



SEED | 10 YEARS OF
SEED AWARDS
2005-2015
promoting entrepreneurship
for sustainable development

Founding Partners



**AFRICA
WINNER 2015**

Bwengu Tomato Production and Processing is a cooperative that applies a resource-efficient system for tomato plantations. Its members run a water-saving drip irrigation system for the plantations and sell both raw tomatoes as well as tomato sauce in nearby markets.



Bwengu Tomato Production and Processing, Malawi

BUSINESS MODEL

Assisted by government officials, the sixty members of the cooperative operate a water-efficient drip irrigation instead of the traditional watering cans in order to improve water usage. Fresh tomatoes suitable for the market are sold locally, and the remaining tomatoes are processed and transformed into sauce or jam.

The production is financed by the cooperative and product marketing is coordinated by it.

ENTERPRISE FAST FACTS:

Location	Rural Malawi
Year founded	2010
Sector	Sustainable Agriculture
Product/Service	Fresh tomatoes and tomato products

Social impacts:

- Offering an annual income of USD 2,000 per household involved in the production by May 2016.
- Improving nutritional intake in the surrounding communities.
- Providing access to fresh and locally produced tomatoes and sauce all year long.

Environmental impacts:

- Increasing the usage of water-saving irrigation systems and encouraging better water management.
- Deforestation is decreasing in the region since tomato plantations are becoming an alternative source of income to charcoal production in local forests.

Economic impacts:

- Offering a more resource-efficient and therefore more profitable production system model for farmers in the region.

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” The water that is spared will be used to open up more areas for tomato production and also reduce land degradation due to poor water application to the crops.

Scaling up activities:

- Expand irrigation system area from 6 to 8 hectares by the end of 2015.
- Finalise the installation of a tomato processing plant, currently at 60% completion, within the next year.
- Source markets and sign contracts for the products with chain stores during the coming year.
- Provide capacity building of cooperative members in the areas of production, processing and marketing within the next year.



” The enterprise is located where there is a lot of deforestation by the community to make charcoal to sell in Mzuzu city. This enterprise provides an alternative source of income.



Partnership

• **Bwengu Tomato Production and Processing** is a cooperative that uses a resource-efficient structure to produce and process tomatoes, providing labour and land.

• **Malawi Irrigation Department** oversees the installation of the irrigation systems and trains local farmers in water management and crop production.

• **OVOP** is responsible for organizing the cooperative, offering training in market identification and processing skills, and providing processing equipment.



The 2015 SEED Awards in Malawi, Mozambique, Namibia are supported by the Government of Flanders, which is active in Southern Africa.

About SEED

SEED identifies and supports promising small scale social and environmental enterprises around the globe, enterprises who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these enterprises with know-how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making. For more information please write to info@seed.uno or visit:

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