


RLI INVESTMENT SNAPSHOT	
<b>KULIKA UGANDA</b>	
<b>Reason for Selection:</b>	<p>Kulika Uganda runs a for profit agriculture training and value chain linkages project that leverages over 30 years' experience and relationships from empowering less privileged Ugandans. Kulika provides high quality inputs to farmers, trains them on ecological agriculture practices to increase yield and then offtakes produce for processing and sale.</p> <p>Kulika focuses on the maize, beans, soybeans, sunflower, and honey value chains, which are competitively produced in West Nile and Uganda. This business model directly supports small holder farmers and refugees, and encourages sustainable agricultural practices.</p>
<b>Location:</b>	Kampala, Arua - Uganda
<b>RLI Business Category:</b>	R2, R3
<b>Company Background:</b>	<p>Kulika was established in 1981 in the UK with a focus on providing educational opportunities through vocational and academic scholarships to Ugandan people. Particularly important to Kulika's strategy has been the development of a Sustainable Agriculture Training Programme and Creative Capacity Building through which many families and communities in Uganda have been transformed. Kulika then established a business arm to implement its innovation objective which is aimed at supporting and aggregating smallholder farmers' produce, processing it, and selling in high value markets.</p> <p>Kulika's mission is to utilize the relevant skills and technologies that can empower rural communities and improve value chain linkages.</p>
<b>Industry/Sector:</b>	Agriculture
<b>Products and Services:</b>	<ul style="list-style-type: none"> <li>- Agricultural extension services.</li> <li>- Value addition of agricultural produce.</li> <li>- Training refugees and host communities on Ecological Organic agriculture and targeting peri-urban dwellers.</li> <li>- Creative Capacity Building to help refugees build affordable technologies that solve problems relating to food and energy, raising incomes and reducing unemployment through enterprise development.</li> <li>- Skilling youth with vocational skills, providing links to apprenticeships in the private sector and employment opportunities within the region.</li> </ul>
<b>Management Team:</b>	<p>Kulika is managed by a Board of Trustees, whose role it is to appoint a Board of Directors, whose responsibility it is to check the management.</p> <p>The day-to-day business of the organization is managed by the management team.</p> <ol style="list-style-type: none"> <li>1. Magdalene Ajuma – Executive Director.</li> <li>2. Emmanuel Amen - Project Manager – West Nile.</li> <li>3. Emily Namwaya – Energy Specialist.</li> </ol>

<b>Employees:</b>	Full Time Employees – 19 Number of refugees employed - 4
<b>Market Overview and Trends:</b>	<p>In addition to freedom of movement, and freedom to engage in trade and economic activities, the Government of Uganda provides land allocations to refugees for shelter and agricultural use in designated areas.</p> <p>Agricultural activity in refugee hosting communities continues to grow and is expected to increase significantly, following a shift by development partners from providing food and subsistence aid in kind and transitioning to cash or voucher-based models.</p> <p>Demand for agriculture inputs is therefore on the rise and the need for training on sustainable farming practices on small pieces of land is evident.</p> <p>As such, Kulika is seeking investment to scale their tailored training programs, funding to pre-finance the sale of agri-inputs and extend their micro-credit model to more small holder farmers.</p>
<b>Estimated Investment Needs:</b>	<p>USD 1,000,000</p> <ul style="list-style-type: none"> <li>- To expand Kulika’s agricultural extension services and support skills training.</li> <li>- Finance research projects and consolidate learning to adapt to the changing agricultural practices.</li> <li>- Expand operations and increase the number of demonstration gardens.</li> <li>- To increase on-lending for their micro-credit provisions</li> </ul>
<b>Target Funding Source(s):</b>	Impact investors and technical assistance providers
<b>Investment Opportunity:</b>	<p>Kuliika will expand its agricultural extension services and provide an opportunity for farmers to scale their production and benefit from the value addition of their offtake in the maize, beans, soybean, and sunflower value chains.</p> <p>The provision of training, starter kits, and investment funds for farmer groups would increase food production, food security, and returns on investments. Evidence has shown that Kulika training programs have long-term results in terms of improving quality of produce, yield, and sustainability.</p>
<b>RLI Social Impact Opportunity:</b>	An investment in Kulika has the potential to increase the income of refugees and host community farmers through better agricultural inputs and access to markets.
<b>RLI Support Strategy:</b>	Support Kulika to access technical assistance and business development support from programs like the Business Development Support for Ugandan SMEs funded by OxFam and run by Open Capital, which would allow the business to finetune its operations, build capacity internally and grow the business to sustainable levels.