EMPRESA DE COMERCIALIZAÇÃO AGRÍCOLA
AN INTERMEDIARY TO PROTECT SMALL FARMERS

**KEY MESSAGES**

**Description:** Empresa de Comercialização Agrícola (ECA) works on the whole maize value chain, by providing seeds and inputs to producers, training them, then buying their production to sell it in the local market.

**Specificity:** Empowerment of producers and will to transfer the company’s ownership to the farmers.

**Impact:** +80% increase of harvests on average.

**SCOPE**

MOZAMBIQUE

4 300 farmers (of which 2 300 under contract)

**BUDGET**

$1.9 M in 2014
($1.4 M in 2013)

**IMPACTS**

**Agricultural productivity**

+80% increase of harvests on average

**Climate change**

Training to sustainable and conservation agriculture

**Sustainable dev. goals**

+90% of additional income on average per household

**PLAYERS**

AgDevCo + PRIVATE DONORS

**NEXT STEPS**

Will to transfer ECA’s ownership to beneficiary farmers

**FUNCTIONING**

**POSITIONING AS AN INTERMEDIARY TO PROTECT AND SUPPORT THE FARMERS**

- Supply with a loan: Supply at cost price of quality inputs and seeds for the farmers
- Training: Training at cost price of the beneficiaries to agriculture and sustainability
- Purchase at fixed price: Sales and prices secured for the farmers
- Selling intermediary: Sales to agribusiness companies, structure financed with the profits

**LEVERS**

- SOILS
- AGRICULTURAL WATER
- RISK MANAGEMENT
- FINANCING

**ILLUSTRATION**

Illustration: the quality of the seeds provided and the training given help farmers obtain a better quality production, and thus increase their income.

**NEXT STEPS**

Donors

+ PRIVATE DONORS

**Project launched**

$1.9 M in 2014
($1.4 M in 2013)