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EGYPT

A Barren Land Yields Hope



Gaber with his partners

The Advanced Marketing and Agribusiness Logistics (AMAL) proudly registers this success story of Mohamed Gaber, a farmer who, with the support and under the guidance of the project, managed to triumph against all the odds. Gaber, with other 7 fellow farmers, decided to rent 5.88 hectares (14 feddans) of farmland in Luxor's village of Tood. For them, this was a leap of faith since the condition of the land was too poor to attract any tenants. The land was previously neglected for a couple of years after it had lost its fertility owing to growing of sugar canes for uninterrupted 12 years. Gaber's indebtedness due to a recent marriage and the poor living conditions of his partners, under an already faltering economy, spurred them to make such move in hope to augment their income. Gaber and his fellow farmers rented the farmland right before the onset of the 2015-2016 winter season of green beans. He learned from the project that taking up cultivation of green beans guarantees relatively more and quick income when compared to customary crops. It will also revive the fertility of his land. As such, he joined the green bean growers of the project beneficiary Farming Community Development Association in El Tood village.

Under the project guidance, he used laser to level the land and improve soil ventilation. He also added organic fertilizers. Gaber benefited from the linkages AMAL established between the association and green beans exporters who provided seedlings and advance payments under forward contracts. This has helped him meet immediate production costs. To ensure high quality, disease-free, exportable produce, the project, throughout the entire process of cultivation and harvesting, provided the constant need-based technical assistance and introduced the proper agricultural practices through agricultural extensionists, specialists in harvesting and

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Give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime



Gaber in his field pleased with the high quality produce

vegetable sciences, plant pathologists, and researchers from the National Research Center.

Gaber adopted the cultivation pattern introduced by Dr. Fayek Saweris and applied the technical recommendations of other consultants, Gaber's 2 feddans (0.84 hectare), that were once barren, yielded the total of 13.2 tons of quality produce and net revenues of LE34,100 (\$ 4,355). Of this total yield, 3 tons were exported at the price of LE3000 per ton (approximately 380 \$/ton) and the balance of 10 tons were sold to the local market for LE3500 per tons (approximately 445 \$/ton), i.e., gross sales in LE44,700 (\$ 5,700) of which Gaber incurred LE10,600 (\$ 1,350) in production cost (23%).

Gaber eventually paid off all his debts. "Give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime," He sees AMAL's role in his successful experience is well epitomized in this old proverb.

Learn More

In partnership with the Horticultural Export Improvement Association (HEIA), the USAID AMAL project develops inclusive horticulture value chains in Upper Egypt that integrate smallholder farmers into the high-value export market.

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