

About Farm Concern International (FCI)

Farm Concern International, FCI, a leading Agri-Markets Development Agency undertakes market research, smallholder commercialization, private sector investment analysis, technical assistance and is a key market systems direct implementation partner.

In Tanzania, FCI operations were started in 2007 and by 2019 had implemented 24 programmes and conducted 22 Market Researches & Value Chain Analysis ranging from horticulture, staples, livestock to agro-processed products.

Flagship Implementation model

FCI's strategic direction is embedded in her flagship commercial Villages Model that envisages commercialized smallholder communities with increased incomes for improved, stabilized and sustainable livelihood in Africa and beyond. FCI team has over time developed core competences in designing business models that catalyze solutions for smallholder farmers through private sector partnerships and other value networks towards building capacity of smallholder farmers to participate in profitable commodity market segments. The solutions under the commercial villages model are designed to leverage multi-stakeholder and multi-value chain approach focusing on building robust and sustainable community trading systems. Smallholder farming systems in Sub-Saharan Africa are largely subsistence therefore commercialization and trade development is hampered by myriad of challenges including inefficiencies in the value chain as well as lack of key partnerships that deliver value to smallholder farmers. The commercial village Model is a critical pillar in village commercialization

Team Structure:

FCI team has effectively managed multi-donor grants including grants from Bill & Melinda Gates Foundation, The Rockefeller Foundation, USAID, FAO, EU, CIDA, IFAD, IDRC, AGRA, COMESA, Ford Foundation. To implement the Commercial Village Model, FCI has FCI's 148 technical staff distributed in 23 offices across Africa participate as a key market systems development resource.

Additionally, FCI has 2,450 Commercial Villages Trade Facilitators (CVTFs) who are the frontline last mile delivery team with 1 CVTF supervising 3-5 Commercial Villages. A Commercial Zone (CoZo) comprises of 10,000 Smallholder Farmers (SHFs) from several Commercial Villages forming a trading bloc viable for private sector investments and business partnerships.

The team has proven competencies in extension services, rural economics and farming systems critical in addressing value chain-wide requirement.