

Project Profile

The program analyzes market chains for key commodities such as maize, soybeans, nuts, and fresh fruits and vegetables. Mozambique enjoys a seasonal advantage over neighboring countries such as South Africa, as it can generate revenues up to 20 percent higher than its competitors. Tropical fruit, especially mangoes, is one such area where an earlier harvest season gives Mozambican farmers an advantage in capturing market demand. The Beira Corridor, where the program operates, is uniquely positioned to become a leading horticulture producer and offers 550,000 hectares of land suitable for fruit, vegetable or floriculture production. EMPRENDA staff teaches new production techniques and helps farmers market fruit and vegetables to high-end retail outlets such as supermarkets in the provincial capital. In collaboration with provincial and district unions and the Chimoio Agricultural Institute, EMPRENDA establishes improved marketing information systems so that farmers can assess the profitability of different market options.

ACDI/VOCA is active in organizing regional trade fairs where input suppliers, producers, processors, wholesalers and retailers can meet and do business. It has also introduced value-added processing technologies, such as frying equipment for making banana chips. By the end of the three-year project, it is anticipated that EMPRENDA will help generate \$8.4 million in association sales and \$14.4 million in rural enterprise revenues, and mobilize \$5.8 million in new finance. Over 540 profitable associations, with well-understood governance structures and audited accounts, are expected to engage a membership of 16,250. These associations will further be linked to three functioning district unions.

EMPRENDA also recognizes the additional burden born by rural women in Mozambique in their traditional household roles. Gender issues are examined throughout the program, helping women to improve their incomes and stature, and to achieve their rightful position and voice. Additionally, EMPRENDA engages in activities to empower women in rural agribusiness through functional literacy programs and the proactive recruitment of female staff and contact farmers. Farmer organizations are used as vehicles for communicating vital HIV/AIDS



prevention messages. By building local capacity to plan, manage, produce and sell, ACDI/VOCA strengthens the rural business sector and helps female and male smallholder farmers increase their household income.

At the end of 2007, ACDI/VOCA was working with 91 tier 1 associations and 1 tier 2 association called SIWAMA, which includes 32 associations. As part of the ongoing evaluation of associations, EMPRENDA focuses its efforts on continuing to support fully active associations. ACDI/VOCA has helped 1,682 member households, of which 680 are women-headed households. In the last quarter of 2007, sales proceeds from off-season vegetables at local markets and urban markets in Manica, Chimoio, Gondola, Dondo and Beira totaled \$229,288.

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