

COMPETE Agrodealer Trade Across Borders (ATAB)

1ST QUARTERLY REPORT (APRIL-JUNE 2012)



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

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EXECUTIVE SUMMARY

During the first quarter of program implementation of the Agrodealer Trade Across Borders (ATAB) project, strong progress towards program deliverables were made.

A contract agreement signing ceremony was held at the Compete Nairobi offices and attended by both compete and AGMARK staff. A Project Officer, An Accountant and part-time M & E Officer were contracted to the project.

AGMARK launched the project on 12th April 2012 at Golf Course Hotel, Kampala, Uganda with a total attendance of 30 people 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).

Trips were made to Tanzania and Uganda, purposely to identify stakeholders to collaborate with in the program and also sensitize them of the ATAB project; also it was key for familiarization with the countries.

A total of 9 Training modules were reviewed and developed, these included a) Grain Aggregation and Bulking including visiting an Aggregation/Bulking center WFP- Gulu Warehouse, b) Ware house Management, c) Sanitary and phyto sanitary Standards, d) Grain quality Standards e) Harmonised Standards, f) Contractual issues and Arbitration, g) Marketing costs and Margins, h) Marketing and Branding, i) Grain Export and Import regulations and Customs declarations and procedures

5 sessions of agrodealer trainings, 4-in Uganda and 1-in Tanzania were made and a total of 77 (57M, 20F) agrodealers and dealers in outputs were trained; of this number, Tanzania had a total of 18 (17M, 1F) agrodealers.

Through the ATAB Project, AGMARK created partnerships with several other organizations involved in the agriculture sector. These included, Ministry of Agriculture and Forestry who were key in closing and opening the training sessions in all the counties that the trainings were conducted

Highlights of Key Achievements in the Quarter

Table I: Key achievements in the 1st quarter

Indicator	Disaggregated By	Project Total
No of Training Sessions	Number	5
No. of Agrodealers trained in Cross-Border Trading	Number	77
Volume of grain crossing the border	Metric Tonnes	5,143
No of Agrodealers with Supply Contracts	Number	29
Volume of grains supplied under these contracts	Metric Tonnes	42,153

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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

I. PROJECT DESCRIPTION

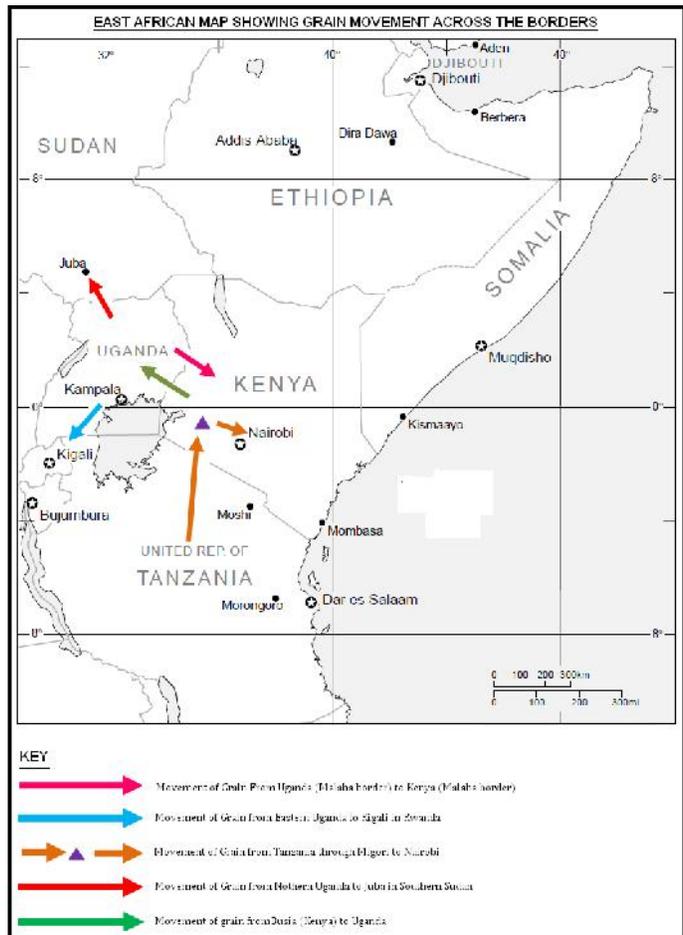
The ATAB Project aims to develop sustainable value chains and reduce poverty by increasing the capacity of at least 60 agrodealers to serve farmers, hence the small holder farmers access to competitive regional grain markets.

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 is 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 borders trade along the Uganda – Kenya, Uganda – Sudan, Uganda-Rwanda and Tanzania – Kenya borders.

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.



2. PROJECT IMPLEMENTATION

This reporting quarter is the first full quarter of program implementation following the start of the ATAB program in March 2012. Key activities undertaken in the period were Launch, development of training materials and agrodealer training

2.1 Achievements towards Targets

Output: Train Agrodealers in Cross-Border Trade

Outcome: Agrodealers are well positioned to supply quality of grain required across the borders

2.1.1 Development of Training Materials

In the period under reporting, a total of 9 training modules were reviewed and duplicated for the planned agrodealer trainings; these modules were;

1. Grain Aggregation and Bulking
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, Customs declarations and procedures.

AGMARK also identified lead trainers in each country, Uganda (Cletie lukusa) and in Tanzania (Mjema Mweta-Musoma District Agriculture and Livestock Development Officer (DALDO)

2.1.2 Agrodealer Training in Cross Border

The aim of the agrodealer training on cross border trade is to build the capacity of the agodealers so that they are well positioned to supply the quality of grain required across the borders. The training is also designed to provide an opportunity for participants to interact

with a number of stakeholders in support sectors who for the purpose of initiating networking, which is expected to play a role in improving success of cross border trade.

In the 1st quarter, AGMARK conducted a total of 5-sessions of agrodealer trainings in Uganda and Tanzania and realized a total participation of 77(57M, 20F) attendance to the trainings which covered.

1. Grain Aggregation and Bulking,
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, Customs declarations and procedures



Photo 1: Mr. Peter Ayo (DAO-Mbale) addressing the participants during the official closing of the Mbale training.

Training Methodology

Throughout the trainings, participatory approach was adopted as a training method. This included; Brief lectures, Group discussions and group presentations, Deliberations, Question and answer sessions and Sharing of experiences, Visits-the agro dealers were taken to a grain store and had hands on leaning and practical experience proper warehouse management, grading maize and the required grain Quality standards.

Training Materials

All the 77 training Participants received copies on all the subject areas of the training. There was also use of electronic presentations on power point, hand written examples on flip charts, small group breakouts and some practical exercises.

Table 2: Summary of Training results per region

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

Highlight of Trainings by regions

a) Agrodealer Training in Gulu - UGANDA

The training program took place from 25th to 27th April 2012 at Hotel Kakanyero, Gulu-Uganda. It was facilitated by Cletie Lukusa-Agmark CT, Lead trainer; Harriet Nabirye - Eastern Africa Grain Council (EAGC Grain consultant; Michael Odong (Ministry of Agriculture Animal Industry and Fisheries –MAAIF); Rajab Kiguma-(Uganda Revenue Authority – URA); Apunyo Tom; Uganda Revenue Authority –URA



Photo 2: Training Session in Gulu

Participants: A total of 13 (9M, 4F) attended (*A list of the participants is Annexed*). The participants were agro input traders who also double up in output marketing. They agrodealers came from 9 districts in North of Uganda which are Nwoya, Arua, Oyam, Apac, Amuru, Aleptong, Lira Gulu and Koboko.

Closure of the training; The training was officially closed by the Agricultural Officer-Gulu district Mr. Clement Olango.

b) Agrodealer Training in Mbarara – UGANDA



Photo 3: Group photo of Mbarara participants

The training program took place from 02nd to 04th May at Rwiz Arch Hotel, Mbarara. The training was facilitated by Cletie Lukusa- Agmark CT, Lead trainer; Harriet Nabirye-Grain consultant; Andrew Byamugisha-MAAIF and Jovan Kyeyune-URA

Participants: A total of 16 (9M, 7F) attended (*A list of the participants is Annexed*). The participants are agro input traders who also double up in output marketing. The agrodealers came from nine districts in West of Uganda which are Isingiro, Kanungu, Kasese, Ntungamo, Kabale, Ibanda, Rukungiri, Mbarara and Kisoro.

Closure of the training; The training was officially closed by the guest of honour Mr Byaruhanga Nathan District Agricultural Officer-Mbarara.

c) Agrodealer Training in Mbale - UGANDA

The training program took place from 09th – 11th May at Kayegi Hotel, Mbale. The training was facilitated by Cletie Lukusa- Agmark CT, Lead trainer; Harriet Nabirye-Grain consultant; Francis Ssozi Buyondo- Agricultural Inspectors Crop Protection Dept. MAAIF; Patrick Ogoji-URA



Photo 4: A visit by the Mbale team to a warehouse

Participants: A total of 15 (13M, 2F) attended (*A list of the participants is Annexed*). The participants are agro input traders who also double up in output marketing. The agrodealers came from nine districts in East of Uganda which are Luuka, Manafwa, Iganga, Mbale, Bukedea, Bulambuli, Tororo, Kapchorwa and Sironko.

Closure of the training; The training was officially closed by the guest of honour Mr Ayo Julius Peter District Agricultural Officer-

d) Agrodealer Training in Busia - UGANDA

The training program took place from 23rd to 25th May at Rand Hotel, Busia. The training was facilitated by Cletie Lukusa- Agmark CT, Lead trainer; Harriet Nabirye-Grain consultant; Oduor Denis- Uganda National Bureau of Standard. UNBS and Daniel Oginga Otieno-KRA



Photo 5: A training session in Busia

Participants: A total of 15 (9M, 6F) attended (*A list of the participants is Annexed*). The participants are agro input traders who also double up in output marketing and grain traders. The agrodealers came from Busia, Tororo, Bukedea, Bugiri, Samia Siaya, Namayingo and Bungoma districts of Uganda and Kenya

e) Agrodealer Training in Musoma - TANZANIA

The training program took place from 20th to 22nd June in Musoma, Tanzania. The training was facilitated by Benezeth Kamihanda- Agmark CT and the Lead trainer; Mjema Mweta-Musoma District Agriculture and Livestock Development Officer (DALDO); Charles Kapera-Agricultural officer MAFCs; Paul Mkombokwa –TRA Customs officer -Sirari, Augustino Magige –Plant Health Inspectorate Services (PHIS)



Photo 6: Mr Jovin of Kaderes during a visit at the Kaderes warehouse in Karagwe.

Participants: A total of 18 (17M, 1F) attended (*A list of the participants is Annexed*). The participants are agro input traders who also double up in output marketing and grain traders. The agrodealers came from 5 districts in Lake Region of Tanzania (Mwanza, Tarime, Musoma, Bunda and Serengeti)

2.1.3 Agrodealer Cross-border Trade

During the trainings, the trained agrodealers were profiled to determine the baseline and their current capacities, profiles were based on;

- Grain Volumes; Both at the beginning and current ; Cross-border trading between 2011-2012 ; Supply contracts between 2011-2012 ; Buyers between 2011-2012

A total of 59 agrodealers in Uganda were profiled and a total of 18agrodealers from Tanzania were also profiled.

Data from Tanzania agrodealers indicated that none of the trained agrodealers were already practising cross-border trade neither did any of them have any supply contracts. Only 1 agrodealer from Tanzania supplied beans and maize to a school.

Data analysed was therefore from Uganda agrodealers; data from their profiles showed that the agrodealers are trading across Kenya-Rwanda-South Sudan and within Uganda; Between 2011-2012 Grains moving across the Uganda-Kenya border was 1,292MT; Uganda-Rwanda border is 3,262MT, Uganda-South-Sudan border is 79MT and within Uganda 138MT, there was one agrodealer who sold to a buyer in Congo a total volume of 300MT of Maize.

It is key to note that Smart Logistics, one of the major Soya Beans buyers from Kenya, bought sorghum from Uganda, total volume of 115MT

Table 3: Grain Movement across the borders

S/No	Country of Grain Destination	No of Buyers	Type of Grain	Volume of Grain in MT
1	Congo	1	Maize	300
2	Kenya	12	Maize, Beans, Soya Beans and Sorghum	1292
3	Rwanda	4	Beans, Maize, Sorghum	3261.5
4	Southern Sudan	4	Maize and Beans	79
5	Uganda	11	Sorghum, Rice, Maize, Beans	210.5
		32		5,143

2.1.4 Agrodealer Supply Contracts with buyers

A total of 29 agrodealers have supply contracts with several buyers these buyers included World Food Program and Nile Breweries Ltd., between 2011-2012, they supplied a total of

42,150.4MT of grains to these buyers. Of this total, 40,174MT was Soyabean; 465.5MT Beans; 52.5MT Groundnuts; 1326.8MT Maize; 3MT Sunflower and 130.2MT Sorghum.

Table 4: Volumes of grain supplied

S/No	Type of Grain	Volume of Grain Supplied in MT
1	Maize	1,326.8
2	Beans	463.5
3	Groundnuts	52.5
4	Soyabean	40,174.4
5	Sorghum	130.2
6	Sunflower	3
	TOTAL	42,150.4

2.2 ATAB Management Activities

2.2.1 Staffing

AGMARK appointed Ms Rose Wanyiri to head the project from Nairobi office with frequent travels to Uganda. Faith Awuor was appointed the project accountant and Vallary Adhiambo Monitoring and Evaluation Office on time basis.

During the period, AGMARK engaged Nairobi based staff to travel to Uganda to support various project activities. These were specifically:

Table 5: 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 modules - 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.

2.2.2 Project Administration, Management and Reports

The project is managed from AGMARK Nairobi office with frequent field trips to Uganda and Tanzania. Monthly reports (March, April, May and June) and workplans were submitted to USAID-COMPETE

2.2.2.1 Project Launch

AGMARK organized a launch on the 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).



Photo 7: Group photo of the Workshop Participants

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.

Challenges experienced by dealers in Uganda and recommendations

Challenge	Recommendation
<ul style="list-style-type: none"> • Most of the agrodealers have not registered their businesses with government and therefore have no legal recognition in government and cannot engage in doing business professionally. • Most of the agro dealers do not have business bank accounts but keep the business funds on to their personal accounts. • Lack knowledge in record keeping • Lack knowledge in cross border trading, i.e the agrodealers have been trading informally and without following the proper channels. • Challenges in raising working capital as they are involved in the input and output business 	<ul style="list-style-type: none"> • AGMARK to hold market linkage workshops and invite the agrodealers to meet the buyers from across the regions i.e Southern Sudan, Kenya and Tanzania. • Market information on the price of produce across border to be provided for easy calculation of marketing costs involved. • Formal registration of agrodealer businesses. • Formation of agrodealer association at county levels and select leaders among themselves who can coordinate their activities.

Challenges experienced by dealers in Tanzania and recommendations

Challenge	Recommendation
<ul style="list-style-type: none"> • Cultural beliefs especially among the people of Mara region, significantly constraints women from formally owning business. • Lack of credit access • Lack of reliable and timely market information in regards to produce prices. • High VAT imposed on grain export i.e 18% • Lack of formal contracts 	<ul style="list-style-type: none"> • . AGMARK to hold market linkage workshops and invite the agrodealers to meet the buyers from across the regions i.e Southern Sudan, Kenya and Tanzania. • Market information on the price of produce across border to be provided for easy calculation of marketing costs involved. • Formal registration of agrodealer businesses. • Formation of agrodealer association at county levels and select leaders among themselves who can coordinate their activities.

3. CHALLENGES IN PROJECT IMPLEMENTATION AND LESSONS LEARNT

3.1 Challenges

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.

3.2 Lessons Learnt

Forging Collaboration with Ugandan and Tanzanian Agricultural Ministries:

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.

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.

4. NEXT STEPS

ATAB will achieve all activities as per work plan by end of December 2012. During this period, the project will pay emphasis on activities that have gear towards the establishment of formal long term business relationships between the traders and the agrodealers.

The activities as per workplan (*attached Annex 2*) are;

1. 1-day Market Linkage workshop in Uganda for agrodealers in Uganda with buyers from Kenya, Rwanda and South Sudan
2. 1-day Market Linkage in Tanzania for the Tanzanian agrodealers with buyers from Kenya.
3. Profiling of Grain traders and buyers attending the workshops in the various countries.
4. Tracking of volumes and values of the various grain traded and its destination
5. Tracking the Number of formal contracts signed between the traders and agrodealers.

5. PROJECT RESULTS

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		19		18			60
			M	0		30		10		9			
			F	0		10		9		9			
2.2	No. of buyers linked to Agrodealers*	0	Number	0		10		5		5			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 1: USAID-COMPETE-ATAB work program for March-Dec 2012

Activities	Sub-activities	FY 2012 (MARCH - DEC)												Responsible persons	Lead person	Indicator Unit	Program Targets	Remarks
		Q1			Q2			Q3										
		M	A	M	J	J	A	S	O	N	D							
A. Start up Activities																		
Activity 1.1- Developing of a quaterly work plan	1.1.1 - Work out a draft work plan (March 2012)													Agmark CD, project Coordinator	Project Coordinator	Draft work plan	1	
	1.1.2 Work with the Agmark country director and the COMPETE staff to review the draft work plan. (March 2012)													Agmark CD, project Coordinator, COMPETE	Project Coordinator	Complete Workplan	1	
Activity 1.2- Develop the performance management plan (PMP)	1.2.1 - Formulating Draft PMP and monitoring Indicators (March 2012)													Agmark CD, project Coordinator, M&E	M & E	Draft PMP & monitoring tools	1	
	1.2.2 Work with the Agmark country director and the COMPETE staff to review the draft PMP and monitoring tools (March 2012)													Agmark CD, project Coordinator, COMPETE, M&E	M & E	1. Complete PMP 2. Monitoring tools.		
Activity 1.3 Review of Training modules and identification of trainers	1.3.1. Review of current available training modules/ materials and identification of the particular trainers for the same.													Agmark CD, project Coordinator, M&E, Master Trainer	Master trainer	Training modules		
Activity 1.4 Develop activity templates and promotion material.	1.4.1 Develop activity templates and promotion material for approval.													Agmark CD, project Coordinator, M&E,COMPETE	Project Coordinator	activity templates,Broc hures, Banners, Folders, Note books, Stickers		
Activity 1.5 Familiarization and sensitization .	1.5.1 Make a trip to Uganda to familiarize with the situation on the ground (meet with the various stakeholders, host institution, Agrodealers, Grain traders, Govt. officials & Custom officers) (last week													Project Coordinator, & M&E	Project Coordinator	Senitization of stakeholders and idenfication of agrodealers to participate in the project.		

	4.1.2 Profiling of the identified Grain traders attending the workshops in the various countries.										Project Coordinator, M&E and host institution	M&E officer	Traders profiled	14	
E. Monitoring and documentation															
Activity 5.1 Monitoring and documentation	5.1.1 Tracking of volumes and value of the various grain traded and its destination and the No. of formal contracts signed between the traders and agrodealers.										M&E and Project Coordinator, project assistant, host institution	M&E officer	volumes and values of grain traded, No of formal linkages between cross border traders & Agrodealers, No. of formal contracts signed & serviced, Destination of grain		Observation, Challenges and recommendations to be documented.
F. Project Completion															
Activity 6.1 End of project evaluation	6.1.1 Carrying out of the end of project evaluation evaluation										Agmark CD, project Coordinator, and M & E	Consultant			
Activity 6.2 Closure report	6.2.1 Writing the end of year report										Agmark CD, project Coordinator, and M & E	Project Coordinator			
Activity 6.3 National Workshop	6.3.1 Holding of national workshop										All stakeholders	Agmark CD, Project Coordinator			
Notes															
Agmark MD; James Mutonyi - Project Coordinator Rose Wanyiri - Project Accountant; Faith Awuor - M&E Officer; Vallary Adhiambo - Master Trainer; Steven Ngwalla															

Annex 2: 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	✓	

Annex 3: 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 4: 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 5: 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 6: 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 7: 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