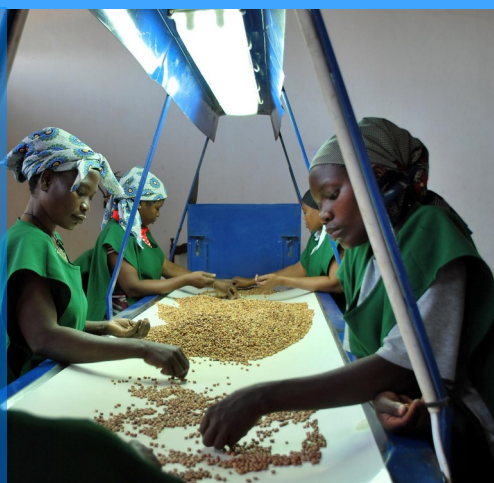


# Purchase for Progress - P4P

## Mozambique



### QUICK FACTS

**Project start date:**  
2008

**Number of farmers' organizations (FOs):** 20

**Number of members:** 38,943  
(39% women)

**Sales to WFP:** US\$ 3,596,173  
(11,013 mt)

**Sales to other markets:**  
US\$ 2,858,313 (8,753 mt)

**Main commodities:**  
Maize, pulses and corn soya blend

#### Main P4P activities

- Direct and forward contracting
- Pro-smallholder competitive practices
- Capacity development
- Small-scale processing initiatives
- Home-grown school feeding

#### Funding

P4P's technical and administrative costs in Mozambique have been sponsored by the Bill and Melinda Gates Foundation. After the initial pilot, continued support for P4P has been provided through a joint grant by the European Union to FAO, IFAD and WFP. All food purchases are financed by donations to WFP's regular operations.

Figures as of March 2014

### P4P in Mozambique

In Mozambique, P4P focuses on developing the capacity of farmers' organizations (FOs). To date, 20 FOs have benefitted from P4P activities, including capacity development, equipment provision and infrastructure development. FOs are supported with training in collective marketing and provided with market information in order to assist them to access formal markets. Training sessions are also held on post-harvest handling to reduce crop losses. Six small and medium FOs have signed contracts with WFP using smallholder-friendly procurement modalities, including forward delivery contracts (FDC). Corn soya blend fortified flour (CSB), produced using smallholders' surplus has been purchased from processors.

#### Background

In Mozambique, poverty is predominantly a rural phenomenon. More than 80 percent of the country's poor live in rural areas, where incomes depend largely on small-scale agriculture. Although smallholder farmers produce the largest share of national agricultural production, incomes from farming remain very low. Smallholders primarily engage in rain-fed subsistence production based on manual cultivation techniques. Less than seven percent of smallholders in Mozambique are part of farmers' organizations, and most sell their produce at the farm gate for low prices without value added.

#### Learning and sharing

P4P has emphasized an honest and transparent examination of what works and does not. Key lessons are continuously being compiled and shared widely.

#### Achievements

- **Production:** P4P-supported smallholders have increased crop production, mainly due to a rise in average amounts of land farmed from 1.4 hectares to 3 hectares. In some cases, production has increased due to the use of agricultural inputs, such as improved seed varieties.
- **Aggregation capacity:** FOs have increased access to storage facilities, including three new warehouses with a capacity of 300 mt each, as well as the option to rent additional warehouses on a seasonal basis. This has enabled FOs to improve their aggregation capacities.
- **FO management:** FOs have improved their ability to negotiate. They have also increased profits by calculating costs accurately and more efficiently.
- **Access to credit:** Links with financial institutions such as Opportunity Bank Mozambique have been strengthened. Other banks have been encouraged to start providing credit to FOs, even without the direct intervention of P4P.
- **Gender:** Women have received time- and labour-saving technology such as bicycles and oxen, assisting them to increase crop production and reach markets. Gender sensitization efforts have led to FO members, especially men, becoming increasingly receptive to women's voice within FOs.
- **Procurement:** P4P has successfully tested the forward delivery contract modality for purchases from smallholders. Some FOs are also participating in soft tenders and competing with small and medium traders.
- **Quality:** FOs have undergone training on quality standards and control, improving their ability to deliver quality commodities.
- **School feeding:** P4P-supported FOs have supplied food to WFP's school



World Food Programme

For more information  
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Last update: February 2015



Gilda Mucane Vale, 36, is a member of the P4P-supported FO Association Siwama. Gilda received a bicycle, oxcart and plough, which will save her time and labour when planting and transporting her crops.

“The bicycle will help me in many different ways: to bring children to the hospital when they are sick; to transport wood and water; to go to my *machamba* [field] and to go to the miller. The oxcart will help me because I do business with maize and I need to transport the maize to sell it; it will also help me to transport the maize to the miller. The plough will help me in the “machamba” it will make my work easier and less tiring.

## KEY PARTNERS

- Aguas de Regiao de Maputo (ADeM)
- Adventist Development and Relief Agency (ADRA)
- Alliance for a Green Revolution in Africa (AGRA)
- Cooperative League of the United States of America (CLUSA)
- Food and Agricultural Organization of the UN (FAO)
- HOPEM
- International Fund for Agricultural Development (IFAD)
- Ministry of Agriculture
- Ministry of Industry and Commerce
- Netherlands Development Organisation (SNV)
- Opportunity Bank of Mozambique
- Tiller International
- World Vision

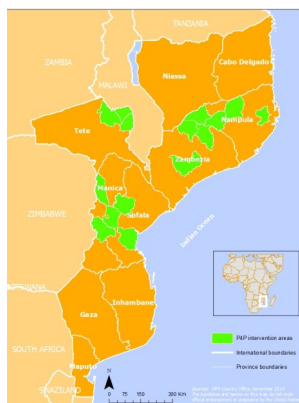
feeding programme in Mozambique. This link has been strengthened by the Purchase from Africans for Africa (PAA) initiative, which is funded by the Government of Brazil and implemented in partnership with FAO.

## Challenges

- **Gender:** The P4P gender assessment suggested that many development actors in the field lack an understanding of how to enable women farmers to access markets. A training of trainers scheme has been implemented to develop partners’ capacity and facilitate the cascading of skills. Some challenges have also been faced in implementing a revolving fund for use by women farmers.
- **FO Capacity:** FOs require further training in organizational management, particularly in the creation of business plans. Many FOs also face challenges aggregating crops, often leading to high default rates.
- **Quality markets:** Additional work is required to encourage buyers to pay premiums for quality commodities to provide smallholders with an incentive to produce higher quality crops.
- **Partnerships:** Partners, such as local NGOs, require additional capacity to achieve quality results.
- **Enabling environment:** P4P’s efforts in Mozambique are constrained due to limited extension services and input availability.

## Partnerships

In 2013, FAO, IFAD and WFP in Mozambique were recognized for their collaborative efforts to improve food security. The first ever *Award of Excellence: Working Together in the Field* was awarded by the RBA on the sidelines of IFAD’s governing council. The award was presented in recognition of a joint pilot programme that has reached 17,000 farmers from 14 farmers’ associations, assisting them to improve crop quality and reduce post-harvest losses. This partnership is continuing with the programme “Support to Accelerate Progress towards MDG 1c in Mozambique – MDG1c” 2013-2018.



## Read more about

[WFP in Mozambique](#)

[Supporting women to produce more](#)

[UN agencies combine efforts](#)

[The importance of proper household storage](#)

## WFP ACTIVITIES IN MOZAMBIQUE

P4P is part of the Market Access component of the Mozambique Country Programme, along with PAA Africa and the MDG1 Programme. The maize procured by WFP from P4P-supported farmers has primarily been distributed to beneficiaries in School Feeding and Food for Work programmes. P4P activities are continuing under the EU-funded MDG1c programme, with a focus on increasing availability of infrastructure, equipment provision, capacity development, supporting women farmers, supporting the creation of a commodity exchange and improving market information systems.