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**QUARTERLY REPORT #4
SMALLHOLDER TECHNOLOGY &
ACCESS TO MARKETS PROGRAM
(USAID-STAMP)**



July-Sept 2011

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SMALLHOLDER TECHNOLOGY & ACCESS TO MARKETS PROGRAM (USAID-STAMP) QUARTERLY REPORT #4

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The views expressed in this publication do not necessarily reflect those of the United States Agency for International Development or the United States Government.

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1. EXECUTIVE SUMMARY

This is the fourth quarterly report (July - September 2011) for United States Agency for International Development Smallholder Technology and Access to Markets Program (USAID-STAMP), funded under the USAID/Zimbabwe Cooperative Agreement No. 674-A-00-10-00088-00 with Fintrac Inc.

Fourth quarter achievements include:

- Paprika producers achieved on-farm net income increases of 46 percent, with 16 percent increase in yields.
- 2,526 banana farmers in Rusitu Valley are receiving postharvest management training; crates have been provided to minimize losses and growers have sold 413 tons of bananas on the Harare market as a result of market linkages created by the program.
- Protea growers have received training in land preparation at Zimflora and seedlings have been distributed. Each will plant 0.1 hectare.
- Activities will expand as MOU authorization gives USAID-STAMP official approval by the Government of Zimbabwe to operate in the rural areas.
- 305 farmers in the Nyanga district are being incorporated into the formal value chain for local and export markets of potatoes and proteas through linkages with the Seed Potato Co-op and Zimflora.
- 4,454 farmers have benefited from STAMP input credit interventions.
- There were 93 training events in the fourth quarter, bringing the number of people trained in good agricultural practices (GAPs), safe use of pesticides and postharvest handling over the year to 3,861. 47 percent of participants were women.
- USAID-STAMP's country specific gender mainstreaming strategy is helping to fully incorporate women into all STAMP supported activities.
- 17 demonstration sites have been established in the Chipinge and Chimanimani districts to showcase low cost water conservation technologies such as mulching and potholing in key perennial fruit production zones.

Deliverables for the next quarter include:

- Two partner fund agreements will be signed to impact the health and nutrition of 2,000 smallholder farmers.
- 30 demonstration sites will be identified and established in the paprika growing areas.
- Farming as a business training will continue in the Chipinge and Chimanimani districts.

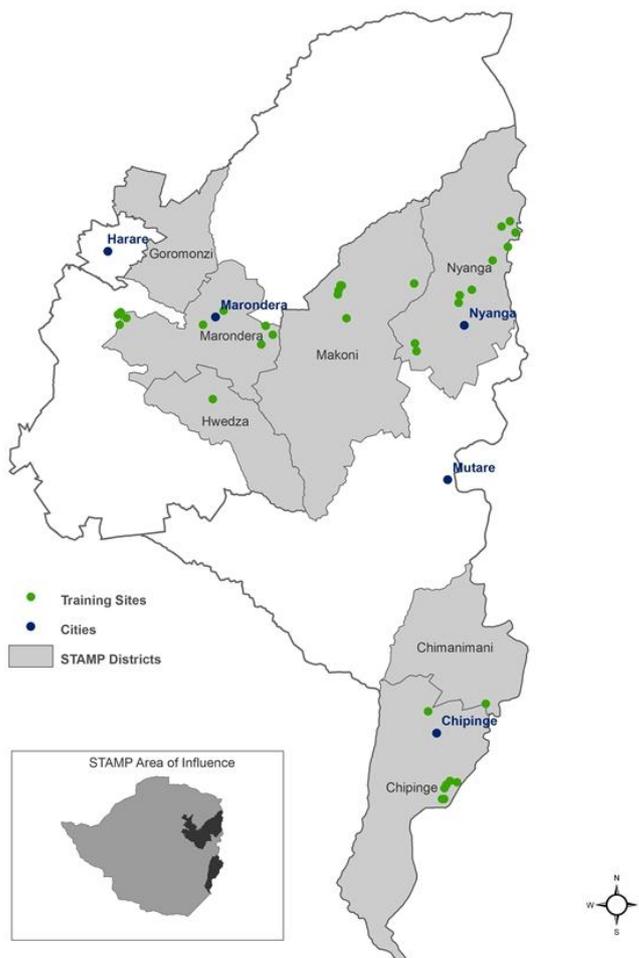
2. PROJECT OBJECTIVES

2.1 PROJECT DESCRIPTION AND OBJECTIVES

The Smallholder Technology and Access to Markets Program (USAID-STAMP) is an 18-month initiative supported by the American people through the United States Agency for International Development (USAID). The program aims to increase food security of smallholder farmers by expanding market access and increasing productivity, which will result in more income generation and significantly impact the lives of more than 4,500 rural families.

USAID-STAMP's mission is to increase and sustain smallholder sales and incomes from the production and marketing of high-value horticultural crops and products using environmentally friendly farm technologies and good agricultural practices (GAPs). All proposed activities will include efforts to address the impact of HIV/AIDS on rural communities, and will encourage women and youths to become aware of the potential of horticulture as a business. The program is scheduled to continue through March 2012, with long-term sustainability achieved through partner alliances.

Figure 1: STAMP Areas of Focus



2.2 GEOGRAPHIC FOCUS

USAID-STAMP is being implemented in Mashonaland East and Manicaland provinces, with three field agronomists managing the five partner funds from Marondera, Nyanga and Chipinge. The new geographical focus for the 2010-2011 season has reduced the number of districts in which USAID-STAMP programs are operating from seven to five districts (Chipinge, Chimanimani, Nyanga, Makoni, and Marondera) targeting the more proficient growers. These five districts encompass 16 wards in total.

2.3 COMMUNICATIONS AND REPORTING

Official notice of approval to operate in the rural areas through the signing of the Memorandum of Understanding from the Ministry of Agriculture, Irrigation and Mechanization was finally granted in September 2011. As a result, public dissemination of information on USAID-STAMP activities through monthly bulletins and success stories will expand from September onwards.

The 2012 work plan was submitted at the end of August for the final months of the USAID-STAMP program. The baseline report has also been completed and includes the paprika baseline information that was collected in August. This report covers the information gathered from surveys conducted in Chimanimani and Chipinge districts which includes the partner fund awards, Rusitu Valley Fresh produce and Tanganda.

Three monthly financial statements were submitted and posted to the intranet site (www.fintrac.com/stamp).

3. ACTIVITIES

3.1 INCREASED AGRICULTURAL PRODUCTIVITY

3.1.1 Crops

Paprika

Smallholder paprika farmers in Mashonaland East and Manicaland areas received USAID-STAMP support throughout 2010-2011 growing season. Although Extracts, a paprika buyer, initially faced cash flow constraints at the beginning of the season, the situation improved during August and September when their buyers were able to purchase the remainder of the crop. The final amount purchased by Extracts from smallholder growers involved in the STAMP program was 134.1 tons (84 percent A grade, 3 percent B Grade and 13 percent C grade) a 66 percent jump from the previous season. The increase is primarily due to USAID-STAMP incorporating 921 new farmers into the paprika value chain. Of the 1,616 growers currently producing paprika, 43 percent were involved in production of the crop during the 2009-2010 season. A conservative estimate by field agronomists indicates that USAID-STAMP growers were able to sell another 60-80 tons of paprika to other buyers, including Capsicum.

USAID-STAMP, with the support of Extracts, helped increase the number of farmers growing paprika by providing input assistance to the smallholder growers in the form of seed and fertilizer. Additionally, program interventions helped achieve an increase in household on-farm net incomes of 113 percent. This can be attributed to two main factors:

- The amount of land under paprika production increased by 197 percent from the previous season. New growers coming into production were the biggest contributors to this figure but the previous growers also increased their area under production by an average of 29 percent.
- Increases in market prices. The table below shows the comparison prices between the two seasons. In 2009-2010, the price at the beginning of the season was \$1.05 per kilogram for A grade but had increased to \$1.20 for the same grade by the end of the season. This high year-end price was superseded at the beginning of the following season reaching \$1.50 per kilogram.

Paprika Grade	\$/kg 2009/10	\$/kg 2010/11
A	1.05 -1.20	1.45 - 1.50
B	0.8	0.90 – 1.00
C	0.3	0.40 – 0.45

Source: Extracts buyers

Although the yields increased by 16 percent from last year, the net income specifically for paprika increased by 46 percent due to the higher prices paid for the product. However costs per kilogram increased by 9 percent (or \$0.05 per kilogram). The yield increases were slightly below target mainly due to the effects of the late season drought which had been reported in the second quarter. Obtaining accurate yield information was challenging as the Extracts procurement model did not provide growers with receipts for purchases or deductions of inputs. Some of the sales were conducted

without the presence of the lead farmers so in many cases, they were not able to provide complete information. The data from Extracts on the tonnage of paprika purchased does not reflect the total amount of paprika that the farmers grew as a large proportion of the product secured by Extracts was made as repayment of the growers' input credit loans. There was also an extreme reluctance by the growers to give the USAID-STAMP field staff accurate yield figures due to non-repayment of inputs and the perception that program agronomists are actually Extracts employees.

Repayments of input credit have been extremely variable with the highest repayment coming from growers in the Nyanga district. Although only 38 percent of the growers paid their input credit in full, the value of the credits that was recovered by Extracts was 55 percent, as there were more growers who contributed at least a portion of their loans.

Table 2: Credit repayment by district

Province	District	Percent input credit recovered	Percent growers repaid inputs in full
Mashonaland East	Goromonzi	40 %	45 %
	Marondera	23 %	15 %
	Wedza	36 %	9 %
Manicaland	Makoni	60 %	41 %
	Nyanga	76 %	47 %
Weighted average		55 %	38 %

The large differences in repayment by smallholders from the various districts may be attributed to several reasons:

1. **Climate:** The Nyanga area traditionally receives more rain and this was again the case during the 2010-2011 season where precipitation was significantly higher (29 percent) than Marondera. As the paprika crop was primarily rain fed, this would result in potentially higher yields and greater incomes for the farmers.

Rainfall (mm)							
Year 2010/11	Oct	Nov	Dec	Jan	Feb	Mar	Total
Nyanga	45	142	348	335	31	159	1060
Marondera	48	164	133	320	75	84	824

Source: The Meteorological Services Department, March 2011

2. Buyer presence in the field. There was an Extracts buyer permanently based in Nyanga and as soon as finances became available, he was able to concentrate on his specific areas in Nyanga and in the northern part of Makoni. He therefore had a greater level of success and bought more paprika from the growers than his colleagues in the other areas. However, the buyer allocated to the Macheke/Chiendambuya areas was also buying from growers scattered throughout the country in Beatrice, Mutoko and Mt. Darwin. During the month of July he was only in the field in one of the program areas for three days. This lack of presence caused the growers to lose confidence in Extracts' ability to purchase their crop and as a result they sought out alternative, more aggressive buyers who were more than willing to buy their product. Given that recovery of input credits was done by Extracts, this may explain the lower rates in these areas.

3. Awareness of contractual obligations. In the Nyanga district there had previously been a high level of technical input and grower organizational training done by the US African Development Foundation (ADF) program that closed in 2005. The farmers had a long term perspective, understood the paprika value chain and were more willing to repay their input credit. The two best areas were Sabvure and Samanyika with a 96 and 99 percent repayment rate, respectively. The lack of previous experience with this form of arrangement in other areas may have contributed to lower repayment rates.



*Photo by Fintrac Inc.
Farmers who repaid their loans in full received certificates in an award ceremony in Sabvure.*

The distribution of input credit certificates was well received by the growers and only given to growers who had repaid their loans in full. A female farmer said that the only certificate that she had ever owned was her birth certificate and now she was happy to have this one. The certificates created a more positive attitude towards repayment in the community but their value to the growers needs to be enhanced through greater awareness among other commercial organizations that are involved in contract farming in these districts as well as inviting the banking sector to maximize on this initiative.

For the 2011-2012 growing season USAID-STAMP management has decided to focus on the areas where the paprika growers had been more diligent in repaying their loans and incorporate a greater number of growers into the program in these areas. This has effectively reduced the operational districts to three for the Extracts program namely Marondera, Makoni and Nyanga. New paprika grower groups have been established in these areas and all lead farmers have received training. Growers have received training in seed bed preparation and sowing during August and September and seed packs were distributed.

Both compound and topdressing fertilizer have been delivered to strategic warehouses in the rural areas for distribution to growers when the rains begin. This is a major improvement on last year's distribution by the partner who had battled to catch up due to late start of the project.

Bananas

Rusitu Valley Fresh Produce (RVFP) has registered 2,526 banana farmers as beneficiaries in Rusitu Valley and postharvest management training is ongoing. As a result of the awareness created through this training, some farmers have approached RVFP asking for assistance in purchasing their own crates. However, the initial input finances in the partner fund agreement had already been earmarked for purchasing fertilizer, which had been procured and distributed to the growers on a cost recovery basis. Other avenues are currently being explored to link growers with alternative sources of credit through the local banks that are based in Chipinge (CABS and Royal Bank) and Microking in Mutare.

The distribution of fertilizer to the growers has been timed to maximize the use of the rains as most of the banana plantations do not have any irrigation. The majority of smallholders in Rusitu Valley do not have access to basic inputs such as fertilizer as there is only one agro dealer in Kopa, the main growth point. As transport into Rusitu is exorbitantly high, the few bags that are held in stock generally have a very high price tag. There has obviously been an overwhelming response to the arrival of this fertilizer and a strict selection criteria has been put in place to choose growers who will most benefit from this distribution. As this has been such a scarce resource in the area, there are some growers who are willing to pay cash upfront without waiting for it to be deducted from the sales of their bananas in order to secure a couple of bags.

Proteas

All the program farmers in the Nyanga district have received initial training in land preparation at Zimflora and seedlings were distributed to the growers once they met the first inspection criteria. Thirty-nine percent of the growers have each planted a selection of 700 protea plants. All growers have had soil analysis done and lime was distributed for incorporation during land preparation. Technical assistance visits are ongoing to ensure early identification of insects and diseases. New development trials will be initiated during the next quarter for new varieties of statice.



Photo by Fintrac Inc.
Francisca Mungwere demonstrates good agricultural practices she learned from USAID-STAMP by adding mulch to newly planted protea seedlings.

Irish and sweet potatoes

USAID-STAMP is working with two partners, Tanganda Ltd and the Seed Potato Co-op, to increase incomes of potato growers. In the Tanganda area, growers have received training on land preparation and planting, with 42 percent of the growers having planted their certified virus free seed to date. The smallholder farmers surrounding Zona and Jersey Tea Estates have had assistance from the Estate managers both in sprouting their seed and in the delivery of inputs such as fertilizer. The distribution of seed has taken longer than expected as rains in the area have been unseasonably low over the last few months resulting in water sources in some areas drying up. As a result, some of the distribution of seed potato has been delayed until the onset of the rains which are expected to replenish wells and natural springs.

Fifteen growers for the sweet potato nurseries have been identified and virus free material has been sourced from Agribiotech, a company specializing in tissue cultured sweet potatoes. Agribiotech will be involved in the field training of the growers in November when the nurseries will also be established. Although Tanganda is interested in marketing the sweet potatoes to formal market outlets in Harare, they felt that they did not have sufficient information on the product specifications required for these supermarkets such as size or skin color. They decided that they would rather procure the sweet potatoes for their in-house staff feeding program. As this informal market prefers the white skinned varieties, the smallholder farmers will be given a high yielding variety called Chingova. However, as part of the planned trial work, new varieties will be included to provide a supply of sweet potatoes with different skin and flesh colors in order to test the market and examine their performance under Chipinge's climatic conditions.

The registration of beneficiary growers is ongoing under the partnership with the Seed Potato Co-op, which was approved at the end of August. Soil samples are currently being collected for analysis at Omnia by the newly appointed field clerk who is now based in the Bende area. The distribution of certified seed potato will begin during the next quarter soon after the mini baseline survey is conducted to obtain baseline indicator information. Preliminary discussions have been held with three banks in Nyanga, namely CBZ, Royal Bank and ZABG to promote input credit financing for the remainder of the inputs that do not receive assistance from STAMP. To date, only Royal Bank has actively pursued input credit with the Bende farmers working alongside Jupiter Insurance Company, who is offering to provide input credit and crop insurance.

3.1.2 Technologies

One of the main technologies being promoted by USAID-STAMP field agronomists is **scientific application of fertilizers**, and to this end more than 200 soil samples have been taken across all the program growers. The results have been used to determine the best selection of fertilizers required under the given budget constraints. In most areas, there was no resistance to soil samples being taken but special permission was required in Rusitu Valley due to the large mineral deposits in the area and an absence of a prospecting license.

Soil sample results for 150 smallholder growers in Tanganda indicate that the soils in Chipinge are low in phosphates and that 92 percent of the smallholder farmers will have to apply lime to correct their pH levels. However, applying lime just before planting potatoes, which tolerate pH's as low as 4.2, increases losses due to scab, a superficial skin disorder that results in an unmarketable product. Lime will therefore only be applied where the perennial crop is to be planted. The low phosphate levels will be compensated by the high phosphate blend fertilizer which has been purchased for the potato production and the perennial crop will also receive additional phosphates.

Virus-free high yielding seed potatoes and selected protea cultivars have been distributed to growers giving them the best potential to achieve the highest yields. So far, 2,247 growers have adopted new technologies. A large percentage of the growers in the Rusitu Valley are still being trained and exposed to demonstration plots, profiling new technologies, therefore these numbers are expected to increase significantly in the next quarter. The new technologies adopted will need to be quantified so a mini survey will be conducted before project close out to quantify the level of new technology adoption.

3.2 EXPANDED MARKET ACCESS

Banana prices have been under pressure during this last quarter due to increased volumes resulting in short term reduction in prices which dropped as low as \$0.17/kg for A grade. However, mid-October prices have now picked up due to the effects of the heavy frost in June affecting supply. Prices on the Harare market are \$0.30/kg for grade A, \$0.26/kg for grade B and \$0.22/kg for grade C. Continued market outlook is optimistic as traditionally October through to March is the low supply curve.

The finalization of the AgriTrade facility has provided RVFP market stability allowing them to maintain a consistent supply. To date, 413 tons of bananas have been purchased from smallholder farmers and RVFP has maintained its original price of US\$0.20/kg to its growers. Quality control has been more stringent at the field level where C grade bananas have been rejected before incurring any transport costs.

Although RVFP has primarily delivered product to Sunspun, they began exploring other market opportunities with Interfresh but have experienced long delays in offloading of the trucks at the Harare depot due to lack of labor. Some trips took in excess of 24 hours before bananas were placed into the ripening rooms. The bulk of the bananas are therefore being delivered to Sunspun.

Table 3: Rusitu Valley Banana Sales by Month

<u>Month</u>	<u>Kilograms</u>
May	75,709.0
June	59,544.1
July	51,398.4
August	95,246.0
September	131,245.0
TOTAL	413,142.5

3.3 OTHER CROSS-CUTTING THEMES

3.3.1 Gender

USAID-STAMP has developed a project specific and country-appropriate gender mainstreaming policy and is currently rolling out training for both staff and partners. The local program gender team was able to carry out field visits to document views and opinions of women smallholder farmers and to analyze group dynamics and overall gender attitudes. They were able to get feedback from women on key issues and include these in the gender strategy. One suggestion was that the sales of paprika at the end of the season be partially paid for in groceries, like cooking oil and soap, and the remainder in cash. This is because in most households, the man takes charge of the finances from crop sales and the wife is unable to purchase these household essentials.

Other information collected through baseline surveys and utilized as part of the strategy document indicated that in certain areas like Chipinge and Chimanimani just over a quarter of the women (26 and 27 percent respectively) have had no formal education compared to 7 percent of their male counterparts. The strategy incorporated in the policy was to use more visuals during training and make sure all training is conducted in the vernacular.

47 percent of the farmers who attended USAID-STAMP training sessions at least once were women, having exceeded the target of 40 percent. There are also 21 percent women involved in lead farmer positions across program growers. The percentage of women lead farmers in the paprika growers program is as high as 39 percent but this was only achieved after extended negotiations helped to overcome the community's initial resistance. Most of the concerns were expressed by husbands who

did not want their wives to visit neighboring farmers. Resolution was achieved through a compromise where the husbands said that they would accompany their wives on any visits.

3.3.2 Health and nutrition

Several partner fund awards have been negotiated with respect to training smallholder growers in health and nutrition working with Village health workers where health will be linked to principles of nutrition and hygiene. Other activities will be demonstrated including the fundamentals of food preparation and extending shelf life through preservation. These activities will be implemented in the next quarter.

3.3.3 Environment

USAID-STAMP field agronomists continually promote good agricultural practices throughout the project that build soil life, such as composting, and that conserve soil and water resources, such as mulching and potholing. In addition, there is judicious use of fertilizers through applications according to soil analysis results.

However, in recognition of the fact that crops like potatoes are seen to have a high pest and disease load and the fact that pesticides are freely available to growers in the rural areas, training in safe use of pesticides has been prioritized as each new partner fund is implemented. One of the strategies being implemented is to select 20 growers from the area and provide them with intensive training in safe pesticide transport and use, calibration, safe disposal, handling and basic first aid. This training is conducted by a professional team from the Zimbabwe Fertilizer Company who bring a wealth of experience. The selected spray operators are also given the full protective clothing as well as a knapsack so that there is a guaranteed, reliable spray service in the community.

4. LESSONS LEARNED

Farmer contracts. A greater awareness of contractual obligations among growers has been created due to “Farming as a Business” (FAAB) trainings that were implemented during the off season. Although Extracts is willing to engage 1,500 smallholder farmers in contract farming, they were not prepared to include a deadline for purchasing paprika. This was one of the growers’ main frustrations last season and is currently still in negotiation. All the paprika contracts have been translated into the vernacular.

Postharvest training targeting the reduction in aflatoxins. These toxins are produced by soil-born fungi and have been closely linked to cancer of the liver. There is very little awareness in the smallholder paprika community that aflatoxins have the potential to negatively impact their household income. Postharvest trainings for this season will not only concentrate on timing of harvest and grading issues but also on focus on cultural aspects of mulching to prevent soil splash, correct field hygiene (not picking up paprika that has dropped), importance of drying paprika off the ground and keeping off free moisture.

Field record books. Although recordkeeping has always been an important part of the USAID-STAMP’s smallholder training, it was noted during the baseline surveys that growers had been relying on their memories even though 67 percent had indicated that they kept records. More than 2,000 Farmer log books were distributed during the fourth quarter which will assist growers in recording input costs and sales. These will be monitored by STAMP field staff, who will continually reinforce the need for good record keeping. Extracts have also agreed to use triplicate books when purchasing paprika so that copies may be left with the farmer and lead farmer.

Certificates. Without exception, all the paprika growers who received an input credit certificate were very happy with the recognition and status it has brought them. In the Nyanga area, those that did not get a certificate are now coming to repay their input credits especially as they have seen fertilizer arriving in the warehouse for next season and have been told that only those with a certificate will be beneficiaries.

5. CHALLENGES AND CONSTRAINTS

MOU. Approval for USAID-STAMP to officially operate in the rural areas was finally granted towards the end of the fourth quarter. This approval is now in the process of being cascaded down to the District and Ward levels. However, during this last quarter of the year, the field agronomists were still only able to operate in the field in a limited capacity and the program had not been able to publicize its activities or successes.

Increased political activity in certain areas has caused some of the planned training sessions to be delayed as field staff have had to change dates at the last minute in order to avoid interfering with political rallies.

Aflatoxins. Unfortunately over the last two seasons Zimbabwean paprika has been flagged as high risk and has come under intense scrutiny by International markets which are strictly monitoring Mycotoxin levels. These international standards limit the total acceptable Mycotoxin level to 7ppb with a maximum of 5ppb specifically for Aflatoxin B2. The ramifications of this is extremely serious for smallholder farmers as it has been found that they have much higher levels of these toxins than their large scale counterparts. This is primarily due to the way the paprika is dried on the ground with very little protection from the soil or rain. Large scale producers either dry paprika on racks or in old tobacco barns reducing potential contamination from the soil born fungi.

Although the paprika may be treated with radiation or steam sterilization before export, the live fungal cells are killed but the toxins remain and to date no method has been found to eliminate these Mycotoxins. It is expected that this problem will cause downward pressure on prices offered to smallholders during the next season as they are now perceived as high risk by the market and require extra work to blend their product with “clean” paprika. The market is also reluctant to purchase the lower grades due to the highest contamination being found on C grade. This may reduce the overall income for the growers as they have in the past been able to sell everything that comes off the field including the paprika stalks.

6. NETWORKING AND COLLABORATIONS

6.1 CURRENT PARTNERS

A fifth partner fund award with the Seed Potato Co-op was approved during the fourth quarter and implementation has begun. This activity will impact 280 smallholder growers in the Bende area of Nyanga and expand their market access into the formal value chain. Impact of activity will be reported beginning in the next quarter.

6.2 POTENTIAL PARTNERS

Partnerships with several NGO's are being finalized to assist USAID-STAMP with their health and nutrition component. Field staff have done extensive outreach to a wide range of organizations, local and international, working on health and nutrition issues in the areas where STAMP farmers are located. Concept papers have been received from several of them and STAMP management and staff are reviewing and assessing their potential contribution to achieving program objectives. A maximum of three will be selected and activities will begin in the next quarter.

6.3 OTHER PARTNERS

Collaboration with other organizations is ongoing, particularly in the paprika program where discussions have been held with both ADF and Capsicum. The ADF representatives have indicated that their funding is likely to come through at the beginning of November and that they intend to target 890 of the growers who were previously a part of their program before it closed in 2005. Discussions have revolved around areas where the two programs can work together and have a greater impact on the growers, possibly additional input assistance in the form of lime and postharvest assistance to growers in the form of plastic or wire and nails for making drying racks.

USAID-STAMP personnel also attended the ACDI/VOCA closeout workshop and lessons learnt were noted from the discussions of commercial partners and smallholder farmers.

7. CONCLUSION

USAID-STAMP now has five partner fund agreements in implementation and has made great strides in impacting the lives of smallholder farmers. Despite initial challenges, a strong technical program focusing on four main cash and staple crops – banana, paprika, potato and proteas is proving successful in achieving the program objective of increasing the incomes and food security of 4,500 farmers. There is heightened activity as the new season begins and with the approval of the MOU there will be greater opportunities to publicize USAID-STAMP's many successes.

ANNEX I: PROGRESS AGAINST INDICATORS

Name of the Implementing Agency: Fintrac, Inc.	Reporting Period: Q2: January – March 2011	
Local Address: USAID-STAMP 5 Premium Close, Mount Pleasant Business Park Mount Pleasant, Harare	Home Office Address: Fintrac, Inc. 3077 Kronprindsens Gade 72 St Thomas, USVI 00802	
Project Title: Smallholder Technology and Access to Markets Program (STAMP)	Target regions: Manicaland and Mashonaland East	
Cooperative Agreement #: 674-A-00-10-00088-00	Principal Target Beneficiaries: Zimbabwean Smallholder Farmers	
Period of Project: September 27, 2010 – March 26, 2012	Related Program Area and Elements of Operational Plan: 1. Agricultural Sector Productivity 2. Expanded Market Access	
Planned Life of the Project: \$1,999,905	Amount Obligated to Date: \$1,999,905	Pipeline: \$0

Indicators	FY 2011							Units
	Target	Year 1 Target	YTD	Q1	Q2	Q3	Q4	
Number of rural households benefiting directly from USG assistance	4,500	4,000	4,454	1,508	108	1,568	1,270	Households
Number of people benefiting from USG-supported social assistance programming	22,500	20,000	22,270	7,540	540	7,840	6,350	People
Percent change in on-farm net incomes of program-assisted farmers	50	50	113 percent				113 percent	Percent (US\$/Ha)
Percent change in yields of targeted crops/products	50	25	16 percent				16 percent	Percent (Kg/Ha)
Percent change in costs of production per unit	-10	-5	9 percent				9 percent	Percent (US\$/Kg)
Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	4,500	4,000	2,247			1,616	631	Program Farmers
Number of individuals receiving short-term agricultural	4,500	4,000	3,861		1,520		2,341	Trainees

Indicators	FY 2011							Units
	Target	Year 1 Target	YTD	Q1	Q2	Q3	Q4	
sector productivity training								
Number of program farmers engaged in contract farming	1,125	1,125	1,791	1,508	108		175	Program Farmers
Value of incremental sales (collected at farm level) attributed to FTF implementation	1,370,000	680,000	240,245				240,245	US\$
Value of farm sales by all direct program-assisted farmers	3,050,000	1,560,000	725,069				725,069	US\$
Value of new client and counterpart investments	550,000	420,000	304,659	108,320	15,059	17,752	163,528	US\$
Percent leadership roles in producer groups held by women	25	25	21		21	21	21	Percent
Percent women participating in training events	40	40	47		47	50	45	Percent
Number of public-private partnerships formed as a result of USG assistance	4	4	5	1	0	0	2	PPPs
Number of partner CBOs/NGOs providing health/nutrition services to program farmers	3	3	0	0	0	0	0	CBOs/NGOs

ANNEX II: LIST OF PRODUCE BUYERS

Company	Products	Contact and Title	Telephone	Email
Extracts	Paprika	Mr. Trevor Hedges	0772213991	trevor.hedges@yahoo.com
Interfresh	Bananas Fresh vegetables	Stanley Dongo	758520-40	wfsales@interfresh.co.zw
Rusitu Valley Fresh Produce	Bananas	Mr. Mike Mataure	4498270/443074 '0772875272	mmataure@mweb.co.zw
Selby Enterprises	Mange tout; sugar snaps; fine beans; baby corn, potatoes	Adam Selby (Director)	0772250348; 2930490/4	adam@selbyzim.com
Sunspun	Bananas, fresh vegetables	Mr. N Mitchell	665628/9	sunspun@africaonline.co.zw
Tanganda	Potatoes	James Wessels	703786 0774136206	jameswessels@telkomsa.net
The Potato Seed Co-op	Seed Potato	Cain Manzira	0772909477	seedspud@mweb.co.zw
Zimflex/ ZimFlora	Flowers; proteas	Nicki Archer Bruce Laver	0772515719; 575541/ 575651	nicki@zimflower.co.zw

ANNEX III: CALENDAR OF EVENTS

Date	Activity	Location	Partners involved	Event Description
4-14 Oct	Farmer registration	Nyanga	Seed Potato Co-op	<ul style="list-style-type: none"> Ongoing collection of beneficiary registration forms
6-21 Oct	Farmer training	Marondera, Makoni, Nyanga	Hyveld	<ul style="list-style-type: none"> FAAB Paprika budget, record keeping and contracts
10-14 Oct	Establish demo plots	Chipinge	Tanganda	<ul style="list-style-type: none"> 5 demo plots for Macadamia's to be established
17-21 Oct	Baseline survey	Nyanga	Seed Potato Co-op	<ul style="list-style-type: none"> Collection of baseline indicators for potato growers
7, 14, 21, 28 Oct	Training Workshops	Chimanimani	RVFP	<ul style="list-style-type: none"> GAP's Composting/mulching
10 Oct	Makanty Farm Visit	Chipinge	RVFP	<ul style="list-style-type: none"> 15 lead smallholder banana farmers from RV to do a field visit to a commercial farm in Chipinge
12 Oct	Spray operator training	Chipinge	Tanganda	<ul style="list-style-type: none"> ZFC conducting 1 day training for 20 spray operators
24-27 Oct	Establish 15 demo plots	Nyanga	Seed potato Co-op	<ul style="list-style-type: none"> Demo plots identified and established highlighting GAP's
26-27 Oct	STAMP Team meeting	Harare		<ul style="list-style-type: none"> Field team join HO team for M&E updates and training
2-4 Nov	USAID field trip	Manicaland, Mash East	All	<ul style="list-style-type: none"> Field tour by Snodia Chikanza
10-11 Nov	Sweet potato training	Chipinge	Tanganda	<ul style="list-style-type: none"> Agribiotech training growers on production and harvesting techniques for sweet potatoes.
4, 11, 18, 25 Nov	Training Workshops	Chimanimani	RVFP	<ul style="list-style-type: none"> FAAB training Crop budgets Record keeping
7-24 Nov	Safe Use of Pesticide	Marondera, Makoni,	Hyveld	<ul style="list-style-type: none"> Importance of personal protective clothing

Date	Activity	Location	Partners involved	Event Description
	Training	Chipinge		
7-11 Nov	Establish veggie trials/demos	Nyanga	Seed Potato Co-op	<ul style="list-style-type: none"> Vegetables for both local and export markets to be trialed
21-25 Nov	COP field visit	ALL	ALL	<ul style="list-style-type: none"> COP to visit small holder farmers in all programs
21-24 Nov	Seed Crop Inspection	Nyanga	Seed Potato Co-op	<ul style="list-style-type: none"> Inspector from Seed Services to visit crops
25 Nov	Farmer Business Field day	Nyanga	Seed Potato Co-op	<ul style="list-style-type: none"> Field day for bankers, formal market representatives, input suppliers to profile products and services.
28-29 Nov	STAMP team meeting	Harare		<ul style="list-style-type: none"> Field team join HO team for M&E updates and training
1-9 Dec	Establish Paprika demo plots	Marondera, Makoni, Nyanga	Hyveld	<ul style="list-style-type: none"> Identify and establish demo plots at the beginning of the new planting season.
2,9,16 Dec	Training Workshops	Chimanimani	RVFP	<ul style="list-style-type: none"> FAAB continued Crop budgets, record keeping
22 Dec-2 Jan	Holiday closing			<ul style="list-style-type: none"> STAMP staff on Christmas break

ANNEX IV: SNAPSHOT

SNAPSHOT

Making the Connection: Market Linkage Doubles Incomes

Fledgling banana industry reviving with help from commercial buyer



Photo: Fintrac Inc.

Thanks to interventions from STAMP partner RVFP, farmers in Zimbabwe are realizing the viability of bananas as an income producing crop – the key was connecting them with the right market.

“The higher purchase price has motivated me to expand the area for banana production, and helped me to sustain my family. Soon I will be able to hire people to help me in the fields.”

- Mr. Luckson Nyamadzao, smallholder farmer, Rusitu Valley, Manicaland province

Telling Our Story

U.S. Agency for International Development
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<http://stories.usaid.gov>

Market connections made through the USAID Smallholder Technology and Access to Markets Program (STAMP) are doubling incomes for smallholder banana farmers in the Rusitu Valley in Manicaland province.

In recent decades, banana production and demand in Zimbabwe has decreased significantly, due in part to the country's economic struggles. Many area farmers are hesitant to plant bananas because of their high production and transportation costs and unstable market value.

Luckson Nyamadzao, a Rusitu Valley farmer, was about to give up on his banana crop after 10 years of low profit margins. He was unable to support his family or invest in his farm.

With assistance from USAID-STAMP partner Rusitu Valley Fresh Produce (RVFP), Nyamadzao is learning good agricultural practices such as postharvest handling to improve the quality of his crop. RVFP is buying directly from farmers like Nyamadzao at double the price they previously earned from middlemen traders.

With the increase in purchase price, Nyamadzao has doubled his banana income from \$200 to \$400 per month. Increases in income of this scale allow farmers to purchase fertilizer, install irrigation equipment, and treat their farms like a business.

By incorporating these better practices, Rusitu Valley banana farmers have the potential to raise their yields by an average of 60 percent per bunch, further spurring economic development in the region.

“The higher purchase price has motivated me to expand the area for banana production, and helped me to sustain my family,” said Nyamadzao.

He also hopes to expand further, providing employment opportunities for other rural residents.

RVFP is working with more than 2,500 farmers in the Rusitu Valley area, providing postharvest management training and linking smallholder farmers to commercial markets.

In one season alone, RVFP bought 413 tons of bananas, doubling the incomes for hundreds of farmers and improving food security in rural Zimbabwe.

**Smallholder Technology and
Access to Markets Program
(USAID-STAMP)**

www.Zim-STAMP.org