



Youth entrepreneurship in all nodes of the bean value chain



Inclusive seed business model

Pastory Tarasisi, 34 year old young man resides from Kagera region in Tanzania. His passion for agriculture saw him start a seed business. In 2015, he was trained by Tanzania Agriculture Research Institute (TARI) Maruku - in Kagera region on seed production. In September the same year, Pastory managed to produce 900kg of Njano Uyoole (Long yellow), a very highly marketable variety in an acre of land with technical support from TARI Maruku. In the March-June season the following year, he expanded to 1.5 acres producing same variety. In the preceding season of September - December, he added another variety - JESCA (Kablanke/Purple), a high iron and zinc bean. His growth has been exponential! he added another two more bean varieties - Selian 13 (yellow bean) and Lyamungu (red mottled) in 2017. He knows the market too well and has since continued with the four varieties - JESCA, Selian 13, Lyamungu and Njano Uyoole which are highly demanded in and out of the country. This year's season of March - June 2020, he lost much of his produce due to climatic shocks like heavy rainfall and harvested only 300kg of Selian 13 from 1.5 acres of land.

The seed business has opened up other opportunities for Pastory. In partnership with 12 other youths, they have been able to open up an agrovet shop. They have come up with an affordable way of moving volumes of quality declared seeds to smallholder farmers within the community and other regions - through sales of small pack sizes of 1kg and 2kg to reach women and other youths. Resizing seed packs was a strategy they adopted when they realised that most of the clients were risk averse and found it difficult to buy a huge quantity of seed or do not want to risk a lot when trying out a new variety. Most of his customers are from his village and nearby districts of Misenyi etc.

The business is expanding to include farm to farm mechanization services. In February 2020, he purchased (USD 800) a multi-crop thresher which can thresh up to eight crops from [Imara Tech](#) another youth entrepreneur in Tanzania. His offers beans and maize threshing services to other farmers. Pastory is a youth champion for other youth in Kagera who are interested in agrusiness but do not know where to start.



Agro-processing

Aggy-Star Enterprises, a youth-owned agro-processing company is located Kagera, Tanzania.

The enterprise owned by Agatha started out to solve the high prevalence of malnutrition and anaemia in Tanzania. To address this, she started a bean based porridge flour that can be consumed in the entire household. She visited Dr Magdalena William - Principal Agricultural Research Officer at TARI - Maruku after listening to radio and television programme highlighting the importance of high iron and zinc beans. Dr Magdalena advised her to use JESCA - a high iron and zinc bean in her bean based porridge. Armed with proper research and how to mix a composite flour, Aggy star set out its wings. The demand for the flour is rapidly growing and can be found in many supermarkets across the country. Her flour is made from micronutrient-rich beans (iron and zinc) and pro-vitamin A maize.



Gender-responsive mechanisation services

[Imara Tech](#), a youth owned and run enterprise, fabricates multi-crop threshers (MCT) to enhance efficiency and reduce the time farmers especially women and children use in threshing common beans, maize and other crops. It is expected that the time saved will be used for other productive activities. Women will also have more time to prepare more nutritious meals for their families or rest.

Imara Tech and other artisans were trained in collaboration with Soybean Innovation Lab at the University of Missouri in 2019. The team from the University of Missouri were in Tanzania to work with Imara Tech on the machines. After the training, Imara Tech upgraded their prototype from a one crop to a multi-crop thresher that works with up to eight crops including common beans.

Since the inception, Imara Tech has manufactured and sold 128 MCTs in 8(eight) districts in Tanzania and one MCT in Burundi. The beauty about the MCT is that its portable and can be carried at the back of a motorcycle, from farm to farm services to farmers during the harvest season, thus reaching more farmers.

The average cost of threshing one-ton of bean manually is US \$ 28.2 compared to US \$ 15.1 with the MTC. The machine reduces time, cost and maintains clean grain quality free from breakage and foreign materials compared to the hand threshing method or tractor.



Promoting Market Linkages

Grace Wambui, is a young small scale farmer in and an entrepreneur in Kenya. She has a mobile money (M-Pesa) shop and stocks motorbike spare parts at Kiambogo shopping centre in Elementaita ward. She started agriculture last year after hiring a small plot of land. Due to her interest in a short, low cost and profitable crop, she chose to grow common beans. Last year during short rains she grew one acre of local beans seed (Mwitemia) and she got only 450kg.

To increase her yields and make more money she approached the extension officer in her area, Ms. Florence Malemba working with the Ministry of Agriculture to advise her on which variety to grow in the coming season. Florence introduced her to the Nyota variety, and she bought 30kgs of Nyota seed in preparation for the long rains in April.

Her first harvest was 720 kg of beans. Through the structured marketing system in place, she was able to sell 6 bags at Kes. 7000 (US \$ 70) per bag to a bean processing processor - Smart Logistics Ltd making Kes. 42,000 (approximately US \$ 420 USD). She reserved the remaining 180kg for seed next planting season and for consumption. She plans to increase the acreage of land from one to two during the upcoming short rains in September.



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