HEIFER® INTERNATIONAL | MALAWI

GAIN

Project Factsheet

Smallholder Farmers in Groundnut and Beef Value Chain in Mzimba Increasing Access to Markets (GAIN) (2021–2026)

Background

The GAIN Project (Groundnut and Beef Value Chain) was designed to enhance market access and improve incomes for at least 14,000 smallholder farmers in Kasungu and Mzimba districts by 2026, focusing on oilseeds and beef value chains. The project focused on creating pathways to achieve dignified living income for smallholder farmers.



Project Approach

GAIN employed a market-centered strategy with clear push and pull factors to address systemic challenges:

Push Factors

- Expanding access to business development services
- Strengthening cooperative performance
- Facilitating access to finance for farmers and cooperatives

Pull Factors

- Engaging value chain actors from the market backward
- Enhancing market dynamics and linkages
- Ensuring guaranteed market access for smallholder farmers

The integrated approach was designed to connect farmers to well-functioning markets, improve their economic resilience and sustainability.

Project Facts

Location: Kasungu and Mzimba districts.
Beneficiaries: 14,000 smallholder farmers
Value Chains: Groundnuts and Beef
Project Timeline: 2021 – 2026
Implementing Partners: Heifer Netherlands, Heifer International Malawi and Green Livelihoods.
Funding Partners: Government of Flanders and Heifer Project International
Total Project Funding: €1,810,469

Key Project Results

1. Expanded access to Finance

Facilitated access to US$648,999 in financial services through partnerships with 21 financial service providers, enabling 15,655 smallholder farmers and 6 cooperatives to invest in agricultural production and enterprise growth.

2. Accelerated Digital Inclusion and Advisory Services

Enabled 7,617 smallholder farmers to adopt digital technologies for agricultural advisory, market information, and decision-making, improving access to timely services and market opportunities.

3. Enhanced Market Access and Commercialization

Connected 9 farmer cooperatives to structured markets, resulting in US$402,602.69 in sales, and a 71.9% increase in groundnut marketing, and 259.8% increase in beef marketing

4. Strengthened Farmer Cooperatives and Local Enterprises

Improved the governance and business performance of farmer organizations, with 70% of cooperatives meeting all governance standards, 7 cooperatives implementing business plans, and 96% of members remained active through annual membership contributions.

5. Promoted Climate-Resilient Agricultural Production

Supported 11,675 households of which 88.2% adopted climate-smart agricultural practices and brought 11,442 hectares under sustainable land management, strengthened productivity and resilience to climate change.



Heifer's Cornerstones

- Passing On The Gift
- Sharing & Caring
- Income Nutrition
- Full Participation
- Accountability
- Gender family Focus
- Improved Animal Resource Management
- Improving Environment
- Sustainability & self reliance
- Training Education Communication
- Spirituality
- Genuine need for justice

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