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QUARTERLY REPORT #9: JULY - SEPTEMBER 2012

DEZENVOLVE AGRICULTURA COMUNITÁRIA
(DAC) PROJECT

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Quarterly Highlights

Farm sales of 44 m.t. from the SHAs generated \$32,000 during the quarter: Overall, production increased by 103% and incomes to farmers increased by 93% over the previous quarter.

Totals of Vegetable Production from all SHAs: July-September 2012		
	Kg	US\$
Outdoor Production Original	33,957.70	\$22,436.84
Outdoor Production Expansion	1744.00	\$1,209.35
Greenhouse	8,338.00	\$8,493.50
Total	43,859.70	\$32,139.69

Next phase of DAC training: DAC completed curriculum development and pilot trainings for the next phase of DAC trainings focused on business development: Bookkeeping/Recordkeeping and Farming as a Business.

New seed distribution system: DAC Production team developed a seed distribution system based on individual farmer land, capacity, and interest. This should result in a rapid scaling up of production as motivated farmers are rewarded for producing more.

Identification of new buyer: A new commercial buyer, DiliMart, approached DAC to establish a contract farming model similar to the Kmanek operation.

Production Tracking Database: DAC developed a simple Access database that will allow contract farming operations to track vital information even when working with hundreds or thousands of farmers.

GDA funded expansion: DAC began work in ten new sites. Five sites in subdistrict Aileu Villa are linked to Kmanek Supermarket, and five sites in subdistricts Remixio and Laulara are linked to DiliMart.

Activities Year Two

This quarterly report follows the revised Year Two Workplan, describing activities and achievements in DAC's three main activities:

- 1) Assist SHA farmers to establish organizations that can successfully manage their commercial horticulture activities (*PEOPLE*)
- 2) Assist SHA farmers to improve horticulture technology and practices to meet market demand for product quantity and quality (*PRODUCTION*)
- 3) Assist SHA farmers and other value chain actors and stakeholders to develop a strong horticulture value chain that routinely increases sales volume and profits (*VALUE*)

This quarterly report also contains an updated Workplan Timeline, and a summary of the project finances.

Activity One: Assist SHA farmers to establish organizations that can successfully manage their commercial horticulture activities (PEOPLE)

DAC's work with PEOPLE focuses on developing sustainable ways for communities to independently manage the planning, production and sales of vegetables. This includes assisting the farmers to choose and implement the type of organization that best meets their needs, and training the group members in the required skills. Different approaches will be appropriate for different communities, depending on their current level of organization, their initiative and willingness to work together, and the human capacity within the group.

Activity 1A: Continued improvement in the operation (managerial) of the horticultural complex

DAC on-going technical assistance for management includes support for group meetings, developing problem solving skills, training in business skills, and facilitation of the business relationship with Kmanek. In keeping with the Year Two Workplan emphasis on community mobilization and farmer group training in business skills and management, DAC made significant progress in this quarter finalizing various capacity building programs for the farmer groups.

Business skills training for farmer groups

Commercial Farming – Farming as a Business: In this quarter, the training organization Timor Aid worked closely with GIZ and DAC staff to learn the Farming as a Business training curriculum, and to adapt it to the needs of DAC farmers. The final training is only one day, and simplifies the calculations so that uneducated and even illiterate farmers can participate. DAC staff also worked hard to ensure that Timor Aid understood the “main message” of the training: that making decisions about how to use land and labor, and whether to invest in upgrading production, can make a big difference in farmer incomes.

Basic recordkeeping and accounting skills: Empreza Diak worked closely with farmer groups, Kmanek, and DAC staff to develop a simple, clear recordkeeping system that allows the farmers and Kmanek to implement checks and balances in a transparent way for farmer group record keeping. The system requires that all farmers and Kmanek sign off on the individual purchases and amount of money owed, and the amount of money received. Empreza Diak provided the initial training to Kmanek staff, and finalized the training materials. In the next quarter, Empreza Diak will deliver the training to all the farmer groups in Selo.

Organizational/managerial training – General

DAC continues to facilitate Monthly Leader Meetings in which leaders from each SHA and Kmanek come together to coordinate activities and troubleshoot problems. With the individual seed distribution system introduced by Kmanek (see Activity 2A), this quarter's Leader Meetings focused on explaining the new system and coming to agreement with

farmer groups. Kmanek continued to compare actual production to targets in order to demonstrate to farmers that despite adequate seed distribution, production was not reaching targets.

Organizational/managerial training - Specific training based on the organizational forms chosen by communities

Following the decision by Sarin and Liurai greenhouse groups to register themselves as Associations, DAC Community Mobilization staff held a series of short trainings to explain the requirements for becoming an Association, and to guide them through the process of establishing Association objectives and drafting Articles of Association.

Develop business plans for Sarin and Liurai

No activity in this quarter.

Activity 1B: The formation of a legal business entity: a company or a cooperative or some other legal form

Intensive community decision making process regarding type of organization for farmer groups

Complete.

Initiate formal registration process for selected type of organization

DAC Chief of Party created a template for the Articles of Association (note that no such document was available in Timor Leste), which was translated to Tetum. DAC Community Mobilization staff facilitated multiple meetings with the two greenhouse groups to explain the purpose and importance of the Articles of Association and to help members make decisions about decision making structures, quorums, annual meeting schedules, and proper management of Association funds and assets. Each group held a Founding General Assembly and agreed on draft versions of their Articles of Association. Those drafts were submitted to the DAC lawyer for review and comment.

Initiate community discussion of District level horticulture organization

The Leader Meeting held in September included the first discussion of a District level horticulture organization. The greenhouse groups from Sarin and Liurai gave input about their current experience of forming Associations. The other groups were interested in learning more about the purpose of an Association, and will be waiting for additional guidance from the greenhouse groups' experience. The main message from the farmers was the question: What would the Association do, and why would we form it?

Activity 1C: Allocation of exclusive roles and rules for behavior while at work

DAC Community Mobilization staff assisted the greenhouse groups in Sarin and Liurai to describe the roles and responsibilities of the Association leadership (President, Board of Directors, Audit Committee). These were incorporated into the Articles of Association.

Implementation of the new greenhouse management system, with Kmanek helping farmers to track work days and compensating farmer group members accordingly, is another step in the farmers' development of fair and effective behavior in their group business activities.

Activity 1D: Recording of land claims

As the law governing land title, in particular rural and community land, has not yet been passed, no activity is possible at this time.

Activity 1E: Formal approach to local government in order to be recognized as a significant rural enterprise

The formal registration of the farmer groups as Associations will be the next step.

Activity Two: Assist SHA farmers to improve horticulture technology and practices to meet market demand for product quantity and quality (*PRODUCTION*)

DAC's work with PRODUCTION will transfer full responsibility for greenhouse and outdoor production to the SHA farmer groups and the buyer Kmanek Supermarket (or other buyers), as they develop structures and procedures for managing their planning, production, and sales of vegetables. DAC will also scale up impact by expanding training in horticulture to additional communities as provided in the contract modification.

Production Results

Production ramped up on both indoor and outdoor production. In the original communities, as a result of better inventory management and results tracking, Kmanek has been distributing the proper amount of seed since May. This resulted in a 70% increased harvest during this quarter. The Sarin and Liurai greenhouses were also both harvesting during the quarter.

In the expansion communities, harvests continued in Fatubossa (Kmanek) and began in Bokolelo and Remixio (Dilimart).

Overall, production increased by 103% and incomes to farmers increased by 93% over the previous quarter.

Totals of Vegetable Production from all SHAs: July-September 2012		
	Kg	US\$
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Activity 2A: Continued improvement in the operation (technical) of the horticultural complex

Next steps in production planning and management

The Kmanek production planning and management system developed by short term consultant Sani Daher allowed Kmanek for the first time to understand some of the real underlying challenges to reaching production targets. By using this system, Kmanek learned that even when seed distribution was adequate to reach the target of 6 tons per week, farmers continued to produce only 2-3 tons per week. Discussions in Leader Meetings, with farmer group members, and with DAC staff revealed that the group based target system was not working.

During the last quarter, Kmanek responded to farmer complaints about the group targets by setting more transparent and equal targets. Even distributing seed in this way, however, did not yield the results Kmanek requires. Kmanek was distributing seed to the group, and the group was responsible for dividing that seed among the members. Everything from carelessness to corruption was discovered to impact this arrangement, so that the total amount of seed was rarely distributed to members. Even in the best cases, where seed was evenly distributed among members, there was a failure to produce. Some farmers have more land, more water, more labor, better skills, or more interest in producing vegetables. But, they would receive the same amount of seed as a farmer who had just a small plot and did not care for his plants properly.

DAC assisted Kmanek to plan and initiate a new seed distribution system based on each individual farmer's available seed beds, interest in growing vegetables, and past performance. Farmers who produce well and want to expand will be able to do so. Farmers who want to maintain only a small plot for supplemental income will also be able to do so. Kmanek conducted the first individual seed distribution in Taissonih (Selo).

The individual seed distribution system has many other technical benefits.

- Kmanek will be able to do more quality control on farmer production techniques. For example, proper raised beds increase production significantly, yet farmers generally do not invest in making high quality beds. As Kmanek distributes seed to individuals in their fields, they will be able to require that farmers improve their seed beds before giving them any additional seed.
- Kmanek will use "categories" of vegetables for each community, rather than growing dozens of different vegetables in all communities. Farmers will be able to improve their skills growing a smaller set of products. Every 4-6 months, Kmanek can rotate the crops allocated to each community, which also contributes to controlling pests and diseases.
- Kmanek will distribute seed based on a standard 10m seed bed. This greatly simplifies seed weighing/counting. Seed can be divided into individual packets containing the amount required for a 10m seed bed, which will be simple and quick for Kmanek staff.

The individual seed distribution system was discussed in each community separately, and at the Leader Meeting in August. Farmers were immediately in favor of this new system, as evidenced by the following comments from the Leader Meeting:

- Simu fini individual diak liu tamba ema atu labele estraga fini no fini fo ba ema nebe iha interese atu kuda (Grupo Mudanca)
- Fini nebe fahe individu iha ninia vantazen no desvantazen mak hanesan : nia vantazen katak ema idak-idak sei iha responsabilidade ba modo fini nebe kmanek fo minimize problema nebe mosu iha nursery, servisu nudar grupu, nia desvantazen mak membru balun sei lapartisipa iha aktividade grupu nia(Grupo Tasonih)
- Sistema ne`e diak tamba ema ida-idak iha responsabilidade(Grupo Lequitura)
- Fahe fini iha grupu laiha partisipasaun masimu husi membru grupu, hakarak atu fahe fini ba individu atu nune`e ema idak-idak iha responsabilidade(Grupo Hakiak Moris)
- Hakarak atu hetan modo fini individu tamba durante ne`e membru balun lapartisipa iha aktividade nursery ho masimu(Grupo Foin Kman)

Production Tracking Database

Under the new DAC recommended individual seed distribution system, Kmanek and DiliMart will need to manage data from hundreds of farmers growing dozens of different vegetables. This is not possible within an Excel spreadsheet based system. Therefore, DAC designed a simple database using Access software (included with all Microsoft Office software packages) that allows the buyers to track seed distribution, predict production of seedlings and harvest, and analyze predictions vs. actual results. This database enables the buyers to provide targeted technical assistance when problems are detected, to offer incentives to individual successful farmers, and to base inventory targets on the realistic production capacity of the farmers. DAC will offer the basic database to all commercial partners, who can then customize the system to their specific needs.

In this quarter, DAC worked with a short term consultant from DAI home office to develop the database. In the next quarter, DAC will hand over the database to Kmanek and train the Kmanek staff in its use.

On-going technical assistance as needed (Sarin, Liurai)

DAC continues to provide technical assistance to the farmers in the field, although applying a much less intensive hand-on approach and providing only "on call" technical assistance particularly in Sarin and Liurai sites. This is important to the planned transition of the farmer groups to full responsibility to make decisions on the management and planning of all their horticulture activities.

The Liurai greenhouse production continued throughout the quarter with good results. The Sarin greenhouse was cleaned and prepared for re-planting.

Vegetable Grading System

In January of 2012, DAC handed over full responsibility for communicating and enforcing grading standards to Kmanek. In this quarter, at the Leader Meeting, Kmanek engaged the farmers in a useful discussion about the Grade A/Grade B system particularly for Chinese cabbage, bok choy, and zucchini. Kmanek presented pictures of the quality of vegetable that they define as Grade A. The farmers in Sarin, Liurai, Selo and Lequitura were clear on

the grading standards and accepted the system. The Fatubossa group will require additional training.

Pest/Disease Management Training

No activity in this quarter.

Farmer Field School for IPM and Horticulture Production

DAC requested a proposal from FIELD for the FFS training of trainers and implementation. Unfortunately, FIELD is undergoing significant organizational problems and was unable to prepare a viable proposal with guaranteed staffing. Fortunately, DAC learned of another Indonesia based organization, World Education Indonesia, that was implementing FFS for the microfinance institution Moris Rasik in Ermera. DAC requested a proposal from World Education and will complete a purchase order in the next quarter. Unfortunately, due to the delay and onset of rainy season, DAC will not be able to deliver the FFS until approximately April 2013.

Activity 2B: Completion of the protection of springs, boundaries, wind-breaks, slope protection and the like

No activities in this quarter.

Activity 2C: Engagement of 5 additional communities

In Year One, DAC surpassed the task order timeline by initiating activities in 5 new communities in Aileu District, in Suco Selo. In Year Two, DAC will continue these activities, and prepare to expand to additional communities according to the contract modification.

Continued technical assistance to 5 communities in Selo

Technical assistance: In the Selo area DAC has already reduced the number of staff providing agricultural technical assistance. Farmers continue to use DAC introduced new technologies and management practices successfully.

Expansion to additional communities

Fatubossa: See “New Activity: GDA Partnership” section below.

Lequitura: Harvest has begun, and Kmanek continues to provide seed.

Activity Three: Assist SHA farmers and other value chain actors and stakeholders to develop a strong horticulture value chain that routinely increases sales volume and profits (VALUE)

Strong organizations of farmers (Activity One) with strong horticulture production skills (Activity Two) must be integrated into a strong horticulture value chain (Activity Three).

Activity 3A: Horticulture Value Chain Analysis

Market Survey

Database completed. In the next quarter, a report will be written and the information incorporated into the value chain analysis report.

Input Supply Survey

Complete.

Donor Survey

Complete.

Value Chain Basics Training

Complete.

Activity 3B: Horticulture Value Chain Stakeholders Seminar

DAC participated on the planning committee for the Ministry of Agriculture Horticulture Seminar to be held on Oct 18-20. DAC will present market research and value chain analysis for the horticulture sector.

Activity 3C: Formation of / Participation in Horticulture Working Group

DAC will facilitate the formation of a Horticulture Working Group as a result of the MAF Horticulture Seminar (see above).

Activity 3D: Diversification of the clientele

Dili Mart: DAC decided to link DiliMart to producers in the Aileu subdistricts of Remixio and Laularan. This will avoid any negative impacts on contract farmers linked to Kmanek in subdistrict Aileu Villa. DAC identified five potential locations: Bokolelo, Remixio, Laulara, Kotolau and Balibar. DAC began identifying farmers and introducing them to DiliMart in Bokolelo and Remixio. Dilimart began distributing seed and purchasing vegetables. DAC created a clear outline of the steps necessary to implement a contract farming operation, and agreements on the roles and responsibilities of each partner (see Annex A).

Catering Companies: DAC identified two large vegetable buyers during the course of our market research. Cadoras Unipessoal Ltd. has a contract to provide catering services to the F-FDTL (military) in Dili and Hera, requiring 3 meals per day to 600 people. A second company, Camalolequi, has the contract for F-FDTL in Baucau and Metinaro, as well as the contract for the National Hospital. They requested our assistance in identifying consistent, large scale suppliers. Cadoras had previously received assistance from IADE, the Government business development support agency, and she suggested that we continue to work through them, since they provide market linkage and business matchmaking services.

DAC also identified four large vegetable traders during our market research. We held a discussion session with the traders to explain the opportunity to link with the catering companies. We assisted them to develop company profiles, and introduced them to IADE. In the next quarter, IADE will conduct the business matchmaking with Cadoras, Camalolequi, or other large scale vegetable buyers.

Activity 3E: Business development support to key actors in value chain

Produce Inventory Management

No activity this quarter.

Input Supply

No activity in this quarter.

Process Management

An earlier consultancy (by Sani Daher in May 2012) resulted in an improved, comprehensive business process for commercial buyers. This process, and the associated tools, significantly improved the management of input supply, production management, purchasing, and payment for vegetables produced by DAC farmers. However, it also revealed weaknesses in the group seed distribution system. In this quarter, DAC assisted Kmanek to plan and initiate a new seed distribution system based on each individual farmers available seed beds, interest in growing vegetables, and past performance. Farmers who produce well and want to expand will be able to do so. Farmers who want to maintain only a small plot for supplemental income will also be able to do so. DAC also developed a database that will allow commercial buyers to track seed distribution, seedling production, and harvest for hundreds of farmers.

Increasing Agricultural Commodities Trade Program

Kmanek was notified that they were not successful in their proposal for funding through this program.

NEW ACTIVITY: GDA PARTNERSHIP PROJECT EXPANSION

In this quarter, DAC began implementation for the project expansion funded through the GDA Partnership with ConocoPhillips. GDA funding from ConocoPhillips will contribute to:

- Expansion of project activities to at least 150 more farmers in 5 new communities
- On-site training and technical assistance to all farmers
- International training (Indonesia) for 40 farmers
- New equipment and materials for all farmers
 - Plastic tunnels / plastic mulch
 - Irrigation

Identification of New Buyer

In the last quarter DAC was approached by Dili Mart, a local supermarket and food wholesaler. DiliMart is committed to developing a local produce business, and provided an estimate of their monthly demand and their proposed price list.

In this quarter, DAC decided to link DiliMart to producers in the Aileu subdistricts of Remixio and Laularan. This will avoid any negative impacts on contract farmers linked to Kmanek in subdistrict Aileu Villa. DAC identified five potential locations: Bokolelo, Remixio, Laulara, Kotolau and Balibar. DAC began identifying farmers and introducing them to DiliMart in Bokolelo and Remixio. Dilimart began distributing seed and purchasing vegetables. DAC created a clear outline of the steps necessary to implement a contract farming operation, and agreements on the roles and responsibilities of each partner (see Annex A).

Selection of New Communities

The identification of a new buyer, and DAC's efficient management of resources have allowed us to expand farther than anticipated. DAC plans to work in six new communities linked to Kmanek and five new communities linked to Dilimart.

Linked to Kmanek in subdistrict Aileu Villa:

- Fatubossa
- Saboria
- Raifusa
- Fahiria
- Tablor
- Selo Casamauk

Linked to Dilimart in subdistricts Remixio and Laulara:

- Bokolelo
- Remixio
- Laulara
- Kotolau
- Talitu (Balibar)

DAC will begin activities in these ten communities, with the intention that all are successful. However, prior lessons learned indicate that some of the communities may not be successful, or that new communities will be identified as better areas for investment.

Preparations for Farmer Group Training

DAC prepared an RFP for international farmer training in Indonesia. The RFP will be released in the next quarter. DAC plans to send multiple groups of farmers to Indonesia between April-December 2013.

Activities in New Communities – Aileu Villa subdistrict

Full scale activities continue in Fatubossa, where Kmanek has purchased more than a ton of product.

In the other five communities, DAC staff worked with farmer groups to identify land for demonstration plots and to begin planning and constructing the seed beds.

Activities in New Communities – Remexio and Laulara subdistricts

In Bokolelo and Remixio, DAC staff worked with farmers to build plant nurseries, to identify land for demonstration plots, and to begin lanning and constructing the seed beds. DiliMart began distribution of bok choy, cauliflower, melon, cucumber, and capsicum. Purchases from Bokolelo and Remixio included products from the DiliMart provided seed, and other products that the farmers produce.

Production totals

Totals of Vegetable Production from GDA Expansion July-September 2012		
	Kg	US\$
Outdoor Production Expansion	1744.00	\$1,209.35

Plans for the next quarter

During the next quarter, DAC will provide management training to DiliMart to ensure that their management systems and capabilities keep track with the scale of their production. In all sites, demonstration plots will be completed and DAC staff will begin giving technical assistance to farmers so that they can implement the new techniques in their own fields.

Year 2 Workplan Updated Q2 2012	2011				2012							
	September	October	November	December	January	February	March	April	May	June	July	August
Activity One: Assist SHA farmers to establish organizations												
Activity 1A: Improve the operation (managerial) of SHAs												
Business skills training for farmer groups												
-Farming as a business												
-Recordkeeping / accounting												
Organizational/managerial training: general												
Organizational/managerial training: specific to organizational structure												
Develop business plans for Sarin and Liurai												
Activity 1B: The formation of a legal business entity												
Community decision making process												
Initiate formal registration process												
Community discussion of District level organization												
Activity 1C: Allocation of exclusive roles and rules for behavior												
Activity 1D: Recording of land claims (timing TBD)												
Activity 1E: Formal approach to local government												
Activity Two: Improve horticulture production to meet market demand												
Activity 2A: Improve the operation (technical) of SHAs												
On-going technical assistance as needed (Sarin, Liurai, Seloi)												
-DAC staff meetings with farmer groups												
-Monthly Leader meetings												
-Sarin independent planting of greenhouse												
-Liurai independent planting of greenhouse												
Training on production planning for SHA groups												
Vegetable grading system / handover to Kmanek												
Pest/Disease control and management training (scheduled as FFS)												
-Pest/Disease visual aid finalized												
Farmer Field School (IPM/ horticulture production) assessment												
Farmer Field School training (Sarin / Liurai / Seloi) (cont. Year Three)												
Activity 2B: Protection of springs, boundaries, slope protection												
Complete bamboo protection of stream in Sarin												
Activity 2C: Engagement of 5 additional communities												
Continued technical assistance to 5 communities in Seloi												
Expansion to additional communities												
Activity Three: Develop Strong Horticulture Value Chain												
Activity 3A: Horticulture Value Chain Analysis												
Activity 3B: MAF Horticulture Seminar (TBD)												
Activity 3C: Horticulture Working Group (TBD following MAF Seminar)												
Activity 3D: Diversification of clientele												
Activity 3E: Business development assistance to key actors												
Fresh produce inventory management (N/A Kmanek, TBD others)												
Input supply inventory management (N/A Kmanek, TBD others)												
Kmanek Process Engineering												

KEY	▲	Completion date / specific event
	— — — — —	High intensity activity
	- - - - -	Medium intensity activity
	— — — — —	Low intensity activity

ANNEX A
CONTRACT FARMING CAPACITY BUILDING PLAN
DILIMART
(next page)

Contract Farming Management Process						
	Select Areas & Pilot Farmers	Select Products	Distribute Seed	Track Production	Sales	Evaluation
DAC Responsibility	1. Assess and recommend locations	1. Recommend products for each location	1. Train and accompany DiliMart staff in seed distribution	1. Train farmers in improved, continuous production techniques	1. Assist Dilimart to establish pick up schedule	1. Provide basic Access database for tracking seeds, seedlings and production
	2. Assess and select pilot farmers (10 or less)	2. Recommend seed varieties (conduct seed trials if necessary)		2. Train and accompany Dilimart in providing technical assistance	2. Train and accompany Dilimart staff in product pick-up, weighing and payment systems	2. Train DiliMart in use of database
	3. Organize groups	3. Train DiliMart in input inventory management (if needed)		3. Recommend inputs (pesticide, fertilizer, plastic tunnels or mulch, irrigation) and inventory amounts	3. Train farmers in sales in kilos	3. Meet weekly with Dilimart horticulture staff
	4. Provide orientation to project and system of working with DAC	4. Train DiliMart in seed trials		4. Provide cost share on some inputs (material or equipment)	4. Train farmers in group and individual recordkeeping (if needed)	4. Meet monthly with Dilimart management
DiliMart Responsibility	1. Review and approve locations	1. Provide approved product list and prices	1. Distribute and track seed	1. Enforce standards: distribute seeds only to farmers with proper seed beds; purchase only vegetables that meet standards;	1. Conduct pick-up, weighing and payment according to agreed schedule	1. Analyze data monthly to identify problems and plan for next month's production
	2. Review and approve pilot farmers	2. Order seed inventory	2. Maintain adequate seed inventory at all times	2. Collect and analyze data on seedlings and production quantity and quality		2. Review results with farmers monthly
	3. Organize meeting with farmer groups and provide orientation to system of working with Dilimart			3. Maintain adequate input inventory at all times		3. Horticulture staff to meet weekly with DAC staff
	4. Build strong relationships with farmers					4. Management to meet monthly with DAC management
Status as of Sept 18	Selected and approved areas are Bokolelo, Remexio, Kotolau, Balibar. DAC must identify and register pilot farmers for DAC and Dilimart records.	DAC has provided recommendations for products & seeds: bok choy, cauliflower, melon, cucumber, capsicum. DiliMart has agreed to limit seed distribution to this pilot group of products. Dilimart has given an initial price list, and a second revised price list. DAC recommends that Dilimart avoids changing prices as much as possible (according to principle of "consistency" which is mandatory for building and maintaining trust between farmers and buyer).	Dilimart has purchased seed in the Dili input supply shops. (please update with status of import seed order)	William has provided Dilimart staff with the data collection spreadsheets. (Please fill in status of DiliMart data collection following first pick up). DAC will providing database for tracking seeds, seedlings and production at the end of September	DAC and Dilimart have provided "training" on sales in kilos to Bokolelo and Kotolau. Dilimart has done one pick up in each location, purchasing product from Dilimart provided seeds and also farmers own production.	TBD