

KAMPUNDU GAUDENCE: RWANDA’S FIRST PASP FEMALE AGRODEALER

“Before becoming a CRS-trained PASP, I didn’t have the knowledge or tools for agricultural production and certainly didn’t know how to run a business... But let me tell you, becoming a PASP made me a businesswoman.”

Kampundu first began working with CRS in 2010 as field agent for savings and internal lending community groups. Later, upon enrolling in CRS’ *Duhinga Neza* project, Kampundu eagerly expanded her skillset and participated in a variety of trainings to become a private agricultural service provider (PASP). Topics addressed during trainings included agricultural best practices, market access, business management, financing options and bookkeeping and gender equality.

After completing the PASP training regimen, Kampundu signed a formal contract with an agro-dealer. Her title of PASP, as well as her newly formalized business arrangement, led to an increase in her monthly income from 30,000 RWF (\$31 US) to 40,000 RWF (\$42 US) per month. She credits her participation in *Duhinga Neza* trainings with equipping her with an in-depth understanding of how to run a business and make a profit. Additionally, “As a PASP, local authorities became aware of my skills and experience and the pivotal role that PASPs play in increasing the well-being of small holder farmers and their families,” she said.

Encouraged by her initial successes, Kampundu leveraged her strong relationship with local authorities, and the continuous support from CRS and Caritas Gikongoro, and submitted a formal application to become a government certified agrodealer. Several weeks later, **Kampundu officially became the first female PASP agrodealer in Rwanda as well as the first CRS-supported PASP to receive this title.** As a certified agro-dealer, Kampundu is selling fertilizers, such as DAP and Urea, as well as maize seeds to last-mile farmers in Kibilizi sector, Nyamagabe district, Southern province. Since becoming certified, she has increased the variety of services she is offering and has expanded her client market to serve more vulnerable households. Before becoming a certified agrodealer, Kampundu worked with 76 male and 82 female small-holder farmers, whereas now she is working with 203 male and 206 female small-holder farmers. Kampundu’s drive, passion and motivation ultimately make her better able to serve her customers, and to subsequently help them increase their yields, incomes and general well-being. Furthermore, she has plans to hire an employee within the next year.



Kampundu standing outside of her home. Photo by Alphonse Habamungu of Caritas Gikongoro for CRS/Rwanda

In addition to increasing the size and geographic reach of her business, Kampundu has seen changes in her home environment since becoming a certified agrodealer. Her monthly income has yet again increased, this time to 120,000 RWF (\$126 US) per month.

“This increase in income will help my family purchase land, buy higher quality food, and save for our futures,” said Kampundu. She thanks CRS for “helping me find my way” and encourages her fellow PASPs “to use the knowledge they gained in training to become their own agro-dealers, rather than being reliant on commissions from the agro-dealers they currently report to.”

