and their buyers.



Main horticulture crops commercialized at Nampulas RESTA market



The horticultural market is dominated by 5 crops (Potato, Beans, Cabbage, Onion, Tomato) that account together for 87% of traded produce (Source: Horti-sempre Market Study 2014)

KEY ACHIEVEMENTS BY DECEMBER 2014

- Facilitated the creation of wholesaler association **AGROWAM**
- Introduction of **new packaging** (plastic boxes and mesh net bags) benefiting **2,628 farmers increasing annual income by \$96/per capita** through added value due to sorting/grading and loss reduction.



GENDER



OBJECTIVE GENDER

„Achieving overall quota of 30% female beneficiaries, creating additional income opportunities for female horticultural producers through sales of fruits and promoting improved nutrition through enhanced consumption of fruits and vegetables.“

CONSTRAINTS

In Northern Mozambique, women play a crucial role in agricultural production and generating income for their families. However, within the context of family based small-scale agriculture they often lack influence in decision making and access to and control

over means of production (land, technology, income).

Malnutrition and a lack of food security are an additional constraint in Northern Mozambique especially for children and women. A majority of families do not have a healthy diet on a daily basis.



Mango and Citrus trees were planted in order to increase the income of female producers

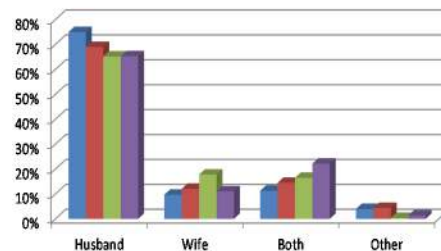
PROJECT SOLUTIONS

Horti-sempre introduces specific women targeted activities to foster Women's Economic Empowerment (WEE), which include the installation of fruit orchards for identified associations with a high proportion of female members in collaboration with the Mozambican fruit nursery HORFPEC.

The fruit orchards will create additional income opportunities for women through sale of fruits.

Moreover, the installation of fruit orchards in agricultural schools is targeted to train students on fruticulture combined with nutritional education improving the value of their diet.

Decision-making in horticultural smallholder families



Within the majority of smallholder families major decisions on horticultural production are taken by the husband



Workshops on healthy cooking and nutrition were held in an agricultural school in Nacala.

KEY ACHIEVEMENTS BY DECEMBER 2014

- Installed **8 orchards in associations** with a high proportion of **female members**
- Installed **fruit orchards in 5 agricultural schools** in collaboration with ESSOR
- Organized **2-day nutrition workshop** in agricultural school linking horticulture with improved nutrition and food security





HORTI-SEMPRE

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