



2SCALE

Stories from the Field

New value chains for maize

Agribusines linkages in Togo, mediated by 2SCALE partners, have created new income streams for small-scale maize farmers, and helped poultry producers stay in business despite a dramatic increase in feed costs.

Between 2005 and 2006, prices of white maize – at that time the main ingredient of poultry feed – increased by 160 percent. Poultry producers found production costs rising sharply, while the price they received for eggs barely increased.

One option was to replace locally produced white maize with imported yellow maize, which would reduce costs, ensure reliable supplies and also improve the quality of eggs. The national poultry and egg producers' union sought help from 2SCALE partners (in an earlier Netherlands-funded project) in facilitating the importation of yellow maize from Brazil. We offered a better alternative – create a domestic market and value chain for yellow maize.

2SCALE partners do not work on poultry. Our strength is our ability to create linkages, bringing partners together to stimulate business development. First we worked with farmers and local NGOs in the Maritime Region (the center of the poultry industry) to establish producer associations for maize and poultry. We then linked these associations with each other, and with the national research and extension agencies.

2SCALE consortium



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Synergies between poultry producers and maize farmers have created new value chains and revived the poultry industry in Togo.

In 2009, members of UROPC-M sold 114 tons of yellow maize to poultry producers, earning revenues of €26,000. In 2012, they sold 300 tons, earning over €70,000.

The two associations are the *Coopérative des Aviculteurs de la Région Maritime* for poultry and the *Union Régionale des Organisations de Producteurs de Céréales – Région Maritime* (UROPC-M) for maize. Plant breeders at the *Institut Togolais de la Recherche Agricole* provided seeds of high-yielding varieties of yellow maize. Government extension experts provided training on crop and soil management so farmers could maximize yields from the new varieties.

2SCALE partners provided training, financial and logistic support, and advice on administrative structures. Business linkages between the maize and poultry associations ensured that the production-marketing cycle was complete and profitable for both groups.

In 2008, UROPC-M farmers harvested their first yellow maize crop, delivering 38 tons to poultry producers. What began with two groups and 200 farmers now has over 2,000 members across the Maritime Region. With 2SCALE support, UROPC-M is 'upgrading' to a formal cooperative structured as a business enterprise, in which every member has shares and receives a dividend at the end of the season.

Production and revenue have grown rapidly. In 2009, members of UROPC-M sold 114 tons of yellow maize to poultry producers, earning revenues of €26,000. In 2012, they sold 300 tons, earning over €70,000.

Another innovation successfully tested in 2012 is being scaled out in 2013. Poultry producers buy grain from maize farmers, and sell poultry manure back to the farmers as organic fertilizer. It's not just chicken waste anymore, but part of a new value chain involving thousands of small-scale farmers.



The 2SCALE project is funded by the Netherlands government and implemented jointly by IFDC, ICRA and BoP Inc. 2SCALE was launched in June 2012. In the next 5 years we aim to develop 500 viable, sustainable agribusiness clusters in nine countries across Sub-Saharan Africa, reaching 1.1 million farmers.