RMI is a group of passionate people who are dedicated to uncovering the genius in rural Africa.
We work with farming communities in East and Southern Africa giving people the capacity to know their ability, and work together to build commercial farms.
Empowering farmers to get into business - is our business

RMI EMPOWERS farmers with new vision. The vision of creating wealth through doing business, a vision that gives them purpose and a new direction. Ordinary people are empowered; they transform their lives and do extraordinary things.

Subsistence dry land farmers on small plots reshape the way they do things and morph into commercially minded businessmen irrigating large estates. They start using modern ideas and become business people in farming.

We help make successful partnerships between community members and big investors:
- Threats are made into opportunities
- Detractors become business partners

We work closely with the youth in farming communities, skilling them to be the business development support their parents need to create value from their land. and other unused assets.

"Before the RMI people came we were farming small plots of land just to feed ourselves, each man for himself. Now we know how to work together and do business. We manage and operate our own company, we each have shares and some of us earn wages. We invested in irrigation equipment and machinery for a 120ha sugarcane farm. Now we have paid off the debt and are earning dividends as well"

James Mahlalela, Chairman, Intamakupila Farmers Association, Swaziland 2011
RMI is a private firm, set up in 2011. We work with rural communities, preparing people to get into commercial farming. Through a balanced mix of coaching, training and practice, people find their capabilities, and learn how to own, manage and operate modern business in farming and other disciplines.

RMI has designed an innovative strategy to integrate young people into the development. We encourage them to learn about the business of commercial farming and then, using that knowledge, partner with the older people to unlock all type unused assets within the community.

We have worked with over 10,000 rural households training people to profitably farm coffee, tea, rice, sugarcane, wheat, soybeans, and maize and bean seed.

RMI has successfully undertaken more than 30 projects, in Tanzania, Zambia, Malawi, Swaziland, Mozambique, Lesotho, Zimbabwe and South Africa.

*We have specific experience and capability as below:*

- Organization Development
- Capacity building
- Business and Farm Planning
- Land Use Planning
- Market Analysis
- Youth Development
- Gender Mainstreaming
- Conflict Management
- Social License to operate
- Community Participation

*RMI’s is a registered GB2 company in Mauritius. Our operation center is in Swaziland. We are proud to have participated in the establishment of a locally owned development practice Swaziland.*
**RMI** provides an innovative mix of coaching, training and practical work that enables individual farmers to join with others and form Community Owned Enterprises. The COE puts together land, water, talent and money so subsistence becomes commercial.

**Some of our Projects:**

**Certified Bean Seed Farmers in Zimbabwe, Swaziland, Lesotho, 2017 - present**

Community Enterprise Building.
Smallholder grain and bean farmers multiply seed. They sell to their own Community Enterprise which then tests, treats, packs and sells certified seed to other smallholder farmers.

**Sugarcane Farmers in Magobbo, Zambia, 2015 - 2017**

Smallholder sugarcane farmers, design and implement a sustainable strategy for taking over the management and operation of their own 500ha irrigated sugarcane farm, previously under management.

**Macadamia Farmers in Bushbuck Ridge, South Africa, 2018**

Farmers get together with their youth to establish a COE to farm 300ha macadamia nut trees

“RMI teaches us to work together in a groups designed by us to suit our purpose. We register our COE, make a business plan, negotiate a bank loan and make our own arrangements for our own modern business.”
RMI skills the YOUTH in a community with the know-how to plan and establish a new business:

Skilling Youth to plan and build a business

“Before RMI came I had never heard the word talent. Now I know I got lots of it :) and I want to grow myself so I can use it. RMI are teaching me how to do that”

Glenn, RMI Youth Team, Mahlobyanini, South Africa
Enabling large investors to work together with communities

Some Major Projects in East and Southern Africa:

**Project: Masingir, Mozambique**
2013-2014

**Client: Massingir Agroindustrial SA**

A new 36,000ha Sugar Project with 3,000ha new Outgrowers

- Social Appraisal and issue of Certificate Free Prior Informed Consent by the Community
- Community Conflict Management dealing with legacy land issues that arose with a previous investor
- Land Use Planning for 8 villages preparing for the project
- Food Security Planning 10,000 people to ensure food security.
- Capacity building preparing for the Outgrower Program: Organization, Business and Agriculture.

**Project: Bagamoyo, Tanzania**
2012 - 2016

**Client: Bagamoyo Ecoenergy**

A new 12,000ha Estate and Factory with 3,000ha Outgrowers

- Social Appraisal and Socio Economic Surveys
- Community Conflict management between the villages of Matipwili and Fukayosi
- Land Use Planning for the villages of Matipwili, Fukayosi and Kiwangwa
- Community Participation and PRA
- Project Design, Business and Organization Development, and Capacity building: Rice schemes in Matipwili, Kiwangwa and Gama
- Food Security and Gender

These people are great business partners. These investors are really helpful. They bring opportunities.
Industry Support

Design of Sustainability Management Toolkit
Tanzania, Zambia, Malawi, Swaziland
Client: Solidaridad and Illovo Sugar

Research on Impact of Fairtrade on Emerging growers
Fiji, Belize, Swaziland and Mauritius
Client: Fairtrade International

Climate Change
Understanding vulnerability of small growers to climate change. Tanzania, Zambia, Malawi, Swaziland
Client: DIFID

Climate Smart Agriculture Training, Swaziland
Client: Fairtrade

Support to Existing Community Owned Enterprises

Chiansi Irrigation Project, Zambia
Assisting Chanyanya Cooperative Society to organise
Client Infraco + Chanyanya Cooperative Society

Magobbo "Grow and Graduate", Zambia
Assisting farmers to manage own business
Client Zambia Sugar + Magobbo Farmers Trust

Mufindi Tea, Tanzania
Assisting farmers to organise cooperatives
Client IDH + Unilever

Mufindi Tea, Tanzania
Assisting farmers to organise cooperatives and plant 1,500ha new fields
Client Illovo Sugar

Maragra Sugar
Assisting farmers to organise cooperatives
Client IDH + Unilever

Seeds + Markets Project, Lesotho, Zimbabwe, Swaziland
Farmers grow and sell certified maize and bean seed
Client: GRM

Foreign Investor Driven "Greenfield" Projects

Bagamoyo Ecoenergy, Tanzania
10,000ha estate plus 3,000ha Outgrowers from 3 villages. Client: EcoEnergy

Masingir Sugar, Mozambique
30,000ha estate plus 3,000ha Outgrowers from 9 villages. Client: MAI Sarl

Ethanol Feedstock Project, Malawi
4,000ha Outgrowers from 2 communities to supply ethanol distilleries. Client: Press Corporation

Shanta Sugar, Zanzibar
1,500ha Outgrowers from 22 communities to supply renovated sugar factory. Client: Shanta Sugar

Youth Support Projects

Kamuli Coffee Project, Tanzania
Youth team deployed as agribusiness trainers
Client: Kywerwa Crops and Bora Projects

Bagamoyo Rice Schemes, Tanzania
Youth team trained as trainer to teach farmers agribusiness in irrigated rice
Client Ecoenergy

KDDP Farmers Federation Youth, Swaziland
Assisting Federation to design youth empowerment schemes
Client KDDP Farmers Federation

Mahlobyanini Farm Business Development, South Africa
Building youth team RMI Y to undertake feasibility studies and business planning for their elders in the community
Client: Pegasys Institute + Mahlobyanini Cooperative

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DECISIONS ON THE WAY TO COMMERCIALISATION

1. IN THE BEGINNING
   There was Land and there were PEOPLE.
   The people portioned the land and began to farm many crops.
   Each family farms for itself. They eat what they need and sell the surplus.

2. NEW SUGAR MILL
   The Mill pays MONEY for the SUGARCANE
   Soon EVERYONE plants SUGARCANE. It brings MONEY. They also grow crops for FOOD.
   After a while, they form an ASSOCIATION so they can hire ANY TRANS to TRUCK their cane to the MILL.
   They hire CANEMUT to do the harvest.

3. NEW DAM
   The Government builds a DAM to help the People.
   People want to irrigate. It is less risky and the dry years are getting worse.
   They wonder what is the best way to ARRANGE to get the WATER into the field?

4. OPTION 1
   Each farmer buys his own pump and his own pipe.
   Mr Purple and Mrs Green do not get water.
   Mr Red takes more than his share of water.
   Mr Brown is upset, the sugar is dying.

5. OPTION 2
   The Farmers form a Coop. The Coop buys a pump and installs some pipes.
   They are happy. But One day the pump BREAKS.
   They argue about who should pay to fix it.

6. OPTION 3
   The Farmers form a company. The Farmers OWN, Manage and Operate the company.

WHICH OPTION DO YOU THINK IS BEST?
How would you help the Farmers to choose?
THIS IS RMI’S BUSINESS.