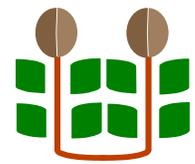




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The Competitiveness and Trade Expansion Program



AGMARK

USAID-COMPETE
Agrodealer Trade Across Borders (ATAB) Project
12TH MONTHLY REPORT - FEBRUARY 2013



February 2013

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

Project: ATAB-Agrodealer Trade Across Borders

Donor: USAID COMPETE

Prepared by: James Mutonyi

Period: February 2013

SUMMARY: In the month of February 2012; AGMARK carried out the project end term evaluation in Tanzania and Uganda; AGMARK also carried out the project impact/success stories on the program.

I. ATAB IMPACT STUDY

In the month of February, AGMARK conducted an impact study for a total of 23 ATAB project stakeholders and beneficiaries; a total of 15 interviews were conducted in Tanzania while 8 interviews were conducted in Uganda. One of the stories is Annexed I

Table I: List of People Interviewed during Impact Assessment

S/No	Name/Organization Interviewed	Title/District
TANZANIA		
1	Mr. Manfred Nyamarasa	Chairman of the Lake Zone Agro dealers and Cereal Traders Association (LACETA).
2	Mr. Thomas M. Kweka	Kusande Narumu Enterprises in Bunda District
3	Mr. Eddy Chacha Mole	Mole Enterprises in Bunda District.
4	Mr. William Chacha	Anicare Agrovet.
5	Mr. Francis G. Makunja	District Trade Officer-Musoma District Council,
6	Ms. Prisca Shirati	Agricultural Officer - Musoma District Council,
7	Mr. Alfred Tombora	Customs Officer- Sirare (Tanzania)
8	Mr. Kibwan Abdallah	Assistant Customs Officer- Sirare (Tanzania)
9	Mr. Simon Mwanga	Assistant Preventive Officer- Sirare (Tanzania)
10	Mr. Joseph Anyange	Kenya Revenue Officer- Isibania (Kenya)
11	Mr. Mr. Paul Mburu	Assistant Kenya Revenue Officer- Isibania (Kenya)
12	Mr. Joshua Mirumbe	Bunda District Commissioner
13	Mrs. Farida Sese at Suma Agovet	Bunda District
14	Mr. Peter Chacha	Mugeta posho Mill
15	Mr. Manfred Nyamarasa	Mapema General Supplies Stores

UGANDA		
1	Kazaro Agro Input & Trader	Kaboko District
2	Obanga Papowa Apwoi,	Oyam District
3	Bukedea Umoja Farmers Company	Bukedea Districts
4	Tegeres Ace	Kapchorwa District
5	TCC Mutukula	Mutukula District.
6	Mutukula Women Informal Traders Association	Mutukula District.
7	Manyakabi Area Coop. Enterprises	Insingiro District
8	Kaberebere Abamwe General Stores in	Insingiro District

Observations made during the Interviews in Uganda

- There is a cordial relationship between ATAB project beneficiaries such as traders, agrodealers, companies and cooperatives societies in the project area.
- Increased tonnage of grains produced and sold both locally (Uganda) and across borders as a direct result of the project implementation.
- There is enthusiasm and zeal by ATAB project beneficiaries to sustain and enhance benefits so far realized
- There is an enhanced understanding on cross border trade and its regulations among ATAB project beneficiaries,
- Prudent book keeping practices among ATAB project beneficiaries as a result of training received under the project.
- High number of “other Agrodealers, cooperatives, traders and farmers ” (Not trained by ATAB) show keen interest to be trained so as to be a par with their counterparts, this forces trained agrodealers to train these farmers on the knowledge gained from the project.
- Expanded market catchment and increased returns among ATAB project beneficiaries,
- Increased utilization of business contracts among ATAB project beneficiaries both locally (Uganda) and across the border,
- Trickle-down effect of the ATAB project to farmers and agrodealers through marketing and community outreach consequently enhancing grain production and grain standards,
- The desire by ATAB project beneficiaries to have AGMARK build capacity of farmers in the project area in order to enhance production, guarantee grain quality, reduce wastage and increase profits,
- Expanded and modernized grain storage facilities to achieve high quality standards,
- Increased premise branding by ATAB project beneficiaries,

- Enhanced marketing by ATAB project beneficiaries through the display of product, certificates of training, utilization of branded dust coats and community outreach programs to farmers and
- Improved grain storage techniques in the warehouses.

Observations made during the Interviews in Tanzania

- A friendly relationship between the AGMARK ATAB Project consultant on the ground (Mr. Benzeth Kamihanda) and ATAB project beneficiaries.
- Concerted effort to establish Traders and Agrodealers associations both at local and regional levels.
- The desire for capacity building on associations' management by ATAB project beneficiaries.
- Low levels of awareness of EAC 2010 protocol among most key government offices.
- The need for strategic and comprehensive EAC 2010 mobilization campaign among all stakeholders.
- Increased tonnage of grains sold within Tanzania.
- The enthusiasm exhibited by ATAB project beneficiaries to sustain and enhance benefits so far realized through formation of Agrodealers and Traders Associations.
- High levels of enlightenment on grain storage, warehouse management and book keeping practices among some ATAB project beneficiaries.
- Stringent, conflicting and bureaucratic practices among government agencies.
- Expanded market catchment and increased returns among ATAB project beneficiaries,
- The desire by ATAB project beneficiaries to have AGMARK build capacity of farmers in order to enhance production, guarantee grain quality, reduce wastage and increase profits.
- Expanded and modernized grain storage facilities to achieve high quality standards.
- Enhanced marketing and branding by ATAB project beneficiaries through display of stock, certificates of training and utilization of branded dust coats.
- Minimal trust among grain traders across the border.
- The enthusiasm by the District Commissioner and Customs Officers to participate in Joint Border Committees.

END OF PROJECT REPORT

AGMARK is in the process of compiling an end of projects report, including an external evaluation report. This will be shared with USAID-COMPETE before the end of March

FEBRUARY PICTORIALS



Photo 1: Impact Study in Oyam District



Photo 2: Impact Study at Mutukula border



Photo 3: Impact Study at Isingiro District



Photo 4: Impact Study at Kapchorwa District



Photo 5: Impact Study at Mutukula Border



Photo 6: poorly Stored Grains at a Warehouse in Mutukula



Photo 7: Bagging / Proper Storage Challenges at a Warehouse in Mutukula

SUCCESS STORY

From an ordinary Trader to a 'Technical Man'



Koboko District is bordered by South Sudan to the north, and the Democratic Republic of Congo to the west. It is the location of tripoint, where the International borders of the Democratic Republic of Congo, South Sudan and the Uganda intersect. The district is 548KM from Kampala the capital city of Uganda.

Traders in this district face a lot of challenges in doing their businesses across these borders; majority of challenges include; lack of skills on how to trade across the borders and in post-harvest handling, direct purchase by traders from neighbouring countries

e.g. Sudan; too many road blocks;

The Agrodealer Trade Across Borders (ATAB) project worked closely with the traders to try and curb these challenges faced by agrodealers in doing their business within their countries and across the borders.

In March 2012, ATAB project began working with Kazaro Agro Input Dealer/Produce Buying Shop, a group that was formed in 2006 and ventured into agrodealership in 2010 with an aim of supplying NAADS a national subsidy program by the Government; the group planted Cassava, supplied NAADS and used the proceeds together with UGX 2Million borrowed from a SACCO to open the shop. John Sanya, the one who spearheaded the agrodealership idea together with the chairman of the group Mr. Muto Aloro welcomed the ATAB team for documentation of the success of the program in the region. John Sanya, a Secondary School certificate holder, has a household of 6people and owns 4acres of land where he farms Cassava, Maize, Beans and

I am now being called 'the Technical Man', thanks to ATAB Project which equipped me with skills. I have received UG Shs 6,000,000 from sales of vegetables seeds to farmers who I trained

Vegetables.

He attended the ATAB training in April 2012 in Gulu where he was trainer on Grain Standards; Cross-border trade; Introduction to Agricultural Marketing; Customs declarations; SPS issues; HS Codes; Costing and Pricing; Marketing and branding; Contractual Issues; Cereal Bulking and aggregation; Grain Storage and Handling; Marketing Costs and Margins; and Warehouse Management.

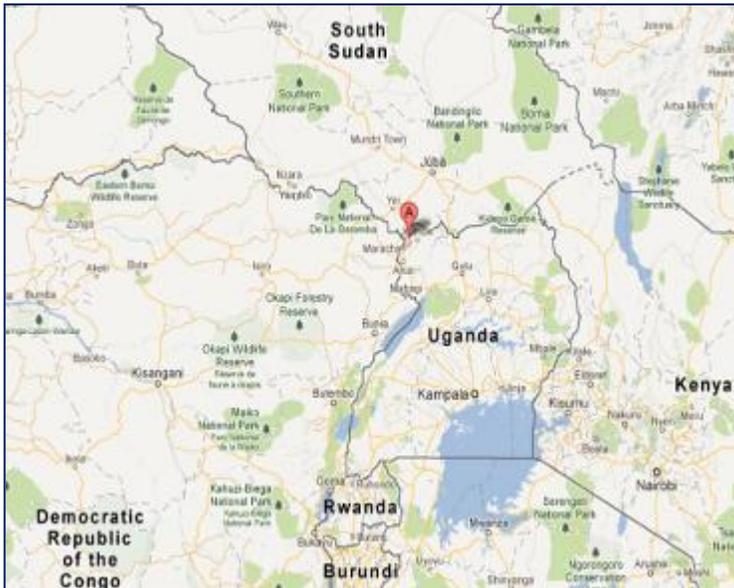
This training created demand for him to train farmers, these farmers eventually bought improved vegetable seeds from his shop worth UGX 6,000,000; because of his knowledge, he was appointed by the District farmers Association to supervise farmers within the district, Sanya says *“although I am currently doing it freely, soon I will begin demanding for payment”*. The training has created a huge demand for his services by both the farmers and the district agricultural office of Koboko.

UGX 28M

Value of Sales to
South Sudan

Sanya currently deals professionally with his buyers, he says *“I now write pro-forma invoice to buyers who do not bring cash, I never used to do this before the ATAB training, and I now keep records of buyers”*

Map Showing Koboko District



It was after this training that Sanya decided to bulk in the month of August 2012, he has bulked a total of 17MT (Rice 6.9MT; Maize 8.5MT, Groundnuts 1.2MT and beans 0.5MT). Through the Market linkage workshop, he was linked to buyers from South Sudan and has sold a total of 8MT to South Sudan valued at UGX 28,339,500.00

Currently he serves a total of 85(29M, 56F) farmers from 4groups; he says many groups are seeking to work with him but he is still

holding back as he still wants to build his capacity by purchasing equipments that will ease his work. Together with his group they have;

- Agreed with members to contribute UGX 40,000 to buy a miller
- Have a vision 2014 to purchase irrigation generator for farmers to rent; this will give him more income to boost his bulking business.