

# ARE CERTAIN CSA BUSINESS MODELS

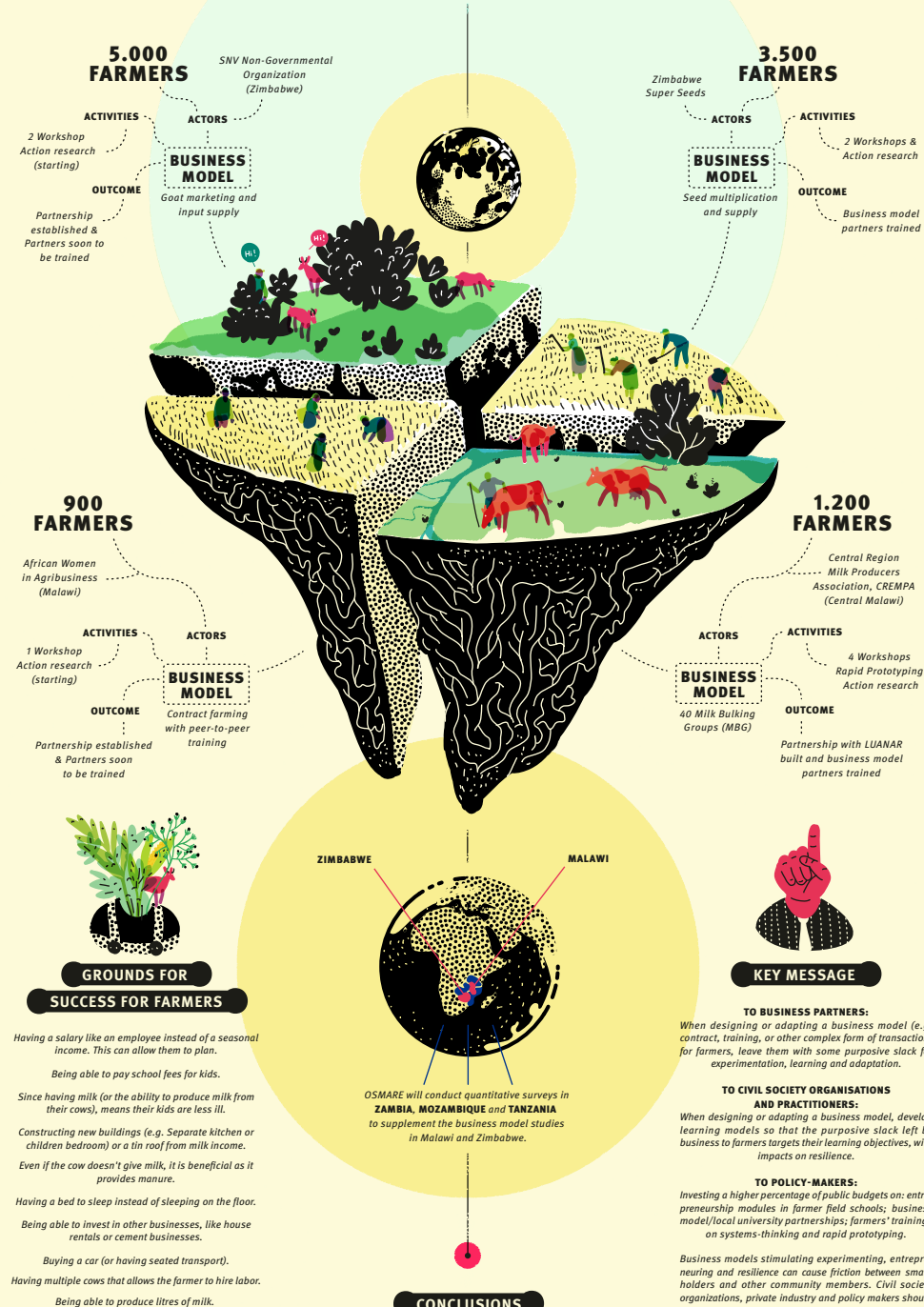
stimulating or stunting

## SMALLHOLDER RESILIENCE & ENTREPRENEURSHIP?

**OSMARE** (Organizing business models for SMALLholder Resilience) is studying 13 agri-business models in 5 countries in East and Southern Africa to explore how these business models create space for experimentation, and if they help farmers adapt to the effects of climate change.

**KEY CHALLENGE:** Agri-food systems in East and Southern Africa are undergoing rapid transformation due to climatic changes, urbanization and changing consumer preferences. As often underrepresented actors in agri-food systems, smallholder farmers and their farmer organizations struggle to adapt to and to absorb market, social and environmental shocks.

**GOAL OF OUR WORK:** Research: To understand if the way farmers and farming organizations structure their business models, help or hinder their resilience to climate, market and social shocks. Capacity-building and co-creation: engaging smallholders and their business partners in systems-thinking, rapid prototyping and entrepreneurship workshops. **METHOD:** participatory action research in-country and surveys.



### CAN WE BREAK NEW GROUND? WHAT ARE OSMARE FINDINGS TO DATE?

Farmers and their business partners realize that climatic conditions are rapidly changing. Thus, smallholders need to continuously adapt CSA practices every season. This adaptation requires a diffused ability to effectively recombine the resources at hand.

Business models that create purposive space for experimentation do stimulate smallholders' entrepreneurship, adaptation and thus resilience.

Smallholders' entrepreneurship, adaptation and resilience also involve navigating tensions that may arise within the communities in which they live, when seeking to balance social and business interests with their peers.

By building personal, trust-based relationships, systems-thinking and rapid prototyping workshops can actively involve smallholders and stakeholders and build individual and collective entrepreneurial capacity and resilience.



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**CONTACT**  
Domenico Dentoni | Wageningen University & Research  
Hollandseweg 1 | 6707 KN Wageningen | The Netherlands  
+31 6 46801736

**VISIT OUR WEBSITE** <http://bit.ly/2MaGTmz>

