

## 🏆 SAG-SEED WINNER 2016 🏆

Safi Organics provides organic fertiliser for rural smallholder farmers that contributes to soil carbon storage. The Safi Sarvi® blend is derived from various types of local organic farm waste, and is transformed into soil conditioner through low-cost production.



### Safi Organics, Kenya

#### BUSINESS MODEL

Farmers benefit from additional income by supplying farm waste products to Safi Organics rather than burning them. The enterprise processes this waste with a proprietary recipe into Safi Sarvi® branded fertiliser and sells the product back to the farmers, who in turn benefit from improved crop yield and income.

The product reduces the required processing time of soil conditioner and increases long-term soil fertility.

#### ENTERPRISE FAST FACTS:

Location	Nairobi, Kenya
Year founded	2014
Sector	Sustainable Agriculture
Product/Service	Organic fertiliser

#### CONTACT

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🌐 <http://safi.strikingly.com/>

#### Social impacts:

- Improving overall quality of life for smallholder farmers through higher yields of up to 30 %, equivalent to USD 120 per season.
- Adding additional revenue streams for farmers by sourcing organic waste at a price of up to USD 40 per ton.
- Creating jobs in rural areas and reducing rural urban migration.
- Providing health benefits and contributing towards employees' pension plans.

#### Environmental impacts:

- Sequestering 1.5 tons of carbon emissions per acre of land.
- Counteracting soil acidity and increasing soil fertility in the long term.
- Reducing the burning of biomass waste in rural areas.

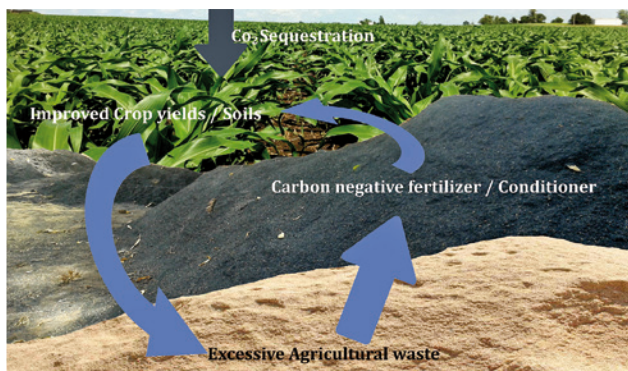
#### Economic impacts:

- Improving long-term farm yields by 30 %.
- Increasing farmer income by 50 % for 600 farmers so far.
- Reducing production costs of organic fertiliser down to USD 0.3 per kg.

” Safi Sarvi® improves soil aeration and structure, and reduces acidity – farmers have doubled production in two seasons!

### Scaling up activities:

- Acquire a pellet machine and KEPHIS (Kenya Plant Health Inspectorate Service) Certification.
- Lease land to set up production facilities.
- Administer marketing to reach sales target of 300 bags per month.
- Initiate partnerships with existing agricultural distributors to market the product to a larger audience.



### Partnership

- The core enterprise, **Safi Organics Limited**, is a for-profit company in Kenya that produces and sells organic fertiliser (Safi Sarvi®).
- **Takachar**, a US-based waste management organisation, has contributed to developing the technology and financing the organization.
- Safi Organics works closely with researchers from the **Massachusetts Institute of Technology** to quantify the project's impacts and improve workflow.



The 2016 SAG-SEED Awards in Burkina Faso, Ghana, Kenya, Mauritius, South Africa and Uganda are supported by SWITCH-Africa Green, which is implemented by UNEP with the assistance of the European Union.

### About SEED

SEED is a global partnership for action on sustainable development that was founded by the United Nations Environment Programme (UNEP), the United Nations Development Programme (UNDP) and the International Union for the Conservation of Nature at the 2002 World Summit on Sustainable Development. SEED is based on the understanding that the promotion of social and environmental enterprises is pivotal to a world of flourishing communities where entrepreneurship drives sustainable development. The 2016 SAG-SEED Awards in Burkina Faso, Ghana, Kenya, Mauritius, South Africa and Uganda are part of the multi-country project “Promoting Eco-Entrepreneurship in Africa” implemented by SEED under SWITCH-Africa Green (SAG). SAG is implemented by UNEP with the assistance of the European Union. Other project partners in SAG are UNDP and the United Nations Office for Project Services (UNOPS).

[www.seed.uno/sag](http://www.seed.uno/sag)

#### SEED Founding Partners



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