



PALM Corps

In Rhino Camp (East Africa/Uganda)

A key element of food security for South Sudanese refugees is self-reliance through farming for subsistence and sale. However, market access was a major challenge for refugees. The locations of their farms were too remote to easily access markets with their produce. Therefore, farmers had to sell to middlemen, who did not always buy at a favourable price.

To improve income levels, PALM Corps empowered the farmers to sell collectively and negotiate with pre-selected buyers.

IMPACTS

- Income increase for refugees and host community farmers
- Increase in participation of women in marketing as buying centres were close to home
- Improvement of planning capacities as farmers obtain income in bulk

Experience description

PALM Corps noticed that refugees and host communities in rural areas faced a major challenge to sell their produce. Therefore, PALM Corps **trained farmers in collective marketing, collected market information** (locally regionally & internationally) and **established linkages with a pre-selected buyer**. PALM Corps supported the farmers to form marketing committees. These committees were coached in the negotiation with the buyer and PALM Corps assisted them with the negotiations. The companies agreed to pay more for the produce than before as they could now buy in bulk at central collection points. Because of this collective marketing, farmers generated more profit without having to transport their produce to the market.



Other characteristics



FURTHER IMPACTS

- Quality of sesame was improved, since market committees informed members about quality requirements
- Women gained more control over revenues as they now participate in the produce sale



CHALLENGES

- Difficulties in determining realistic quantity of produce to attract buyer
- Farmers selling individually to meet pressing needs undermines collective effort
- Limited capital of buying companies to buy available sesame



LESSONS LEARNED

- Collective marketing is possible without farmers having to build their own store
- It increases transparency between farmers and buyers and within households
- Support of NGO necessary to handle power dynamics in negotiations