

## AGMARK QUARTELY REPORT FOR THE MONTH OF APRIL-JUNE 2010

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| <b>P F Tracking Number:</b>            | <b>AGM-STA-010-014</b>  |
| <b>Title of Activity:</b>              | <b>SSMATI</b>   |
| <b>Start Date of Reporting Period:</b> | <b>01<sup>st</sup> February 2010</b>                                      |
| <b>End Date of Report:</b>             | <b>30<sup>th</sup> June 2010</b>  |
| <b>Date Report Submitted:</b>          | <b>13<sup>th</sup> June 2010</b>  |

## Summary of the Key Activities:

The major activities covered during this reporting period were;

1. Sensitization Meetings with Grain buyers, in Western Kenya, Kampala and Kigali on the market opportunities and to get them to participate in the project.
2. Commercial trainers’ “Training of Trainers” on Grain Bulking and storage.
3. Agrodealers’ training on Grain Bulking and storage.
4. Matching Investments
5. Finalization of Agrodealer Surveys

### 1. Meetings with Grain Buyers

The Objectives of the Meetings with Grain Buyers was to familiarize them with the SSMATI project and invite them to participate in the project activities. One of the Outputs of the SSMATI project is to have at least 2 large grain buyers purchasing grain from Agrodealers supported by the Project.

| No | Venue                   | Number of Buyers/Traders Attending the Meeting |
|----|-------------------------|--|
| 1  | Bungoma – Western Kenya | 8  |
| 2  | Kampala – Uganda        | 5  |
| 3  | Kigali – Rwanda         | 12   |

**Picture 1:** A photo of grain buyers who attended the meeting in Western Kenya



**Picture 2:** Alfred Ngugi (Left), General Manager Savannah commodities (Kampala) briefs SSMATI coordinator on activities of the firm.



*Grain buyers have been identified and we expect at least 3 to participate in the program*

## **2. Training of Trainers**

The training of agrodealers in grain bulking and aggregation will be done through the use of commercial trainers.

*Training of commercial trainers was a key activity that was completed in the Month of April as per the project plan.*

A 5-day “Training of Trainers” course facilitated by AGMARK was conducted from 19<sup>th</sup> to 23<sup>rd</sup> April, 2010 at Hotel Olympia, Kampala Uganda. A total of 5 commercial trainers (3 M and 2F) were trained and certified by issuance of certificates of course completion. These 5 trainers will carry out future Agrodealer trainings on Grain Bulking and Storage.

The course outline involved:

- a. Participatory Facilitation Skills
- b. Introduction to Agricultural Output Marketing
- c. Grain storage and Handling
- d. Cereals Bulking and Aggregation
- e. Agricultural Market Costs and Margins
- f. Agricultural Marketing Intelligence and Warehouse Management.

**Picture 3:** A section of trainees during the ToT Training in Uganda



### **3. Agrodealers Training**

One of the Key activities of the Project is to train agrodealers on grain bulking, storage and aggregation. 50 agrodealers were to be trained in the project period.

*Agrodealer trainings have also begun as per the project work plan and will be completed in the month of July. It is expected that 60 agrodealers will be trained exceeding the project target of 50.*

The first training of agrodealers in Grain Bulking and Aggregation took place in the month of May. A Total of 20 agrodealers (18M, 2F) from Manafwa, Sironko, Mbale, Kapchorwa and Musale districts in Eastern Uganda successfully completed the four day training.

**Picture 4:** A Kenyan Buyer Ms Everlyne Wunyera addresses Agrodealers in the Mbale Training.



#### **4. Matching Investment Manual:**

The project is expected to support agrodealers improve grain handling through a matching investment – Grant facility. These funds are to support improvement of grain storage facilities and provide basic equipment including moisture meters, weighing scales and sealing equipment.

AGMARK developed a policies and procedures Manual for the Matching investment facility. These manuals will facilitate in the disbursement of the Matching Grants to be given out to the agrodealers who are trained in Grain Bulking and aggregation. (*The Grants Manual has been sent as a separate mail*)

**Support to agrodealers through the matching investment program will be the main activity in the next quarter**

#### **5. Agrodealer Survey Report:**

The survey Agrodealer survey report of the recently completed Agrodealer surveys (March 2010 in Uganda) was completed. (*Survey Report has been sent as a separate mail*)

*The survey of agrodealers in the project area was accomplished in the 1<sup>st</sup> quarter as per the project plan.*

**USAID-Compete Team Visit to Western Kenya:** A team from CGA, USAID-COMPETE, AGRA, WFP, AGMARK and ACDI/VOCA visited smallholder farmer groups involved in Grain bulking in Trans-Mara. CGA is implementing the smallholder farmer grain bulking project in Transmara with funding from USAID-COMPETE. AGMARK was looking to learn from the CGA activities in the region. Areas visited were Romosha, Angatta Barriokoi and Angatta Keiyan.

**Picture 5:** A farmer leader weighing bags of maize at collection site in Angatta Keiyan



### **Plan for the Next Quarter**

The main activities for the next quarter will include:

1. Agrodealer trainings on grain bulking and aggregation, 40 additional agrodealers to be trained.
2. Assessments and appraisals of Agrodealers applying for funding from the matching investment facility.
3. Disbursement of matching grant funds.
4. Linking agrodealers to Buyers.
5. Training of farmers on post harvest handling.

### **Conclusion**

There have been no major problems in project implementation. All the main activities and targets for the period were attained. There have also been no budget overruns. The Project Implementers are planning for a review meeting in Kampala on the 30<sup>th</sup> of July to plan for the next phase of the project.