**Farmer to Farmer – Malawi**

**Business Management and Business Plan Development**

Farmer to Farmer is a USAID-funded initiative to send American agricultural/agribusiness experts to developing countries to offer technical assistance to our host organizations. These trips are volunteer-based, but with all expenses covered by CNFA and typically last between two and three weeks.

**Issue Description**

Kabeza Cooperative was formally registered as a cooperative in June 2013 with the goal of sharing ideas with its members on economic empowerment through farming. The Cooperative has 10 clubs with a total of 187 members (108 males and 79 females). Members of the cooperative grow a variety of crops, including, soybeans, peanuts, sunflower and beans. Once the crops are harvested, the cooperative collectively sells the crops through the Agricultural Commodity Exchange (ACE).

Kabeza Cooperative is able to get reasonable price for their produce, but the members’ lack of business knowledge causes problems with tracking their operational costs and profits. The cooperative is requesting a Farmer-to-Farmer volunteer consultant to conduct an assessment on their current business, provide trainings on how to improve the business management structure, and provide assistance with developing a simple practical business plan for the cooperative.

**Desired Impacts**

* Strategic business plan developed
* Effective business team established
* Increase in total commodity sales

**Desired Qualifications of Volunteer**

* Experience in business management for cooperatives
* Extensive experience and knowledge in developing strategic business plans
* Experience leading training sessions for adult learners with varying degrees of comprehension and potential illiteracy
* Good presentation and report writing skills
* Experience working cross culturally in developing countries
* Willingness to work for a week or more in a rural Malawian town
* Must be citizen or permanent resident of the U.S.