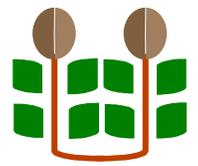




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AGMARK- KENYA

COMPETE Agrodealer Trade Across Borders (ATAB)

MONTHLY REPORT-APRIL 2012



April 2012

This Report has been prepared by AGMARK-KENYA for Agrodealer Trade across Borders program.

Project: ATAB – Agrodealer Trade Across Borders

Donor: USAID COMPETE

Prepared by: James Mutonyi

Period: April 2012

Summary: The main activities for the second month of the project were;

1. Launch of the Project
2. Identification of Trainers
3. Agro-dealer Trainings
4. Administration Issues

Project Launch: ATAB was officially launched on the 12th April 2012 at Golf Course Hotel, Kampala, Uganda with a total attendance of 30 stakeholders drawn from the East Africa 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).



Photo 1: Group Photo at the Launch

Those who made presentations at the launch included representatives from AGMARK, USAID Compete, USAID Uganda Mission, Ministry of Agriculture in Uganda, Agro dealer and traders. The project has been well received and most of the stakeholders are ready to collaborate and partner to achieve the desired goals.

Review of training modules and identification of trainers: Training modules were reviewed and duplicated and key trainers identified, these trainers included

- 1) Cletie lukusa-Agmark CT, Lead trainer
- 2) Harriet Nabirye-Grain consultant
- 3) Michael Odong-MAAIF
- 4) Rajab Kiguma-URA
- 5) Apunyo Tom-URA

Agrodealer Cross-Border Training: I Agrodealer training session was conducted from 25th to 27th April 2012 at Hotel Kakanyero, Gulu-Uganda with a total of 13 (9M, 4F) agrodealers being trained in cross border, other modules trained include;

1. Grain Aggregation and Bulking including visiting an Aggregation/Bulking center WFP- Gulu Warehouse,
2. Ware house Management,
3. Sanitary and phyto sanitary Standards
4. Grain quality Standards
5. Harmonised Standards
6. Contractual issues and Arbitration
7. Marketing costs and Margins
8. Marketing and Branding
9. Grain Export and Import regulations
10. Customs declarations and procedures



Photo 2: Agrodealer Training Session in Gulu

The 3 days training was very successful, the Agrodealers selected and trained were the actual people who deserved the training and the facilitators covered all the modules provided however, some modules need more time. Immediate testimonies from the participants were given and they were able to identify the mistakes they have been committing in their businesses which clearly indicated that a good percentage of the participants appreciated the training and vowed to put what they learnt into practice and make Cross border trade a success in their region.

Administration: An accountant (Faith Awour) was appointed by AGMARK to handle the accounting and administration duties of the project. It is expected that she will spend up to 60% of her time supporting ATAB activities. She is based in Nairobi and will be supported by Mildred Barasa (AGMARK Finance and Administration Manager)

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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 – Country Director | ATAB Launch and Meetings with Traders |
| 3 | Stephen Ngwalla – Director of Training | To plan the Launch of ATAB Project in Kampala; and to Engage with/Sensitize relevant Stakeholders on facilitating Cross-Border Cereals Trading among East African States. |

**List of attendance of the agro dealer 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 | ✓ | |