

**AGMARK – SSMATI QUARTERLY REPORT FOR THE PERIOD (OCTOBER –
DECEMBER 2010)**

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I. BACKGROUND

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 project is funded by USAID Complete.

The objective of the project 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.

The reporting period October to December 2010, involved monitoring grain sales from agrodealers being supported by the project, training of farmers, procurement of Equipment and improvement of stores and partner visits.

II ACTIVITIES CARRIED OUT DURING REPORTING PERIOD (OCT–DEC. '10)

1. TRAININGS

a) Farmer Trainings in Western Kenya

Farmer training on post harvest handling was carried out in Western Kenya. A total of 4 trainings were held for farmers in Siaya, Chwele, Teso, and Samia districts of Western Kenya. The objective of these trainings was to educate farmers on post harvest handling and linking them to the agrodealers who are procuring grain in those regions. All the farmers trained are located around four Agrodealers who are being supported by the Project. A total of 192 (66M, 126F) farmers attended the trainings.

Table 1: *Farmers attending trainings in Western Kenya*

NO	DISTRICT	FARMERS		TOTAL
		Male	Female	
1	Chwele	10	4	14
2	Teso	23	53	76
3	Funyula	12	13	25
4	Siaya	21	56	77
	TOTAL	66	126	192

b) Farmer Trainings in Uganda

A total of 6 farmers training on post harvest handling were conducted for farmers in Kapchorwa, Sironko, Bulambuli, Ntungano and Kamwenge districts. A total of 244 (118M, 126F) farmers attended the trainings.

One of these trainings was for a Rural Producer Organization (Mutojo RPO) in Ntungano district which has a membership of 104 (22M, 82F) farmers. The group is involved in Millet and Beans production.

Table 2: *Farmers attending trainings in Uganda*

NO	DISTRICT	FARMERS		TOTAL
		Male	Female	
1	Kamwenge	5	7	12
2	Ntungamo	22	82	104
3	Kapchorwa	16	11	27
4	Sironko	22	14	36
5	Bulambuli	17	7	24
6	Kapchorwa	36	5	41
	TOTAL	118	126	244

2. Procurement of Equipment and improvement of stores

During the period 5 of the agrodealers whose matching investment application had been approved completed renovation of grain storage facilities. Various equipments including weighing machines, sealing machines, gunny bags, Sieves were procured and delivered to a total of 12 agrodealers.



Photo 1: A grain store owned by Evelyn Wanyera, Elgon farmers stores, Chwele District before and after renovation, with a storage capacity of 2,000 Bags of grain.

Photo 2: Members of Marenyo cereal bank Siaya displaying branded bags and sieves procured by the project



Photo 3: Nafuye Janet of Farmers pride in Uganda receives a sealing Machine from SSMATI coordinator Allan Mukisira

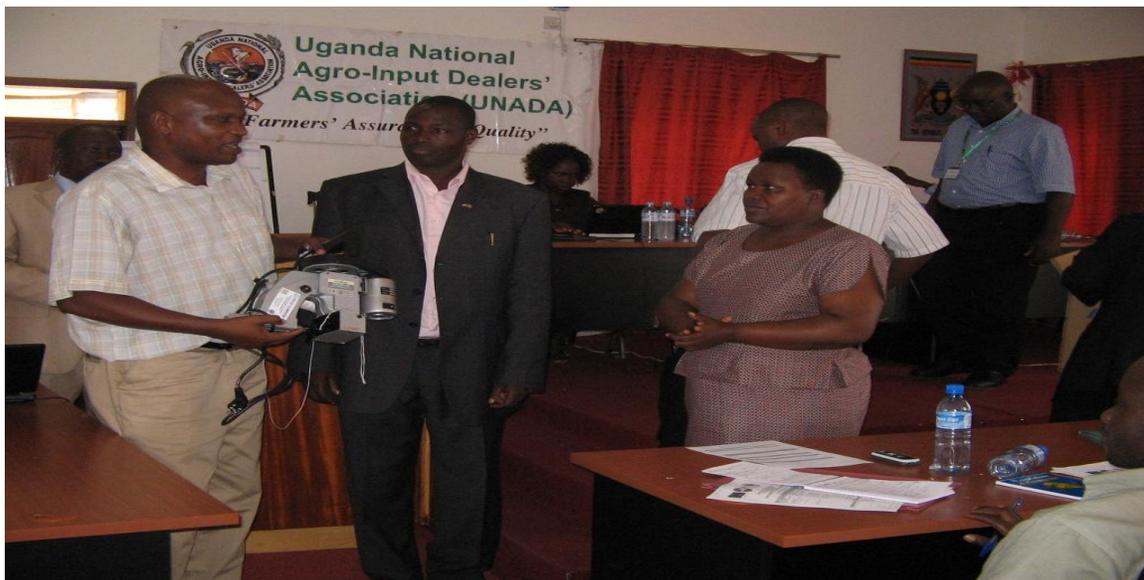


Photo 4: Daniel Washiole, an Agrodealer in Eastern Uganda at a recently opened grain store



3. Grain Bulked and Sold during the period of October-December.

In the month of October, November and December, a total of 291.33MT of grain (*Maize-216.38, Beans-38, Groundnuts – 4.95, Sorghum 29.85, Rice-0.25 and Sunflower – 1.9*) was bulked by 12 agrodealers from Sironko, Jinja, Kapchorwa, Kasese, Kisoro, Ntungamo, Kabale, Manafwa and Kabale districts in Uganda, they in turn sold 202.4MT (*Beans – 26.8MT, Sorghum-18.7MT, Ground-nuts – 2.6MT, Maize 152.4MT and Sunflower – 1.9MT*) to various buyers including, Millers, schools and individuals as shown in table 2,below.

Table 3: Grains Bulked, Sold and Buyers in Uganda from Oct-Dec

	Enterprise name	Grain Bulked	Qty Bulked(MT)	Qty Sold(MT)	Buyers
1	Friends agro input dealers	Maize	10	1	Traders within Uganda
2	Kaserem ACE	Maize	43.5	30.9	Traders within Uganda
		Beans	16.5	11.5	Traders within Uganda
3	Bukusu ACE	Maize	8.6	8.6	Traders within Uganda
		Beans	9.7	9.7	Food suppliers and traders.
		Sunflower	1.9	1.9	Millers within Uganda
4	Tegeres ACE Ltd	Maize	44.2	40	Schools
5	Farmers' Pride Agencies	Maize	5.68	4.5	Millers within Uganda
6	Mubuku Farmers Store	Groundnut	2.7	1.3	Schools
7	United Farm Supply Dealers	Maize	15.6	0	Not yet sold
8	Byuvuhore Traders Assoc.	Maize	20	17.5	Millers across Uganda-Rwanda Boarder
		Sorghum	27.6	17.5	Millers within Uganda
9	Ruwenzori Agric. Devt. Centre	Maize	16.5	1.5	Millers within Uganda
10	Agrima Uganda LTD	Sorghum	2.25	1.2	Traders within Uganda

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		Beans	2	1.8	Traders within Uganda
11	New Farm Supply Shop	Rice	0.25	0	Not yet sold
12	Godwin Agro-Input	Maize	52.3	48.4	Millers within Uganda
		Groundnut	2.25	1.3	Millers within Uganda
		Beans	9.8	3.8	Millers within Uganda
Total			291.3	202.4	

Three agro dealers from Kenya bulked a total of 80.85MT of grain (Maize-79.11MT and Beans-1.71MT) from a total of 3,965 farmers. Zachary Okong’o of Marenyo Cereal Bank sold 0.9MT of maize to local traders. Everlyne Wanyera of Elgon Farmers sold 11.47MT of maize and 0.09MT of beans to local traders.

4. Contracts signed between farmers and agrodealers

2 agrodealers from Kapchorwa District, Eastern Uganda, signed contracts with farmers to supply them with grain. Chelangat Eddy of Tegeres ACE signed contracts with two farmers to supply him a total of 30MT, (10MT of maize valued at US\$1,339 and 20MT of beans valued at \$893 for a period of one month). Muhammad Yusuf Mudondo of Kaserem ACE has also signed contracts with 3 farmers to supply him with grain totaling to 41MT,(24.5MT of maize worth US\$3828 and 16.5MT of beans worth US \$69,642)

5. Contracts signed between buyers and agrodealers

Nandala Geoffrey, a buyer from Buyaga Town in Bulambuli District signed a contract with Washole Daniel of Friends Agro input for a period of one year to be supplied with 10MT of maize worth US\$ 1,562

6. Cross-border Sales

Byuvuhore Mark, an Agrodealer in Kisoro District, Western Uganda, sold 17.5MT of maize to millers across the Uganda-Rwanda Boarder

7. PARTNER VISIT:

a) COMPETE M&E Team Visit

The Monitoring and Evaluation team of Vincent Kaabunga and Faith Kaari of USAID-COMPETE held a meeting with the Project team in Kampala. They also visited and held with Annete Kiiza, a SSMATI Commercial Trainer based in Fort portal Western Uganda.

The M&E team also made a 2-day visit to 5- Agrodealers (Project supported) in Western Uganda. The team noted the innovations being put in place, new stores being opened and the warehouse receipt system (WRS) some Agrodealers are using at Nyakatonzi Warehouse in Kasese.

One of the agrodealers visited by the team was Manyakabi Area Cooperative Enterprise store in Isingiro, western Uganda that has already been renovated with funding from the project.



Photo 5: Vincent Kabunga from compete with officials of Manyakabi Area Cooperative Enterprise at the recently renovated store in Western Uganda

b) WFP – P4P Senior Programme Advisor

The senior advisor to the WFP- P4P Project Marry-Allen Mcgoarty based in Rome Italy paid a visit to AGMARK in western Kenya. She visited 4 agrodealers (Marenyo Cereal Bank, Akukuranut Development Trust, Elgon Farmers, Elgon farmers store) who are supported by the project. One of these agrodealers (Marenyo) is already supplying P4P with grain (Maize and Beans)

She was accompanied by the P4P Kenya Country Director Mr. Martin Kabualaga.

She was impressed by the level of training that the agrodealers had received and voiced the need for more agrodealers to be supported.

c) US Ambassador to Rome based Agencies

The US ambassador to Rome based agencies ambassador Ettharin Cousin made a one day visit to AGMARK in Kisumu and visited Marenyo Cereal Bank, one of the agrodealers successfully procuring grain from smallholder farmers and supplying to WFP.

The Ambassador was accompanied by a high ranking delegation from the US embassy in Kenya, WFP Kenya program and the COMPETE Project. Those in the team included the Deputy ambassador to the US mission in Kenya (Mr. Lee Brudvig), Senior Development Advisor to the united stated (Frankline Moore – Based in Rome), Director of Agriculture Business and Environment – USAID Kenya Office (Mr. Mervyn Faroe) the WFP Kenya Country Director (Mr. Burkard Oberle), P4P Kenya Country Director (Mr. Martin Kabualaga) Assistant Director of Agriculture in the Ministry of Agriculture (Mr. Hudson Agessa) two COMPETE staff (Steven Humpreys and Issac Tallam) and AGMARK country Director (James Mutonyi), Equity Bank general Manager (Esther Muiruri)

The ambassador and the team was shown some of the equipment that had been procured for the Agrodealer through the COMPETE project and witnessed grain being packed in Project procured and branded bags. She was impressed by the level of professionalism by the agrodealers saying that access to markets was key in fighting poverty.

She later addressed the press. The event was covered extensively by KTN on its prime time news.

Photo 6: US ambassador to Rome Based Agencies Etharin Cousin addressing farmers and the Press at Marenyo Cereal Bank stores in Siaya District



d) Participation in the Annual Review Agenda for WFP

AGMARK participated in the WFP annual review agenda workshop from 28th to 29th Nov 2010 in Naivasha. The workshop consisted of partners and stakeholders in P4P .WFP is one of the buyers engaging our Agrodealers through P4P, participation, successes, challenges and future engagements were discussed.

8. Plans for next quarter

- a) Completion of purchase of equipment for agrodealers
- b) Collection of data from agrodealers and farmers
- c) Project evaluation