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QUARTERLY REPORT #6

SMALLHOLDER TECHNOLOGY & ACCESS TO MARKETS PROGRAM (USAID-STAMP)

January-March 2012

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TABLE OF CONTENTS

1. EXECUTIVE SUMMARY

This is the sixth quarterly report (January-March 2012) for the 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.

Sixth quarter achievements included:

- 4,752 smallholder farmers attended 136 training events focusing on good agricultural practices, composting, farming as a business, and postharvest handling. The total number of unique training participants during this quarter was 3,599; 1,914 (53 percent) of the participants were women.
- The 148 demonstration sites established across USAID-STAMP operational districts continued to showcase good agricultural practices for paprika, bananas, protea, and potatoes.
- Technical assistance on productivity continued for all crops, with 980 visits made during the quarter to farmer groups, individuals, lead farmers, and partners to provide support on various aspects of crop production.
- Nine field days, held in conjunction with program partners, solidified the relationship between buyers and smallholders and raised the profile of USAID-STAMP in the district, particularly with members of local government.
- Market linkages were made between 106 smallholder farmers (43 percent women) and buyers from the formal sector in Harare, strengthening alliances and reinforcing field trainings.
- Fifteen hectares of macadamias were planted, which will link smallholder farmers to the export value chain and result in an expected gross margin return of $6,184 per hectare at full production.
- The dissemination of four snapshots and three monthly bulletins has increased public awareness of USAID-STAMP's successes with smallholder farmers in Mashonaland East and Manicaland provinces.
- The program implemented a gender mainstreaming policy to ensure men, women, young people, and disadvantaged groups are specifically considered in the planning of all program interventions. As a result, 37 percent of all beneficiaries receiving program assistance to date are women.
- To date, 5,230 farmers have benefited from USAID-STAMP input credit interventions.

Deliverables for next quarter include:

- Field days scheduled in all growing areas as crops reach an advanced stage of maturity.
- Final monitoring and evaluation survey to gather data for reporting on Feed the Future and program indicators.
- Project closeout meetings with all stakeholders and disbursement of assets.
- Submission of final report.

2. PROJECT OBJECTIVES

2.1 PROJECT DESCRIPTION AND OBJECTIVES

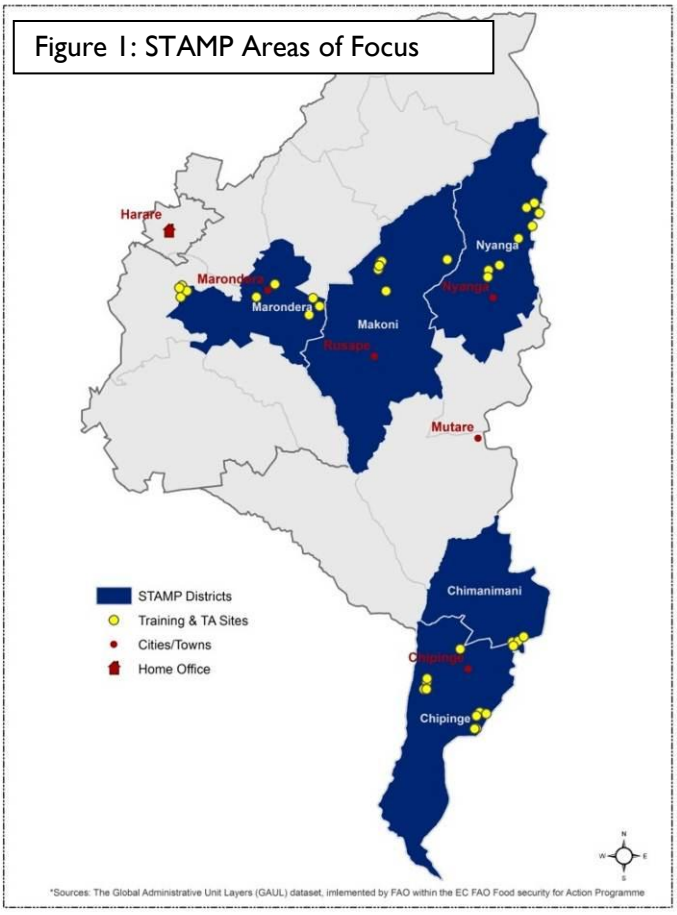
USAID-STAMP is a 21-month initiative supported by the American people through the United States Agency for International Development. The program aims to increase the food security of smallholder farmers by expanding market access and increasing productivity, which will result in improved income generation and significantly impact the lives of more than 4,500 rural families.

USAID-STAMP's mission is to increase 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. All proposed activities will include efforts to address the impact of HIV/AIDS on rural communities, and will encourage women and youth to become aware of the business potential of horticulture. The program is scheduled to continue through July 2012; long-term sustainability will be achieved through partner alliances.

2.2 GEOGRAPHIC FOCUS

USAID-STAMP is being implemented in Mashonaland East and Manicaland provinces, with three field agronomists operating from Marondera, Nyanga, and Chipinge, managing seven partner alliances. The geographical focus for the 2011 to 2012 season focuses on five districts (Chipinge, Chimanimani, Nyanga, Makoni, and Marondera), which encompasses 22 wards in total.

Figure 1: STAMP Areas of Focus



2.3. COMMUNICATIONS AND REPORTING

USAID-STAMP's work with smallholder farmers and commercial partners was highlighted in three monthly bulletins that created a high-level of interest in current field activities among key stakeholders. In addition to these monthly bulletins, USAID-STAMP produced four snapshots that have been posted to the project's Web site and included in this report (Annex IV). 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

1,200 farmers (48 percent women) attended 32 training events conducted by USAID-STAMP and partner agronomists on paprika production this quarter. Participants learned about postharvest handling procedures including harvesting, drying, grading, and storage. This training will help growers achieve the maximum price for each grade and reduce losses during storage. These trainings were supported by 513 technical assistance visits to farmers.

International paprika markets have stringent requirements to ensure a contaminant-free product. The two main microbial contaminants found at high levels in paprika were aflatoxins caused by *Aspergillus flavus,* a soil born fungi, and *Escherichia coli*, a bacteria found in chicken and rat droppings. If these contaminants continue to be found at high levels in smallholder-produced paprika, buyers could be severely penalized and it could jeopardize the future of smallholder paprika production in Zimbabwe. To address this issue, USAID-STAMP is working with other USAID partners in Zimbabwe to identify and engage an institution (such as the University of Zimbabwe and the Tobacco Research Board) in the testing of paprika to determine the presence of aflatoxins and E. coli prior to shipment. To ensure a prosperous future for smallholder paprika producers in Zimbabwe, the USAID-STAMP team is working in conjunction with the USAID-Zimbabwe Agricultural Income and Employment Development program (Zim-AIED) and commercial partners to establish strategies and train farmers on proper postharvest handling for paprika, specifically focusing on four critical control points:

1. **Field**
   - *Plant Lodging*: It is important that plants are put upright as soon as they fall over. If paprika pods come in contact with soil, it increases the risk of contamination by *A. flavus*. USAID-STAMP also encourages farmers to adopt mulching (to reduce soil splash) and trellising (to keep plants upright) to prevent this contamination.
   - *Harvesting*:
     - USAID-STAMP advises all of its farmers to wash their hands prior to grading. This reduces paprika contamination by killing bacteria they might have on their hands from handling soil and livestock.
     - Pods are to be picked at 8 to 11 percent moisture and dried to 6 percent moisture (basic field tests can be carried out and these are demonstrated during training - seeds rattle in the pods, pods can be wrapped around a finger, no red stain when the pod is scraped on the inside). Moisture content of paprika has a direct impact on how fast *A. flavus* multiplies during storage with rapid production of aflotoxins where the moisture content is more than 11 percent.
     - Pods that have fallen on the ground are to be collected and kept separate from other paprika since they may have come into contact with *A. flavus.* Keeping these pods separate prevents cross contamination.

2. **Drying**
   - To help prevent contamination and improve drying capacity and quality, only clean, dry surfaces are recommended (e.g. plastic, granite outcrops, concrete floor). USAID-STAMP trains farmers on this approach by providing plastic sheets on which they can dry their paprika. This season, 1,000 beneficiary farmers received plastic sheets on a cost recovery basis.

- Paprika product can become contaminated with *E. coli* if the drying area is not kept free of poultry and livestock. USAID-STAMP trains farmers on the importance of keeping their drying area animal-free and advises farmers on low-cost barrier structures that can be established to keep animals out.

3. **Grading**

- As with harvesting, USAID-STAMP trains all of its farmers to wash their hands prior to grading to prevent microbial contamination.
- Grade C paprika is likely to have higher levels of aflatoxin contamination because these pods are normally harvested toward the end of the season when there is a higher disease incidence. Grade C paprika should be graded and stored separately from grades A and B to prevent cross-contamination. USAID-STAMP trains and supports farmers in achieving this objective by encouraging the partner to deliver enough bales to allow smallholders to store different grades separately.
- Farmers are trained to grade pods that have fallen to the ground separately from harvested paprika to prevent cross-contamination from *A. flavus.*

4. **Storage** (post grading and baled)

- USAID-STAMP trains buyers on the efficient and timely collection of graded paprika bales to minimize storage risks.
- Pods should not be baled until they have reached 6 percent moisture. This is critical as aflatoxin levels increase during storage where moisture levels are higher.
- Different grades should be stored in separate bales to prevent cross-contamination.
- USAID-STAMP trains farmers to raise storage bales off the floor by placing them on low-cost wooden boxes or slats. This prevents moisture from seeping into and collecting at the bottom of bales which can encourage *A. flavus* to multiply.
- To prevent contamination from *E. coli*, USAID-STAMP trains farmers that storage area should be dry and free of rats.

February and March are traditional months for field days in the rural communities and this year was no exception, with five field days recognizing the top paprika growers in each area. This quarter, USAID-STAMP coordinated these days together with partner Extracts, lead farmers, and Agritex officers to give members of participating farmer groups an opportunity to participate in a day of learning, festivities, and prizes. The visitors were given the opportunity to learn what a winning crop looks like and what inputs and management are required to reach this stage. Each field day was attended by an average of 85 smallholder farmers and interested members of the community. In most cases the District Administrator or District Agricultural Extension Officer were the guests of honor handing out prizes to the winners. There were many positive spin offs from these field days, namely:

Photo by Fintrac Inc.

Top farmers show off their prizes at a recent field day in Chipinge. Crops were judged based on their quality and good agricultural practices used by the growers.

- The relationship between the partner and smallholders was strengthened as there was recognition of the smallholders' hard work. Past field days were few and far between.

- Senior local government authorities were given firsthand exposure to program activities and achievements. Agritex officers and their supervisors were an important part of the events, helping to select the winners, which gives them more buy-in of program activities.
- The crop profile was raised in the extended community. One of the winners called her family from Wedza to join her for the occasion and as a result the family members wanted to find out how to become an outgrower for Extract. In another case, four farmers walked 30 kilometers to attend a field day in the next village.
- The farmers themselves contributed to prizes up to the tenth position and provided some of the food for the occasion.
- USAID–STAMP used these field days as an opportunity to take farmers from different groups to attend field days in other areas, allowing them to share best practices and lessons learned. 71 farmers benefitted from this experience.
- Good agricultural practices were seen to benefit those who implemented them. Not only was the productivity of the crop assessed but criteria such as recordkeeping were also used in the selection of winners.
- One host couple in Samanyika decided to use the opportunity to present their crop budget and use the field day to start negotiations on paprika prices, pushing for $1.70 per kilogram for grade A paprika, which is $0.20 more than last season.

Bananas

Photo by Fintrac Inc.

Banana farmers in Rusitu Valley participate in business training. The farmers learned skills such as recordkeeping and cost analysis, helping ensure their profitability and sustainability.

The second quarter has been a very busy and productive one for the Rusitu Valley banana farmers, who continue to reap the benefit of implementing good agricultural practices they learned from USAID-STAMP trainings. 2,281 farmers (45 percent women) attended 61 training sessions held by both partner and USAID-STAMP agronomists. More farmers have been learning that farming is a business and have taken steps to start recording their time and inputs as well as their banana sales. Although the relationship between the partner and smallholders has been strained due to delayed payments to growers, it is important to note that USAID-STAMP personnel have been well-received and training has been able to continue. This was confirmed at a recent meeting where the program received the full support of the traditional leadership. USAID-STAMP facilitated a marketing link with Sunspun, a large banana buyer, to ensure project beneficiaries are still able to sell their bananas.

During this quarter, field clerks identified a noticeable increase in new plantings: between 0.1 and 0.5 hectares of bananas planted every week since mid-March. It is encouraging that the smallholders are using the correct populations and planting methods they learned in training, but they have not been able to use tissue-cultured seedlings due to a lack of finances and availability. The new plantings, related farmer investments, and income per household will be quantified during a closeout survey in May and figures will be reported in the USAID-STAMP final report.

Three banana field days were held for the first time in two years and were well-received by the farmers and local community. There was an average recorded attendance of 72 people at each field day (54 percent women) who witnessed the winners receiving prizes from local government officials. Other successful events included farmer-to-farmer trainings, where 28 lead farmers and smallholder farmers traveled to commercial banana plantations in Chipinge. Benefits of this type of training included:

- **Reinforcement** of the information smallholders received in trainings (e.g. plant spacing, de-suckering). A key agricultural practice promoted by USAID-STAMP is planting holes instead of trenches to improve banana production. Traditionally, the farmers had been told to dig deep trenches and fill them with organic material before planting. This was extremely labor-intensive and not very effective in the short term as the organic material was so deep that it would take years to break down. Planting holes are used by the large scale plantations and the smallholders were able to see the benefit of this technique over the use of trenches.
- **Confirmed** that bananas are a viable economic business by seeing potential yields and returns at the plantation.
- **Helped** farmers appreciate the necessity of adopting new technologies, such as blue plastic covers, by discussing the advantages of this these systems (see section 3.1.2 for more information).
- **Encouraged** farmers to make a greater effort in caring for their crops and improving their postharvest handling to achieve a higher income. The smallholders saw the care the plantation took in transporting the bananas from the field to the packhouse and in getting the product under cover quickly to prevent bruising.
- **Linked** the farmers to a potential local buyer.

Proteas

Protea growers spent the last quarter maintaining their fields by weeding, building up ridges, and adding more mulch around the plants. They also top dressed their crops and some of the growers whose plants were more advanced began the first round of pruning to ensure they achieve a greater stem length at harvest. The farmers received 105 technical assistance visits from USAID-STAMP and partner agronomists.

USAID-STAMP facilitated a field visit to a large-scale cut flower producer in Ruwa where the smallholder farmers were given a tour of protea plantings and other cut flowers such as statice. This broadened their horizons and also gave them an opportunity to question an independent commercial farmer. There was a lot of interest expressed in agronomic requirements and returns of statice, which will be planted under plastic on demonstration plots in May. Another variety being investigated for smallholder production is *baby blue*, a hardy plant from the eucalyptus family that is used as a filler in floral arrangements.

As the proteas will only be harvested early next year and other fillers in three months' time, sugar bean seed and inputs for 0.1 hectares were provided to the growers to assist with their cash flow in the interim. These inputs were distributed on a cost recovery basis and the growers will be linked to Agriseeds when they harvest in May. The expected gross margin of sugar beans is $918 per hectare.

Irish potatoes

One of the main constraints facing potato growers is the lack of virus-free, high-quality seed. In order to address this challenge, USAID-STAMP partnered with the Seed Potato Co-op to help smallholder farmers meet the stringent requirements for seed production. Seed potato production has higher earning potential than growing table potatoes alone, but has long been the domain of large-scale producers. With help from USAID-STAMP, smallholder farmers are breaking down barriers and entering the lucrative seed production business. The program is working with 250 potato farmers, 20 of whom will be registered seed growers.

Photo by Fintrac Inc.

Jakes Chiduku, USAID-STAMP potato expert, demonstrates the proper ridging technique to smallholder potato growers.

Godfrey Muwi, from the Nyanga district, is the first program-assisted farmer to be approved as a seed

potato producer. Muwi was able to meet all the criteria and his crop recently passed a final inspection. Criteria for certified seed production include minimum rotation periods, isolation bands, pest and disease control, and ensuring all plants are true to type. Muwi now hopes to earn a much higher price for his seed: $0.87 per kilogram versus an average price of $0.39 per kilogram for table potatoes. His success is proving to other farmers that they too have the potential to produce and sell high-value goods, creating a sustainable cycle of economic development.

Potato farmers in Bende, Nyanga, have not only benefitted from improved seed quality but also from the training they received. A USAID-STAMP consultant identified a few key areas where the program could provide training and assistance that could significantly increase the farmers' incomes without major increases in costs:

- **Increased precision**: Soil sample results have not only revealed pH problems but also deficiencies in phosphates and micronutrients. Correcting these deficiencies through appropriate selection of soil-applied fertilizers and inexpensive foliar feeds will increase the yield for the growers at minimal expense.
- **Depth of planting**: The number of tubers formed is directly related to the depth of planting and conservative estimates indicate growers lose at least 30 percent of their potential yield due to planting at a shallow depth. Demonstration plots have been used to highlight these differences and have shown that the weight of tubers from correctly-planted potatoes was double that from the shallow planting. A cost benefit analysis of this intervention has determined that this simple technique has the potential to increase farmers' incomes by $1,780 per hectare.
- **Plant spacing:** Growers in Bende have traditionally planted their crops at a higher density than required, but by reducing their plant population, they will not only reduce their cost of seed by $280 per hectare but also produce a higher percentage of large-sized potatoes, which achieve a 25 percent higher market price ($10 a pocket versus $8 a pocket) resulting in a potential increase in gross income of $1,724 hectare.
- **Sprouts per tuber**: Growers have traditionally planted tubers as soon as they have one sprout, but with support from the USAID-STAMP consultant, growers now remove this first sprout allowing multiple sprouting and potentially doubling the yield.
- **Timing of ridging operations:** Ridging operations have generally been erratic and often the plants are only ridged once very late in the crop. This not only causes unnecessary breakages and subsequent disease infection but also reduces the soil area in which the tubers can form, having a direct negative impact on yield.
- **Harvesting**:
    - As a standard practice, growers have slashed the crop after a set number of days, which is the traditional method for seed production, but not for table potatoes. Leaving the crop in place for as long as possible gives time for the translocation of nutrients to the tubers, which can significantly increase the size of the tuber.
    - In some cases growers leave approximately 20 percent of their crop in the ground, which not only reduces their potential income but also creates a weed problem when they sprout after a few months. USAID–STAMP is investigating a petrol-powered mechanized ripper to lift large potatoes from greater depths.

Although everyone in Bende has been growing potatoes for many years and have become fairly set in their ways, they have embraced the above trainings and have started implementing the new practices.

Farmer-to-farmer visits have had a significant impact on growers from both Bende and Tanganda who visited Tavistock Estate, a large-scale, mechanized operation. They were able to ask the farmer many questions, see a new state-of-the-art potato washing machine, and discuss marketing

opportunities. The greatest impact was the fact that this large scale farmer is planting the same variety as the smallholders but achieving yields of 45-55 tons per hectare, five times higher than the smallholders' current yields.

"I was fascinated by what I saw at Tavistock Estate. I want to work hard when I get back home so that one of these days I will produce large volumes like what is happening at Tavistock and be one of the big farmers in Chipinge," said Vimbai Mhlanga.

In Chipinge, training focused on postharvest handling as many of the growers will be harvesting their crops over the next two months. One of the main challenges facing these farmers is erratic rainfall and insufficient water for irrigation. Dry spells during key growing times have a significant impact on the final yield. Smallholder incomes and yields will be determined through a survey conducted in May. More than 50 percent of the training participants in Chipinge were women.

Sweet potatoes

The 15 sweet potato nurseries that received virus-free, tissue-cultured vines from Agribiotech have reached maturity and distribution of the vines to other USAID-STAMP beneficiaries is underway. Once this is complete, the growers will be able to lift their potatoes for sale. The popular white-skinned Chingova variety is in high demand in informal markets throughout the country. Sweet potato prices tend to fluctuate, and in March the price for sweet potatoes was much higher than table potatoes ($0.85 per kilogram versus $0.39 per kilogram for table potatoes) but this will drop to a couple of cents per kilogram when the market becomes flooded as the farmers start lifting their crops in May.

Photo by Fintrac Inc.

To add value to their sweet potato crops, USAID-STAMP is teaching farmers new recipes and processing techniques to earn additional income.

In order to add value to sweet potatoes, USAID-STAMP provided training in postharvest processing techniques. In Chipinge, the program is working with 150 smallholder growers to add value to their sweet potato production, increasing their earning potential. These farmers have learned more than 10 different recipes to produce breads, muffins, relishes made from leaves, and nutritious drinks. The recipes use local, readily-available ingredients and appropriate technologies such as field ovens.

The farmers have responded enthusiastically to the trainings and are inspired by the number of ways they can use their sweet potato crops. Five women have already formed a small co-operative and are selling sweet potato fritters in Mundanda growth point, competing with traditional hot potato chips made from Irish potatoes.

"I didn't know sweet potatoes had so many uses! Now we can bake, drink, and eat healthily from our sweet potatoes," said farmer Gibson Sambo. "Thank you, USAID-STAMP for bringing these trainings to us."

Sweet potatoes are an important part of the Zimbabwean diet, particularly in rural areas. Traditionally boiled in their skin as a simple starch, sweet potatoes can now be used for extra income. Farmers can potentially sell sweet potato flour when the market for fresh potatoes is over-supplied. Household use of the flour also increases food security. USAID-STAMP continues to investigate local markets for sweet potato flour, which has the benefit of being both cholesterol and gluten free.

Macadamias

Since the approval of the Tanganda modification last quarter, 3,750 macadamia plants have been distributed to 150 growers on a total of 15 hectares. The seedlings were supplied by Tanganda from imported rooted cuttings that had been established in their nurseries. The plants are growing well

and require minimum maintenance. Once the rains stop, the farmers will continue irrigating the trees by hand. USAID-STAMP is providing ongoing technical assistance to farmers in plantation maintenance and Tanganda will assess the farmers' management after one year before providing more seedlings to growers. Macadamias have the potential of providing a gross margin return of $6,184 per hectare when in full production.

3.1.2 Technologies

Rain gauges

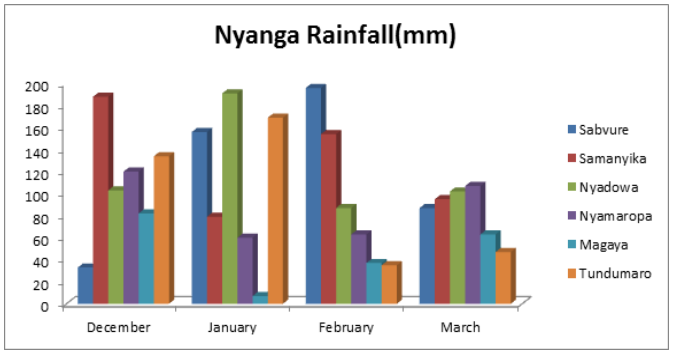
The majority of the smallholder farmers in the USAID-STAMP program do not have access to irrigation, so are reliant on unpredictable weather patterns. Even though the total amount of rainfall has been average for the season, its distribution has been erratic, with some areas experiencing long dry spells bringing crops under severe water stress (Figure 2). Not only was transplanting of paprika seedlings delayed until the end of December because of late rains, but the growing season was also restricted by the early rain cutoff in March. The growing season was effectively shortened to two and half months from the normal four months resulting in only one flush instead of three.

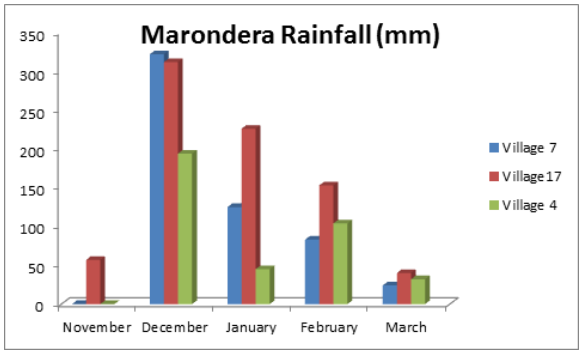
Figure 2: Rainfall by District

District	**Total Rainfall (mm)** *Nov-Mar 2012*
Makoni	874
Marondera	1073
Nyanga	791

The information below was collected from rain gauges placed throughout the program areas. This simple technology not only helped farmers understand cropping patterns, but the purchase and distribution of rain gauges is an important and essential investment for all partners working with smallholder farmers. Utilizing this information is critical to the success of any dryland outgrower project. Ongoing smallholder support can be targeted at areas with reliable rainfall, reducing risk and ensuring greater opportunity for crop success.

Figure 3: Rainfall Patterns





USAID-STAMP agronomists have encouraged smallholder farmers to mitigate the risk of these dry spells by applying mulch to their crops. Mulching helps retain soil moisture, which is essential in areas receiving little rainfall. The benefits of mulching were highlighted in demonstration plots throughout USAID-STAMP-supported areas. A cost-benefit analysis of mulching in the drier areas, in which labor is valued at $4 a day, indicated that farmers could raise their incomes by $328 per hectare by using mulch (this number is lower in areas with higher rainfall, such as Macheke).

Compost

In order to address limited supplies of fertilizer available to smallholder farmers in Zimbabwe, USAID-STAMP is providing training in composting, allowing farmers to utilize readily-available resources to improve their crops. Through regular training sessions, USAID-STAMP and partner agronomists are teaching smallholder farmers to produce good-quality compost from materials available in the household and village. This quarter, smallholder farmers received practical training on the establishment of a compost heap that will retain the necessary temperature (75 degrees celcius) to kill weed seeds and pathogens and ensure high-quality compost. Appropriate technologies such as eight-gauge wire thermometers are used to test temperatures in the middle of the heap to determine when the compost is ready for turning.

Benefits of Composting

- Made from readily-available local materials
- Inexpensive organic fertilizer that promotes plant growth
- Improves water holding capacity of sandy soils
- Increases beneficial soil microorganisms, which reduce incidence of soil-borne diseases.
- Modifies and stabilizes pH
- Improves soil structure
- Reduces erosion

In areas with low livestock populations, farmers can use leguminous weeds like the buffalo bean instead of manure to provide the necessary nitrogen component of the compost.

"I cannot believe how much useful material I have been burning or throwing away instead of using as compost material and saving myself lots of money," said Timothy Mudzuto, a farmer from Macheke.

Through these integrated interventions, USAID-STAMP beneficiaries are learning practices that will increase their productivity and save them money.

Plastic banana sleeves

USAID-STAMP is introducing plastic banana sleeves to smallholder banana farmers in Rusitu Valley. This simple technology is practiced at all the large scale plantations in the country as it provides a miniature greenhouse effect and produces an ideal growing environment for the bunches. The resulting fruit is bigger, more uniform, and better-protected from pests. For a minimal cost (equivalent to 300 grams of bananas), this simple technology has the potential to increase the yield per bunch by two to three kilograms, further increasing smallholder farmers' earning potential and overall food security.

Photo by Fintrac Inc.

Plastic banana sleeves provide extra protection for banana crops, improving quality and potential earnings.

Weed wipes

USAID-STAMP, in conjunction with Extracts, has been testing weed wipes in paprika growing areas. It is a fairly new technology in Zimbabwe, but one that has been used extensively in Zambia. This light piece of equipment is used in conjunction with a green-labeled systemic herbicide. The herbicide soaks through a sponge at the crossbar ("T"), which is then wiped across weeds in the field. Growers have already shown interest and requested that Extracts bring at least 200 wipes to trade for their paprika in the Makoni and Macheke districts.

The advantages of the weed wipe include:

- Light and easy to use.
- Inexpensive ($33).
- Increased operator safety (no pesticide leaks).
- Increased crop safety (no herbicide drift normally experienced with knap sacks).
- Water conservation (25 liters per hectare versus the 150 liters used with knapsacks).
- Less labor intensive (one person can complete one hectare in a day) .
- Durable (can last three to five seasons).

A cost-benefit analysis of weed wipes shows an initial saving of $66 per hectare, and, more importantly, a saving of 39 labor days to allocate to other income-generating tasks (Figure 4).

Photo by Fintrac Inc.

An Extracts agronomist shows farmers how to use a weed wipe.

Figure 4: Cost-benefit analysis – Weed Wiper

	Weeding by hand *(per hectare)*	**Weed wipes** *(per hectare)*
Labor days	42	3
Cost of labor @$4/day	$168	$12
Cost of chemical $25/ha at 3 applications		$75
Cost of equipment	$15	$30
Total costs	**$183**	**$117**

3.2 EXPANDED MARKET ACCESS

USAID-STAMP continues to expand its operations and impact smallholder farmers. The value of client and counterpart investments during this quarter reached $37,886. The new investments made by farmers in planting perennial crops will be reported in the next quarterly report.

USAID-STAMP recognizes that market linkages are crucial to the success of any smallholder crop. Having knowledge of market specifications, anticipated prices, and delivery mechanisms empowers farmers to make informed choices before a single seed is sown. Prior to program implementation, USAID-STAMP conducted market surveys to analyze sales volumes, price trends, and supply gaps for key crops. With data collected from these market surveys, USAID-STAMP was able to help smallholder farmers select crops and schedule plantings to achieve high market values. This assistance will ultimately increase smallholder incomes and contribute to their overall household food security.

Many of the USAID-STAMP beneficiary farmers are located in remote areas of Zimbabwe, where the lack of telephone networks impedes communication. Rusitu Valley is one such isolated area, and farmers in this area are heavily reliant on middlemen to purchase and sell their bananas. USAID-STAMP not only linked them to a newly established marketing organization, Rusitu Valley Fresh Produce, but also facilitated a marketing tour for 40 farmers, providing them an opportunity to visit informal and formal markets in Harare. This tour provided farmers with key insights into the markets, their quality requirements, and the importance of postharvest handling.

"I learned that postharvest handling is important. Farmers must improve on the handling of the fruits, particularly bananas, to avoid sun heat and physical damages," said Samuel Muyambo.

Photo by Fintrac Inc.

ZimFlora outgrowers visit the Floribunda market in Harare. Market visits give farmers a valuable opportunity to network with buyers.

Similar market tours were conducted for the potato growers from Nyanga and Chipinge as well as for protea growers visiting appropriate markets. These tours had a major impact on 106 growers (46 percent women) who were given the opportunity to pass on the lessons learnt at subsequent training sessions, allowing a greater number of farmers to benefit. The advantages of these marketing trips are:

- Reinforce field trainings, including business skills, good agricultural practices, and postharvest management.
- Gain firsthand knowledge of market quality requirements, including value addition opportunities such as grading and packaging. Farmers saw their own product on the market and realized that they needed to improve their quality in order to compete for high prices.
- Exposure to market trends, including competition from South Africa, price comparisons, and delivered prices.
- Understanding the differences between formal and informal markets.
- Exposure to market opportunities for different product lines.
- Build relationships between the formal markets and smallholder farmers.

Beneficiary Feedback

"I want to thank USAID-STAMP for a wonderful trip. I hope you are here to stay until we have achieved our goal of being businessmen." -- *Sigauke Gondai*

"This program has been an eye opener for me. I learned there is great potential for us [Bende farmers] to market our product better and to improve our grading and handling to get more money out of our crop." -- *Shingirai Nyangare*

"From all the places we visited I learned we have to find a market for the produce *before* we start planting the crop. I also learned the importance of contacting possible buyers before bringing the produce to the buyer." -- *Sibongile Sithole*

Paprika

The start of the buying season has begun in Macheke and Makoni districts with 1,300 kilograms of grade A paprika being purchased from program beneficiaries at the same price that was paid at the end of last season ($1.50 per kilogram). There is a general reluctance by farmers to sell at this price and many are negotiating for the price to increase to $1.70 per kilogram. However, there is stiff market pressure from Chinese production and both Extracts and Capsicum, the two main paprika buyers in Zimbabwe, are nervous about increasing their prices until they have firm commitments from their buyers.

Bananas

Rusitu Valley Fresh Produce bought bananas from smallholder farmers in limited quantities during this quarter with farmers demanding cash up front. USAID-STAMP facilitated market linkages between Sunspun who purchased 135 tons of smallholder-produced bananas during this last quarter. Sunspun will increase their purchases during the next quarter and have committed to building a strong relationship with the smallholder growers. They are willing to pay the growers a price of $0.20 per kilogram, which is $0.05 higher than the current price. Sunspun is investigating innovative solutions to the logistical challenges faced in the valley. One of them is to pay an extra $0.06 per kilogram for product delivered to a central packhouse. In initial discussions, they also indicated that they would be able to assist in the cost recovery process of fertilizer that was distributed to growers at the beginning of the year, a plan that has been backed by local leadership, further increasing the likelihood of success.

Potatoes

Potato growers in Chipinge have found that prices offered by the local market have been higher than prices offered by Tanganda, so they have chosen to sell locally rather than to the partner. However, some farmers also recognize that Tanganda's lower prices take into account costs incurred in transporting the product to Harare. Tanganda gave its full blessing to farmers selling to other markets as they had stopped their own production and felt the small quantities received from smallholders would not achieve economies of scale. However, the farmers are still expected to repay their inputs and Tanganda has allocated personnel for cost recovery. A closeout survey will be conducted in May to establish incomes and yields from the farmers that have harvested their crops.

Bende potato farmers have yet to harvest their table potatoes and seed crops; this information will be reported in the next quarterly. Royal Bank is working with a buyer in Mbare Musika and Harare Fresh Produce to facilitate the repayment of loans. Loan recovery should begin in May.

3.3. OTHER CROSS-CUTTING THEMES

3.3.1 Gender

Nearly 2,000 women attended USAID-STAMP training sessions this quarter, representing 53 percent of all training participants, exceeding the project's target of 40 percent female participation and representing a 9 percent increase in the number of women attending training in last quarter. This clearly illustrates that ongoing gender sensitization among lead farmers has had a positive impact. The most effective practice was extending training invitations to both husbands and wives, as outlined in USAID-STAMP's Gender Integration Strategy. USAID-STAMP agronomists continue to explore ways of incorporating more women into training sessions, recognizing that women play an essential role in smallholder farming operations throughout Zimbabwe.

USAID-STAMP aims to obtain a female participation rate of 25 percent among its lead farmers; currently the project has exceeded that goal with women farmers representing 33 percent of all lead farmers. The target was exceeded thanks to a series of negotiations with smallholder farmers in Rusitu Valley, where the program was successful in achieving whole family buy-in. The program is continually engaging partners and smallholder farmers to overcome cultural barriers and ensure female participation.

USAID-STAMP's technical team continues to look for new technologies that are appropriate for women, such as the weed wipe described above. The backbreaking burden of weeding crops generally falls on women. This simple piece of equipment, which is light enough for women to manage, will allow female farmers to have enough time for household activities or other income-generating activities.

3.3.2 Health and Nutrition

The two health and nutrition nongovernmental organizations USAID-STAMP has partnered with began their program implementation this quarter with operations focusing on stakeholder and community sensitization and conducting their initial Knowledge, Attitudes and Practice (KAP) surveys. The results of these surveys were used to generate specific training material for each intervention. The village health workers linked with Action Contra la Faim (ACF) are now operational in the different wards, training in Participatory Health and Hygiene Education and Community Infant and Young Child Feeding (CIYCF). Family Aids Caring Trust (FACT) trainers are working directly with the farmers, providing training in general disease prevention that focuses on nutrition, production of nutritious foods, and management of life threatening diseases (e.g. TB, malaria, and cholera).

Results from the FACT KAP survey showed that the majority of the smallholder farmers (64.2 percent) lacked exposure to and knowledge of principles of nutrition, food production, and preservation. Most of those that did have some knowledge of these topics had received information from their local clinics. Knowledge of common diseases was also identified as limited. Most farmers expressed little knowledge of the two most common diseases, malaria and cholera.

The ACF survey also found that, while each household has at least one child under five years old, more than half of the respondents said that they had never been trained on the importance of breastfeeding. The village health workers will address this as part of their CIYCF training. Although 98 percent of the respondents indicated that the family had access to a pit latrine, it was noted during focus group discussions that most of the farmers did not wash their hands after visiting the toilet. The few that did wash their hands did not use any detergents. These poor health and hygiene practices, combined with the fact that 77 percent of the households collect their water from unprotected sources, can severely impact the health of the whole family.

3.3.3 Environment

USAID-STAMP beneficiaries have received ongoing training in safe use of pesticides and integrated pest management (IPM) throughout program areas. The following topics were included in these trainings:

- Pesticide poisoning – chronic and acute.
- Sources of contamination – dermal, ingestion, and inhalation.
- Importance of reading pesticide labels.
- Operator safety – using protective clothing.
- Correct measuring and mixing of pesticides.
- Calibration, cleaning, and maintenance of spray equipment.
- Safe transport and storage of pesticides and disposal of empty containers.
- Preharvest intervals and exclusion times and zones.
- Basic first aid measures.

IPM training focuses on:

- Scouting techniques and the importance of early identification.
- Identification of insects and diseases (crop specific).
- Corrective measures – targeting cultural, biological, and physical corrective measures before resorting to pesticide application.

The trainings have gone a long way to increasing smallholder farmer awareness of the potential hazards involved in using pesticides and the growers are taking greater precautions with regards to themselves and the environment. Farmers have also started implementing good agricultural practices such as rotations as the first line of defense against pests and disease infestations. However, there are still many constraints the smallholders face and these will need greater resources and more time to overcome. For example, the Initial Environmental Examination flagged noncompliance with

protective clothing regulations. There are several constraints that prevent compliance from farmers, including:

- *Lack of finances*. Full protective clothing (gumboots, overalls, hat, goggles, respirator, gloves, and raincoat) costs around $75 per person and growers would rather spend their limited cash reserves on fertilizers and pesticides as they can see an immediate and direct benefit from them. However, during training sessions the smallholders were surprised that individual items such as gloves cost less than $5 and would have been prepared to purchase these if they were locally available.
- *Access to protective clothing*. The only place smallholders can buy gloves, goggles, and respirators are in large cities like Harare and Bulawayo as they are not stocked by the rural agro dealers. Overalls and gumboots tend to be more readily available in small towns that are close to these rural communities. To help alleviate this problem, USAID-STAMP agronomists have encouraged local agro dealers to stock protective clothing but have found that they are reluctant to do so until there is sufficient demand. Another option is to pay growers in protective clothing, alongside food and cash. However, this provides additional logistical challenges for the partners who are reluctant to increase their risk and add more problems to their current ones.

Recognizing these constraints, USAID-STAMP has identified, trained, and issued full protective clothing and equipment to selected smallholder farmers in programmatic areas to provide spraying services to their neighbors for a small fee. In certain areas such as Bende, this system seems to be working well, but in other areas like Chipinge, it does not seem to be as successful possibly due to the longer distances between growers on the purchase farms.

Other environmental interventions include soil conservation in mountainous areas like Rusitu Valley, which has been encouraged through the use of Vetiver grass planted between the bananas. Vetiver grass is a well-known, hardy grass used in many countries to prevent erosion.

4. LESSONS LEARNED

- When documentation has been given to an individual in any of the local government offices, it has not necessarily been disseminated to other members in the office, both senior and junior. It is important to provide several sets of documents to all the key members of the District Administrator's (DA), Rural District Council's (RDC), and President's offices.
- Local partners have not been active in maintaining relationships with local government officials, especially if they have been operating in a district for a long period of time. USAID-STAMP has helped facilitate these meetings with the local authorities.
- The relationship between USAID-STAMP partners and smallholder farmers requires continual support to build trust on both sides. This often requires unbiased feedback to partners from program agronomists to give the buyers strategic information for decision-making purposes. Buyers are constantly having to adjust their business models in order to move away from the old style of dealing with commercial farmers.
- On the other hand, USAID-STAMP has assisted in coordinating field days among smallholder farmers, which has helped raise the profile of the partner, who is seen in a positive light contributing to the community.
- Use of Agritex supervisors as part of the selection panel in choosing prize winners for field days has ensured the process has been transparent and non-contentious. A clear selection criteria has also been used and explained to farmers attending the field days. As recordkeeping and good agricultural practices are part of the criteria used, these have also been promoted.
- Invitations to local government authorities (DAs and DAEOs) to attend field days as guests of honor and to present the prizes has solidified the successes of the USAID-STAMP program and improved relations. In all cases, the guests of honor publicly supported the program's objectives and did not resort to politics. In one instance, the DA requested the USAID-STAMP agronomist to write his speech for the occasion.
- Although training of commercial partners was done as soon as the approval of the partner fund agreements was received, USAID-STAMP has found that continual support is required to help improve their management and accounting systems. This is essential in order to provide the level of traceability and transparency required for USAID grants.
- Field activities can be implemented more effectively if Agritex officers are involved and information on training material is shared from the start. This avoids any contentious issues arising from what is negatively referred to as "parallel training."
- The most successful USAID-STAMP horticultural operations are where smallholder farmers have access to reliable irrigation such as in Bende, Nyanga.
- Wherever possible, USAID-STAMP is promoting appropriate technology to reduce labor requirements as it is often expensive and difficult to hire labor in rural areas. These two factors will restrict the commercialization of communal growers.
- Rain gauges are a simple and effective tool that can be used by partners to select the most ideal production areas. However, this requires a certain amount of effort in collecting the relevant data from the lead farmers.
- The high turnover rate of management personnel in some partner organizations has necessitated extra time and effort in explaining the modalities of the partner fund agreement. The sooner this is done, the quicker the support and overall buy-in.

5. CHALLENGES AND CONSTRAINTS

Donor Branding

USAID branding has been used at field days held this quarter, which for some growers is the first time that they have been exposed to the source of funds for the project. This is because USAID-STAMP personnel were operational in the field for the first year under the umbrella of the partners until the signing of the memorandum of understanding with the Ministry of Agriculture, Mechanization and Irrigation Development (MAMID). There was a mixed reaction among those attending; some were nervous about the affiliation and others blatantly said if the donor was involved then they would not have to pay back their inputs. This was refuted by the Extracts and USAID-STAMP agronomists but the impact will only be felt once buying commences.

Cost Recovery

USAID-STAMP partner Tanganda is facing challenges in the management of cost recovery of inputs supplied to smallholder farmers. Recovering the costs advanced to smallholders requires staff and resources not originally envisaged.

Rainfall

Despite USAID-STAMP interventions to improve market linkages and increase smallholder crop yields through adoption of good agricultural practices, low productivity is almost certain to remain a problem. This is because the majority of farmers on communal land are completely dependent on rainfall, which was late and intermittent this year.

PERSUAP

The restricted number of pesticides available on the PERSUAP list will inhibit the adoption of new technologies such as weed wipes. The only herbicide that can be used with this equipment is Glyphosate, a green label, EPA-registered product that has no restrictions but is not currently on the approved list.

Government of Zimbabwe

Although regular courtesy visits to local authorities at the district level continue to build relationships with all stakeholders in USAID-STAMP operational areas, there have been some unexpected challenges experienced during this quarter. In some of the districts, such as Marondera, Nyanga, and Chipinge, it is now necessary to have a signed Memorandum of Understanding (MOU) with the RDC. Although USAID-STAMP has been given verbal permission to work in these areas by government officials from the RDC, DA, and President's offices, documentary proof is now required. These MOUs are in progress. However, this bureaucratic process is complex and time-consuming. The program must present its objectives at a full council meeting, so all councilors have an opportunity to express their concerns and pose questions. Once the councilors are satisfied, the MOU with the RDC may proceed.

In the Marondera district, USAID-STAMP chief of party and field agronomist for the area visited the DA's office in December 2011 to present all documentation. At that time the DA was away on leave, so discussions were held with the assistant DA who agreed to give the documents to the DA on his return. When a courtesy call was paid to the DA, the field agronomist discovered that the DA was unaware of USAID-STAMP operations in his area. As the program had already been operating for some time, some concerns were raised by the DA who sent the field agronomist to the President's office. These concerns were addressed through a series of meetings and extra documents were delivered to both offices, including the Fintrac trust document, the MOU with MAMID, the letter of authority from the Provincial Administrator, and the letter of introduction to the DA.

6. NETWORKING AND COLLABORATIONS

Partnerships, networking, and collaboration with agribusiness companies and nongovernmental organizations are integral parts of Fintrac's implementation approach for USAID-STAMP. Details of these partners and activities are provided throughout this report.

USAID-STAMP recently met with African Development Fund (ADF) personnel who indicated they will be supplying inputs to paprika growers during the 2012-2013 growing season. ADF intend to start their operations in eight areas in the Nyanga district. At a field day in Sabvure, the chairman told growers they would not need the buyers to supply inputs for the next season and that ADF would be taking up this role. Although this will not affect the USAID-STAMP program, the buyers have invested time and money to build relationships with growers over the last couple of seasons. There is a mixed reaction among the buyers as they will have less exposure to risk and paprika sales will primarily depend on efficient human resources on the ground interacting with farmers and the company's cash flow.

USAID-STAMP also meets and collaborates with other USAID-funded partners on a regular basis. For example, meetings have been held with AgriTrade to facilitate linkages between participating partners, smallholder farmers and AgriTrade financial institutions. Update meetings have also been held during this last quarter with World Vision and TechnoServe to discuss best practices. Networking with the donor community at large takes place at monthly FAO agricultural meetings.

7. CONCLUSION

USAID-STAMP is 94 percent of the way through its program and has met many of its targets despite the protracted delay in receiving approval to implement from the Zimbabwean government. USAID-STAMP has seven partner fund agreements in implementation and has made great strides in impacting the lives of smallholder farmers. To date, 148 demonstration plots have been established in five operational districts to showcase good agricultural practices around the production of paprika, bananas, protea, and potatoes. Most of these cash crops will be harvested during the third quarter of this year.

This quarter, USAID-STAMP trained 4,752 smallholders during 136 training events on topics as diverse as composting, farming as a business, and postharvest handling. 53 percent of these training participants were women, as USAID-STAMP continues to strive to display the potential of horticulture as a business option for all members of the family. The total unique number of people trained to date for FY2012 by USAID-STAMP is 5,186.

Results data will be included once harvests of cash crops begin next quarter, but anecdotal evidence supplied by USAID-STAMP partners and field staff is showing the prospect of strong increases for smallholders in terms of both yields and incomes.

ANNEX I: PROGRESS AGAINST INDICATORS

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.1-24 (CBLD 24): Numbers of Policies/Regulations/Administrative Procedures in each of the following stages of development as a result of USG assistance in each case: (Stage 1/2/3/4/5)											
Stage 1 of 5 Number of policies / regulations / administrative procedures analyzed											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 2 of 5 Number of policies / regulations / administrative procedures drafted and presented for public/stakeholder consultation											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 3 of 5 Number of policies / regulations / administrative procedures presented for legislation/decree											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 4 of 5 Number of policies / regulations / administrative procedures prepared with USG assistance passed/approved											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Stage 5 of 5 Number of policies / regulations / administrative procedures passed for which implementation has begun											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Disaggregates Not Available											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
4.5 (2): Number of jobs attributed to FTF implementation											
Female											
Continuing											
Rural											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Urban											
Disaggregates Not Available											
New											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Rural											
Urban											
Disaggregates Not Available											
Male											
Continuing											
Rural											
Urban											
Disaggregates Not Available											
New											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Continuing											
Rural											
Urban											
Disaggregates Not Available											
New											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Rural											
Urban											
Disaggregates Not Available											
4.5 (4): Gross margin per unit of land, kilogram, or animal of selected product (crops/animals selected varies by country)											
4-a Paprika	0			747							
4-b Banana	987			1481							
4-c Potato	0			2117							
4.5 (12): Percentage of national budget invested in agriculture	%	%	%	%					%		
Numerator: The total number of points scored											
Denominator: The total number of points possible											
4.5.2 (2): Number of hectares under improved technologies or management practices as a result of USG assistance					**4619.2**	**0**	**0**	**0**	**4619.2**		
Continuing	0	1948			2559.2	0	0	0	2559.2		
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
climate mitigation or adaptation											
Association-applied											
Female											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				514.4	0			514.4		
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
other											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
pest management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
post-harvest handling and storage											
Association-applied											
Female											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
Disaggregates Not Available	0				501	0			501		
processing											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				514.4	0			514.4		
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				514.4	0			514.4		
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
Association-applied											
Female											
Male											
Disaggregates Not Available											
New				1948	2060	0	0	0	2060		
animal genetics											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											
Female											
Male											
Disaggregates Not Available											
other											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Pest management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
post-harvest handling and storage											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
processing											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
water management											
Association-applied											
Female											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available	0										
Disaggregates Not Available											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Female											
Male											
Disaggregates Not Available	0										
other											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
pest management											
Association-applied											
Female											
Male											
Disaggregates Not Available											
post-harvest handling and storage											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
processing											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
total w/one or more improved technology											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
4.5.2 (5): Number of farmers and others who have applied new technologies or management practices as a result of USG assistance				**7,861**	**776**	**0**	**0**	**0**	**776**		
Continuing	0										
Female			1,853								
Male			2,008								
Disaggregates Not Available	0										
New				7,861	776	0	0	0	776		
Female				3,773	411	0			411		
Male				4,088	365	0			365		
Disaggregates Not Available	0										
Disaggregates Not Available	0	4,000									
Female											
Male											
Disaggregates Not Available	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.2 (7): Number of individuals who have received USG supported short-term agricultural sector productivity or food security training				**8,000**	**1,587**	**3,599**	**0**	**0**	**5,186**		
Female	0			1,920	737	1,914	0	0	2,651		
People in firms	0										
People in government	0										
Producers	0		1,853	1,920	737	1914			2651		
Disaggregates Not Available	0										
Male	0			2,080	850	1,685	0	0	2,535		
People in firms	0										
People in government	0										
Producers	0		2,008	2,080	850	1685			2535		
Disaggregates Not Available	0										
Disaggregates Not Available	0			4,000	0	0	0	0	0		
People in firms	0		386	400							
People in government	0										
Producers	0	4,000	3,475	3,600	0						
Disaggregates Not Available	0										
4.5.2 (11): Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance				**5**	**0**	**0**	**0**	**0**	**0**		
Community-based organizations (CBOs)	0			0	0	0	0	0	0		
Continuing			1	0							
New											
Disaggregates Not Available	0										
Private enterprises (for profit)				0	0	0	0	0	0		
Continuing											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
New											
Disaggregates Not Available	0										
Producers organizations	0			2	0	0	0	0	0		
Continuing		5	2	2							
New											
Disaggregates Not Available											
Trade and business associations				2	0	0	0	0	0		
Continuing			2	2							
New											
Disaggregates Not Available	0										
Water users associations				1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available	0										
Women's groups				0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available	0										
Disaggregates Not Available				0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available	0										
4.5.2 (13): Number of rural households benefiting directly from USG interventions			**4,454**	**8,954**	**776**	**0**	**0**	**0**	**776**		
Child No Adults (CNA)	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Female no male (FNM)	0			1,791	83	0	0	0	83		

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Continuing			891	1,791							
New					83	0			83		
Disaggregates Not Available											
Male and female (M&F)	0			6,984	631	0	0	0	631		
Continuing			3,474	6,984							
New					631	0			631		
Disaggregates Not Available											
Male no female (MNF)	0			179	62	0	0	0	62		
Continuing			89	179							
New					62	0			62		
Disaggregates Not Available											
Disaggregates Not Available		4000		0	0	0	0	0	0		
Continuing	0										
New	0										
Disaggregates Not Available											
4.5.2 (23): Value of incremental sales (collected at farm- level) attributed to FTF implementation				**$240,245**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**		
23a - Horticulture	$1,726,000.00	$ 680,000.00	$680,000.00	$ 240,245							
23b - Animal products											
23c - Cereals											
23d - Oilseed											
23e - Dry grain, pulses & legumes											
23f - Roots, tubers & other staples											
23g - Other											
4.5.2 (29): Value of Agricultural and Rural Loans											
Local traders/assemblers											
Female											
Joint											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
n/a											
Disaggregates Not Available											
Others											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Producers											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Wholesalers/processors											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
4.5.2 (37): Number of MSMEs receiving business development services from USG assisted sources											
Medium											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Micro											
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Small											
Agricultural producer											
Female											
Joint											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
4.5.2 (38): Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.2 (42): Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance				4	0	0	0	0	0		
Community-based organizations (CBOs)	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Private enterprises (for profit)	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Producers organizations	0			2	0	0	0	0	0		
Continuing			2	2							
New		5									
Disaggregates Not Available											
Trade and business associations	0			1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available											
Water users associations	0			1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available											
Women's groups	0			0	0	0	0	0	0		
Continuing											
New											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available											
Disaggregates Not Available	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
4.5.2 (43): Number of firms (excluding farms) or CSOs engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance											
# of firms that were already operating profitably in the business cycle, but are now operating more profitably because of USG assistance (costs<revenue)											
# of firms that were operating at a loss (costs>revenue) in the last business cycle before USG assistance											
Disaggregates Not Available											
STAMP Additional Indicators											
STAMP 1.1 Number of people benefiting from USG supported social assistance programming	0	20,000		230	3,880	0	0	0	3,880		
New	0			230	3,880	0			3,880		
Continuing	0		22,270			0			0		
STAMP 1.2 Percentage change in on farm net incomes of program assisted farmers	1,726,000	50		50	0	0	0	0	0		
				50							
Paprika	246,000		113								
Banana	1,480,000										
Potatoes	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
STAMP 1.3 Percentage change in yield of targeted crops/products				50	0	0	0	0	0		
Paprika	1,835		16								
Banana	8,113										
Potatoes	0										
STAMP 1.4 Percentage change in costs of production per unit		-5		-10	0	0	0	0	0		
Paprika	0.53		9								
Banana	0.003										
Potatoes	0										
STAMP 1.5 Number of farmers engaged in contract farming				0	890	0	0	0	890		
Paprika	0										
Banana	0										
Potatoes	0										
New				0	890	0	0	0	890		
Women					438	0			438		
Men					452	0			452		
Disaggregation not available		1,125		0							
Continuing				0	0	0	0	0	0		
Women											
Men											
Disaggregation not available			1,791								
STAMP 1.6 Value of farm sales by all direct program assisted farmers				**1,490,000**	**0**	**0**	**0**	**0**	**0**		
All crops	2,551,635	1,560,000	753,029	1,490,000							
STAMP 1.7 Value of new client and counter parts investment USD		**420,000**	**304,659**	**130,000**	**128,470**	**37,886**			**166,356**		
Tanganda	0			67,080	7,760	16,625.99					

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
ZimFlora	0			26,290	13,412	4,792.33					
Hyveld	0			223,000	56,453	16,467.83					
Seed Potato Co-op	0			10,613							
Rusitu valley Fresh produce	0			70,300	50,845						
Fact	0			0							
ACF	0			0							
STAMP 1.8 Percentage leadership roles in producer groups held by women				**25**	**24**	**33**	**0**	**0**	**29**		
	0	25	21	25	24	33			29		
STAMP 1.9 Percentage of women participating in training events				**40**	**46**	**53**	**0**	**0**	**51**		
	0	40	47	40	46	53			50		
	0										
STAMP 1.10 Number of public private partnership formed as a result of USG assistance				**5**	**5**	**0**	**0**	**0**	**5**		
New	0	5		0	0						
Continuing	0	5	5	5	5	0			5		
	0										
STAMP 1.11 Number of partner CBO'/NGOs providing health /nutrition services to program farmers				**3**	**0**	**2**	**0**	**0**	**2**		
New	0					2					
Continuing	0	3	0	3	0	0					

ANNEX II: LIST OF PRODUCE BUYERS

Company	Products	Contact and Title	Telephone	Email
Extracts	Paprika	Trevor Hedges	0772213991	trevor.hedges@yahoo.com
Interfresh	Bananas Fresh vegetables	Stanley Dongo	758520-40	wfsales@interfresh.co.zw
Harare Produce Sales	Fruit and vegetables	Newton Jaravani	661114/5	hpsnew@zol.co.zw
Rusitu Valley Fresh Produce	Bananas	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	N. Mitchell	665628/9	sunspun@africaonline.co.zw
Tanganda	Potatoes	Tim Fennel	703786 07741532496	tobyfennell@gmail.com
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

REPORT: **ACTIVITY CALENDER**

PERIOD: **MAY, JUNE & JULY 2012**

ORGANIZATION NAME: **Fintrac (USAID-STAMP)**

Start Date	End Date	Activity	Location	Partners Involved	Event Description
3-May-12	4-May-12	STAMP team meeting	Harare		Field team join HO team for M&E updates and training
4,11,18,25-May-12		Workshops	Chimanimani	RVFP	Good agricultural practices continued
6-May-12	11-May-12	Lead farmer training	Nyanga, Marondera & Makoni	Hyveld	M&E, yield data collection
7-May-12	16-May-12	Survey	Chimanimani, Chipinge	RVFP, Tanganda	M&E survey for final data collection
8-May-12	9-May-12	Farmer training	Tanganda	Chipinge	Training smallholder farmers in maintenance of knapsacks
10-May-12		Field day	Nyanga	ZimFlora	Field day Prizes for top performers
28-May-12	30-May-12	COP field visit	Nyanga, Marondera & Makoni	Hyveld, ZimFlora, SPC,FACT	COP to visit partners and smallholder farmers in program areas
28-May-12	30-May-12	Survey	Nyanga	SPC	M&E survey for final data collection
31-May-12		Field day	Chimanimani	RVFP	Field day in conjunction with Agritex Prizes for top performers
1-Jun-12	31-June-12	All field activities will be winding up. No major events scheduled.			
18-Jun-12	22-Jun-12	COP field visit	All districts	All partners	COP to visit partners and smallholder farmers in program areas
27-Jun-12	29-Jun-12	Final STAMP team meeting	Harare		Field team join HO team for M&E updates and training
1-Jul-12	31-Jul-12	No further field operations	Harare		M&E data cleaning and final administrative tasks
25-Jul-12	27-Jul-12	Final closeout meetings	Harare		COP to meet with partners and USAID

ANNEX IV: SUCCESS STORIES

New Technologies Transform Smallholder Farming

With new income from commercial agriculture, farm family invests in their future.

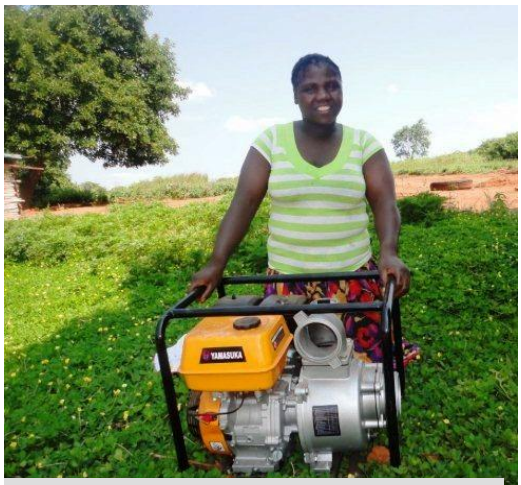


Photo by Fintrac Inc.

The new water pump John Dhlakama purchased with income from his USAID-STAMP supported potato crop will transform the way he and his family farm; translating into dramatically increased incomes and food security.

"I never thought I would have enough money to buy a water pump."

John Dhlakama

John Dhlakama is a smallholder farmer in Chipinge district. For many years he grew maize for household consumption and struggled to cover his family's living expenses.

But after learning of USAID's Smallholder Technology and Access to Markets Program (STAMP), Dhlakama decided to try his hand at commercial potato farming.

Through a partnership with Tanganda Ltd., a leading agricultural company in Zimbabwe, USAID-STAMP is working to increase the incomes of table potato growers by providing quality inputs, such as seed and fertilizer; agronomic training; and access to reliable and fair markets.

Dhlakama was one of the first farmers in his area to sign up for the program, committing 0.1 hectares to grow potatoes on contract to Tanganda. By employing the good agricultural practices he learned from USAID-STAMP, such as land preparation and postharvest handling, Dhlakama earned $1,900 from his small plot.

After repaying his input loan to Tanganda, Dhlakama bought a small water pump with his profits.

This water pump has the potential to transform the way Dhlakama farms. He had been using primitive methods to irrigate his land, which were both labor-intensive and inefficient.

"I never thought I would have enough money to buy a water pump," he said. "Instead of putting more maize in my field, I would rather grow potatoes."

With this steady water source, Dhlakama is now irrigating one hectare, where before he could only hope to irrigate about 0.2 hectares. He plans to continue expanding his irrigated area with investments in new pipes. Increased production plus better-quality harvests will help his family earn even more money.

In addition to the irrigation pump, he and his family have already bought inputs to expand their potato production. Dhlakama also purchased a bicycle for his employee, who lives quite a distance from the farm, as an incentive to keep up his hard work.

USAID-STAMP will work with 4,500 beneficiaries in two provinces over a two-year period.

Rural Farmers Ready to Export

With technical support and access to the export market, smallholder flower farmers stand to dramatically increase incomes.

Photo by Fintrac Inc.

Daniel Machibiza is learning good agricultural practices from USAID-STAMP. With a healthy protea crop, he stands to earn thousands of dollars on the export market.

"I am happy to be part of this project and I can't wait to start harvesting these proteas. School fees will never be a bother."

Daniel Machibiza

USAID's Smallholder Technology and Access to Markets Program (STAMP) has been working with 20 communal farmers in rural villages in the Nyanga district for the past eight months, helping them establish small plots of protea flowers.

These farmers had previously been growing maize or small vegetable crops for home consumption, not realizing their family farms could become commercially viable with the introduction of a high-value cash crop.

The farmers plan to export their flowers with help from ZimFlora, a flower marketing company and USAID-STAMP partner. Through the partnership, the farmers receive inputs from ZimFlora, including seedlings and fertilizer, and technical assistance in planting and harvesting.

With support from USAID-STAMP, the farmers learned to prepare their fields using good agricultural practices such as mulching and composting. These practices not only improve their protea crop, but also increase yields of their maize crops, improving household food security.

The crop is still growing, with harvesting expected early next year. The farmers are enthusiastic about their potential income from the lucrative flower export markets. They are also growing sugar beans as a filler crop to be harvested before the proteas, providing an additional source of income.

"I am happy to be a part of this project. I can't wait to start harvesting these proteas," said farmer Daniel Machibiza. "School fees will never be a bother again."

The farmers expect to pick around 7,000 stems during their first harvest, a number that is expected to jump to 24,500 stems by the second year as bush sizes increase. Protea stems fetch an average of $0.12 each on the international market. These previously subsistence-level farmers stand to earn nearly $3,000 from the flowers when they are in full production.

Because proteas are a perennial crop, the farmers now have a sustainable and profitable relationship with ZimFlora, which will last long after USAID-STAMP ends.

Smallholder Farmer Becomes Certified Seed Producer

With support from USAID-STAMP, table potato producers diversify into lucrative seed potato market.

Photo by Fintrac Inc.

Godfrey Muwi is the first program-supported farmer to receive official certification to grow seed potatoes. He expects to earn nearly $4,000 from his first harvest of the seed.

"I started growing seed potato this season and I am happy to become the first communal certified seed potato producer thanks to USAID-STAMP."

Godfrey Muwi
Smallholder farmer

One of the main constraints facing potato growers is the lack of virus-free, high-quality seed. In order to address this challenge, the USAID Smallholder Technology and Access to Markets Program (STAMP) has partnered with the Seed Potato Co-op, a Zimbawean seed certifying agency, to help smallholder farmers meet the stringent requirements for seed production.

Seed potato production has higher earning potential than growing table potatoes alone, but has long been the domain of large-scale producers. With help from USAID-STAMP, smallholder farmers are entering the lucrative seed production business. The program is working with 245 potato farmers, 20 of whom will become registered seed growers.

Godfrey Muwi, from the Nyanga district, is the first program-assisted farmer to be approved as a seed potato producer. Muwi was able to meet all the criteria and his crop recently passed a final inspection. Criteria for certified seed production include minimum rotation periods, isolation bands, pest and disease control, and ensuring all plants are true to type.

"I started growing seed potato this season and I am happy to become the first certified seed producer thanks to USAID-STAMP," Muwi said.

Certified seed potato fetches a much higher price than table potatoes. Through the partnership with the Seed Potato Co-op, Muwi is guaranteed the sale price of $24 per 30 kilogram bag of seed. With an expected yield of more than five tons this harvest, Muwi stands to earn nearly $4,000 from his crop. This kind of increase in income is truly transformational for rural farmers.

Muwi is only the first of many growers who plan to become certified seed producers. His success is proving to other farmers that they too have the potential to produce and sell high-value goods, creating a sustainable cycle of economic development.

USAID-STAMP is also working with table potato growers in the area to help improve their yields and incomes through the introduction of good agricultural practices. These growers expect to achieve a 50 percent increase in yield.

Paprika Farmer Wins First Prize

Thanks to good agricultural practices and quality inputs, smallholder paprika farmer takes top prize.

"I have worked hard and tried to implement everything I learned from USAID-STAMP."

Mary Mahufe
Smallholder paprika farmer

As part of its goal to increase incomes and food security for smallholder farmers, the USAID Smallholder Technology and Access to Markets Program (STAMP) is helping growers diversify into high-value cash crops such as paprika.

Mary Mahufe joined the USAID-STAMP paprika program in 2011. She is one of 1,500 beneficiary farmers receiving training and support from the program in the Mashonaland East province.

The farmers have been contracted by Hyveld, a commercial buyer, and are receiving inputs such as seed and fertilizer. By having access to quality, virus-free seed combined with a reliable and fair market, the farmers are in a position to earn substantial incomes, moving many of them away from subsistence farming.

USAID-STAMP agronomists also provide technical support, teaching farmers good agricultural practices, such as crop rotation, correct planting density, and integrated pest management, as well as basic business skills such as recordkeeping.

Mahufe took all the trainings to heart, dedicating 0.25 hectares of her land to paprika and allocating another portion to serve as a demonstration plot for the farmers in her producer group.

In late March, Mahufe was chosen to host a field day event, where farmers shared best practices and lessons learned. At the end of the day, prizes were awarded for best crops. Mahufe took first prize in the paprika division, beating 96 other farmers.

The crops were judged by Agritex extension officers based on the following criteria: plant population; pod quantity and quality; absence of diseases; use of mulch and fertilizer; overall crop appearance; and the farmer's use of log books.

As a reward, Mahufe received several prizes that will help her farm more efficiently and effectively. She is excited about her win and is looking forward to continued success with her paprika crop.

"I am so elated to be the first place winner in my group," she said. "I am glad all that work is already beginning to pay off."

Mahufe expects to harvest at least 400 kilograms of grade A paprika on her small plot, with a sales price of $1.50 per kilogram, which would earn her $600, more than double what she earned from maize last year.

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

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