



AICCRA

Accelerating the Impact of CGIAR
Climate Research for Africa



Zambia Accelerator Grant

Proposal guideline

Length: 12 pages, max. 6,000 words, incl title page

IMPORTANT: Please read the Proposal Document for the bundle to which you want to apply (page 7, #46 of the [VC4A application page](#)).

Title: Scaling Up of Climate-Smart Seed Value Chain Development for
Agricultural Livelihoods Resilience

Bundle: CSA Bundle 3; Addressing Drought through Climate Smart Seed Varieties

Locations (s): Central Province: Mumbwa, Shibuyunji and Chibombo Districts,

Budget requested from AICCRA: 29,988.95 USD

Contribution to project implementation: 19,598.05USD

Summary (max 250 words)

The project aims to enhance smallholder farmer resilience to climate change by scaling up climate-smart seeds of soybeans and groundnuts, coupled with capacity-building extension services and access to finance and insurance products. This intervention will provide farmers with the tools and knowledge necessary to adapt to changing climatic conditions, ensuring sustainable agriculture and stable incomes.

The project employs a collaborative approach with key stakeholders: FeedNatseeds Limited will contract smallholder farmers into an out-grower scheme and train them in climate-smart seed multiplication with the Seed Certification and Control Institute (SCCI). Mulimi Farmers Scheme will provide capacity-building in digital financial products and services, while Sim Swift Limited (Ubuntu Finance) will offer affordable loans and financial literacy training. This integrated approach ensures comprehensive support for farmers, from seed production to financial management, building resilience against climate shocks.

Targeting smallholder farmers, agricultural cooperatives, and Mulimi Farmers Scheme members in Zambia's central province, the project addresses challenges like erratic rainfall, drought, and pest infestations. Key activities include large-scale distribution of climate-smart seeds, overseen by FeedNatseeds Limited, and extensive capacity-building services through Mulimi Farmers Scheme. Ubuntu Finance will facilitate access to finance and insurance products tailored to smallholder needs.

Deliverables include successful seed distribution, comprehensive farmer training, and established financial linkages. Expected outputs are increased adoption of climate-smart practices, improved crop yields, and enhanced financial stability. Annual impact reports will document outcomes and inform future initiatives.

Background information (max 2,000 words)

Agricultural production has been and continues to be an important economic activity supporting the livelihoods of a large number of rural households in Zambia. It is estimated that 80 percent of rural small-holder farmers in the country are directly dependent on agricultural production for their livelihood (Derrick Sikombe, 2012). However, most of these farmers are trapped in a state of perpetual poverty, because they face various challenges that hinder their agricultural productivity (and production), household food and nutritional security and, ultimately impacts on their livelihoods.

For instance, the crop forecast survey of 2022/23 farming season revealed that yield of groundnuts only increased by 2% from 0.63MT/ha in 2021 to 0.64MT/ha in 2023. While Soyabeans average yield reduced by 14% from 1.26MT/ha in 2021 to 1.08MT/ha in 2023. The low use and access to improved seed, extensive recycling, climate change shocks and poor adoption of climate smart agriculture practices have been cited as critical factors affecting yield performance (Mukuka and Shipekesa, 2013). The low use of improved seed is attributed to lack of availability of early generation seed.

The proposed intervention by Feednat-Agro Limited and partners seeks to enhance Smallholder farmers' production and productivity by increasing their access to climate adaptable legume seeds coupled with capacity building in climate smart agriculture practices, linkages to processors and micro financial firms. The legume seeds that will be promoted under the project are; Soyabean (Kafue) and Groundnuts (MGV7). These are superior and well adapted varieties with increasing demand for value addition.

In 2022, Zambia imported and exported approximately 839.57MT and 18,218.96 MT of commercial soybeans. For groundnuts imports were 9.24MT while exports reached 3,185.8MT. These figures reveal the availability of both export and local markets for these crops. However, there is a notable trade deficit of 91.56MT in peanut butter, highlighting low value addition to groundnuts within Zambia. This underscores the need for entrepreneurship training focusing on value addition and processing of these target crops.

Table 1: Commercial Soyabean and Groundnuts Trade Balance

Commercial Crop	Export ' MT	Import 'MT	Trade Balance' MT
Soyabeans	18,218.96	839.57	17,379.39
Groundnuts	3,185.79	9.24	3,176.55
			-
Peanut butter	1.53	93.09	- 91.56

Source: FAO stats, 2024

Despite market availability, several constraints impeded the full realization of the market potential for soybeans and groundnuts in Zambia. One major issue is the low value addition to these crops. In 2022, Zambia had a trade deficit of 91.56 MT in peanut butter, indicating insufficient processing capabilities. Limited access to quality seeds also hampers crop yields. The inadequate availability of new early-generation seeds, and the adoption of improved certified seeds remains low. Climate change poses a significant threat, with increasing droughts and pests negatively affecting yields. The lack of adoption of climate-smart agricultural practices such as conservation farming, Crop rotation, Mulching exacerbates these challenges.

Alignment with AICCRA Priorities

Business/partnership model for agricultural technology and innovation adaptation and improvement – supporting inclusivity and environment

The business and partnership model for agricultural technology and innovation emphasizes inclusivity and environmental sustainability by strategically integrating key stakeholders. Government agencies like the Zambia Agriculture Research Institute (ZARI) supply early-generation seeds, while the Seed Certification and Control Institute (SCCI) trains contracted growers in certified seed production, ensuring high-quality seed output and adherence to standards. Microfinance firms play a crucial role by providing affordable financing options to farmers, fostering financial inclusion within the agricultural sector. Additionally, insurance firms offer weather-based insurance products, helping to mitigate risks associated with unpredictable climatic conditions and providing a safety net for farmers.

Socially inclusive beneficiaries, including both contracted seed growers and non-contracted seed growers (farmer customers), are central to this model. This ensures that technological advancements are accessible to all farmers, regardless of their contractual status. By involving diverse stakeholders and focusing on sustainable development, this collaborative approach not only enhances the accessibility of technological advancements but also promotes financial inclusion and environmental

stewardship in agricultural practices. Overall, this model supports a resilient and inclusive agricultural ecosystem.

Developing climate resilient value chains, that catalyze adoption, improve social inclusion, sustainable use of land and water

The intervention target value chains (soyabeans and Groundnuts) are climate smart and gender sensitive. Contracted smallholder seed growers will be organized in socially inclusive groups of 25 members per group with 60% women participation rate and 30% youths. Farmer climate smart trainings for both the contracted seed growers and none seed growers will ensure same level of women and youth participation. Legumes are considered as low greenhouse gas emission crops because of their capacity to fix nitrogen via rhizobia symbiosis, legumes lessen fossil fuel use by reducing the demand for synthetic nitrogenous fertilization for themselves and subsequent crops (FAO, 2019). These practices will contribute to company and country level efforts to achieving SDGs 1,2,3,13 & 15.

Scaling CIS delivery and CSA technologies

The proposed intervention offers a bundled package of inputs that includes climate-smart legume seeds, extension services focusing on climate-smart practices such as conservation farming, crop rotation, and mulching, as well as linkages to financial and insurance products. The intervention plans to utilize the Agripredict application to register farmers and contracted seed growers. Agripredict is a digital platform that provides farmers with a comprehensive suite of services, including market access, connections to Agrodealers, climate warning information, and agronomic tips for achieving higher yields. Additionally, the company will pay contracted seed growers through mobile money to promote financial inclusion.

Which target groups does it support (smallholders, women, youth), criteria for selection, estimated number of direct and indirect target groups

Feednat-Agro intends to implement an inclusive “legume” out-grower business model that will work with 100 smallholder farmers as seed growers in rural parts of Central provinces. The farmers will be organized in groups of 25 members each headed by one (1) lead farmer. Through the out-grower model, farmers will be able to access the improved Certified seed varieties of Soyabean and groundnuts. This will be achieved through provision of pre-financed inputs in form of foundation seed to the contracted farmers. The company will further collaborate with its partners; the Seed Control and Certification Institute (SCCI) and Zambia Agricultural Research Institute (ZARI) to provide farmers with extension services and also conduct regular field inspections for quality assurance. The varieties promoted under the project are climate smart seed varieties. They possess positive attributes that enhance farm production, productivity thereby resulting in increased household incomes for farmers.

The varieties are high yielding, resistant to common field pests and diseases and tolerant to drought. The project will ensure that 60% percent of the contracted farmers are women and the remaining 30% will be youths. This is a deliberate effort by the business to ensure that youths and women benefit from the market opportunity presented by the project. Each farmer will be required to have access to at least 1ha of land to be utilized under the project. Throughout the project, Feednat-Agro will act as the main off-taker for seed produced by the farmers by providing foundation seeds on credit and this will be recovered from the farmers’ harvest and the rest of the produce will be purchased by the company.

A total of 2,200 non-seed growers (1,320 Female, 550 youths) are also expected to directly benefit from the intervention through hosting of seed demonstration plots, participation in farmer field days, and capacity building trainings in climate smart agriculture practices, small sample seed packs, financial literacy, linkages to finance and insurance products.

The company will also engage 40 factory workers (30 female; 20 Youths) as direct beneficiaries to assist in the sorting and packaging of aggregated raw seed from growers to end markets. Five interns will also be engaged under the project to assist in monitoring and evaluation, administration and field operations.

The intervention is also expected to positively impact processors as indirect beneficiaries through linkages to farmers. Another group of indirect beneficiaries will be farm workers engaged by seed growers at different stage of the seed growing period. This broader impact enhances the agricultural value chain, fostering economic growth and community development

Table 2: Project Beneficiaries

Description	Female	Male	Youth	Total
Direct Beneficiaries				
Seed Growers	60	40	30	100
Farmer Customers	1,320	880	550	2,200
Factory workers (Seed sorters)	30	10	20	40
Interns	3	2	5	5
Total direct beneficiaries	1,413	932	605	2,345
Indirect Beneficiaries				
Agro-processors	2	2	1	4
New indirect on-farm Jobs	5	10	7	15
Total Indirect beneficiaries	7	12	8	19

Source: Authors computations

Sustainability and long-term commitment

FeedNat Agro Limited operates a business model that seeks to create positive impacts and change in the communities it operates by investing in projects that directly employ workers from local communities. Developing climate-resilient seed systems and making seeds available to farmers every season will guarantee the sustainability of results and impacts at the farm level and national levels. Training and building the organizational capacity of smallholder seed growers and transforming these into formal business organizations as cooperatives will help sustain their existence and position them for further growth and expansion. FeedNat Agro Limited will continue to be an aggregator for smallholder seed grows, providing continuous technical, marketing, and distribution support. This will help to sustain project results and impacts beyond the project period.

Objectives (max 500 words)

The overall objective of the intervention is to increase smallholder farmers' access to climate resilient legume seeds (Soyabeans and Groundnuts) thereby address the prevailing climate change issues through access to climate adaptable Seed technology and improved farming methods. This will result in enhanced production, increased household incomes as well as improved food and nutrition security especially among the base of the pyramid (BoP) rural communities. The intervention is expected to enhance farm resilience, promote sustainability and ultimately improve the economic well-being of rural communities in Zambia.

The specific objects include;

- 1) To increase availability of Certified Climate Seed Varieties of soyabeans and Groundnuts to smallholder farmers and the rural farming community by contracting **100 smallholder seed growers (60% female and 20% youths)** to produce **90MT of soyabeans** and **75MT of groundnuts** in central province by June 2025.
- 2) To provide capacity building trainings to the **100 contracted smallholder seed growers** and **2,200 smallholder farmers** aimed at enhancing climate resilience. Strong focus will be on improved climate smart farming practices, **financial literacy, entrepreneurship** and **digital integration** by project end.
- 3) To increase the yields of contracted soybean and groundnut seed growers from the current averages of **1.08 MT/ha** and **0.64 MT/ha** to **1.8 MT/ha** and **1.5 MT/ha**, respectively, by the end of the project through enhanced access to climate information and the adoption of climate-smart agricultural practices.
- 4) To achieve a **60% women** and **20-30% youth participation rate** in all project-supported activities by the end of the project. This deliberate effort ensures that both youths and women benefit from the market opportunities presented by the project, addressing challenges in existing gender norms and power structures that prevent women from adopting climate-smart agriculture (CSA) practices, and managing the risks of women being left behind.
- 5) **Establish 5 Mega Field Demo and 25 normal field demos** (both rural and community demos) in the targeted areas of intervention to showcase the performance and importance of our improved legume seed varieties by February 2025.

6) Detailed description of the activities (max 1,000 words)

S/N	Partner	Activity Description	Timeline	Milestone (Deliverables)
1	FeedNat Agro; SCCI	Identify, engage and train smallholder farmers in certified seed production	Sep-Oct, 2024	100 growers contracted and trained in Soyabean and Groundnut certified seed production
2	FeedNat Agro; ZARI	Procure of Soyabean and Groundnuts parent/foundation seeds	Sep- Nov, 2024	3,000Kg of Soyabeans and 4,000Kg of Groundnuts foundation seed procured
3	FeedNat Agro; Mulimi Farmers Scheme	Distribution of foundation Seed to growers	Nov-Dec, 2024	3,000Kg of Soyabeans and 4,000Kg of Groundnuts foundation seed distributed to growers
4	FeedNat Agro; Mulimi Farmers Scheme	Conduct smallholder farmer capacity building trainings (CSA)	Dec, 2024- Jan 2025	2,300 farmers trained in Climate Smart Agriculture
5	Sim Swift (Ubuntu Finance)	Financial Literacy, Access to finance & Entrepreneurship training	Apr-May, 2025	2,300 Farmers trained in Financial Literacy & Entrepreneurship
6	Mulimi Farmers Scheme & Sim Swift (Ubuntu Finance)	Weather based Insurance Campaigns	Dec, 2024- Feb, 2025	2,300 farmers reached through Insurance awareness campaigns
7	FeedNat Agro	Seed Demos (Soyabeans & Groundnuts)	Dec, 2024- Feb, 2025	30 seed demos of soyabeans and groundnuts mounted
8	FeedNat Agro; Mulimi Farmers Scheme	Conduct Customer Education- Field days on Seed Demos	Mar-Jun, 2025	1,350 farmers reached through 60 farmer field days

9	FeedNat Agro	Aggregate and process certified seed produced from smallholder growers	June, 2025	90 MT of Soyabeans and 75MT of Groundnut certified seed Aggregated from growers
10	FeedNat Agro	Monitor, document, report and evaluate project outcomes	Sep 2024-Aug 2025	Quarterly reports and Close out Report

Implementation strategy (max 2,000 words)

Business/partnership model of implementation and justification

The proposed seed business partnership implementation strategy will follow a collaborative partnership model that leverages the strengths, expertise and resources of multiple stakeholders. This approach ensures a holistic and sustainable impact on the seed value chain, from development to distribution and farmer adoption. The key partners include:

- i. **FeedNat Agro Limited:** Lead applicant and primary seed producer will be responsible for management of the seed out grower scheme, demand creation activities such as seed demos and field days, training of contracted seed growers in certified seed production in conjunction with SCCI, Aggregation, processing, marketing and seed sales.
- ii. **Mulimi Farmers Scheme:** A social enterprise tasked with providing capacity-building services to smallholder farmers. This includes training on best agricultural practices, seed utilization, and climate-smart agriculture (CSA) techniques, Weather based insurance products and digital financial services. Mulimi Farmers Scheme has extensive experience working with over 3,000 local farmers and promoting sustainable agricultural practices, Insurance and access to finance.
- iii. **Sim Swift Limited (Ubuntu Finance):** A microfinance firm focused on providing affordable loan facilities and training in financial literacy to smallholder farmers. Financial support and literacy are crucial for farmers to invest in quality seeds and farming inputs, ensuring adoption and scaling of new technologies.

What is your scaling and financing strategy over the next two years

FeedNat Agro Limited plans to scale by leveraging existing partnerships with local farmers to expand the seed grower scheme. This includes increasing the number of growers, production levels, crop seed varieties, and the number of districts served. To support this growth, the company aims to secure financing for a new seed processing plant to boost processing capacity and sales volumes. Investment will also be directed toward developing financial systems, improving seed crop production, implementing cost-efficient marketing and sales strategies, and enhancing digital farmer extension support. Additionally, FeedNat Agro Limited will strengthen current partnerships with Mulimi Farmers Scheme and Sim Swift Limited while actively seeking new local and international partners to broaden its reach and fill skill gaps. Given the limited access to capital in Zambia, FeedNat Agro Limited will pursue a diverse range of financing sources. The company will apply for grants, seek impact investments, and negotiate cost-sharing arrangements with partners, in addition to utilizing retained earnings. A detailed budget and financial plan will be developed to guide this process, supported by robust monitoring and reporting systems. This multi-faceted approach aims to secure the necessary funding while promoting long-term viability and growth.

How will the model be commercially sustainable after project closure

FeedNat Agro Limited will ensure commercial sustainability after project closure, by focussing on farmer adoption, seed sales revenue generation, and robust market linkages. Demonstrating the benefits of climate-resilient seeds through pilot programs will motivate farmers to continue purchasing these seeds. Profits from seed sales will be ploughed back into ongoing business development. Strong partnerships with local Agro-input dealers, NGO's and cooperatives will ensure reliable supply chains and market access. Additionally, capacity building and financial support will be integral. Ongoing training programs will equip farmers with the knowledge and techniques to maximize yields, fostering a commitment to improved climate smart seeds. Collaboration with financial and insurance institutions will provide farmers access to affordable loans and insurance, enabling investment in high-quality seeds. This integrated approach will help farmers manage risks, enhance productivity, and sustain agricultural activities, ensuring the seed business's growth and contributing to the development of the rural community.

Compliance with relevant global, regional and national policy frameworks and if appropriate environmental and social safeguards

For FeedNat Agro Limited's seed business, compliance with relevant global, regional, and national policy frameworks, as well as environmental and social safeguards, is essential. Here are three key considerations:

- i. **Global Seed Standards and Certification:** FeedNat Agro adheres to international standards such as the International Seed Testing Association (ISTA) and International Union for the Protection of New Varieties of Plants (UPOV). These standards ensure seed quality, purity, and varietal protection, which are critical for maintaining market credibility and legal compliance.
- ii. **Regional Agricultural Policies:** FeedNat Agro follows regional policies set by bodies like the African Union's Comprehensive Africa Agriculture Development Programme (CAADP). Ensure that your seed multiplication and distribution practices align with regional agricultural strategies, which focus on enhancing food security, boosting productivity, and promoting sustainable farming practices.
- iii. **National Agricultural Policies and Seed Regulations:** FeedNat Agro Aligns with Zambia's National Agricultural Policy and the Seed Control and Certification Institute (SCCI) regulations. These policies ensure that seed production, quality control, and marketing practices meet national standards for agricultural development and food safety.
- iv. **National Environmental and Social Regulations:** FeedNat Agro adheres to Zambia's Environmental Management Act and the Environmental Impact Assessment (EIA) regulations. Ensure that seed production and processing activities do not adversely affect local ecosystems and communities. Implement practices that minimize environmental impact and promote social responsibility, such as fair labor practices and community engagement.
- v. **Social Safeguards and Labor Standards:** FeedNat Agro is compliant and adheres to international labor standards set by the International Labour Organization (ILO). Ensure fair wages, safe working conditions, and respect for workers' rights. Additionally, engage with local communities to ensure that the seed business supports social development and addresses any potential negative impacts on local livelihoods.

These additional considerations will further enhance the sustainability, legal compliance, and social responsibility of FeedNat Agro Limited's operations.

Impact (max 250 words)

FeedNat-Agro will ensure an increase in productivity by utilizing climate-smart seeds and agricultural practices, thereby increasing farmer revenue from the sale of groundnuts and soybeans. Currently, smallholder farmers suffer from low yields due to the use of recycled seeds and poor farming practices, resulting in average yields of 1.08 MT/ha for soybeans and 0.64 MT/ha for groundnuts. These figures fall significantly short of the potential yields of 2.5 MT/ha for soybeans and 2 MT/ha for groundnuts.

According to the outlook of national commodity average prices in Zambia, the average price per metric ton for soybeans is \$282/MT, and for groundnuts, it is \$896.5/MT. Therefore, the adoption of improved climate-smart seed varieties of soybeans and groundnuts could result in an increase in farmer incomes by 66.5% and 134%, respectively. This substantial income boost underscores the importance of transitioning to more sustainable and productive agricultural practices.

Table 3: Yield Performance Under Recycled Seed Vs Improved Seed

Crop Type	Recycled seed without CSA		Improved seed with CSA	
	Average Yield	Gross Income	Average Yield	Gross Incomes
Soyabeans	1.08MT/ha	\$305/ha	1.8MT/ha	\$507.6/ha
Groundnuts	0.64MT/ha	\$573.8/ha	1.5MT/ha	1,344.75

Source: MoA; Bulletin No: 020424 – 30th April, 2024

The project is expected to implement a comprehensive capacity building programs targeted at the **2,200 farmers customers** and **100 contracted seed growers**, and company staff. The project aims to train the targeted BoP farmers in **financial literacy** and **climate smart agriculture practices** that will improve their resilience to climate change. Additionally, the targeted farmers will be linked to insurance companies for **weather-based index insurance** as an adaptation measure to climate change shocks, especially in drought prone areas Therefore, the project will positively contribute to the achievement of SDGs **1 No poverty; 2 Zero hunger; 3 Good health and wellbeing; 5 Gender equality** by ensuring a sustainable production of nutritious legume seeds through a gender and youth inclusive out-grower scheme. This integrated approach not only addresses immediate agricultural challenges but also supports long-term socio-economic and environmental sustainability.

The company, through the proposed scaling up of our seed-out growers' scheme by contracting an additional 100 growers in the soyabean and groundnuts value chains is expected to produce an additional 90MT of soyabeans and 75MT of groundnuts. At current seed market prices of \$1,700/MT for soybeans and \$2,500/MT for groundnuts, this would result in gross seed sales revenues of \$153,000 and \$187,500 for soyabeans and groundnuts respectively. Therefore, the project is expected to increase the company's gross revenue by \$340,500.

Organizational and management capacity (max 250 words)

FeedNAT Agro Limited is a diversified agricultural inputs company that was established in January, 2023, with the aim of transforming rural livelihoods, especially women and youths through provision of Climate Smart Seeds of legume and cereal crops coupled with capacity building and extension services. The company works with various stakeholders that include; smallholder farmers and the Ministry of agriculture through Seed Control and Certification Institute (SCCI), Plant Quarantine and Phytosanitary Services (PQPS), Zambia Agricultural Research Institute (ZARI) and the Golden Valley Agriculture Research Trust (GART), etc.

The company is full-fledged and well positioned to implement the proposed project by leveraging on its current operations (provision of improved legume seeds and farming practices), partnership with the above-mentioned seed industry stakeholders and value chain players. Additionally, FeedNat has staff with vast experience with the proposed project activities. For example;

Chief Executive Officer, Cecilia Nyendwa is a seasoned agronomist with over 7 years of experience in seed production, conservation agriculture, project coordination and management, and farm machinery operation. She has held positions such as Field Production Manager at UPL Zambia, Assistant Field Seed Production Manager at Stewards Globe Limited, and Commercial Field Operations Supervisor at Bayer. Nyendwa excels in training, compliance, crop management, and seed quality assessment. She is proficient in various computer applications and communication platforms. Currently pursuing a BSc in Horticulture, she holds certificates in Seed Inspection, Monitoring & Evaluation, and a diploma in Export Horticulture.

Research and Development Consultant; Oswell Farayi Ndoro, PhD, is a seasoned seed crop breeder with extensive experience in seed production, breeding, and systems. Holding a PhD in Plant Breeding, an MBA, and an MSc in Agronomy, he has served as Assistant Director at Afriseed and Senior Lecturer at Chinhoyi University. Ndoro has international consulting experience and has collaborated with government, NGOs, and seed companies in Africa. He is proficient in research and data analysis.

Chief Financial Officer, Lombe Musonda; She is a trained accountant with over six years of experience across various industries, and currently pursuing a Master's in Accounting and Finance from ZCAS University. Her background includes a Bachelor's degree in Accountancy from the Copperbelt University. She possesses strong skills in financial reporting, reconciliation, and use of accounting software. Professional roles have included Senior Accountant at the University of Lusaka, Senior Accounts Assistant at Bayport Financial Services, and Payroll Accountant at Choppies. She is very proficient in managing financial statements, budgets, payroll, and compliance with statutory obligations and she is dedicated to improving financial processes and contributing to organizational success.

Marketing and Sales Manager, Sibukale Joe, a trained agronomist with a degree in Agriculture Science from Gideon Roberts University and additional certifications from UNZA, has extensive experience in sales and agronomic training. As Regional Sales Manager for GRANCO LIMITED, he manages multiple provinces, providing agronomic services, coordinating product trials, and supporting smallholder farmers. His roles at AFRISEED, SeedCo Group, and Pioneer DuPont involved marketing, client relationship management, and conducting training to improve agricultural productivity and efficiency.

Team Proposed to Implement the Project (May Include Their Names and CVs)

- 1) **Project Manager: Cecilia Nyendwa**. She will be the Project Coordinator responsible for project oversight, budget control and reporting ensuring timely achievement of goals
- 2) **Monitoring & Evaluation and Learning Officer: Treasure Chisakula**, she will be responsible for overall project monitoring and evaluation in line with set targets.
- 3) **Training Coordinator: Zindaba Hanzala** – She will oversee training program design and delivery and stakeholder engagements.
- 4) **Project accountant: Lombe Musonda**. She will be responsible for overall budget management and reporting to the PC and liaising closely with PM and other team members.
- 5) **Out-grower manager: Oswell Farayi Ndoro, PhD**. He will be responsible for coordinating Field Management, Technical Support, Product Line Management, Interface with Regulators e.g. SCCI, Out-grower Selection, Out-grower Coordination, Processing and Production Record Keeping.
- 6) **Sales and marketing Manager: Sibukale Joe**, He will be responsible for coordinating sales, Customer farmer education, Demo Management, Field Day Management, Agro dealer Coordination, and Product Distribution.

- 7) **Production Agronomists (2)**, will collaborate with out grower farmers and implement field activities e.g. Seed inspections and trainings

Project Logical framework

S/N	Narrative summary	Objectively verifiable indicators	Means of verification	Risks and assumptions
	Overall Objective:			
1	Increase smallholder farmers' access to climate-resilient legume seeds to enhance production, incomes, and climate resilience in central province	Adoption of improved climate smart seeds of soyabeans and groundnuts; Yields of soyabeans and groundnuts	M&E reports and Field crop yield assessment reports	A conducive environment for households to engage in production (Stable security, reliable rainfall)
	Specific Objectives			
1.1	To contract an additional 100 smallholder seed growers to produce 90MT of soyabeans and 75MT of groundnut certified seed	Number of smallholder farmers contracted; Quantity of soyabeans and groundnuts produced	M&E reports and Field crop yield assessment reports	Sufficient parent seed can be sourced for multiplication: Reliable rainfall; Willingness of the farmers to comply with seed production guidelines
1.2	To increase smallholder farmer crop production by increasing yields for soyabeans and groundnuts by 66% and 130% respectively	Yield per hectare for soyabeans and groundnut crop seeds increases by 66% and 130% respectively	M&E reports and Field crop yield assessment reports	Reliable rainfall; Willingness of the farmers to adopt climate smart agriculture practices
1.3	To provide capacity building training to contracted 100 growers in certified seed production by SCCI	Number of farmers trained in certified seed production by SCCI. Target: 100 growers	SCCI seed producer digital platform; Signed training registers	Willingness of the farmers to participate in the seed grower trainings and availability of SCCI staff
1.4	To provide capacity building training to contracted 2,200 farmer customers and contracted 100 growers on climate smart agriculture practices	Number of farmers and growers trained climate smart agriculture practices. Target 2,300	Signed training Registers	Willingness of the farmers to participate in the trainings
1.5	To provide 2,300 smallholder farmer capacity building trainings in financial literacy; entrepreneurship; and Insurance services	Number of farmers and growers trained in financial literacy; entrepreneurship; and Insurance services . 2,300 farmers targeted	Signed training Registers	Willingness of the farmers to participate in the trainings
1.6	To link smallholder farmers to weather based insurance products providers and CIS	Number of farmers linked to weather based insurance products and Climate Information System(CIS). At least 50% of farmers purchases insurance products and uses CIS	Insurance agreement for	Willingness of the farmers to purchase insurance products and adopt CIS
1.7	To ensure 60% women and 20-25% youth participation rate in all project activities	Number of women and youth farmers contracted as seed growers and trained in capacity building programs: 60% women and 20-25% youths	Seed grower contracts and Signed training Registers	Favorable cultural norms

Duration and indicative action plan for implementing the action

S/N	Activities/ Months	2024					2025												Implementing partners	
		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
1	Procurement of parent seed																			FeedNat Agro; ZARI
2	Identification and Contracting of Growers																			SCCI, FeedNat Agro
3	Training contracted growers in seed production by SCCI																			SCCI, FeedNat Agro
4	Distribution of parent seed to growers for multiplication																			FeedNat Agro; Mulimi Framers Scheme
5	CSA Seed Demonstration Plots																			FeedNat Agro; Mulimi Framers Scheme
6	Training of farmers in Climate Smart Agriculture practices																			FeedNat Agro; Mulimi Framers Scheme;
7	Agriculture Insurance awareness compaigns																			Mulimi Framers Scheme; SIM Swift (Ubuntu Finance)
8	Training of farmers in Financial Literacy																			Mulimi Framers Scheme; SIM Swift (Ubuntu Finance)
9	Training of farmers in Entrepreneurship																			Mulimi Framers Scheme; SIM Swift (Ubuntu Finance)
10	Seed production inspections																			SCCI, FeedNat Agro
11	Seed Aggregation																			FeedNat Agro; Mulimi Framers Scheme
12	Seed Markeing and sales																			FeedNat Agro; Mulimi Framers Scheme

Proposed Project Budget

FeedNat Agro Limited Zambia					
Description	Cost Per Unit	Number of Units	Total cost	AICCRA contribution	Own / other contribution
Procurement of parent seed(Soyabeans)	5,720.00	1	5,720.00	4,004.00	1,716.00
Procurement of parent seed(Groundnuts)	6,153.00	1	6,153.00	3,999.45	2,153.55
Smallholder seed grower Identification and Mobilisation Meetings	475.00	4	1,900.00	1,425.00	475.00
Seed Treating Machine	7,700.00	1	7,700.00	5,775.00	1,925.00
Branded Packaging materials	0.30	5000	1,500.00	300.00	1,200.00
Seed Demonstration plots	120.00	30	3,600.00	2,700.00	900.00
Laptop for the M&E Officer	708.00	1	708.00	531.00	177.00
Field tablets for data capture	115.00	2	230.00	937.50	- 707.50
Marketing materials (Broshures)	0.20	5000	1,000.00	750.00	250.00
Training of farmers in Climate Smart Agriculture practices	404.00	4	1,616.00	1,212.00	404.00
Training of farmers in Entrepreneurship	404.00	4	1,616.00	1,212.00	404.00
Seed production inspections	320.00	16	5,120.00	3,840.00	1,280.00
Training of farmers in Financial Literacy & Access to Finance	400.00	4	1,600.00	1,200.00	400.00
Agriculture Insurance awareness compaigns	381.00	4	1,524.00	1,143.00	381.00
Project management costs (Staff Salaries)	800.00	12	9,600.00	960.00	8,640.00
Total			49,587.00	29,988.95	19,598.05