

2SCALE

Partnerships for Profit

Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship

2SCALE consortium:



BoP INNOVATION CENTER
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Supported by:



Ministry of Foreign Affairs of the
Netherlands

SHALEM INVESTMENTS

Shalem Investments is a grain trader and processor that works with more than 9,000 smallholder farmers. In the past three years it has bought more than 8,000 tons of sorghum from 2SCALE farmer groups.

TARGET: *by December 2017, 14,000 farmers (10,000 women), supported by 18 local enterprises, supply 6,000 tons of sorghum per year.*

2SCALE's role is to facilitate farmer mobilization and training, and help strengthen the supply chain to deliver agro-inputs, increase credit flows, improve aggregation efficiency and accelerate payments to farmers.

Training programs have introduced high-yielding, disease-resistant hybrids and better crop and soil management methods. Another partner, SoilCares, has completed large-scale soil testing to diagnose nutrient deficiencies in farmers' fields. Forty Farmer Field Schools have been established, each with a quarter-acre demo plot and a full-time facilitator.

The company has moved from paper-based to electronic record keeping and monitoring,

using software developed by another 2SCALE partner. It now has real-time records (quantities delivered, quality, payments, credit repayment, etc) for 7,000 farmers. Payments are automated, fast and transparent.

2SCALE support has helped Shalem diversify its customer base and its product range. Once an aggregator for a single large buyer, it now sells to breweries, food processors, feed manufacturers, development programs and others. It's also developing new branded products, starting with sorghum-based animal feed and nutritious 'fortified' sorghum flour.

2SCALE experts helped a major bank develop a financial package tailored to the requirements of smallholder sorghum farmers. Following a successful pilot last season, the loan program aims to reach more than 2,000 farmers.

Shalem has mobilized 320 farmer groups and created \$ 3.5 million in wealth for small-scale farmers. The company won the EMRC-Rabobank Project Incubator Award in 2015, beating 70 competitors from all over Africa.



www.2scale.org