

COE – CASA Programme – Rwanda

Supporting Smallholder Fish Farmers to Access Quality Floating Fish Feed

CASA supports Fine Fish Ltd to promote accessibility and affordability of yield-improving feed to smallholder fish farmers. The partnership demonstrates the production of high-quality environmentally-friendly floating feed, tests alternative ingredients for feed production, and specifically targets smallholder farmers as users of formulated fish feed. CASA will support Fine Fish to:

- Promote locally produced inputs via technical support to local millers to engage in local feed production, marketing and standards compliance; and increase production and sales of feed produced from local alternative raw ingredients such as black soldier fly (BSF) with private companies.
- Leverage increased investments and expansion via feasibility studies, business planning, investment-readiness support, grant provision for the installation of laboratory equipment (procured by Fine Fish), training of existing employees as laboratory technicians, and matchmaking for new and existing feed millers.



Challenge

Locally produced fish feed is expensive due to increased prices of largely imported raw materials, mainly maize and soybean for which there is high competition for human consumption. Access to quality floating feed is a constraint for all fish producers and must be addressed for productivity to increase and supply to meet local demand. SME access to finance is still hampered with heavy requirements from financial institutions limiting the ability of many agri-SMEs to invest in feed production.

Value-add of the CoE model

The COE package for CASA Rwanda was meant to expand the CASA intervention into additional value chains using the regular programme's tried and tested modalities. It enabled the rapid scaling of activities through these existing responsive and adaptive modalities, under the CASA programme, which allow for more efficient delivery under the tight timeframe of the COE, compared to other procurement and design options available to FCDO. The additional projected outcomes and impact that the COE package enabled are also part of the value-add.

Outcomes & Impact (projected)

- Increased production and sales of quality locally produced fish feed, initially to 10 SMEs and 2,500 smallholder fish farmers organized in 100 cooperatives
- Enhanced environment, social and governance (ESG) outcomes through an energy audit, determining activities to ensure GHG reductions, improving waste management, and incorporating more women in the supply chain
- Reduction of input and production costs (by 10%)
- Improved fish growth rates and increased fish production (of 5%), and
- Smallholder incomes increased by more than 64% from enhanced fish production and sales

Key activities

To demonstrate the production of environmentally friendly feed and increase access for targeted cooperatives and MSMEs to access the feeds, the proposed activities are:

- Build Fine Fish's internal governance processes
- Support Fine Fish in the installation of purchased laboratory equipment to ensure the quality of the feed produced
- Develop a focused business plan as a roadmap for how to structure, run and grow the new business
- Define a marketing and distribution strategy that includes awareness raising and demonstrations on the benefits of the feed; and link MSMEs/coops to Fine Fish
- Develop, test and promote packaging in small bags to ensure cooperatives and MSMEs can access feeds
- Develop an ESG strategy and action plan to be implemented by Fine Fish
- Support Fine Fish in leveraging the investment of £500,000 from BRD for working capital and position for other investment as appropriate
- Explore and test alternative raw ingredients, including black soldier fly