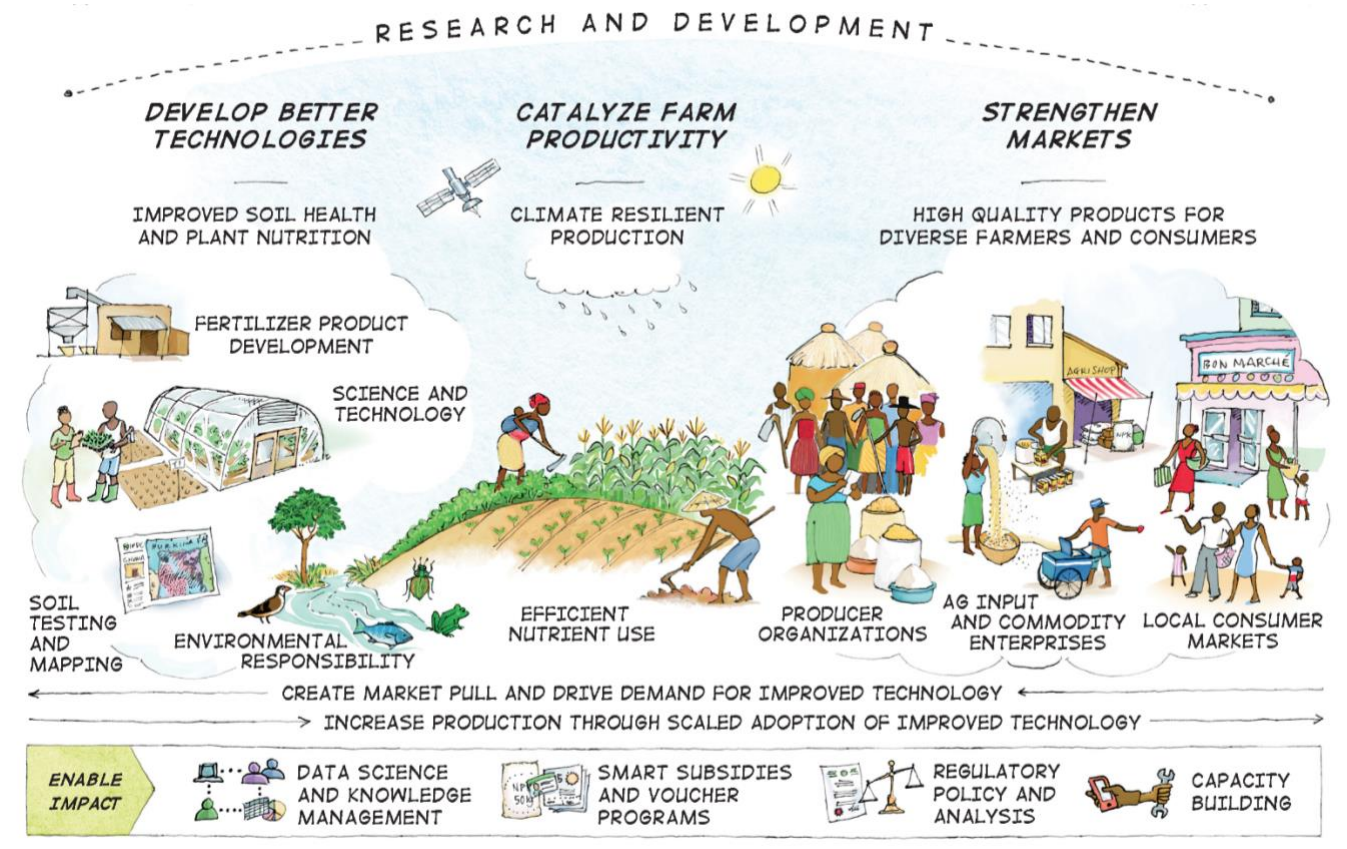
IFDC East and Southern Africa
Regional Capabilities and Core Competencies

Market Systems for Agribusiness ● Resilience, Climate Adaptation, and Mitigation ● Last-Mile Input Delivery ● Scaling Technologies ● Soil Fertility Management ● Seed and Fertilizer Sector Development ● Enabling Environment ● Collaborating, Learning, and Adapting

Founded in 1974, the International Fertilizer Development Center (IFDC) is a non-profit public international organization that combines science-backed innovations with policy-enabling and market systems-based approaches. IFDC has been working to support food security and the economic development of smallholder farmers in Africa since 1975. In the early 1990s, IFDC launched its activities in the East and Southern Africa region through joint projects with the Ministries of Agriculture, including fertilizer market liberalization and training programs on input marketing. In 2009, IFDC established its regional office in Nairobi and expanded its portfolio to include soil and crop management, input policy, output markets, and agribusiness development. IFDC has implemented activities in Kenya, Tanzania, Uganda, Rwanda, Burundi, Ethiopia, South Sudan, Democratic Republic of Congo, Malawi, South Africa, and Zambia and currently has six country offices in the region. IFDC also has host-country agreements and Memoranda of Understanding (MoUs) with several Ministries of Agriculture for fertilizer market and policy development, agribusiness development, and capacity building.

Our Mission in Action



Through collaboration with national and regional partner organizations, governments, and donors, IFDC's work in East and Southern Africa has focused on bringing new technologies, partnerships and markets for small-scale agriculture by supporting initiatives to develop competitive and sustainable agricultural value chains and to create an enabling environment for agricultural intensification and private sector development.

Recent Key Work in East and Southern Africa

Triple Resilience (3R; 2023-2027), *Embassy of Sweden*

- Implemented in: Mozambique
- Funding: $20 million

3R aims to integrate a market systems development approach with a locally led development philosophy, building the capacity of communities and civil society organizations to direct private sector investments in sustainable and resilient agriculture and livelihoods while strengthening social cohesion to promote resilience and sustainability. This initiative will target an estimated 600,000 individuals (including women and youth), with the potential to scale to an additional 100,000 to 150,000 individuals, leveraging partnerships with the anchor private sector.

Building Resilience and Inclusive Growth of Highland Farming Systems for Rural Transformation (BRIGHT; 2022–2026), *Embassy of the Kingdom of the Netherlands*

- Implemented in: Uganda
- Funding: €13 million

BRIGHT is building the resilience of highland farm households in Uganda to economic and climate-related shocks by supporting them in inclusive farm planning and decision-making, introducing appropriate climate-smart agriculture techniques and technologies to strengthen local farming systems, and ensuring natural resource conservation and development of strategic value chains. The project draws on IFDC's expertise in integrated farm household planning, sustainable seed systems development, climate-smart agriculture, market systems development, and natural resource conservation being successfully deployed in Burundi, Mozambique, and South Sudan. BRIGHT expects to increase the resilience and income of 100,000 smallholder farming households and convert 100,000 acres of farmland to sustainable use.

Accelerating Agriculture and Agribusiness in South Sudan for Enhanced Economic Development (A3-SEED; 2021-2025), *Embassy of the Kingdom of the Netherlands*

- Implemented in: South Sudan
- Funding: €8.5 million

A3-SEED seeks to drive the commercialization of the seed sector to transition South Sudan from humanitarian relief support to a commercial, sustainable, and adaptive agriculture sector. Through partnerships with private sector seed companies and outgrowers, A3-SEED aims to improve seed production practices and input marketing and distribution to ensure availability of quality seeds down to the last mile. A3-SEED seeks to reach more than 100,000 farming households that will see a doubling of income from marketable surpluses of targeted commodities, thereby improving livelihoods.

Soil Fertility Stewardship Project (PAGRIS; 2020–2024), *Embassy of the Kingdom of the Netherlands*

- Implemented in: Burundi
- Funding: €8.5 million

PAGRIS is an innovative project that seeks to achieve ecologically sustainable land management in Burundi by working (1) at plot level to co-create, test, and implement integrated land stewardship strategies

and practices using a participatory learning and action approach in close collaboration with farming households; (2) at slope level to improve management of slopes and watersheds through collective community action; and (3) at institutional level to create a favorable environment that improves the availability, access, and utilization of context-specific fertilizer products and techniques. In 2021, the projected trained over 14,000 household, implemented integrated practices covering over 15,000 hectares, and helped the Soil Fertility Directorate (DFS) improve the strategic and technical quality of fertilizers produced in Burundi through the National Fertilizer Subsidy Program.

Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship (2SCALE), (2012-2018, 2019-2023), *Netherlands Directorate-General for International Cooperation*

- Implemented in: Kenya, Ethiopia, Uganda, Mozambique, South Sudan, Côte d'Ivoire, Burkina Faso, Nigeria, Ghana, Benin, Niger, Egypt, Mali
- Funding: €100 million

2SCALE is the largest incubator of inclusive agribusiness in Africa, working with farmers and small-scale entrepreneurs in nine countries, with a focus on staple crops, oilseeds, feed and fodder, and vegetables. 2SCALE builds networks that connect farmers, buyers, and support services, enabling them to create and grow new businesses. The first phase of 2SCALE saw over 600,000 smallholder families significantly increase their incomes and over 2,500 entrepreneurs multiply sales through 52 agribusiness partnerships to achieve a sustainable supply of food to regional, national, and local markets; over €50 million has been co-invested by the private sector. Phase 2 aims to improve access to nutritious foods by one million base-of-the-pyramid consumers; improve the livelihoods of 750,000 smallholders (50% women; 40% youth); and develop inclusive business with 5,000 micro-, small-, and medium-sized enterprises. The program has established 65 active public private partnerships in four sub-sectors and 23 commodity groups. 2SCALE aims to mobilize €50 million in co-investment and €50 million in financial services. To date, it has brokered more than €10.3 million in financially inclusive contracts, including crowdfunding.

Feed the Future Soil Fertility Technology Adoption, Policy Reform and Knowledge Management Project (2015-2010, 2019-2023), *U.S. Agency for International Development (USAID)*

- Implemented in: Bangladesh, Nepal, Myanmar, Kenya, Uganda, Rwanda, Ethiopia, Mozambique, Ghana, Niger
- Funding: $15.26 million

Through this project, IFDC bridges the gap between scientific research and technology dissemination to smallholder farmers. IFDC develops, pilots, and scales up soil fertility and agricultural productivity practices and technologies, such as the SMaRT approach to balanced fertilizers – Soil testing, Mapping, Recommendations Development, and Transfer to farmers; supports policy reforms and market development (e.g., fertilizer platforms and subsidy policy); and leads the Sustainable Opportunities for Improving Livelihoods with Soils (SOILS) Consortium within the Soil Intensification Innovation Lab (SIIL).

Potato Capacity Building (PCB) Project, (2018-2022, 2022-2023), *Embassy of Ireland*

- Implemented in: Kenya
- Funding: €2.3 Million

PCB aims to improve productivity through the adoption of new technologies, including certified seed potato and new varieties, good agricultural practices, improved farm management, and market access and linkages. IFDC has promoted backward and forward linkages between anchor firms and lead farmers, provided capacity building to more than 3,000 smallholder farmers to improve supply in line with international standards, and incentivized private sector investment and public sector partnerships to enhance regulation. Between 2018 and 2020, PCB grew its partnerships from two to nine private sector firms, including Sereni Fries Ltd., Corteva, Syngenta, and other major domestic and international processors, input suppliers, and foreign investors with expressed interest to invest in infrastructure, equipment, financing, and more beyond the project term. Other partners include four Kenyan and Irish public sector partners, two non-governmental organizations, and three academic or research institutions. Through its partnerships, PCB has generated a 1:1 match of €1 million.

Transfer Efficient Agricultural Technologies through Market Systems (TEAMS; 2021-2022), *Embassy of Sweden*

- Implemented in: Mozambique
- Funding: €3.6 million

TEAMS facilitated sustainable last-mile input systems for farmers by creating an agro-dealer network to enable access to improved inputs, as well as integrated soil fertility management (ISFM) and climate- smart agriculture technologies. By supporting the establishment of and collaborations with local agro-dealers, input companies, and the government, the project was able to create last-mile systems for improved inputs and information on good agricultural practices, which benefitted 8,788 farmers. TEAMS also worked to build the resilience of farming households to climatic and economic shocks and increase food availability within the household by diversifying their farming systems to include horticultural crops (tomato, cabbage, and sweet pepper), which saw net annual incomes rise from $126 to $396 per farmer. Through gender mainstreaming in the project, 5,085 women accessed labor-saving technologies (threshers), which saved them up to 85% of time spent on threshing; 5,085 women accessed low cost irrigation systems and 1,495 accessed soil moisture sensors, which also reduced the amount of labor required for irrigation. The TEAMS program, in collaboration with the Peace Process Secretariat, also supported the reintegration process of 610 ex-guerillas (62 women) and their family members by providing training on climate-smart agriculture and business skills as part of their social reintegration. Consequently, five ex-combatants managed to establish input retail shops, providing access to improved inputs to their communities, and nine ex-combatants secured leadership positions in farmer groups.

Private Seed Sector Development (PSSD; 2018-2023), *Embassy of the Kingdom of the Netherlands*

- Implemented in: Burundi
- Funding: €7.7 million

PSSD seeks to rapidly grow the market for quality seed and establish commercial seed production and marketing in Burundi as a self-sustaining business supported by client-oriented seed services. The project aims to increase the production and incomes of 178,000 farmer households in Burundi. PSSD is working with private and public sector partners to promote the development of a private sector-led seed industry that can provide farmers with sustainable access to high-quality seed and agricultural advisory services. As of 2021, 97,394 smallholder farmers had purchased seed from PSSD partners, a ninefold increase from 2019. About 1,958 mt of seed was sold in 2021, an increase of 37.3% compared to 2020, for a total of 3,742 mt thus far. More than 5,700 demonstration fields have been established, and trainings on good agricultural practices have been provided to 64,180 smallholder farmers, 45% of whom are women.

Supporting Agricultural Productivity in Burundi (PAPAB; 2015-2019), *Embassy of the Kingdom of the Netherlands*

- Implemented in: Burundi
- Funding: €33.5 million

PAPAB aimed to sustainably increase food production by promoting climate-resilient and sustainable agricultural techniques and stronger farmer-market linkages to raise profits and investments. This was tackled in two components: (1) improving soil fertility through improved soil nutrient supply systems and (2) increasing farm productivity, resilience, and farmers' access to markets. To ensure sustainability and continuity, the project adopted the integrated farm planning approach to improve farm management and inclusive decision-making with input from

all family members on available resources, risks, roles, and collective goals within the household. Consequently, realistic goals and strategies were set that critically promoted household- and community-level ownership over the development and implementation of strategies to increase resilience to external shocks, sustainable asset (including land) management, and better incomes.

PAPAB sustainably increased agricultural productivity, strengthened resilience, and raised income for 865,666 farming households through Component 1 (2019) and 59,575 farming households through Component 2. The integrated farm planning approach has had a significant and positive impact on smallholder farming households in Burundi, with 69.1% of all households trained in the approach reporting an improvement in the well-being of their household. Most of the first-generation of households that participated in the integrated farm planning approach reported a significant increase in household income (98% of women-headed households and 100% of men-headed households) compared to farmers who did not; these nonparticipating farmers reported significantly lower levels of progress, with only 28% of women-headed households and 33% of men-headed households significantly increasing their income.

AfricaFertilizer (2009-ongoing), *Multi-Donor Funding*

- Implemented: Africa-wide
- Funding: $1.38 million

AfricaFertilizer is the premier source for fertilizer statistics and information in Africa. It is hosted by IFDC and supported by several key partners, including the International Fertilizer Association (IFA), Argus Media, the Bill and Melinda Gates Foundation, and Development Gateway. Since 2009, AfricaFertilizer has been collecting, processing, and publishing fertilizer production, trade, and consumption statistics for the principal fertilizer markets in sub-Saharan Africa. It maintains an extensive network of fertilizer industry actors in the main fertilizer trade corridors and collects key information on the major producers, their production facilities and capacities, importers/suppliers, various distribution channels, and agricultural service suppliers (laboratory services, research, credit providers, and warehousing/storage services). AfricaFertilizer encourages and coordinates partnerships and data-sharing mechanisms that provide information in two primary areas: (1) fertilizer statistics, such as production, trade, consumption, prices, production capacities, and fertilizer use by crop; and (2) fertilizer market intelligence, including fertilizer policies and regulations, subsidy programs, business and product directories, publications, and news.

AfricaFertilizer sources, aggregates, filters, and shares information on fertilizer through its web-based portal, AfricaFertilizer.org. The initiative offers a combination of information and media channels and tools – from comprehensive websites and searchable online statistics to policies, market news, product catalogs, and business directories and now also includes social media and mobile applications. AfricaFertilizer is interacting with major international databases, such as FAOSTAT and IFADATA, fertilizer intelligence agencies, and several regional and national agro-input market information systems, reaching 10,000 agro-dealers and millions of farmers across West and East Africa. The data is utilized by national governments to calibrate their subsidy policies and by the private sector in developing their route-to-market strategies. AfricaFertilizer is also working with the African Union Commission in providing data that feeds into the Comprehensive Africa Agriculture Development Programme (CAADP).

Relevant Core Competencies

Market Systems Facilitation and Private Sector Development

IFDC excels in its ability to broker partnerships between private companies, farmer organizations and service providers. These partnerships cover (1) agro-inputs (importation, wholesale and retail distribution); (2) agro-processing (farmer groups sell collectively to processors and large traders); (3) support services such as credit, insurance, and market information; and (4) product development and diversification, working with agribusinesses to develop nutritious foods sold through innovative distribution channels to base-of-the-pyramid consumers.

Inclusive Agribusiness

IFDC partners with the private sector to build sustainable agribusiness networks that enable small-scale farmers to connect with markets and services through agribusiness cluster (ABC) development centers. This bottom-up approach facilitates greater trust and enables sustainable and profitable business relationships among ABC actors.

Fertilizer Sector Development

IFDC works with governments, fertilizer companies, research institutes and development partners to coordinate activities across the sector through fertilizer platforms. These public-private bodies ensure sector coordination and address cross-cutting issues to alleviate bottlenecks. In 2018, IFDC undertook sector-wide fertilizer blending assessments for AGRA in five countries in the region. IFDC's work has also led to innovations such as customized fertilizers developed according to crop requirements and prevailing soil nutrient deficiencies, which can increase yields by up to 50%. The results have helped improve nutrient management in maize, wheat, potato, rice, beans, and other crops and are supporting countries in the region to move from blanket fertilizer recommendations to crop- and site-specific recommendations that increase farmer productivity and profits.

Seed Sector Development

IFDC works across the seed sector in regulatory issues, seed certification/inspection, multiplication (by formal seed companies, community-based organizations, or local seed businesses), and marketing and distribution with a focus on innovative last-mile solutions.

Development and Scaling of New Climate-Adapted Technologies and Approaches

Smallholder farmers are particularly vulnerable to climate change impacts. IFDC projects combine various approaches for mitigation: climate-smart agricultural technologies relevant to households' needs and investment capacity; alternative cropping systems to safeguard household food security; and recognition of gender roles in climate adaptation at the household level (e.g., decision-making). Because climate change occurs at the landscape level, we work closely with local authorities on landscape mapping, vulnerability assessment, and design of mitigation measures that enhance household and community resilience. IFDC promotes technological innovations that increase fertilizer and water use efficiency to improve soil health, combat erosion, and minimize environmental damage.

Agricultural Enabling Environment

IFDC has significant experience providing policy formulation support and institutional capacity building for fertilizer importation, registration, and quality and safety standards throughout the supply chain. Fertilizer quality assessments were conducted to support policy efforts and harmonize fertilizer regulations in Kenya and Uganda. IFDC has also worked with governments in Kenya, Uganda, Rwanda, and Burundi to advise or implement "smart subsidies" with better targeting and transparency, lower costs, and delivery through the private sector, as compared to conventional subsidy programs.

Increasing Farm Productivity, Profitability, and Sustainability

Combining last-mile services with access to improved inputs and farm management practices, such as climate-smart and conservation agriculture,[1] integrated soil fertility management (ISFM)[2], and site-specific Soil testing, Mapping, Recommendations development, and Transfer to farmers (SMaRT), IFDC works with farming households to increase productivity and profitability. IFDC pioneered the balanced nutrition concept for soil fertility management, promoting crop- and soil-specific fertilizer formulas, which has resulted in 30-40% yield increases with minimal cost increases and overall improvements in farmer food security and income. Balanced fertilizer use is part of a suite of good agricultural practices adapted for different crops, market scenarios, and farmer risk profiles to ensure household profitability, food security, and resilience.

[1] Conservation agriculture is a farming system that promotes minimum soil disturbance (i.e., no tillage), maintenance of a permanent soil cover, and diversification of plant species. It results in increased water and nutrient use efficiency, leading to improved and sustained crop production.

[2] ISFM is an IFDC approach that improves soil fertility through the combined use of mineral and organic fertilizers and other soil- and yield-enhancing practices, such as crop residues, composts, and green manures.