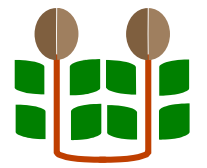




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AGMARK

COMPETE Agrodealer Trade Across Borders (ATAB)

5TH MONTHLY REPORT-JULY 2012



July 2012

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: July 2012

SUMMARY: The main activity for the fifth month of the ATAB project was the market linkage workshop in Kampala, UGANDA.

I. MEETING WITH AGMARK AND COMPETE TEAM.

A meeting was held on 9th July 2012 afternoon at the USAID /COMPETE with Agmark team (Steve Ngwalla, Rose Wanyiri and Vallary Adhiambo) and the COMPETE team (Steve Humphrey, Isaac Tallam and Chris Donohue).

The meeting aimed at discussing a number of challenges inhibiting cross border cereals trading were observed during the course of implementing the ATAB Project in Tanzania (AGMARK team visited Mwanza, Tanzania on a familiarization and sensitization trip and also held a training workshop for Agrodealers and Grain Traders in Musoma Town from the 20th to 22nd June 2012) (Copy of the ATAB Project - Challenges Encountered in Tanzania, attached)

2. MARKET LINKAGE WORKSHOP

Market linkage workshop:

A market linkage workshop was held on 19th July 2012 at the Golf Hotel in Kampala, Uganda. The workshop brought together **51 agrodealers** from Eastern, Western and Northern Uganda earlier trained on cross border trade (in Mbale, Gulu, Mbarara and Busia) and **14 grain buyers** from within Uganda, Rwanda, Kenya and South Sudan. Stakeholders were well represented by the MAAIF- COMESA officer; the head of the seed Department, URA customs officer, EAGC, UASID mission Uganda, ABI trust, UNANDA among others.

The market linkage workshop gave agrodealers aggregating grain in Uganda and cross border grain traders from Kenya, Rwanda, Uganda and Southern Sudan a networking platform to discuss business and establish formal market linkages.

The participants (buyers and sellers) shared their experiences, opportunities and challenges of trading in cereals across the Uganda-Kenya/Rwanda/Sudan borders.

Various institutions (MAAIF, COMESA DESK, URA, EACG ETC) gave views and responses to these challenges.

The participants were also guided by the M&E officer on the importance of data collection and guided on how to be filling and submitting data for the purpose of monitoring and documentation of the project. (Annex2 the Market linkage program)



Ms Wanyiri (Coordinator ATAB) gives a presentation on ATAB project updates and way forward

A total of **83(59M, 24F)** participants attended. (Annex3- the Market linkage workshop list of participants)

Association Formation

Several associations have been formed by the trained agrodealers which are acting as negotiating bodies to support the interests of the traders as well as to provide professional support and networking among the traders . The participants trained in Busia formed an association as below;

Name: Eastern Agri-Business Services Association Limited.

Objective: To bulk, grade, and conduct cross border trade.

Membership: Twenty five. **Males:** 18; **Females:** 7

Commodities: Maize, Beans, Soya Beans, Sorghum (white), and millet.

Capacity of store: 3,000MT



Silvian Poya a grain buyer from S. Sudan makes a contribution.

Other associations are still being formed by agrodealers as a result of the cross-border trainings they have attended; 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.

Observations/challenges and recommendations;

1. The market linkage workshop was successful and the enthusiastic responses and interactions illustrated the great appetite the participants had for establishing formal and sustainable market linkages.
2. The participants were enthusiastic and excited about the workshop. It is clear that they are putting into practice what they learnt during the training. One of the agrodealers brought samples to the workshop to show to the buyers the quality of grains supplied by their group. The agrodealers also insisted on the buyers to sign contracts when trading with them and also offer prices based on quality of grain offered.

3. The buyers expressed their wish to undergo through the training on cross border trade to better understand the grain quality standards, warehouse management and more so in the use of contracts and licenses, permits and requirements for cross border trade.
4. The traders lack sufficient capital with which to carry out business and access to appropriate credit is limiting. This invariably places severe constraints on the volumes that the traders can engage in profitably, especially if they were to target major value-chain drivers in the marketplace.
5. Lack of reliable and timely market information is a challenge for the traders.
6. The Buyers and seller operating at the Busia border shared their pleasant experience of trading across the border following the establishment of cross border committee. This should be replicated at the Sirari border by having the COMPETE and AGMARK team engage the regional heads of the various Institutions impacting on cross border cereal trading in and the border officers at this border point in an endeavour to iron out the challenges experience by traders engaged in cross border grain trade.

August 2012 ACTIVITIES;

- 1) Familiarization and sensitization trip to the Uganda -South Sudan border town of Nimule; meeting with buyers who attended the Market Linkage workshops in Kajo-Keji; Meeting grain dealers in Yei, Dar-Es-Salaam Market
- 2) Training by EAGC on Grain FUmigation
- 3) Identification and mobilization of large grain buyers from Kenya to attend the Tanzanian market linkage workshop.
- 4) Meeting with the Mara regional heads, buyers and sellers representatives and various border officers at the Sirari border in an endeavour to iron out the challenges experience by traders engaged in cross border grain trade.
- 5) Holding of Market Linkage workshop in Musoma, Tanzania with grain buyers and agrodealers.
- 6) Profiling of grain buyers attending the workshop.

Annex I Work plan for August 2012

Activities	Sub-activities	AUGUST					Responsible persons	Indicator Unit	Program Targets
		W1	W2	W3	W4	W5			
Activity 1. Familiarization and sensitization.									
Familiarization and sensitization	Make a trip to the Uganda - South Sudan border town of Nimule to familiarize with the grain trade at the border as well as meet grain traders and various stakeholders, host institution.						Project Coordinator and M&E officer	Familiarization with grain trade at the Uganda-Sudan border	
Activity 2: Training									
Training on Fumigation	Training by EAGC in Eldoret								
Activity 3. Market Linkage /Regional Workshop									
Identification and mobilizing of large grain buyers.	Identification and mobilization of large grain buyers from Kenya to attend the market linkage workshops						Project Coordinator. STTA	1) 8 large grain traders from Kenya Identified and mobilized to attend the market linkage workshop in Tanzania.	

Meeting with regional heads, buyers and sellers representatives in Musoma ,Tanzania.	Holding a half day meeting with regional heads(MAFCs TRA, PHIS, Min of trade, provincial administration etc) and grain buyers and sellers rep in Musoma, Tanzania						Project Coordinator, STTA	1) Cross border grain trade Challenges ironed out.	
Meeting with the stakeholders at the Sirari Border	Meeting with the various border officers at the Sirari border in an endeavour to iron out the challenges experience by traders engaged in cross border grain trade.						Project Coordinator, STTA	1) Cross border grain trade Challenges ironed out.	
Market Linkage workshop in Tanzania	Holding 1 day market linkage workshop with 18Agrodealers earlier trained on cross border grain trade and grain buyers from Kenya.						Project Coordinator, M&E officer and STTA	1) One day market linkage Workshop held and contracts signed between agrodealers and grain buyers. 2)Profiling of grain buyers	

Annex 2: ATAB Performance Management Plan

ATAB PERFORMANCE MANAGEMENT PLAN (MARCH - DECEMBER 2012)													
	INDICATOR	Baseline	Disaggregated by	Quarter 1		Quarter 2		Quarter 3		Quarter 4		Cumulative	Program Target
				(Mar - May 2012)		(Jun - Aug 2012)		(Sept - Nov 2012)		(Dec 2012)			
				Target	Achieved	Target	Achieved	Target	Achieved	Target	Achieved		
Outcome I: Agrodealers are well positioned to supply the quality of grain required across the borders.													
I.1	No. of AD's trained on Cross Boarder Grain Trade	0	Gender	0	59	0	18	0	0	0	0	77	60
			M	0	40	0	17	0	0	0	0		
			F	0	19	0	1	0	0	0	0		
I.2	No. of trained Agrodealers purchasing grain from small holder farmers*	0	Gender	0	0	6		10		4			20
			M	0	0	4		6		2			
			F	0	0	2		5		2			
I.3	No. of small holder farmers selling grain to Agrodealers*	0	Gender	0	0	400		700		400			1500
			M	0	0	350		450		250			
			F	0	0	150		250		150			
I.4	Volume of grains in MT purchased by agrodealers from small holder farmers*	0	Volume in MT	0	0	40		160		20			240

1.5	Value of grains in US \$ *	0	Value in US\$	0	0	\$91,000		\$360,000		\$49,000			\$500,000
Outcome 2. Traders have access to agrodealers sourcing grain from small holder farmers													
2.1	No. of trained Agrodealers linked to cross boarder buyers*	0	Gender	0		40	50	19		18		50	60
			M	0		30	35	10		9			
			F	0		10	15	9		9			
2.2	No. of buyers linked to Agrodealers*	0	Number	0		10	15	5		5		15	10
2.3	No. of Agrodealers supplying grain to cross boarder buyers*	0	Gender	0		6		10		4			20
			M	0		4		6		2			
			F	0		2		5		2			
2.4	No. of contracts signed and serviced between agrodealers and buyers*	0	Contracts	0		10		20		5			5
2.5	No. of contracts signed and serviced between agrodealers and farmers*		Contracts	0		5		10		5			20

Notes

*Data collection to begin in August, this is the harvesting season

Targets for the 3rd quarter are the highest as it is the period when most sales are being made

Annex 3 Program- Market linkage Workshop-Kampala, Uganda.



PROGRAM FOR AGRODEALER TRADE ACROSS BORDERS (ATAB) MARKET LINKAGE WORKSHOP GOLF COURSE HOTEL, KAMPALA, UGANDA 19TH JULY 2012

PROGRAM OF ACTIVITIES

09.30 am – 10.00 am	- Arrival and Registration {Refreshments}
10.00 am – 10.25 am	- Introductions & Opening Remarks
10.25 am-10.45 am	- ATAB Project updates
10.45 am – 11.15 am	- Opportunities and Challenges in Trading in Cereals Across the Ugandan-Kenya/Rwanda/South Sudan Borders from the Buyers Perspective { BUYERS' REPRESENTATIVES }
11.15 am – 11.45 am	- Opportunities and Challenges in Trading in Cereals Across the Ugandan-Kenya/Rwanda/South Sudan Borders from the Buyers Perspective { SELLERS' REPRESENTATIVES }
11.45 am – 13.00 pm	Views & Responses from Representatives of Institutions Impacting on Cross Border Trading in Cereals: <ul style="list-style-type: none">◆ Ministry of Agriculture (MAAIF)◆ Uganda Revenue Authority (URA)◆ Ministry of Trade & Commerce
13.00 pm – 14.00 pm	- LUNCH BREAK
14.00 pm – 15.30 pm	- Open Session and Discussions on Way forward. Opportunity for Buyers & Sellers to Negotiate (On a One-on-One Basis).
15.30 pm – 16.00 pm	- Market Information System { EAGC }
16.00pm-16.30 pm	Guidance on Agrodealer Data collection tool and Profiling of Grain buyers { Valerie Adhiambo-AGMARK }
16.30 pm – 17.00 pm	- Way Forward for Grain traders networking and Linkages
17.00 pm – 17.20 pm	- Guest of Honour Speech and Closure
17.20 pm	- Tea/Coffee Break & Departure

Promoting cross-border trade linkages between agrodealers and bulk grain/cereals buyers in the East Africa region.

Annex 4. 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	E-Mail Address
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	munguyikotraders@yahoo.com
3	Robert Nam	Obanga Papowa Apwoi	Oyam	+256 772 949 427 +256 702 949 427	robertnamokello@gmail.com
4	Grace Gira	Obang Ber Enterprise	Aleptong	+256 774 665 200 +256 750 666 200	giragrace@gmail.com
5	Sanya John	Kazaro Agro Input Dealer/Produce Buying	Koboko	+256 774 99 3048 +256 791 730 889	kufaiproduce@gmail.com
6	Obete Denis	Tropical farm Supplies	Apac	+256 772 587 332 +256 755 687 381	tropicalfarmapac@gmail.com
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	moro.mark@yahoo.com
9	Eddy Okello	Kony Paco Agro	Oyam	+256 782 457 101	okello-eddy10@yahoo.com okello-eddy@gmail.com
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	baidabu@hotmail.com
14	Batambuze Abubaker	Nabukalu Farmers company ltd.	Bugiri	+256 782 109 695	batambuzebaker@yahoo.com
15	Ngereza David	Busia Produce Dealers	Busia	+256 772 378 979	ngerezadave2009@yahoo.co.uk
16	Muheji Moses	Masaba Multipurpose	Busia	+256 774 214 448	mosesmuheji@yahoo.com
17	Zachary Okongo	Marenyo Community Cereal Bank	Gem/Siaya	+254 721 522 943 +254 733 820 795	zakokongow@yahoo.com

18	Rose Wesonga	RAB Agrovot	Samia	+254 725 773 043	rowes51@yahoo.com
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	osegematias@yahoo.com
22	Sitanga James	Lunyo Multipurpose Farmers 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	otialuk@gmail.com
26	Tabali Moses	Bunambutye Ace Agro Input Shop	Bulambuli	+256 701 338 302 +256 782 338 302	tabalimoses@yahoo.com
27	Iroota Charles	Atiri Agro Input Dealers Farm Supplies	Tororo	+256 776 406 557 +256 776 406 557 +256 704 155 818	irootacharles@yahoo.com
28	Magero Moses	Bukawa Ace Shop	Iganga	+256 792 049 395 +256 752 555 562	hakimbogere@yahoo.com
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	kaseremace@yahoo.com
31	Washole Daniel Sendi	Friends Agro Inputs Stores	Bulambuli	+256 702 777 280 +256 776 777 280	swasholedaniel@yahoo.com
32	Nafuye Janet	Farmers Pride Agencies	Sironko	+256 772 948 304	buhulejan@yahoo.com
33	Walyaula John	Walyaula and Bros Agro-Input	Manafwa	+256 781 413 405	
34	Balidawa Badru	Namungalwe Ace	Iganga	+256 776 999 048	balidawabadru@yahoo.com
35	Waiswa George	Malakama Ace	Iganga	+256 784 860 010	wswwgeorge@yahoo.com nakalamaace@yahoo.com
36	Wamakesi Sam	Butiru Rural Agro Input Supplies	Manafwa	+256 782 850 948	pastorsamwamakesi@yahoo.com
37	Nangulu Moses	Bukanga Ace	Luuka	+256 772 633 333	nagumose@yahoo.co.uk
38	Kiiza Patrick	MACE	Isingiro	+256 782 804 780	kiiza_patrick@yahoo.com

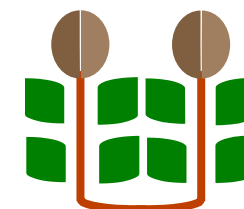
39	Birakwate James	Kihihi Farm Enterprise	Kanungu	+256 772 867 577	birakwatejames@yahoo.com
40	Stella Ngategire	Mubuku Farmers Store	Kasese	+256 776 664 488	
41	Lydia Nofaki	New Farm Supply Shop	Kasese	+256 772 523 217	
42	Grace Tukahirilia	Grabrely Farm Supply	Ntungamo	+256 782 712 904	gtukahairwa@yahoo.com
43	Kakinoni Bibian	Itojo Agro-Input Shop	Ntungamo	+256 752 212 000	bibianakinoni@yahoo.com
44	Atweteireho Solomon	Zebu Investments Ltd.	Kabale	+256 782 962 255	solomonrwaka@yahoo.co.uk zebuinvestments@gmail.com
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	turyahikayokeziron@yahoo.com
48	Mugabiirwe Frank	Agro Farm Supply Shop	Rukungiri	+256 772 982 121	francemugabirwe@yahoo.com
49	Lubega David	Kaberebere Abamwe General Stores	Isingiro	+256 702943277	
50	Natukunda Clezanta	Matukunda Farmers Shop	Rukungiri	+256 774 152 300	

Annex 5. 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	E-MAIL
1	Musoni Valens	Top Services	Rwanda	+250 788 230 416	Musoni.valens@yahoo.fr
2	Niyonzima Herve	Proma-Vet Shop	Rwanda	+250 786 669 510	niyoherv@yahoo.fr
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	mureguil30406@yahoo.fr
7	Nikuze Odette	COCIB	Rwanda	+250 788 767 311	nikuzeodette84@yahoo.com
8	Rusanganwa Aloys	FUCORIRWA	Rwanda	+250 788 778 069	Alvarus123@yahoo.fr Mureguil30406@yahoo.fr
9	David Gitonga	Dagia Import	Kenya	+254 722 522 137	dagiaimportnexport@yahoo.co.uk
10	Beth Njeri	Dagia Import	Kenya	+254 724 337 238	kanyorobeth@yahoo.com
11	Henry Nkure	Balta Trading Co Ltd.	Kenya	+254 720 555 551	baltahen@yahoo.com
12	Duuki Bran	Ropani International Ltd.	Sudan	+211 782 175 661	branduuki@yahoo.com
13	Teresia M. Waweru	Tesamco Traders	Kenya	+254 722 952 136	terrymugure80@yahoo.com
14	Samson K. Mwarania	Alysam Stores	Kenya	+254 722 800 550	
15	Betty Kigongo	Agroways Ltd.	Uganda	+256 784 999 474	betty.kigongo@agroways.ug

**Annex 6: 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	E-MAIL
1	Erickson Oduya	EAGC	Kenya	+254 733 445 787	eoduya@eagc.org
2	Benjamin Aijuka	EAGC	Uganda	+256 782 857 058	baijuka@eagc.org
3	Kevin Namulembwa	USAID-Uganda	Uganda	+256 772 200 548	knamulembwa@usaid.gov
4	Bitariho Deo	URA-Customs	Uganda	+256 772 460 007	dbitariho@ura.go.ug
5	Musabe Apollo	Farmers Media	Uganda	+256 783 205 498	rutakumwa7@yahoo.com
6	Dr. Charles Mukama	MAAIF	Uganda	+256 772 407 414	mukamacharles@yahoo.com pmukama@agriculture.go.ug
7	Wilfred Thembo	UNADA	Uganda	+256 712 200 511	thembowilfred@gmail.com
8	Harriet Mpanga	ABI -TRUST	Uganda	+256 721 530 191	harriet.nsubuga@abitrust.com
9	Muzaula Peter	Farmers Media	Uganda	+256 702 820 217	mmuzaulaaran@yahoo.com
10	Rose Wanyiri	AGMARK	Kenya	+254 721 867 929	rwanyiri@agmarkkenya.org
11	Vallary Adhiambo	AGMARK	Kenya	+254 737 471 145	vadhiambo@agmarkkenya.org
12	Walamaku Rogers	IFDC	Uganda	+256 782 887 665	rwalamaku@ifdc.org
13	Allan Kiprop	EAGC	Kenya	+254 717 506 427	
14	Joseph Bazaale	MAAIF	Uganda	+256 772 405 561	joebazaale@yahoo.co.uk



AGMARK

AGRODEALER CODE UNIQUE:

AGRODEALER TRADE ACROSS BORDERS (ATAB) AGRODEALER DATA COLLECTION FORMAT

NAME OF AGRODEALER

NAME OF AGRODEALER SHOP

COUNTRY:..... DISTRICT: COUNTY:

MUNICIPALITY: TRADING CENTRE:

TYPE OF BUSINESS (RETAILER / WHOLESALER) NO. OF EMPLOYEES; MALE FEMALE:

AGRODEALERS (AD) DATA COLLECTION FORMAT

This form has three sections to be filled monthly by each USAID-COMPETE/AGMARK agrodealer, working with the ATAB project

Objective:

To track Agrodealer Development and Progress in the trade across borders project,

Quarterly Data Collection and Reporting

What is the capacity of your storage?

Report Period :

Date Submitted :

Prepared by :

Verified by :

I) Trainings received

Have you received any training in Grain? Yes No

If yes, please tick where applicable

Grain Standards	<input type="checkbox"/>	Cross-border trade	<input type="checkbox"/>	Agricultural Marketing	<input type="checkbox"/>
Customs declarations	<input type="checkbox"/>	SPS issues	<input type="checkbox"/>		
HS Codes	<input type="checkbox"/>	Costing and Pricing	<input type="checkbox"/>		
Marketing and branding	<input type="checkbox"/>	Contractual Issues	<input type="checkbox"/>		
Cereal Bulking and aggregation	<input type="checkbox"/>	Grain Storage and Handling	<input type="checkbox"/>		
Marketing Costs and Margins	<input type="checkbox"/>	Warehouse Management	<input type="checkbox"/>		

If No, What areas of trainings interests you? please tick where applicable

Grain Standards	<input type="checkbox"/>	Cross-border trade	<input type="checkbox"/>	Agricultural Marketing	<input type="checkbox"/>
Customs declarations	<input type="checkbox"/>	SPS issues	<input type="checkbox"/>		
HS Codes	<input type="checkbox"/>	Costing and Pricing	<input type="checkbox"/>		
Marketing and branding	<input type="checkbox"/>	Contractual Issues	<input type="checkbox"/>		
Cereal Bulking and aggregation	<input type="checkbox"/>	Grain Storage and Handling	<input type="checkbox"/>		
Marketing Costs and Margins	<input type="checkbox"/>	Warehouse Management	<input type="checkbox"/>		

2) Grain PURCHASED from other buyers/traders across-border

Date	Name of Buyer/Trader	Contact (Tel No)	Type of Grain	Border	Volumes RECEIVED	
					Volume received in Kg	Value in UGShs

Total No. of traders/buyers worked with Male Female.....

3) Grain SOLD to other buyers/traders across-border

Date	Name of Buyer / Trader	Contact (Tel No)	Type of Grain	Border	Volumes SOLD	
					Volume Sold in Kg	Value in UGShs

Total No. of traders/buyers worked with Male Female.....

4) Grain Bulking

Date	Name of farmer supplying Grains	Type of grain supplied	GRAINS BOUGHT		GRAINS SOLD		
			Volume of grains BULKED from farmers in Kg	Value of grains BULKED in UGShs	Volume of grains SOLD by ADs in Kg	Type of Buyer (refer to below list)	Value of grains SOLD in UGShs

Total No. of farmers served: **Male** **Female**

TYPES OF BUYERS	
- Households/individuals	- Government institutions (schools, hospitals, etc.)
- Retail stores	- International development agencies
- Millers/brewers/processors	- National/international NGOs
- Other traders/warehouse operator/food suppliers	- Farmer organizations / cooperatives

5) Contracts made between BUYERS and AGRODEALERS

Date	Name of Buyer	Period of Contract (Month, Year)	Telephone Contact	Type of grains supplied to the buyer	Volume in Kg	Value in UGShs

Total No. of Agrodealer contracts made in the period: Male Female

5) Contracts made between FARMERS and AGRODEALERS

Date	Name of farmer	Period of Contract <i>(Month, Year)</i>	Telephone Contact	Type of grains supplied	Volume in Kg	Value in UGShs

Total No. of farmers contracts made in the period: Male Female

6) Any observation / recommendation you wish to bring to the attention of USAID-COMPETE/AGMARK

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Annex 8: Workshop Pictorial



Mr. David Gitonga a grain buyer from Kenya shares his experience with the participants



Certificate from the Guest of Honour Mr. Bazaale



Vallery Adiamba (M&E Officer) guides the participants on the data collection tool to be used.



Participants listen keenly as Bran (Standing to the left) a buyer from South Sudan answers a question