



## **‘A Village at a time in Malawi: Assets for Incomes!’**





# A BRIEF PROFILE FOR

## Farm Concern International, FCI



**F**arm Concern International (FCI) is an Africa-wide market-led and rural economic development organization with a country office in Blantyre, Malawi. FCI is highly specialized in modern marketing concepts; implementing market research, commercialization, market & trade interventions, capacity development programmes and impact investment interventions in Africa.

By design, FCI is a Hybrid organization that uniquely blends the best practices from the private and development sectors to create a catalytic interphase of “market-sphere-development-space” for Smallholder Farmers, Agro-Pastoralists and Agro-Enterprises. The interphase triggers systematic progressive economic growth and sustainable development for producers and market players based on a value chain-wide and value network concept. This has been tested and proven in its 10 years implementation in Africa with over 15 Million-Smallholder Farmers, 20,000 Commercial Villages, and 11,535 strategic private sector partnership footprints. FCI is now the largest African Organization of its kind in Africa focusing on domestic and regional trade.

**Vision:** Commercialized smallholder communities with increased incomes for improved, stabilized and sustainable livelihoods in Africa and beyond.

**Mission:** To build innovative market-led business models that catalyzes smallholder commercialization and entrepreneurship for economic growth of households and villages for systematic graduation into Investment Platforms in Africa and beyond.

FCI has 26 other offices across Africa and creates employment for a team of 2,088 highly dynamic technical and front line skilled workforce. Through the implementation of commercialization and market interventions of capacity development in 12 countries and trade advisory and capacity building training interventions in another 11 countries, FCI now has an indelible imprint in 23 African countries including Malawi.

The continuous exponential influence and impact in its interventions has laid a foundation for re-design to fast track and actualize economic growth for Smallholder Farmers, Agro-Pastoralists and Agro-Enterprises in Africa.

Table 1: Description of productive assets targeted by the Initiative

Productive Assets	Description	Benefits
2- wheeled tractor	Two wheeled Tractors proposed are light in weight, have low power motors (8-18 horsepower) and have relatively low tractive ability. This reduces the labour time by 85% (The two-wheeled tractor takes two and half days to plough one hectare while human labour will take 25 man-days to plough the same area – 1 hectare).	<ul style="list-style-type: none"> <li>• Labor and timesaving especially for women and children.</li> <li>• Leads to increased productivity due to deeper and even tillage.</li> <li>• Useful for conservation agriculture.</li> </ul>
<b>Motorized chippers:</b> Available models are; petrol or diesel power driven.	<p><b>Motorised Chipper/Grater:</b> has petrol engine with 5.5 horse power. Average daily chipping capacity of 10 to 15 tonnes in 8 hours. It has stainless steel made chipping plates that ensure that the processed food is safe. The chipper is ideal for chipping roots (cassava, yam, and sweet potatoes), tubers (potatoes, carrots) and fruits. Chipping increases the surface area for enhanced drying thus saving on energy and reducing post-harvest losses.</p>	<ul style="list-style-type: none"> <li>• Reduced post-harvest losses.</li> <li>• Increased household incomes through value addition and reduced losses.</li> <li>• Creates employment opportunities for women and youth participation in agribusiness</li> <li>• Emergence of village complimentary industries for fabricators and packing material suppliers in the target villages.</li> <li>• Reduced drudgery, hence more health benefits.</li> </ul>
Solar drier	<p><b>Solar drier</b> is constructed with UV treated polythene that allows accumulation of heat and reduces the drying time. The insect netting section, allows air circulation for moisture exhaust and prevention of insects from contaminating the chips. The designs have 2 layers of trays for chips drying to a capacity of 3 metric tons.</p> <p><b>Digital thermo-hygrometer:</b> This is an optimization device that is used to measure possible moisture content in chips and allows for moisture regulation. The device shows varied readings for moisture content during the drying process. The chips will have dried once a constant moisture reading is achieved in relation to the outer atmospheric air.</p>	<ul style="list-style-type: none"> <li>• Reduces drying time by 80% leading to reduced post-harvest losses.</li> <li>• Creates employment opportunities for women and youth through value addition and product diversification.</li> <li>• Increased household incomes by the smallholder farmers.</li> </ul>



## Hammer Mill

**Hammer mill** (GM20 model), with a 12 HP water-cooled one piston diesel engine is suitable for cottage processing. The model has a high efficiency performance. The hammer mill has a capacity to mill an average of 0.45 to 0.72 Metric tonnes per hour.

- Saves on labor, time and energy due to high performance.
- Creates employment opportunities for women and youth in the cottage processing.
- Significant reduction of post-harvest losses for grains, roots and tubers.

Table 2: Budget for the Productive Assets for 3 Villages (This is the current target)

	Productive Assets and Materials needed	Number of Units	Cost in USD (One Village)	Cost in USD for (3 Villages )
<b>1</b>	2-wheeled Tractor	1	3,000.00	<b>9,000.00</b>
<b>2</b>	Chipper /Grater	1	700	<b>2,100.00</b>
<b>3</b>	<b>Solar Drier Construction materials</b>			
i.	Greenhouse polysheet 200 microns	120M	156	468.00
ii.	Insect net	9 M	15.3	45.90
iii.	Poles @ 3m long	120 pieces	132	396.00
iv.	Assorted iron nails	15Kg	18	54.00
v.	Coffee tray mesh	32m	96	288.00
vi.	Bricks	250	30	90.00
vii.	Ballast	1 Metric Tonne	25	75.00
viii.	Cement	0.5 Metric Tonne	80	240.00
ix.	Sand	1 Metric Tonne	25	75.00
x.	Timber	400 feet	120	360.00
xi.	Gutters	8 pieces (2m long)	24	72.00
xii.	Water tank	1000 liters	75	225.00
xiii.	Hand washing bucket	50 liters'	9	27.00
xv.	Installation Cost	1	125	375.00
			<b>930.3</b>	<b>2,790.90</b>
<b>4</b>	Hammer Mill	1	2,000.00	6,000.00
xiv.	Capacity building for trade and livelihood	Lump Sum	370	1,110.00
	<b>Total estimated cost</b>		7,000.30	21,000.90





## Brief Description of the Commercial Village Model



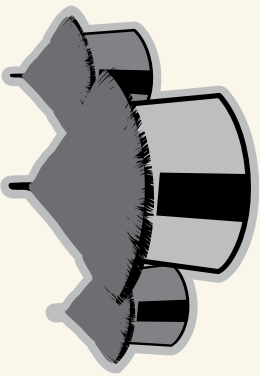



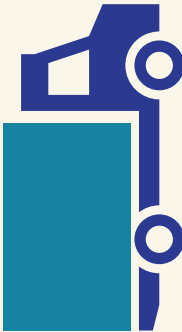










The 'A Village at a time in Malawi: Assets for Incomes!' is implemented under the Commercial Villages Model (CVM) designed by Farm Concern International which systematically graduates social villages into commercialized competitive market-led agricultural trading blocs, the Commercial Villages (CVs). CV Model supports business incubation and graduation pathway that efficiently combines various factors such as collective action, value chain upgrading, trade efficiency, farm management economics and business partnerships. Commercial Villages evolve to become effective trading partners with markets actors such as agro-processors, commodity trading companies as well as large retailers such as supermarkets as reliable source of goods and raw materials. Women and youth are integrated and supported in commercial village focuses while creating platforms and opportunities for women and youth empowerment.



# FCI in Statistics

Farm Concern International, Impact and numbers Across Africa

<p>■ <b>15 Million</b> Smallholder Farmers (SHF)</p>  <p>40% (6 Million) Women</p> 	<p>Commercial Villages (CVs) ■ <b>20,000</b></p> 	<p>Sales ■ <b>USD 2,500</b> Average annual sales /SHF</p> 	<p>Market Research, Value Chain Analysis ■ <b>108</b> Studies</p> 
<p>Private Sector Partners ■ <b>11,535</b></p>  <p>■ <b>8,500</b> Traditional Wholesale Buyers</p>  <p>■ <b>500</b> Companies</p> 	<p>Our Clients: Smallholder Farmers Agro - Pastoralists Farmer Organizations</p>   	<p>Agro-Enterprises</p>  <p>Villages</p> 	<p>9 Million SHF Villages Savings, Loans &amp; Investments</p>  <p>Acreage <b>2.5 Million</b> Ha</p> 
			<p>1.5 Million Youth in Agri-Trade and Enterprises (YATE)</p> 