

USAID AGRIFUTURO PROJECT QUARTERLY PERFORMANCE MONITORING REPORT, 1 JANUARY 2013 – 31 MARCH 2013



April 2013

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ACRONYMS

ACOFA	<i>Agricultura e Comercio de Olinda Fondo</i>
AGdPM	<i>AgroPecuaria de Manica</i>
AMPCM	<i>Associação Moçambicana para Promoção do Cooperativismo Moderno</i>
ASC	<i>Agribusiness Service Cluster</i>
ATB	<i>Agriculture Trade and Business</i>
ATM	<i>Autoridade Tributaria de Moçambique</i>
BDS	<i>Business Development Services</i>
BOM	<i>Banco de Oportunidade de Moçambique</i>
BRC	<i>Brith Retail Consorcium</i>
CAL	<i>Corredor Agro Lda.</i>
CEPAGRI	<i>Centro de Promoção de Agricultura</i>
CLUSA	<i>Cooperative League of the USA</i>
COP	<i>Chief of Party</i>
COR	<i>Contracting Officer's Representative</i>
CSO	<i>Civil Society Organization</i>
CTA	<i>Confederação das Associações Económicas de Moçambique</i>
DSV	<i>Departamento de Sanidade Vegetal</i>
EAM	<i>Empreendimentos Agrários de Moçambique</i>
EED	<i>Enabling Environment Director</i>
EF	<i>Emerging Farmers</i>
FEDAMOZ	<i>Federação de Alto Molocué</i>
FOSC	<i>Farmer Owned Service Center</i>
FRUTICENTRO	<i>Associação dos Fruticultores do Centro de Moçambique</i>
FRUTINORTE	<i>Associação dos Fruticultores do Norte de Moçambique</i>
GDA_s	<i>Global Development Alliances</i>
GoM	<i>Government of the Republic of Mozambique</i>
GIZ	<i>German International Cooperation</i>
IDE	<i>International Development Enterprises</i>
IITA	<i>International Institute of Tropical Agriculture</i>
IKURU	<i>Private Company</i>
INCAJU	<i>Instituto do Cajú</i>
ISPM	<i>Instituto Superior Politécnico de Moçambique</i>
KKC	<i>Kuguta Kuchanda Cooperative</i>
LOP	<i>Life of the Project</i>
LSS	<i>Loan Security Savings</i>
MBFI	<i>Mozambique Bio Fuel Industry</i>
M&E	<i>Monitoring and Evaluation</i>
MINAG	<i>Ministério da Agricultura</i>
OLAM	<i>Private Company</i>
PPP	<i>Public-Private Partnerships</i>
SADC	<i>Southern African Development Countries</i>
SPEED	<i>Support Program for Economic and Enterprise Development</i>
STTA	<i>Short-term Technical Assistance</i>
TNS	<i>TechnoServe</i>
UEM	<i>Universidade Eduardo Mondlane</i>
USAID	<i>United State Agency for International Development</i>
VAT	<i>Value Added Tax</i>
VCL	<i>Value Chain Leader</i>
WFP	<i>World Food Program</i>
WV	<i>World Vision</i>

I. EXECUTIVE SUMMARY

LIFE OF PROJECT: May 1, 2009 – February 27, 2013 (Three years, ten months). The project was granted an additional eleven month extension starting from March 2013 – 31 January, 2014.

LIFE OF PROJECT FUNDING: The total funding with extension is US\$ 24, 291, 291.820.

I.1 PROJECT OBJECTIVES

The AgriFUTURO Project's objective is to increase the competitiveness of Mozambique's private agribusiness sector through the development of competitive agricultural value chains. The project includes four major components:

- Improve the Enabling Environment for Agribusiness;
- Expand and Strengthen Agribusiness Development Services;
- Build Linkages to Financing Services for Agribusiness Development; and
- Increase and Strengthen Public-Private Partnerships (PPPs)

I.2 GEOGRAPHIC FOCUS

Nacala Corridor:

Nampula Province: Angoche, Ilha de Mocambique, Moma, Mogovolas, Mogincual, Mossuril, Murrupula, Monapo, Meconta, Nacaroa, Nacala-Velha, Nacala-porto, Ribaue and Nampula Rapale

Zambezia Province : Alto Molocue, Gurué, Mocuba, Nicoadala, Ile, Pebane, Milange and Namarrói, Manganja da Costa e Inhanssuge.

Beira Corridor:

Manica: Gondola, Manica, Barué, Sussudenga and Mossourize.

Sofala : Gorongoza.

I.3 SIGNIFICANT ACHIEVEMENTS BETWEEN JANUARY –MARCH, FY13

SUMMARY OF PERFORMANCE INDICATORS AND EXPLANATION OF VARIANCE

- **Private investment mobilized:**
- Beira Corridor: AgriFUTURO helped to mobilize investment of US\$168,414 which was used to purchase agriculture inputs (seeds, pesticides), equipment (tractor and thresher), land preparation(weeding,) and guarantee funds to BOM Bank. The main contributor for this indicator is the soybeans value chain which accounted for US\$162,925.47, which is 97% of total investment in the corridor;
- Nacala Corridor: AgriFUTURO helped to mobilize investment of US\$ 2,790,000 through IKURU which purchased cleaning and packaging equipment from Norway for all types of grains. Other contributions came from WISSA with the establishment of a sales outlet for processed products and from the cashew value chain from MAP to purchase raw material for processing . These investments will improve the quality of the products produced and ensure a market for smallholder farmers.

- **New jobs created:**

- Beira Corridor: 304 new jobs were created during this quarter from which 80 are held by women and the soybean value chain is the major contributor.
- Nacala Corridor: 360 new jobs were created during this quarter (142 were for women). The majority of these jobs were generated in the cashew value chain as a result of OLAM's processing activities.

- **Exports:**

- Beira Corridor: Generally, the largest contributors to exports are Mangoes and Bananas. However, for this quarter there were no Mango exports as it is out of season for them and no banana exports as the border with Zimbabwe is still closed while there were no exports to Zambia or Malawi as sometimes happened in the past, nor are overseas exports developed for this corridor.
- Nacala Corridor: This corridor contributed with a value of exports of US\$1,108,406 derived from the cashew value chain. The main buyers were OLAM and MAP and the major destination country was India. The export target was only 60% met because this quarter was characterized by slow markets.

- **Rural households:**

- Beira Corridor: During this quarter, there was an entry of 1,146 new members, of which 414 are women. The drivers of the incremental entries are:

- a) availability of seed on a credit basis (provided by BOM bank);
- b) good market prices from WFP (maize) and from Abilio Antunes (soybeans);
- c) adoptions of new production technologies.

- Nacala Corridor: The total number of new households that benefited from the project's intervention during this quarter reached 973 of which 246 are households headed by women. The drivers of the incremental entries are:

- a) the use of new technologies and management practices, and access to input providers.

- **Value of sales:**

- Beira Corridor: The grain and oilseed harvest does not come until later in the year, and there are insufficient holdovers from the prior year to register in the data. Nor are there sales in other value chains in which the project is involved in this corridor.
- Nacala Corridor: The value of sales was US\$ 39,655,00 resulting from sales of raw cashew by producer organizations working with OLINOTU and the SANA Project. This period is characterized by low sales because the majority of crops will only start to be commercialized next quarter. The target for the value of sales is still far from being achieved but we believe that it will be complied within the remaining quarters of the program.

- **Firms and producer organizations assisted:**

- Beira Corridor: A total of eight new "clubs" (equivalent to associations in the Nacala Corridor) were registered, of which seven belong to Batani Phaza and one to the Barué FOOSC in Manica District. AgriFUTURO, in partnership with *Fundação MICAIA*, WFP and TNS, is assisting these organizations in production of soybeans, common beans, sesame and maize;
- Nacala Corridor: Four emerging farmers plus one input supplier received business development services;

- **Value of agricultural and rural loans:**
- Beira Corridor: 108 farmers (17 women) received loans of US\$ 94,896.56. These farmers belong to the *Culima Cuacanaca*, *Samora MachelandSIWAMA* associations, and the ASCs of AGdPM, NJERENJE, and PHOENIX.
- Nacala Corridor: Approximately US\$122,849 was lent to CAL to prepare their land and to purchase inputs for sesame production. The inputs are going to benefit smallholder producers working with CAL.
- **New technologies (indicators for # of hectares, # of organizations, and # of farmers):**
- Beira Corridor: The total area using new technologies or management practices is 1,158 ha on which (517 ha are using improved seeds, 295 ha are using mechanization, and 346 ha used inoculants for soybean production).
- Nacala Corridor: The total area under improved technologies or management practices is 21,536 ha, of which 17,491 ha had the use of improved seeds, 3,144 ha were mechanized and 901 ha included the use of inoculants for soybeans. Compared to the target for FY13, the use / adoption of agricultural management practices exceeded by 126%, and was related to the award of grants from the project to OLINOTU and CISTER for the purchase of agricultural equipment (tractors) to use in land preparation.
- **Members of cooperatives and producer organizations:**
- Beira Corridor: For this quarter, the Corridor registered the entry of 1,075 new members of which 399 are women.
- Nacala Corridor: while there was extensive contact with the existing cooperatives and a lot of effort went into preparing them for the coming agricultural campaign, no new organizations were brought into the program at this time.
- **Number of policies, regulations and administrative procedures:**
- **Policy Counting & Targets:** In total, AgriFUTURO is working on four policies in collaboration with CSO, CTA, FRUTISUL and FRUTICENTRO.
- The following policies and regulations are in an ongoing process, but during the 2nd quarter of FY13, they remained at the same stage:
 - a) **VAT in agriculture:** This is a regulation that aims at reducing a distortion of the economy, and AgriFUTURO is working with SPEED to facilitate the discussion with *Autoridade Tributaria de Moçambique* (ATM) to revise the VAT Law in Agriculture. This quarter, there was no notable advance in the regulations;
 - b) **The fruit fly socio- economic analysis completed:**
 - c) **Analysis of logistics at Nacala Port:** Next quarter the project will undertake a series of workshops to help the stakeholders to understand developments made up to date.
 - d) **Removal of the ban on exports of bananas to SADC countries:** This is an administrative procedure that aims at increasing exports of bananas within the Southern African region. There were no changes in the regulation during this quarter because it is still pending the regional opening of borders.

2. HIGHLIGHTS FROM JANUARY – MARCH 2013, FY13

2.1 KEY AGRIBUSINESS GRANTS

- **Grant for construction project :**

- WISSA: AgriFUTURO awarded WISSA a grant of \$7,000 to install a sales outlet for processed products in Nampula city that guarantees her smallholder farmers a market once WISSA becomes an active buyer.

- IKURU: The first phase of construction of the warehouse/processing plant and office has been concluded but AgriFUTURO is waiting for a progress report from IKURU to disburse the remaining US\$47,300 as part of the total grant of US\$68,255. However, IKURU is concerned with the delays of the contractor and AgriFUTURO recommended that IKURU report the actual status, including photos, and try to renegotiate the construction schedule with the builder.



Picture 1: Phase I of the progress of the construction of the Warehouse and office of IKURU.

- **Agro-Processing and Seed Enterprise:**

- Corredor Agro/Grain Pro: AgriFUTURO awarded a discretionary grant of US\$10,000 with matching funds to purchase three silos from Grain Pro. The three silos were delivered in February and installed at the *Novos Horizontes* farm. The silos will be used to store maize in this first phase, which will be supplied by CAL.

- **Irrigation Schemes:**

- The project awarded a grant to HORFIPEC for the purchase of equipment to establish an irrigation system to improve their nursery. The total amount of the grant was US\$3,500.

- **Equipment for an animal feed processing factory:**

- Evertz /DanMoz was awarded a grant of US\$ \$85,039.12 to purchase animal feed processing equipment that was delivered in April.

2.2 ACTIVITIES UNDER THE ASC APPROACH

BEIRA CORRIDOR:

- Compared to last quarter, the number of Emerging Farmers and production areas increased (see Table I below) as a result of (i) good performance and (ii) access to bank finance.

TABLE I. AREA OF PRODUCTION INVOLVING ASCS AND EMERGING FARMERS IN THE BEIRA CORRIDOR BETWEEN JANUARY-MARCH, FY13

Name of the ASC	Sex of producers		Production Area (Hectares)					
	EF Sex		Production Area (Ha)					
	M	F	Maize	Soybeans	Sesame	Groundnuts	Pulses	Total of ha
Vinson G&G	0	0	0	0	0	0	0	0
Phoenix	6	1	18.5	268	5	0	33	324.5
Agro-Pecuaria de Manica	1	1	62.9	93.8	0	0	0	156.7
Sementes NZY	10	2	185	0	2	0	11	198
Siwama	8	1	0	43	0	0	0	43
Njerenje	6	0	49.5	31	0	0	15	95.5
Total	31	5	333	443	7	0	59	833

Source: AgriFUTURO, April, 2013

- The project has six ASC's. However, the previous shareholders of Vinson G & G have changed their corporate structure and it has been dissolved. The previous shareholders are now working primarily with smallholder farmers, but under a completely revised arrangement;
- The group of ASC's in total cultivated 949 ha. which represents an increment of 47% compared to last quarter. The most important increase was in soybeans with 428.5 ha. followed by maize 415.5 ha, and sesame 47 ha, (See Table I below);
- ASC-Sementes NZY: A training exercise (see below), conducted by an American consulting firm represented by Mr. David Stephen, was provided. The main topic was company allocation of knowledge to its representatives to facilitate cost calculations in the machine processing of seeds;
- ASC-AgroPecuaria de Manica: AgriFUTURO facilitated a meeting organized by the BOM to clarify the funding process, explain the requirements and process of opening accounts and meeting the financial needs of each producer for weeding activities. This meeting was attended by 14 participants, including 10 producers of which one was a woman, two bank managers, one bank supervisor and one field technician from *Agro Pecuaria de Manica*;
- ASC- Phoenix: A meeting was held with the aim of assessing the needs of producers for the 2012/2013 crop calendar and finding consensus regarding the unpaid credit of some producers from *Banco Terra*. The following points were addressed:
 - Producer interest in continuing with the emerging farmer program conducted by AgriFUTURO and paying their debts to the bank. From the six producers who contracted credit with *Banco Terra*, two producers paid but it took them a year to complete the payments;
 - It was agreed that AgriFUTURO will attempt to renegotiate the debts with the bank by extending the contract for at least another two years and proposing a plan for payment to the bank;
 - ASC-Phoenix provided land preparation and inputs for one hectare to farmers without payments as a way of compensating them from the loss they had last season.

NACALA CORRIDOR:

- Currently the project is working with Eight ASCs in this Corridor including : *Olinotu*, *CAL*, *ACOF*, *MADAL*, *CISTER*, *Africa Century*, *Rei do Agro* and *Lozane Farms*.

TABLE 2. AREA OF PRODUCTION INVOLVING ASCS AND EMERGING FARMERS IN NACALA CORRIDOR BETWEEN JANUARY – MARCH, FY13

Name of the ASC	Sex of producers			Production Area (Hectares)					
	F	M	Total	Soybeans	Sesame	Amendoim	Feijao nhemba	Feijao manteiga	Total of hectares
Olinotu	1226	617	1843		336	682	208		1226
CAL	495	29	594	587	981				1558
CISTER (Rapale)	846	354	1200			133	50		183
ACOF	250	76	326		92	200			292
MADAL	452	100	552		594	14			608
CISTER (A. Molocue)	12	4	16					25	25
Lozan Farm (Malema)	56	24	80	50				25	75
Lozan Farm (A Molocue)	326	82	408	383					383
WISSA (por definir)	10	1	11		9	3.5	3.5 *		16
Africa Century	370	580	950	1,300					1,300
Rei de Agro	56	4	60	930					930
Total	2,873	1,871	6,040	3,250	2,012	1,033	262	50	6,606

Source: AgriFUTURO, April 2013.

- Emerging farmer activities within the ASCs:
 - Activities with CAL: CAL provided technical assistance in pest control, agricultural inputs on a credit basis (improved soybean and sesame seeds), and mechanical land preparation. For this quarter, CAL worked with 36 Emerging Farmers and 12 producers from the *Prosoja* Project in *Gurue*. In total for this quarter, there were 48 Emerging farmers who cultivated 218 ha. of soybeans and 234ha. of sesame.
- a) Project Impact: there is an increase in total area from 833 ha. to 981 which is a result of the entry of four emerging farmers who will cultivate an area of 20ha. and the availability of improved sesame seeds which motivated the producers to expand their cultivated areas;
 - Activities with *OLINOTU*: This ASC used two tractors to provide services in land preparation to associated farmers, and linked them to inputs suppliers. Those associated farmers cultivated several crops such as sesame, groundnuts and cowpeas;
 - Activities with *CISTER*(Rapale): *CISTER* provided land preparation to associated farmers who cultivated 183 ha;
 - Activities with *MADAL /Concern Worldwide/ADRA*:
 - a) The project facilitated links between *MADAL* and Concern Worldwide to promote sesame production in Inhanssuge and Nicoadala Districts. Concern provided the seeds and *MADAL* the organization of producers using the Madal approach;
 - b) In *Maganja* District, as a result of the partnership with *MADAL/ADRA*, it was possible to confirm the expected area of production which is going to facilitate the purchase contracts to be celebrated between *ADRA* and producers;
 - Activities with *WISSA*: *AgriFUTURO* facilitated the construction design of a point of sale (canteen) for processed products in the city of Nampula. The project was submitted to the municipality and approved. Construction will begin as soon as the construction license is issued.

2.3 ACTIVITIES UNDER THE FOSC APPROACH

BEIRA CORRIDOR:

- Under the FOSC approach, the project worked with three FOSCs supporting 4,475 farmers, of which 804 are women. The major services provided by the FOSCs include:
 - Land preparation, agronomic technical assistance, seed distribution, and linkages with financial institutions, input providers and markets;
 - In addition, the project supported various training sessions to members of the FOSCs including: (i) organizational capacity, (ii) association leadership, (iii) soybean production techniques, (iv) accounting, and (v) information management;

TABLE 3. NUMBER OF FOSC AND FOSC MEMBERS, IN BEIRA CORRIDOR DURING JANUARY– MARCH, FY13

Name of the FOSC	Member Sex		Total	# Associations/clubs
	M	F		
Barué/Manica	2.487	307	2,794	85
Dombe	527	350	877	32
Mossurize	657	147	804	34
Total	3.671	804	4,475	151

Source: AgriFUTURO, April, 2013

NACALA CORRIDOR:

- The project continues to assist the nine FOSCs in Nacala Corridor whose membership currently totals 48,124 farmers. For this period the project did not register new entries.
- The major services provided to the FOSCs include:
 - Technical assistance in production;
 - Linkages with input and service providers;
 - Assistance with business plan development.

TABLE 4. NUMBER OF FOSCS AND FOSC MEMBERS, IN NACALA CORRIDOR DURING JANUARY– MARCH, FY13

Name of the FOSC	Sex		Total	# Associations
	M	F		
SANA Associations	11,472	7,914	19,386	721
SANA Cooperatives	243	59	302	17
IKURU	2,786	1,540	4,326	133
AICAJÚ	6,202	2,919	9,121	11
FedaMoz	869	359	1,228	55
Associações da Alta Zambezia				
GATES	6,339	3,891	10,230	140
Nicoadala-WV	55	26	81	3
ADRA	1,490	1,960	3,450	11
Total	29,456	18,668	48,124	1,091

Source: AgriFUTURO, April 2013

2.4 PROGRESS ON INDUSTRY ASSOCIATION AND COOPERATIVE DEVELOPMENT

- **FRUTICENTRO:**
 - Field days: These field days have become more popular and are organized by Fruticentro and are actively supported by AgriFUTURO. The latest field day was held in Kugarike Tangué Nhamo Association at Manica District and was aimed to: 1) promote and disseminate new technologies in maize and soybean production; 2) to demonstrate the possible outcomes expected from different types of technologies; 3) to identify pests and diseases that attack the crop, and control measures; 4) to demonstrate the acceptable density per area; and, 5) to indicate the ideal time for sowing the crop. Similar activity was held in Mossurize District;
 - Link with ISPM: The Institute now sends their students to participate in the field days and to assist farmers with their questions.

2.5 BUSINESS PLAN DEVELOPMENT & MOBILIZATION OF FINANCE

- During this period, extensive effort went into the following, related activities:
 - Banco Oportunidade de Mocambique, Banco Terra and Barclays Bank were all interviewed to assess willingness to participate in a new program by which to provide commercial loans to traders during the harvest and sales season for grains and oilseeds. The first two accepted;
 - Two staff members (Octavio Machado for the Beira Corridor and Mario Santos for the Nacala Corridor) were selected to staff the initial phase of the above mentioned program. They were duly appointed and given initial training in how to go about their new tasks;

- Machado, Santos, Stefano Gasparini (as the Director of operations in Zambezia), Sergio Ye (as Director of Operations in the Beira Corridor), Abel Lisboa (as the Director of operations in Nampula), Randy Fleming and staff representatives from Banco Oportunidade de Mocambique and Banco Terra traveled to Zimbabwe for introduction to a USAID funded program under Zim-AIED, elements of which our Project wished to emulate in Mozambique;
- Needs/Constraints analyses of all of our project's existing clients, and development of resulting Action Plans to address these needs and constraints were carried out; and,
- Additional business linkages of relevance were developed (see below).

BEIRA CORRIDOR

In the Beira corridor, emerging farmer clients were assisted to prepare the necessary business plans with which to acquire needed working capital funding for the following activities:

**TABLE 5. EMERGING FARMERS ACTIVITIES IN BEIRA CORRIDOR
JANUARY-MARCH, FY13**

Farmers	Soy	Maize	Beans
	435.8	405.9	59
Cultivated area (ha)			
Estimated production (tons)	585.3	608.8	47.9
Market	Abilio Antunes	MOZSEEDS	SUNSMILE
	TNS	PANNAR	
	SENWES	SEMOC	SENWES
		Dengo Comercial	
Price agreed in purchased with contract (Mts/kg)	13-17 (grains) 25 (for seeds)	6 -7 (grains) 12 (seeds)	15 -22

Source: AgriFUTURO, April 2013

NACALA CORRIDOR:

In the Nacala corridor, emerging farmer clients were assisted to prepare the necessary business plans with which to acquire needed working capital funding for the following activities:

TABLE 6. EMERGING FARMER ACTIVITIES IN NACALA CORRIDOR JANUARY-MARCH, FY13

	Soy	Sesame
Cultivated area (ha)	218	234
Estimated production (tons)	207.1	140
Market	Local	Japão
Price agreed in purchase contract (Mts/kg)	16	25

Source: AgriFUTURO, April 2013

2.6 PROGRESS ON AFLATOXIN

- AgriFUTURO awarded a US\$ 100,000 grant to The University of *Lurio*, as a contribution to the construction of its laboratory that is going to perform soil, seed and aflatoxin tests. The disbursement of the first tranche of US\$47, 000 was transferred in September 2012. The second tranche of US\$ 53,000 was pending a progress report from *UNILURIO*;
- Brief timeline of the results of the partnership with *UNILURIO*, for the control of aflatoxin in peanuts, maize and other food products;
- 2009 - Establishment of partnership agreements;

- 2010 - Start of the study on the construction of an analytical laboratory;
- 2011 - Development of the proposed grants for the construction of the laboratory;
- 2012 - Laying of the first stone for the construction of the bio-molecular and food security laboratory;
- 2012 - Monitoring the construction process and the disbursement of grant funds; and,
- 2013 - The structure of the building was finished but it still needs to be fully equipped.

2.7 PROGRESS ON THE INVASIVE FRUIT FLY

- The results of the scientific "Assessment of ripening stages of Cavendish dwarf bananas as host or non-host to *Bactrocera invadens*", conducted in Pemba, have been released in the "Journal of Applied Entomology". The publication will allow the Government of Mozambique to negotiate with the Zimbabwean and South African Agriculture Authorities to reopen the trading of bananas across their borders. The Ministry of Agriculture is organizing a series of meetings with these two countries to reopen the discussion of green banana circulation between the countries.

2.8 ASSISTANCE TO POTENTIAL INVESTORS

- Over the course of the quarter, assistance was given to a number of potential investors and to other donor programs. Among these were the following:
- GAIN: assisted them with introductions to the potentially interested user community in both the Beira and Nacala Corridors and specifically helped them with their launch workshops;
- Silverstreet Capital: held several meetings with them and provided them with lists of potentially interested, investment recipients;
- Grassroots Business Fund: likewise linked them with several, possible investment recipients;
- Held several meetings with "Building Markets" in an effort to give them orientation to the environment and suggested potential "clients" to them;
- With MoU in hand between AgriFUTURO and iDE, agreed on several locations for demonstration plots for their irrigation systems and supplied some grant support for initial locations both in the Chimoio area and in the Nampula area;
- Assisted with the planning, logistics and implementation of the successful Gorongosa Workshop in which plans for relations with communities in the surrounding "buffer zone" were discussed, with special reference to communities on the Mountain itself;
- Assisted IFPRI with the launch and initial implementation of their work on cellphone banking in both the Beira and Nacala Corridors;
- With the co-sponsorship of SNV and the Canadian High Commission, successfully launched the Agribusiness Working Group, which brings together interested parties from the donor community and government for monthly workshops;
- Provided guidance to the Nepad Business Foundation in their attempt to launch a produce and dairy processing center in the Chimoio area;
- Successfully provided Dole Fresh Fruit Company with information needed to orient them to Mozambique as a possible source of various fruit products, especially bananas. As part of this initiative, a team of senior executives from Dole Europe wound up spending three days at Matanuska reviewing their operations and related logistics issues. A possible equity participation in Matanuska's operations, and sourcing of fruit from them for their Middle Eastern operations is

still under review as a result. A follow on to this is that Alti Steenkamp, who is interested in the possibility of planting MD-2 pineapple for Dole has been authorized to spend several weeks at Dole operations in Central America obtaining needed orientation related to the growing and logistics of pineapple;

- Continued to give support to Mark Hassenkamp and CORVUS Investments in their multiple interests in agribusiness investments in Mozambique;
- Negotiated a MoU with Southern Africa Trade Hub (SATH) to represent them in a number of impending initiatives in Mozambique over the coming year;
- Continued to provide support to South Africa Groundnut Marketing, Ltd. (SAGM) in their joint initiatives with Madal as well as elsewhere in the country;
- Worked with INOVAGRO and SDC on the “seed task force” and especially organization of the donor sector workshop to discuss seed policy, all of which will channel into a national seed dialog involving Government, the involved private sector, and the donor community; and,
- Worked with IITA representatives and the AflaSafe team, assisting in the development of their launch workshop in Nampula.

3. VALUE CHAIN HIGHLIGHTS – 2ND QUARTER (JANUARY – MARCH)

3.1 SOYBEANS VALUE CHAIN

BEIRA CORRIDOR:

- **Monitoring Visits in Barue and Mossorize Districts:**
- Undertaken monitoring visits to the fields of Bárue FOSCs, with the objectives to: Verify and analyze the status of the crops; Support producers in solving problems at the time of production related to pest and disease control; Verify the implementation of the technical recommendations; Preparation of the field day, Monitor the Demonstration plots; and, Verify and analyze the status of the crops.

- 1) *The result of of the visits showed that the crops are in good condition. However, some recommendations such as weeding control were given to producers.*
- 2) *The team observed that the Demonstration plots in Mavonde have been attacked by rabbits and the field team instructed them to seal demo plots with bamboo and to set traps.*
- 3) *After the monitoring visits, a contact with potential buyers started for soybeans.*

- **Field days initiative in Barue and Mossorize Districts:**
- During the period there were several field days in Manica District, specifically in the association *Kugarique Tangué Nhamo - Mavonde*, in Mossorize, in the administrative posts of M'pengo and Espungabera. These events were attended by local, district government representatives. The field days have the following objectives:
 - a) Raise awareness and disseminate new technologies for soybean production;
 - b) Demonstrate the possible outcomes of using different types of technologies;
 - c) Identify the pests and diseases that attack the crop and how to control them;
 - d) Recommend the best population density of acceptable plants in a given area;
 - e) Recommend the ideal period for sowing the crop; and,
 - f) Share the results of treating soybean with inoculants (with nodules) and without inoculation
- **Assessment of the Areas of production:**
- In Barue and Mossorize, the total area planned for soybeans was approximately 3,053 ha. , but only 1,580 were planted. Two factors contributed to these figures: lack of soy seeds nationally

and poor availability of the seeds locally. Therefore, producers interviewed were unanimous in recommending the need to continue searching for varieties adapted to local conditions and their multiplication, because it is crucial for the promotion of soybean.

- **Assessment of the Productivity and Volume of Production:**
- The estimated yield is between 400-600 kg/ha due to a lack of experience with the crop as well as with the use of inoculants and fertilizers. Poor availability of inputs and low purchasing power are key elements that contribute substantially to the low productivity of the crop, especially among smallholder farmers. The opposite situation is verified among the ASCs where, because the commercial farmers act as providers of a set of services and promote the use of fertilizers and inoculants, yields are raised to between 900-1,200 kg /ha.

TABLE 7. AREA OF SOYBEAN CULTIVATED IN BEIRA CORRIDOR DURING JANUARY–MARCH, FY13

District/Province	Number of Producers/members			Soybean Performance	
	Male	Female	Total	Area planted (ha)	Estimated Yields/ (Kg/Ha)
FOSC de Barué	2,487	307	2,794	1,380.2	400 - 600
FOSC Mossurize	657	147	804	200	400 - 600
FOSC Dombe/CKK	527	350	877	-	400 - 600
Total	3,671	804	4,475	1,580.2	

Source: AgriFUTURO, April 2013

NACALA CORRIDOR:

- Corredor Agro (CAL) is the only participant, working with 738 smallholder farmers in Ribaue District of Nampula Province plus 12 emerging farmers working in Gurue District of Zambezia in conjunction with the Prosoja Project (see Table 8). Activities in soybean included:
- CAL provided : Mechanized land preparation, improved soybean seeds (variety safari) and technical assistance on pest and disease control;
- Prosoja provided : Seeds and technical assistance; and,
- AgriFUTURO : facilitated market linkages among the actors and technical assistance in the use of inoculants as a way to improve yields.

TABLE 8. AREA OF SOYBEAN CULTIVATED IN PARTNERSHIP WITH CAL IN RIBAUE, NACALA CORRIDOR DURING JANUARY– MARCH, FY13

District/Province	Number of associations	Number of Producers			Soybean Performance			
		Male	Female	Total	Quantity of seeds (kg)	Area planted (ha)	Estimated Yields/ (Kg/Ha)	Estimated Production (in kg)
Ribaue	32	488	250	738	29,350	587	980	575,260
Zambezia province	233	7,116	4,693	11,809	N/A	13,635	900	12,271,275

Source: AgriFUTURO, April 2013

3.2 GROUNDNUTS VALUE CHAIN

BEIRA CORRIDOR:

The Project's ASC Phoenix continued to work on the development of commercial groundnut operations with a market outlet focused on a client based in the United Kingdom but selling internationally. (Hard data on what he has developed to date in this regard is not available).

In addition, while in Zimbabwe, National Technical Director Randy Fleming spoke with Mr. Rob Kelly, the Chairman of AgriSeed Company about the possibility of crossing the border to develop operations in groundnuts on the Mozambique side of the border. Kelly promised follow up when opportune for him.

NACALA CORRIDOR:

This crop includes the contributions of Olinotu, IKURU, and producers associations assisted with the SANA Project. Eleven districts of Nampula Province were involved: namely *Angoche, Ilha de Mocambique, Meconta, Memba, Mogincual, Mogovolas, Monapo, Mossuril, Murrupula, Nacala Velha, Nacala Porto* and *Nacarôa*. There was a reduction in the estimated production from 6,000 tons to approximately 4,000 tons (see Table 8). This was due to late rains in some regions such as *Mossuril, Nacala Velha* and *Porto*, thereby influencing areas and income projected.

TABLE9. AREA OF GROUNDNUTS CULTIVATED IN NACALA CORRIDOR DURING JANUARY– MARCH, FY13

District/Province	Number of associations	Number of Producers/members			Groundnuts Performance			
		Male	Female	Total	Quantity of seeds (kg)	Area planted (ha)	Estimated Yields/ (Kg/Ha)	Estimated Production (in kg)
Nampula Province	721	11,471	7,914	19,386	They used mainly own seeds	6,778	679	4,602,660
Zambezia Province	124	1,738	1,893	3,631	N/A	2,459	600	1,475,400

Source: AgriFUTURO, April 2013

3.3 SESAME VALUE CHAIN

BEIRA CORRIDOR:

- There is currently relatively little ongoing activity in Sesame in the Beira Corridor at this time. When appropriate, client farmers are still being encouraged to consider the crop. It remained to be seen at the end of the last, harvest season how many client farmers were going to be interested in planting sesame in the next round. International market prices have been rather erratic over the last, few years and many farmers in this area are becoming more skittish about the crop.

NACALA CORRIDOR:

- This crop includes contributions from CAL, IKURU, Olinotu, Wissa and producer associations working under the SANA Project. Twelve districts from Nampula Province were involved: *Ribaue, Angoche, Ilha de Mocambique, Meconta, Memba, Mogincual, Mogovolas, Monapo, Mossuril, Murrupula, Nacala Velha, Nacala Porto* and *Rapale*. Activities in sesame included:
- CAL provided: mechanized land preparation and mechanical sowing following the contracted production established with smallholders in *Ribaue* and *Monapo*. As part of that, CAL also

provided distribution of improved seeds (variety and Lindi and Omera). Due to irregular rains in this region, there is a high probability of area reduction.

- IKURU and SANA provide: Technical assistance for production;
- AgriFUTURO: facilitated market linkages among the actors and technical assistance in use of inoculants as a way to improve yields.

TABLE 9. AREA OF SESAME CULTIVATED IN NACALA CORRIDOR DURING JANUARY–MARCH, FY13

District/Province	Number of associations	Number of Producers/members			Sesame Performance			
		Male	Female	Total	Quantity of seeds (kg)	Area planted (ha)	Estimated Yields/ (Kg/Ha)	Estimated Production (in kg)
Nampula Province	654	10,843	7,318	18,161	N/A	4,260	360	1,536,490
Zambezia Province	N/A	214	107	321	N/A	726,5	400	290,600

Source: AgriFUTURO, April 2013

3.4 PULSES VALUE CHAIN

BEIRA CORRIDOR:

The Project did not have any, significant farmer interest among our client farmers in Pulses in this area during the quarter. This is being actively worked on to change attitudes going forward.

NACALA CORRIDOR:

The major and important beans in this corridor are cowpeas and pigeon peas, and the figures are presented together. In total, beans were produced in thirteen districts of Nampula Province: *Angoche, Ilha de Moçambique, Meconta, Memba, Mogincual, Mogovolas, Monapo, Mossuril, Murrupula, Nacala Velha, Nacala Porto, Nacarôa and Rapale.*

TABLE 10. AREA OF BEANS (COWPEA AND PIGEON PEAS) CULTIVATED IN NACALA CORRIDOR DURING JANUARY– MARCH, FY13

District/Province	Number of associations	Number of Producers/members			Beans Performance			
		Male	Female	Total	Quantity of seeds (kg)	Area planted (ha)	Estimated Yields/ (Kg/Ha)	Estimated Production (in kg)
Nampula Province	654	10,843	7,318	18,161	N/A	4,260	360	1,536,490

Source: AgriFUTURO, April 2013

3.5 FRUITS AND NUTS: BANANA, MANGO, PINEAPPLE AND CASHEW NUTS HIGHLIGHTS

BEIRA CORRIDOR:

- **Banana:** Although the Project was not able to generate significant, specific interest in the banana value chain in this corridor during the quarter being reported, ongoing support of the *FrutiCentro* program continued, efforts to mitigate fruit fly problems in the area continued, and plans were established to help DanMoz in their program to create up to a 10 ha. planting of bananas. In addition, plans were put in place for a group of AgriFUTURO personnel and possibly interested clients to cross the border into Zimbabwe and review the highly successful Zim-AIED banana program there with the idea of trying to replicate appropriate elements of it in Mozambique (this has subsequently been followed up).

- **Mango:** In the case of mango, we highlight the following information:
- **Lucite Empreendimentos:** The farm of Pascoal de Castro Alves suffered a fire which destroyed nearly 90% of the 12 ha. planted. This situation will now seriously slow their production plans;
- **Pinto Agro Pecuaria:** By his own decision, allegedly due to a lack of export markets, pruned the 30 ha. of mango trees planted. The owner claims that the group of mango producers need more support in eradication of the fruit fly, establishment of irrigation systems and a packhouse, and a processing unit for dried fruits;
- **Frutas de Revue:** owned by the private entrepreneur Pedro Paulino, promised to provide information next quarter, in April, 2013.
- **Cashew:**
- In the context of monitoring visits, AgriFUTURO visited the District of Machaze for an exploratory trip with the objective of meeting the head of the District Economic Activities (SDAE);
- Visit the cashew nursery in Guezanhe in preparation for the program to be implemented by AgriFUTURO fostering this crop by using direct planting techniques. This approach is an alternative that yields good results.

NACALA CORRIDOR

- **Cashew:**
- Associations affiliated to the 17 cooperatives assisted by the project in partnership with SANA sold approximately 98 tons of raw cashew to IKURU and OLAM, paying an average price of 10,00 Mts/kg, which totalled US\$33,793. Additionally, OLAM exported approximately 100 tons to the Indian market, which generated about US\$810,344 of international exports.
- **Activities under the local pineapple initiative:**
- Three associations in Nicoadala District received from World Vision (WV) technical assistance on planting pineapples and from AgriFUTURO received a business plan designed to help them to establish a small-scale irrigation scheme at low cost, to mitigate the water stress problem and to spread production through the year. The business plan includes a financial component for irrigation which is to be submitted to International Development Enterprises (iDE) for potential funding;
- A market research initiative is ongoing domestically;
- Fifty hectares of pineapple will be planted by Mozambique Bioful Industry (MBFI) in Mocuba District. The production is to be sold domestically. AgriFUTURO will assist MBFI to increase yields thru a training program and possibly by setting up five hectares of demonstration field to demonstrate the techniques of production.
- **MD2 Pineapple Initiative:**
- MULTIFRUTAS company has a multiplication field of 0.5 hectares of pineapple variety - MD2. Part of the production was affected by "Phytophthora". The disease was detected during one of the monitoring visits done by the AgriFUTURO field technicians to the farm and the project recommended treatment using the chemical "Aliette" which proved effective.
- **Mangoes:**
- The private company Horfipec received a grant of US\$3,500 to establish an irrigation scheme. The payment was made to the supplier (iDE). The irrigation system will contribute to the development of the nursery for mangoes and others fruits.

3.6 ENABLING ENVIRONMENT (COMPONENT I) HIGHLIGHTS

IMPROVE THE ENABLING ENVIRONMENT FOR AGRIBUSINESS

- Establishment of value chain associations: AgriFUTURO, in partnership with SATH, has initiated the process of establishment of a national soybean association. So far a list of potential members has been produced and a next phase will follow with the organization and meeting with all stakeholders (potential members) to initiate the legal process of establishment;
- Field days: During the present reporting period, FRUTICENTRO continued with the field days which have become more popular and are actively supported by AgriFUTURO. Two field days were held, one in Kugarike Tangué Nhamo Association in Manica District and another one in Mossurrize District, both with the following topics: promotion and dissemination of new production technologies of maize and soybeans; demonstration and comparison of results using different technologies; identification of pests and diseases and control measures; demonstration of the acceptable density per area; and sowing period for the crop.

DEVELOP A NATIONAL COMPETITIVENESS STRATEGY

- AgriFUTURO coordinated the preparation of the logistics for the launch of the G8 New Alliance for Food Security and Nutrition for Mozambique. This event took place in April, at the VIP hotel in Maputo, with approximately 150 participants. AgriFUTURO was engaged in the planning of the event including:
- Coordination with CEPAGRI and USAID, to organize the logistics of the G8 New Alliance for Food Security and Nutrition launch;
- AgriFUTURO team was engaged in the: Organization and training plan; Prepare list of participants; Work on invitation letter with CEPAGRI; Work on invitation with USAID; Send agenda to all participants for ; Confirm the venue; Roll Ups; Hotel reservations at Southern Sun; Lunch and Coffee breaks; Translation and sound equipment; Decoration; Exhibition; and, Protocol.
- AgriFUTURO participated in the consultation Partner's meeting regarding USAID's Strategic Plan. This meeting was part of the public consultations with representatives of the private sector, civil society, and community based organizations to understand the concerns and priorities in the development of the next USAID Strategic Plan for Mozambique. Other topics included in the meeting were: Evaluation of projects implemented with support from USAID in Mozambique; Proposed improvements for the next five years. As a result, the representatives of organizations operating in the Agriculture sector have expressed interest to see included in the next USAID/Mozambique strategic plan the following : research and technology transfer to farmers; access to attractive markets; finance for rural value chains with better profit to the producers; and, rural Infrastructure such as small irrigation systems;
- AgriFUTURO and SNV jointly organized the first "Agribusiness Working Group" meeting which is a gathering of donor and NGO participants to discuss important agribusiness issues. The topic for the first session was "Large Commercial vs. Smallholder Agriculture, is there a way between?", the second session was presented by *Banco Oportunidade* on the subject of rural finance; the third was about irrigation and IDE was the presenter with examples of Elephant Pepper chilies producer in *Marracuene* as a case study. These meetings are held every month and will continue with discussion of different topics. Participants include representatives from USAID, the Canadian government, the EU development organization, the IFC, IDE, *Banco Oportunidade*, MSU, the Danish development agency, Export Marketing and others.

DEVELOP A NATIONAL COMPETITIVENESS REFORM AGENDA

- The Logistics Review for the Nacala and Beira Corridors has been finalized and released. The Logistics Review is intended to focus attention on those points where the current situation is sub-optimal and where unnecessary bottlenecks are impeding progress. For the region, the Review can serve as one more building block in construction of the hoped for economic integration of the region. If duly acted on, the recommendations contained in the Review can facilitate the economic development of such neighboring countries as Zimbabwe, Zambia, Malawi, and the eastern region of the Democratic Republic of the Congo. Key recommendations include:
- Logistics System users should be organized into viable associations that can be used both as conduits by which to inform stakeholders and to influence public action and use of money. There should be a continuous push for the upgrading and integration of all documentary processing both at the ports and at the border crossings;
- Next steps include the dissemination of the recommendations to key policy implementers for adoption in a workshop being organized for late June. Implementation of the key recommendations. Formation and/or strengthening of stakeholder associations, especially exporters associations in both the Beira and Nacala Corridors.

4. PROJECT PERFORMANCE INDICATORS

TABLE 11. JANUARY-MARCH, FY13 SUMMARY OF AGRIFUTURO PERFORMANCE INDICATORS ACTUAL COMPARED TO TARGETS

Performance Indicator		FY13		
		Target FY13	Oct - Dec	Jan-Mar
Private Investment Mobilized		\$20,051,000	\$599,980	\$2,958,413.80
New jobs Created		29,743	17,397	33,101
Value of Targeted Exports	International	\$45,111,000	\$5,036,406	\$1,108,406
	Regional	\$2,540,000	\$22,413	\$0
Rural Households Benefitted		135,457	72,770	74,889
Value of Incremental Sales		\$25,294,053	\$408,251.49	\$39,655
Firms and Producer Organizations Assisted		4,790	2,734	4,875
Value of Agricultural and Rural Loans		\$3,239,616	\$450,500	\$217,744
Number of PPPs Established		4	1	1
# of Hectares under Improved Technologies or Management Practices		50,800	32,480	62,809
# of Private Enterprises or Producer Organizations Applying New Technologies		4,770	3,043	4,815
# of Farmers and Others Who Have Applied New Technologies/Management Practices		125,006	49,365	126,237
Members of Legalized Cooperatives and Farmer Associations		33,000	5,000	0
# of Policies, Regulations, Administrative Procedures	Analyzed	4	0	0
	Consultations	2	0	0
	Proposed	2	0	0
	Approved	2	0	0
	Implemented	4	0	0

Source: AgriFUTURO, April 2013.

5. MAJOR IMPLEMENTATION ISSUES AND LESSON LEARNED

5.1 MAJOR IMPLEMENTATION ISSUES

- Lateness in the formalization of the project extension caused a great deal of time being spent on budget realignment and administration issues.
- Anxiety over formalization of the project extension led some members of staff to seriously consider seeking alternate employment which required senior staff time to provide reassurance.
- Malaika Mongo tendered her resignation generating a need to reallocate work- loads among the Maputo staff and reassign Joana Ledge to take her place.
- Sarah Clark was terminated as an STTA to the program with extensive responsibility in editing tasks which required a redistribution of her duties among the remaining, Maputo based staff.
- The launch of the *AgroCredito* program in cooperation with *Banco Oportunidade de Mocambique* (BOM) and *Banco Terra*, designed primarily to inject liquidity into the market for agricultural commodities, required negotiations with the banks, identification and training of the two, dedicated staff members, and proper orientation of potential clients.
- The absence of Anabela Mabota on maternity leave and the re-orientation of the field staffs required adjustments to the modus operandi of the project's M & E system.
- All three of our field offices changed coordinators and it has taken time to reorganize and suture the new offices.
- Jeremias Aiuba, Technical Field Assistant in the Nampula area, was sick for a long time. His absence placed an overload on his colleagues; and,
- Our staff is encountering resistance among a significant number of our clients to providing the requested M&E data. They regard the requests as “intrusive” and/or “too much extra effort in data collection relative to the benefits derived from the program”.

5.2 LESSON LEARNED

- Insufficient commercial working capital:
- One of the most significant inhibitors to normal functioning of the market for agricultural commodities is insufficiency of working capital in the commercial sector. This can best be alleviated by short term, well timed, working capital loans to traders and dealers. Our recently launched, working capital financial program, working closely with BOM and Banco Terra, is geared accordingly.
- Market linkages promotion:
- Focusing on yield improvements alone, and in effect promoting a supply push approach, is rather analogous to pushing wet spaghetti, it is hard to get much traction out of it. A better approach would be to identify where there are constraints or needs in the system and tailoring program efforts to address these. This is more of a “demand pull” approach to development and is more effective. A first step, of course, is the identification of viable market opportunities.
- Increasing labor productivity and adding value at the farm level:
- Critical technologies whose use should be encouraged include:
 - a) Small scale irrigation systems;
 - b) Animal traction and its multiple uses;

- c) Small unit mechanization (not large tractors but small multi-cultivators which can be used for multiple task facilitation by smallholder farmers);
 - d) Use of viable/optimal seed material (while avoiding use of old, low germination seed that is trashed from seed company inventories and flogged by donor agencies thinking they are helping farmers);
 - e) Inter-planting of longer term perennials along with cash crops (initially, for example, inter-planting cashew, and then graduating to mango, avocado, litchi, etc.); and,
 - f) Improvements to post-harvest storage and handling (reducing loss of product and improving on problems with such things as aflatoxin contamination).
- Seek to add value wherever possible at the farm level. This implies initiatives of farmer or village level, initial processing (such as first stage processing of cashew, which parenthetically will also help processors who are coping with new, minimum wage laws). Another example that merits further investigation is the shelling of groundnuts at the village level, although tradeoffs between enhanced income for farmers on the one hand and increased risk of aflatoxin contamination while in storage need to be taken into consideration.
 - Integrated farm income promotion:
 - Focus on whole farm income rather than on one crop per se. For example, a grain farmer can also be encouraged to raise poultry, with some of the grain being fed to the chickens, etc. At a more ambitious level, consider including dairy operations.
 - Focus on high value crops:
 - On income enhancement rather than on yield improvements within a low income crop. The return on effort will be greater. At the same time, do take note of the risks implicit in some, potentially higher value crops. For example, some vegetable crops may yield higher income but also imply higher risk from insect predation, etc. so make sure that all such variables are taken into consideration when making recommendations. A farmer with low income cannot afford a disaster.

6. KEY ACTIVITIES PLANNED FOR NEXT QUARTER:

- **Quality control :**
 - Assist Cajú Ilha, Cajú Ilha Angoche and Korosho, all cashew companies, to draft their work plans to start the implementation of the QMS procedures ;
 - Work with WORLD VISION (WV) in Nicoadala District -Zambézia under the pineapple initiative and other fruit variety to help them to comply with the quality standards;
 - Revisit the "Mango group" in Chimoio under the GlobalGAP and Brith Retail Consorcium (BRC) standards process; and,
 - Visit Farmers Associations and Cooperative's (*Samora Machel, Cuguta Cuchanda, Culima. Cuacanaca* and e *Agro-pecuária de Manica (AGPdM)* under the Global GAP/BRC implementation.
- **Under the new approach:**
 - Striveo implement an AgroTrader program in Nacala and Beira Corridors in partnership with Banco Terra and Banco de Oportunidade (BOM) similar to a comparable program operated by Zim-AIED in Zimbabwe;
 - Investigate the possibility of introducing crops in co-plantings of, for example, horticulture through the introduction of small-scale irrigation; and,

- Assess the feasibility of installing cleaning and selection machines for oils extraction with the FOSCs in Nacala Corridor.
- **Workshop and seminar:**
- Assist the organization of the workshop to launch of the G8 New Alliance for Food Security and Nutrition for Mozambique; Continue to support the Monitor Group team in its work in conjunction with the G-8 initiative;
- Participate in the two consultation meetings, one with private sector and the other with donor/development agencies for the National Seed Strategy/Policy; and,
- Sign an MoU between AgriFUTURO/ SANA with the Cooperatives working under SANA assistance to define areas of intervention.

7. ADMINISTRATIVE UPDATE:

- **List of requests to USAID, pending approval:**
- Four success stories are still pending COTR approval: the request was submitted in 2012;
- Separate Maintenance Allowance for James LaFleur is still pending CO approval. The request was submitted in October of 2012;
- Separate Maintenance Allowance for Randolph Fleming was submitted in March 2013
- **Other administrative issues:**
- AgriFUTURO's proposal for the program extension through January, 2014, was submitted in January by Abt for approval. USAID granted the extension on February 27, 2013;
- COR approved the two project videos produced (Institutional and Operational); It is expected that the videos be released to the local media in June, 2013;
- Two international trips occurred during this period: a trip to South Africa with the purpose of renewing the VISA for James LaFleur; a trip to Zimbabwe with the purpose of gaining experience from implementers of a financing program. Participated in this trip: some technical staff, BOM and *Banco Terra*, headed by the project business development director, Randolph Fleming.
- **Recruitment and New Status of LTTAs:**
 - The project administration decided to run the activities of *Zambezia* Province from *Gurue*. Thus, the project office in *Quelimane* will be closed down and some staff transferred to *Gurue* office, which will be in the CLUSA premises. As a result, the administrative assistant in *Quelimane* (Lilia Pene) and the M&E Assistant (Estevao Fraqueza) will have their working contracts terminated next May 15, 2013;
 - As part of the project restructuring, Octavio Machado and Mario Santos will be taking the positions of Finance Specialists. These staff members will be responsible for the identification of potential beneficiaries of the financing program (*AgroCredito*);
 - Abel Lisboa in Nacala Corridor was appointed as Nampula office coordinator;
 - Stefano Gasparine in the Nacala Corridor was appointed as *Zambezia* office coordinator;
 - The project is will be hiring one M&E person and one field technicians for *Gurué*;
 - The project is will be hiring one field technicians in Nampula to replace Jeremias Aiuba.

ANNEX A: PERFORMANCE INDICATORS (EXCEL ILE)

TABLE 12. FY2013 PERFORMANCE INDICATOR TABLE

	FY 2012	FY 2013					
INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Private Investment Mobilized (US\$)							
New		\$599,980	\$2,958,413.80	\$3,558,394	\$20,051,000	18%	<p>The total amount of the investment reflects investments on:</p> <p>a) <u>Beira Corridor:</u></p> <ul style="list-style-type: none"> - Purchasing of agricultural inputs (seeds, pesticides), equipment (tractor and harvester), land preparation and weeding and; - Payment of the Loan Security Savings (LSS) at BOM; - Soybean's value chain activities in both corridors are the major contributors, and the investment were used to purchase a multiple cleaning and packaging machine from Norway; <p>b) <u>Nacala Corridor:</u></p> <ul style="list-style-type: none"> - WISSA invested on the establishment of sales point for processed products; - MAP purchased raw cashew for processing using on capital; and; - ACOF invested in a truck

							with capacity for 4 tons to commercialize groundnuts.
New Jobs Created							
Total	27,325	32,437	33,101	33,101	29,743	111%	<p>The number of new jobs created during the two first quarters of FY13 aggregated across value chain was achieved in 111% and the number of new female full time equivalent employees exceeded the target (800%). Most of the jobs were generated as a result of:</p> <p>a) <u>Beira Corridor</u>:</p> <ul style="list-style-type: none"> - Contributions of soybeans activities performed at Barue FOSC, PHOENIX and AGdPM <p>b) <u>Nacala Corridor</u>:</p> <ul style="list-style-type: none"> - Cashew activities that resulted in new hiring's at OLAM factory
Male & Female New	11,212	5,112	664	5,776	2,418	239%	
Male & Female Contin.	16,113	27,325	32,437	27,325	27,325	100%	
Male	18,286	19,029	19,471	19,471	20,137	97%	
New	6,001	743	442	1,185	1,851	64%	
Continuing	12,285	18,286	19,029	18,286	18,286	100%	
Female	9,039	13,408	13,630	13,630	96,606	14%	
New	5,211	4,369	222	4,591	567	810%	
Continuing	3,828	9,039	13,408	9,039	9,039	100%	
Value of targeted exports (US\$)							
<i>International Exports</i>							
Soybean		\$0	\$0	\$0	\$0	\$0	No soybeans were exported. All soybeans are being consumed domestically by the poultry industry.
Sesame		\$700,200	\$0	\$700,200	\$5,278,000	13%	The 2 nd quarter (January-March) is still characterized mainly by activities related to production and some crops starting the harvesting season. Therefore, no exports of sesame took place. Most of the buyers/exporters are still negotiating the buying price with producer

							organizations.
Groundnut		\$325,000	\$0	\$325,000	\$742,950	44%	Nothing to be reported
Banana		\$0	\$0	\$0	\$30,319,703	0%	Nothing to be reported
Mango		\$0	\$0	\$0	\$89,692	0%	During the period no mango exports took place to international markets.
Pigeon peas		\$0	\$0	\$0	\$90,675	0%	Nothing to be reported
Cow peas		\$0	\$0	\$0	\$0	\$0	Nothing to be reported
Butter Beans		\$0	\$0	\$0	\$72,540	0%	Nothing to be reported
Cashews		\$4,011,206	\$1,108,406	\$5,119,612	\$8,517,883	60%	The target on cashew exports was met by 60% but we believe that the main exports will be covered on the next two remaining quarters. In addition, the project ended the contract of support with AICAJU in December 2012, which makes the project loose the group of processors filliated to the organization. As per our records the principal cashew exporter was OLAM which exported to Indian Market followed by MAP.
TOTAL		\$5,036,406	\$1,108,406	\$6,144,812	\$45,111,000	14%	
<i>Regional Exports</i>							
Soy Bean		\$0	\$0	\$0	\$0		All soybeans are being consumed domestically.
Sesame		\$0	\$0	\$0	\$150,000	0%	No exports reported.
Groundnut		\$22,413	\$0	\$22,413	\$1,224,920	2%	There is ongoing market study to sell the groundnuts in potential markets of: Malawi, Tanzania and South Africa.
Banana		\$0	\$0	\$0	\$500,000	0%	
Mango		\$0	\$0	\$0	\$296,768	0%	
Pigeon peas		\$0	\$0	\$0	\$204,750	0%	
Cow Peas		\$0	\$0	\$0	\$0		

Butter Beans		\$0	\$0	\$0	\$163,800	0%	
Cashews		\$0	\$0	\$0	\$0		No exports reported
TOTAL		\$22,413	\$0	\$22,413	\$2,540,000	1%	
Volume of targeted exports (in Tons)							
<i>International Exports</i>							
Soybean		0	0	0	0	0%	The soybeans produced in Mozambique are consumed domestically.
Sesame		318	0	318	4,590	7%	
Groundnut		200	0	200	413	48%	
Banana		0	0	0	104	0%	
Mango		0	-	0	104	0%	
Pigeon peas		0	0	0	91	0%	Nothing to be reported
Cow peas		0	0	0	0		
Butter Beans		0	0	0	54	0%	Nothing to be reported
Cashews		495	138.85	633.85	851	74%	Nacala Corridor contributed to meets the target of this indicator in 74% with OLAM and MAP.
<i>Regional Exports</i>							
Soybean		0	0	0	0	0	
Sesame		0	0	0	150	0%	No exports reported.
Groundnut		10	0	10	941	1%	There is ongoing market study to sell the groundnuts in potential markets of: Malawi, Tanzania and South Africa.
Banana		0	0	0	370	0%	
Mango		0	0	0	330	0%	
Pigeon peas		0	0	0	205	0%	
Cow peas		0	0	0	0	0	
butter Beans		0	0	0	121	0%	
Cashews		0	0	0	0	0	We don't expect regional exports of cashew.
# of rural HH benefitting directly from USG interventions							

Total RRHHs benefited (FY 2010-2013)	132,326	72,770	74,889	74,889	135,457	55%	<p>The total target of rural HH benefitting was met by 55%. This was possible due to :</p> <p>a) <u>Beira Corridor:</u></p> <ul style="list-style-type: none"> - Entry of new members within the FOSC approach because producers now realized that to get seed and financial services (Bank BOM) was possible via; - Good negotiation skill were found with the associations, as a results a good market price was agreed with WFP for maize and Abilio Antunes for soybeans; - Massive number of producers now adopted production techniques recommended by the project technical fields. <p>b) <u>Nacala Corridor:</u></p> <ul style="list-style-type: none"> - The major contributor on the entries is "Rei Agro" and Africa Century.
Male & Female New	63,982	4,426	2,119	6,545	3,131	209%	
Male & Female Contin.	68,344	68,344	72,770	68,344	132,326	52%	
Male Total	63,960	44,934	46,393	46,393	66,306	70%	
New	22,371	3,345	1,459	4,804	2,346	205%	
Continuing	41,589	41,589	44,934	41,589	63,960	65%	
Female Total	68,366	27,836	28,496	28,496	69,151	41%	
New	41,611	1,081	660	1,741	785	222%	
Continuing	26,755	26,755	27,836	26,755	68,366	39%	
Value of sales (collected at farm level) (US\$)							
Soybean		\$92,530	0	\$92,530	\$8,825,926	1%	The crop still on growing season. Sales will be reported on 3rd quarter
Sesame		\$8,300	0	\$8,300	\$2,925,083	0%	The crop is in the growing period for

							this quarter
Groundnut		\$15,367	0	\$15,367	\$2,343,044	1%	The crop still on growing season. Sales will be reported on 3rd quarter
Cashew		\$285,483	\$39,655	\$325,138	\$10,043,000	3%	Nacala Corridor: Cashew contributed sales was US\$ 39, 655 resulting from sales of raw cashew from the producer associations working with OLINOTU and SANA project.
Mango		0	0	\$0	\$52,500	0%	Beira Corridor: had limited information to this indicator because most the clients are not willing to provide information.
Pineapple dom.		\$6,034	\$0	\$6,034	\$0	\$0	Nacala Corridor: Process of establishment of nursery by HORFIPEC one of the project grantees.
Banana		\$0	\$0	\$0	\$156,000	0%	
Pigeon Peas		\$248.27	0	\$248	\$255,250	0%	Nothing to be reported
Cow peas		\$289.65	0	\$290	\$437,450	0%	
Butter Beans		\$0.00	0	\$0	\$255,800	0%	
TOTAL		\$408,251.49	\$39,655	\$447,906	\$25,294,053	2%	
Volume of sales (collected at farm level) (in Tons)							
Soybean		142	0	142	11,624	1%	Beira Corridor: The Producers already submit credit request to BOM Bank for market season which start end of May. It expected to harvest 504 tons form Barue FOSC and 100 tons from Mossurize.
Sesame		8	0	8	2,817	0%	The crop still on the field and it expected to sell 95 ton from Dombe FOSC to SENWES
Groundnut		15	0	15	1,990	1%	

Cashew		686	115	801	19,725	4%	Nacala Corridor: Cashew sales were from farmers associations in Nampula assisted by SANA project
Mango		0	0	0	368	0%	Beira Corridor: there is limited information for this indicator.
Pineapple dom.		1	0	1	0		No target was set for sales of pineapples in the domestic market.
Banana		0	0	0	240	0%	
Pigeon peas		1	0	1	620	0%	
Cow peas		1	0	1	903	0%	Target was not achieved.
Butter Beans		0	0	0	552	0%	We had limited information to set this target.
# of enterprises receiving business development services							
Total # of enterprises	4,721	4,859	4,875	4,875	4,790	102%	<p>The target on this indicator was met by 102%.</p> <p>a) <u>Beira Corridor</u>: has a total eight new clubs which seven belongs to Batani Phaza and one to Manica Districts from Barué FOSC, this associations are producing soybeans, common beans, sesame and maize. During the 2nd quarter of FY13 they all receive assistance from the AgriFUTURO in partnership with Fundacao MICAIA, WFP and TNS.</p> <p>b) <u>Nacala Corridor</u>: The total of four new emerging farmers was registered from Corredor Agro (CAL) and they are going to produce sesame.</p>
EF Total (new & cont.)	442	442	446	446	454	98%	
New	100	0	4	4	12	33%	
Continuing	342	442	442	442	442	100%	
FA (FA w/i FOSC) Total (new & cont.)	4,251	4,384	4,395	4,395	4303	102%	
New	1,666	133	11	144	52	277%	
Continuing	2,585	4,251	4,384	4,251	4,251	100%	
Processors Total (new & cont.)	12	13	13	13	14	93%	
New	6	1	0	1	2	50%	
Continuing	6	12	13	12	12	100%	
Input suppliers Total (new & cont.)	16	20	21	21	19	111%	
New	11	4	1	5	3	167%	
Continuing	5	16	20	16	16	100%	

Value Agricultural loans							
Total Value Agricultural loans		\$450,500	\$217,744	\$668,244	\$3,239,616	21%	<p>Backed by DCA: Beira Corridor: 102 farmers from which 17 are women received loans a total loan of US\$18,200 backed by the DCA from BOM and US\$76,994.56 from Banco Terra.</p> <p>Not backed by DCA: Beira Corridor: Not backed DCA five male from AgDevco correspondent to. the loans was to use on land preparation, purchase agricultural equipment (tractor, harvester), inputs (pesticides</p> <p>Nacala Corridor: US\$122,849 from non DCA basically for land preparation and purchase of agricultural inputs.</p>
Backed by DCA		\$21,241	\$76,695	\$97,936	\$1,393,552	7%	
Male loan recipient		\$19,241	\$75,501	\$94,742	\$996,449	10%	
Female loan recipient		\$2,000	\$1,194	\$3,194	\$397,103	1%	
Not backed by DCA		\$429,259	\$141,049	\$570,308	\$1,846,064	31%	
Male loan recipient		\$420,672	\$129,789	\$550,461	\$1,240,066	44%	
Female loan recipient		\$8,587	\$11,260	\$19,847	\$605,998	3%	
# of public-private partnerships formed as a result of AgriFUTURO assistance							
Total PPPs (excluding public)		1	1	2	4	50%	
ASC		0	0	0	1	0%	Nacala: Lozane Farms, MADAL & SAG, Both: Grupo Soico, AJAP
FOSC		1	0	1	0		Nacala: Korosho, Fabricas de Grupos Yanuss; Beira: Moz Tea, IDE
GDA w/Private Co		0	0	0	0		Nacala: Corvus
Financial: DCA		0	0	0	1	0%	
Financial: non-DCA		0	1	1	2	50%	ASS Microcredit
Public Org		0	0	0	3	0%	Nacala: PRODEZA, World Vision Beira: IFDC
# of hectares under improved technologies or management practices as a result of USG assistance							
Total # of ha improve. Seeds (new & cont.)	44,382	54,771	62,809	62,809	29,826	211%	Number of hectares under improved

							technology resulted of massive use of improved seeds on both corridors as well as expansion of areas of production. The major contributors are CAL and OLINOTU which provided agricultural inputs.
Male & female new	25,262	10,389	8,038	18,427	6,468	285%	
Male & female Contin.	19,120	44,382	54,771	44,382	44,382	100%	
Male Total	31,221	38,434	44,043	44,043	35,565	124%	
New	18,237	7,213	5,609	12,822	4,344	295%	
Continuing	12,984	31,221	38,434	31,221	31,221	100%	
Female Total	13,161	16,337	18,766	18,766	15,285	123%	
New	7,025	3,176	2,429	5,605	2,124	264%	
Continuing	6,136	13,161	16,337	13,161	13,161	100%	
Total # of ha mechanization (new & cont.)	9,172	11,832	19,869	19,869	6,302	315%	Nacala Corridor: Producers expanded their areas in response to supply of mechanized services on land preparation and the CAL and OLINOTU are the major contributors as a result of the grants impact that both companies received.
Male and female new	4,870	2,660	8,038	10,697	1,746	613%	
Male & female Contin.	4,302	9,172	11,832	9,172	9,172	100%	
Male Total	6,884	9,300	14,909	14,909	8,197	182%	

New	3,963	2416	5,609	8,025	1,313	611%	
Continuing	2,921	6,884	9,300	6,884	6,884	100%	
Female Total	2,288	2,532	4,960	4,960	2,721	182%	
New	907	244	2429	2,672	433	617%	
Continuing	1,381	2,288	2,532	2,288	2,288	100%	
Total # of ha using inoculants		3,266	11,304	11,304	2,912	388%	The Producers cultivating soybeans are using inoculants compared to last quarter which resulted in the expansion of areas.
Male and female new	1,261	1,061	8,038	9,099	495	1838%	
Male & female Contin.	2,205	2,205	3,266	2,205	3,466	64%	
Male Total	2,659	2,456	8,065	8,065	3,065	263%	
New	1,114	911	5,609	6,520	406	1606%	
Continuing	1,545	1,545	2,456	1,545	2,659	58%	
Female Total	807	810	3,239	3,239	896	361%	
New	147	150	2429	2,579	89	2897%	
Continuing	660	660	810	660	807	82%	
Total # of ha with one or more technology/mgmt practice	44,382	29,509	37,547	37,547	50,800	74%	It is expected that all farmers will expand areas resulted of massive use of improved seeds provided on credit basis from BOM Bank and that some

							of those will use other technologies.
Male and female new	25,262	10,389	8,038	18,427	6,468	285%	
Male and female cont.	19,120	19,120	29,509	19,120	44,382	43%	
Male Total	31,221	20,197	25,806	25,806	35,565	73%	
New	18,237	7,213	5,609	12,822	4,344	295%	
Continuing	12,984	12,984	20,197	12,984	31,221	42%	
Female Total	13,161	9,312	11,741	11,741	15,285	77%	
New	7,025	3176	2429	5,605	2,124	264%	
Continuing	6,136	6,136	9,312	6,136	13,161	47%	
# of private enterprises and producers organizations that applied new technologies or management practices							
Total # organizations	4,694	4,799	4,815	3,059	4,770	64%	In this period there 4 new producers organization was registered from Rei Agro. One input supplier namely Concer - Worldwile to provide sesame seeds. Beira Corridor registered 8 new clubs that joined to Barue FOSC and producing soybeans, sesame and beans.
EF Total (new & cont.)	420	440	444	366	438	84%	
New	78	20	4	24	18	133%	
Continuing	342	420	440	342	420	81%	
FA (FA w/i FOSC) Total (new & cont.)	4,251	4,333	4,345	2,679	4,303	62%	
New	1,666	82	12	94	52	181%	

Continuing	2,585	4,251	4,333	2,585	4,251	61%	
Processors Total (new & cont.)	7	8	8	7	10	70%	
New	1	1	0	1	3	33%	
Continuing	6	7	8	6	7	86%	
Input suppliers Total (new & cont.)	16	18	18	7	19	37%	
New	11	2	0	2	3	67%	
Continuing	5	16	18	5	16	31%	
# of farmers and others who have applied new technologies or management practices as a result of USG assistance							
Total applying tech. (new & cont.)	115,178	121,341	126,237	54,261	125,006	43%	Beira Corridor: The project promoted field days focus on use of good practices refer to use of inoculants, pesticides, improved seed, sowing, conservation agriculture that members learned from the project and applied in their field.
<i>Male and female new</i>	<i>71,976</i>	<i>6,163</i>	<i>4,896</i>	<i>11,059</i>	<i>9,828</i>	113%	Nacala Corridor: The management practices focus on use of improved seeds (sesame and cowpeas) and mechanization.
<i>Male and female cont.</i>	<i>43,202</i>	<i>115,178</i>	<i>121,341</i>	<i>43,202</i>	<i>115,178</i>	38%	
Male Total	72,936	78,070	81,236	37,812	79,473	48%	
New	43,424	5,134	3,166	8,300	6,537	127%	
Continuing	29,512	72,936	78,070	29,512	72,936	40%	
Female Total	42,242	43,271	45,001	16,449	45,533	36%	

New	28,552	1,029	1,730	2,759	3,291	84%	
Continuing	13,690	42,242	43,271	13,690	42,242	32%	
# of members of cooperatives and farmers associations (Feed the Future definition)							
Total Male & Female		0	1,075		99,000	0%	The target was achieved for this quarter.
# Males		0	676		60,500	0%	
# Females			399		38,500	0%	
# of members of legalized cooperatives and farmers associations (ATB definition)							
Total Male & Female		5,263	0	5,263	33,000	16%	This shows the quarterly numbers using the ATB definition but we do not have a corresponding target.
# Males		4,322	0	4,322	21,000	21%	
# Females		941	0	941	12,000	8%	
Number of policies, regulations, administrative procedures:							
Analyzed		0	0	0	4	0%	See policy table for details.
Presented consult.		0	0	0	4	0%	
Presented enactment		0	0	0	2	0%	
Approved		0	0	0	2	0%	
Implem. begun		0	0	0	4	0%	
Gross margins per hectare for emerging farmer crops							
Soybeans		N/A			\$560	0%	
Groundnuts		N/A			\$440	0%	
Sesame		N/A			\$195	0%	

ANNEX B: POLICY TABLE (EXCEL FILE)

TABLE 13. POLICY TABLE, FY2013

ANNEX C: TABLES SHOWING STATUS OF GRANTS

TABLE 14. GRANTS PERFORMANCE TABLE, JANUARY TO MARCH, FY13

Grantee	Type of grant	ITEM	USD	Status	Corredor
IKURU	Seed Capital	Office and warehouse construction	\$68,225.00	Construction is in progress with some delays from the constructor. The constructor complained about lack of material in Nampula city. At the moment of this report the walls were completed until the middle of the building.	Nacala
CORREDOR AGRO/GrainPro	Discretionary Grant	Storage units for grains	\$10,000.00	The storage units were delivered to the beneficiaries in February.	Nacala
UNILURIO	Seed Capital	Laboratory Construction	\$ 100,000.00	Award fully signed. Paid the installment of US\$ 10 000.	Nacala
GRAMITER	Discretionary Grant	Equipment to calibrate & clean grains	\$10,000.00	Beneficiary received the equipment	Nacala
SEMENTES NZARA YAPERÁ	ASC	Planters JD 1010 2ROW	\$16,500.00	Delivered	
		Tractor JD 5303	\$6,950.00	Delivered	
		Seed Cleaner	\$30,500.00	Seed cleaner paid for and grantee has been advised to apply to CPI for clearance of importation. Supplier to confirm date of delivery shortly.	
		Warehouse construction	\$39,354.27	Construction in progress. Last payment will be made before the end of April and is going to be used to terminate the building.	Beira
		Total	\$93,304.27		
ISPM	Seed Capital	Laboratory Equipment	\$100,000.00	The equipment arrived in Beira on the 3 rd of February and ISPM is trying to get exemption of the duties, the process has been submitted to the Chimoio local Government and now is waiting for approval	Beira
NJERENJE	Seed Capital	Boom- sprayer	\$6,405.69	Delivered	Beira
		Planter	\$22,242.00	Delivered	
		Accessories	\$12,840.00	Paid not delivered	
		Tractor	\$37,769.38	Delivered	
		Total	\$79,257.07		
EVRETZ	Seed Capital	Maize Milling Plant	\$58,389.10	The delivery of the equipment still pending with the supplier	Beira
		Soya Extruder	\$10,000.00	In progress	
		Shed Construction	\$16,000.00	Still under construction	
		Total	\$84,389.10		
WISSA			\$7,000	The contract awarded in 20 th of March and waiting for provider to build the canteen.	Nacala
HORFIPEC			\$3,500	Was paid to supply but pending the installation of the system of irrigation	Nacala
DENGO	Seed Capital	Construction (roof and paint)	\$50,000.00	Waiting for grantee to finalize phase I which is the construction of the warehouse walls.	Beira

Source: AgriFUTURO, April 2013.

ANNEX D: SUCCESS STORY



USAID | AGRIFUTURO
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FIRST PERSON

Her nutritious products save consumers time

Agricultural processor gains regional and global market exposure, thanks to USAID



Photo: Wissa

At the International Fair of Maputo known as FACIM in 2011, Ms. Judite C. Macuacua Pinto shows off some of her company's best-selling agricultural processed products.

USAID is providing business and technical assistance to smallholder farmers and others in agribusiness value chains to raise incomes and increase food security in Mozambique.

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In the Tsonga language of southern Mozambique, *wissa* means “rest,” a fitting name for a food processing company whose stated mission is to save its customers processing time—particularly women working outside the home—while improving their overall nutrition. After Ms. Judite C. Macuacua Pinto founded Wissa in 2008, she began selling cassava flour and castor seed to her local market of Nampula in the country’s far northeast.

Today, her company employs five men and seven women and buys 20 tons of cassava annually. Wissa’s offerings—sold in bakeries, supermarkets and to wholesalers in Mozambique’s three major cities—have expanded to include peanut powder, cassava leaf powder, cassava chips, beans, banana chips, starch and tapioca. She also plans to export cassava flour to Mauritius.

The demand for Wissa’s products can spur more cassava production in the northern Mozambique. Wissa grew five hectares of groundnuts in 2011, which it expanded to 15 hectares in 2012. With contacts provided by AgriFUTURO, Ms. Macuacua has also started sourcing a South African groundnut variety to help her expand into export markets there and Europe. The USAID project also advised Wissa on better production techniques and harvesting tactics to avoid aflatoxin contamination. Groundnuts go into one of her most popular products, *molina*, a high-energy snack of roasted groundnuts, sugar, tapioca, sesame and coconut, which won recognition at an international trade fair in 2013 in South Korea.

Though Ms. Macuacua is a frequent exhibitor at trade shows in Mozambique, AgriFUTURO helped introduce her to the international stage in 2011 by sponsoring her participation in an agribusiness forum in Johannesburg, “Engaging the Private Sector for Africa Agri-Food Growth,” followed by an invitation-only symposium in Washington DC, “Advancing Food and Nutrition Security” at the 2012 G8 Summit.

In 2013, Ms. Macuacua received technical support as well as a grant from USAID’s AgriFUTURO project to build a small processing unit and shop to exhibit and sell Wissa’s full range of products.