

AGMARK – SSMATI QUARTERLY REPORT FOR THE PERIOD (JANUARY – MARCH 2011)

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TABLE OF CONTENTS

LIST OF TABLES	1
LIST OF GRAPHS	1
LIST OF PIE-CHARTS	2
LIST OF PHOTOS	2
LIST OF ANNEXES	2
ACRONYMS	3
I. BACKGROUND	4
II ACTIVITIES CARRIED OUT DURING REPORTING PERIOD (JAN-MARCH 2011)	5
1. FARMER TRAININGS	5
2. MATCHING INVESTMENT:	5
3. IMPROVEMENT OF STORES AND EQUIPMENT DELIVERIES	6
4. EVALUATION AND NO COST EXTENTION	6
5. GRAIN PURCHASES	7
6. CROSS-BORDER SALES	12
7. CONTRACTS:	12
A. CONTRACTS SIGNED BETWEEN FARMERS AND AGRODEALERS;	12
B. CONTRACTS SIGNED BETWEEN BUYERS AND AGRODEALERS;	13

LIST OF TABLES

Table 1: Volume of Output Bulked and Sold in Uganda, Showing No. of Farmers and Buyers in Uganda	7
Table 2: Summary of Grains Bought and Bulked in Uganda	8
Table 3: Volume of Output Bulked and Volume Sold in Kenya	9
Table 4: Summary Of Grains Bought And Bulked In Kenya	10
Table 5: Showing Grains bought in the Periods Oct-Dec '10 Compared to Jan-Mar '11	10
Table 6: Showing Contracts Signed Between Farmers and Agrodealers	12
Table 7: Showing Contracts Signed Between Buyers And Agrodealers	13

LIST OF GRAPHS

Bar Graph 1: Showing Qty of Output Bulked and Sold in MT between Jan-Mar 2011	9
Bar Graph 2: Graph Showing Qty of Output Bulked and Sold in Kenya	10
Bar Graph 3: Graph Showing Volume of Output Bulked Between Oct-Dec '2010 Compared to Jan-March 2011	11
Bar Graph 4: Graph Showing Volume Of Output Sold Between Oct-Dec '2010 Compared To Jan-March 2011	11

LIST OF PIE-CHARTS

Pie-Chart 1: <i>Pie-Chart Showing Volume of beans (MT) Purchased by Agrodealers From Farmers</i>	13
Pie-Chart 2: <i>Pie-Chart Showing Volume Of Beans (Mt) Purchased By Large Buyers From Agrodealers</i>	14

LIST OF PHOTOS

Photo 1: <i>Zachary Okong'o of Marenyo Cereal Bank receives Gunny Bags and Sieves; On looking are Farmers</i>	5
Photo 2: <i>Moses and the wife; owners of Bunambutye ACE from eastern uganda receiving a weighing scale; also in picture is Daniel Sendi; owner of Friends Agro-Input Dealers who also received a Scale</i>	5
Photo 3: <i>Focus Group Discussion with Farmers</i>	7

LIST OF ANNEXES

Annex 1: Matching Investment Tracker
Annex 2: Performance Implementation Plan

ACRONYMS

ACE	Area Cooperative Enterprise
AGMARK	Agricultural Market Development Trust
COMPETE	Competitiveness and Trade Expansion Program
UNADA	Uganda Agro-Input Dealers Association
USAID	United States Agency for International Development
SMAED	Small Medium Agribusiness Enterprise Development
SSMATI	Sustainable Smallholder Cross Border Trade Integration
WFP	World Food Program

I. BACKGROUND

Organized and structured marketing arrangements not only catalyze agricultural production, but also sustain it. Lack of organized marketing of cereal food crops (rice, maize and sorghum) remains a major constraint to production in the surplus producing regions of Southern and Eastern Uganda where trade between Uganda and its neighbors is informal.

Kigezi Region in Southern Uganda is a significant supplier (though informally) of grain to processors in Kigali - Rwanda. However, the main grain processors are faced with the challenge of distraught despite having a market for their processed products. On the other hand, Eastern Uganda accounts for an estimated 50% of Uganda annual maize output. Bordering Kenya to the west, (a chronic maize deficit country), Eastern Uganda maize production has its dominant market in Kenya through the Busia border which is done informally. Due to its informal nature, the trade has not been able target the large buyers in Kenya.

It is against this background that AGMARK is partnering with Uganda Agro-Input Dealers Association (UNADA), in the implementation of the SSMATI project (Sustainable Smallholder Cross Border Trade Integration) whose overall goal is to integrate smallholder surplus production in Southern and Eastern Regions of Uganda into the Rwanda and Kenya cereals value chain respectively, through agrodealers located in the two regions.

The objective of the program is to develop sustainable value chains and reduce poverty by increasing smallholder farmers' access to commercial staple foods markets.

The program seeks to facilitate agrodealers in Southern and Eastern Regions of Uganda to aggregate surpluses from smallholder farmers and link the commodity to the formal markets in Rwanda and Kenya that are grain deficit countries.

II ACTIVITIES CARRIED OUT DURING REPORTING PERIOD (JAN-MARCH 2011)

Conversion rate: 1US\$ = UGShs. 2,240; 1 US\$ = Kshs. 78

1. FARMER TRAININGS

One training session for farmers on grain quality standards were held in Mubuku Irrigation Scheme, Kasese for a total of 7(3M, 4F) farmers. These farmers belong to Basaja kweyamba farmers group which grows maize and rice in Mubuku irrigation scheme where 154 families own plots of lands.

2. MATCHING INVESTMENT:

A total of 10 stores have been improved (4 in Kenya and 6 in Uganda). 3,000 branded bags were distributed to 10 Agro dealers in Eastern Uganda.

PHOTO 1: ZACHARY OKONG'O OF MARENYO CEREAL BANK RECEIVES GUNNY BAGS AND SIEVES; ON LOOKING ARE FARMERS



3. IMPROVEMENT OF STORES AND EQUIPMENT DELIVERIES



PHOTO 2: *MOSES AND THE WIFE; OWNERS OF BUNAMBYTYE ACE FROM EASTERN UGANDA RECEIVING A WEIGHING SCALE; ALSO IN PICTURE IS DANIEL SENDI; OWNER OF FRIENDS AGRO-INPUT DEALERS WHO ALSO RECEIVED A SCALE*

4. EVALUATION AND NO COST EXTENSION

An external consultant (SMAED) was hired by AGMARK to undertake an evaluation of the project. The evaluation is covering all the project areas; project design, relevance, efficiency, effectiveness, outcomes and impacts, sustainability/reliability of the project. The team evaluation is ongoing and the team has already made visits to the project's operational areas in Kenya, Eastern and Western Uganda in the districts of Bukwo, Bushenyi, Busia, Iganga, Isingiro, Kabale, Kamuli, Kamwenge, Kapchorwa, Kasese, Kisoro, Kumi, Manafwa, Mbale, Namutumba, Ntugamo, Pallisa, Sironko, Soroti and Tororo districts.

The evaluation report is expected in the first week of April, an evaluation workshop to share the findings with other stake holders will be organized towards the end of April 2011.

USAID COMPETE approved a one month no cost extension to allow for completion of project activities. The project has now been extended to May 31st 2010.

PHOTO 3: FOCUS GROUP DISCUSSION WITH FARMERS



5. GRAIN PURCHASES

During the period, supported agrodealers purchased and bulked 384MT of grains (Maize-235MT, Beans - 102MT, Groundnuts- 6MT, Rice- 11MT, Sorghum- 24MT and Sunflower-6MT) from a total of 1,233(376M 847F) farmers valued at US\$71,593. They at the same time made sales of 597MT and realized sales of US\$ 96,016 and have employed 198(18M, 25F) people.

TABLE 1: VOLUME OF OUTPUT BULKED AND SOLD IN UGANDA, SHOWING NO. OF FARMERS AND BUYERS IN UGANDA

No	Name	Enterprise name	District	Types of Grains	Volume (MT) of output Bulked	Volume (MT) of output SOLD	No. of farmers supplying grain		Buyer
							M	F	
1	Washole Daniel	Friends agro input dealers	Sironko	Maize	9.1	11.1	2	2	Sudanese buyer
				Beans	2				
2	Muhamud Yusufu	Kaserem ACE	Kapchorwa	Maize	39.14	24.9	12	10	
				Beans	26.3	17.8	4	3	
3	Wamakesi Samuel	Bukusu ACE	Manafwa	Maize	23.1	1	98	34	
				Beans	14.3	1			Tororo Buyers
				Rice	4				
				Sunflower	6.1	5.6			Traders
4	Kiiza Patrick	Munyakabi ACE	Isingiro	Beans	75	40	87	359	WFP
				Maize	90	50			WFP
5	Stella	Mubuku	Kasese	Groundnut	1.5	1.3	24	59	

No	Name	Enterprise name	District	Types of Grains	Volume (MT) of output	Volume (MT) of output	No. of farmers supplying grain		Buyer
	Ngategire	Farmers Store		Beans	1.05	1			
				Rice	7	7			
6	Byuvuhore Mark	Byuvuhore Traders Assoc.	Kisoro	Maize	120	120	29	67	Uganda - Rwanda border (Millers)
				Sorghum	70.1	67.5			Rwanda
7	Agumisiriza Peruth	Agrima Uganda LTD	Kabale	Beans	7.5	7.3	74	210	Katuna Border
				Sorghum	28.8	5.7			
8	Tukahirwa grace	Grabrely	Ntungamu	Maize	0.7				
				Beans	1				
9	Scolar Nabakooza	Godwin Agro-Input	Kamwenge	Maize	163.3	434.2	46	103	
				Beans	17.6	14.9			
				Groundnut	16.9	10.1			

TABLE 2: SUMMARY OF GRAINS BOUGHT AND BULKED IN UGANDA

Type of Grain	Volume (MT) of output Bulked	Value of purchase in US\$	Volume (MT) of output SOLD	Value of Sales in US\$	No. of farmers supplying grain		Employees	
					M	F	M	F
Maize	235	24,626.00	482	33,308.00	187	216	14	16
Beans	102	25,195.00	76	41,825.00	165	572	6	9
Groundnuts	6	6,563.00	5	7,113.00	24	59	2	3
Rice	11	5,768.00	7	4,688.00	-	-	-	-
Sorghum	24	8,036.00	21	8,038.00	-	-	-	-
Sunflower	6	1,405.00	6	1,044.00	-	-	2	3

BAR GRAPH 1: SHOWING QTY OF OUTPUT BULKED AND SOLD IN MT BETWEEN JAN-MAR 2011

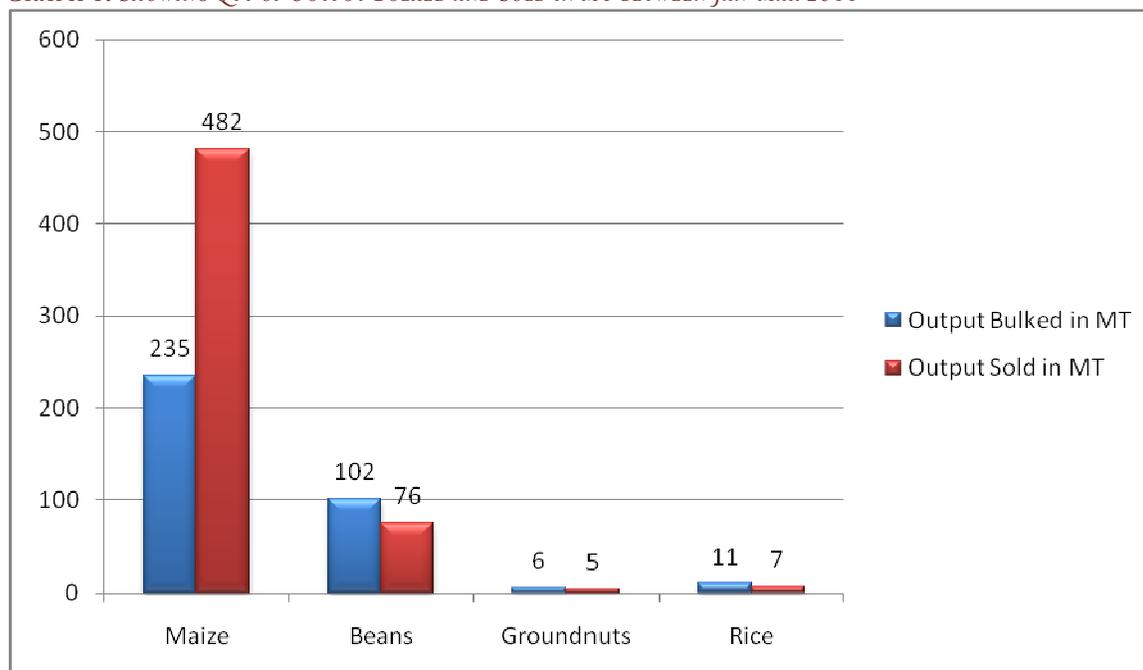


TABLE 3: VOLUME OF OUTPUT BULKED AND VOLUME SOLD IN KENYA

No	Name of Agrodealer	Name of Shop	District	Type of Grain	Qty Bulked in MT	Qty Sold in MT
1	Evelyn Wanyera	Elgon Farmers Centre	Bungoma	Maize	0.1	1.881
				Beans	0.27	0.04
2	Rose A. Wesonga	Rabs Agrovet	Busia	Maize	22.5	22.5
3	Zachary Okong'o	Marenyo Cereal Bank	Siaya	Maize	3,222	153.09
5	Chrisantus Ekesa	Akukuranut Devt Trust	Teso	Maize	0	27.16
TOTAL					3,244.87	204.671

TABLE 4: SUMMARY OF GRAINS BOUGHT AND BULKED IN KENYA

Type of Grain	Volume (MT) of output Bulked	Volume (MT) of output SOLD
Maize	0.27	0.04
Beans	3,244.6	205

BAR GRAPH 2: GRAPH SHOWING QTY OF OUTPUT BULKED AND SOLD IN KENYA

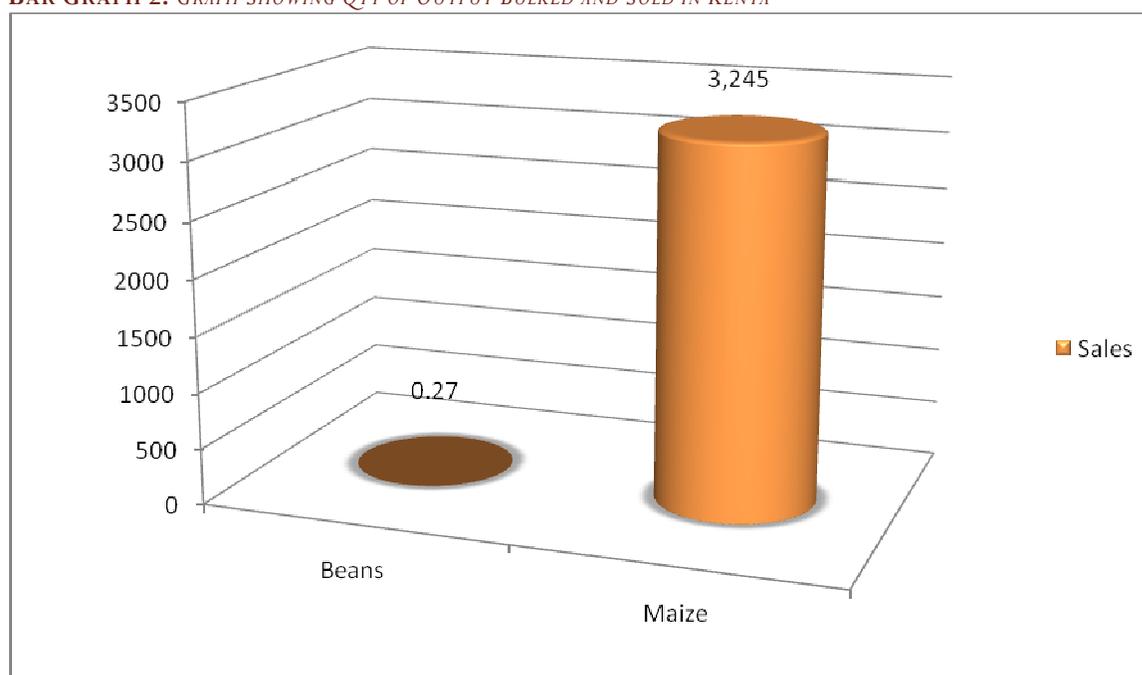
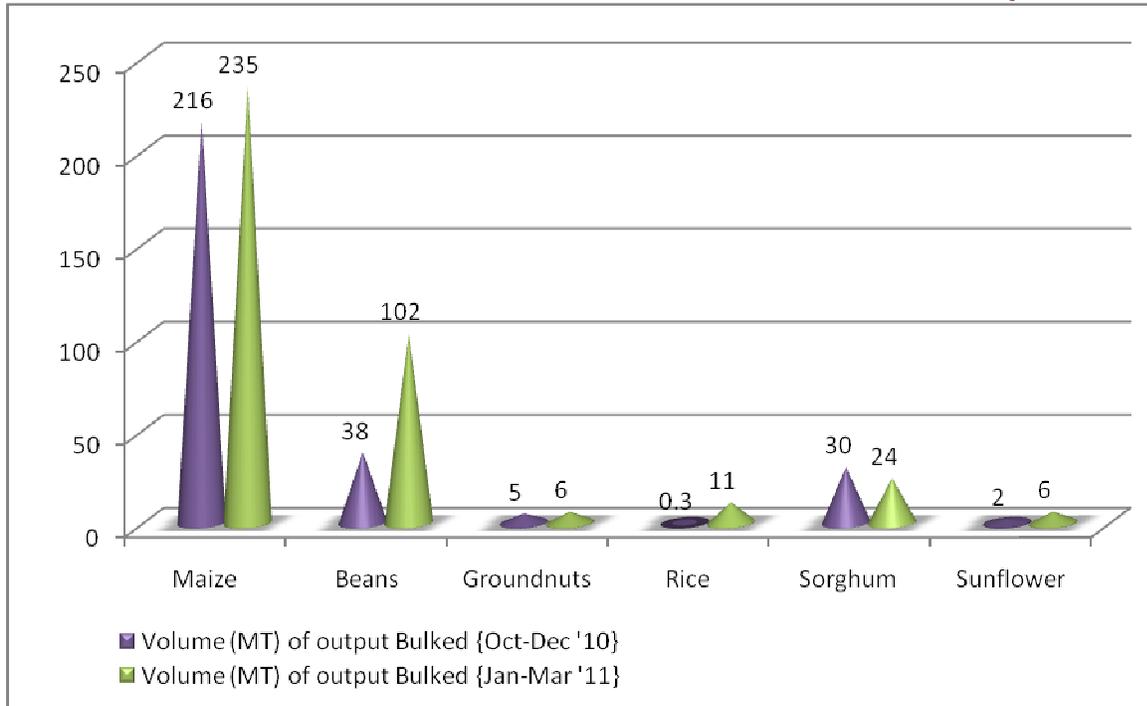


TABLE 5: SHOWING GRAINS BOUGHT IN THE PERIODS OCT-DEC '10 COMPARED TO JAN-MAR '11

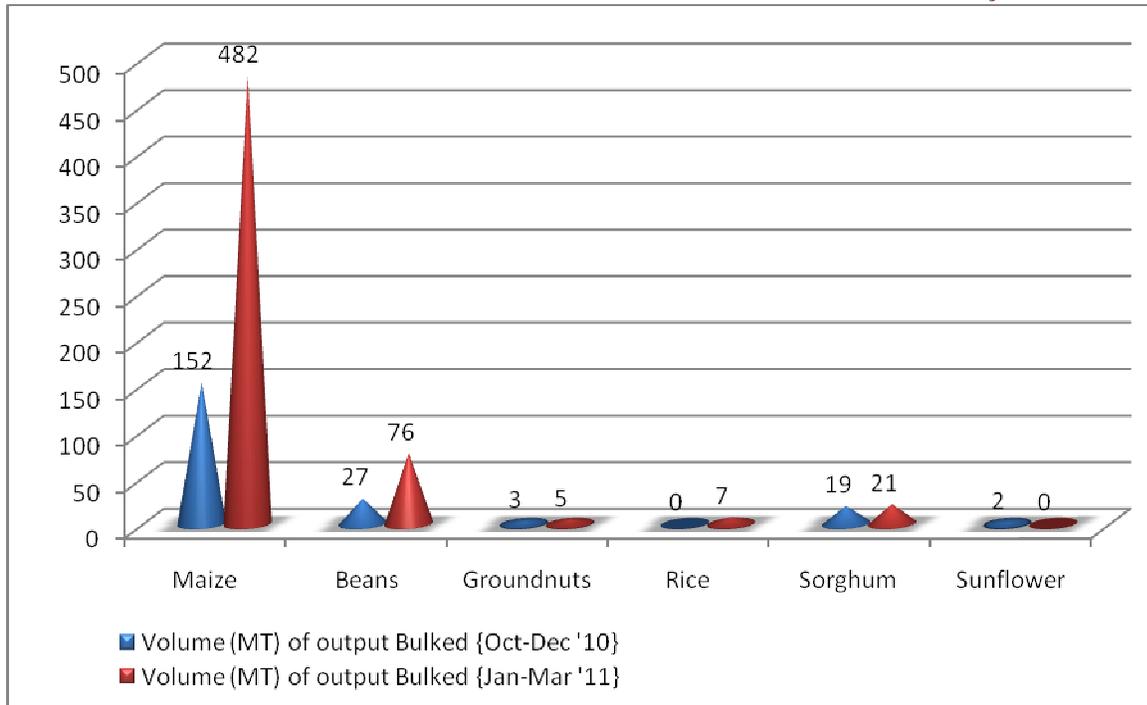
Type of Grains	OCT-DEC		JAN-MAR	
	Volume (MT) of output Bulked	Volume (MT) of output SOLD	Volume (MT) of output Bulked	Volume (MT) of output SOLD
Maize	216	152	235	482
Beans	38	27	102	76
Groundnuts	5	3	6	5
Rice	0.3	-	11	7
Sorghum	30	19	24	21
Sunflower	2	2	6	6

The graph below shows the various grains mostly bought during Oct-Dec compared to Jan-Mar in Sironko, Kapchorwa, Manafwa, Isingiro, Kasese, Kisoro, Kabale, Kamwenge

BAR GRAPH 3: GRAPH SHOWING VOLUME OF OUTPUT BULKED BETWEEN OCT-DEC '2010 COMPARED TO JAN-MARCH 2011



BAR GRAPH 4: GRAPH SHOWING VOLUME OF OUTPUT SOLD BETWEEN OCT-DEC '2010 COMPARED TO JAN-MARCH 2011



6. CROSS-BORDER SALES

In the previous quarter {Oct-Dec} only 1 agrodealer, Byuvuhore Mark in Kisoro District, Western Uganda, sold 17.5MT of maize to millers across the Uganda-Rwanda Boarder.

In this quarter, 2 Agrodealers made sales to buyers across the border, Rwanda-Uganda border and Sudan border. Washole Daniel of Friends input dealers in Sironko district sold 11.1MT of Maize worth US\$ 3,167 to a buyer across Sudan border; another agrodealer Byuvuhore Mark of Byuvuhore Traders Association in Kisoro district sold 20MT of Maize valued at UD\$ 4,911 and 17.5MT of Sorghum valued at US\$6,797 to a buyer across Uganda-Rwanda border.

7. CONTRACTS:

Contracts Signed; Manyakabi signed a contract with WFP to supply 100MT of maize worth UGShs 60M in the next two months. Mrs. Peruth Agumiriza also signed a contract with Mr. Alfred Nuwamanya based at Katuna Border to supply 1MT of beans worth UGShs1.5M and 0.5MT of peas in February 2011

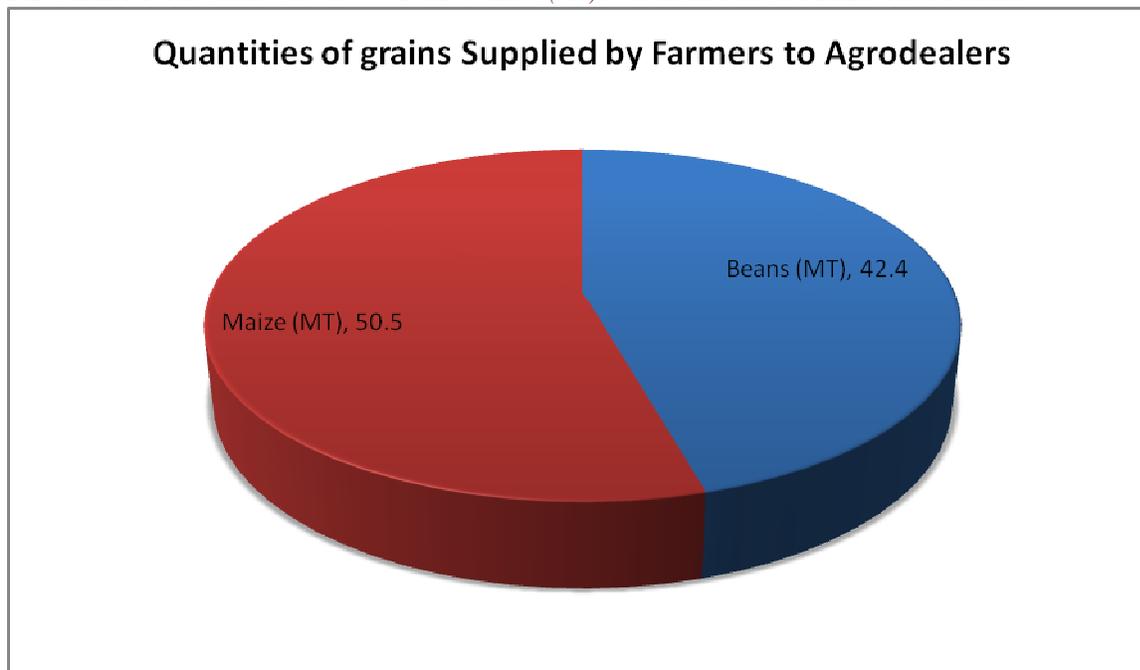
A. CONTRACTS SIGNED BETWEEN FARMERS AND AGRODEALERS;

2 agrodealers from Manafwa, Isingiro, Siaya, Kasese and Bungoma have signed contracts with farmers to supply them with grains, so far, a total of 5,567farmers have supplied them with 298MT of grains.

TABLE 6: SHOWING CONTRACTS SIGNED BETWEEN FARMERS AND AGRODEALERS

No	Name of Agrodealer Shop	Name of Agrodealer Shop	District	Name of Farmer	Type of Grain	Qty Supplied in MT	Value in US\$	Duration of Contract
1	Washole Daniel Sendi (262M, 275F)	Friends Agro-Input Dealers	Buyaga	Wekesa Tito	Maize	5	893	1Yr
				Phoebe Muyama	Beans	2	893	1Yr
				Wangota Sam	Maize	2	357	8Months
				Nambozo Rebecca	Maize	3.3	643	1Yr
				Kiwangalo Dan	Maize	2	446	1Yr
				Mukabi James	Maize	1	223	1Yr
				Wocanda Vincent	Maize	1.5	335	1Yr
				Munialo Joseph	Maize	3	670	1Yr
2	Muhamud Yusuf Mudongo (12M, 10F)	Kaserem ACE	Kapchorwa	Muhamud Y. M	Maize	34.7	6,195	3Month
				Muhamud Y. M	Beans	19.3	8,437	3Month
				Muhamud Labu	Beans	5.1	956	1Month
				Edrisa Manguso	Beans	7.8	3,482	1Month
				Zubeda	Beans	0.5	223	1Month
				Chelangat Aisha	Beans	1.2	536	1Month
				Salma Issa	Beans	1.7	759	1Month
				Shelle Siraji	Beans	1.3	580	1Month
				Haji Asadi	Beans	0.8	357	1Month
Sadik Sumama	Beans	2.7	1,205	1Month				

PIE-CHART 1: PIE-CHART SHOWING VOLUME OF BEANS (MT) PURCHASED BY AGRODEALERS FROM FARMERS



B. CONTRACTS SIGNED BETWEEN BUYERS AND AGRODEALERS;

A total of 2 buyers (World Food Program, Abraham Ririr) signed contracts with 4 agrodealers to supply them with 719MT of Maize and 280MT of Beans.

TABLE 7: SHOWING CONTRACTS SIGNED BETWEEN BUYERS AND AGRODEALERS

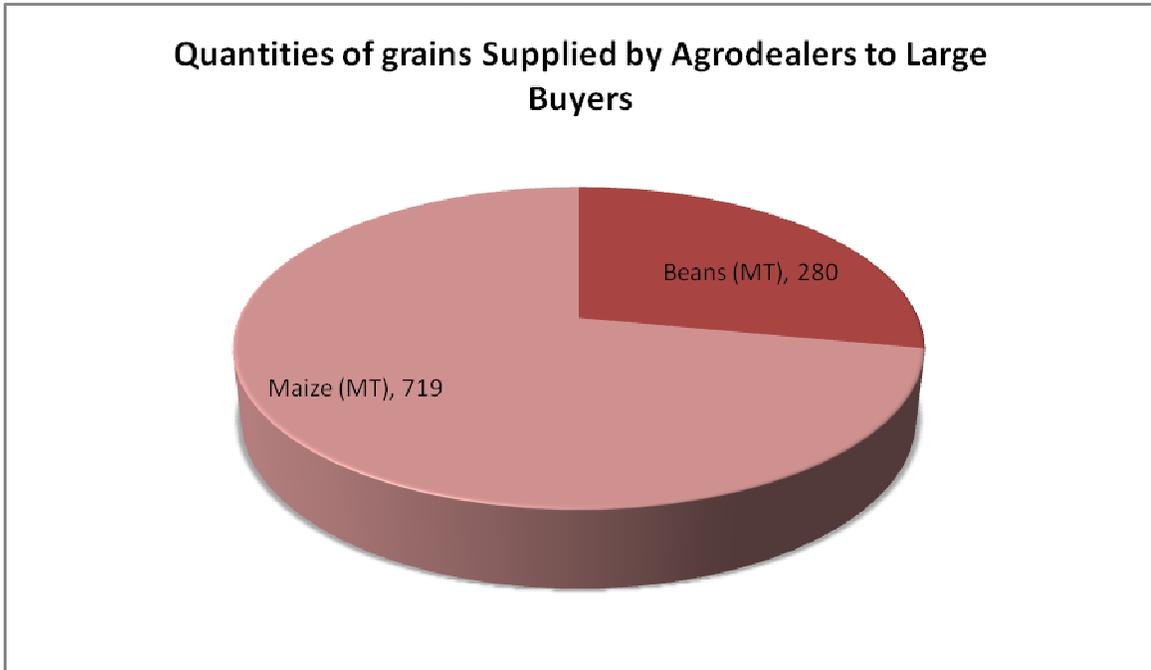
No	Name of Agrodealer	Name of Agrodealer Shop	District	Name of Buyer (s)	Type of Grain	Qty Supplied in MT	Value of Sales in US\$
1	Washole Daniel Sendi (262M, 275F)	Friends Agro-Input Dealers	Buyaga	Abraham Ririr (Sudan)	Maize	18.7	4,675
2	Kiiza Patrick	Manyakabi ACE	Isingiro	World Food Program	Maize	100	26,786
3	Katende James (17M, 4F)*	Bukanga ACE	Luuka, Jinja	World Food Program	Maize	150	40,179
4	Zachary Okong'o (87M, 197F)**	Marenyo Cereal Bank	Siaya	World Food Program	Maize	450	278
					Beans	280	712

NOTE

*WFP has requested them to supply 460.63MT; currently they have bulked 150MT

**Kenyan Trader

PIE-CHART 2: PIE-CHART SHOWING VOLUME OF BEANS (MT) PURCHASED BY LARGE BUYERS FROM AGRODEALERS



Plans for next quarter:

1. Collection and preparation of success stories form project beneficiaries
2. Purchase and delivery of remaining equipment i.e. weighing scales to agrodealers
3. Finalization of the Project Evaluation and Workshop with stake holders
4. External Financial Audit of the Project
5. End of Project – May 31st 2010.