Despite these unprecedented times, iDE Mozambique has adapted our implementation norms in order to continue our work with rural entrepreneurs.
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Current and Past Performance in Mozambique
A Message from the Mozambique Country Director of iDE

Dear Friends and Partners,

As we celebrate ten years of iDE in Mozambique, we find ourselves reflecting on the progress made thus far to enable rural entrepreneurs. Through years of research, partnership, piloting, and refining, we have arrived at this milestone with tried and tested approaches that are ready to be scaled.

At iDE, our primary focus has always been to create income opportunities for smallholder farmers. We aim to make a lasting impact by connecting clients to markets that deliver innovative and affordable agricultural products and services in order for them to prosper through abundant, nutritious harvests. While the COVID-19 pandemic has begun to jeopardize these efforts, we are demonstrating our resilience by showing our clients that in the face of extraordinary and difficult circumstances, iDE and its partners continue to serve those least able to cope.

In the last decade, iDE Mozambique has seen many of our solutions increase in reach and scale. In 2019 alone, we reached 77,865 individuals, increasing annual household income by $709. Furthermore, over the past three years of operations, we have maintained a cost-effectiveness ratio of 10:1, where every dollar of project expense generated $12 of impact.

While this is a remarkable accomplishment, we are nowhere near done. The socioeconomic, climate, and public health shocks that have impacted Mozambique have pushed us to rethink traditional extension models, moving towards the digitalization of the last-mile and further linking private sector actors to the last-mile rural entrepreneurs we work with. In all this, we continue to learn as we go, but this time we are embarking into the next decade with a sound set of core tactics.

We look forward to collaborating throughout this journey as we continue to rethink—together, what market systems development programming looks like in the context of Mozambique.

Stefano Gasparini
iDE Mozambique, Country Director
Business Delivers

We mobilize the private sector by building a strong business case for marketing to the poor. By sharing decades of lessons from successes and failures and ever-changing customer insights, we reduce the risk and challenge of market entry for businesses of all sizes.

We take special care to ensure that we are building markets that can continue to strengthen after we move on, and are inclusive of marginalized people. Where markets are so broken that basic market infrastructure does not exist, iDE creates financially viable social enterprises that are dedicated to social, environmental, and financial goals.

We improve the living standard of people in Mozambique by extending agricultural services to the most rural households. We do this by implementing the Farm Business Advisor model developed to suit different agribusiness contexts and adapted to various value chains.
Tactic A | **Human-Centered Market Discovery**

iDE leverages Human-Centered Design (HCD) rapid market assessments to identify which stakeholders must be involved in the supply chain to make the market function effectively. Further, it identifies their needs, motivators, barriers, and accelerators - information that informs the design of a system and market that encourages continued involvement.

iDE applies design thinking throughout different stages of the project lifecycle in varying degrees, whether it be dedicated teams of researchers and designers or within local country staff teams at the last mile. At the inception of any intervention, iDE deploys a Human-Centered Market Discovery assessment. iDE understands that to create a commercially viable, technically feasible, and user-desired product or service, rigorous qualitative research methods must first be applied to understand the landscape from both ends of the market. iDE's market discovery assessments are unique to the traditional market-research approach, as iDE is not dealing in traditional, formal markets but in under-resourced, informal ones where it is essential to understand the motivations and behaviors of all actors for long-term sustainability.

**Value Add**

iDE knows how to integrate HCD in large projects. We can very quickly get the right psychosocial read of the market and better aim the project’s resources, time, and energy toward the strong results - including the reduction of pursuing programmatic dead-ends that do not get the best results.

We can deploy industry-leading HCD from project startup, and through our historical combination of implementation and consulting, we know how to integrate design with other interventions to improve the efficiency of the overall program.
Tactic B | Commercial Pockets Creation

iDE’s core market ecosystem approach is built on "commercial pockets" or groups of several hundred smallholder farmers engaged in agricultural production and marketing. Centrally located collection centers enable farmers to aggregate and sort large volumes of produce, attracting traders from distant markets and helping fetch the highest prices. Working together, even the most rural smallholder farmers can have power in the marketplace both as buyers and sellers. As a result, commercial pockets act as hubs that connect farmers to resources and economic opportunities by facilitating training events, inputs, markets, technology, social organization, and local adaptation plans for disasters.

Both digital and physical commercial pockets ensure the flow of market information and services to smallholders while enhancing their participation. These pockets of intense commercial activity create other vital opportunities that benefit the rural poor, including access to training, agricultural inputs, and new services. At its core, our approach demonstrably enables small farmers to invest in their farms as businesses.

Value Add

Commercial Pockets are a proven way of creating competitive, resilient business ecosystems within wider projects, setting up a framework for faster and better impacts for multiple market actors concurrently.

iDE has set up over 300 commercial pockets over more than a decade, enabling refinement of the approach to be as cost-effective, replicable, and impactful as possible.
Tactic C | Market Systems Resilience Measurement

The Market Systems Resilience Index (MSRI) was first developed in 2018 in Bangladesh and is now one of two known real-world applications of market systems resilience measurement. Like other resilience measurement approaches, MSRI does not measure resilience directly, but instead, it uses indicators/determinants as proxies to resilience. These nine determinants contribute to 3 principles: Structure of the market, Connectivity of the market; and Support of the market.

MSRI is considered to be at the forefront of resilience measurement approaches. MSRI is not meant to be solely quantitative; instead, it is meant to support adaptive management and be a learning journey for project staff to explore their operating context and the resilience of the community. Data analysis and graphics are produced to visualize and understand the resilience levels of the market (see diagrams below). These can help project managers tailor interventions and adapt ongoing activities. We can also categorize elements of markets as having different levels of resilience or market strength while presenting the change and resultant impact to donors and project managers.

Value Add

MSRI is a new tool that is a pragmatic, cost-effective, and feasible way to measure resilience across multiple target market actor groups with the in-house experts to adapt and troubleshoot the tool in different contexts. The tool gathers actionable insights that can be directly applied to optimize project interventions. Where possible, data is collected from existing market sources (e.g., product prices).

As MSRI is modular, there are opportunities to strengthen aspects of the resilience assessment (e.g., Gender, Household, WASH) to the direct needs of the Market Systems and Resilience Activity.
Tactic D | Local Resilience & Adaptation Planning (LAPA) Integration

The Commercial Pocket Approach is one of iDE’s most effective ways of building sustainable and resilient market systems. The process involves first studying existing problems and working with a community to determine their priorities and opportunities. It can be done through Local Adaptation Plans of Action (LAPA) or alternative prioritization processes. It is crucial to ensure that all segments of the community, including marginalized persons (e.g., youth, women, ethnicity, elders), and that climate change impacts are taken into account.

LAPA integration within Commercial Pockets is a standout tactic in iDE’s resilience programming that addresses climate change through community-based approaches. There are seven steps in the LAPA process: sensitization, vulnerability assessment, identification of adaptation options and prioritization, adaptation planning, integration into the local plan, implementation, and monitoring and evaluation.

On the public sector side, this integration of resilience adaptation planning within competitive market ecosystems then works through existing policy channels to ensure that the needs of the rural poor are adequately represented in regional and national adaptation and disaster planning.
Tactic E | Promotion of Climate Smart Products

We have learned a lot from almost 40 years of working to support communities to improve their livelihoods. While there is still an enormous amount to learn, some best practices and approaches have proven effective. It is in iDE's core to share knowledge and best practices. Once we have worked with a community using Human-Centered Design (HCD) approaches and practices to understand their challenges and have identified opportunities, iDE works to promote context-appropriate products and approaches to smallholder farmers and communities.

The specific products and services vary based on the context. Some of these include micro-irrigation technologies (drip irrigation, sprinklers), polytunnels, solar products (solar dryers, solar pumps).

Value Add

Demonstrable approaches ensure that climate-smart technology scaling does not focus only on specific supply-side issues without delivering adequate/effective demand creation and supporting services provision (i.e. financial screening and services provision). We know how to generate a solid demand down the supply chain so that supply-side work with manufacturers/distributors can be translated into actual sales, uptake, and adoption of climate-smart solutions at meso/micro (farm) levels.

Photo: iDE Mozambique, 2018
**Tactic F | Farm Business Advisors (FBA) Network Creation**

FBAs are rural community sales agents who reach smallholder farmers within their areas of operation as potential clients/customers. They act as the last mile link for inputs and the first-mile link to the output markets. Using a business-minded approach, FBAs identify farmer needs, nurture and grow local demand, and optimize market engagements and relationships with preferred suppliers of inputs/equipment and buyers of produce.

The FBA approach originated in Cambodia and Nepal in the mid-2000s, quickly expanding across other iDE country programs and winning numerous awards, including the first Nestlé Creating Shared Value Award. iDE selects and trains independent male and female entrepreneurs who each support between 80 and 120 farmers, while FBAs help farmers analyze their farm enterprises and match any constraints with products and services from their toolkit. These solutions include improved seed, fertilizer, pest control products, irrigation equipment, and financing. FBAs can be integrated directly into the market ecosystem of commercial pockets to widen inclusive and resilient economic growth.

**Value Add**

iDE’s long-term presence in Mozambique, combined with over a decade of methodology refinement to FBA network development across ten countries, enables us to build an effective network of FBAs quickly. The latter can provide a last-mile delivery entrepreneurial network to reach even the remote communities with needed inputs, technologies, training, and market information.

There are over 3,500 active and recent FBAs across iDE’s global portfolio, serving nearly 600,000 farmers across seven countries.
Tactic G | Farmer Field Schools (FFS)

FFSs are a counterpart of the Model Farms and Gardens approach, and aim to improve farmer livelihoods through technical and business training, thus increasing production of cash crops. The tactic is adapted to the context of the communities. With short-term iDE support, FBAs learn how to establish technology testing and demonstration plots to generate the productivity gains necessary to effectively demonstrate the link between inputs and technology adoption and higher production through FFS that supports farmers to test best practices in a risk-free environment.

The iDE FFS model is adapted to the farmers’ context. iDE empowers local trainers, namely FBAs, to disseminate comprehensive training comprising seven modules to members of their community. FFS topics consist of land preparation, sowing, fertilization, pest and disease control, and pre- and post-harvest. Modules also include necessary business skills such as profit calculation, record-keeping, and marketing as well as knowledge about affordable technologies on irrigation.

The FFS demonstration plots are inclusive and thus represent farmers’ reality. Climate-smart input suppliers through ITTFs showcase their products, allowing them to achieve more profitable marketing with last-mile farmers, and serve as a venue for companies to showcase their products. This approach is beneficial as the private suppliers subsidize costs while marketing their goods, leading to a mutually beneficial relationship. FBAs/agro-dealers serve as a link between smallholder farmers and commercial traders.

Photo: iDE Mozambique, 2020
Tactic H | Input Trade and Technology Fairs (ITTF)

ITTFs create improved marketplaces to sell agricultural produce and support smallholders and hard to reach communities. FBAs use ITTFs to connect technology adoption to improved output marketing. Farmers learn how to negotiate better prices while connecting productivity-enhancements from inputs and technology adoption to reach the volume and quality requirements of buyers. Farmers are thus better able to link higher prices to higher profits that justify technological investments, improve awareness, access, and uptake of resilient solutions that enhance income, food security, and consumption of nutritious food.

ITTFs serve as a preliminary platform for stronger market relationships between smallholders and commercial traders at the last mile. The objective of ITTFs is to facilitate market linkages between commercial traders who usually face challenges in accessing last-mile markets. iDE serves as a bridge between the private sector actors participating in the ITTFs and our network of FBAs and, thus, related communities.

Through ITTFs, input suppliers recognize that there is profit to be made through linkages along the last-mile. Through ITTFs, FBAs and input suppliers interact at both ends of the supply chain. Farmers are connected to FBAs, who then connect them with input suppliers. Usually, the input suppliers are not connected to the poorest, least educated, and remote farmers. Given that many farmers are often unsure about what to purchase and buy maladaptive products, FBAs and technicians are present at ITTFs to support smallholders in the selection process.

Value Add

ITTFs create improved marketplaces for selling agricultural production for hard to reach/isolated farm communities and serve as a preliminary platform for stronger market relationships between smallholders and commercial traders at the last mile.

Commercial input and technology suppliers are then "bought into" iDE’s broader agricultural ecosystem model, encouraging commercial traders to invest in rural markets.
Tactic I | Access to Finance

While microfinance has been around since the 1970s, the basic concept of providing low-cost, no-collateral loans to very-low-income borrowers is one that has yet to reach many other parts of the world. Because farmers, advisors, and dealers are often not eligible for credit from Mozambican finance institutions, iDE created a "revolving fund," facilitating in-kind loans for inputs, equipment, and services (with a processing fee of up to 15 percent to cover costs and logistics). In 2016, we became a partner with microfinance institution Kiva, to provide another option besides the revolving fund for farmers to access credit.

iDE also partners with local banks and credit unions to develop products that enable both the borrower and the lender to benefit. Our main priority is to increase access for the missing middle, including a higher level of business-related access to finance. Since 2016, iDE has had an active project in Mozambique known as PEMA - a pilot project to develop agriculture financing to increase women's productivity, income, financial inclusion, and overall development. For 2020, iDE's main objectives are to provide 300 loans to rural entrepreneurs and provide literacy training to 2,9000 beneficiaries.

Value Add

With keen insights on the financial needs of rural households and relationships with local and global institutions, iDE can quickly launch a targeted financial solution that goes hand in hand with other tactics to widen access and deepen the impact.

In Mozambique, we have built sophisticated financial screening and lending systems that can be rapidly mobilized to identify and deliver financial services solutions for target farm households and micro-/meso-level SMEs.

Photo: iDE Mozambique, 2019
Tactic J | Gender and Farming as a Family Business (FaFb)

iDE Mozambique uses the FaFB market-based approach, treating smallholder farmers as customers rather than charity recipients, thus empowering families to secure their livelihoods. Our team of field technicians and staff are trained on awareness of gender-related norms and unintended effects of interventions (e.g., domestic violence against women if husbands feel threatened by their wives' new earning power and agency). FaFB is a gender-inclusive approach to rural entrepreneurship that empowers both men and women via family units and increasing women's access to productivity-enhancing technologies, which has the potential to transform gender-related norms and uplift women farmers.

iDE Mozambique's ongoing SIDA-funded agro-enterprise development project titled Strengthening the Missing Middle in Agribusiness for Rapid Transformation (SMART) further developed the FBA model across Mozambique, deepening our impact on creating income-generating opportunities for the rural poor and ensuring economic and social sustainability. FBAs help farmers analyze their farm enterprises, match any constraints with solutions in the form of products and services, serve as private smallholder extension service providers and provide essential last-mile linkages between ag-tech/input firms and farmers from remote hinterlands.

Today, this global solution has 1,556 active FBAs serving nearly 500,000 clients across nine countries, 128 in Mozambique. Similarly, the AGROHUB Project in Palma; Increasing Women's Empowerment through Agriculture in Mozambique (PEMA, ExxonMobil, 2019-2020) addresses post-harvesting planning, business literacy, facilitated producer/buyer partnerships, and farming as a family business in order to facilitate market access for women and provide families with sustainable income-generating activities.

Photo: iDE Mozambique, 2018
Tactic K | Building Network of Capable WASH Entrepreneurs and Businesses and Creating Demand for WASH Services

iDE’s role in cultivating and strengthening markets for sanitation varies depending on the context - we take a market facilitation role in settings where a robust system is already in place, proactively engage with governments where they coordinate institutions and stakeholders influencing the market. In more nascent markets, we take a direct role as market actors. However, in any context, our ultimate aim is the same: increase market linkages and connections to create and strengthen networks of WASH businesses and entrepreneurs. iDE’s direct-to-household sales channel has become our trademark model for demand generation, and it allows us to communicate critical information about the solutions we offer in markets where traditional information flows can be very weak.

Value Add

iDE has trained and provided ongoing coaching to over 1,000 businesses, which produce and deliver aspirational, affordable, and desirable WASH products and services while generating financial benefits for themselves and their families. In each of the six countries, iDE has WASH programs; our partnerships are ready to be activated to strengthen the market potential for WASH.

iDE’s proven last-mile sales model creates information flows in markets where information is typically scarce, leading to a better-informed customer base. Our approach to sales messaging encourages people to invest in improved sanitation by presenting solutions to people’s most pressing WASH-related problems. In doing so, we increase access to improved household sanitation while last mile entrepreneurs gain increased incomes through sales commissions.

To date, our last-mile agents have sold over one million high-quality toilets and over 600,000 water filters directly to rural households.
Key Current and Past Projects

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<thead>
<tr>
<th>Donor / Award Amount / Duration</th>
<th>Project Title</th>
<th>Description</th>
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<tbody>
<tr>
<td>Donor: USAID Award Amount: $265,239 Duration: 2/26/2020 - 2/9/2021</td>
<td>Bridging Firms to Farms</td>
<td>iDE is partnering with USAID to strengthen linkages between commercial input suppliers, rural agro-dealers, and smallholder farmers in Mozambique and improve the efficacy of their voucher-based Input Trade and Technology Fairs (ITTFs) by hosting market and field days. Targeting Manica and Sofala Provinces, market, and field days will provide farmers with a preview of the types of inputs available during the ITTFs. Farmers will be trained on the types of inputs that will be available at the fairs through demonstration plots and technical advisory services so that they can make informed decisions about how to use their vouchers at the fair and how to apply their inputs to maximize productivity. Through this project, eight commercial input suppliers and 20 rural agro-dealers will deepen their market relationships with 2,000 farmers who purchase their inputs or mechanization services.</td>
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<td>Donor: LDS Charities Award Amount: $290,000 Duration: 12/12/2019 - 11/30/2020</td>
<td>LDS Charities-Mozambique Project</td>
<td>LDS and iDE will cooperate in this project, whose objectives are to help 1,128 farmers and 200 farm business advisors (FBAs) in Sofala and Manica province with agriculture activities and strengthen resilience and self-reliance by increasinc incomes and livelihood opportunities. LDSC grant will be used to augment and help implement the FRRI in Mozambique.</td>
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<td>Donor: ExxonMobil Award Amount: $396,580 Duration: 11/27/2019 - 6/29/2020</td>
<td>HORTA</td>
<td>This short-term project focused on community development activities such as resettling communities affected by Liquefied Natural Gas Projects in the Afungi Peninsula (Cabo Delgado). The Agricultural Livelihoods Restoration Plan (ALRP) focused on: 1. It improved agricultural production through conservation farming, 2. crop storage, 3. fruit and vegetable drying, 4. vegetable gardens, and 5. resource facility</td>
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<tr>
<td>Donor: CLN Award Amount: $377,314 Duration: 11/26/2019 - 11/25/2021</td>
<td>CLN Tete</td>
<td>This project focuses on providing supply services and training in new agricultural techniques in the district of Moatize. It aims to strengthen communities, organized or not in groups or associations for agricultural production taking into account the agroecological, social, and market particularities of the target region, as well as the gender balance and environmental preservation through the implementation of an outgrowing model where farmers receive inputs (seeds, agrochemicals, and fertilizers) and constant technical assistance in the production and commercialization plan. At the end of each production season, the surplus food crops, cash crops, and vegetables will be purchased directly/linked to markets via contractors.</td>
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<td>Donor: PMI Award Amount: $369,332 Duration: 11/1/2019 - 9/30/2020</td>
<td>MLTC - Winter Cropping</td>
<td>This project provides training and technical support to farmers with treadle pumps, allowing them to generate additional income through the production of winter crops. The project also adopts an evidence-based approach and measures the impact that the introduction of treadle-pumps, support on crop inputs, and associated training on farmer's ability to produce and market winter crops. Other aspects of the project include providing an alternative and convenient irrigation solution for farmers, ensuring irrigation pumps can provide supplementary income, providing farmers with agro-entrepreneurship training and suitable inputs for winter crops and support in marketing their produce.</td>
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<td>Donor: Vale S.A Award Amount: $1,016,980 Duration: 10/20/2019 - 9/10/2021</td>
<td>PITAC</td>
<td>This project aims to provide specialized services for implementing agricultural development programs with farmers resettled in Cateme, Tete, to generate income for this community through agriculture and related activities.</td>
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<td>Donor: SDC and GAIN (Dutch MoFA) Award Amount: $1,544,963 Duration: 8/27/2019 - 12/31/2020</td>
<td>FRRI</td>
<td>Post-Cyclones Idai &amp; Kenneth, the Dutch Embassy and SDC funded SMART-FRAME activities directly targeting cyclone reconstruction and building the resilience of farmers for future shocks. The project aims to reconstruct food systems in Sofala and Cabo Delgado. The project adopts a value chain approach and has three key objectives: 1. Increase availability, access, and consumption of nutritious and safe foods via markets, farmer households, and schools; 2. improve food utilization (through improved hygiene and drinking water quality); 3. Strengthen local governance functions to address food security.</td>
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| Donor: EDP | EDP Soya Training | The Government of Mozambique received a loan from the International
<table>
<thead>
<tr>
<th>Program</th>
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<td>Development Association (IDA) to cover part of the cost of implementing the Integrated Growth Pole Project (PPIC) under the new Partnership Strategy of the World Bank, 2013-2019. The PPIC aims to support selective, targeted, and integrated interventions to improve the business environment, access to infrastructures, and capacity building for SMEs in the Zambezi Valley and Nacala Corridor.</td>
<td>$192,970</td>
<td>8/15/2019 - 8/15/2020</td>
<td>ExxonMobil Foundation</td>
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<td>The project aims to increase women's economic empowerment in Mozambique through agriculture. It targets smallholder farmers in the Beira Corridor of Central Mozambique, an economically active and fertile area with high growth potential in commercial agricultural markets. Although focused on smallholders, this kind of market-based model most successfully reaches farmers with the potential to engage in commercial farming with the level of support that commercially-oriented FBAs can supply. The strategy of the project is to integrate women and gender equity techniques into commercial markets, which potentially requires targeting the population of women living in poverty who are among the more market-ready and whose husbands are already engaged in commercial markets.</td>
<td>$1,125,000</td>
<td>1/1/2015 - 12/31/2020</td>
<td>ECLT Foundation</td>
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<td>The project’s overall aim is to reduce child labor in selected communities of Nkhame, Angonia District, by: 1) Protecting children (5-14yrs) from exploitative, hazardous, and the worst forms of child labor in tobacco growing communities; 2) Protecting legally working children (15-17yrs) in non-hazardous work within tobacco-growing communities; and 3) Supporting implementation of The Action Plan for the Elimination of The Worst Forms of Child Labour (PNAPFTI) strategic objectives. The project will also support national and sub-national stakeholder efforts to ensure that children have access to quality education and households increased income-generating capacities.</td>
<td>$1,098,243</td>
<td>12/1/2016 - 12/31/2021</td>
<td>Swedish Embassy</td>
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<td>The Strengthening the Missing Middle in Agribusiness for Rapid Transformation (SMART-FRAME) project is a farmer resilience and market efficiency intervention. SMART’s overall objective is to reduce rural poverty through increased incomes for smallholder farmers. Through SMART-FRAME, IDE will create demand among smallholders for agricultural inputs and technologies through improved extension services, facilitated access to markets, and access to innovative microfinance. IDE will also strengthen the farm business advisor and franchiser approaches to improve the income and production of small commercial farmers and smallholder farmers in Mozambique. This project will be done using a gender-inclusive and transformative approach that will further engage women in the strengthening of agricultural value chains and seek to significantly increase their involvement and incomes through the interventions of the SMART project. IDE aims to engage the private sector at a very practical level to ensure that the private sector, at all levels, is strengthening and increasing the flow of goods and services in the supply chains and value chains where smallholders are heavily involved. Additionally, specific demand critical factors have to be addressed to help translate the high levels of want or need into the ability to pay (effective demand) by focusing on low cost but high impact solutions as the entry point.</td>
<td>$261,961</td>
<td>10/1/2016 - 6/30/2018</td>
<td>USAID P4I</td>
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<td>USAID’s Partnering for Innovation aimed to identify for-profit private sector partnerships and enter into a business metric-based milestone agreement with the main focus to create a network of sustainable agents (FBAs), including interventions that demonstrate a significant development impact such as productivity increases, increased income, reduction in post-harvest losses, and expanded domestic, regional, and international market access for smallholder farmers.</td>
<td>$115,005</td>
<td>2018 - 2019</td>
<td>RAMA Nacala</td>
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<td>The Consortium Nacala - RAMA/Nacala Corridor and Corredor Logistico de Nacala (CLN) – aimed to co-fund a fertilizer commercialization program intended to increase sustained access and application of fertilizer by smallholder farmers in select districts within the Nacala Corridor. IDE provided business and supply chain related capacity building to input retail entrepreneurs, agrodealers and community-based retail agents within the Nacala Corridor that were used as an initial base for developing commercial fertilizer pathways into the region.</td>
<td>$517,289</td>
<td>March 2017 – August 2018</td>
<td>World Bank - Gender Innovation Lab (GIL)</td>
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<td>The project aimed to increase the potential for income generation among women farmers in the northeastern province of Tete, Mozambique. FAMMA improved the sustainable livelihoods of 2,000 women smallholder farmers by developing their capacity through training of hard skills. 1,000 of these women also received soft skill trainings, and 40 women in 2 communities were selected to be trained for pilot project.</td>
<td>$261,961</td>
<td>10/1/2016 - 6/30/2018</td>
<td>USAID P4I</td>
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<td>Farmers House: rural agents in Beira and Nacala corridor</td>
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<td>The Strengthening the Missing Middle in Agribusiness for Rapid Transformation (SMART-FRAME) project is a farmer resilience and market efficiency intervention. SMART’s overall objective is to reduce rural poverty through increased incomes for smallholder farmers. Through SMART-FRAME, IDE will create demand among smallholders for agricultural inputs and technologies through improved extension services, facilitated access to markets, and access to innovative microfinance. IDE will also strengthen the farm business advisor and franchiser approaches to improve the income and production of small commercial farmers and smallholder farmers in Mozambique. This project will be done using a gender-inclusive and transformative approach that will further engage women in the strengthening of agricultural value chains and seek to significantly increase their involvement and incomes through the interventions of the SMART project. IDE aims to engage the private sector at a very practical level to ensure that the private sector, at all levels, is strengthening and increasing the flow of goods and services in the supply chains and value chains where smallholders are heavily involved. Additionally, specific demand critical factors have to be addressed to help translate the high levels of want or need into the ability to pay (effective demand) by focusing on low cost but high impact solutions as the entry point.</td>
<td>$261,961</td>
<td>10/1/2016 - 6/30/2018</td>
<td>USAID P4I</td>
</tr>
<tr>
<td>Farmers House: rural agents in Beira and Nacala corridor</td>
<td>$261,961</td>
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</tr>
<tr>
<td>The project’s overall aim is to reduce child labor in selected communities of Nkhame, Angonia District, by: 1) Protecting children (5-14yrs) from exploitative, hazardous, and the worst forms of child labor in tobacco growing communities; 2) Protecting legally working children (15-17yrs) in non-hazardous work within tobacco-growing communities; and 3) Supporting implementation of The Action Plan for the Elimination of The Worst Forms of Child Labour (PNAPFTI) strategic objectives. The project will also support national and sub-national stakeholder efforts to ensure that children have access to quality education and households increased income-generating capacities.</td>
<td>$1,098,243</td>
<td>12/1/2016 - 12/31/2021</td>
<td>Swedish Embassy</td>
</tr>
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</tbody>
</table>
**Donor:** Ford Foundation  
**Award Amount:** $200,000  
**Duration:** 2015 – 2016  

**FBA and Markets Integration Support to Smallholder Farmers**  
The project aimed to increase the involvement of youth and women in agricultural programs. It also increased opportunities for the public and private sector in adapting and implementing livelihood-enhancing models for smallholder farmers, including access to finance.

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**Donor:** ADVZ  
**Award Amount:** $495,000  
**Duration:** 11/2/2015 - 12/31/2017  

**PIPE e POPAZ**  
The project aimed to link smallholders to secure markets, through inclusive and sustainable partnerships with Lead enterprises in agriculture value chains. This particular round of funding comprised top-up funds and expansion of Scope for PIPE (SAII) to include the rice sector, primarily in districts in Zambezia Province. Five key agricultural innovations were prioritized—Micro-irrigation Technologies (MITs), Farm Business Advisor and Output Facilitator (FBA+OF) Model, Inclusive Business models (Out-growing, in-growing, output contract, hybrid business partnership), Emerging Entrepreneurs Incubator, and Value Chain Integration – Agri-Hub Model.

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**Donor:** USAID P4I  
**Award Amount:** $2,229,162  
**Duration:** November 2014 – July 2017  

**Leveraging Agribusinesses for Smallholders: Transferring Market-Based Innovations to Local Entrepreneurs (LASTMILE)**  
This project leveraged the private sector to increase access to agricultural inputs, technical advice and output markets for 10,000 smallholders in the Nampula and Zambezia provinces. Simultaneously, the project created demand among smallholders for agricultural inputs through improving extension services, facilitating access to markets and microfinance, which enabled smallholders to invest in improved inputs. The project connected a major input supplier established nationally to a network of 100 FBAs and 20 Agrodealers in four districts, with an ongoing expansion to four more districts, where another 100 FBA and 20 Agrodealers were trained and engaged in inputs markets, extension services and commercialization of SHF produce.