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AGRICULTURAL INCOME AND EMPLOYMENT DEVELOPMENT (AIED) QUARTERLY REPORT #1, 2012

January 2012

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AGRICULTURAL INCOME AND EMPLOYMENT DEVELOPMENT (AIED)

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FOREWORD

The Zimbabwe Agricultural Income and Employment Development (Zim-AIED) Program began on October 1st, 2010, and will run through February 2015. Zim-AIED is providing technical assistance to improve food security and increase household incomes of small-scale farmers throughout Zimbabwe, covering all agro-ecological regions (Regions I-V). It is generating new income streams from employment created in the wider agricultural sector and contributing to improved food security of all beneficiary households. Beneficiaries are earning new income from both surplus production of food crops grown for home consumption and from production and marketing of high-value cash crops under contract.

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, national, regional, and international buyers
- Training farmers to adopt good business practices

The program is building demand for a range of Zimbabwean crops and products by training growers on productivity, 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, a US-based consultancy company, is implementing Zim-AIED in cooperation with four subcontractors and grantees: International Relief and Development (IRD); the Cooperative League of the USA (CLUSA); Sustainable Agricultural Technology (SAT); and CARE International. Other local nongovernmental organizations (NGOs) and commercial companies support the program as development partners, co-funded through a cost-sharing grant facility. This \$5 million facility is used to leverage technical support for farmers through conventional grants, and also to fund purchase of essential inputs and new technologies on a cost-recovery basis, including interest at fair commercial rates. Zim-AIED also includes a \$10 million revolving loan fund managed by three local banks that provide matching funds.

In summary, Zim-AIED is a market-driven program that works closely with small-, medium-, and large-scale buyers to raise demand and increase competition for smallholder-grown crops and products.

1. EXECUTIVE SUMMARY

This is the fifth quarterly report of the Zimbabwe Agricultural Income and Employment Development (Zim-AIED) Program, which began in October 2010, and will run through February 2015. Zim-AIED is providing technical assistance to improve food security and increase household incomes of 180,000 small-scale farmers throughout Zimbabwe. Significant results for this quarterly period (October-December 2011) are summarized below:

- Activities were directed at increasing the number of companies purchasing products from smallholders; increasing the availability and disbursement of working capital to rural-based agritraders serving farmers on communal land; increasing production of maize and other food crops; raising smallholder earnings from cash crops; and actively supporting agribusiness investors in rural areas.
- A recorded total of **12,573 beneficiary households received training**, credit support, and direct technical assistance to increase productivity and access new markets.
- The **total sales recorded from these farmers was valued at \$523,289**, a relatively low figure since during this very dry period only growers with access to water had the capacity to produce and sell crops. However, the program established reliable market linkages with 19 buyers who plan to purchase produce worth \$30 million this season from at least 31,000 program beneficiaries.
- Zim-AIED's revolving credit facility (AgriTrade), managed by three banks, grew steadily during the reporting period, reaching a total of **583 active borrowers** by the end of December, more than double the original target of 250. **Total loans disbursed reached \$4.45 million to 676 borrowers.** Cattle (48%) and maize (22%) were the main products purchased and 82 percent of borrowers had loans under \$5,000.
- Intensive productivity training in crop agronomy, livestock management, and postharvest processing was carried out by the Zim-AIED technical team and partner companies' extension workers. A total of **1,795 smallholders were trained in farming as a business.** All training was in direct support of marketing agreements between farmers and buyers. More than 100 crop demonstrations of improved systems for food and cash crop production were established throughout the country.
- **Commercialization support was provided to 34 irrigations schemes** including technical assistance on water management, market planning, and new crop production under contract to specific buyers.
- The program **implemented a gender mainstreaming policy** whereby men, women, young people, and disadvantaged groups were specifically considered in the planning of all program interventions. As a result, 48 percent of all beneficiaries receiving program assistance are women.
- After 15 months of implementation, **Zim-AIED is on course to meet its main objectives.** A preliminary assessment of progress towards meeting the 2012 targets set for Zim-AIED's 12 Feed the Future indicators concluded that most should be met and some will be exceeded.

2. PROGRAM OBJECTIVES

The primary objective of the Zim-AIED program is to improve food security for 180,000 Zimbabwean rural families by increasing household incomes from agriculture and increasing food production among vulnerable but commercially viable farmers. This goal will be reached through the achievement of three intermediate results:

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

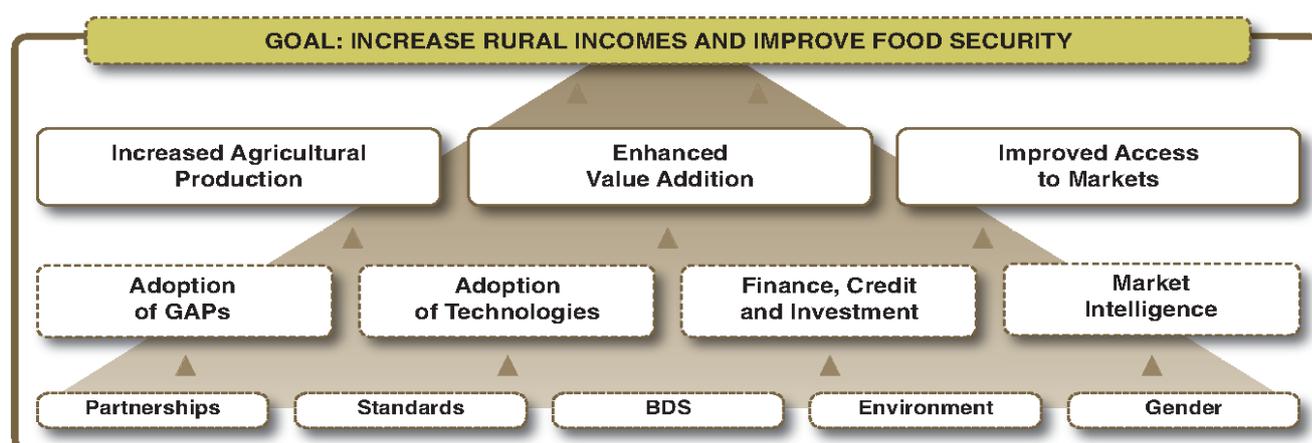
Although the focus of Zim-AIED is on profitable food production, income generation, and employment, interventions focus on improving the livelihoods of vulnerable groups through appropriate and sustainable commercial initiatives. The aim is to move rural families from subsistence to commercial farming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

Fintrac's approach for the implementation of Zim-AIED is summarized in the results framework shown in Figure 1. The program focuses on interventions that expand market access, increase the availability of credit and finance across the value chain, raise production, and add value to products. To maximize outreach and ensure sustainability, these interventions are carried out via partnerships mainly with commercial companies with additional support from NGOs, particularly in vulnerable areas. The program's technical team is developing commercial partnerships to create a national network of agribusinesses that can guarantee access to markets at fair prices; provide working capital and finance at realistic rates; supply inputs efficiently; and provide extension and training to growers as an embedded cost.

During this reporting period, the Zim-AIED technical team focused on:

- **Market linkages** – increasing the number of companies purchasing products from smallholders both through contracts and by opportunistic buying.
- **Finance and credit** – increasing the availability and disbursement of working capital to rural-based agribusiness investors and to agritraders buying products from smallholders at the village level.
- **Staple food crops** – increasing national production of maize, groundnuts, and root crops.
- **Cash crops** – raising smallholder earnings through surplus production of staple food crops and commercial production of high-value cash crops, particularly banana and paprika.
- **Rural entrepreneurs** – actively supporting a new generation of small- and medium-sized agribusinesses willing to invest in rural areas across Zimbabwe.

Figure 1: Zim-AIED Summary Results Framework



3. ACTIVITIES

Program activities were carried out across the country and included a wide range of interventions, from producer credit to crop-specific irrigation and marketing assistance. The sections below describe Zim-AIED activities in six categories that reflect the technical approach and priorities chosen to achieve program objectives.

- Beneficiaries – number, gender balance, geographical spread, and types of support received
- Sales and Incomes – amount of new money in the pockets of Zim-AIED beneficiaries
- Market Access – research, analysis, planning, and new business development
- Finance and Credit – AgriTrade revolving fund and micro-credit support for smallholders
- Business Development – record keeping, crop budgets, marketing and contract production
- Productivity – direct interventions on staple crops, horticulture, livestock, value addition and irrigation

3.1 BENEFICIARIES AND GEOGRAPHICAL COVERAGE

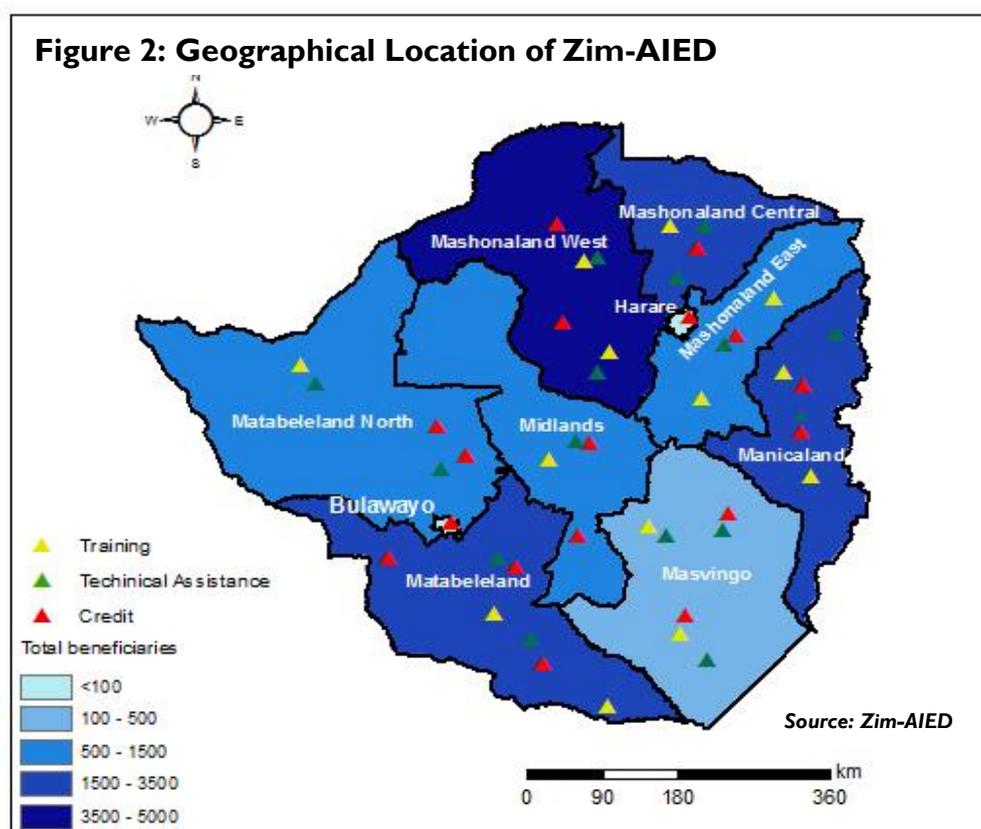
To achieve its national objectives of improving food security and regenerating the agricultural sector, with smallholders as the engine of growth, Zim-AIED is aiming to provide effective technical assistance to at least 40,000 farmers each year.

Table 1: Farmers and Traders assisted by Zim-AIED

Number of beneficiaries				
Activity	Males	Females	Total	% of total
Training	3,007	3,416	6,423	51
Technical assistance	1,221	1,585	2,806	22
Credit	446	230	676	5
Market linkage	1,816	852	2,668	22
Total	6,490	6,083	12,573	100

Source: Zim-AIED

In this period, 12,573 beneficiaries were recorded, exceeding the quarterly target of 10,000 by 20 percent. This was achieved by linking buyers to growers of different products throughout the country, establishing new demand and then providing intensive technical assistance and training to farmers (Table 1, Figure 2).



Training was provided to farmer groups in different aspects of business planning, including contract production and marketing; improved crop production techniques; and environmental management. One-on-one technical assistance was provided through regular field visits carried out directly by Zim-AIED and partner-employed technical staff. The Zim-AIED irrigation team provided specialist diagnostic services and technical advice to more than 30 irrigation schemes. Based on their observations and experiences, preparation of marketing and business plans was initiated for a short list of schemes that have high commercial potential (Table 2).

Table 2: Geographical distribution of Zim-AIED beneficiaries

Number of beneficiaries				
Province	Males	Females	Total	% of total
Manicaland	1,356	981	2,337	19
Mashonaland Central	441	352	793	6
Mashonaland East	1,365	1,826	3,191	25
Mashonaland West	586	503	1,089	9
Masvingo	795	1,577	2,372	19
Matabeleland North	85	177	262	2
Matabeleland South	95	125	220	2
Midlands	1,273	1,036	2,309	18
Total	5,996	6,577	12,573	100

Source: Zim-AIED

3.2 SALES AND INCOME

Sales by Zim-AIED beneficiaries were at their lowest this quarter since only horticultural producers on irrigation schemes, and banana growers with access to water had the capacity to produce and sell crops. Most families survived by selling small amounts of maize and groundnuts saved from their last harvest or by selling livestock. This is illustrated in Table 3, which shows sales of various products to AgriTrade borrowers and sales of banana and coriander seed by other Zim-AIED assisted growers. The total sales recorded were \$523, 289, but this will increase significantly when survey results from the next quarter are finalized.

Table 3: Incremental sales of Zim-AIED beneficiaries

Product	No. of farmers	Qty Sold (kg)	Price \$/ kg	Sales \$	Buyer	Location
Maize	666	463,366	0.21	98,812	Various	All
Groundnuts	50	5,744	0.54	3,075	WB Investments	MAN
Cow peas	21	1,204	0.70	839	Progene seeds	MW
Sorghum	9	1,332	0.41	543	Progene seeds	MW, MSV, MAN
Soya beans	7	5,828	0.70	4,069	Various	MC, MAN, BYO
Table potatoes	21	49,235	1.62	79,688	Various	MAN
Banana	712	71,000	0.25	17,750	FAVCO	MC
Coriander	175	1,350	1.70	2,295	ZimSpice	ME
Beetroot	20	2,000	0.50	1,000	Nat. Distributors	MS
Flower seed	138	10,933	0.45	4,869	Rob Fischer	ME
Cattle	429	310,570	0.99	306,393	Various	All
Goats	14	695	0.57	395	Thuthuka Store	MID
Pork	16	1,543	2.31	3,561	Various	MAN, MC
TOTAL	2,278	924,800		523,289		

Source : Zim-AIED

3.3 MARKET ACCESS

Market access data provided by commodity buyers was a crucial factor in the selection of Zim-AIED target products, combined with production and trade statistics, crop budgets, and assessments of domestic, regional, and global demand. The potential competitiveness of smallholder producers was evaluated in detail with proven commercial companies and other agricultural stakeholders. Specific market directed activities included

- Maintenance of a buyer inventory for each target crop
- Identification of new buyers and assessment of their willingness and ability to enter into contracts with growers and traders
- Monitoring and maintenance of buyer activities, problems, and interests
- Collection and analysis of baseline data on historical production and trade

- Collection and analysis of production data and historical price information to update crop and product budgets
- Assessment of market size, average prices, and net returns that growers could achieve for each potential target crop
- Evaluation of comparative and competitive advantages of potential target products
- Training in standards compliance and postharvest systems
- Review and analysis of market information

Table 4: Zim-AIED market linkage partners

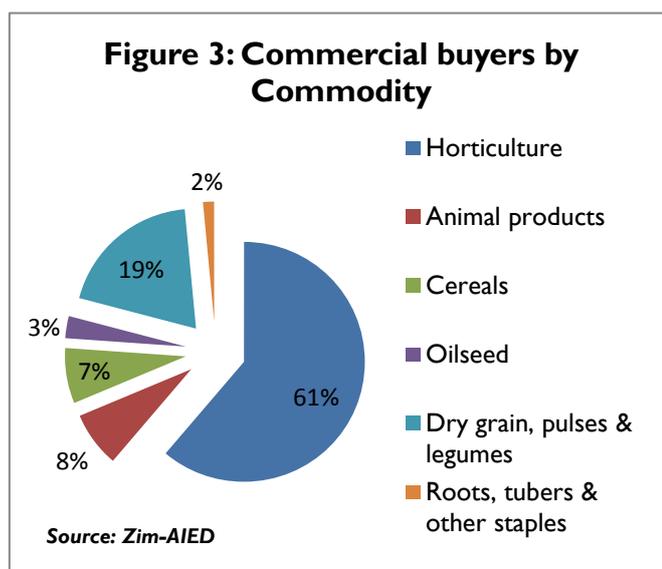
Name of Partner	Commodities	Est Sales(ton)	Est Income (\$)	# of Farmers	TA Partners
Progene seeds	Maize	10,000	2,000,000	10,000	SAT/Zim-AIED
	Cow peas	1,000	600,000	10,000	
	Sugar bean	600	540,000	1,000	
Windmill P/L	Maize	1,000	200,000	1,000	ZFAT/ SAT/Zim-AIED
AgriSeeds	Groundnut	1,000	400,000	500	Zim-AIED
ProduceTrade	Maize	200	40,000	200	AgriTrade
Northern Farming	Maize	500	100,000	500	AgriTrade
Prime Seed	Groundnut	1,200	102,900	3,700	Zim-AIED
Capsicum	Paprika	1,500	1,100,000	2,300	Zim-AIED
Matanuska	Banana	4,400	1,232,000	2,000	Zim-AIED
	Sugar bean	800	720,000	2,000	
FAVCO	Banana	880	246,400	712	Zim-AIED
	Horticulture	7,250	1,853,600		
ZimSpice	Coriander	2	3400	175	Zim-AIED
	Pigeon pea	60		300	
Rob Fisher	Flower seed	70	245,000	700	AgriTrade
Crostel	Horticulture	200	280,000	100	Zim-AIED
Muchero Africa	Horticulture	500	50,000	500	AgriTrade
Harare Produce	Horticulture	200	20,000	500	AgriTrade
Capstone Seeds	Horticulture/ Sugar beans	10	1,000	1,000	Zim-AIED/CARE
Sandefer Investments	Tomato	75	11,250	50	AgriTrade/ Zim-AIED
	Cabbage	75	7,500	50	
O'Enem Meats	Cattle	3,900	1,170,000	2,100	Zim-AIED
	Maize	1,300	260,000		
	Soya	600	240,000		
Inala Enterprises	Cattle	1500	585,000	500	AgriTrade
	Sheep				
	Goats				
Amani Obrie	Maize	200	40,000	500	AgriTrade
Total		38,822	10,481,150	30,775	

Source : Zim-AIED

There is no shortage of buyers for the products grown by smallholders, but there are few formal marketing arrangements since most buyers have not adapted to the challenge of buying from a large number of small-scale producers. Consequently, marketing activities focused on technical support to buyers and farmers for the establishment of contracts and agreements, formal and informal, planned and opportunistic. A list of buyers who have agreements with program-assisted

smallholders or buy regularly from them is shown in Table 4. In total, they are expected to buy produce with a base value of more than \$30 million this year from 31,000 smallholders.

Zim-AIED managers are in regular contact with these companies, linking them to new growers, discussing product development issues, troubleshooting on supply and quality issues, and providing direct technical assistance where needed. Target crops fall into the five categories shown in Figure 3. Horticultural buyers are the biggest group, making up 61 percent of regular buyers, but they buy in smaller quantities and have the most difficulty in managing formal agreements. Zim-AIED maintains an inventory of buyers (Annex 5) and maintains contact with many other companies who buy from assisted smallholders but, for various reasons, do not want to commit to agreements in advance of harvesting seasons but still provide valuable marketing services to farmers.



3.4 FINANCE AND CREDIT

AgriTrade, the Zim-AIED revolving credit fund, was successfully launched with CABS, Trust, and Micro King banks in May 2011. New contracts between Fintrac and the three partnering financial institutions were signed in September and implemented beginning in October. The fund provides short-term lines of credit to rural agritraders, as well as medium- and large-scale companies involved in consolidation, processing, and distribution of agricultural commodities to local, regional, and export markets. AgriTrade was used initially for the purpose of financing purchases of farm produce from smallholder farmers but, during this quarter, borrowers also used loans for input trading and for pre-financing growers.

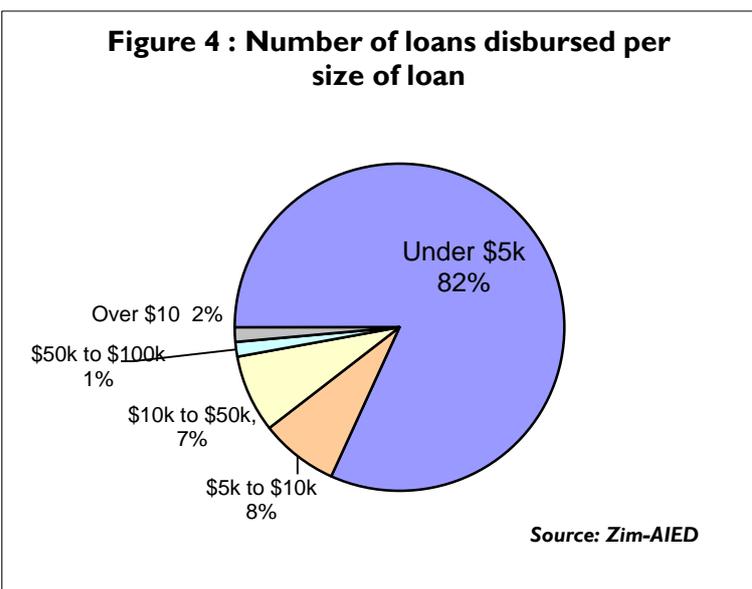
Table 5: AgriTrade Portfolio to Date

	CABS		TRUST		MICROKING		TOTALS	
	#	\$	#	\$	#	\$	#	\$
Submitted applications	22	896,380	160	6,305,217	616	1,760,429	798	8,962,026
Applications under review	3	487,000	17	949,921	0	0	20	1,436,921
Approved loans- no disbursement	1	50,000	8	479,500	0	0	9	529,500
Disbursed	5	540,000	55	2,117,708	616	1,792,429	676	4,450,137
Active loan portfolio	3	210,000	51	1,861,346	529	1,299,483	583	3,370,829
Produce to be purchased		1,113,000		5,028,954		1,868,400		8,010,354
Actual produce purchased		223,762		1,704,237		1,793,995		3,721,994

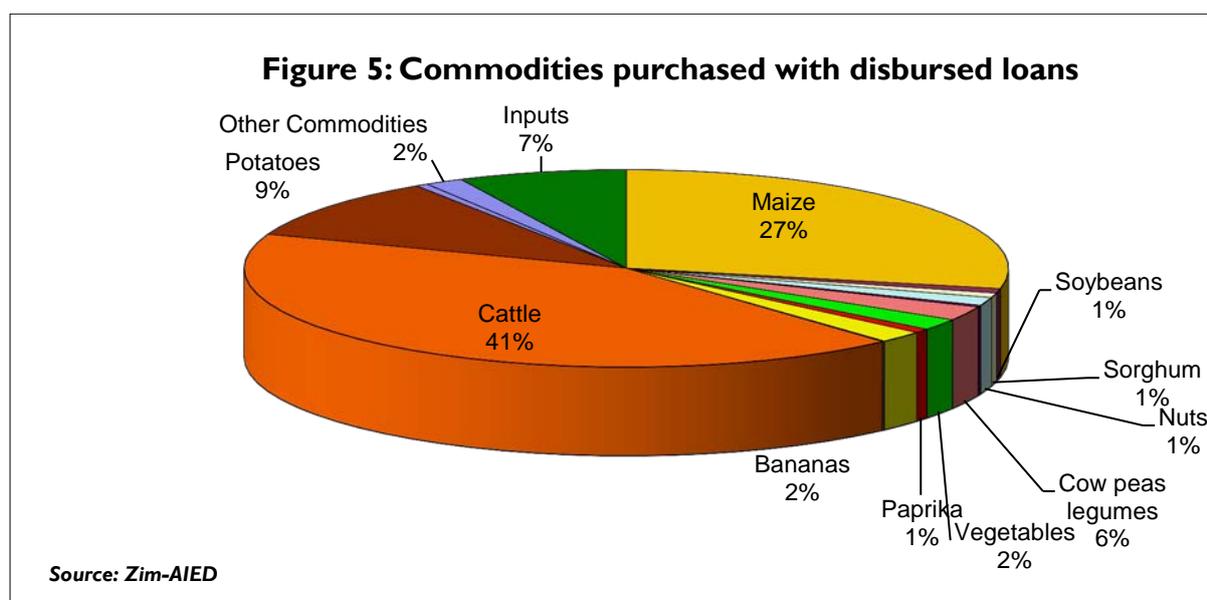
Source : Zim-AIED

The loan facility grew steadily during this reporting period, reaching a total of 583 active borrowers by the end of December; more than double the original target of 250. Total loans disbursed reached \$4.45 million to 676 borrowers (Table 5).

AgriTrade continued to inject liquidity into the rural economy with most of its loan portfolio comprising small- and medium-sized agribusinesses involved in communal agriculture. Loans less than \$5,000 made up 82 percent of the total loans disbursed (Figure 4). For the majority of these borrowers, AgriTrade provided their first opportunity to access the formal banking system. Since these borrowers are mostly based in rural areas, they are critical for commercializing the rural economy since they typically buy small lots of maize and vegetables, or individual animals from smallholders and consolidate produce for marketing to national buyers and processors.



Maize and cattle were the main agricultural commodities traded (Figure 5) as farmers exchanged their stored crops and excess cattle for cash to finance new plantings or to purchase holiday goods in December. By providing credit specifically for this type of trade, AgriTrade contributed directly to the restoration of rural food markets and improved food security by financing the movement of crops and products from surplus to deficit areas.



The AgriTrade team implemented a successful growth strategy, which included: a marketing campaign to increase new client referrals; improvements to the loan application process; and the provision of technical support to both potential borrowers and banks. A nationally-covered media event was held in Midlands Province and in Bulawayo in October. Additionally, CABS advertised the

AgriTrade product at its branches and through print media advertisements. Trust Bank was featured in sponsored newspaper articles about AgriTrade. The AgriTrade team gave presentations to potential clients at the Market Linkage Association, the Agriculture Working Group, the Nhleya Showground, and the Maize Millers Association.

In response to delays from the banks in approving loan applications, AgriTrade hired a new Financial Specialist to work with banks and potential borrowers to improve the quality of applications and supporting documentation. The Financial Specialist works closely with the Value Chain Specialist to identify larger-scale clients. As a result, communication between the banks and borrowers regarding application requirements has improved significantly, decreasing loan processing times.

3.5 BUSINESS DEVELOPMENT

A total of 1,795 smallholders were trained in farming as a business by Zim-AIED technical staff, which also produced 30 draft training brochures. In every case, training was in direct support of marketing agreements between farmers and buyers or took place in conjunction with productivity trainings (Table 6). Smallholders received training in recordkeeping, accounting, and contract management. Groups received technical support in governance, administration, and other management functions. Business training and direct technical assistance were also provided where necessary for input suppliers, agro-dealers, and value chain beneficiaries including processors, traders, and exporters.

Farmers contracted to Zim-AIED partners Matanuska, Capsicum, and Prime Seed received specific support for crop budgeting and contract management as well as the principles of farming as a business. In Matabeleland South, 88 farmers (29 men and 59 women) from five irrigation schemes (Silalabuhwa, Siwazi, Manzamhlope, Malole, and Makoshe) signed contracts with Capsicum to produce paprika. These farmers were trained on contract management to help them understand contract specifications and to be able to negotiate certain clauses with the buyer.

Commercial Partner	Male	Female	Total
Matanuska	184	178	362
Capsicum	29	59	88
Prime Seed and Capsicum (includes sesame)	318	502	820
Others (local traders, processors, institutions)	175	350	525
Total Farmers	706	1,089	1,795
Proportion (by gender)	39%	61%	100%

Source : Zim-AIED

In Chipinge district in southern Manicaland, 362 banana farmers (184 men and 178 women) from Chibuwe and Mutema irrigation schemes were trained on contract management.

Farmers contracted by Prime Seed to produce groundnuts received similar training. Some Prime Seed and Capsicum growers in Mutoko, Mutare, Nyamaropa, Zaka, and Bikita also received technical assistance for planting sesame as a cash crop (318 men and 502 women).

3.6 PRODUCTIVITY

Productivity training in crop agronomy, irrigation, livestock management, and postharvest processing was carried out by the Zim-AIED technical team and partner companies' extension workers. Subcontracts and grants were also awarded to CARE International and a local service provider, Sustainable Agriculture Technology (SAT), to manage specific aspects of productivity training. CARE brought their past experience in livelihoods development for subsistence farmers to the Zim-AIED program, focusing specifically on smallholder families in climatic zones 4 and 5 in Midlands and Masvingo provinces. Selected farmers were trained in the first steps towards small-scale commercialization with an emphasis on sweet potatoes, vegetables, and legumes to be produced for neighborhood markets.

At the other end of the spectrum, SAT is a highly commercially-oriented training organization with strong linkages to all major agricultural commodity buyers in Zimbabwe. They established 76 demonstration sites across the country, including outreach extension services that will eventually reach more than 39,000 farmers, with an emphasis on commercialization of maize and other food crops suitable for different climatic zones. A network of buyers was identified to take surplus production from growers in each location, including contract production for Progene Seeds and Windmill Products.

3.6.1 Staple Food Crops

Main target products during this quarter were maize, groundnuts, sugar bean, and sweet potato. Training and technical assistance focused on good agricultural practices, including land preparation in time for the rains which started in November; seed variety and selection; fertilizer application; early planting; optimization of plant density; efficient pesticide application, including herbicides, and safe use of agrochemicals. Specific interventions included:

- Establishment of 20 demo plots containing sweet potato nurseries in Masvingo and Midlands. Technical assistance and training was delivered to 1,289 smallholder farmers around these locations.
- Establishment of 76 demos across the country in maize, groundnut, and sugar bean production that will eventually reach 40,000 farmers (Table 7).
- Establishment of six demonstration plots for alternative food crops including mung bean, chick pea, and sesame to smallholder farmers under contract to Prime Seed, who also purchased 2,766 kilograms of lentils at \$0.60 per kilogram from 67 farmers in Manicaland during this period.
- Registration of 535 smallholder farmers for sugar bean production in Taona, Bwerudza, and Mutema irrigation schemes under contract to Matanuska.

Table 7: Distribution of SAT demonstration sites

Province	Number of Demos	Number of Beneficiaries	Main Crops	Buyer(s)
Harare	1	500	Maize	Progene seeds
Bulawayo	1	450	Maize; Cowpeas	Amani Obrie
Mashonaland Central	14	8000	Maize; Cowpeas; Soyabeans	Progene seeds; Northern Farming
Mashonaland West	17	8500	Paprika, Maize, Cowpeas	Progene seeds; Produtrade
Manicaland	10	5000	Paprika, Maize, Cowpeas	Agriseeds; Matanuska
Masvingo	13	7000	Sweet Potatoes; Sugar beans	Capstone
Mashonaland East	9	4500	Maize; Sesame; Cowpeas;	Progene seeds; Prime seeds; FAVCO
Matabeleland South	7	3500	Maize; Sesame; Cowpeas	Capsicum; National Distributors
Matabeleland North	4	2000	Maize; Sesame; Cowpeas; Vegetables	Capsicum; National Distributors
TOTALS	76	39,450		

Source : Zim-AIED

3.6.2 Horticulture

Training and technical assistance focused on developing small-scale, commercial vegetable and fruit production by growers under contract to local market distributors; introducing new crops and technologies such as coriander and tissue-cultured banana; upgrading of management systems on irrigation schemes; crop scheduling for year round production; and postharvest handling. Specific interventions included:

- Sales of coriander seed by Murewa farmers to commercial partner ZimSpice, at a price of \$1.70 per kilogram. Sales value to date for 70 farmers is \$2,635 and harvesting will continue into 2012.
- Planting of pigeon pea under contract to ZimSpice by 35 growers in Murewa. Pigeon pea is a semi-perennial bush that farmers have planted in peripheral areas, extending their productive land area.
- Thirty-four new growers registered in Mutoko to grow vegetables for major supermarket distributor, FAVCO.
- Procurement of 50,000 tissue-cultured banana seedlings by FAVCO and successful planting at a nursery at Claremont Estate in preparation for February planting by contracted smallholder growers in the Honde Valley.
- Increased purchases of banana by FAVCO from Zim-AIED assisted growers following purchase of another tractor and trailer to meet increased production needs.
- Establishment of a banana nursery at Mutema and successful planting of 87,000 tissue-cultured plants and land preparation for planting by 128 growers on 32 hectares at Mutema irrigation scheme in January 2012. Another 85,000 seedlings were ordered in preparation for the second phase.

- Establishment of seven demonstration plots using banana suckers in Mutema and Chibwe irrigation schemes to teach growers best management practices in advance of transplanting seedlings.
- Three hundred farmers received training on good agricultural practices for banana (sucker management, fertilizer application, leaf management, and best irrigation practices) and 88 were trained on contract farming.
- The Mutema Irrigation Management Committee (IMC) received specialized training on contract farming and group dynamics that culminated in the signing of a memorandum of understanding and banana marketing contract between the IMC and Matanuska.
- Installation of a micro jet irrigation system that will reduce water use efficiency and improve irrigation cycle and coverage.

3.6.3 Value Addition

Negotiations took place with small and medium scale processing companies who expressed interest in partnering with Zim-AIED to increase their procurement of raw materials from smallholder growers. Factory visits were made to assess the 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 fund agreements were signed with Capsicum and Better Agriculture to contract growers of paprika and Tabasco chili. Technical assistance and training was provided to growers producing for these and other processors under contract. Specific interventions included:

- The Capsicum Company contracted and advanced seed and fertilizer to 3,200 small-scale growers in Manicaland, Mashonaland West, Mashonaland East, Matabeleland South, and Matabeleland North.
- Twelve paprika demonstration plots were prepared and planted in Manicaland, Mashonaland West, and Matabeleland for training growers on best practices for paprika.
- Better Agriculture contracted more than 1,000 smallholder farmers in Manicaland to grow Tabasco chili. Planting will start in April 2012.
- National Distributors bought their first delivery of 2,000 kilograms of beetroot for processing from 20 small-scale growers in Umzingwane District of Matabeleland South.
- Following discussions with Zim-AIED, DAB Marketing will contract at least 500 smallholders in Mashonaland West to supply summer gooseberries for production of jams and preserves.
- Following discussions with Zim-AIED, Mani Foods will increase procurement of chili, garlic, and other vegetables from smallholders for processing into a wide range of products including chili sauce, pickled onions, chili jam, dried tomato, and chopped garlic under Mani Foods and Spar Deli brands. Most products are sold to the Spar chain in Zimbabwe and South Africa under both Mani and Spar Deli brands. The company sources largely from smallholder farmers on communal areas on the outskirts of Harare and currently produces around 2,000 kilograms per month of each of their finished products with a potential of raising the quantities to 20,000 kilograms per month if a contract under negotiation with Spar South Africa is finalized.

6.3.4 Livestock

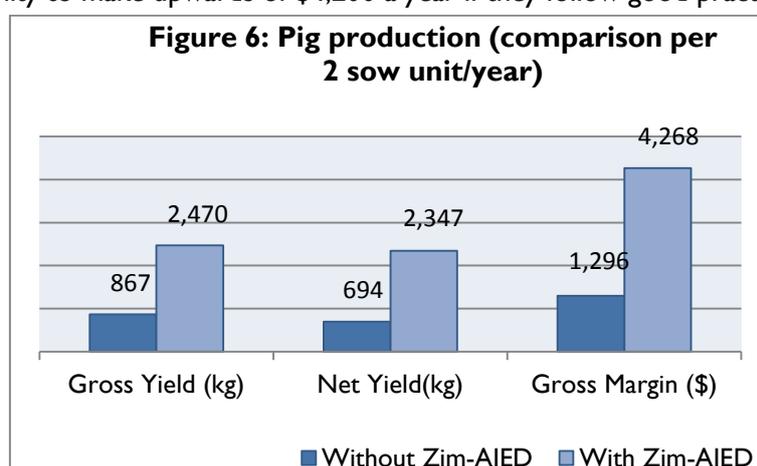
During this quarter the livestock team provided technical assistance and training to livestock farmers and continued collecting data for the analysis of smallholder viability in beef, goat, and pork value chains. Work was carried out in cooperation with five meat processing companies and Tjinyinyi Babili Trust (TBT), an NGO providing training and technical support to rural households in Matabeleland (Table 8). A partnership agreement was signed with O'Enem Meats, who also borrowed \$50,000 from the AgriTrade facility to rehabilitate its abattoir in Chiweshe. This is one of the few private-sector investments on communal land and the owners will work with Zim-AIED to turn it into an agribusiness hub for the area.

Table 8: Livestock partners and products

Partner	Products	Number of Farmers
O'Enem Meats	Soy & maize	850
	Pigs	30
	Cattle	175
Inala Enterprises	Cattle	800
Sabie Meats	Cattle	210
Outback Safaris	Goat, sheep and cattle	3,500
Surrey Abattoirs	Cattle	300
TBT	Cattle and goats	5,400
Total		11,265

Source: Zim-AIED

O'Enem contracted 850 smallholder farmers on communal lands in Mashonaland Central to grow maize and soy bean for stock feed. The farmers received advances of seed and fertilizer. Following repairs, the abattoir was re-commissioned after four years of inactivity and slaughtered 175 head of cattle bought from smallholders. O'Enem will also re-start its piggery in 2012 and work with 30 communal farmers to supply pigs to the abattoir on a pilot basis. Pig production as a business depends on high-quality feed being consistently available at a competitive cost and medium-scale intensive pig units have closed in recent years across the country due to problems in obtaining maize, soya, and other feed products at competitive prices. An analysis of the integrated feed production, fattening, and slaughtering facility at Chiweshe suggests that smallholder pig producers have the opportunity to make upwards of \$4,200 a year if they follow good practices (Figure 6).



Two partnership fund agreements with TBT in Matabeleland South Province, and Inala Enterprises in Matabeleland North Province, were negotiated and agreed to, subject to USAID approval. Agreements were also negotiated with two potential partners – Surrey Abattoirs in Mashonaland East and Sabie Meats in Masvingo – who will work together to roll out a beef outgrower support scheme that will support livestock traders to establish village-level feedlots. Sabie Meats is currently contracting six livestock traders to condition 50 cattle a month. Under the agreement with Zim-AIED, livestock traders will receive technical assistance and AgriTrade loans to erect the feedlots at a total cost of less than \$5,000 each. One feedlot in Chibwezuva was commissioned this quarter and began supplying 30 cattle per week.

6.3.5 Irrigation

T *Source: Zim-AIED* provided technical assistance to farmers and partners' extension staff on smallholder irrigation schemes across the country, particularly on schemes where Zim-AIED is commercializing production. In each case, technical assistance began with a determination of the repair, replacement, and maintenance requirements of the scheme and an estimation of the cost of rehabilitation, if required. This was followed by a calculation using different crop combinations to determine if the whole scheme could be viable over the medium term. Specific irrigation activities carried out during the quarter included:

- Twenty-six schemes were assessed. Those that require major rehabilitation or lack a reliable and dependable water source were not considered further for Zim-AIED intervention.
- By the end of December, 34 schemes were provisionally selected for commercialization, although further technical evaluation and economic analysis will be required in 2012. The selected schemes received technical assistance in irrigation management and business skills. The costs of repair, maintenance, and rehabilitation were assessed and business planning was initiated with irrigation management committees (Table 9).

Table 9: Distribution of irrigation schemes targeted by Zim-AIED for 2012

Province	Number of Schemes	Area (ha)	Number of Plot Holders	Partners
Mash East	5	78	160	FAVCO
Manicaland	12	2,516	4,189	Matanuska, Capsicum, FAVCO
Masvingo	4	93	210	Sandfer Investments
Midlands	6	60	425	Sandfer Investments
Mat North	3	65	193	Capsicum
Mat South	3	677	1,389	National Distributors, Capsicum
Mash West	1	216	250	FAVCO
Total	34	3,705	6,816	

Source : Zim-AIED

- All information collected was added to the Zim-AIED inventory of irrigation schemes. This study describes the operational status of smallholder irrigation schemes in Zimbabwe based upon firsthand data collected during site visits and technical analysis by Zim-AIED staff. It confirms that many schemes have huge arrears in electricity or water bills and are often without water and electricity at critical crop growth stages. All schemes need repair and

maintenance but the amount needed varies widely. Pumped schemes are problematic because farmers often have to irrigate at night when power is available. There is a general over-irrigation in all the surface irrigation schemes visited. The over-irrigation and inadequate repair and maintenance of drainage channels have caused serious water logging in these schemes. The lack of marketing plans and business analysis has resulted in most schemes producing mainly food crops and low-value crops with inadequate returns to cover repairs and maintenance. Lack of trained managers on schemes is a universal problem.

- A training manual was drafted on Irrigation Scheme Water Management, Operations and Maintenance. This is a work in progress, covering various sprinkler and surface delivery systems. The manual is being developed based on lessons learned, experiences gained, and training needs identified during the technical assessment and technical assistance visits.
- Detailed technical designs and bills of quantities were prepared for micro jet irrigation systems on the Mutema banana project in southern Manicaland Province. Recommendations for pumps, pipes, and other equipment were implemented and procurement carried out efficiently by Matanuska.

To demonstrate the commercial potential of irrigation schemes receiving Zim-AIED assistance, a process of preparing marketing and business plans for each scheme was initiated. The plans will analyze overall scheme viability under various crop combinations and take into account the costs of rehabilitation and maintenance.

Table 10 illustrates a potentially viable plan for Musikavanhu irrigation scheme (Block 2B) in southern Manicaland. It shows that, with proper management and the right cropping systems, it is possible for growers to earn a net income of more than \$2,600 a year, as well as pay for rehabilitation and maintenance costs.

Table 10: Musikavanhu							
Crop	Area (ha)	Yield (kg/ha)	Price (kg)	Recovery rate	Gross Revenue(\$)	Gross Margin/ha \$	Gross Return \$
Maize ¹	51.24	6000	0.20	100%	61,488	258	13,240
Sugar beans ¹	51.24	2000	1.00	100%	102,480	918	47,038
Bananas ²	21.96	32000	0.28	90%	196,762	4,030	88,505
Tomatoes ¹	7.32	30000	0.15	75%	32,940	3,680	26,938
Paprika ³	14.64	4000	0.60	100%	35,136	552	8,081
							183,802
Rehabilitation cost							(4,944)
Net return							178,858
No. of plot holders	60						
Plot size	1.22						
Return per farmer							2,981
Maintenance costs							(369)
Net return after maintenance							2,612
1. Two crops/year 2. Continuous harvesting 3. One crop/year							
<i>Source: Zim-AIED</i>							

4. ENVIRONMENT

All Zim-AIED interventions this quarter followed the protocols required by USAID/Zimbabwe and Zim-AIED EMMP and PERSUAP protocols. In addition to complying with the minimum requirements, Zim-AIED's approach to agricultural development included many interventions, recommendations, and techniques that will enhance environmental quality and create sustainable crop, soil, and water systems over the short, medium, and long term. The potential effects of climate change on rainfall patterns was also taken into account when selecting target crops and choosing the types of technologies recommended to farmers. All subcontractors and grantees were trained in compliance with environmental standards, and grant agreements contained language requiring compliance by the grantee. Specific activities that contributed directly to sustainable natural resource management and maintenance of optimum environmental quality included:

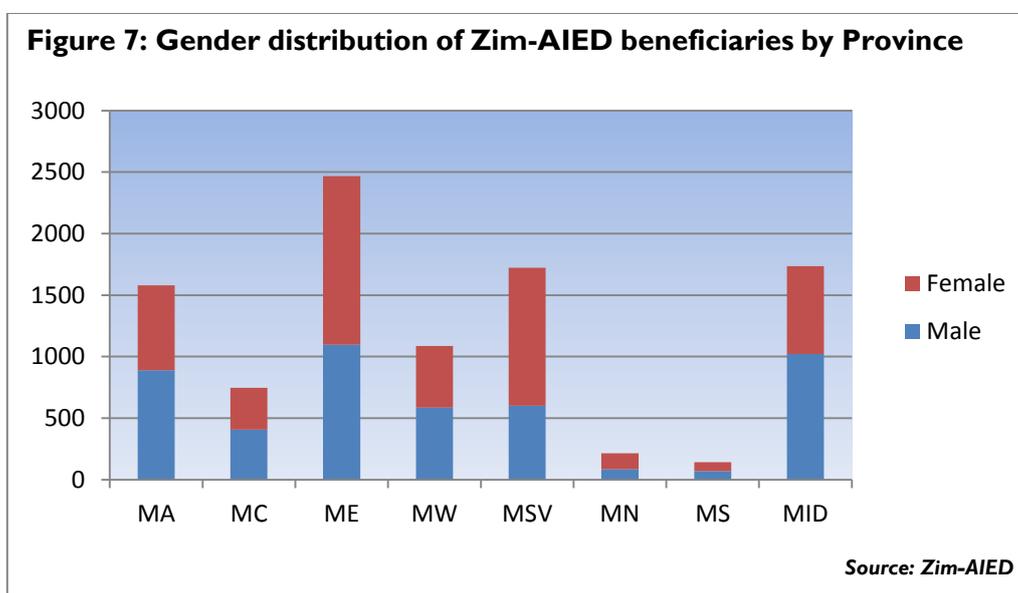
- As part of their training in organization and management, irrigation management committees were encouraged to incorporate natural resource management issues, such as banning illegal extension of fields, especially along drainage channels; use of oversize siphons; and use of persistent agrochemicals, in an effort to avoid over-irrigation, water logging, salinity, and pollution.
- The high-tech approach to banana production introduced in Chibuwe, Musikavanhu, and Mutema irrigation schemes during this quarter incorporated strict natural resource management practices. All dead leaves will be pruned and laid in waterways and around the plants to conserve moisture and limit soil erosion from runoff. Trials with biological nematicides will provide alternatives to more persistent chemicals. Basin irrigation around blocks will mitigate soil erosion and reduce overwatering and leaching into rivers. The micro jet irrigation installed at the Mutema demonstration plot will improve water use efficiency, reduce erosion, and mitigate salinity problems. Introduction of overhead cableways to move banana bunches and inputs from field to packhouse will eliminate compaction by tractors and minimize use of diesel fuel on the project. Irrigation schemes with paprika were planted on high ridges to reduce erosion.
- All demonstrations and training on rain-fed systems included minimum tillage techniques for water conservation and improvement of soil structure. Farmers were encouraged to plant mixed cropping systems that included legumes and fodder crops to build up soil fertility.
- Specification of optimum herd size to avoid environmental degradation was taken into account in all livestock partnership agreements and training activities. Proposed introduction of village-level feedlots will have a positive effect on the rural environment as well as making commercial sense. Technical assistance was provided to O'Enem Meats to rehabilitate drainage systems that can utilize slurry from pig and cattle operations to produce manure and feed fishponds.

5. GENDER

During this reporting period, Zim-AIED completed and implemented a gender mainstreaming policy, which will ensure men, women, young people, and disadvantaged groups are specifically considered in program plans. The team also participated in USAID/Zimbabwe's gender assessment.

As part of its gender policy, the Zim-AIED professional team contains a balance of men, women, and young people. In this period, four of the six Program Managers and four of the ten Field Managers are women. Trainings were strategically planned around times when women are free from their day-to-day household chores. Equal participation in all activities was promoted as well, avoiding the development of conflict or tension in the domestic setting.

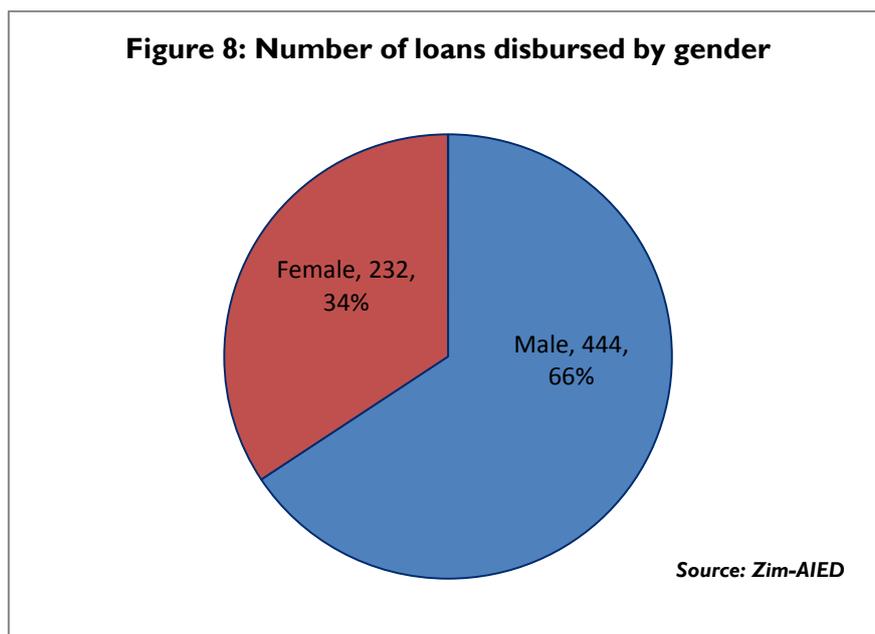
Training and technical assistance focused on practices that reduce labor for jobs typically assigned to women. Zim-AIED promoted and trained growers in the safe use of herbicides, which will reduce the burden of weeding on women, as well as saving costs and increasing yields and net income. Cableways were included in the Mutema banana project to avoid the labor-intensive practice of carrying banana bunches from the field, a task usually undertaken by women. Groundnuts and sweet potatoes were targeted and promoted in part because they contribute to household food security and nutrition, allowing women to provide more nutritious food to their children.



Goats were introduced as a target product following an informal survey of farmers in Matabeleland, which showed that no women owned cattle, seven women owned goats, and all 44 women owned poultry. The women who owned goats testified that it was easier to acquire goats through earnings from casual employment.

As a result of these gender-mainstreaming activities, 48 percent of all beneficiaries who received program-related assistance were women (Table 1, Figure 8). Fifty-three percent of training participants and 56 percent of those receiving technical assistance were women (Table 1).

The gender distribution of the AgriTrade credit facility showed an improvement in the number of women who have accessed loans through the participating financial institutions. Due to the nature of the loan application process, it is more difficult for women to access loans as often the title deeds of property or other forms of collateral are registered under a male name. Despite this, at the end of the reporting period, women made up 34 percent of the total borrowers. The loans acquired by women are smaller on average, making up 19 percent of the total value of the AgriTrade disbursed loans. Because the majority of agrodealers with access to valuable forms of collateral are male, this statistic is not unexpected.



6. LESSONS LEARNT

The main lessons learnt and steps taken to correct mistakes are listed below. Outstanding strategic challenges are provided separately in Section 8.

- Separate, written, and signed protocols with provincial and district authorities are essential to implement Zim-AIED activities on the ground, even though an MOU has been agreed with MAMID. This is time-consuming but essential. So far agreements have been obtained with five out of eight provinces. In these five provinces the only area where operations are restricted is Midlands, where the program awaits further clarifications from the provincial authorities. Within the other four provinces, authority was granted in all districts where the Zim-AIED has activities. The three provinces with approvals pending are Mashonaland Central, Mashonaland West, and Masvingo, but activities are continuing there with a low profile through partners with approval to operate.
- The strongest motivation for farmers to adopt a commercial approach is the involvement of buyers. All Zim-AIED interventions include known buyers and marketing plans from the start.
- Buyers and other agribusiness companies do not have confidence in communal farmers or the management systems to deal with smallholder suppliers. All partnership arrangements, funded and unfunded, now include some kind of work plan from the start. Establishing a new business model with companies used to dealing with old-style “commercial” farmers takes time and patience.
- Companies and NGOs generally do not have the management and accounting systems in place to provide the level of traceability and transparency required for USAID grants and contracts. Training of commercial partners in compliance and accountability is essential.

- Field activities can be implemented more effectively if Agritex officers are involved from the start. However, activities cannot be delegated to officers without close supervision and training. Zim-AIED policy is to make every effort to engage Agritex in all field interventions without providing financial incentives. In most cases this is a workable approach.
- As a general rule, conditions in Zimbabwe do not allow for successful commercial production of horticultural crops outside of irrigations schemes or other areas where water is available year round. All Zim-AIED horticultural activities are in these areas.
- Food crops, especially maize and groundnuts, must be included in cropping systems recommended for commercialization of communal farmers and other types of smallholders, including irrigation schemes. These farmers are not ready to implement cash cropping systems without the inclusion of food crops. Zim-AIED policy is to promote inclusion of the most suitable food crops for each climatic zone, in combination with cash crops, and generate surpluses for sale through the adoption of good agricultural practices.
- Growth of commercial farming on communal land will not succeed using traditional labor-intensive systems. The cost of labor is not competitive. Wherever possible Zim-AIED is promoting technology to reduce labor requirements.
- Irrigation schemes provide a potential competitive advantage for thousands of smallholders, but they are misunderstood. No attempt to rehabilitate schemes or improve management can be successful until growers on schemes agree to and start implementing marketing and business plans that treat the scheme as a single commercial unit. Zim-AIED has started adopting this approach with selected schemes.
- The loan application process at banks managing the AgriTrade facility is slow and complicated and was impeding disbursement of funds. In consultations with the banks, concerns were raised over weaknesses in the supporting documents provided by potential borrowers. To improve the timeframe by which banks would approve the loans as well as provide additional services to potential clients, an AgriTrade Financial Specialist was hired to be responsible for working closely with potential borrowers to assist them in organizing their supporting documents to the bank's standard. This proved necessary as it was observed that even larger clients with stronger financial portfolios struggled to meet the banks' requirements.
- Zim-AIED does not have the resources to provide business training and institutional strengthening to all beneficiaries. However, the majority of farmers is not entrepreneurs and therefore requires only very basic training in farming as a business. From January 2012, the full business training package will only be provided to farmers who have signed contracts to supply buyers, and to small-scale agribusinesses and AgriTrade borrowers on demand.

- Sustainable agricultural development needs rural investment in a range of agribusiness activities covering production, processing, logistics, and marketing. Although Zim-AIED is contributing actively to short-term credit availability, long-term investment funds are almost non-existent and traditional private sector investors are still reluctant to invest outside of Harare. New rural entrepreneurs are emerging and receiving support from Zim-AIED, but their progress is slow in the absence of investment funds.
- Irrigation schemes are a good example of the previous point. They represent a potential opportunity for smallholders to become successful commercial farmers but require a massive amount of new capital investment for rehabilitation and upgrading. Donors and government are making piecemeal interventions which inevitably fail when the support ends, instead of developing and financing a national strategy for commercialization of the irrigation sub-sector.
- At program level, Zim-AIED is facing a challenge in the management of “recoverable grants” (loans) on terms set by USAID/Zimbabwe post-award. To recover grant funds advanced to smallholders for inputs and equipment, including interest, will require staff and resources not originally envisaged.

9. CONCLUSIONS

After fifteen months of implementation, 28 percent of the way through the program, Zim-AIED is on course to meet its main objectives despite a protracted delay in receiving approval to implement from the Zimbabwean government. Progress against Zim-AIED’s specific PMP indicators is summarized below:

- The annual target is for 10,155 new jobs to be created. Based on increased area planted and new partner activities in Matabeleland and Manicaland, an estimated 3,000 new jobs were created during this period (4.5(2)). The number of new jobs will be validated and included in Zim-AIED’s annual report for FY2012.
- Gross margins will increase, although the percentage will vary between crops with banana, more than doubling, and more modest increases achieved on maize. Average gross margin increases cannot be calculated accurately until after the main cropping season and will be included in Zim-AIED’s annual report (4.5(4)).
- The annual target for the area under improved technology is 20,000 hectares. To date, approximately 21,000 hectares have already been planted by smallholders contracted to Zim-AIED commercial partners (4.5.3(2)). The complete area under improved technology will be validated and reported in the FY2012 annual report.
- The number of farmers targeted to receive productivity and food security training for the year is 40,000, and 9,229 received group training or on-farm technical assistance for this first quarter so the annual target should be reached (4.5.2(7)).
- The number of private companies, producers associations, water-user groups, or other organized farmer groups targeted to receive technical assistance for the year is 447. To date,

an estimated 18 companies, 17 irrigation management committees, and at least ten other organized farmer groups received support this quarter, so this needs to be stepped up over the next nine months (4.5.2(11)).

- The number of beneficiary households target for 2012 is 56,852. The program reached 11,897 this quarter, placing it on target for the year. (4.5.2(13)).
- Cumulative disbursed loans up to September 30, 2011, were \$2.6 million to 305 clients. Disbursements for the first quarter of 2012 were \$1.8 million to 371 clients (4.5.2(29)).
- During this quarter 1,245 farmers received business development training and at least 200 small businesses accessed AgriTrade funds, so the annual target of 150 MSMEs receiving business training has already been exceeded (4.5.2(37)).
- The value of new private-sector investment in the smallholder agriculture sector was not measured this quarter, but based on discussions with partners, the annual target of \$4 million will be met (4.5.2(38)). This data will be collected and reported on in Zim-AIED's annual report.
- At least 300 AgriTrade borrowers and Zim-AIED partner organizations improved their management practices and services provided to smallholder farmers, so the annual target of 447 will probably be exceeded (4.5.2(42)).
- The target of 10 firms operating more profitably in 2012 as a result of Zim-AIED interventions was not measured this quarter but indications are that it will be achieved (4.5.2(43)).

Table 12: Budgets Zim-AIED Partner Fund Agreements (Approved through December 2011)

Partner	Partner contribution ¹	ZIM-AIED Grant	Recoverables, commercial terms		Recoverables, non-commercial terms		Total per partner ²	% Partners
			Partners	Farmers	Partners	Farmers		
PF01 Mercy Corps	-	99,996	-	-	-	-	99,996	1.90%
PF02 IRD	-	99,990	-	-	-	-	99,990	1.90%
PF03 O'Enem Meat	283,000	118,000	62,000	400,000	76,760	-	656,760	12.46%
PF04 Matanuska	161,340	202,970	54,000	689,200	50,000	697,772	1,693,942	33.23%
PF05 SAT	-	969,595	-	-	-	-	969,595	19.02%
PF06 FAVCO	140,500	92,500	3,000	80,000	59,000	140,000	374,500	7.35%
PF07 Better Agriculture	111,160	31,668	5,700	84,000	-	27,300	148,668	2.92%
PF08 Capsicum	124,383	126,161	56,000	357,831	-	122,032	662,024	12.99%
PF10 Prime Seed	262,134	99,960	20,000	272,574	-	-	392,534	7.70%
Total per contribution	1,082,517	1,840,840	200,700	1,883,605	185,760	987,104	5,098,009	100.00%
% per type³		36.11%	3.94%	36.95%	3.64%	19.36%	100.00%	

¹ Includes AgriTrade loans to partners

² Excluding partner investments

³ Excluding partner investments

Source : Zim-AIED

Table 13 shows the total grant disbursements made this quarter and since the start of the program. A total of \$1.22 million was disbursed during the quarterly period compared to just \$92,127 in the first year of program activities. This was due to the delay in obtaining an MOU from the Government of Zimbabwe during the first 11 months of the program, which prevented most field activities from being implemented. Following the MOU approval and USAID approval for specific grant agreements with both NGOs and private companies, grant-funded activities accelerated dramatically in November and December.

This rate of disbursement is expected to slow down during the next quarter and increase again in the second half of 2012 as trading and then planting activities are supported in various ways. The level of new grants awarded will be dependent on the performance of partners and farmers in managing the repayment of the high proportion of recoverable grants. In most cases, farmers will pay back their grants through deductions made from the proceeds of produce sales to partners. This could be close to 95 percent if Zim-AIED technical support and business training of farmers is effective and if market conditions do not encourage excessive side-selling. It will also depend on weather and other factors which are beyond the control of the program. Partners also have a major role to play and since to recover funds they will need to have good management systems in place to monitor and collect from all growers who have agreed to supply produce.

Table 13: Q1 FY 2011 – 2012 Actuals Zim-AIED Partner Fund Agreements (October – December)

Partner	YTD prior FY	To-date previous quarter current FY	ZIM-AIED Grant	Recoverables, commercial terms		Recoverables, non-commercial terms		Total current quarter	To-date current quarter
				Partners	Farmers	Partners	Farmers		
PF01 Mercy Corps	-	-	-	-	-	-	-	-	-
PF02 IRD	-	-	-	-	-	-	-	-	-
PF03 O'Enem Meat	-	-	-	-	155,299	-	63,759	219,157	219,157
PF04 Matanuska	92,127	-	17,313	-	16,461	-	140,724	174,498	266,626
PF05 SAT	-	-	203,079	-	-	-	-	203,079	203,079
PF06 FAVCO	-	-	1,279	43,882	-	-	39,450	84,612	84,612
PF07 Better Agriculture	-	-	-	-	-	-	-	-	-
PF08 Capsicum	-	-	2,062	18,829	282,182	-	-	303,073	303,073
PF10 Prime Seed	-	-	3,869	-	83,760	-	149,961	237,590	237,590
Total per contribution	92,127	-	227,602	62,712	537,802	-	393,895	1,222,010	1,314,137
% Total Zim-AIED budget	1.81%	0.00%	4.46%	1.23%	10.55%	0.00%	7.73%	23.97%	25.78%
% Current quarter Act vs. BU			12.36%	31.25%	28.55%	0.00%	39.90%	23.97%	25.78%

Source : Zim-AIED

ANNEX 1: SNAPSHOTS

AgriTrade Loan Has Trickle-Down Effects

Businesses receiving AgriTrade funds are improving competition, resulting in better and fairer prices for local farmers.



Photo by IRD

Philemon Borani Dube is now able to receive fairer and better prices for his cattle thanks to improved market competition.

“We charge our own prices...if we do not like the price, we don’t sell.”

Philemon Borani Dube

What is AgriTrade?

A \$10 million revolving credit facility serving the agricultural sector. Local financial institutions, CABS, Trust Bank and MicroKing Finance, established the facility with 50 percent of the funds coming from USAID. AgriTrade is assisting hundreds of small and medium-sized agribusinesses involved in communal agriculture, resulting in millions of dollars of new investment. AgriTrade loans range from \$ 1,000 to \$200,000. Disbursement of loans began in May 2011. As of December 31, 2011, AgriTrade had disbursed \$4.4 million in loans to 676 businesses.

For many rural Zimbabweans, their wealth lies not in cash or stocks, but in their livestock.

Philemon Borani Dube is a communal farmer in Lower Gweru Midlands Province, where he raises cattle to support his 12 children and four grandchildren. Borani Dube relies on his cattle herd to pay for necessities for his family when his cash flow runs low.

“If things are fine, we don’t sell our cattle, only if we need money,” said Borani Dube.

Last September his family sold two cows to take care of school fees, food, and other household needs. This is his family’s main source of livelihood.

For families like Borani Dube, access to fair and competitive markets is critical. Thanks to the AgriTrade credit facility, many butchers in the Lower Gweru area are now able to pay better prices for cattle or other livestock.

There are currently 58 AgriTrade borrowers in Lower Gweru alone, with loans ranging from \$500 to \$7,000. This influx of cash has increased market competition in the area.

Borani Dube says he is now able to negotiate the price for his cattle and can get anywhere from \$350 to \$500 per head.

“We charge our own prices. We do accept advice from our buyers and negotiate on it, but ultimately if we do not like the price, we don’t sell. We wait for the next buyer,” he said.

Simbarashe Mupanduki owns a butchery in the area. He recently borrowed \$2,500 from MicroKing through the AgriTrade program. With the loan, Mupanduki plans to expand his business and invest in better-quality products. With this financial boost, Mupanduki is able to pay fairer prices to his local suppliers.

“With this amount I plan to buy at least five cattle. Without this amount it would not have been able for me to afford my plans,” he Mupanduki.

The AgriTrade fund is part of the United States Agency for International Development’s Zimbabwe Agricultural Income and Employment Development (Zim-AIED) program. The fund is providing loans to hundreds of small- and medium-sized businesses involved in communal agriculture to stimulate a thriving agricultural sector throughout Zimbabwe.

Coriander Farmer Seeing Income Increase

With help from Zim-AIED, small-scale farmer learns to plant high-value crop with guaranteed buyer.



Photo by Fintrac Inc.

Tecla Chinake sorts her coriander crop. By introducing this high-value crop, Chinake is earning more income than she ever imagined.

“My income has steadily increased through getting help to access quality agricultural inputs and advisory services.”

Tecla Chinake

Tecla Chinake is one of the millions of Zimbabweans who make their living through agriculture. Chinake is a small-scale producer of coriander in the rural district of Murewa.

Coriander is a high-value crop with large earning potential, but it requires additional skill and improved agricultural practices in order to harvest a crop that can compete not only in local markets, but in international markets as well.

With help from the United States Agency for International Development’s Zimbabwe Agricultural Income and Employment Development (Zim-AIED) program, Chinake is learning how to treat her farm as a business in order to improve yields and incomes.

Through the Zim-AIED program, Chinake is able to access key inputs such as quality seed and connect with buyers. A national buyer, ZimSpice, provided 175 smallholder farmers with coriander seed and guaranteed to buy back the harvested crop, provided it was grown and harvested using good agricultural practices.

“My income has steadily increased through getting help to access quality agricultural inputs and advisory services, and linking me to markets where I can sell my produce,” says Chinake.

In economic terms, there is widespread recognition that more business-focused agriculture - and the development of small agribusinesses - is an important driver of food security, export expansion and economic growth and development. Chinake is living proof of that.

Chinake and other smallholder farmers in her district were previously selling their produce at very low prices to “runners” who serve as their link to the local market. These markets are often flooded with low-cost produce.

Thanks to support from Zim-AIED, Chinake has access to fair markets and is learning best practices in production and postharvest handling that will allow her to continue to improve her farm.

In her first coriander harvest (of 0.01 hectares), she earned more than \$200 in net income, a significant increase for her family.

“We used to concentrate on producing low-paying crop varieties. Now, with coriander, my family’s livelihood has improved,” Chinake said. “I purchased sugar, cooking oil, soap, and flour; a development I never dreamt of in my life.”

Zim-AIED is providing technical assistance to improve food security and increase household incomes of 180,000 small-scale farmers throughout Zimbabwe.

ANNEX 2: PERFORMANCE INDICATOR SUMMARY TABLE

Indicator Data

Operating unit : Zimbabwe
 Implementing Mechanism / Project : Zim- AIED

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals				Target	Target	
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.1-24 (CBLD 24): Numbers of Policies/Regulations/Administrative Procedures in each of the following stages of development as a result of USG assistance in each case: (Stage 1/2/3/4/5)											
Stage 1 of 5 Number of policies / regulations / administrative procedures analysed											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 2 of 5 Number of policies / regulations / administrative procedures drafted and presented for public/stakeholder consultation											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											

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Research, extension, information, and other public service										
Disaggregates Not Available										
Disaggregates Not Available										
Agricultural sector-wide										
Climate change adaptation or natural resource management (NRM) (ag-related)										
Food security/vulnerable										
Inputs										
Macroeconomic										
Outputs										
Research, extension, information, and other public service										
Disaggregates Not Available										
4.5 (2): Number of jobs attributed to FTF implementation		155	155	10,155	3,000				20,155	30,155
Female	0	70	70	4,570	1,350				9,070	13,570
Continuing	0			70					4,640	13,709
Rural	0			70					4,640	13,709
Urban	0			0					0	0
Disaggregates Not Available	0			0					0	0
New	0	70	70	4,570					9,070	13,570
Rural	0	70	70	4,570					9,070	13,570
Urban	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
Rural	0	0	0	0					0	0
Urban	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
Male	0	85	85	5,585	1,650				11,085	16,585
Continuing	0			85					5,671	16,756
Rural	0			85					5,671	16,756
Urban	0			0					0	0
Disaggregates Not Available	0			0					0	0
New	0	85	85	5,585					11,085	16,585
Rural	0	85	85	5,585					11,085	16,585
Urban	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0						

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Rural	0	0	0	0						
Urban	0	0	0	0						
Disaggregates Not Available	0	0	0	0						
Disaggregates Not Available	0	0	0	0						
Continuing	0			0					0	0
Rural	0			0					0	0
Urban	0			0					0	0
Disaggregates Not Available	0			0					0	0
New	0	0	0	0						
Rural	0	0	0	0						
Urban	0	0	0	0						
Disaggregates Not Available	0	0	0	0						
Disaggregates Not Available	0	0	0	0						
Rural	0	0	0	0						
Urban	0	0	0	0						
Disaggregates Not Available	0	0	0	0						
4.5 (4): Gross margin per unit of land, kilogram, or animal of selected product (crops/animals selected varies by country)										
4-a										
4-b										
4-c										
4.5 (12): Percentage of national budget invested in agriculture	%	%	%	%					%	%
Numerator: The total number of points scored										
Denominator: The total number of points possible										
4.5.2 (2): Number of hectares under improved technologies or management practices as a result of USG assistance			500	20,000	21,000				50,000	80,000
Continuing				0					20,000	70,000
animal genetics										
Association-applied										
Female										
Male										
Disaggregates Not Available										
climate mitigation or adaptation										
Association-applied										
Female										
Male										

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Disaggregates Not Available													
crop genetics													
Association-applied													
Female													
Male													
Disaggregates Not Available													
disease management													
Association-applied													
Female													
Male													
Disaggregates Not Available													
fishing gear/technique													
Association-applied													
Female													
Male													
Disaggregates Not Available													
other													
Association-applied													
Female													
Male													
Disaggregates Not Available													
pest management													
Association-applied													
Female													
Male													
Disaggregates Not Available													
post-harvest handling and storage													
Association-applied													
Female													
Male													
Disaggregates Not Available													
processing													
Association-applied													
Female													
Male													
Disaggregates Not Available													

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soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available											
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available											
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available											
Disaggregates Not Available											
Association-applied											
Female											
Male											
Disaggregates Not Available											
New		0	500	20,000	21,000					30,000	30,000
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available											
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available											
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available											

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disease management												
Association-applied												
Female												
Male												
Disaggregates Not Available												
fishing gear/technique												
Association-applied												
Female												
Male												
Disaggregates Not Available												
other												
Association-applied												
Female												
Male												
Disaggregates Not Available												
pest management												
Association-applied												
Female												
Male												
Disaggregates Not Available												
post-harvest handling and storage												
Association-applied												
Female												
Male												
Disaggregates Not Available												
processing												
Association-applied												
Female												
Male												
Disaggregates Not Available												
soil-related												
Association-applied												
Female												
Male												
Disaggregates Not Available												
total w/one or more improved technology												

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Association-applied												
Female												
Male												
Disaggregates Not Available												
water management												
Association-applied												
Female												
Male												
Disaggregates Not Available												
Disaggregates Not Available												
Association-applied												
Female												
Male												
Disaggregates Not Available												
Disaggregates Not Available												
animal genetics												
Association-applied												
Female												
Male												
Disaggregates Not Available												
climate mitigation or adaptation												
Association-applied												
Female												
Male												
Disaggregates Not Available												
crop genetics												
Association-applied												
Female												
Male												
Disaggregates Not Available												
disease management												
Association-applied												
Female												
Male												
Disaggregates Not Available												
fishing gear/technique												

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Association-applied												
Female												
Male												
Disaggregates Not Available												
other												
Association-applied												
Female												
Male												
Disaggregates Not Available												
pest management												
Association-applied												
Female												
Male												
Disaggregates Not Available												
post-harvest handling and storage												
Association-applied												
Female												
Male												
Disaggregates Not Available												
processing												
Association-applied												
Female												
Male												
Disaggregates Not Available												
soil-related												
Association-applied												
Female												
Male												
Disaggregates Not Available												
total w/one or more improved technology												
Association-applied												
Female												
Male												
Disaggregates Not Available												
water management												
Association-applied												

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Female										
Male										
Disaggregates Not Available										
Disaggregates Not Available										
Association-applied										
Female										
Male										
Disaggregates Not Available										
4.5.2 (5): Number of farmers and others who have applied new technologies or management practices as a result of USG assistance		11,896	11,896	40,000					80,000	80,000
Continuing				11,896					40,000	40,000
Female				5,710					19,200	19,200
Male				6,186					20,800	20,800
Disaggregates Not Available				0					0	0
New	0	11,896	11,896	40,000					40,000	40,000
Female	0	5,710	5,710	19,200					19,200	19,200
Male	0	6,186	6,186	20,800					20,800	20,800
Disaggregates Not Available	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
Female	0	0	0	0					0	0
Male	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
4.5.2 (7): Number of individuals who have received USG supported short-term agricultural sector productivity or food security training		11,896	11,896	40,000	9,229				40,000	40,000
Female	0	5,710	5,710	1,900	5,001				19,200	19,200
People in firms	0	571	571	1,900	500				1,900	1,900
People in government	0	0	0	0	0				0	0
Producers	0	13,000	5,139	1,710	4,501				17,280	17,280
Disaggregates Not Available	0	0	0	0					0	0
Male	0	6,186	6,186	20,800	4,228				20,800	20,800
People in firms	0	619	619	2,080	423				2,080	2,080
People in government	0	0	0	0	0				0	0
Producers	0	556,733	556,733	1,872,000	3,805				1,872,000	1,872,000
Disaggregates Not Available	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0

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People in firms	0	0	0	0					0	0
People in government	0	0	0	0					0	0
Producers	0	0	0	0					0	0
Disaggregates Not Available	0	0	0	0					0	0
4.5.2 (11): Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance		333	333	447					248	288
Community-based organizations (CBOs)	0	33	33	22					12	14
Continuing	0			33					66	88
New	0	33	33	22					12	14
Disaggregates Not Available	0	0	0	0					0	0
Private enterprises (for profit)	0									
Continuing	0									
New	0									
Disaggregates Not Available	0									
Producers organizations	0	133	133	179					99	115
Continuing	0			20					199	298
New	0	133	133	179					99	115
Disaggregates Not Available	0	0	0	0					0	0
Trade and business associations	0	117	117	201					112	130
Continuing	0			30					231	343
New	0	117	117	201					112	130
Disaggregates Not Available	0	0	0	0					0	0
Water users associations	0	50	50	45					25	29
Continuing	0									
New	0									
Disaggregates Not Available	0									
Women's groups	0									
Continuing	0									
New	0									
Disaggregates Not Available	0									
Disaggregates Not Available	0	333	333	114					134	154
Continuing	0	0	0	333					114	134
New	0	333	333	114					134	154
Disaggregates Not Available	0	0	0	0					0	0
4.5.2 (13): Number of rural households benefiting directly from		23,852	23,852	56,852	11,897				66,000	67,000

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USG interventions										
Child No Adults (CNA)	0									
Continuing	0									
New	0									
Disaggregates Not Available	0									
Female no male (FNM)	0	4,770	4,770	11,370					13,200	13,400
Continuing	0									
New	0									
Disaggregates Not Available	0									
Male and female (M&F)	0	477	477	1,137					1,320	1,340
Continuing	0									
New	0									
Disaggregates Not Available	0									
Male no female (MNF)	0	18,605	18,605	44,345					51,480	52,260
Continuing	0									
New	0									
Disaggregates Not Available	0									
Disaggregates Not Available	0	23,852	23,852	33,000					33,000	33,000
Continuing	0			23,852					33,000	33,000
New	0	23,852	23,852	33,000					33,000	34,000
Disaggregates Not Available	0									
4.5.2 (23): Value of incremental sales (collected at farm- level) attributed to FTF implementation		1,000,000	1,580,000	77,420,000					106,420,000	115,420,000
23a - Horticulture	0	300,000	474,000	23,226,000					31,926,000	34,626,000
23b - Animal products	0	100,000	158,000	7,742,000					10,642,000	11,542,000
23c - Cereals	0	300,000	474,000	23,226,000					31,926,000	34,626,000
23d - Oilseed	0	100,000	158,000	7,742,000					10,642,000	11,542,000
23e - Dry grain, pulses & legumes	0	100,000	158,000	7,742,000					10,642,000	11,542,000
23f - Roots, tubers & other staples	0	100,000	158,000	7,742,000					10,642,000	11,542,000
23g - Other	0									
4.5.2 (29): Value of Agricultural and Rural Loans				13,000,000	1,800,000				17,000,000	21,000,000
Local traders/assemblers				7,150,000					9,350,000	11,550,000
Female				2,502,500					3,272,500	4,042,500
Joint				0					0	0
Male				4,647,500					6,077,500	7,507,500
n/a									0	0
Disaggregates Not Available				0					0	0

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Others										
Female										
Joint										
Male										
n/a										
Disaggregates Not Available										
Producers				4,550,000				5,950,000	7,350,000	
Female				1,592,500				3,867,500	4,777,500	
Joint				0				0	0	
Male				2,957,500				2,082,500	2,572,500	
n/a				0				0	0	
Disaggregates Not Available				0				0	0	
Wholesalers/processors				1,300,000				1,700,000	2,100,000	
Female				455,000				595,000	735,000	
Joint				0						
Male				845,000				1,105,000	1,365,000	
n/a				0				0	0	
Disaggregates Not Available				0				0	0	
Disaggregates Not Available				13,000,000				17,000,000	21,000,000	
Female				4,550,000				5,950,000	7,350,000	
Joint				0				0	0	
Male				8,450,000				11,050,000	13,650,000	
n/a				0				0	0	
Disaggregates Not Available				0				0	0	
4.5.2 (37): Number of MSMEs receiving business development services from USG assisted sources		364	364	150	1,245			200	200	
Medium	0	4	4	2				2	2	
Agricultural producer	0									
Female	0									
Joint	0									
Male	0									
n/a	0									
Disaggregates Not Available	0									
Input supplier	0									
Female	0									
Joint	0									

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Male	0												
n/a	0												
Disaggregates Not Available	0												
Non agriculture	0												
Female	0												
Joint	0												
Male	0												
n/a	0												
Disaggregates Not Available	0												
Other	0												
Female	0												
Joint	0												
Male	0												
n/a	0												
Disaggregates Not Available	0												
Output processor	0												
Female	0												
Joint	0												
Male	0												
n/a	0												
Disaggregates Not Available	0												
Trader	0												
Female	0												
Joint	0												
Male	0												
n/a	0												
Disaggregates Not Available	0												
Disaggregates Not Available	0												
Female	0												
Joint	0												
Male	0												
n/a	0												
Disaggregates Not Available	0												
Micro	0	251	251	104								138	138
Agricultural producer	0												
Female	0												

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Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Small	0	109	109	45						60	60
Agricultural producer	0										
Female	0										
Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Input supplier	0										
Female	0										
Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Non agriculture	0										
Female	0										
Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Other	0										
Female	0										
Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Output processor	0										
Female	0										
Joint	0										
Male	0										
n/a	0										
Disaggregates Not Available	0										
Trader	0										

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Output processor	0									
Female	0									
Joint	0									
Male	0									
n/a	0									
Disaggregates Not Available	0									
Trader	0									
Female	0									
Joint	0									
Male	0									
n/a	0									
Disaggregates Not Available	0									
Disaggregates Not Available	0	364	364	150	1,400				200	200
Female	0	73	73	30					40	40
Joint	0									
Male	0	291	291	120					160	160
n/a	0									
Disaggregates Not Available	0									
4.5.2 (38): Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	0	2,780,000	2,780,000	4,000,000					6,000,000	8,000,000
4.5.2 (42): Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance		333	333	447	300				248	288
Community-based organizations (CBOs)	0	33	33	22					12	14
Continuing	0			33					55	67
New	0	33	33	22					12	14
Disaggregates Not Available	0									
Private enterprises (for profit)	0	33	33	45					25	29
Continuing	0			33					78	103
New	0	33	33	45					25	29
Disaggregates Not Available	0									
Producers organizations	0	100	100	134					74	86
Continuing	0			100					234	308
New	0	100	100	134					74	86
Disaggregates Not Available	0									

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Trade and business associations	0	33	33	67					37	43
Continuing	0			30					230	342
New	0	33	33	67					37	43
Disaggregates Not Available	0									
Water users associations	0	50	50	45					25	29
Continuing	0			50					95	120
New	0	50	50	45					25	29
Disaggregates Not Available	0									
Women's groups	0	83	83	134					74	86
Continuing	0			83					217	291
New	0	83	83	134					74	86
Disaggregates Not Available	0									
Disaggregates Not Available	0	333	333	114					114	154
Continuing	0	0	0	333					114	134
New	0	333	333	114					134	154
Disaggregates Not Available	0	0	0	0					0	0
4.5.2 (43): Number of firms (excluding farms) or CSOs engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance				10					20	30
# of firms that were already operating profitably in the business cycle, but are now operating more profitably because of USG assistance (costs<revenue)	0			10					15	25
# of firms that were operating at a loss (costs>revenue) in the last business cycle before USG assistance	0			0					5	5
Disaggregates Not Available	0									

AIED 1 Net income per household from target products (US\$)	0	1,040	900	300					400	500
AIED 2 Volume of production per target product (Kg)	0			188,143,489					221,243,489	221,243,489
2a Horticulture				47,591,545					47,591,545	47,591,545
2b Animal products				7,160,400					7,160,400	7,160,400
2c Cereals				81,000,000					81,000,000	81,000,000
2d Oil seeds				22,400,000					33,600,000	33,600,000
2e Dry grain, pulses & legumes				14,900,000					15,800,000	15,800,000
2f Roots, tubers & other staples				13,500,000					34,500,000	34,500,000
2g Other- paprika				1,591,545					1,591,545	1,591,545
AIED 3 Value of production per target product (US\$)				80,235,645					97,425,645	97,425,645

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3a Horticulture				19,402,023					19,402,023	19,402,023
3b Animal products				10,740,600					10,740,600	10,740,600
3c Cereals				16,200,000					16,200,000	16,200,000
3d Oil seeds				13,440,000					20,160,000	20,160,000
3e Dry grain, pulses & legumes				12,800,000					13,520,000	13,520,000
3f Roots, tubers & other staples				5,775,000					15,525,000	15,525,000
3g Other- paprika				1,878,023					1,878,023	1,878,023
AIED 4 Area grown per target product (ha)										
4a Horticulture				5,185					5,185	5,185
4b Animal products (Numbers)				7,800					7,800	7,800
4c Cereals				18,000					18,000	18,000
4d Oil seeds				14,000					21,000	21,000
4e Dry grain, pulses & legumes				8,300					8,800	8,800
4f Roots, tubers & other staples				1,100					2,700	2,700
4g Other- paprika				865					865	865
AIED 5 Average yields per target product (kg per ha/ live weight)										
5a Horticulture				88,200					88,200	88,200
5b Animal products				66,841					66,841	66,841
5c Cereals				918					918	918
5d Oil seeds				4,500					4,500	4,500
5e Dry grain, pulses & legumes				1,600					1,600	1,600
5f Roots, tubers & other staples				12,500					12,500	12,500
5g Other- paprika				1,841					1,841	1,841
AIED 6 Number of beneficiaries receiving credit										
6a Male Loan Recipients	3,050	554		1,300	371				2,000	2,100
6b Female Loan Recipients	1,983	360		845					1,300	1,365
6c Producers	1,068	194		455					700	735
6d Local traders/ processors	1,068	249		455					700	735
6e Wholesale/ assemblers	1,678	305		715					1,100	1,155
	305	0		130					200	210
AIED 7 Value of cost-sharing with alliance partners (US\$M)										
	1.00	0.41		1.00					2.00	2.00
AIED 8 Number of farmers in out grower and contract farming schemes										
	5,000	325		10,000	10,000				12,000	12,000
AIED 9 Number of buyers and market-related firms benefiting directly from interventions										
9a Male		305		1,300					2,000	2,100
9b Female		201		858					1,320	1,386
		104		442					680	714

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9c Local traders/ processors			305	1,300					2,000	2,100
9d Wholesale/ assemblers			0	0					0	0
AIED 10 Number of individuals receiving training in business skills			11,896	10,000	1,795				10,000	10,000
10a Male			6,209	5,000	706				5,000	5,000
10b Female			5,687	5,000	1,089				5,000	5,000
AIED 11 Number of people receiving training in natural resources management (NRM)			5,948	5,000	898				5,000	5,000
11a Male			3,033	2,500	449				2,500	2,500
11b Female			2,915	2,500	449				2,500	2,500