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AGRICULTURAL INCOME AND EMPLOYMENT DEVELOPMENT (AIED) QUARTERLY REPORT #3

April – June 2011

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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

ACRONYMS

AGRITEX	Agriculture, Technical, and Extension Services
AI	Active Ingredient
AIED	Agricultural Income and Employment Development
AN	Ammonium Nitrate
APS	Annual Program Statement
ASP – Z	Agro dealer Strengthening Program in Zimbabwe
BDS	Business Development Services
BiZ	Bio-Innovation Zimbabwe
CA	Conservation Agriculture
CABS	Central Africa Building Society
CBZ	Commercial Bank of Zimbabwe
CIRIS	Client Impact and Results Information System
CLUSA	Cooperative League of the United States of America
COMESA	Common Market for Eastern and Southern Africa
EA	Environmental assessment
EMA	Environmental Management Agency
EMMP	Environmental mitigation and monitoring plan
EPA	Environmental Protection Agency
EU	European Union
FAB	Farming as a Business
FtF	Feed the Future
GAP	Good Agricultural Practice
GMO	Genetically Modified Organism
GMS	Gender Mainstreaming
GoZ	Government of Zimbabwe
GUC	Grants under contract
HACCP	Hazardous analysis critical control points
HPC	Horticultural Promotion Council
IEE	Initial environmental examination
IMC	Irrigation Management Committee
IP	Implementing partner
IPM	Integrated Pest Management
IR	Intermediate Result
IRD	International Relief and Development
IRS	Indoor residual spray
LGDA	Lower Gurove Development Association
M & E	Monitoring and Evaluation
MAMID	Ministry of Agriculture, Mechanization and Irrigation Development
MLARR	Ministry of Lands, Agriculture and Rural Resettlement
MLRP	Mashonaland Livelihoods Restoration Project
MOFA	Ministry of Foreign Affairs
MOU	Memorandum of Understanding

MSDS	Material safety data sheets
MSME	Micro, small and medium enterprise
NGO	Nongovernmental Organization
NRM	National Resource Management
PER	Pesticide evaluation report
PERSUAP	Pesticide Evaluation Report and Safe Use Action Plan
PHI	Pre-harvest interval
PIC	Prior informed consent
PMP	Pest management plan
PMP	Performance Management Plan
POP	Pesticide organic pollutant
PRIZE	Promoting Recovery in Zimbabwe project
RAIN	Revitalising Agricultural Incomes and Markets program
REALIZ	Restoring Economic Agricultural Livelihoods in Zimbabwe program
REVALUE	Restoring Livelihoods Strengthening Value Chains program
RUP	Restricted use pesticides
S and C	Standards and certification
SAT	Sustainable Agriculture Trust
STAMP	Smallholder Technology and Access to Markets Program
STTA	Short-term technical assistance
SNV	SNV Netherlands Development Organization
SUAP	Safe use action plan
SUR	Safe use recommendations
ToT	Training of Trainers
USAID	United States Agency for International Development
USG	United States Government
USEPA	United States Environmental Protection Agency
WHO	World Health Organisation
ZAPAD	Zimbabwe Agriculture Production and Agribusiness Development program
Zim-AIED	Zimbabwe Agricultural Income and Employment Development

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1. INTRODUCTION AND EXECUTIVE SUMMARY

This is the third quarterly report (April – June 2011) for Zim-AIED, under the USAID-Zimbabwe Task Order No. EDH-I-08-05-00007-00 with Fintrac Inc. The goal of the program is to increase food security by raising rural family incomes and increasing food production among 180,000 vulnerable but commercially viable farmers. Achievements in the third quarter include:

- 5,971 farmers and 55 small-scale traders are benefiting from the program. Training in production, marketing and various aspects of farming as a business was delivered.
- Marketing arrangements were reviewed and evaluated for smallholder growers receiving various types of development support, including subsidized inputs. As a result, direct interventions were made to increase competition for smallholders' crops.
- A \$1.8 million investment partnership was signed with top banana company, Matanuska to bring commercial banana production to more than 1,000 smallholder farmers in southern Manicaland. Zim-AIED is providing technical assistance and \$203,000 grant for training and extension. The balance will be invested by Matanuska and farmers on three irrigation schemes.
- Zim-AIED assisted farmers who have potential to move from subsistence to commercial maize farming. As part of their training in farming-as-a-business, 1,037 farmers in Mashonaland West calculated maize yields of 3-5 tons/ha this season. With the average farm gate price of \$170-180 per ton, some achieved the equivalent net return of \$5/day from maize.
- Short-term grant agreements were signed with IRD and Mercy Corps to complete activities initiated under previous USAID programs. As a result of Zim-AIED intervention, beneficiary farmers in southern Manicaland sold groundnuts to Agriseeds and other buyers at competitive prices, in some cases using the Agritrade revolving fund. Horticultural farmers in Murewa increased their sales of vegetables and signed new contracts for production of coriander seed.
- Zim-AIED's AgriTrade revolving fund disbursed a total of \$691,700 on 55 loans ranging from \$500 to \$200,000. Many borrowers were directly linked to technical assistance, providing an integrated package of support to smallholder farmers and rural traders. MicroKing continued making small production loans to Zim-AIED supported farmers.
- The Capsicum Company received the first AgriTrade II loan of \$130,000 to purchase cayenne chili for paprika production from Zim-AIED beneficiaries.

Fintrac's Memorandum of Understanding (MOU) with the Ministry of Agriculture is yet to be approved. This is hampering field activities to some extent although progress is being made through cooperation with established commercial companies, NGOs and other development partners.

In the next quarter, Zim-AIED will complete negotiations for agreements with four additional private sector partners; implement measures to accelerate AgriTrade loan disbursements; and deliver training and technical assistance to 20,000 smallholder farmers in preparation for the next production season.

2. PROJECT OBJECTIVES

2.1 Project Description and Objectives

USAID's contract with Fintrac Inc. to manage the Program started on October 1st, 2010 and will run for 53 months, through February, 2015. Zim-AIED is providing technical assistance to increase the incomes of 180,000 farmers throughout Zimbabwe covering all agro-ecological regions. It is also generating new income from employment created in the wider agricultural sector and contributing to improved food security status of all beneficiary households. In many areas, income derived from production and marketing of high value cash crops can contribute more to food security than marginal production of maize. Zim-AIED is commercializing small-scale growers on communal and non-contested land by raising efficiencies in production systems for an improved combination of cash and food crops; providing access to credit; linking producers to local, regional and international buyers; and training farmers to adopt good business practices. The Program is building demand for a range of Zimbabwean crops and products by focusing on quality, continuity and cost-competitiveness. It is also providing specialized technical support for the production of food crops to increase food availability on a sustainable basis in areas and communities most vulnerable to food insecurity. Fintrac is implementing the Program in cooperation with two sub-contractors; International Relief and Development (IRD) and the Cooperative League of the USA (CLUSA).

The goal (primary objective) of Zim-AIED is to increase food security by raising rural family incomes and increasing food production among vulnerable but commercially viable farmers. This is measured as the sum of net incomes received from all agricultural activities which are assisted by the program. In some cases, new employment is also contributing to the total income generated. This goal will be reached through the achievement of three intermediate results (IRs):

3. *Increased Agricultural Production*: measured through percent and absolute change in total production (income and quantities), yields (productivity), changes in product mix to include higher value crops, and area under production at the household and national level. The emphasis is on commercially viable production of both food and cash crops.
4. *Enhanced Value Addition*: measured through percent and absolute change in farm sales of semi-processed products and crops for processing; new employment generation in added value products; and investment in processing facilities.
5. *Expanded Market Access*: measured through percent and absolute change in volume and value of sales of targeted commodities and integration of farmers into outgrower and contract farming schemes.

Although the focus of Zim-AIED is on profitable food production, income generation and employment, interventions focus on improving the livelihoods of vulnerable groups through appropriate and sustainable commercial initiatives that move rural families from subsistence to commercial farming and increase their asset base through investment in high value perennial crops and livestock.

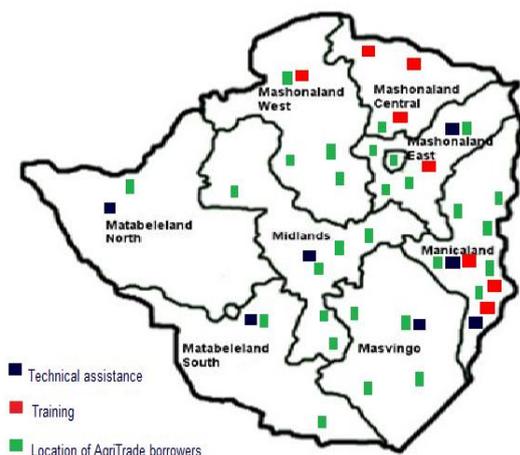
2.2 Beneficiaries and Geographical Coverage

During this quarter 5,971 farmers and small-scale traders received technical assistance and training from the program (Table 1). Training covered production, integrated pest management (IPM), marketing and various aspects of farming as a business (FAB). More details on training are given below in Section 8.4.

Activity	Number of farmers			% of total
	Males	Females	Total	
Training	1,017	748	1,765	29.6
Technical assistance	1,626	2,022	3,648	61.1
Credit	399	159	558	9.3
Total	3,042	2,929	5,971	100

The Zim-AIED program has national coverage and worked in most agro ecological regions during this period (Figure 1). About half of the beneficiaries were in Manicaland and 46% in the three Mashonaland provinces, although new projects were also initiated in Masvingo, Midlands and Matabeleland Provinces that will be developed further over the next quarter (Table 1).

Figure 1: Geographical Location of Beneficiaries



In this quarter the emphasis in training was on farming as a business, marketing, post-harvest technology, safe use of chemicals and crop-specific technologies. A total of 1,765 farmers attended group training sessions. Training needs assessments were conducted for beneficiary farmers of APS programs that are being integrated into Zim-AIED (see below, section 8.4). A major initiative was launched with the Sustainable Agriculture Trust to provide FAB and safe use of chemicals training to up to 10,000 farmers benefitting from the FAO-subsidized inputs program in Guruve, Hurungwe and other areas.

Technical assistance was provided on a large scale by Zim-AIED and partner staff during this quarter at both an individual farmer and group level. A total of 3,648 farmers, agro traders and other service

providers received production, postharvest and marketing support. In many cases this involved bringing groups of farmers together to advise on marketing and collect information that could be used to direct buyers to the production areas (Section 8.4). It also included evaluations of production systems to provide advice on crop selection, trouble shooting on pest and disease control and problem-solving in relation to low yields. Much of Zim-AIED's work during this period related to reviewing and evaluating marketing relationship between smallholder growers receiving various types of development support, including subsidized inputs. Overall there were very few reliable market

linkages in place and direct interventions were made to assist smallholders to sell their products. In this period more than half of the loans disbursed through the AgriTrade revolving fund were used in Mashonaland with the balance in Midlands, Manicaland and Masvingo (Section 7). The first major private sector partnership was launched in southern Manicaland.

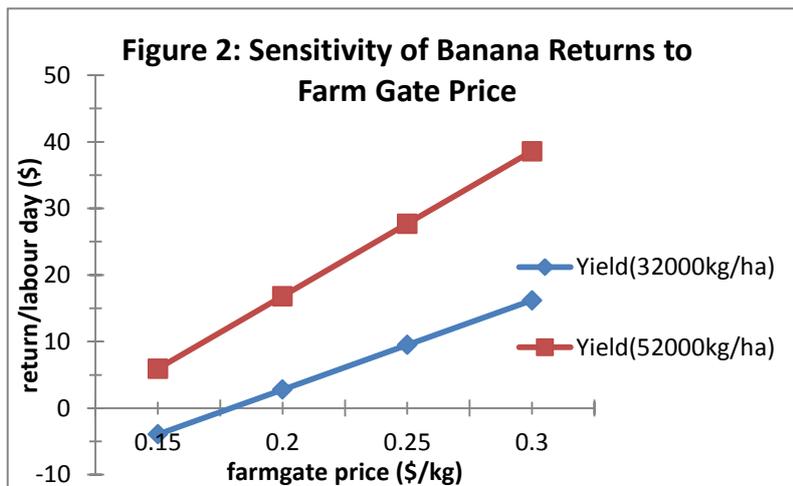
Province	Number of beneficiary farmers			% of total
	Males	Females	Total	
Manicaland	1,376	1,609	2,985	50.0
Mashonaland Central	506	274	780	13.1
Mashonaland East	510	419	929	15.6
Mashonaland West	591	446	1,037	17.4
Masvingo	1	9	10	0.2
Matabeleland North	4	71	75	1.3
Matabeleland South	40	36	76	1.3
Midlands	14	65	79	1.3
Total	3,042	2,929	5,971	100

3. ACTIVITIES

3.1 PRODUCTIVITY AND PRODUCTION

3.1.1 Banana

A \$1.8 million investment project was signed in June with a top banana company, Matanuska to bring commercial banana production to more than 1,000 smallholder farmers in southern Manicaland. Zim-AIED will provide technical assistance plus a grant of \$203,000 for start-up training and extension.



The balance will be invested by Matanuska and farmers on three irrigation schemes. Planning meetings were held with the Provincial Administrator, District Agriculture Officer and traditional leadership who are all fully behind the project. Farmers received training on the process of contract farming and started to register as contracted outgrowers to Matanuska. Two nursery sites were selected and soil sampling completed. Blocks

for the first phase of planting were identified at Mutema irrigation scheme, Chipinge (Manicaland). A total of 500,000 tissue culture seedlings were ordered from Du Roi laboratories in South Africa. Six demonstration sites were cleared at the Chibuwe, Musikavanhu and Mutema irrigation schemes and two have been prepared for planting with seedlings from Matanuska's existing nursery. Matanuska will work with 1,000 farmers in the first year of the project aiming for yields of at least 20,000kg/ha for the first crop, increasing to 30-50,000 kg/ha in successive ratoon crops. Initially, 250ha will be planted with each farmer planting at least 0.2ha. At a minimum target farm gate price of 20 cents/kg, farmers will earn a net return per hectare of up to \$18/day (Figure 2). The contracted farmers will intercrop sugar beans with banana during the first year of production that Matanuska has also offered to buy under contract. It is anticipated that an additional 2,000 farmers on the irrigation schemes and in surrounding areas will also benefit from planting sugar beans, paprika and other crops on the back of the banana project.

3.1.2 Potato

Negotiations took place with Prime Seed to design a partnership that could bring commercial potato production to 8,000 smallholders. Prime Seed are marketing agents for suppliers of true potato seed (TPS) for proven commercial varieties. The company has specialist expertise in germination, and production of potato seedlings that can be grown by smallholders to produce a plant crop and successive commercial crops at much less cost than using traditional seed potato tubers. Growing potato from true seed also has great food security potential through small-scale production in all climatic zones. A provisional agreement was made with the Meikles group, through their Tanganda plantation, to supply potato under contract to the TM supermarket chain owned by Meikles. A

baseline survey was conducted to identify and target smallholders in Chipinge that could be contracted by Tanganda.

3.1.3 *Sweet Potato*

A provisional sub-contract was agreed with CARE to continue their work with vulnerable households where potato could be introduced for home consumption and neighborhood marketing. As part of the sub-contract negotiations, field visits were made in Bikita, (Masvingo) to assess potential for sweet potato production. Under previous project funding, CARE has provided growers in this area with improved planting material for various sweet potato varieties. Discussions with 10 community leaders indicated that sweet potato production could contribute to both food security and income generation in their areas but that a fully integrated marketing plan is needed, combining household consumption with neighborhood, provincial, national and export marketing. Work started to develop an integrated post-harvest handling and marketing strategy and some interesting preliminary information was collected, including:

- Using GAPs, growers can achieve up to \$6/day return on labor even in the low rainfall areas of Masvingo and Matabeleland.
- Growers in Masvingo are already selling sweet potato to brokers from Botswana and will benefit immediately from technical assistance to reduce costs and increase yields.
- South African buyers are interested in buying good quality sweet potato from southern Zimbabwe.
- There is a demand for processed products. In the production areas, women's groups are already producing flour, cakes, bread, chips, relish and jam for local market days. Pick'n Pay is selling branded sweet potato chips in its stores in South Africa and the demand is growing.
- Domestic market availability is very seasonal, with gluts sometimes occurring. Quality is the main problem for local supermarkets who often buy pre-packed sweet potato from South Africa for convenience.
- White-fleshed varieties are the most popular in Mbare market.
- Orange-fleshed sweet potato is one of the fastest-growing fresh tropical produce imports into Europe (see Section 6.2).

The need for an organized marketing strategy was also highlighted in field visits with the Lower Gुरुve Development Association (LGDA) in Mashonaland Central. A provisional partnership was agreed with LGDA who are working with 2,000 farmers to multiply sweet potato vines using good quality cuttings of marketable varieties - Chingovha, Yellow 1, Germany 2 and Resisto. Farmers received training on crop production, food processing and participatory marketing. Production training focused on controlling sweet potato weevil and establishing community nurseries to ensure clean planting material is readily available.

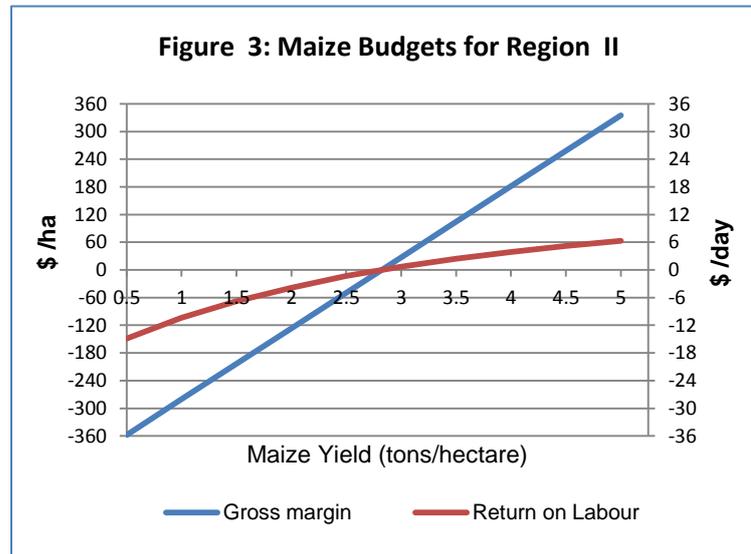
3.1.4 *Groundnut*

A five-month grant agreement was signed with IRD to complete activities initiated under the REVALUE groundnut project in Buhera and Mutare South (Manicaland). Farmers were assisted to sell their groundnuts to Agriseeds and other buyers, in some cases using the Agritrade revolving fund, at average prices of \$400/ton for shelled and \$250/ton for unshelled nuts. Since there is a strong

demand for groundnuts to be exported to South Africa, where production declined by 30% in 2010-2011, plans were made to include more growers for next season. The need to improve quality was also stressed by local processors such as Lyons who are still importing groundnuts from Malawi and other neighboring countries

3.1.5 Maize

Zim-AIED is working with farmers who have potential to move from subsistence to commercial maize farming. This is almost impossible in climatic Zones 3 and 4 but smallholders in Zone 2 can earn up to \$5/day if they follow good agricultural practices (Figure 3). In Hurungwe, (Mashonaland West), 1,037 potential maize farmers were trained in June on Farming as a Business (FAB). As part of the training, farmers calculated that they had achieved maize yields of 3-5 tons/ha in the 2010/2011 season.



With the average farm gate prices of \$170-180 per ton, this means that they are already making profits. The Zim-AIED staple crops team has started to target clusters of these farmers in high potential areas such as Hurungwe, Guruve and Chiweshe where average yields of 4 tons/ha are possible. At these yields, return on labor is \$4-5/day using current cost and price figures. The groups are receiving technical assistance to become commercial maize producers and this will continue through the next crop cycle. By using herbicide to reduce labor costs and purchasing inputs in bulk, the growers will reduce their costs of production next season. By offering truckloads of maize to buyers, growers will be able to negotiate better prices than selling in small lots. Zim-AIED has agreed in principle with Northern Farming, Produtrade, Paperhole Investments and other companies to support the establishment of more buying points in these high potential rural areas to guarantee a competitive maize producer price.

3.1.6 Horticultural crops

Data collection and discussions on a strategic approach to export horticulture continued with the Horticulture Promotion Council. Interventions to assist in revival of the declining flower industry were proposed and are being evaluated, including the mentoring of young horticulturalists using decommissioned greenhouses which are currently empty or being converted for tomato production. Funds for the introduction of new rose varieties were requested by various growers and are urgently needed but capital requirements are \$150-200,000/ha. Outdoor “summer” flowers could be expanded by outgrowers but only if rose production is maintained. Projects to increase production of export vegetables by smallholders were more promising and two grant agreements are being negotiated but competitive air freight rates will require a combination of flowers and fresh produce.

A baseline survey was carried out in Chipinge with Tanganda plantation to create a contract vegetable program for smallholders to supply TM supermarkets. It confirmed that the area has high potential area for commercial horticulture with year-round rainfall and vast perennial water sources for irrigated crop production. Nutrient management, pest and disease management are almost non-existent at present. Onions, tomato and brassicas were identified as target crops and a production program will be initiated over the next quarter.

A four-month grant agreement was signed with Mercy Corps to complete the RAIN program. Horticultural farmers in Murehwa received technical assistance on winter crop production including correct use of pesticides, fertilization, weed control and harvesting. A marketing plan was initiated to introduce new vegetable buyers capable of taking up the standing crop on a spot basis and to develop more formal arrangement for the future. A new contract farming agreement was established between 175 farmers and Zimspice for growing coriander seed. Zimspice supplied 800kg of coriander seed for planting and will buy back the crop at \$2.00/kg Grade A, \$1.75/kg Grade B and \$1.50/kg Grade C. Coriander planting was completed on 35 demonstration plots, one for every farmer group. Field visits were made to farmers growing vegetables on a micro scale under the CARE APS program. Plans were developed to increase the scale of production for household utilization and establish marketing strategies as part of a new sub-contract with CARE.

3.1.7 Tree crops

During a marketing visit to identify growers in Matabeleland for National Distributors, technical assistance was provided in “growing for markets” to 800 households in Dete, Hwange (Matabeleland North). They are currently producing mangoes as a “bush crop” for home consumption that has potential for marketing to National Distributors if basic tree management techniques are applied. The growers will receive training and assistance to produce mangoes graded for mango chutney and dried mango fruit production, as well as other crops on a commercial basis.

3.1.8 Livestock

Field visits were made with Montana Meats in Muzarabani to train farmers in market requirements for beef cattle. Animals observed had poor body condition scores with low nutritional status resulting in generally low market prices. Negotiations were initiated with Montana for a partnership to improve animal husbandry practices including dehorning, castration, dosing, vaccination, dipping and disease treatment. A FAB module will be developed to demonstrate to farmers that the widespread practice of selling off their worst animals has a negative impact on their income. A partner agreement was re-negotiated with O’Enem Meats to create a marketing hub at its piggery and abattoir in Chiweshe. A total of 600 farmers were registered to supply maize and soya beans for stock feed to O’Enem and its contracted smallholder pig farmers. The growers will also produce for Northern Farming and supplement their incomes with high value vegetable production.

3.1.9 Pulses

Numerous visits and meetings were held with commodity buyers to ensure that growers supported under USAID APS and other programs were able to sell their crops at competitive prices. At the same time, negotiations were initiated with these companies on marketing arrangements for the increased production anticipated in 2011-2012, following Zim-AIED interventions. Two field days were held

for sugar bean growers at the Mutambara irrigation scheme to plan harvesting, post-harvest and marketing operations. Prime Seed purchased 70 ton of cowpeas worth \$45,500 at a producer price of \$0.65/kg. From 714 farmers contracted an estimated 530 farmers paid back the credit for inputs at an average cost of \$33.50, equivalent to 51 kg of cowpeas. Prime Seed has contracted to buy another 20 hectares of winter lentils from Nyanyadzi, Tonhorai, Gudyanga and Dewure irrigation schemes in Manicaland. A total of 511 farmers were registered for contract farming in Mutoko for cowpea, mungbean and sesame production for the coming season under contract to Agriseeds.

3.2 VALUE ADDITION

Negotiations took place with five medium scale processing companies who expressed interest in partnering with Zim-AIED to increase their procurement of raw materials from small-scale growers. Factory visits were made to assess condition and status of the processing equipment and the capacity of each company to contract with growers and meet market requirements in terms of product quality and food safety standards. Partnership targets for 2011-2012 are to increase raw material purchases from smallholders by 3,600 tons and to generate new finished products valued at more than \$8 million (Table 3).

1. **The Capsicum Company** – a paprika processor based in Ruwa. Capsicum was the first beneficiary of the AgriTrade 2 loan facility, borrowing \$130,000 to buy paprika from smallholders.
2. **National Distributors** - a processor near Bulawayo that manufactures a range of canned and pickled vegetables, dried mango products and mixed fruit jam.
3. **Honeywood** – a fruit processor in Manicaland specializing in juices and jams.
4. **Freshtrade** - based in Harare with export orders for Tabasco chili mash to the South African Chilli Pepper Company, agents for the McIlhenny Company, and manufacturers of Tabasco sauce in the USA.
5. **The Better Trading Company** – a new company formed by a group of highly experienced agribusiness investors whose business plan for this year focuses on marketing smallholder-grown Tabasco chili and export vegetables.

Partner	Products	Raw product (tons)			Final Product Production (tons)			Gross sales \$	
		Current	Target	Increase	Current	Target	Increase	Current	Target
National Distributors	Tomato Paste	200	1,800	1,600	20	180	160	70,000	630,000
	Pickled Onions	6	25	19	6	25	19	18,000	25,000
	Pickled Gherkins	10	30	20	10	30	20	10,500	34,500
Capsicum	Paprika	160	400	240	160	400	240	350,000	875,000
Honeywood	Tomato	270	1,350	1,080	27	135	108	120,000	378,000
	Mixed Fruit Jam	648	1,296	648	648	1,296	648	3,200,000	6,400,000
Totals		3,607			1,195			8,342,500	

3.2.1 Chili Products

Negotiations continued and provisional partnerships were agreed with three companies to support the expansion of smallholder production of paprika, Tabasco and African Birds Eye (ABE) chili over the

next year. Capsicum received the first AgriTrade II loan of \$130,000 which it used exclusively to buy cayenne chili for paprika production from Zim-AIED beneficiaries. Training and technical assistance was provided on paprika production, harvesting and postharvest handling to 161 farmers in Manicaland. Some paprika farmers at Mutema irrigation scheme achieved yields of paprika above 4 ton/ha, generating a net income of more than \$5/ha per labor day. Although paprika production and exports from Zimbabwe have fallen from 2,062MT exported to the EU in 2005 to 154MT in 2009, there is potential to increase production significantly. Market demand is strong across the world, particularly in the USA and Europe. Capsicum intends to increase the number of contracted paprika growers from 1,400 contracted in the 2010-2011 season to about 2,500 in the 2011-2012 season. They will also double paprika production from the current 400MT per annum, and expand geographical coverage of the crop. With sustained improved volumes of at least 1,000MT there is potential for value addition through extraction of the paprika oil (natural colorant) and milling the paprika for spice.

Freshtrade and the Better Trading Company will both partner with Zim-AIED for production of Tabasco chilies by smallholder farmers. Tabasco chilies are well suited to smallholder production as they do not need cold chain management. Growth potential is high and the target for 2011-2012 is 400MT mash minimum produced from about 1000 smallholder farmers. In 2011, Zimbabwe exported about 100MT Tabasco chili mash from the 2010-2011 crop to the United States.

As part of an agreement with National Distributors, ABE chili will be promoted on irrigation schemes in Matabeleland North and South provinces together with sweet potato (as a base for mixed fruit jam) and mango (for drying). This will offer more than 600 smallholder farmers on 5 irrigation schemes who currently have no reliable markets for any of their production, opportunities for diversification into non-perishable crops that have a ready market.

3.2.2 Tomato Products

Canned tomato, tomato paste and ketchup have massive demand in Zimbabwe. Tomatoes can be grown competitively in the Zimbabwean climate but current estimates are that more than 70% of market demand for processed products is imported. The basic problems are low yields and high input costs leading to uncompetitive break-even prices for processing tomatoes. Agreements were reached with three companies to target specific areas in Matabeleland, Manicaland and Mashonaland East where smallholders can be trained to grow tomatoes efficiently and specifically for processing. Zim-AIED aims to increase throughput from under 500 tons this year to over 3,000 tons in 2012 (Table 4).

3.2.3 Other Vegetable and Fruit Products

Technical assistance was provided to National Distributors to obtain an AgriTrade loan for purchase of beetroot, gherkins, garlic, onions, sweet potato, chili, mango and other products from growers on irrigation schemes in Matabeleland South. Technical assistance and training for these growers will be intensified next quarter as part of a partnership agreement with National Distributors.

Similar partnerships were agreed for the production of fruit products with other companies. For example, Honeywood Enterprises currently processes 648MT mixed fruit jam annually and Zim-AIED will assist them to double production to over 1,296MT annually. Following field visits to production areas and meetings with smallholder farmers, other interventions will be made to expand

gooseberry contracts with growers in southern Manicaland; start harvesting green mango specifically for chutney; improve management of ripe mango and guava for solar drying and introduce passion fruit to smallholder farmers for juice production.

3.3 MARKET AND TRADE DEVELOPMENT

3.3.1 *Market Linkages*

Much of Zim-AIED's work during this period related to reviewing and evaluating marketing relationship between smallholder growers currently receiving various types of development support, including subsidized inputs. Overall there were very few reliable market linkages in place. On irrigation schemes, particularly those far from urban centers, lack of marketing arrangements or even an understanding of which crops could be grown competitively under irrigation are the main problems facing growers. On most schemes there is no point in considering rehabilitation of facilities until crops are introduced which have commercial potential. For example, small schemes in Matabeleland could be competitive and apply low-cost post-harvest systems for crop combinations of sweet potato, chili and mango on a commercial basis. Instead they plant tomato for which they have no comparative advantage relative to better resourced growers closer to Bulawayo. On the other hand, commodity buyers and processors invariably report that they are unable to secure sufficient quantities of produce to operate efficiently or even establish permanent buying points in rural areas. There was clearly a mis-match which needs to be addressed both on an immediate opportunistic level to avoid growers being left with unsold produce, and on a longer term level by creation of marketing strategies. Typical interventions in this quarter included:

- Negotiating with Quality Foods and Jasbro Foods for procurement of the sugar bean crop in the Matabeleland irrigation schemes.
- Establishing a coriander contract between Zimspice and growers in Murehwa.
- Linking Agriseeds with local agro dealers in Buhera and Mutare South who buy groundnuts and provide groundnut shelling services.
- Providing AgriTrade financing to Capsicum to set up new buying points for in Mutema, Chibwe, Karoi and Nyanga and assisting Capsicum to diversify into sugar beans.
- Working with Pro-Brands, Paperhole Investments (National Foods) and Matanuska to get the best price for sugar beans for growers on the Chibwe/Musikavanhu irrigation schemes.
- Providing technical assistance to farmers receiving subsidized inputs from FAO to sell cowpeas and sugar beans to Progene and sugar beans, cowpeas and maize to Paperhole Investments.
- Engaging with Jasbro Foods, FSG Limited and other potential private sector players to buy groundnut.
- Creating a new marketing strategy for sweet potato with Muchero Africa.

3.3.2 *Market Analysis*

Collection of market information and trade data continued for all target crops in order to identify and mitigate potential risks of over-supply in future Zim-AIED interventions. Table 4 provides a summary of information and estimates provided by trading companies partnering with Zim-AIED and cross-checked where possible with official production and trade statistics. The estimates take into account technical challenges to raising production levels quickly, as in export vegetables, as well as market quality factors for crops such as groundnut, climatic factors for maize and consolidation costs for

paprika. The figures show that although higher value crops such as banana, vegetables and potato have long-term potential, income generation for large numbers of farmers over the short-term will depend on commercialization of the major food crops. Over the medium term, well balanced mixed cropping systems including food crops, higher value crops appropriate to the region, perennial crops and livestock will be essential to create a sustainable and competitive agricultural sector that includes a majority of smallholder farmers.

Product	Current national production (tons) A	Estimated demand (tons) B	Available market demand (tons) B-A	Value of available market demand (\$US)	Potential no. of beneficiaries
Maize	1,300,000	1,600,000	300,000	72,000,000	86,000
Groundnut	160,000	200,000	40,000	16,000,000	80,000
Paprika	500	3,800	3,300	3,900,000	16,000
Banana	110,000	183,000	73,000	18,000,000	11,000
Potato	40,000	70,000	30,000	15,900,000	8,000
Tomato paste	800	4,500	3,700	740,000	5,000
Export vegetables	3,500	6,500	3,000	800,000	1,500
Tabasco chili	90	500	410	205 000	1,500
Totals					209,000

Table 4 indicates that over 200,000 growers could benefit immediately from Zim-AIED interventions based upon local buyer demand for domestic, regional and extra-regional markets. This number will increase as more investment in rural infrastructure is made and export markets become familiar with Zimbabwean products once again. However, profitable production depends on achieving costs of production that can compete with global market prices. Table 5 illustrates the relatively high cost of production prevailing for a selection of products. In each example, the middle price is approximately a farm gate equivalent of world prices.

Draft profiles of the European market for sweet potato and African Birds Eye chili were prepared to assess the export potential of these crops for Zimbabwean smallholders. Sweet potato is a key target crop for Zim-AIED because of its contribution to household food needs for low income families across the country and its large domestic market. However, the local market is subject to seasonal gluts and the EU market could provide additional opportunities for year-round production. Dried ABE chili has potential as a cash crop for irrigation schemes in regions IV and V where high temperatures and low humidity increase yields and quality, and permit low-cost solar drying to be carried out by small-scale growers.

Table 5: Competitiveness of Zim-AIED Target Products					
Product	Yield kg/ha	Farm gate price \$/kg	Cost of Production \$/kg	Gross margin \$/kg	Return to Labor \$/day
Maize	3,000	0.17	0.19	(0.02)	(1.53)
		0.20	0.19	0.01	0.67
		0.23	0.19	0.03	2.86
Maize	4,500	0.17	0.14	0.03	2.42
		0.20	0.14	0.06	5.07
		0.23	0.14	0.09	7.71
Banana (ratoon)	32,000	0.15	0.18	(0.03)	(3.92)
		0.20	0.18	0.02	2.78
		0.25	0.18	0.07	9.49
		0.30	0.18	0.12	16.18
Banana (ratoon)	52,000	0.15	0.12	0.03	5.93
		0.20	0.12	0.08	16.81
		0.25	0.12	0.13	27.70
		0.30	0.12	0.18	38.59
Fine beans	4,500	0.50	0.52	(0.02)	(1.37)
		0.60	0.52	0.08	4.12
		0.70	0.52	0.18	9.61
		0.80	0.52	0.28	15.11
Fine beans	6,000	0.50	0.42	0.08	5.28
		0.60	0.42	0.18	11.76
		0.70	0.42	0.28	18.25
		0.80	0.42	0.38	24.73
Irrigated Sugar bean	1,880	0.50	0.59	(0.93)	(2.38)
		0.75	0.59	0.16	3.96
		1.00	0.59	0.41	10.30
		1.25	0.59	0.66	16.64
Irrigated Sugar bean	2,000	0.50	0.54	(0.40)	(1.13)
		0.75	0.54	0.21	5.76
		1.00	0.54	0.46	12.64
		1.25	0.54	0.71	19.52
Mange Tout	6,000	0.50	0.36	0.45	3.31
		0.75	0.36	0.68	9.50
		1.00	0.36	0.90	14.80
		1.20	0.36	1.08	19.39
Mange Tout	9,000	0.50	0.27	0.45	6.45
		0.75	0.27	0.68	13.61
		1.00	0.27	0.90	20.77
		1.20	0.27	1.08	26.49
Table Potato	15,000	0.60	0.44	0.16	34.00
		0.50	0.44	0.06	13.00
		0.45	0.44	0.01	3.00
		0.40	0.44	(0.04)	(7.00)

3.4 CREDIT AND FINANCE

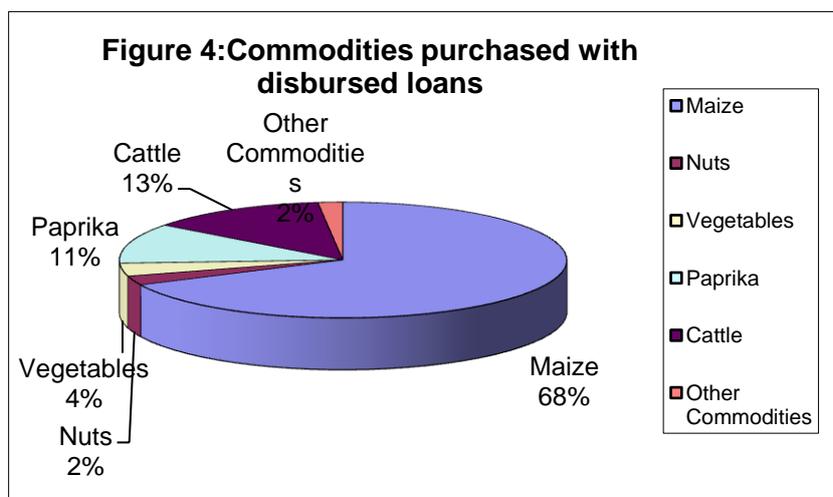
3.4.1 Credit

Zim-AIED signed agreements on May 19, 2011 with the three financial institutions, (CABS, Trust Bank and Micro King) who are responsible for managing Zim-AIED’s revolving credit facility, AgriTrade. Under these agreements, USAID through Zim-AIED will invest a maximum of \$5 million in the fund, while the financial institutions will match funds on a 1:1 ratio.

During the three-month period, Zim-AIED Credit Officers vetted and referred 161 potential clients to the banks requiring \$4.6 million. The three banks disbursed a total of \$691,700 on 55 loans ranging from \$500 to \$200,000 with an average value of \$12,600 (Table 6). Borrowers indicated that they would supplement the loans with their own funds to procure products valued at \$1.37 million. In many cases, borrowers were directly linked to technical assistance interventions being supported by Zim-AIED and other USAID-funded development partners, providing an integrated package of support to smallholder farmers and rural traders.

Loan Portfolio	CABS		TRUST		MICROKING		TOTAL	
	#	\$	#	\$	#	\$	#	\$
Clients referred	15	2,230,000	62	1,689,000	84	656,000	161	4,575,000
Applications submitted	12	1,855,000	56	2,058,000	52	167,200	120	4,080,200
Disbursed loans	2	330,000	8	199,000	45	162,000	55	691,700

Maize represents 68% of the total value of intended purchases (See Figure 4) followed by cattle, paprika, vegetables and other commodities. Under the terms of the loan, each borrower can only buy product from smallholders on communal or uncontested land. The names of all suppliers are recorded and eventually a consolidated number of all farmers benefitting from AgriTrade will be reported.

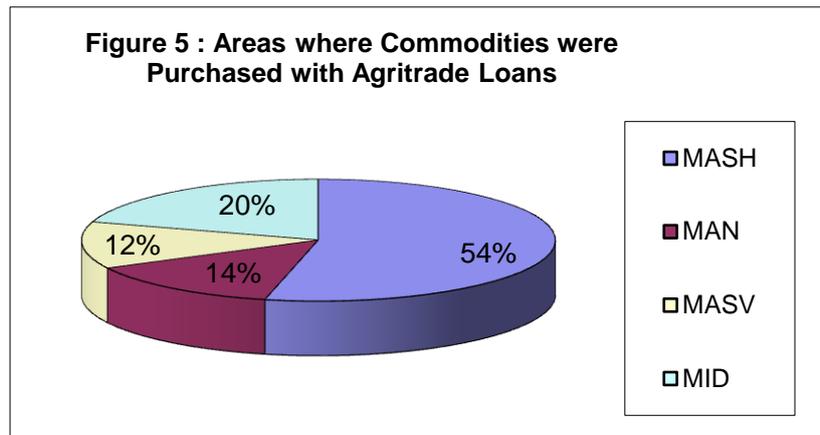


In this period more than half the loan value was used in Mashonaland with the balance in Midlands, Manicaland and Masvingo (Figure 5).

To accelerate the rate of disbursements, negotiations were held with the banks to agree on modifications to their lending policies. As a result, CABS relaxed its collateral requirements,

decreasing the security allowance for fixed property from 2.5 to 1.3 times the size of the loan. All three selected institutions have integrated AgriTrade into their portfolios of credit products and are

actively marketing the facility to their clients. Consequently the review, approval and disbursement rates are increasing and loans should pass \$1 million in July 2011.



In a separate initiative, MicroKing has continued to make small production loans to Zim-AIED beneficiary farmers in Murehwa under a continuation of the RAIN program. Approval is currently being sought for disposition to MicroKing of the \$300,000 revolving fund it managed successfully as part of that program. In

principle, the bank has agreed to match the \$300,000 under terms to be agreed with USAID and monitored by Zim-AIED. Since RAIN ended, MicroKing has used its own funds to disburse loans totaling about \$25,000 to over 200 farmers. Three loan products have been developed:

- Working Capital loan – interest rate at 2% and loan size \$140-500
- Asset Loan – for purchase of farm-related assets, interest rate at 2% and loan size \$140-1,500
- Wholesale loans – for traders involved in buying produce from the farmers, interest rate at 3% loan sizes \$500-4,000.

3.4.2 Investment

As a direct result of Zim-AIED interventions, Matanuska and its outgrowers have committed to invest \$1.6 million in banana production in Manicaland. The Capsicum Company has invested \$150,000 in the purchase of paprika from smallholder producers (see Figure 4 above). Other AgriTrade borrowers have made similar commitments but it is too early to report on their levels of success. During this period the Zim-AIED team actively sought out small and medium scale entrepreneurs willing to invest in rural areas who will form the vanguard of the new commercial agriculture sector. Through AgriTrade and through cost-sharing grants, these growers, traders and processors will be added to the list of partners over the next quarter.

3.5 TRAINING

Training is an essential part of all Zim-AIED interventions. In this quarter the emphasis was on farming as a business, marketing, post-harvest technology, safe use of chemicals and crop-specific technologies. A total of 1,765 farmers attended group training sessions (Table 1). Training needs assessments were conducted for APS programs that are being integrated into Zim-AIED. A major initiative was launched with the Sustainable Agriculture Trust to provide FAB and safe use training to up to 10,000 farmers benefitting from the FAO subsidized inputs program. Examples of specific training activities included:

- Farming as a business with specific reference to crop budgets and the profitability of maize and sugar bean production in high potential areas of Guruve and Hurungwe.
- Workshop to brief traders on the operational modalities and how to apply for loans from the AgriTrade revolving fund.
- Fundamentals of banana production and marketing, the first session in a year-long training program managed by Matanuska commercial banana specialists.
- Crop selection and GAPs for high value horticultural crops needed by TM supermarkets, including gross margin analysis.
- Land preparation, planting and fertilization of coriander.
- Postharvest handling and marketing of groundnuts.
- Postharvest handling and grading of cayenne chili for paprika production.
- Good husbandry practices in beef production, led by Montana Meats, including group demonstrations of castration, controlled breeding, dehorning, spray dipping, dosing and feeding to meet market requirements.

3.6 TECHNICAL ASSISTANCE

Technical assistance was provided on a large scale by Zim-AIED and partner staff during this quarter at both an individual farmer and group level. A total of 3,648 farmers, agro traders and other service providers received various type of production, postharvest and marketing support (Table 1). In many cases this involved bringing groups of farmers together to advise on marketing and collect information that could be used to direct buyers to the production areas. It also included evaluations of production systems to advise on crop selection, trouble shooting on pest and disease control and problem-solving in relation to low yields. Examples of specific types of assistance provided include:

- Field visits with 75 farmers from Lukosi Irrigation Scheme, Hwange (Matabeleland North) and 76 farmers from Umzinyathi Irrigation Scheme, Umzingwane (Matabeleland South) to identify crops that could be planted for National Distributors and other buyers.
- Specialist advice on varieties of garlic and onion, correct spacing and plant populations to achieve the optimum size and yield for pickling
- Use of safer nematicides and companion crops for nematode control in sweet potato, tomato and other crops.
- How to improve water use and irrigation scheduling on every irrigation scheme visited.

- The correct way to collect soil samples for analysis, Identification of soil types, selection and application of fertilizer – almost all farmers are under-achieving on yield and increasing their unit cost of production by applying too little fertilizer, often at the wrong time, and getting no benefit from their investment.
- Benefits and correct use of herbicides to reduce labour requirements for weeding.
- Scouting for pests and disease to determine threshold levels and reduce pesticide use and costs.
- Maintenance of piggery units and good management practices including castration, provision of bedding and infrared lighting for the warmth of piglet
- Setting up drip irrigation equipment with farmers receiving production loans.
- Winter production of horticultural crops including carrots, peas, fine beans and onions.
- Control of powdery mildew
- Use of chemicals in rotation to avoid buildup of resistance to aphicides.
- Yield estimation and crop projections – applies to all farmers visited. correct plant populations
- Preferred quality of cowpeas and management of plants selected for the seed crop. postharvest handling – cow peas
- One-on-one support to numerous traders applying for AgriTrade loans.

3.7 TECHNOLOGY

Introduction of technology on a massive scale will be necessary for Zim-AIED to create a commercial smallholder production base capable of supplying the domestic and export markets for fresh and processed products. During this quarter the Zim-AIED technical team visited most parts of the country to identify priority technologies. Some of the priorities for which many growers and processors will require capital and input loans over the next four years include:

- Water pumps, storage tanks, sprinklers and drip irrigation systems for horticulture.
- Plastic mulch.
- Low cost greenhouses for horticulture.
- Tissue-cultured banana and sweet potato plants.
- Herbicide application equipment.
- Post-harvest handling and grading equipment for vegetables, pulses and grains.
- Multi-purpose fruit processing lines.
- Solar drying equipment for chili, mango and guava.
- Feedlots to fatten cattle in rural areas.

Over the next quarter the Zim-AIED team will be establishing hundreds of demonstrations of these technologies in cooperation with commercial partners across the country.

4. ENVIRONMENTAL ISSUES

All Zim-AIED interventions are screened for compliance with USG and Zimbabwean environmental, agrochemical and food safety regulations and designed to have a positive impact on the environment. Specific NRM-related activities during this quarter included:

- Submission and approval of the Environmental Management and Mitigation Plan.
- Submission and approval of the PERSUAP.
- Technical assistance to farmers in *dambo* wetlands on the correct construction of raised beds and drainage canals to avoid waterlogging, erosion and pollution.
- Technical advice to growers all over the country on cultivation methods that avoid stream bank cultivation but utilize water effectively.
- Introduction of bamboo hedges as a wind break and barrier crop.
- Training in use of herbicides and mulches to minimize soil erosion and conserve water.
- Training in wetlands management practices include plot layout, raised beds, improved water application methods and irrigation technology). Dofuya garden in Gweru, (Midlands) has 88 members comprising 50 females and 38 males.
- Training in safe use of chemicals.
- Identification of markets for mango and guava products that will encourage planting of these tree crops in semi-arid areas.
- Economic evaluation of cropping systems that will make best use of limited water resources available in zones III and IV and reduce pressure on natural ecosystems.
- Field visits to more than 30 irrigation schemes to identify cross-cutting interventions that will raise levels of environmental and water management on the schemes.

5. GENDER ISSUES

Zim-AIED has a fully operational gender mainstreaming policy whereby men, women, young people and disadvantaged groups are specifically considered in the planning of all program interventions. As far as possible, training and technical assistance activities were carried out at times and in places where women would be able attend. To further promote equality of opportunity, organizations and companies specifically owned or managed by women and youths are specifically targeted. For example during this quarter the women-led Lukosi irrigation scheme in Hwange, (Matabeleland North) received technical and marketing assistance that will raise the incomes of 64 women farmers, FAB training in Hurungwe was organized to ensure equal participation of women and negotiations were initiated with the Women's University of Africa on a partnership to provide gender-based technical support for the livestock industry. Selection of target crops also took into account employment and income opportunities that horticultural products, groundnuts, sweet potato and cow peas offer specifically to women and young people. As a result, during this quarter, 49% of Zim-AIED beneficiaries were women and a significant proportion of men and women were youths (Table 7).

ANNEX 1: SUCCESS STORY



SNAPSHOT

New Credit Fund for Businesses Spreads Wealth

AgriTrade Credit Facility helps small businesses expand



Photo by Fintrac Inc

Mildred Siyawamwaya outside her butcher shop, where she doubled capacity in three months after receiving assistance from USAID's Zim-AIED program.

What is AgriTrade?

A \$10 million revolving credit fund geared toward the agricultural sector. Local financial institutions established the fund with 50 percent of the support coming from USAID. Agribusinesses, including processors, traders, exporters, and wholesalers can access AgriTrade loans to purchase crops and livestock from smallholder farmers. AgriTrade is assisting hundreds of small and medium-size businesses, resulting in millions of dollars of new investment. In its first four months, AgriTrade disbursed \$1.5 million in loans to 187 businesses.

Telling Our Story

U.S. Agency for International Development
 Washington, DC 20523-1000
<http://stories.usaid.gov>

When Mildred Siyawamwaya opened a small butcher shop just outside Zimbabwe's capital of Harare, she had plenty of customers but not enough capital to meet demand. Siyawamwaya is one of many small entrepreneurs in Zimbabwe struggling to grow their businesses due to lack of affordable credit options.

USAID's Zimbabwe Agricultural Income and Employment Development (Zim-AIED) program is working with farmers like Siyawamwaya to help them secure fair credit options so they can expand their businesses.

The program helped her get a short-term loan at commercial rates through the AgriTrade credit facility, and she used the money to buy eight cows per week instead of four. This translates into nearly \$20,000 of increased income for the communal farmers who supply her.

"I now have a constant supply of bigger cattle and better quality meat," Siyawamwaya said.

The loan also helped her diversify her business to include poultry and she is now selling at least 60 birds per week. She hired an additional permanent employee and also employs several part-time runners who transport the livestock. Under present terms, she will repay her loan in three months and begin to turn a profit.

With the increased supply of fresh meat, Siyawamwaya is not only making more money but she is also providing better service to her customers.

Banks offering AgriTrade-backed credit are planning to introduce longer term loan products that will help other small businesses like Siyawamwaya's to grow on a more permanent basis.

Collaborative programs like AgriTrade are vital to food security. With participation across the value chain – from banks to local businesses to rural farmers – spurring trade and commerce, Zimbabwe's entire economy benefits.

ANNEX 3: THREE MONTH ACTIVITY CALENDAR

Date	Activity	Location	Partners involved	Event Description
July 01, 2011	Baseline survey	Chiweshe	O'ennem Meats	Identify training needs of farmers that are associated with animal welfare, good slaughter practices and biosecurity
July 08, 2011	Baseline survey	Chiweshe	O'ennem Meats	Identify market linkages for O'ennem meat products and farmers
July 11 – 14, 2011	Workshop	Murewa	Mercy Corps	Crop production and GAPs
July 12, 2011	Assessment	Mashonaland East	CTDT, CRS	Assessment of the proceedings in the small livestock auctions
July 14, 2011	Partnership development	Marondera	Surrey Abattoirs	Introduction and description of the Zim-AIED program
July 15, 2011	Field day	Murewa	Mercy Corps	Field day at demonstration plot to demonstrate the difference in productivity that can be gained by using GAPs
July 19 – 22, 2011	Workshop	Murewa	Mercy Corps	Crop production and GAPs
July 18 – 22, 2011	Technical assistance	Bulawayo	National Distributors	Training Needs Assessment
July 18 – 28, 2011	Beneficiary registration	Chipingo Honde Valley	Tanganda FAVCO	PFA discussion Beneficiary identification
July 19, 2011	Baseline survey	Chiweshe	O'ennem Meats	Refresher discussions and identification of training needs on pig production, good husbandry practices and record keeping
July 19, 2011	Field visit	Mashonaland Central	O'ennem Meats Union Project	Beneficiary registration Technical assistance Extension for livestock and grain production
July 19 – 28, 2011	Technical assistance	Chipingo	Matanuska	Introducing the banana program
July 20 - 22, 2011	Field visit	Masvingo	Development and Finance Institute for Rural Women Trust (DFIRWT)	Technical assistance to women farmers Identify training opportunities
July 22, 2011	Training	Murewa	Mercy Corps	Training of farmers - GAPs
July 26, 2011	Field visit	Chiweshe	O'ennem Meats Union Project	Farmer registration, baseline survey on other local pig farmers
July 25 – 28, 2011	Workshop	Murewa	Mercy Corps	Crop production and GAPs
July 25 – 28, 2011	Demonstrations	Mashonaland Central Mashonaland West	SAT	Pre-planning for demonstration plot designs
July 25 – 28, 2011	Training and Technical assistance	Manicaland	IRD	Registration of new beneficiaries Market linkages for groundnuts, sugar beans and paprika
July 26 - 28, 2011	Technical assistance	Murewa	Freshtrade	Site Training Needs Assessment
July 26 - 28, 2011	Training	Murewa	CLUSA	Agro dealers business training
July 28 - 29, 2011	Technical assistance	Mutare	Honeywood	PFA discussion Training Needs Assessment
July 31, 2011	Market linkages	Murewa	Mercy Corps	Identifying market linkages for farmers with horticultural produce

Date	Activity	Location	Partners involved	Event Description
August 1 – 4, 2011	Workshop	Murewa	Mercy Corps	Crop production and GAPs
August 1 - 7, 2011	Training	Guruve	SAT CLUSA	Farming as a Business Beneficiary registration
August 1 – 7, 2011	Training Technical assistance	Buhera Chipinge	IRD Capsicum Agriseeds CLUSA	Farming as a Business training Technical assistance
August 1 – 7, 2011	Field Visit	Masvingo	CARE	Beneficiary registration
August 1 – 7, 2011	Field Visit	Mutoko	Prime Seeds	Technical assistance for high value pulses and legume crops
August 1 – 7, 2011	Field Visit	Honde Valley	FAVCO Better Agriculture	Basic training needs identification Technical assistance needs
August 2, 2011	Baseline survey	Chiweshe	O'ennem Meats	Continued needs assessment and discussion of the practical aspects of pig production
August 2 – 4, 2011	Training	Murewa	CLUSA	Farming as a Business training
August 2 - 5, 2011	Training	Chipinge	CLUSA	Banana budgeting Understanding contract farming
August 10, 2011	Technical assistance	Murewa	Mercy Corps	Crop production and GAPs garden visits
August 10 – 11, 2011	Training	Chipinge	CLUSA	Basic training techniques for trainers
August 15 - 19, 2011	Training	Sanyati Mhondoro	SAT CLUSA	Farming as a Business Farmer registration
August 15 - 19, 2011	Training	Chimanimani Chipinge Rusitu	SAT CLUSA Tanganda Matanuska	Farming as a Business Farmer registration Technical assistance on GAPs
August 11, 2011	Training	Chiweshe	O'ennem Meats	Training of farmers – Feed formulation
August 15, 2011	Baseline survey	Muzarabani	Montana Meats	Needs Assessment Training of farmers in beef production management ¹
August 16 - 17, 2011	Field visit	Honde Valley	Matanuska	Tour of banana producing area
August 16 - 17, 2011	Workshop	Murewa	CLUSA	Capacity building training
August 16 - 18, 2011	Training	Bulawayo	National Distributors	Contract and loan management
August 16 - 18, 2011	Technical assistance	Mashonaland East	Capsicum Company	Site visit Training Needs Assessment
August 17, 2011	Technical assistance	Murewa	Mercy Corps	Crop production and GAPs garden visits
August 22, 2011	Baseline survey	Bulawayo	Montana Meats	Needs Assessment Training of farmers in beef production management
August 22 - 25, 2011	Training	Chipinge	CLUSA	Producer group strengthening
August 22 - 25, 2011	Training	Chipinge	Matanuska	Pegging and holing techniques on demonstration sites
August 22 - 26, 2011	Technical assistance	Bulawayo	National Distributors	Site visit Training Needs Assessment
August 22 - 26, 2011	Training	Hurungwe	SAT	Farming as a Business

¹ Beef production management: good animal husbandry practices (dehorning, castration, deworming, dipping and body condition scoring), feed formulation and use of home grown feeds, pasture and range management practices.

Date	Activity	Location	Partners involved	Event Description
			CLUSA ProduceTrade	Farmer registration Technical assistance on GAPs
August 22 - 26, 2011	Field Visits	Manicaland	IRD Capsicum Company Agriseeds	Beneficiary registration Market linkages TA
August 22 - 26, 2011	Field Visits	Chipinge Honde Valley	Tanganda FAVCO	Beneficiary registration Market linkages TA
August 22 - 26, 2011	Field Visits	Masvingo Midlands	CARE	Beneficiary registration Market linkages TA
August 23 - 26, 2011	Training	Bulawayo	National Distributors	Understanding contract farming Credit management
August 29, 2011	Technical assistance	Murewa	Mercy Corps	Crop production and GAPs garden visits
August 29 – September 01, 2011	Training	Chipinge	Matanuska	Planting techniques on demonstration sites
August 30, 2011	Field visit	Chiweshe	O'ennem Meats	Baseline survey data collection completed Training completed for 2,000 beneficiaries
August 30 - 31, 2011	Field visit	Murewa Mutoko	Freshtrade	Tour of tabasco chilies producing areas Introduction of program
August 30 – September 01, 2011	Training	Murewa	CLUSA	Farming as a Business
September 02, 2011	Evaluation	Murewa	Mercy Corps	End of project evaluation
September 05, 2011	Baseline survey	Gweru	Montana Meats	Needs Assessment Training of farmers in beef production management
September 5 - 9, 2011	Training	Mashonaland Central	CLUSA Progene Seeds	Farming as a Business Beneficiary registration
September 6 - 9, 2011	Field Visit	Murewa	Interfoods	Site visit Training Needs Assessment
September 12 - 16, 2011	Training	Mashonaland West	CLUSA SAT	Training in contract farming Beneficiary registration
September 12 - 16, 2011	Training	Chipinge	CLUSA	Farming as a Business Training
September 13 – 16, 2011	Training Field Visit	Manicaland	Capsicum Company	Business Development Services Training Contract and loan management Tour of early paprika plantings demo sites
September 19 - 23, 2011	Training	Mashonaland West Midlands	CLUSA SAT	Training in contract farming Beneficiary registration
September 13 - 14, 2011	Training	Murewa	Freshtrade	Business Development Services Training
September 20 - 23, 2011	Training	Manicaland	Capsicum Company	Business Development Services Training Planting Techniques on demo sites

Date	Activity	Location	Partners involved	Event Description
September 19, 2011	Baseline survey	Masvingo	Montana Meats	Needs Assessment Training of farmers in beef production management
September 27, 2011	Training	Chiweshe	CLUSA O'ennem Meats	Piggery as a Business
September 30, 2011	Field day	Chipinge	Matanuska	Demonstration plot field day to show maintenance of immature banana; Desuckering, fertilization, irrigation management, leaf pruning of immature banana plants

Agricultural Income and Employment Development Program (AIED)

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