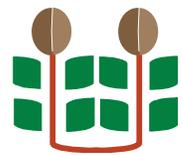




USAID
FROM THE AMERICAN PEOPLE

COMPETE
The Competitiveness and Trade Expansion Program



AGMARK

USAID-COMPETE

ATAB

Agrodealer Trade Across Borders Project (March 01st 2012 – February 28th 2013)

End of Project Report

P F Tracking Number AGM-STA-012-027

AGMARK END OF PROJECT REPORT
P F Tracking Number : AGM-STA-012-027

Delivered To:

**Diana Walls
Partnership Fund Director
USAID COMPETE Program,
123 Gardenia Road, Gigiri,
P.O. Box 1555 - 00606
Nairobi, Kenya.**

PERIOD

March 01st 2012 to February 28th 2013



USAID COMPETE Program,
123 Gardenia Road, Gigiri,
P.O. Box 1555 - 00606
Nairobi , Kenya .
Tel: +254 20 421 2000
Fax: +254 20 421 2271
Website: www.competeafrica.org



P.O. Box 14184-00800
Graceland Court, Ground Floor,
Suite G1 & G2, Along Chemellili &
Keiyo Rd. Off Kolobot Rd Opposite
Kenyatta University, parklands
Campus, Nairobi
254-20-266-1403/06
jmutonyi@agmark.org

TABLE OF CONTENTS

ACRONYMS	6
PROJECT DESCRIPTION	7
EXECUTIVE SUMMARY	8
BACKGROUND	10
ACTIVITIES	11
SECTION 1	12
COMPONENT 1: BUILDING THE CAPACITY OF AGRODEALERS TO TRADE ACROSS BORDERS	13
ACTIVITY 1.1: CROSS BORDER TRAINING ACTIVITIES	13
COMPONENT 2: CREATING LINKAGES BETWEEN TRADERS AND BUYERS	16
ACTIVITY 2.1 MARKET LINKAGE WORKSHOPS	16
ACTIVITY 2.2 FORMATION OF AGRODEALER ASSOCIATIONS	20
COMPONENT 3: ADVOCATING FOR A FAVORABLE TRADING ACROSS BORDERS	21
ACTIVITY 3.1: REGIONAL WORKSHOPS	21
ACTIVITY 3.2: CONSULTATIVE MEETINGS	23
SECTION 2	31
MONITORING AND EVALUATION	31
2.1.1 Storage capacities.....	32
2.1.2 Cross Border Sales and Purchases	33
2.1.3 Grains Bulked	44
2.1.4 Contracts.....	46
SECTION 3	50
3.1 PROJECT ADMINISTRATION	50
3.1.1 PROJECT LAUNCH	50
3.1.2 STAFFING	50
SECTION 4	52
4. CROSS CUTTING ACTIVITIES	52
4.1 BRANDING OF ATAB BENEFICIARIES	52
4.2 GENDER PARTICIPATION IN THE PROJECT	53
4.3 WORKSHOPS PARTICIPATION	54
4.4 MEETINGS.....	54
4.5 PARTNERSHIPS.....	57
CHALLENGES IN EXECUTION OF THE PROJECT	58
LESSONS LEARNT	59
OPPORTUNITIES FOR FOLLOW-ON PROJECT	60

List of Tables

Table 1: Breakdown of trainings per County	13
Table 2: Training Output and Outcome	14
Table 3: Summary of attendance to the Market Linkage Workshops	17
Table 4: Market Linkage Workshops Output and Outcome	17
Table 5: Summary of attendance to Regional Workshop	22
Table 6: Table summarizing Storage Capacities in Tanzania.....	32
Table 7: Table summarizing Storage Capacities in Uganda	32
Table 8: Uganda Border Points Purchases	34
Table 9: Uganda Cross-Borders Sales	34
Table 10: South-Sudan Cross-border sales	37
Table 11: Cross Border Sales across Uganda-Congo borders.....	38
Table 12: Uganda-Rwanda Cross-Border Sales	41
Table 13: Comparison between Purchases and Sales across Katuna Border Point	41
Table 14: Trading across the various Tanzania posts	43
Table 15: Table summarizing Grains Bulked in Uganda.....	44
Table 16: Table summarizing Grains Bulked in Tanzania	45
Table 18: Table Summarizing Contracts between buyers and agrodealers in Tanzania	46
Table 19: Table Summarizing Contracts between buyers and agrodealers in Uganda	47
Table 20: Table Summarizing Contracts between farmers and agrodealers in Tanzania	48
Table 21: Table Summarizing Contracts between farmers and agrodealers in Uganda	48
Table 22: List of Staff giving support to ATAB	51
Table 23: Temporary Contracts Engaged by ATAB	51

List of Photos

Photo 1: Participants at the Market Linkage Workshop in Uganda at Golf Course Hotel, Kampala; The backline are buyers from Kenya Rwanda and Sudan	17
Photo 2: Traders in Tanzania and Buyers changing contact information after the market linkage workshop (Seated -centre- is Teresiah Wairimu, a Kenyan Buyer)	18
Photo 3: The acting DC for Missenyi Mrs Zainath Rubambula gives her speech during the official opening of the workshop	21
Photo 4: Traders and Govt Officials listening to a presentation by Mr. Yusuf Majan of USAID-COMPETE on Border Wastes during the Consultative Meeting	24
Photo 5: Bunda Mr Joshua Mirumbe and DC – Butiama Mrs Angeline Mabula listen to the challenges	27
Photo 6: An Agrodealer Mr. Robert Nam of Obanga Papowa Apwoi Shop in Oyam district wearing one of the branded dust coats.....	52
Photo 7: Jane Benuza (at the centre) with AGMARK and USAID-COMPETE team in one of the stores.....	53

List of Bar-graphs

Bar Graph 1: Comparison in Storage capacities in the 2-Countries	33
Bar Graph 2: Comparison on Kenya-Uganda Purchases	34
Bar Graph 3: Comparison on Kenya-Uganda Cross-Borders Sales.....	35
Bar Graph 4: South-Sudan Comparison on border points Sales and Purchases in MT	37
Bar Graph 5: Uganda-Congo Comparison on border points Sales in MT	39
Bar Graph 6: Comparison on Purchases across the border posts	43
Bar Graph 7: Comparison on Sales across the border posts.....	44
Bar Graph 9: Comparison of the 3-most bulked grains in Uganda in MT	45
Bar Graph 8: Comparison of the 3-most bulked grains in Tanzania	46
Bar Graph 10: Period and No of Contracts made with Buyers in Uganda	47
Bar Graph 11: Period and No of Contracts made with Farmers in Uganda.....	49

List of Annexes

Annex A List of participants at mutukula border regional consultative workshop	62
Annex B List of participants at rusumo border regional consultative workshop	64
Annex C List Of Attendance of the Agrodealer Training Gulu- Uganda From 25 th - 27 th April 2012 At Hotel Kakanyero, Gulu-Uganda By Cletie Lukusa	66
Annex D List of attendance of the agro dealer training Busia- Uganda from 23 rd – 25 th May 2012 at Rand Hotel, BUSIA,	67
Annex E List of attendance of the agro dealer training Mbarara-Uganda from 09 th – 11 th May 2012 at Kayegi Hotel, MBALE,	68
Annex F List of attendance of the agro dealer training Mbarara- Uganda from 02 nd – 04 th May 2012 at Rwiz Arch Hotel, MBARARA	69
Annex G List of attendance of the agro dealer training Musoma- Tanzania From 20 th – 22 nd June 2012 at Setavin Hotel, MUSOMA	70
Annex H List of Stakeholders Sensitized in Uganda Stakeholders Sensitization Meeting	71
Annex I List of Agrodealers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19 th July 2012.....	72
Annex J List of Buyers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19 th July 2012.....	74
Annex K List of other participants attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19 th July 2012.....	75
Annex L List Of Attendance At The Consultative Meeting Held At Border Pont Lodge, 28 th August 2012.....	76
Annex M List of Attendance To The Market Linkage Workshop Held At Afrilux Hotel, Mwanza On 29 th August 2012.....	78
Annex N Annex 8: List Of Agrodealers Attending The Market Linkage Workshop Held At Afrilux Hotel, Musoma On 29 th August 2012.....	79
Annex O List of Contacts during the South Sudan Trip	80
Annex P List of Contacts During The Rwanda Trip	81
Annex Q ATAB Project Pictorial	82

ACRONYMS

ACE.....	Area Cooperative Enterprise
AGMARK	Agricultural Market Development Trust
ATAB.....	Agrodealer Trade Across Borders
COMESA.....	The Common Markets for Eastern and Southern Africa
COMPETE.....	Competitiveness and Trade Expansion Program
EAGC.....	Eastern Africa Grain Council
IFDC.....	International Fertilizer Development Centres
MAAIF.....	Ministry of Agriculture Animal Industry and Fisheries
NAADS.....	National Agricultural Advisory Service
NGOs	Non-Governmental Organizations
P4P	Purchase for Progress
SSMATI.....	Sustainable Smallholder Cross Border Trade Integration
UNADA.....	Uganda National Agrodealers Association
URA.....	Uganda Revenue Authority
USAID	United States Agency for International Development
WFP.....	World Food program

PROJECT DESCRIPTION

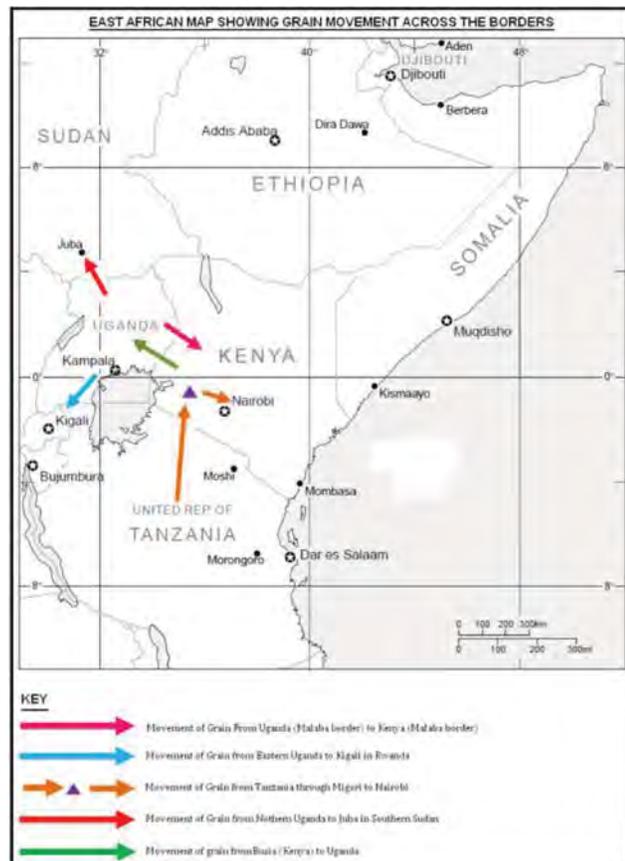
The ATAB Project aims to develop sustainable value chains and reduce poverty by increasing the capacity of at least 60 agrodealers to serve farmers, hence the small holder farmers access to competitive regional grain markets.

The project seeks link at least 15 Agrodealers from Uganda and 5 agrodealers from Tanzania to 10 large grain traders and link the commodity to the formal markets in Rwanda, Kenya Tanzania and South Sudan that are grain deficit countries.

Awarded in March 2012, and officially launched in April 2012, ATAB was a 10Month project funded by USAID-COMPETE and implemented by AGMARK.

ATAB project objective is to support agrodealers by linking them to grain traders involved in cross boarders trade along the Uganda – Kenya, Uganda – Sudan, Uganda-Rwanda and Tanzania – Kenya boarders.

The project believes that this will not only increase regional trade but also improve accessibility by small holder farmers to mainstream formal grain markets as they channel their grain through Agrodealers.



EXECUTIVE SUMMARY

This is the final report on activities implemented by Agricultural Market Development Trust Fund (AGMARK), for the period March 1 2012 to February 28 2013 of the USAID-COMPETE funded Agrodealer Trade Across Borders – ATAB Project. This report describes the activities, achievements, challenges and lessons learned during the period of 12Months.

The main objective of ATAB project was to support agrodealers by linking them to grain traders involved in cross borders trade along the Uganda – Kenya; Uganda – Sudan; Uganda-Rwanda and Tanzania – Kenya borders in-order to increase regional trade and improve accessibility by small holder farmers to mainstream formal grain markets as they channel their grain through Agrodealers.

A key component of ATAB was to iron out the border challenges experienced by the traders in selling their grains across the borders hence ensuring long-term sustainability of the project activities which include: agrodealers, buyers, government officials at the borders and other partners.

During the 1-year project implementation period, the number of agrodealers trained at the end of the project period was 77 far exceeding the set target of 60 by 128%. Number of smallholder farmers supplying grains to agrodealers at the end of the project was 7,472 exceeding the project target of 1,750 by 427%

During the period, AGMARK partnered with all major stakeholders in cross border trading; these included Bureau of Standards officers, Revenue Authority officers, Local Council head, Plant Health officer, Foods and Drug Authority, Police, Chamber of Commerce officers, Officers from Tanzania Prime Minister's Office, Public Health Officer, Representative of the transporters, Representative from the clearing and forwarding agencies, Representative of Women traders, District Agricultural Officers, District Commissioner Office, Revenue Officers and the District Trade Offices

The project through a Market Linkage workshop (a networking platform to discuss business and establish formal market linkages) in Uganda, linked a total of 51 agrodealers from Eastern, Western and Northern Uganda to 14 grain buyers from within Uganda, Rwanda, Kenya and South Sudan and in Tanzania a total of 51 stakeholders attended the workshop. Out of this

number, 16 were agrodealers who were linked to 23 buyers from Kenya and within Tanzania.

The project also held consultative meetings/workshops between cross border traders; border officials from both countries sharing the border point, with an aim of ironing out the border challenges experienced by traders; these meetings were held at Isebania/Sirare border (Kenya-Tanzania); Mutukula border (Tanzania-Uganda) and Rusumo border (Tanzania-Rwanda). A total of 109 traders and border officials attended these meetings. These meetings resulted into formation of Joint Border Committees (JBC) whose main aim is to advocate for easing of trade across borders

Detailed impacts have been tracked and reported in a Performance Management Plan (PMP)

BACKGROUND

AGMARK is Kenyan organization that has specialized in programs that facilitate smallholder farmers and pastoralists to access inputs and technologies for increased production and output markets for surplus production. The objective is to improve incomes and food security of smallholder farmers by facilitating agricultural development in Africa through adoption of improved production technologies and effective output marketing in response to identified market opportunities. AGMARK works at the agrodealer level to establish these networks that serve farmers.

ATAB activities were implemented in Uganda, Tanzania, South Sudan, Kenya and Rwanda. The project focused on components aimed at establishment of formal long term business relationships between the traders and the agrodealers hence developing sustainable value chains and reducing poverty by increasing small holder farmers access to competitive regional grain markets. The three "core components" of ATAB are:

- a) Building the Capacity of agrodealers to trade across borders through trainings
- b) Creating Linkages between traders and buyers through linkage workshop
- c) Advocating for a favorable trading environment across the borders by holding consultative/regional meeting at border points.

The design of ATAB program was built on an earlier project implemented by AGMARK - and funded by COMPETE called SSMATI where a total of 61 (57M, 4F) Agrodealers, were trained on grain bulking and aggregation in Uganda and Kenya. 25 (17M, 8F) of these Agrodealers were supported to establish grain storage facilities, yet only 5 of them managed to market their grain directly across the borders.

Through ATAB, AGMARK strengthened and expanded the network of agrodealers through training in Grain Aggregation and Bulking, Ware house Management, Sanitary and phyto-sanitary Standards, Grain quality Standards, Harmonised Standards, Contractual issues and Arbitration , Marketing costs and Margins, Marketing and Branding, Grain Export and Import regulations, Customs declarations and procedures; held consultative meetings/workshops to iron out border challenges and later held market linkage workshops to link them to buyers

ACTIVITIES

The Agrodealer Trade Across Border was comprised of three key components: Building the Capacity of agrodealers to trade across borders through trainings; Creating Linkages between traders and buyers through linkage workshop; and Advocating for a favorable trading environment across the borders by holding consultative/regional meeting at border points. The three components were each executed through a set of predetermined activities, as detailed below.

Component 1: Building the Capacity of Agrodealers to trade across borders

Activity 1: Cross Border Training Activities

Training modules for cross border training were developed by AGMARK. The modules included Grain Aggregation and Bulking, Ware house Management, Sanitary and phyto-sanitary Standards, Grain quality Standards, Harmonised Standards, Contractual issues and Arbitration , Marketing costs and Margins, Marketing and Branding, Grain Export and Import regulations, Customs declarations and procedures; These modules were developed majorly to equip the agrodealers with skills on cross border trading.

Component 2: Creating Linkages between traders and buyers

Activity 1: Hold Market Linkage Workshops

Market Linkage approach was given by AGMARK in-order to link the traders to potential buyers across the countries of operation. These workshops act as a networking platform between traders to discuss business and establish formal market linkages

Component 3: Advocating for a favorable trading across borders

Activity 1: Conduct Regional Workshops

Regional Workshops approach was given to the ATAB Project so that the traders could have a sitting with the respective border officials to try and iron out the challenges experienced during trading.

SECTION 1

PROJECT ACHIEVEMENTS TOWARDS OBJECTIVE

Highlights of Achievements

	INDICATOR	Achievement	Program Target
1	No. of AD's trained on Cross Boarder Grain Trade	77.00	60.00
2	No. of trained Agrodealers purchasing grain from small holder farmers	50.00	58.00
3	No. of small holder farmers selling grain to Agrodelers	7,472.00	1,750.00
4	Volume of grains in MT purchased by agrodealers from small holder farmers	632,030.82	280.00
5	Value of grains in US \$ purchased by Agrodealers from small holder farmers	\$311,401,425.00	\$686,000.00
6	No. of trained Agrodealers linked to cross boarder grain traders	66.00	60.00
7	No. of Agrodealers supplying grain to cross boarde buyers	40.00	54.00
8	Volume of grains in MT sold by Agrodealers across the border*	11,891.24	600.00
9	Value of grains in US \$ sold by Agrodealers across the border	\$7,555,651.20	\$1,470,000.00
10	No. of Agrodealers Signing Contracts with buyers*	41.00	75.00
11	No. of contracts signed and serviced between agrodealers and grain traders	128.00	30.00
12	Volume of grains in MTsupplied by agrodealers under these contracts*	4,907.00	1,200.00
13	No. of Farmers Signing Contracts with Agrodealers to supply grains	1,905.00	1,750.00
14	No. of contracts signed and serviced between agrodealers and farmers	400.00	700.00
15	Volume of grains in MTsupplied by farmers under these contracts	2,829.00	1,400.00

COMPONENT 1: BUILDING THE CAPACITY OF AGRODEALERS TO TRADE ACROSS BORDERS

Objective 1: Agrodealers Capacity to trade across borders is strengthened

Outcome 1: Agrodealers are knowledgeable on cross border trading

Activity 1.1: Cross Border Training Activities

Cross Border Training is aimed at strengthening the agrodealers knowledge on trading requirements; financial knowledge and business management knowledge. The training therefore increases the agrodealers' ability to trade across the borders and be informed of the cross border requirements as well as equip them with the ability to operate their businesses.

AGMARK developed a 10-module training materials which included Grain Aggregation and Bulking, Ware house Management, Sanitary and phyto sanitary Standards, Grain quality Standards, Harmonised Standards, Contractual issues and Arbitration, Marketing costs and Margins, Marketing and Branding, Grain Export and Import regulations, Customs declarations and procedures

During the ATAB project training sessions, government officials were also invited to participate in the trainings as they were key stakeholders in the program and would therefore assist in its implementation to ensure success.

In the 1-year of ATAB project implementation, a total of 5 sessions of cross border trainings were conducted in Gulu Busia, Mbale and, Mbarara in Uganda and Musoma in Tanzania. A total of 77 (57M, 20F) agrodealers were trained and certified. The project target of 60 agrodealers 128% this shows that there is a great demand for training.

Table 1: Breakdown of trainings per County

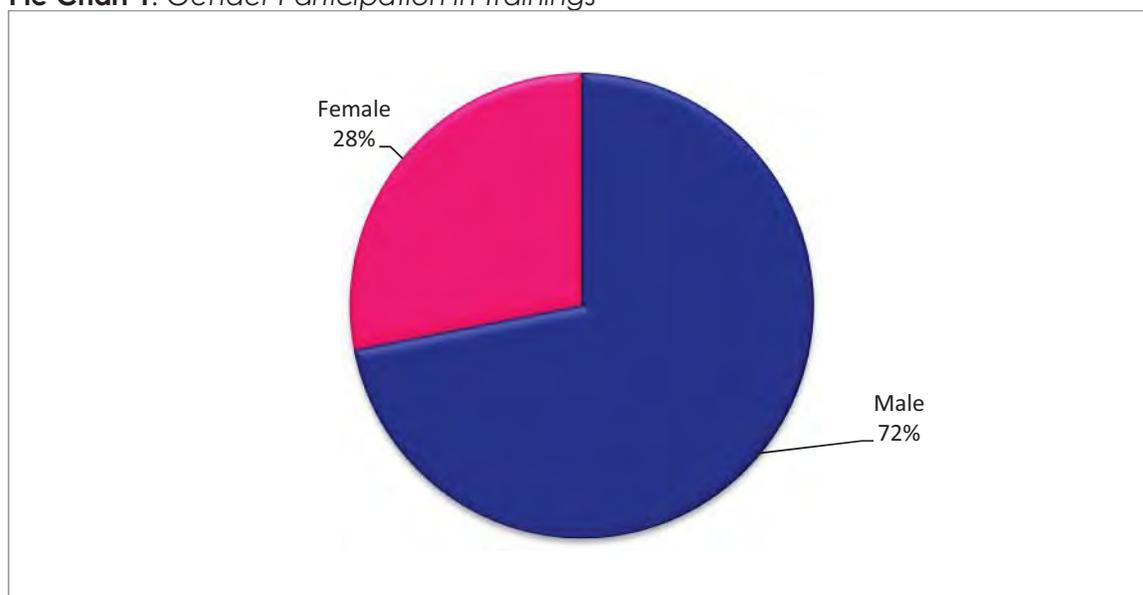
No	Country	Districts/Regions Covered	Date of training	Male	Female	Total No. Trained
1	Uganda	Nwoya, Arua, Oyam, Apac, Amuru, Aleptong, Lira Gulu and Koboko.	25 – 27 April 2012	9	4	13

2	Uganda	Isingiro, Kanungu, Kasese, Ntungamo, Kabale, Ibanda, Rukungiri, Mbarara and Kisoro.	02 – 04 May 2012	9	7	16
3	Uganda	Luuka, Manafwa, Iganga, Mbale, Bukedea, Bulambuli, Tororo, Kapchorwa and Sironko.	09 – 11 May 2012	13	2	15
4	Uganda	Busia, Tororo, Bukedea, Bugiri, Samia Siaya, Namayingo and Bungoma districts of Uganda and Kenya	23 – 25 May 2012	9	6	15
5	Tanzania	Mwanza, Tarime, Musoma, Bunda and Serengeti	20 – 22 June 2012	17	1	18
TOTAL				57	20	77

Table 2: Training Output and Outcome

	TARGET	ACTUAL	% ACHIEVED
Number of agrodealers trained	60	77	128%
Number of training Sessions	5		

Pie Chart 1: Gender Participation in Trainings



Highlight of ATAB Training Impact

Agrodealers who went through all the training modules under the ATAB project attested to the real benefits they have seen in the way they conduct their businesses; Mr. Sanya, an agrodealer in Koboko district says that he never knew how to keep records; after the ATAB training, he has opened books of accounting and right now he is able to track his stock and know which ones are ideal for which kind of season.

Training has also given him skills that he now passes on to farmers; the same sentiment has been reiterated by Mr. David Lubega, an agrodealer in Isingiro district.

Detailed success stories are attached

Follow-on Opportunities:

Agrodealer Training continues to be a key component of AGMARK's intervention in Agrodealer development. Many agrodealers began their businesses without proper grounding in business knowledge. It is becoming increasingly important to build a base of knowledge to enhance important networking skills and to improve the ability of agrodealers to trade across borders and have skills in managing their businesses.

Developing a good network for Agrodealer business is very critical. AGMARK intends to expose more agrodealers to more trainings especially in Tanzania where the program trained only 18agrodealers.

There is seemingly demand for farmer trainings; farmers are the ones who manage post harvests i.e drying, sorting of grains e.t.c; when they deliver sub-standard grains to agrodealers who are now well knowledgeable on grain standards, their produce are likely to be rejected. AGMARK endeavors to have a follow-on project that will target training these farmers on post-harvest handling in-order for them to sell their grains competitively and increase their income.

COMPONENT 2: CREATING LINKAGES BETWEEN TRADERS AND BUYERS

Objective 2: Expanded Linkages between buyers and agrodealers

Outcome 2: Agrodealers have ready market for their grains

Activity 2.1 Market Linkage Workshops

Market Linkage approach by ATAB was purposely to enhance agrodealers network of buyers both across the borders and within the country. The forum was created to support agrodealers to have better access to markets for their grains. The workshops were held in the two countries – Uganda and Tanzania with an aim of linking these traders from the two countries with buyers from Rwanda, South Sudan and Kenya. The enabling objectives of these workshops was:

1. To create a long-term capacity for agrodealers to make use of the domestic and regional markets for their grains through increased knowledge and networks;
2. To build agrodealer associations, which will lobby and advocate for better policies to enhance their trading capabilities;
3. To empower agrodealer and buyers to advocate for favourable trade contracts.
4. To establish practical market linkages between buyers and agrodealers.

1-day workshop was held in Uganda where a total of 50(37M, 13F) agrodealers from Eastern, Western and Northern Uganda attended; in the workshop were also a total of 14grain buyers from within Uganda, Rwanda, Kenya and South Sudan whom were linked to these agrodealers. The workshop was attended by other 15Stakeholders

Another 1-day workshop was held in Tanzania where a total of 18(16M, 2F) agrodealers attended amongst other 34stakeholders and 23buyers.

During the 2-workshops, a session was given to the agrodealers and the traders to discuss business terms and exchange contacts for them to link and trade.



Photo 1: Participants at the Market Linkage Workshop in Uganda at Golf Course Hotel, Kampala; The backline are buyers from Kenya Rwanda and Sudan

Table 3: Summary of attendance to the Market Linkage Workshops

No	Country	Venue of Workshop	Date of Workshop	Agrodealers		Total No. participants
				M	F	
1	Uganda	Golf Course Hotel, Kampala	19 th July 2012	37	13	79
2	Tanzania	Afrilux Hotel, Musoma	29 th August 2012	16	2	52
TOTAL				53	15	131

Table 4: Market Linkage Workshops Output and Outcome

Indicator	Target	Actual	% Achieved
Number of agrodealers attending market linkage workshop	60	68	113%
No. of sessions of workshop	2		

Various stakeholders were well represented during these workshops, these included; MAAIF- COMESA officer; the head of the seed Department, URA customs officer, EAGC, UASID mission Uganda, ABI trust, UNADA among

others. Deputy Director from the Ministry of Industries and trade – Tanzania; Economist from the Prime Minister’s Office – Tanzania; The District Executive Director for Musoma – Tanzania; The Regional Agricultural Advisor for Mara – Tanzania; The District Planning Officer for Musoma – Tanzania; The Regional Trade officer for Mara – Tanzania; The Representative of Regional TRA Manager; The District Security Officer for Butiama – Tanzania; Officers from the Musoma Municipal Council – Tanzania; USAID-COMPETE, MAFCs, Ministry of trade and industries – Tanzania; , Tanzania Revenue Authority; , Municipal Council of Tanzania.

At the end of both workshops, all Agrodealers who had gone through the cross-border training were awarded certificates of training.



Photo 2: Traders in Tanzania and Buyers changing contact information after the market linkage workshop (Seated -centre- is Teresiah Wairimu, a Kenyan Buyer)

Highlight of ATAB Market Linkage Workshop Impact

Buyers attending these workshops linked to the sellers (agrodealers); In Uganda, Mr. Robert Nam sold his goods for the first time across the borders to a Kenyan buyer Mr. David Gitonga. Mr. Nam is not the only trader who benefited, Ms Susan Arionget an agrodealer in Bukedea district who attended the market linkage workshop says that she sold her maize for the first time to Kenyan buyers, same to Mr. John Sanya in Koboko district and Mr. David Lubega of Koboko district; a buyer from Kenya, Mr. Zachary Okongo contracted mr Leonard Kachebonaho of Kaderes to supply him with Beans;

The forum that the market linkage initiative gave the agrodealers went a long way into creating long lasting relationships; These are business relationships that came as a direct impact of the market linkage initiative; agrodealers (75%) who participated in the ATAB project are trading with buyers across the Rwanda-Sudan-Uganda-Tanzania-Kenya borders as a result of the market linkage workshop.

Follow-on Opportunities:

Market linkage workshops/meetings are key in linking traders to ready markets. AGMARK endeavors to have a follow on project in order to link these traders to more buyers. Market linkages as a concept will result into;

- Higher household food security and income
- Increased ability of agrodealers to optimize sales of grains and get higher prices as they will have access to grain prices
- Stability of prices and more reliable supplies of grains as the associations will lobby for fair prices
- Reduced post-harvest losses through association development and capacity building.

There is therefore need to strengthen the market linkage initiatives through introduction of market information systems where traders will be able to know grain prices before they agree to sell their grains.

Activity 2.2 Formation of Agrodealer Associations

During the implementation of ATAB project, several associations were formed by the trained agrodealers. The associations act as negotiating bodies to support the interests of the traders as well as to provide professional support and networking among the traders. A total of 2-associations were formed as below;

Uganda

Name: Eastern Agribusiness Services Association

Objective: To bulk grade and conduct cross border trade

Membership: 18M; 7F

Commodities; Maize, Beans, Soya Beans, Sorghum (White) and Millet

Capacity of Store; 3000MT

Tanzania

Name: Lake Zone Agrodealer and Cereal Traders Association (LACETA)

Objective: To bulk grade and conduct cross border trade

Membership: 17M; 1F

Commodities; Maize

These associations will also seek to strengthen and build capacity of members and lobby for the formation of policies that will ease the trade in cross-border.

Kenya

Name: Kenya Cereal Traders Association

This is an association formed by traders who benefited from the ATAB project. They decided to form an association to increase their purchase power

Follow-on Opportunities:

LACETA, KCTA and EASA are independent associations and are in the process of legal registration;

- Organize for these associations to visit other formed associations in Kenya and Uganda to learn best practices in association formation and policy advocacy
- Support the associations in terms of capacity building through training on Association Management and resource mobilization

COMPONENT 3: ADVOCATING FOR A FAVORABLE TRADING ACROSS BORDERS

Objective 3: Reduced Barriers to trading across borders

Outcome 3: Traders are able to trade across borders without any challenges

Activity 3.1: Regional Workshops

ATAB used the approach of regional workshops at border points as trading across borders targeted officials who dealt directly with traders across the borders; it was therefore easy to ensure the project's success by targeting these officers and cross border traders and conducting meetings with them with an aim of finding out the key challenges faced by traders and also for the officers to share exact requirements by traders in-order for them to trade across the borders

AGMARK organized for 2- of these workshops at 2-border points, Mutukula (Tanzania-Uganda) and Rusumo (Rwanda-Tanzania). The workshops were organized in collaboration with the various Institutions heads, border officers, grain traders and other stakeholders from Uganda, Rwanda and Tanzania.



Photo 3: The acting DC for Missenyi Mrs Zainath Rubambula gives her speech during the official opening of the workshop

The meetings were attended by the following stakeholders: grain traders, exporter, cross border monitors and officers from the Bureau of Standards, Revenue Authority, Local Council, Plant health, Foods and Drug Authority, Police, Chamber of Commerce, Public health, representative of the transporters, representative from the clearing and forwarding agencies, representative of Women traders, District Agricultural Officers, District Commissioner Office and the District Trade Offices

A total of 70(59M, 11F) participants which included traders and border officials attended these workshops

Table 5: Summary of attendance to Regional Workshop

No	Border	Venue of Workshop	Date of Workshop	Participants		Total No. participants
				M	F	
1	Mutukula Border (Tanzania-Uganda)	Optima Lodges and Safari	15 th November	25	8	33
2	Rusumo Border (Tanzania-Rwanda)	DRDP Rest House	30 th November	34	3	37
TOTAL				59	11	70

Challenges at Mutukula border	Challenges at Rusumo border
<ol style="list-style-type: none"> 1) Lack of training and capacity to the business community 2) Smuggling and insecurity 3) Lack of forums to discuss issues 4) Lack of joint approaches to cross border issues 5) Lack of harmonized procedures 6) Un-operationalization of East Africa Common Market protocols 7) Lack of transparency among the boarder officials 8) Lack of information by traders 	<ol style="list-style-type: none"> 1) Delays caused by poor network and unreliable power supplies. 2) Unnecessary police barriers; 3) Poor grain standards; 4) Poor knowledge of traders and drivers of trucks on cross border regulations. 5) Lack of clear guidelines on which crops are prohibited so traders are not aware of what is banned from export. 6) Lack of storage facilities at the borders

Highlight of ATAB Regional Workshop Impact

During these regional meetings, challenges faced by traders across these borders were shared with the border officials and the government officials who were present.

It is the hope of ATAB project that the government officials heeded to these challenges and are working out ways to reduce the barriers the traders are facing in trading across these borders. There is a need of follow-up to establish whether the barriers have been ironed out and whether traders can now easily trade across the borders without many challenges.

Activity 3.2: Consultative Meetings

In the course of implementing the ATAB Project in Tanzania, AGMARK held a training workshop for Agrodealers and Grain Traders in Musoma Town from the 20th to 22nd June 2012. The workshop was evaluated highly as beneficial to the operations of the participating entrepreneurs. From this training, agrodealers shared a number of challenges they have been facing in trading across the borders especially Sirare/Isebania border. The main outstanding problem that the agrodealers consented to as being major was the absence or lack of understanding on the part key players in Tanzania concerning the harmonized regulations on cross border cereals trading requirements among East African.

To try and iron out this challenge and several others, ATAB project organized a one-day stakeholder's consultative meeting at Border Point Lodge, Isebania, Kenya. The workshop brought together various Institutions heads and border officers from both countries (Kenya and Tanzania) these were: Representatives of Tanzania Government: Tanzania Government border officials; Kenya Government border officials; 6 Representatives of grain traders from Tanzania; 8 Representatives of grain traders from Kenya; 3 representatives from clearing and forwarding agent companies; Officials from USAID/COMPETE and Officials from AGMARK



Photo 4: Traders and Govt Officials listening to a presentation by Mr. Yusuf Majan of USAID-COMPETE on Border Wastes during the Consultative Meeting

A total of 35 stakeholders attended the meeting. The purpose of the meeting was to determine whether the officials were aware of these existing challenges and for AGMARK to document the way-forward from the meeting to curb the existing challenges in the border.

The challenges and recommendations that were discussed at this meeting were as follows

1. Official documentation / Permits

There is no clear procedure on the documentation needed by traders in-order for their products to cross the border; together with this un-clarity, traders complain of too many documents needed. This is further compounded by the lack of proper dissemination and flow of information from the policy makers to the officers at the border

After application the trader has to wait for a long time before receiving them. The government officials also take too long to help with the documentation. Has resulted in the following:

- Traders prefer smuggling their cereals out of the country as this is faster though risky for the trader and his consignment as the routes (panya routes) used are dangerous. This also results in loss of government revenue.
- This has also resulted into more than one trader using a license that belongs to one registered trader in-order for them to trade across the borders.

Recommendation

- *Information to be made available to the public; all cross-border requirements should be published and made available to all traders.*
- *Accept and plan fencing of areas around the border to avoid smuggling*
- *Training and capacity building to be held at the border for both the buyers and sellers.*

2. Unclear ban on some crops

In some instances, a ban of a particular crop e.g. maize is issued in a particular district and any transportation has to be done with a permit; accessing this permit is sometimes a challenge. Some traders view at this as a restriction doctored for political ambitions.

Recommendation

- *Tanzania government to review its policies*
- *Incase of such a ban, proper publicity should be ensured through radio and newspapers to enable all traders know of the status of grains in the country*

3. Incompetence and corrupt border officials

Some clearing agents have partnered with customs officials to overcharge traders who are not well versed with the regulations/requirements. Traders complained of having to pay heftily (up to TSHS 100,000) for the simplified certificate of origin from the clearing agents without issuing any receipt yet this document is meant to be given free of charge.

The officials also prioritize clearing based on the expected excise duty from the consignment. It was also highlighted that border officials are often given targets by the ministry to meet; they therefore prioritize clearing consignments that will bring in more money in order to meet their targets faster before clearing the cereal traders as these traders pay smaller fees compared to petroleum traders.

Laxity by border officials at the border posts was also noted .The traders cited incidences where border officials are occupied with personal businesses e.g. one can find an official out of his/her desk watching television; and they are quite relaxed in attending to the traders who want to be served.

Incompetent officers lead to delay of trucks at the border resulting into additional costs of transportation. Traders complained that.

Recommendation

- *Information regarding charges of the various documents should be clearly displayed in notice boards for traders to see.*
- *Identification should be issued to the registered clearing and forwarding agents by the concerned Ministry to ensure that this kind of distortion does not occur.*
- *Officials at the border need monitoring on the efficiency of their work at the borders; there is also need for a complete overhaul to get rid of the corrupted and incompetent officers.*
- *Introduce computerized systems at the borders; a system like (ASCUDA) at the border can help analyze products.*

4. Too many unnecessary Barrier / road blocks

There is a problem of too many road blocks by the police before reaching the main border; especially on the Tanzanian side; these police look for minor faults with the transporters/traders attracting bribes in-order for the transporter / trader to pass through the barrier.

This in turn results high transport cost due to delay and payment of bribes. The traders in turn hike the prices of their grains as they add the amounts bribed and cost of delay to the final cost of the grains.

A police officer mentioned that their role as police at the border is to ensure that all the trading documents are in order, a point where a trader bribed an official to trade across make it hard for them at a police road block; at this point, they have to bribe the police.

Recommendation

- *Traders to ensure they have all the required trading documents*
- *The Tanzanian officials through Jackline Maleko (Ministry of Trade and industry) agreed to review the number of road blocks; she mentioned that initially they used to be 17 and has so far been reduced to 7 the Barriers at the Tanzanian side*



Photo 5: DC-Bunda Mr Joshua Mirumbe and DC – Butiama Mrs Angeline Mabula listen to the challenges

5. Inadequate working tools at borders

Trader reported that the weighing scales are not properly calibrated: They weigh their consignment at the source only for it to differ in weight with what measures at the border.

Recommendation

- *It was agreed that the officers should ensure that these weights are well calibrated by the weights and measures department.*

6. Lack of harmonized standard packing weight for grains in the bags

Tanzania pack in 100 kg bags while Kenyans pack using 90 kg bags

Recommendation

- *EAC is coming up with a standard weight which is 50Kgbag. This will also be regulated by the bureau of standards in each country hence this will curb theft.*

7. Dishonesty of farmers

Farmers especially those who sell their grains in Dodoma have been found to mix their products with a lot of sand; this they do to increase the weight of their grains; their grains are also not cleaned/sorted.

Recommendation

- *Farmers should sell clean cereals as this will build trust among traders across borders.*
- *The farmers should also be trained on the grain quality standards.*

8. Poor road network

Poor road have led to delays and increased cost of transportation.

9. Nepotism

Buyers from Kenya expressed their concern in that they feel insecure that they are not Tanzanian nationalities, there tend to be preference for Tanzania citizens over them. In-case one is bribed at the border, whom do they turn to?

Recommendation

- *A small hand-out on rules and regulation of trading across the border should be made available to all traders.*
- *A clear help-line should also be publicised*
- *Buyers need to consider joint mobilization of goods, this will reduce fraud and bribery at the border.*

10. Lack of quality seeds and crop protection chemicals

Inaccessibility to chemicals for dusting the grains during storage has resulted in very high post-harvest losses due to attack of the grains by pests.

The agrodealers also complained of lack of quality seeds during planting. This results into low yields

Recommendation

- *Build the capacity of agrodealers on Business Management – Stock Keeping*

11. Too many restrictive controls at borders

It's clear agriculture operates according to market forces there is therefore no need to place so many controls on grain export. Trade facilitation is inevitable

Recommendation

- *Tanzanian government departments responsible should communicate all relevant information to ensure understanding between government officials and traders, relax its restriction and let the market forces work*

12. Lack of Proper Storage stores at the Sirare Border.

Traders complained of lack of storage at the borders; farmers experience challenges in aggregation and eventually transportation costs.

Recommendation

The Government is planning to build markets with enough warehouses where local farmers can bring their goods. The trade can buy the amount they need without having to travelling long distances aggregating the grains.

13. Lack of market and grain statistics information

Traders lack timely market information in regards to demand and supply prices

Recommendation

- *USAID-COMPETE officer informed the participants of existing platform for prices of grain; www.rsbf.net or www.ratin.net
Traders can log-on to these pages and get latest information on grain prices*

14. No contracts between farmers and buyers.

Trading across the border is quite informal, many farmers have lost millions of shillings to dishonest buyers; this is because they have no contracts with their buyers

Recommendation

- *Traders between the two countries should practice contractual business; this will ensure credibility and enhance trust.*

Highlight of ATAB Consultative Workshop Impact

During the meeting, 1-trader informed the group of an existing helpline in case of any challenges in passing their goods across the borders; Helpline; SMS 15539 write NTB (problem) (location of Incident) when you send this text, you will receive a confirmation text; this initiative is supported by TCCIA to help solve traders problems at the borders. This information was not know to the traders prior to this meeting;

The other impact was the formation of a Joint Border Committee (JBC) on the Tanzanian side for the Sirare border (one committee in each country); the aim of this committee is to advocate for easing of trade across the Sirare border. A steering committee (Joint Border Committee) of 4 officials was formed:

1. Chairman – Joshua Mirumbe, DC for Bunda – Chairman
2. Assistant – Mr. Ndossi Lazarus - Manager, Buhemba Farm Services, Musoma
3. Assistant – Mr. Sylvanus Gwiboha - DALDO Tarime
4. Secretary – Mrs. Lucy Kagwiria – Trader Sirari

Follow-on Opportunities:

JBC are quite important in harmonizing trade across borders; AGMARK will continue to seek for funding to support these interventions whereby AGMARK will try to monitor and ensure that;

- Border agencies share information regularly;
- AGMARK will conduct training in partnership with the government for government officials at the border posts, and clearing and forwarding agents
- There is an enhanced issuance of temporary import permits for foreign trucks to be issued on the spot, to remove delays.
- Government agencies involved at the border are keeping a proper balance through coordination of their activities both nationally and internationally.

SECTION 2

MONITORING AND EVALUATION

Monitoring and evaluation is a vital part of every project's impact. During the implementation of ATAB, AGMARK contracted 2-Consultants 1 in Uganda and 1 in Tanzania to coordinate monthly data collection from agrodealers.

During the process, the information collected from agrodealers in Uganda and Tanzania was based on agrodealers who were trained in Cross border trading skills and later linked to buyers during market linkage workshops in the various countries. The data analyzed in this report captured Agrodealers trading for the period between August – December 2012, illustrating that there is a big difference in quantities of cross border sales by the agrodealers in the three months.

The Data collection tool used was one that was familiar to the agrodealers since the agrodealers were guided on each section of data collection tool during the market linkage workshop; and also during the collection of data, the consultants from the various countries visited each agrodealer to refresh them on the data collection tool. Data collected was then sent to AGMARK offices using courier services for analysis and eventual feeding to the reports.

This data was collected on 20th of every month under the reporting period, therefore, a day prior to the data collection date, short phone messages were sent to the traders to inform them of the impending data collection and to refresh them on the importance and credibility of the information that was required.

Analysis of this data has been accomplished to give a summary of the reporting period of August – December 2012; the data collection was conducted in all the districts trained. Key areas of interest were; *Storage Capacities, Cross border trading; grain bulking and contracts made between farmers and agrodealers and contracts made between agrodealers and buyers*

2.1.1 Storage capacities

During the project implementation, data collected from agrodealers on storage capacities from the two countries indicated that all the trained agrodealers from Tanzania had storage facilities; majority of the agrodealers had storage capacities between 20MT and 100MT i.e. 12 agrodealers out of 18;

Table 6: Table summarizing Storage Capacities in Tanzania

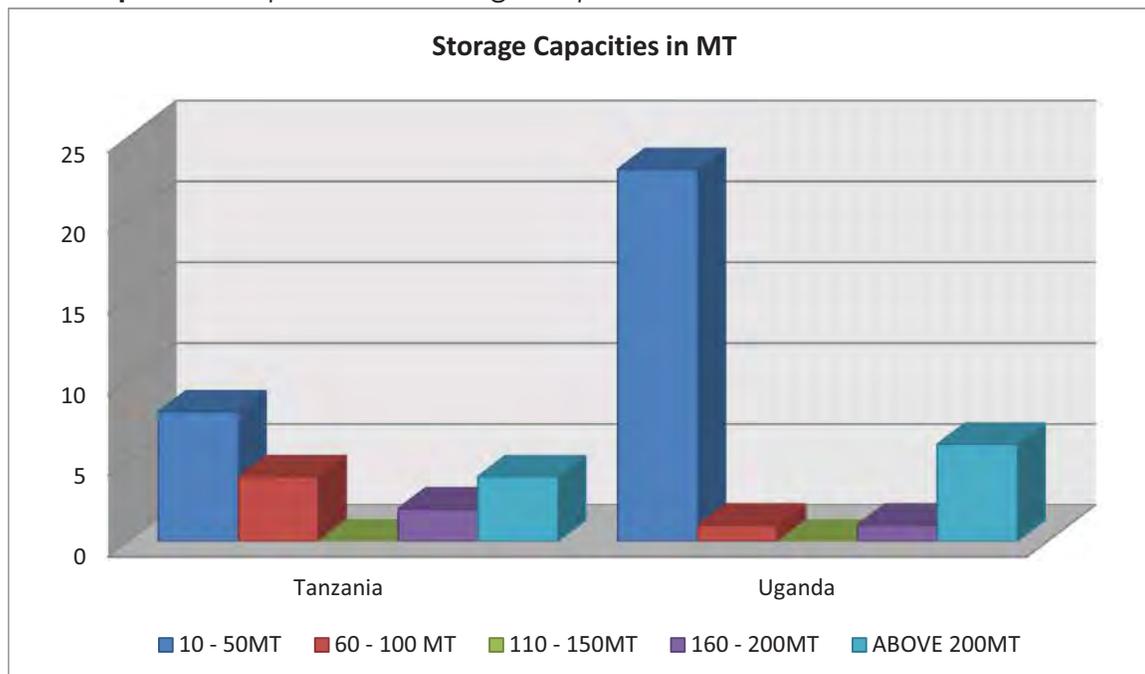
Storage Capacity in Metric Tonnes	No. of Agrodealers
20	3
30	2
50	3
100	4
200	2
300	1
400	1
1,000	1
3,500	1
	18

In Uganda, out of the 59 agrodealers trained, 54% i.e. 32 agrodealers had storage facilities. Majority of the agrodealers had storage facilities 20MT i.e. 8 agrodealers while 7 agrodealers had storage facilities of 30MT capacity.

Table 7: Table summarizing Storage Capacities in Uganda

Storage Capacity in Metric Tonnes	No. of Agrodealers
8	1
10	4
20	8
21	1
25	2
30	7
40	1
100	1
200	1
300	2
500	3
5,000	1
	32

Bar Graph 1: Comparison in Storage capacities in the 2-Countries



2.1.2 Cross Border Sales and Purchases¹

One of the challenges facing regional traders is the issue of delays at border posts because government agencies work autonomously hence the need for harmonization of their operations.

During the project implementation period, close monitoring was done for dealers trading across borders of Kenya-Uganda-Tanzania-Rwanda and South Sudan. A total of 40 trained agrodealers sold 11,891.2MT of grains valued at US\$ 7,555,651.2 to traders across the borders.

2.1.2.1 Uganda Border Posts

a) Border posts along Uganda-Kenya Border

The border posts along Kenya-Uganda borders that were monitored during the ATAB project were Busia, Malaba and Lwakhakha. Malaba and Busia border posts are the busiest and the main gateways for both imported and exported goods. The two border posts receive heavy traffic flow of trucks,

¹ Additional Reference in this section from [The Informal Cross Border Trade Survey Report](#) by Uganda Bureau of Statistics

buses, small vehicles and are key points on the northern corridor. There are well established government institutions that oversee the smooth flow of traffic and trade.

Across the Kenya Uganda border posts, a total of 235.98MT of grains valued at UGX 305,729,000 were purchased by traders from Uganda by a total of 40 (28M, 12F) traders. During the same period of implementation, a total of 1,033.5MT valued at UGX was also sold to Kenya across these border points valued at UGX 1,855,942,400 by a total of 108 (75M, 33F) traders

Table 8: Uganda Border Points Purchases

S/No	Border Point	Purchases in MT
1	Malaba	0.5
2	Busia	202.8
3	Lwakhakha	5.65

Bar Graph 2: Comparison on Kenya-Uganda Purchases

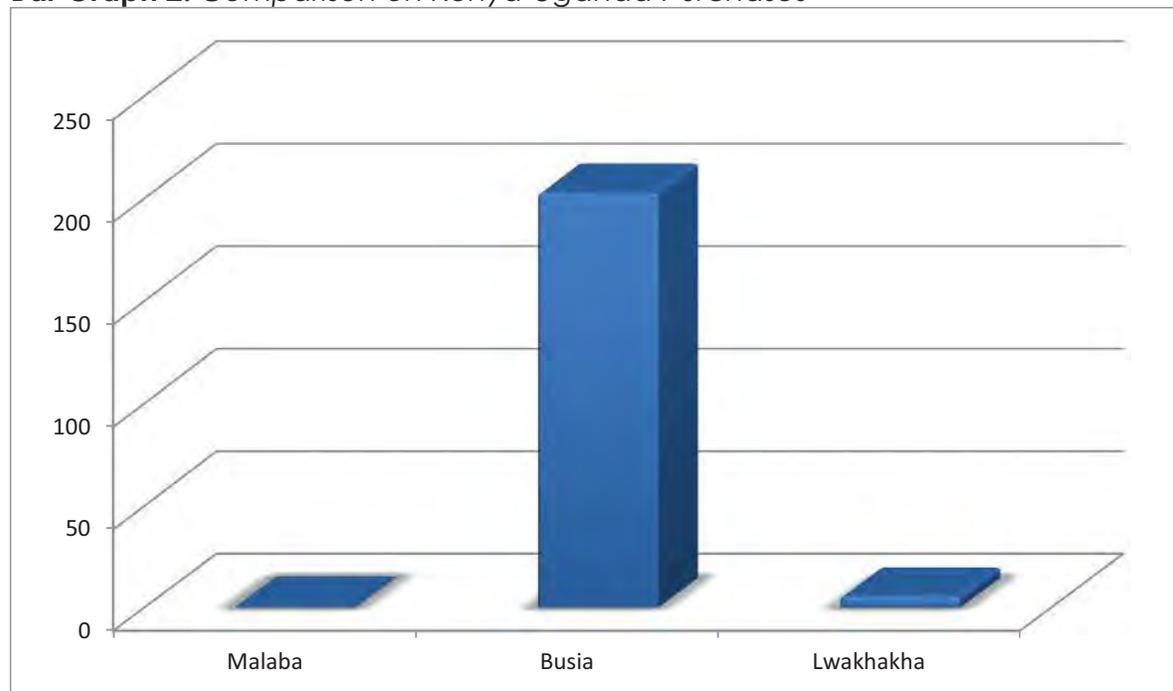
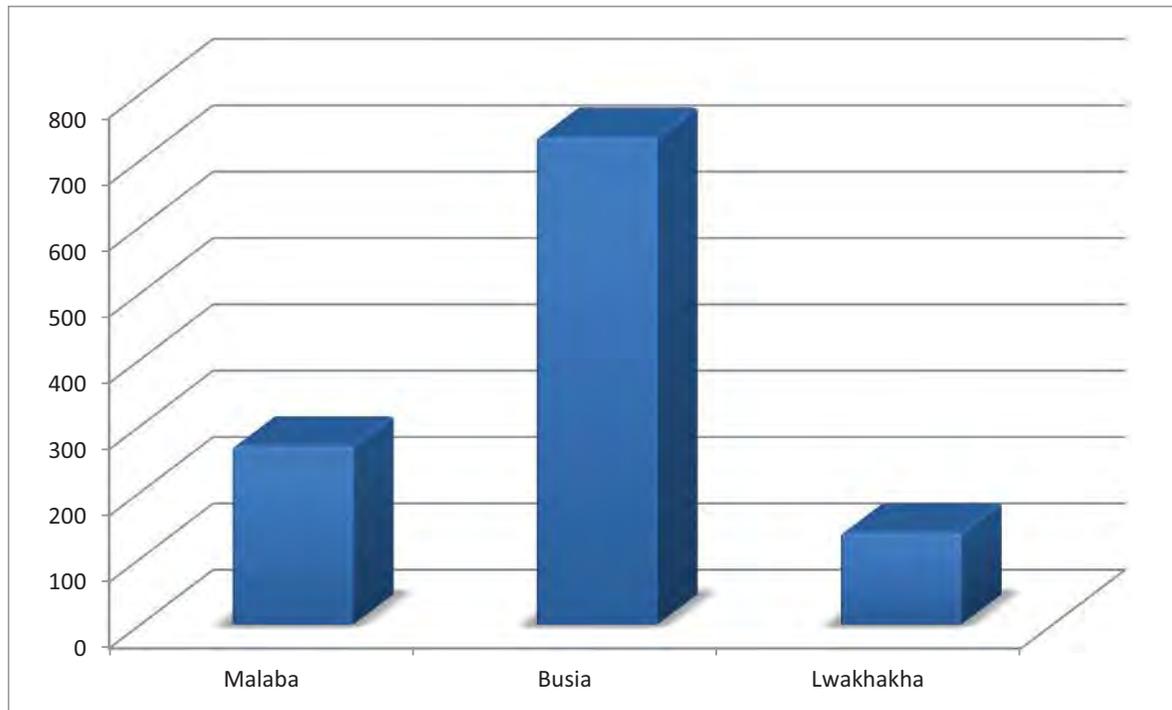


Table 9: Uganda Cross-Borders Sales

S/No	Border Point	Sales in MT
1	Malaba	269.7
2	Busia	735.2
3	Lwakhakha	139.0

Bar Graph 3: Comparison on Kenya-Uganda Cross-Borders Sales



b) Malaba

The border has river Malaba as a barrier separating the two countries. There is a railway line and road network connecting Uganda and Kenya. Peak days are mainly Wednesdays and Saturdays which are market days on the Kenyan side of the border.



During the project monitoring, one dealer from Manafwa district purchased a total of 0.5MT of Soya beans valued at UGx 950,000; from Kenya

Across this same border, 5-grains were sold to buyers in Kenya, these were Sunflower, Soya Beans, Maize and Beans all totaling to 269.7 MT valued at UGx 469,871,000.

c) Busia

At Busia border post, there is no physical barrier separating the two countries hence making the border porous. There are two important unofficial crossing points along the border that is Sophie and Malachi that are monitored in addition to the main gate.



The persons involved in informal trade in this area are mainly women and men cyclist who provide the transport services. The market days for Busia are on Wednesdays and Saturdays on the Kenyan side.

On the Ugandan side, there is a central gathering point for agricultural commodities around the no mans' land.

During the project monitoring, dealers from Tororo and Bugiri districts purchased a total of 202.83MT of Maize, Sorghum and Beans valued at UGX 261,779,000; from Kenya

Across this same border, dealers from Tororo, Bukedea, Manafwa, Ntungamo, Oyam and Bugiri districts of Uganda sold a total of 7-grains to buyers in Kenya, these were Beans, Cowpeas, Green-grams, Ground nuts, Maize, Sorghum and Soya Beans all totaling to 735.2 MT valued at UGX 1,319,652,500.0 to a total of 49(31M, 18F) buyers

d) Lwakhakha

Lwakhakha border post, located in Manafwa district has well established government institutions such as Immigration, Revenue offices and Police that facilitate trade. River Lwakhakha acts as a natural barrier between Uganda and Kenya. The border post is currently not connected with electric power; hence Customs offices on the Kenyan and Ugandan sides use solar power and generators respectively.



River Lwakhakha acts as a natural barrier between Uganda and Kenya. The border post is currently not connected with electric power; hence Customs offices on the Kenyan and Ugandan sides use solar power and generators respectively.

During the project monitoring, 2-dealers from Manafwa district purchased a total

of 5.65 of Sunflower, Sorghum, Soya and Beans valued at UGx 8,200,000; from Kenya; they dealt with 7(3M, 4F) traders

Across this same border, 3-dealers from Bulambuli and Manafwa districts of Uganda sold a total of 7-grains to buyers in Kenya, these were Beans, Maize, Sunflower and Soya Beans all totaling to 139.0 MT valued at UGx 254,070,000 to a total of 52(39M, 13F) buyers

2.1.2.2 Border posts along Uganda-South Sudan Border

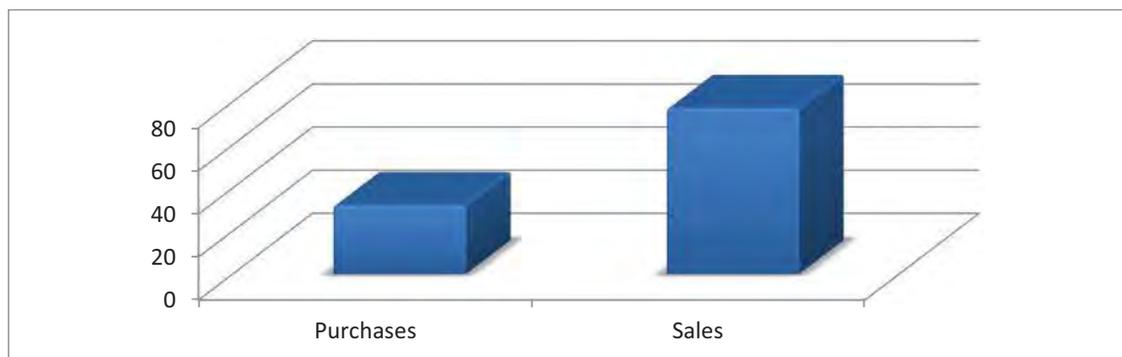
The border posts along Uganda-South Sudan borders that was monitored during the ATAB project was Nimule. The hinterland on the side of Uganda is sparsely populated while the Sudan side is heavily populated with very many people doing business. The population on the Sudan side heavily depends on goods from Uganda. The Lorries ferrying goods from Gulu, Masindi, Mbale and Kampala use this exit point to deliver merchandise as far as Juba. This has created a bonanza for Ugandan traders who sell commodities at three times the original price.

Across the South Sudan - Uganda border posts, a total of 32MT of grains valued at UGX 41,600,000 were purchased by traders from Uganda by a total of 6 (4M, 2F) traders. During the same period of implementation, a total of 77MT valued at UGX 130,900,000 was also sold to 3(2M, 1F) buyers

Table 10 South-Sudan Cross-border sales

S/No	Border Point	Purchases in MT	Sales in MT
1	Nimule	32	77

Bar Graph 4: **South-Sudan Comparison on border points Sales and Purchases in MT**



a) Nimule

Nimule is a border town on the southern tip of Sudan's border with Uganda. The border was opened to the users in 2007 after the return of peace in



Southern Sudan up to the public for Nimule border post is located in Amuru district, about 84 Km from Gulu town. River Nimule acts as the natural barrier separating Uganda from Sudan. Business transactions are settled in Sudanese Pounds, Uganda shillings and United States dollars thus creating an inflow of foreign currency to Uganda.

During the project monitoring, 1-dealer from Lira district purchased a total of 32MT of Maize valued at UGx 41,600,000; from South Sudan.

Across this same border, 2-dealers from Arua and Bulambuli districts of Uganda sold a total of 77MT of valued at UGx 130,900,000 to a total of 3(2M,1F) buyers

2.1.2.3 Border Posts along the Uganda/ Congo

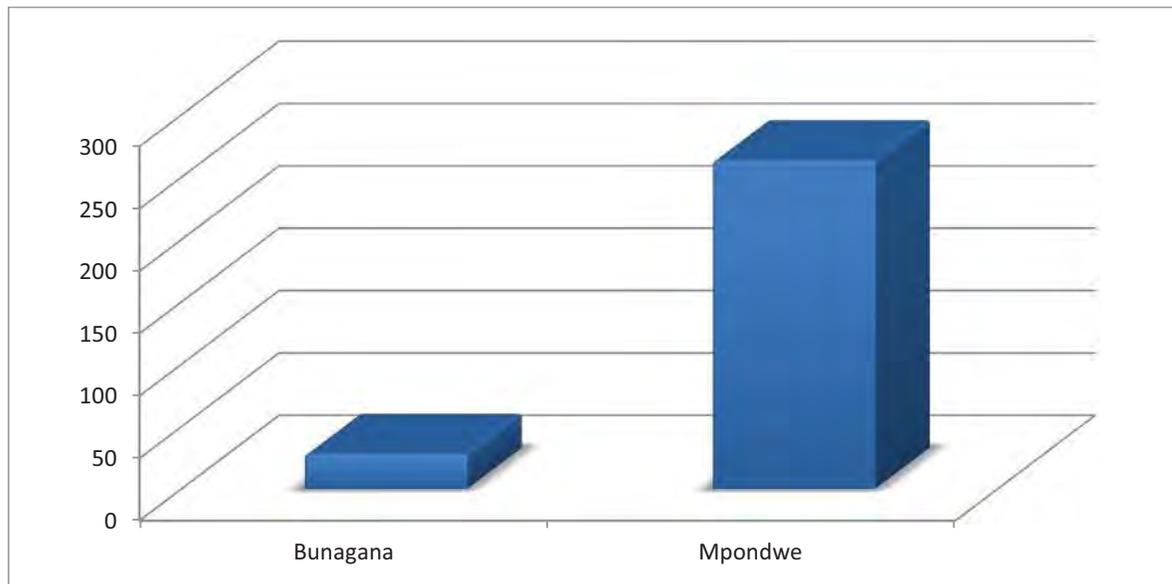
The border posts along Uganda-Congo borders that was monitored during the ATAB project was Bunagana. On the Uganda side, the market days are on Monday and Tuesday in Kisoro, while on the DRC side Tuesday and Friday. The major currencies used at the border are Ugandan shillings, Congolese Francs and United States Dollar

Across the Congo-Uganda border posts, there were no purchases by the Ugandan traders monitored from Congo, although there were sales to Congo buyers across Bunagana and Mpondwe border points; a total of 291.3MT of grains valued at 549,944,100 were sold to 8(6M, 2F)

Table 11: Cross Border Sales across Uganda-Congo borders

S/No	Border Point	Sales in MT
1	Bunagana	28.0
2	Mpondwe	263.3

Bar Graph 5: Uganda-Congo Comparison on border points Sales in MT



a) Bunagana

Bunagana border post located in Southwestern Uganda in Kisoro District is the main Southern crossing point from Uganda to DRC. The main means of transporting goods are wooden bicycles and head/hand due to the nature of the terrain. Mondays and Tuesday are the busiest market days when the border post records high volume of trade flows.



During monitoring period of trade across this border, there were no records on purchases from Congo.

Across this same border, 4-dealers from Isingiro, Ntungamo, Kasese and

Arua districts of Uganda sold maize and beans to buyers in Congo totaling to 28.0 MT valued at UGx 49,600,000, these sales were made to a total of 4(4M, 0F) buyers

b) Mpondwe

Mpondwe is located in Kasese district about 59 kilometers from Kasese town. River

Mpondwe acts as the physical barrier Uganda and DRC. The border post is linked with a tarmac road and good telecommunication facilities. The station is busy throughout the month, with industrial goods forming the bulk of exports to Congo, especially on market days of Tuesdays and Fridays. The Uganda shillings, US Dollars and Congolese Francs are used as a medium of exchange at the border.



Government institutions e.g customs, immigration and police are available while the customs post on the Congo side is at Kasindi about 5 Km away. In addition to formal trade activities, during market days, goods are off loaded directly from Ugandan trucks onto Congolese trucks.

During monitoring period of trade across this border, there were no records on purchased from Congo.

Across this same border, 1-dealer from Isingiro district of Uganda sold maize to buyers in Congo totaling to 263.3MT valued at UGx 500,344,100 these sales were made to a total of 4(2M, 2F) buyers

2.1.2.4 Border posts along the Uganda-Rwanda border

The border post along Uganda-Rwanda borders that was monitored during the ATAB project was Katuna. The border is covered by all the telecommunication network services. Trading currencies used at the border are Uganda shillings, Rwandese Francs and US Dollars. Wednesday and Saturdays are the two market days on the Ugandan side of the border with none on the side of Rwanda.

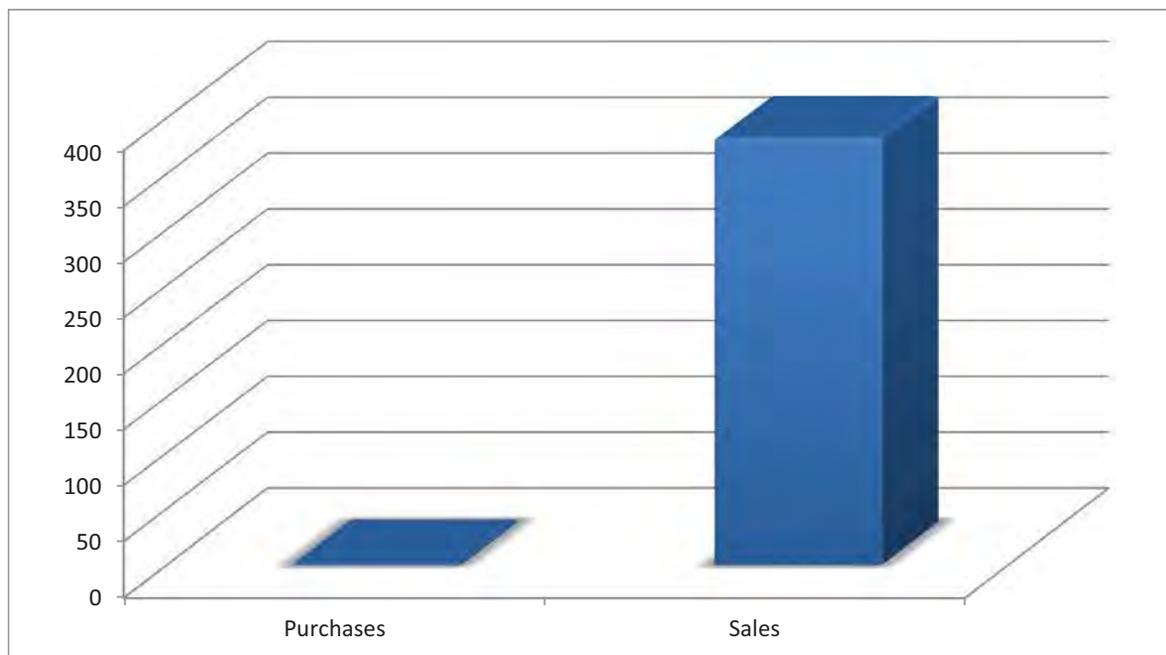
Across the Rwanda - Uganda border posts, a total of 1.75MT of grains valued at UGx 2,625,000 were purchased by traders from Uganda by a total of 6(5M,

1F) traders. During the same period of implementation, a total of 382.2MT valued at UGx 649,825,000 was also sold to 6(4M, 2F) buyers

Table 12: Uganda-Rwanda Cross-Border Sales

S/No	Border Point	Purchases in MT	Sales in MT
1	Katuna/Gatuna	1.75	382.2

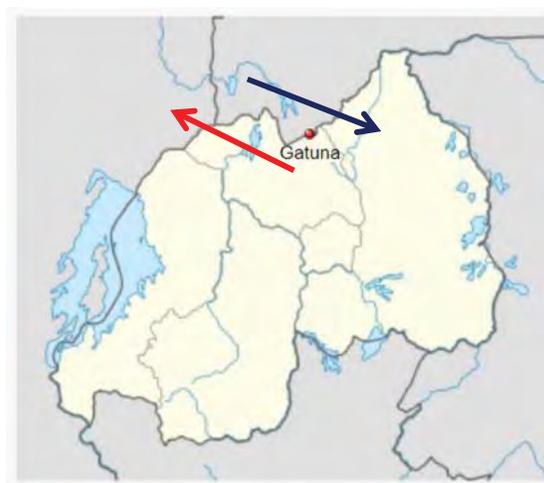
Table 13: Comparison between Purchases and Sales across Katuna Border Point



a) Katuna/Gatuna

Katuna is the busiest border point along the Uganda/Rwanda border that handles formal and informal trade. It is located in western Uganda in Kabale district about 22 kilometers away from Kabale town.

During the project monitoring, 1 dealer from Isingiro district purchased a total of 1.75MT of Beans, Sorghum, Soya and Beans valued at UGx 2,625,000; from Uganda; he purchased these quantities from 6(5M, 1F) traders in Rwanda

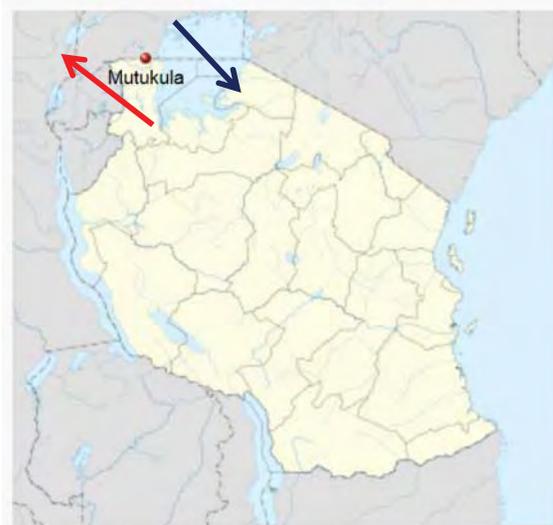


During the same period of reporting, a total of 2-dealers from Ntungamo and Kabale districts of Uganda sold maize to buyers in Rwanda totaling to 382.2MT valued at UGx 649,825,000 these sales were made to a total of 6(4M, 2F) buyers

2.1.2.4 Border posts along the Uganda /Tanzania border

a) Mutukula

Mutukula border post is situated in southern Uganda in Rakai District. There is no natural barrier separating the two countries at this point and hence



several crossing points. The station has well established government offices like Police, URA, Immigration, and Ministry of Agriculture. Saturday is the market day and is the busiest day when there is high trade flows.

Trading across Tanzania borders have experienced lots of challenges; from numerous barriers

During the period of ATAB project implementation, measures to curb these challenges were addressed including holding regional workshops whereby the various heads involved in cross-border trade from both Uganda and Tanzania.

During the period of ATAB project implementation, measures to curb

these challenges were addressed including holding regional workshops whereby the various heads involved in cross-border trade from both Uganda and Tanzania.

During the project implementation, only 1 agrodealer from Ntungamo District in Uganda purchased 0.5MT of Cowpeas valued at UGx 1,300,000 from Tanzania. There were no sales recorded across this border.

2.1.2.4 Tanzania Border Posts

During the project implementation, data was also collected for trading across the Tanzania borders; only 5-traders traded their products across the borders; these were Tanduma (Zambia), Sirari (Kenya), Rusumo (Rwanda) and Portbell (Uganda)

Port Bell is a small industrial centre in the greater metropolitan Kampala area, in Uganda. Port Bell has a rail link and a rail/road ferry wharf used for International traffic across Lake Victoria to Tanzania and Kenya. Here, a total volume of 266.2MT of grains were purchased

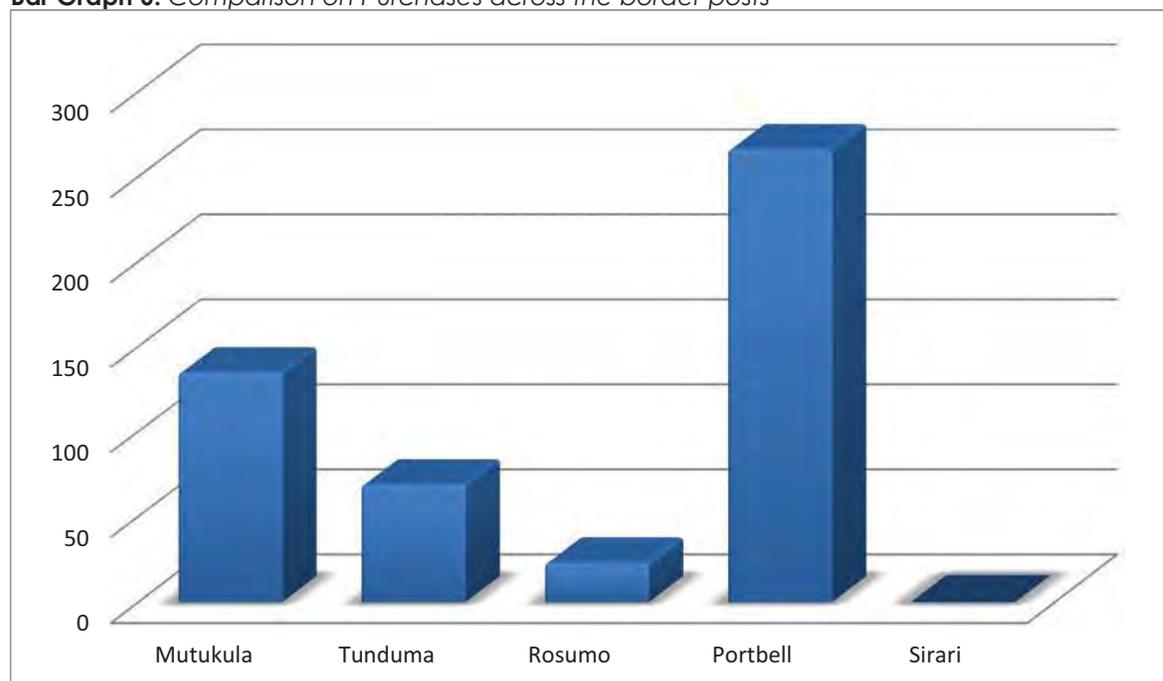
Tunduma is a border town between Tanzania and Zambia. It lies in Tanzania, in the Mbeya Region. It has border posts for both the Tanzam Highway and the TAZARA railway (for which it has a station) linking the two countries. At this point, a total of 69MT of grains were purchased while 140MT were sold.

Table 14: Trading across the various Tanzania posts

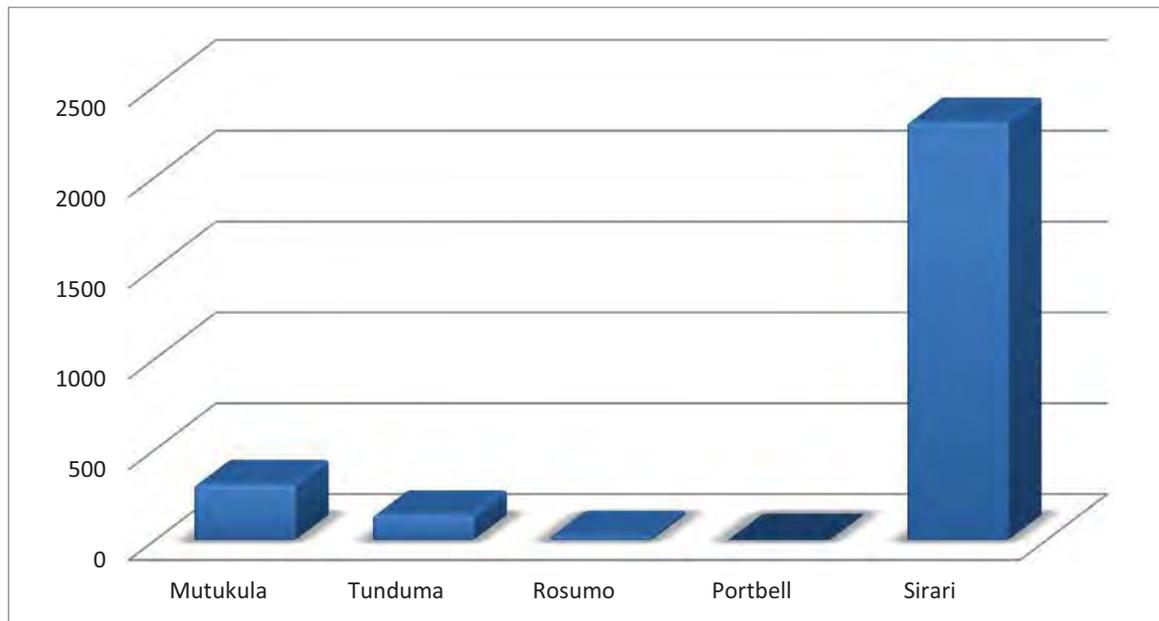
S/No	Border Point	Purchases in MT	Sales in MT
1	Mutukula	134.8	308
2	Tunduma	69.0	140
3	Rosumo	23.0	23
4	Portbell	266.2	0
5	Sirari	0	2304
		493	2,775

From the data collected, the most active sales were across Kenya Tanzania border point at Sirare; while the most active border point where most purchases took place was Portbell

Bar Graph 6: Comparison on Purchases across the border posts



Bar Graph 7: Comparison on Sales across the border posts



2.1.3 Grains Bulked

In the period under reporting, a total of 50(41M, 9F) agrodealers purchased grains from 7,472(3,950M, 3,522F) farmers. Purchases were made from individual farmers and farmer groups as well. 80% of the purchases made in the period under reporting were from farmer groups and cooperatives. A total volume of 632,030.82MT of grains was bulked by agrodealers from the two countries (Tanzania and Uganda).

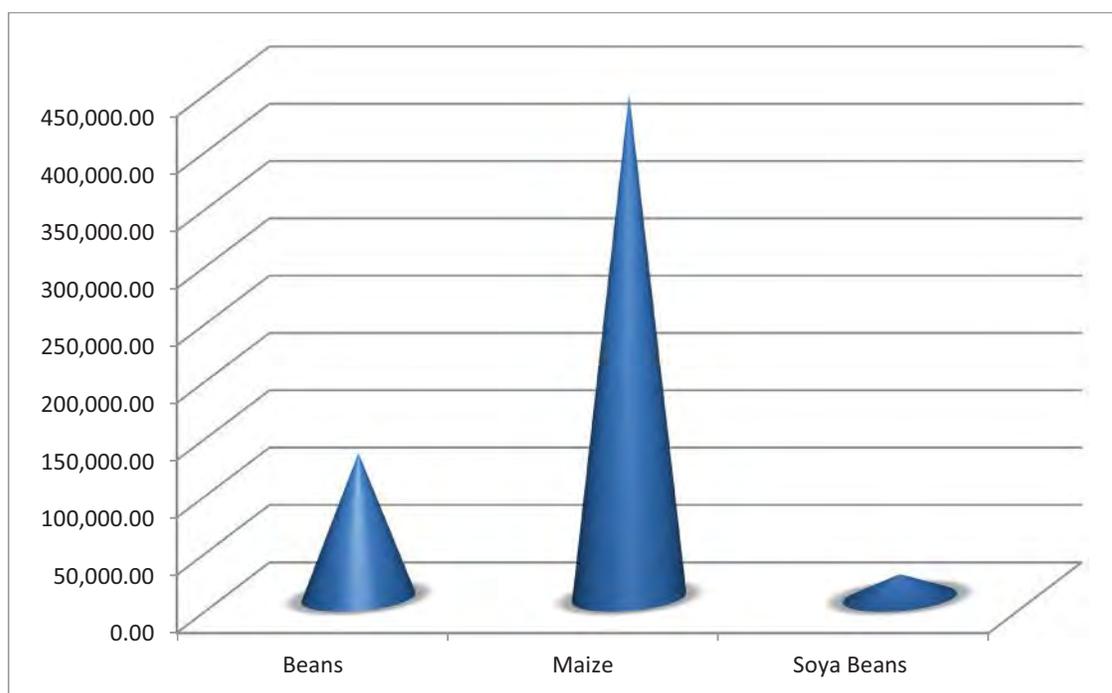
In Uganda, 6,049 (2,953M, 3,096F) farmers sold a total of 622,905.66MT; the most bulked grain was Maize with a total tonnage of 438,978.32; these were sold to 32 (8F, 24M) agrodealers

Table 15: Table summarizing Grains Bulked in Uganda

	Type of Grain	Volume bulked In MT
1	Beans	125,689.79
2	Epurpur	0.2
3	Groundnuts	20,351
4	Maize	438,978.32
5	Millet	1.6
6	Peas	5
7	Rice	10,149.35

8	Sorghum	7,284
9	Soya Beans	20,441
10	Sunflower	5.4
		622,905.66

Bar Graph 8: Comparison of the 3-most bulked grains in Uganda in MT

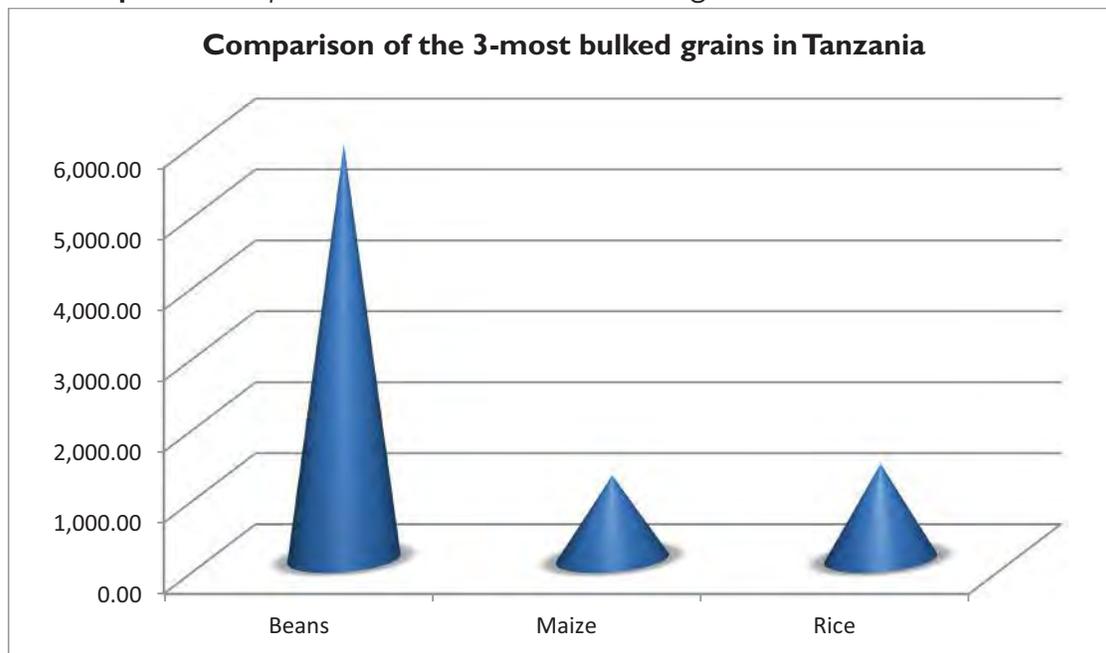


In Tanzania, 1,423(997M, 426F) farmers sold a total of 9,125.16MT; the most bulked grain was beans with a total tonnage of 5,837.79MT; these were sold to 18 (17M, 1F) agrodealers

Table 16: Table summarizing Grains Bulked in Tanzania

	Type Of Grain	Volume Bulked in MT
1	Beans	5,837.79
2	Sunflower	60
3	Cassava	25
4	Maize	1,177.52
5	Rice	1,339.35
6	Sorghum	641
7	Groundnuts	44.5
		9,125.16

Bar Graph 9: Comparison of the 3-most bulked grains in Tanzania



2.1.4 Contracts

a) Contracts between buyers and agrodealers

Efforts were made during the project implementation to track agrodealers entering into formal contracts with buyers; a total of 41 (32M, 9F) agrodealers made contracts with buyers to supply them with grains; these contracts included big buyers like World Food Program who contracted an agrodealer to supply them with maize and another was by Nile Breweries who has given another agrodealer a 5-year contract to supply the company with Sorghum.

In Tanzania, a total of 220.22MT was supplied under contracts by 2(1M, 1F) agrodealers to buyers; these buyers signed a total of 5 contracts with the agrodealers of periods ranging between 2-4 months.

Table 17: Table Summarizing Contracts between buyers and agrodealers in Tanzania

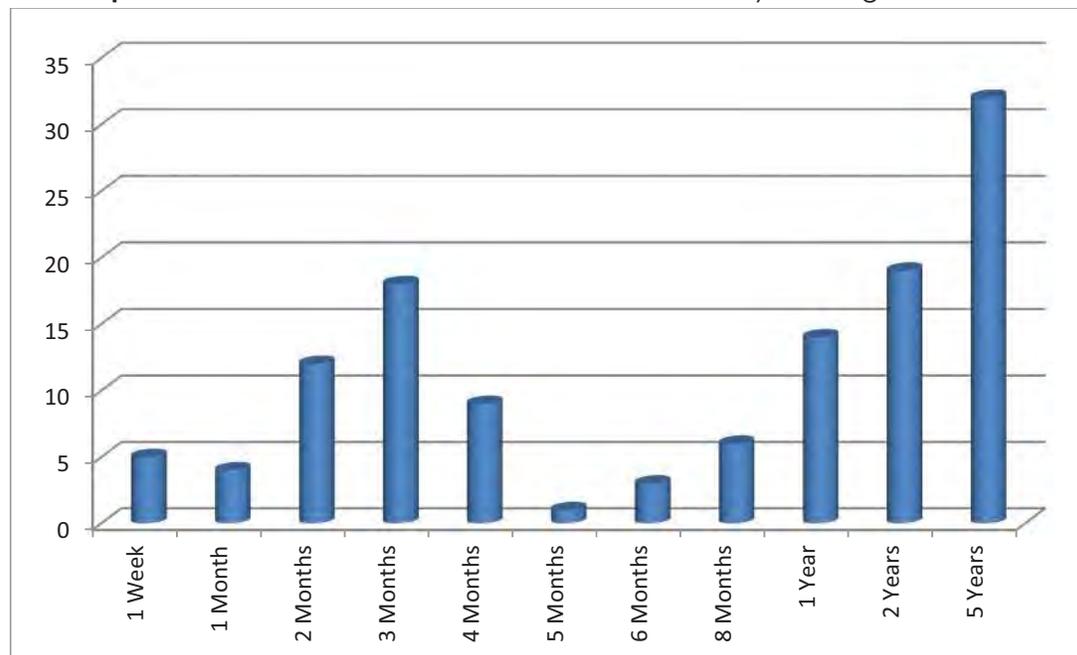
Period of Contract	Volume In MT	No Of Contract
4 Months	0.22	1
2 Months	220	4

In Uganda, a total of 4686.78MT was supplied under contracts by 39(31M, 8F) agrodealers to buyers; these buyers signed a total of 123 contracts with the agrodealers of periods ranging between 1-week-5years

Table 18: Table Summarizing Contracts between buyers and agrodealers in Uganda

Period Of Contract	No Of Contracts
1 Week	5
1 Month	4
2 Months	12
3 Months	18
4 Months	9
5 Months	1
6 Months	3
8 Months	6
1 Year	14
2 Years	19
5 Years	32
TOTAL	123

Bar Graph 10: Period and No of Contracts made with Buyers in Uganda



b) Contracts between farmers and agrodealer

A total of supply Quantity of 2,829MT of grains was contracted by agrodealers to farmers; a total of 1905 (1146M, 759F) farmers were contracted to supply this quantity;

In **Tanzania**, a total of 90MT was supplied under contracts to 1Female agrodealer; this agrodealer signed a total of 16contracts with the farmers to supply this quantity

Table 19: Table Summarizing Contracts between farmers and agrodealers in Tanzania

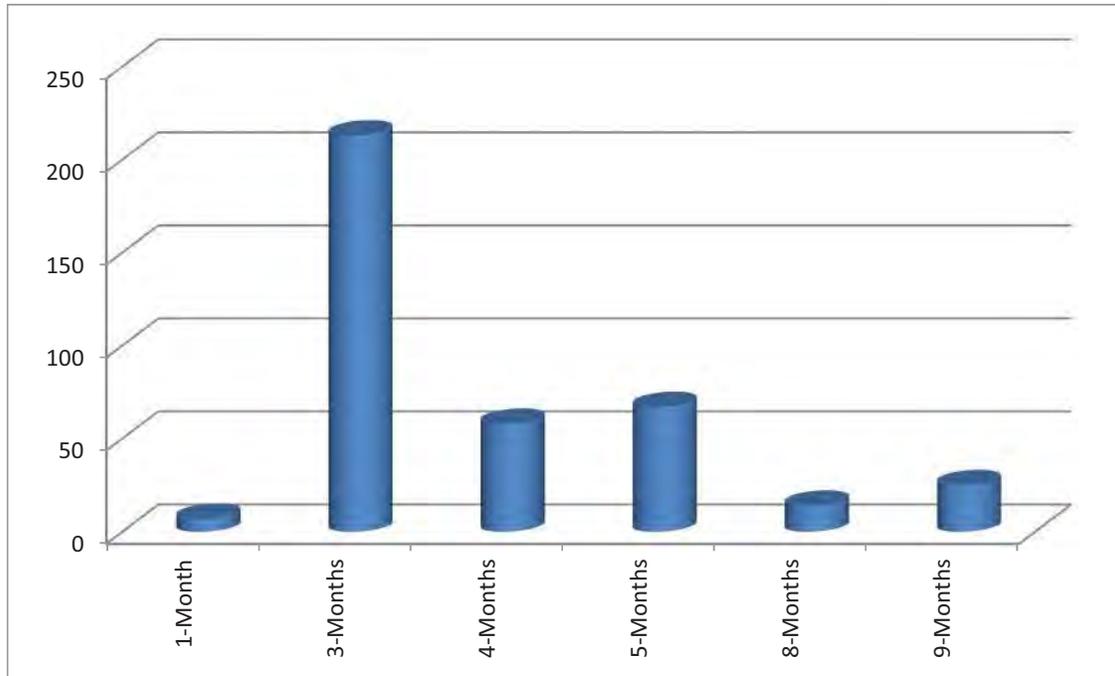
Period Of Contract	No. Of Contracts
3 Months	16

In **Uganda**, a total of 2739MT was supplied by farmers under contracts to 35 agrodealers; these farmers signed a total of 384 contracts with the agrodealers of periods ranging between 1-month – 9months

Table 20: Table Summarizing Contracts between farmers and agrodealers in Uganda

Contract Period	No. of Contracts
1-Month	7
3-Months	213
4-Months	58
5-Months	67
8-Months	14
9-Months	25
Total	384

Bar Graph 11: *Period and No of Contracts made with Farmers in Uganda*



SECTION 3

3.1 PROJECT ADMINISTRATION

3.1.1 PROJECT LAUNCH

ATAB project was launched on 12th April 2012 in Kampala Uganda. The attendees were drawn from the region (Uganda, Tanzania, Kenya and South Sudan) and was composed of Agrodealers engaging in grain trade, the Ministry of Agriculture Animal Industry and Fisheries (MAAIF), AGMARK, COMPETE, USAID, UNADA, financial institutions, commercial trainers, EAGC, IFDC, NGO's (ABI TRUST and CORON ET Group) as well as ACEs (Area Cooperative Enterprises).

The half day program commenced with introductions and opening remarks from the Master of ceremony Mr. Steve Ngwalla followed by a presentation by James Mutonyi the Managing Director, AGMARK on the objectives of ATAB. Mr. Tallam of COMPETE made a presentation on the importance of Cross Border Trade to Smallholder Production.

Joseph Bazaale, Principle Agriculture Inspector-MAAIF (Uganda) who was the guest of honour was thankful for the selection of Uganda for the project implementation. He said that lack of market for grains has been a challenge for the small holder farmers and pointed out ATAB as a project that gives the small holder farmers a very good opportunity to market their produce through the agrodealers at competitive prices.

3.1.2 STAFFING

AGMARK appointed Ms Rose Wanyiri to head the project from Nairobi office with frequent travels to Uganda. During the period, AGMARK engaged Nairobi based staff to support various project activities. These were specifically:

Table 21: List of Staff giving support to ATAB

	Name of Person	Activity/ SOW
1	Mildred Barasa – Finance and Admin Manager	ATAB Project Launch Administrative Issues
2	James Mutonyi – Managing Director	Staff Appointments and Internal deployments for the ATAB program
3	Stephen Ngwalla – Director of Training	- Review and development of training module
4	Faith Awuor	Project Accountant
5	Vallary Adhiambo	Monitoring and Evaluation

ATAB engaged temporary staff in the course of its implementation to ensure success of the projects. A total of continued to utilize interns and temporary staff on many of the project activities.

A total of 5 (4 Male and 1 Female) temporary staff were engaged by ATAB for various activities including data entry, data collection, training and for the end-term evaluation of the project

Table 22: Temporary Contracts Engaged by ATAB

Nature of Contract	College / University	No.	Duration	Region
Data Entry	College	1	3-Weeks	Nairobi
Consultant - Uganda	University	1	4-Months	Uganda
Consultant - Tanzania	University	1	4-Months	Tanzania
Commercial Trainer	University	1	1-Week	Uganda
Project Evaluation	University	1	1-Month	Nairobi

SECTION 4

4. CROSS CUTTING ACTIVITIES

4.1 BRANDING OF ATAB BENEFICIARIES

Branding helps a project gain distinct advantage and enables the project to be in stronger positions to achieve it's goals and deliver on the project's objectives.

It is for this reason that the project designed and printed dust coats for all agrodealer beneficiaries in Uganda and Tanzania; it was also an incentive to enable the project get data from the project beneficiaries.



Photo 6: An Agrodealer Mr. Robert Nam of Obanga Papowa Apwoi Shop in Oyam district wearing one of the branded dust coats

4.2 GENDER PARTICIPATION IN THE PROJECT

The project targeted to benefit at least 20% of women to participate in cross border trading and at least 30% of the trained agrodealers to be women. In the project implementation, of the 3-core components; percentage of women participation in the regional workshops was 16% (11 Females out of 70 participants); 11% participation in Market Linkage Workshops (15 out of 131 participants) and 26% participation in Training (20 females out of 77 participants). Giving a total of 16% participation of women in the ATAB project

In spite of the low percentage, the project sought to continue encouraging women traders; during the regional workshop in Mutukula, Ms Jane Benuza, Chairperson for EASSI (*Eastern African Sub-regional Support Initiative for the Advancement of Women*) was involved in the discussions and ATAB project sought to support their association (*Mutukula Women Traders Information and Resource Centre*) .



Photo 7: Jane Benuza (at the centre) with AGMARK and USAID-COMPETE team in one of the stores

4.3 WORKSHOPS PARTICIPATION

4.3.1 East Africa Agriculture Value Chain Investment Summit

During its implementation, ATAB Project was presented at the East Africa Agriculture Value Chain Investment Summit by the ATAB project Coordinator Ms. Rose Wanyiri. The Summit which was held at Speke Resort, Munyonyo, Kampala, Uganda sought to bridge the information gap and create a platform for co-ordinated investment into East Africa's Agricultural value chain. The aim of the summit was to bring together key stakeholders to share ideas, develop business opportunities and discuss current projects, case-studies, lessons learned, future challenges and new opportunities.

It was noted that strong agricultural value chains create livelihoods, increase incomes, and promote economic growth. By supporting development of domestic industries, improving local markets, and expanding export opportunities, the Summit focused on enabling all actors along the value chain – including farmers, input suppliers, wholesalers, transporters, food processors, and lending institutions – become viable partners in their countries' economies, generate employment, and improve food security.

Key presenters at the summit included Ms Annie Graham, Project Manager (East Africa) Sainsbury's Supermarkets Ltd, who presented on ***Building long term sustainable supply chains***, Mr. Paul Collier, Professor of Economics, University of Oxford who presented on ***Dig out poverty by integrating smallholder farmers in the value chain***, Mr. Sanjay Sethi, Senior Vice President and Head - Africa Operations Jain Irrigation Systems Ltd East Africa in 2020 who presented on ***Actualizing a green revolution in East Africa*** amongst others.

4.4 MEETINGS

4.4.1 Meeting with grain traders

A meeting requested by grain traders from Nairobi was held on 3rd October 2012 at the AGMARK Nairobi Office. Present at the meeting were Isaac Tallam-Private Sector Grain Trade Advisor at USAID COMPETE, Rose Wanyiri-ATAB Project Coordinator, AGMARK and 3 grain traders from

Nairobi – Mr. David Gitonga of Dagia Import and Export, Teresia Mugure of Tesamco Traders and Samson of Alysam Stores.

Mr. Gitonga reported that one of the grain aggregators from Busia Uganda whom he had met through the project had not honored a maize buying deal they had earlier agreed on. Mr. Gitonga had already visited the stores and seen the maize, paid for it and sent his lorry to collect the maize consignment. Mr. Tallam handled the issue and reminded the trader the importance of trust in business.

The traders also informed the meeting that they had formed and registered an association: The Kenya Cereal Traders Association. They wanted help from the project to strengthen their association.

In response the meeting appreciated this effort and advised the traders to continue building the association up by recruiting more members. The traders were also advised to brand the association by making a profile (with the help of ATAB project) and website for the association.

The traders also requested ATAB to introduce them to major grain buyers. Mr. Tallam and Rose agreed to introduce them to major buyers like WFP but also reminded them that they must be ready to meet the WFP specifications.

4.4.2 Meeting in South Sudan

a) Jale Border

At this border, one meeting with Jacob Thon, John Akuei and David Lual of Customs and Thongor Peter Almong and Maj. Clement Lomensasuk of Immigration was held; discussions proceedings revealed that;

Across other borders (Kaya and Nimule), incase a trader does not have the required documents to cross the border, they are normally charged 20% of the value of good bought; but in Jale border, they are charged only 10%, this was reduced due to the low traffic across this border. This was purposely done by the Minister of Commerce, Industry and Investment Mr. Garang' Diing Akuong; purposely to entice buyers to use the Jale border to bring goods into the country

Border Challenges

Currently, the border does not have any major challenges with the traders due to the the poor road network between Kajo-Keji-Juba road, most traders prefer using the Nimule border; therefore trade at this border is quite minimal.

b) Nimule Border

At this border, one meeting with Col. Emmanuel Guya, Deputy Director for Customs and Mr. Angelo Ngot Meyer, Head of Trade, was held.

Border Challenges

- ✚ Traders bring questionable invoices i.e. the value of goods do not match what has been presented in the invoice
- ✚ Due to the business of the border, the current parking space is small.
- ✚ Some traders bring unclean maize

4.4.3 Meetings in Rwanda

During the ATAB project implementation, Mr. James Mutonyi – Managing Director, AGMARK visited Rwanda. The purpose of the trip was to meet stakeholders and familiarize with cross border grain trade Rwanda (Uganda/Rwanda border)

Mr. Mutonyi held a meeting with Jean Bosco Safari - Project Coordinator AGRA funded RADD (Rwanda Agrodealer Development Project being implemented by IFDC) AGMARK is one of the Key Partners Supporting the RADD project in Rwanda – AGMARK has developed training materials for training trainers and agrodealers in Basic Business Management and on Grain Bulking and aggregation. AGMARK has also trained Trainers in Rwanda on BMT as well as Grain Bulking and Aggregation. Jean Bosco Safari is the key AGMARK contact for Rwanda and has been coordinating the selection of agrodealers and stakeholders for ATAB meetings

Meeting Discussed and agreed on:

- Including a section on cross boarder challenges to the Agrodealer Grain bulking trainings that are being implemented by the RADD project
- Possible participants for the cross ATAB Cross Border workshop scheduled for Mid - November 2012
- Possible venues for the Proposed ATAB workshop in Musanze

Mr. Mutonyi also held a meeting with Bruce Smith – Policy Advisor of the USAID funded MINGARI Project which is implementing the Rwanda Post Harvest Handling and Storage Project

Meeting focused on:

- Possible areas of collaborations between ATAP and the MINGARI project
- Presentation by MINGARI at the proposed ATAB workshop
- MINGARI has offered to train ATAB supported agrodealers on Storage.

4.5 PARTNERSHIPS

4. 5.1 Partnership with EAGC

Rose Wanyiri Coordinator–ATAB was facilitated to attend a-one-day training on fumigation for grain warehousing and storage by EAGC. This training was conducted by the CNFA volunteer Jerry Heath.

The course gave knowledge and skills on grain fumigation, a better understanding of fumigation process and how to reduce exposure risk and also exposure to the latest technology and international best practices in fumigation

4.5.2 Partnership with governments

ATAB has continued to esteem participation of Government officials in the projects officials, it was crucial to note the magnitude of participation of the 2-governments Uganda and Tanzania during the Market Linkage workshops;

CHALLENGES IN EXECUTION OF THE PROJECT

Challenge	Recommendation by AGMARK
<ul style="list-style-type: none"> • Existence of many unnecessary restrictions on grain trading across the border. • Lack of harmonization among the authorities in charge of issuing export and import permits TFDA (Tanzania Food and Drugs Authority), TBS (Tanzania Bureau of Standards) and PHIS (Plant Health Inspectorate Services) 	<ul style="list-style-type: none"> • AGMARK to hold market linkage workshops and invite the agrodealers to meet the buyers from across the regions the workshop to begin by addressing the challenges encountered by the traders in moving grain across the Tanzania Border for the linkages to be productive. ▪ Senior Tanzanian Government officials and the East African Community Secretariat to be invited to the workshop with the view to facilitating discussions with buyers and sellers of cereals.

LESSONS LEARNT

- a) Working closely with relevant ministries in both countries (Tanzania and Uganda) and stakeholders has enabled ATAB move fast with its start up activities; the included the project launch and trainings.
- b) Engaging with the local institutions e.g East African Grain Council (EAGC) and not only enhances capacity but will also engender the sustainability of program interventions.
- c) The ATAB project has drawn a lot of interest from various stakeholders in Rwanda. There is an unanimous view that the Project period is too short and many more agrodealers and partners should have been included in the project design.
- d) There is a definite need not only to address the issues of cross border trade between Uganda and Rwanda but also to include Rwanda – Congo and Rwanda – Tanzania as well and to include other food products and not limit it to Grains.

OPPORTUNITIES FOR FOLLOW-ON PROJECT

- a) Undertake extensive mobilization on EAC common market protocol 2010 at both policy and local community levels among government officials, grain traders, transporters, and Agrodealers.
- b) To undertake a follow up project to address the five (5) critical areas touching on contracting that did not achieve optimal targets and sustain areas whose targets were met during ATAB project.
- c) Strengthening of Joint Border Committees at eight key border points along the Northern, Central and Dar transit corridors.
- d) Capacity enhancement on business management for Agrodealers, traders and cooperative officials.
- e) Strengthen the established Cooperatives/ Associations through capacity building on management of associations and cooperatives.
- f) Strengthening the capacity of Agrodealers to guarantee farmers access to quality farm inputs.
- g) Sourcing for financial institutions to enhance utilization of business contracting, build trust among traders and facilitate access to financial services.
- h) Advocacy and lobbying for review of licenses required at the border to facilitate cross-border trade.
 - i) Support grain traders establish storage facilities and equipment.
 - j) Enhancement of grain markets in the region

ANNEXES

Annex A List of participants at mutukula border regional consultative workshop

Project:	Agrodealer Trade Across Borders (ATAB)	Date of Workshop:	15 th November 2012
		Venue:	Optima Lodges and Safari

No.	Name	Organization	Phone No
1	Elizabeth S. Kitundu	Missenyi District Council	0754949540
2	Mathew P. Stephan	Immigration-Mutukula	0767358596
3	Isaac Tallam	Usaid Compete	0737411705
4	Stella Ngategire	Unada	0776664488 0700701653
5	Arinaitwe Monica	Unada Patience	0772935016
6	Lubega David	Kaberebere Abamure	0702943277
7	Kizza Patrick	Mace	0782804780
8	Amanya Kakwina Richard	Lampi	+256703489785
9	Levi .K. Zaky	Customs (Ura) Uganda	+256785617600
10	Luyima Bosco	Uganda Bureau Of Standards	+256700831337
11	Steven Ngwalla	Agmark	+254722539764
12	Yusuf Majan	Usaid Compete	+254721842099
13	Kayabula John C	Town Clerk Mutukula	+256772856021
14	Sebyala A. Dickson	Public Health-Mutukula	+256782863205
15	Matovu Jackson	Chamber Of Commerce	+256772920738
16	Rogers Walamaku	Agmark Consultant-Uganda	+256787587665
17	Kazibwe Saka	Transporters (U)	0772430015
18	A. Omar	Ofisi Ya Rais	0773190264
19	Tumwesigye Charles	Secuirty(Iso) (U)	0774472870
20	Agaba Steven	Security (C.M.I) (U)	0782460980
21	Kasozi Godfrey	Maaif- Phytosanitary	0782729840
22	Nurdin Bakuza	Tanzania Tccia	0756077977 0688641155
23	Mbotto D. Malugu	Prevention And Combating Of Corruption Bureau (Tz)	+255784187322
24	Jonathan H. Mwanga	Prevention And Combating Of Corruption Bureau (Tz)	+255787480900
25	Benuza Jane	Eassi	0757597520
26	Nakyanzi Sophia	Grain Trader	0706628404
27	Nakakande Mary	Grain Trader	0774232801
28	Murshid. P. Baral	Clearing Agent	0787634898
30	Ben Kamihanda	Agmark Consultant	+254754524007
31	Kavishe R.C	Dto- Missenyi	+255767565697
32	Zainath Rubambula	D.O- Missenyi	+25578479948
33	Rose Wanyiri	Agmark	+254721867929
34	Ssemipijja Edward	Rakai Dbt-Dao	+256772641442
35	Sheikh Hamidu Buwarwa	Secretary	0784553809
36	Edgar Rutarara	Cto- Tdcat Int'l	0769540753
37	Rashida Dotto Kamali	Dotto Clearing Ltd	0784558110

No.	Name	Organization	Phone No
		Karagwe	
38	Leonard Kachebonaho	Kpd Plc/ Kaderes	0784709085

Annex B List of participants at rusumo border regional consultative workshop

Project Name: Agrodealer Trade Across Borders (ATAB))	Venue of Workshop	DRDP Rest House, Ngara, Tanzania
	Date of Workshop:	30 th November 2012

No.	Name	Organization	Phone No
1	Manishimwe Bentmana	Rwanda Bureau Of Standards	(+250) 0788796268 (+250) 0782796268
2	Nsanzimana Theophile	Rwanda Revenue Authority	(+250) 0788453512
3	Insp. Tom Obonyo	Police Officer	0754085032 0787577852
4	Mr. Ntiba .F. Bilama	Cross Border Monitor	0756270184
5	Mr. Arnold Nyamkara	Cross Border Trades	0758887709
6	Emmanuel Petro Mtafulwa	Cross Border Trades	0786743454
7	Crispin .M. Kamugisha	Exporter/Clearing	0765359544
8	Niyonzima Herve	Promavet	(+250)0786669510
9	Gilbert Segesa	Ministry Of Agriculture-Agricultural Inspector	0786757785
10	Joseph R. Maranya	Exporter	0767675007
11	Rusanganwa Aloys	Fucorirwa	+250788778069
12	Joseph Kabera	Police Rusumo Border	+250788311272
13	Karisa Frank	Rab	+250788490094
14	Munyabugingo Jerome	Ngoma Agro Dealers Cooperative	+250783382127
15	Jean Bosco Habyarimana	Kadeco/Kayonza Agrodealers Cooperative.	+250783562802
16	Kondo Abdallah	Tra-Rusumo	+255784581426
17	Samson C. Chegere	Trade Officer	0685892736
18	Murengerantwari Guillaume	Ardi	+250 788 862 342
19	Umutesi Liliane	Amdo	0783760543
20	Verdian Anatory	Trader	0784722992
21	Musoni Valens	Top Service Ltd	0788352610
22	Mahirane Samuel K.	Immigration/Tz	0784894430
23	Maxwell Sengati	Tccia	0782381281
24	Ganza Lambert	Transportation	0788629053
25	Rose Wanyiri	Agmark	0721867929
26	Cornel Ngudungu	District Excecutive Director (Ded-Ngara)	0784401249
27	Remius R. Ngaiza	Port Health Rusumoborder	0784555361
28	Ngabonziza Augustin	P.S.F Rwanda	0788844319
29	Nyirimana Celestin	Trader-Rwanda	0783174728
30	Rurangwa J. Bosco	Trader-Rwanda	0788499100
31	Constantine Trudende	Agric-Ngara	0784979637
32	Kayitege Steven	Trader-Rwanda	0788483723
33	Agripine Umugwane	Clearing Agent-Rwanda	0783146594
34	Mukakabera Beatrice	Trader-Rwanda	0788608242
35	David P. Mafiba	District Administrive Secretary (Das Ngara)	0757646955
36	Gatamba J. De Dieu	Koairwa -Rwanda	0788822709

No.	Name	Organization	Phone No
37	Jean Paul Nyabyenda	Rwanda	07888175812
38	Benezeh Kamihanda	Agmark Consult- Tanzania	0754524007
39	Steven Ngwalla	Agmark	+254722539764

**Annex C List Of Attendance of the Agrodealer Training Gulu- Uganda From
25th -27th April 2012 At Hotel Kakanyero, Gulu-Uganda By Cletie Lukusa**

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	Gender	
					Male	Female
1	Ayikoyo Dick	Akitosha "U" Ltd.	Arua	0772567378 0753567378	✓	
2	George Jurua Andama	Mungu Yiko Trading Stores	Arua	0774186671	✓	
3	Akello Rita Rhoda	Farmers Service (U) Ltd.	Lira	0783645477		✓
4	Robert Nam	Obanga Papowa Apwoi	Oyam	0772949427 0702949427	✓	
5	Grace Gira	Obang Ber Enterprise	Aleptong	0774665200 0750666200		✓
6	Esther Ekura	Kob Giri Agro Input	Aleptong	0774164878		✓
7	Sanya John	Kazaro Agro Input Dealer/Produce Buying	Koboko	0774993048	✓	
8	Obete Denis	Tropical farm Supplies	Apac	0772587332 0755687381	✓	
9	Ladaa Richard	Hard Store Supply	Amuru	0782611577 0711611577	✓	
10	Mark Moro	Euroafric Distributors	Gulu	0772422242	✓	
11	Eddy Okello	Kony Paco Agro	Oyam	0782457101		✓
12	Bongomin Francis	Lubanga Lakica Enterprises	Nwoya	0774203513	✓	
13	Oluba Polycarp	Ajalo Ngala Farm Supply	Nwoya	0791271289	✓	

**Annex D List of attendance of the agro dealer training Busia- Uganda from 23rd
– 25th May 2012 at Rand Hotel, BUSIA,**

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	Gender	
					Male	Female
1	Arionget Suzan	Bukedea Umoja Farmers Company	Bukedea	0779360980		✓
2	Makaka Moses	Baida Marketing Centre	Bugiri	0773378270	✓	
3	Batambuze Abubaker	Nabukalu Farmers company ltd.	Bugiri	0782109695	✓	
4	Ngereza David	Busia Produce Dealers	Busia	0772378979	✓	
5	Grace Okumu	Masafu Company	Busia	0777334044		✓
6	Muheji Moses	Masaba Multipurpose	Busia	0774214448	✓	
7	Okumu James	Namanyingo Farmers Company Ltd.	Namayingo	0772910403	✓	
8	Zachary Okongo	Marenyo Community Cereal Bank	Gem/Siaya	0721522943 0733820795	✓	
9	Rose Wesonga	RAB Agrovet	Samia	0725773043		✓
10	Wanyera Everlyne	Elgon Farmers Centre	Bungoma	0728590750		✓
11	Margaret Barasa	Buhehe Multipurpose Company Ltd.	Busia	0779835973		✓
12	Osege Matias Simeo	Sere General Farmers Association Ltd.	Tororo	0782338217	✓	
13	Sitanga James	Lunyo Multipurpose Famers Association Ltd.	Busia	0774423902	✓	
14	Florence Mangeni	Bulumbi Multi-Purpose	Busia	0779737525		✓
15	Antony Wahome	Busia Agrovet	Busia	0721 331941	✓	

**Annex E List of attendance of the agro dealer training Mbarara-Uganda from
09th – 11th May 2012 at Kayegi Hotel, MBALE,**

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	Gender	
					Male	Female
1	Wasagali Phiona	Buteza Agro-Inputs	Mbale	0702 538377 0782 632723		✓
2	Fred Musingo	Sukuya Ace Inputs	Manafwa	0779 883293	✓	
3	Omoit George Otialuk	Geomoz Ltd.	Bukedea	0776 534634 0704 989339	✓	
4	Tabali Moses	Bunambutye Ace Agro Input Shop	Bulambuli	0701 338302 0782 338302	✓	
5	Iroota Charles	Atiri Agro Input Dealers Farm Supplies	Tororo	0776 406557 0776 406557 0704 155818	✓	
6	Magero Moses	Bukawa Ace Shop	Iganga	0792 049395 0752 555562	✓	
7	Chelangat Eddy	Tegeres Ace	Kapchorwa	0778 183990 0704 308287	✓	
8	Muhamud Yusuf Mudondo	Kaserem Ace	Kapchorwa	0702 539721	✓	
9	Washole Daniel Sendi	Friends Agro Inputs Stores	Bulambuli	0702 777280 0776 777280	✓	
10	Nafuye Janet	Farmers Pride Agencies	Sironko	0772 948304		✓
11	Walyaula John	Walyaula and Bros Agro- Input	Manafwa	0781 413405	✓	
12	Balidawa Badru	Namungalwe Ace	Iganga	0776 999048	✓	
13	Waiswa George	Malakama Ace	Iganga	0784 860010	✓	
14	Wamakesi Sam	Butiru Rural Agro Input Supplies	Manafwa	0782 850948	✓	
15	Nangulu Moses	Bukanga Ace	Luuka	0772 633333	✓	

**Annex F List of attendance of the agro dealer training Mbarara- Uganda from
02nd – 04th May 2012 at Rwiz Arch Hotel, MBARARA**

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	Gender	
					Male	Female
1	Kiiza Patrick	MACE	Isingiro	0782804780	✓	
2	Birakwate James	Kihihi Farm Enterprise	Kanungu	0772867577	✓	
3	Stella Ngategire	Mubuku Farmers Store	Kasese	0776664488		✓
4	Lydia Nofaki	New Farm Supply Shop	Kasese	0772523217		✓
5	Grace Tukahirilia	Grabrely	Ntungamo	0782712904		✓
6	Kakinoni Bibian	Itojo Agro-Input Shop	Ntungamo	0752212000		✓
7	Atweteireho Solomon	Zebu Investments Ltd.	Kabale	0782962255	✓	
8	Agaba Alex Tukamusherura	Farmer's Corner	Kasese	0782775137	✓	
9	Arinaitwe Monica	Patience Farmers	Ibanda	0772935016		✓
10	Matukunda Clezanta	Matukunda Farmers Shop	Rukungiri	0774152300		✓
11	Tweheyo Herbert	Seeds For Generations Ltd.	Mbarara	0772460096	✓	
12	Turyahikayo Kezron	Standard Care Enterprise	Ntungamo	0783040906	✓	
13	Byuvuhore Mark	Mark and Sons Agro-Input Shop	Kisoro	0775474537	✓	
14	Mugabiirwe Frank	Agro Farm Supply Shop	Rukungiri	0772982121	✓	
15	Lubega David	Kaberebere Abamwe General Stores	Isingiro	0702943277	✓	
16	Agumisiriza Peruth	Agrima Ltd.	Kabale	0772953094		✓

**Annex G List of attendance of the agro dealer training Musoma- Tanzania
From 20th – 22nd June 2012 at Setavin Hotel, MUSOMA**

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	Gender	
					Male	Female
1	Chobos Philipo	Masinono Agrovet	Musoma	0784 944 015 0767 944 014	✓	
2	Obedi Kasaizi	Pona Agrovet	Musoma	0784 564 503	✓	
3	Simon Mateo	Mwibagi Agrovet	Musoma	0787 032 478	✓	
4	Justin Masagati	Lawa Agrovet	Tarime	0786 397 576	✓	
5	Lazaro Ndossi	Buhemba Farm Services	Musoma	0752 286 848	✓	
6	Amos Gisunte	Amos Gisunte Investment	Tarime	0756 033 854	✓	
7	Thomas Kisangure	KIFA Investment	Tarime	0784 254 494	✓	
8	Patrick Aloyce	Mkemia Agrovet	Tarime	0784 388 201	✓	
9	Washington Benasius	Mukendo Agrovet	Musoma	0786 763 535	✓	
10	William Nyankena	Nyankena Anicare and Agri Services	Bunda	0767 691 339	✓	
11	Karebu Ruji	Karu Agrovet	Serengeti	0784 205 395	✓	
12	William Misolo	Biashara Enterprise	Musoma	0784 919 010	✓	
13	Eddy Motte	Motte Enterprise	Bunda	0784 450 745	✓	
14	Michael Kweka	Kusande Narumu Enterprise	Bunda	0757 341 367	✓	
15	Christopher Samo Chogero	Ikizu Agrovet	Bunda	0755 835 222	✓	
16	Faida Sese Kassim	Bunda Agrovet	Bunda	0784 852 480		✓
17	Manfred Nyamarasa	Mapema Engineering	Mwanza	0767 461 000	✓	
18	Beatus Mbuya	Summer Farm Service	Tarime	0784 456 131	✓	

Annex H List of Stakeholders Sensitized in Uganda Stakeholders Sensitization Meeting

	Name	Position & Organization	Telephone
1.	Dr. Okasai (Invited to grace the Launch as Guest of Honor)	Director of Agriculture, MAAIF	+256 772 869 642
2.	Mr. Bazaale	Uganda Seed Certification Services, MAAIF	+256 772 405561
3.	Vincent Kuwaruka	P4P - WFP	+256 772 500 688
4.	Stephen Magera	Assistant Commissioner of Trade, Uganda	+256 717 440254 +256 772 497221 +256 417 443106/7
5.	Benjamin Aijuka	Uganda Country Manager, EAGC	+256 782 857058
6.	Dr. Kyeyamwa	Proprietor, Agroways Warehouse Jinja	+256 772 404 245
7.	Clive Drew	ABI-Trust	+256 775 426 300
8.	Wilfred Thembo	Executive Secretary, UNADA	+256 712 200511 +256 782 748330
9.	Rogers Walamaku	Program Manager, Uganda - IFDC	+256 782 587665 +256 701 587665

Annex I List of Agrodealers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No
1	Ayikoyo Dick	Akitosha "U" Ltd.	Arua	+256 772 567 378 +256 753 567 378
2	Oratre Charles	Mungu Yiko Trading Stores	Arua	+256 782 395 007 +256 753 395 007
3	Robert Nam	Obanga Papowa Apwoi	Oyam	+256 772 949 427 +256 702 949 427
4	Grace Gira	Obang Ber Enterprise	Aleptong	+256 774 665 200 +256 750 666 200
5	Sanya John	Kazaro Agro Input Dealer/Produce Buying	Koboko	+256 774 99 3048 +256 791 730 889
6	Obete Denis	Tropical farm Supplies	Apac	+256 772 587 332 +256 755 687 381
7	Ladaa Richard	Hard Store Supply	Amuru	+256 782 611 577 +256 711 611 577
8	Mark Moro	Euroafric Distributors	Gulu	+256 772 422 242 +256 714 207 000
9	Eddy Okello	Kony Paco Agro	Oyam	+256 782 457 101
10	Bongomin Francis	Lubanga Lakica Enterprises	Nwoya	+256 774 203 513
11	Esther Ekura	Ko Giri Agro Input	Aleptong	+256 774 164 878
12	Arionget Suzan	Bukedea Umoja Farmers Company	Bukedea	+256 779 360 980
13	Makaka Moses	Baida Marketing Centre	Bugiri	+256 773 378 270
14	Batambuze Abubaker	Nabukalu Farmers company ltd.	Bugiri	+256 782 109 695
15	Ngereza David	Busia Produce Dealers	Busia	+256 772 378 979
16	Muheji Moses	Masaba Multipurpose	Busia	+256 774 214 448
17	Zachary Okongo	Marenyo Community Cereal Bank	Gem/Siaya	+254 721 522 943 +254 733 820 795
18	Rose Wesonga	RAB Agrovet	Samia	+254 725 773 043
19	Wanyera Joseph	Elgon Farmers Centre	Bungoma	+254 728 590 750 +254 726 031 534
20	Margaret Barasa	Buhehe Multipurpose Company Ltd.	Busia	+256 779 835 973
21	Osege Matias Simeo	Sere General Farmers Association Ltd.	Tororo	+256 782 338 217
22	Sitanga James	Lunyo Multipurpose Famers Association Ltd.	Busia	+256 774 423 902
23	Florence Mangeni	Bulumbi Multi-Purpose	Busia	+256 779 737 525
24	Grace Okumu	Masafu Company	Busia	+256 777 334 044
25	Omoit George Otialuk	Geomoz Ltd.	Bukedea	+256 776 534 634 +256 704 989 339
26	Tabali Moses	Bunambutye Ace Agro Input Shop	Bulambuli	+256 701 338 302 +256 782 338 302
27	Iroota Charles	Atiri Agro Input Dealers Farm Supplies	Tororo	+256 776 406 557

				+256 776 406 557 +256 704 155 818
28	Magero Moses	Bukawa Ace Shop	Iganga	+256 792 049 395 +256 752 555 562
29	Chelangat Eddy	Tegeres Ace	Kapchorwa	+256 778 183 990 +256 704 308 287
30	Muhamud Yusuf Mudondo	Kaserem Ace	Kapchorwa	+256 702 539 721
31	Washole Daniel Sendi	Friends Agro Inputs Stores	Bulambuli	+256 702 777 280 +256 776 777 280
32	Nafuye Janet	Farmers Pride Agencies	Sironko	+256 772 948 304
33	Walyaula John	Walyaula and Bros Agro- Input	Manafwa	+256 781 413 405
34	Balidawa Badru	Namungalwe Ace	Iganga	+256 776 999 048
35	Waiswa George	Malakama Ace	Iganga	+256 784 860 010
36	Wamakesi Sam	Butiru Rural Agro Input Supplies	Manafwa	+256 782 850 948
37	Nangulu Moses	Bukanga Ace	Luuka	+256 772 633 333
38	Kiiza Patrick	MACE	Isingiro	+256 782 804 780
39	Birakwate James	Kihihi Farm Enterprise	Kanungu	+256 772 867 577
40	Stella Ngategire	Mubuku Farmers Store	Kasese	+256 776 664 488
41	Lydia Nofaki	New Farm Supply Shop	Kasese	+256 772 523 217
42	Grace Tukahirilia	Grabrely Farm Supply	Ntungamo	+256 782 712 904
43	Kakinoni Bibian	Itojo Agro-Input Shop	Ntungamo	+256 752 212 000
44	Atweteireho Solomon	Zebu Investments Ltd.	Kabale	+256 782 962 255
45	Agaba Alex Tukamusherura	Farmer's Corner	Kasese	+256 782775137
46	Arinaitwe Monica	Patience Farmers	Ibanda	+256 772 935 016
47	Turyahikayo Kezron	Standard Care Enterprise	Ntungamo	+256 783 040 906
48	Mugabiirwe Frank	Agro Farm Supply Shop	Rukungiri	+256 772 982 121
49	Lubega David	Kaberebere Abamwe General Stores	Isingiro	+256 702943277
50	Natukunda Clezanta	Matukunda Farmers Shop	Rukungiri	+256 774 152 300

Annex J List of Buyers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

NO	NAME	NAME OF ORGANIZATION	COUNTRY	TEL. NO
1	Musoni Valens	Top Services	Rwanda	+250 788 230 416
2	Niyonzima Herve	Proma-Vet Shop	Rwanda	+250 786 669 510
3	James Mawa	Mawa Food store	S. Sudan	+211 925 289 836
4	Silvian Poya	Ama-Taida	S. Sudan	+211 925 286 800
5	Musa Mono Jakayo	Yaba Darakita	S. Sudan	+211 924 63 17
6	Murengerantuali G.	AMDO	Rwanda	+250 788 869 342
7	Nikuze Odette	COCIB	Rwanda	+250 788 767 311
8	Rusanganwa Aloys	FUCORIRWA	Rwanda	+250 788 778 069
9	David Gitonga	Dagia Import	Kenya	+254 722 522 137
10	Beth Njeri	Dagia Import	Kenya	+254 724 337 238
11	Henry Nkure	Balta Trading Co Ltd.	Kenya	+254 720 555 551
12	Duuki Bran	Ropani International Ltd.	Sudan	+211 782 175 661
13	Teresia M. Waweru	Tesamco Traders	Kenya	+254 722 952 136
14	Samson K. Mwarania	Alysam Stores	Kenya	+254 722 800 550
15	Betty Kigongo	Agroways Ltd.	Uganda	+256 784 999 474

Annex K List of other participants attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

NO	NAME	NAME OF ORGANIZATION	COUNTRY	TEL. NO
1	Erickson Oduya	EAGC	Kenya	+254 733 445 787
2	Benjamin Aijuka	EAGC	Uganda	+256 782 857 058
3	Kevin Namulembwa	USAID-Uganda	Uganda	+256 772 200 548
4	Bitariho Deo	URA-Customs	Uganda	+256 772 460 007
5	Musabe Apollo	Farmers Media	Uganda	+256 783 205 498
6	Dr. Charles Mukama	MAAIF	Uganda	+256 772 407 414
7	Wilfred Thembo	UNADA	Uganda	+256 712 200 511
8	Harriet Mpanga	ABI -TRUST	Uganda	+256 721 530 191
9	Muzaula Peter	Farmers Media	Uganda	+256 702 820 217
10	Rose Wanyiri	AGMARK	Kenya	+254 721 867 929
11	Vallary Adhiambo	AGMARK	Kenya	+254 737 471 145
12	Walamaku Rogers	IFDC	Uganda	+256 782 887 665
13	Allan Kiprop	EAGC	Kenya	+254 717 506 427
14	Joseph Bazaale	MAAIF	Uganda	+256 772 405 561

Annex L List Of Attendance At The Consultative Meeting Held At Border Pont Lodge, 28th August 2012

NO	Name	Organization	Title	TEL NO.
1	Emil Kalekwa	Emix Co. Ltd	Director	+255 767399224 / + 255 787399224
2	Christine Nyambura	Nguku Products 2010 Ltd	Marketing Manager	+254 720132619
3	Manfred Nyamarasa	Mapema Eng. & Gen Supp.	Director	+ 255 767461000
4	Viginia Chesoli	Police Depts	Sergeant	+254 720474919
5	Geoffrey K Sile	B/Man Isebaniaa	Isebania	+254 723934042
6	Peter. M. Chaha	Biashara Ya Mazao	Mwanza	+255 764761310
7	Ochoo Levi	Clearing Agent	Port Clerk	+255 788367622
8	Benson Mule	Clearing Agent	Director	+254 735565800
9	Lucy Marori	Bahati Trading Co.	Nairobi	+254 710329653
10	Teresia Mugure Waweru	Tesamco Traders	Director	+254 722952136
11	Samson Koome	Alysam Stores Ltd	Director	+254 722800550
12	Beth Njeri Kanyoro	Dagia Import & Export	Sales	+254 724337238
13	Lucy Kagwiria	Potato Stores	Director	+254 724703905
14	Rael Robi Omari	Tumaini Stores	Sales	+254 716140831
15	Kija K. Zephania	PHIS-SIRARI	Plant Inspector	+254 756 292028
16	Donalo	TFDA-SIRARI	Food Inspector	+254 685 888888
17	Yusuf Majan	USAID-COMPETE	Trade Facilitation	+254 737411704
18	Isaac Tallam	USAID-COMPETE	Sf Trader Advisor	+254 737411705
19	Paul Mburu	KRA	Revenue Officer	+254 724865352
20	Peter Onchumba Monda	Ministry Of Public Health & Sanitation Kenya	Public Health Officer	+254 723047227
21	Musta Daniel	KEBS	Kebs Officer	+254 725371765
22	Isaac Nyateng	KEPHIS	Officer In Charge	+254 724765047
23	Jacqueline Maleko	Ministry Of Industry & Trade.	Asst. Director	+255 754303993
24	Mwamini Mkwizu	Prime Minister Office	Economist	+255 789383373
25	Mjema Mweta	Musoma D. C.	Daldo	+255 754294264
26	Mrs. Mabula	PMORALD	Dc-Butiama	+255 767531044
27	Joshua Mirumbe	PMORALD	Dc - Bunda	+255 755056565
28	Sylvanus Gmboha	Tarime D.C	Daldo-Tarime	+255 784626431
29	Lazarus Ndossi	Buhemba Farm Srv/Act	Manager Butiana	+255 752286848
30	Obedient Kasaki	Pona Agrovet	Director	+255 784564503
31	Leonard F.L. Kachebonaho	Kaderes/KPD PLC	Director	+255 786763535
32	Washington Kasaizi	Mukendo Agrovet	Director	+255 754754655
33	Ben Kamihanda	CRDO-Mwanza	Agmark Consultant	+255 754524007
34	Valerie A. Gachingiri	AGMARK	M & E	+254 737471145
35	Rose Wanyiri	AGMARK	Project Coordinator	+254 721867929
36	Mark Njogu	USAID-COMPETE	Driver	+254 705123119
37	Charles Mlinga	DALDO-Musoma	Driver	+254 789257098
38	Amos Kishebuka	DC-Butiama	Driver	+254 763742431
39	Masanje M. Nyamsusa	DC-Bunda	Driver	+254 762577404

40	Leticia Rugakingila	TRA-PA	PA	+254 754879990
41	Steven Ngwalla	AGMARK	Director, Training	+254 722539764

Annex M List of Attendance To The Market Linkage Workshop Held At Afrilux Hotel, Mwanza On 29th August 2012

NO.	NAME	ORGANIZATION	TEL NO.
1	Zachary Okongo	Marenyo Community Cereal Bank	+254 733820795 / + 254 721522943
2	Jacqueline Maleko	Ministry Of Industry & Trade	+255 754303993
3	Leonard F. Kachubonalo	Kaderes/KPD PLC	+255 75474655
4	Victor.S. Ruleyeya	Musoma Municipal Council	+255 658863450
5	Fidelica.A.Myovella	DED-Musoma Box 344	+255 755215348
6	Richard Mihoyo	DPLO Musoma Box 340	+255 685117111
7	Mroni Garden Cons	David. M.Muroni	+255 767462039/ +255 784462039
8	Makanya Agrovet	Magabe M.Maganya	+255 756848446
9	Teresia Nugure	Tesamco Traders	+254 722952136
10	Marcelina Kalugira	Marcelina Agrovet	+255 785714444
11	Samsom Koome	Alysam Stores	+254 722800550
12	Henry P. Kakwembe	Kakwembe Environment	+255 753799836
13	Lucy Murori	Baita Trading Company	+255 710 329653
14	Kanyoro Beth	Dagia Import And Export	+255 724 337238
15	Stanley G Sam	MSAE-AGR	+254 786682017
16	Mwamini Mkwizu	Prime Minister's	+254 789383373
17	Isaac Tallam	Usaid Compete	+254 737411705
18	Christine Nyambura	Nguku Products 2010 Ltd	+254 720132619
19	Yusufu Majan	Usaid Compete	+254 737411704
20	Mjema Mweta	Musoma DC CRDO	+254 754294264
21	Ben Kamihanda	AGMARK Consultant	+255 754524007
22	Emil Kalekwa	Emix Ltd	+255 787399224 / + 255 76739224
23	Musibu Shabani	TRA	+254 714 039914
24	Mrs Mabuke A.S.L	PMORALG	+255 767531044
25	Lucy Kagoria	Neema Stores	+254 724703905
26	Mr.Geoffrey Kiwyamai Sigo	Teff Trarer'ss	+254 723934042
27	Deo Madete	DC-Office	+255 784186130
28	M.L.C Lujaji	Regional Admin Secretary	+255 754642446
29	Samuel O. Sassi	Regional Admin Dev. Officer	+255 787640836
30	Nyanda R. Joseph	Regional Trader Officer	+255 785749990
31	Rose Wanyiri	AGMARK	+254 721867929
32	Vallary Adhiambo	AGMARK	+254 737471145
33	Amosi Kishebuka	USAID COMPETE	+255 763742431
34	Mark Njogu	USAID COMPETE	+255 705123119
35	Charles Mlinga	DALDO MSM Vijijim	+255 789257098
36	Steven Ngwalla	AGMARK	+254 722539764

**Annex N Annex 8: List Of Agrodealers Attending The Market Linkage
Workshop Held At Afrilux Hotel, Musoma On 29th August 2012**

NO.	NAME OF AGRODEALER	NAME OF SHOP / ORGANIZATION	DISTRICT	PHONE NO
1	Obedi Kasaizi	Pona Agrovet	Musoma	0784 564 503
2	Justin Masagati	Lawa Agrovet	Tarime	0786 397 576
3	Lazaro Ndossi	Buhemba Farm Services	Musoma	0752 286 848
4	Amos Gisunte	Amos Gisunte Investment	Tarime	0756 033 854
5	Thomas Kisangure	Kifa Investment	Tarime	0784 254 494
6	Patrick Aloyce	Mkemia Agrovet	Tarime	0784 388 201
7	Washington Benasius	Mukendo Agrovet	Musoma	0786 763 535
8	William Nyankena	Nyankena Anicare & Agri Services	Bunda	0767 691 339
9	Karebu Ruji	Karu Agrovet	Serengeti	0784 205 395
10	William Misolo	Biashara Enterprise	Musoma	0784 919 010
11	Eddy Motte	Motte Enterprise	Bunda	0784 450 745
12	Michael Kweka	Kusande Narumu Enterprise	Bunda	0757 341 367
13	Christopher Chogero	Ikizu Agrovet	Bunda	0755 835 222
14	Faida Sese Kassim	Bunda Agrovet	Bunda	0784 852 480
15	Manfred Nyamarasa	Mapema Engineering	Mwanza	0767 461 000
16	Beatus Mbuya	Summer Farm Service	Tarime	0784 456 131

Annex O List of Contacts during the South Sudan Trip

No	Name	Designation	Town/Border	Tel. No
1	John Woka Iseke	Dar-Es-Salaam Market	Yei Town	+211 977 110 131
2	Martin Lokudu	Dar-Es-Salaam Market	Yei Town	
3	Dagula Juma Musa	Yaba Darakita	Kajo-Keji	+ 211 984 216 258
4	Muni Alex	Mawa Food Stores	Kajo-Keji	+ 211 955 348 292
5	Jacob Thon	Grade and Standards Officer	Jale	+ 211 956160941 / + 211 781242949
6	John Akuei	Ministry of Commerce, Industry & Investment	Jale	+ 211 787 937 810
7	David Lual	Customs Officer	Jale	+ 211 778 307 344
8	Thongbor Peter Almong	Chief Immigration and Alien Affairs	Jale	+ 211 785 668 399 + 211 956 896 344
9	Maj. Clement	Customs Police Officer	Jale	+ 211 956 750 004
10	Lt. Col. Emmanuel Guya Simon	Dep. Director Customs	Nimule	+ 211 955 255 134 + 211 928 182 028 + 211 917 581 316
11	Angeu Ngot Meyer	Head of Trade	Nimule	+ 211 913 442077
12	Rose Akulu	Trader at Melekia West Market	Nimule	+ 211 319592
13	Andrua	Trader at Melekia West Market	Nimule	
14	Amos Ngot	Konyokonyo Market	Juba	+211 957061314

Annex P List of Contacts During The Rwanda Trip

No	Name	Designation	Town	Tel. No
1.	Jean Bosco Safari	Project Coordinator RADD	Kigali	+250 788 520 914 – jbsafari@ifdc.org
2.	Bruce Smith (PHD)	Policy Advisor - MINARI	Kigali	bsmith@rwandaphhs.com
3	Khadija Shamte	Director – Adept Systems (Monitoring the implementation of EAC regulations on Trade)	Kigali	kshamte@adeptsystems.co.ke
4	Drocelle Mukagatare	Commercial Trainer	Kigali	+250 788 640 874
5	Funy Kareketi	Trade Officer – MOA Rwanda	Kigali	+250788750766

Annex Q ATAB Project Pictorial



Photo 8: Program Launch



Photo 9: An Agrodealer Beneficiaries Loading his stores



Photo 10: Tegeres ACE in Kapchorwa



Photo 11: Loaders at Mutukula border; Mr Bakuza (in black and yellow shirt) looks on as grains are being loaded



Photo 12: Goods being loaded to other trucks on the Ugandan side at Mutukula border



Photo 13: Grain Sampling at Yei Market in South Sudan



Photo 14: ATAB MLW in Tanzania



Photo 15: ATAB MLW in Uganda