BE BLESSED FARM SUPPLY

Helping Communities archive self reliance through Agriculture.

Presented by Moise Kisembo, Founder and Operations Manager

About Us:

Our Organization

Be Blessed Farm Supply is refugee led agri-business founded in 2022 in Kyangwali Refugee Settlement, focused on helping communities achieve self-reliance through agriculture.

Our Mission

- Bridge the gap between farmers and access to climate-smart agricultural inputs
- Ensure farmers can access quality seeds and inputs at affordable rates

The Three Pillars of Agricultural Success

Quality Seeds & Inputs

Our primary focus at Be Blessed Farm Supply - ensuring last mile delivery of agricultural inputs at affordable rates

Access to Knowledge

Provided in partnership with organizations like AVSI and East West Knowledge Transfer

Market Linkages

Connecting farmers to buyers

Last Mile Delivery of Inputs

- **Service / Delivery Outlets**
  Operating multiple delivery points in multiple refugee and host communities. These serve to
  1. Make agricultural inputs accessible to communities
  2. Provide a point where farmers can get assistance

- **Network of Village Agents**
  Have established a network of village agents in the majority of the hard-to-reach areas. These agents have main 3 objectives.
  1. Aggregate demand for our products which are the input and the seeds.
  2. Collect orders and forward to us to arrange delivery.
  3. Coordinate delivery for the ordered inputs.

Digital Record Keeping

- **Digital Record Keeping**

Offering a service to farmers where they can choose to allow us to keep for them digital records in addition to their on-farm records.

This provides farmers with a digital backup where consistence is not assured.

Benefits:

1. Track Expenses and Profits
2. Used to plan for upcoming seasons
3. Reveals areas that need improvement

- **Additional Support**

Market linkages, credit services, on-farm trainings, and extension services all offered at zero cost to farmers

Partnership with East West Knowledge Transfer and AVSI in the SMILES Project

Our standing policy is to welcome any organization that shares our mission, as we've learned that collaboration is key to success in agricultural development.

When East West Knowledge Transfer approached us to partner with them and AVSI in the SMILES project in early 2024, we welcomed the opportunity to collaborate with open arms.

Since then we have been able to collaborate on a number of projects

Collaborative Activities

Demonstration Gardens

Collaborated with East West Knowledge Transfer to establish demonstration gardens as training grounds for hands-on skills and product performance

Extension Services

Extended services beyond SMILES beneficiaries to all farmers willing to adopt hybrid seeds, including introductory trainings and on-farm visits

Community Integration

Built relationships with new communities and established trust enabling us to form a strong farmer to agrodealer relationship which has helped quicken adoption.

Benefits to Farmers

Our Collaboration Created:

- Confidence in participants through promise of service continuity
- A 3-tier support system (Be Blessed, East West, and AVSI)
- Reliable infrastructure that encouraged adoption of new practices
- Trustworthy environment for farmers to try hybrid seeds

This comprehensive support system has been crucial in helping farmers transition to more productive agricultural methods.

Benefits to Be Blessed Farm Supply

New Relationships

Introduction to farmers in new communities, establishing strong farmer-to-agro-dealer relationships

Enhanced Trust

Quickly built trust within communities through recommendation by AVSI Foundation and East West

Increased Demand

Aggregated more demand for complementary products like fertilizers, fungicides, and insecticides

These benefits have directly contributed to our business growth and ability to serve more farmers effectively.

Further Extension Services

Collaboration beyond SMILEs:

As a business, we were not limited to only serve the beneficiaries of the SMILEs project. In partnership with East west, we were able to agree to collaborate and extend the extension services to even other farmers.

Some of the services we offered were;

- Offering introductory Trainings and guidance to horticulture.
- On farm Visits to help farmers with more difficult agricultural scenarios

Results

Increased Hybrid Seed Adoption

There's been a notable surge in the adoption of hybrid seeds, particularly those from East West Seed. Farmers are recognizing the superior yield, disease resistance, and overall performance benefits of these seeds, leading to improved harvests and economic returns.

Shift Towards Horticulture

A significant number of farmers are transitioning from traditional staple crops like maize to horticulture. This shift is driven by the realization that horticulture, despite requiring less land, offers higher profitability and faster returns. This diversification in crop production enhances food security and farmer resilience.

Boost in Farm Supply Demand

There is now greater awareness and demand for the comprehensive services and quality products offered by Be Blessed Farm Supply. Our extension and training programs have effectively communicated the value we provide, resulting in increased customer engagement and loyalty.

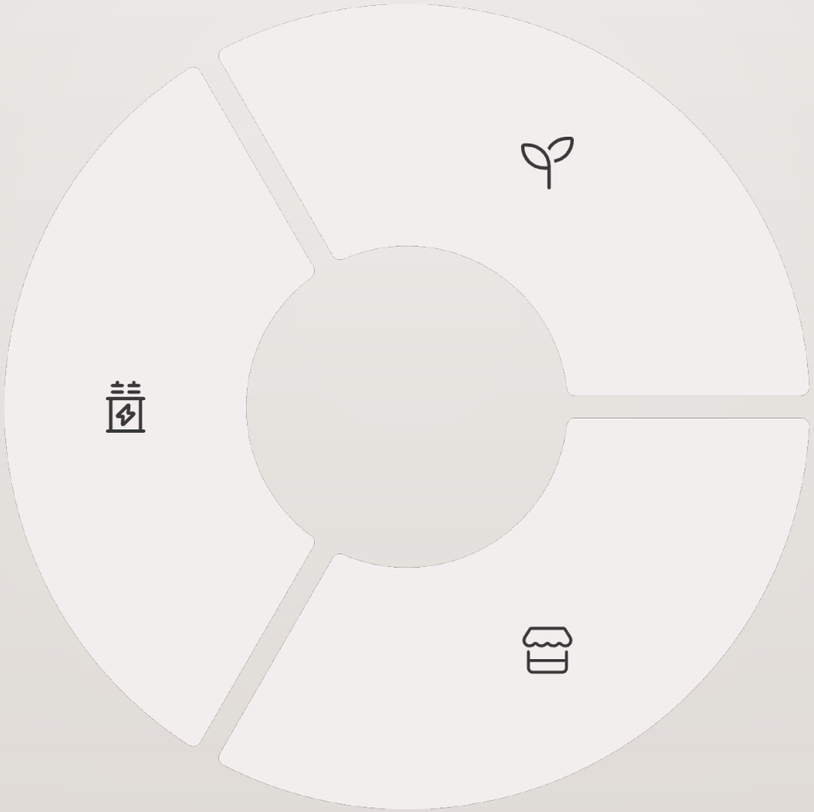
Win-Win Outcomes

East West Seed

Greater adoption of hybrid seeds means increased revenue for seed manufacturers

Farmers

Increased revenue from horticulture in small spaces compared to traditional crops like maize



Be Blessed

More demand for agricultural inputs increases our revenue which fuels growth

Measurable Results

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Delivery Outlets

Expanded from 2 outlets at the beginning of 2024 to 4 outlets currently

5000+

Active Farmers

Be Blessed Farm Supply now serves over 5,000 people across the region

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Revenue Growth

Significant increase in revenue for Be Blessed Farm Supply, farmers, and partners

Our participation in the SMILES project has enabled us to expand services and recruit more agents for last-mile delivery.

Conclusion: The Power of Collaboration

Our participation in the SMILES project has been beneficial to all parties involved:

- Farmers have embraced horticulture and hybrid seeds, increasing their revenues
- Partners like East West Seed have gained increased awareness and sales
- Be Blessed has experienced significant revenue growth, enabling us to expand our services

Through collaboration, we've created a sustainable model that benefits the entire agricultural ecosystem in both the refugee and host communities.