



BELIZE COMMERCIALIZATION OF ALTERNATIVE CROPS PROJECT

**CONTRACT NO. 505-0008-6063-00
PROJECT NO. 505-0008**

**THIRD QUARTERLY PROGRESS REPORT
(JANUARY-MARCH 1987)**

SUBMITTED TO:

**UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT
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SUBMITTED BY:

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MARCH 31, 1987

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QUARTERLY REPORT
JANUARY 1, 1987 THROUGH MARCH 31, 1987

I INTRODUCTION

This quarterly report covers the contractor's progress on the Commercialization of Alternative Crops (CAC) project for the period January 1, 1987 through March 31, 1987, on the activities outlined in the annual work plan.

Project activities during the quarter centered around production and administration of on-farm trials with selected farmers and project subcontractors. Agronomic data collected by subcontractor fieldmen was monitored and evaluated in terms of production practices, farmer participation, and the agricultural potential of the various crops used.

II PROJECT MANAGEMENT

A. Office Administration and Logistics

The BABCO office complex has been fully occupied and is completely functional. Telephone service has been installed, office machines and computer are operational. Mobile communications between project vehicles and the BABCO office has been approved by USAID and the equipment is presently being procured by Chemonics home office.

The four wheel drive vehicles ordered for the project have arrived and have been assigned to the BABCO Administrator, project agronomists and the COP. The Agricultural Economists will share the project van. A two wheel drive pick-up was assigned to the CARDI agronomist responsible for the import substitution subcontract in the program.

The acquisition of an additional computer has been approved by USAID and will be on-line during the next quarter.

B. Subcontractor Activities

During the early part of January the remaining crops to be planted during the on-farm trials were set out. All vegetable crops trials were in the ground by the end of January. Subcontractor fieldmen were then able to concentrate on the production practices and participant farmer education.

Most participating subcontractors had project fieldmen in place during the entire quarter and were able to maintain excellent relations with growers during the season.

C. Staffing and Man-Month Utilization of the T.A. Team

Personnel changes within the make-up of the long-term Technical Assistance (T.A.) team took place during the quarter. Following the resignation of the project Agronomist, Y.P. Chang, in February, several candidates were recruited by Chemonics home office. Two of the candidates traveled to Belize for interviews by USAID and BABCO. Following candidate interviews, Don Braden, Ph.D., was selected and arrived to commence duties as project agronomist in March.

The three-man Chemonics long-term technical assistance team remained in the field for the entire quarter except for a brief vacation taken by the departing agronomist.

The home-office backstopping team: Project Supervisor, Project Administrator and Project Assistant, remained unchanged.

Short-term advisory services were provided in three areas as follows:

- Training in the Solomon computerized project accounting system and other administrative issues
Mary Ellen Ressler
Home-office Project Administrator -
One week
- Training in project procurement specification requirements, and development of an inventory control system. (provided at no charge to the contract)
Fida Shah
Home-office Procurement Agent - One week

- Post harvest handling and
preparation of a BABCO
Farmers Manual on post
harvest handling

William Grierson -
Two weeks

Subcontractors were represented in-country by fieldmen during the quarter to carry out assignments on specific work orders. Several of the subcontractors were represented by more than one fieldman as the needs of the on-farm production trials changed.

A chart of level of effort expended during this quarter and to date is shown on the following page. For contractual purpose, one man month is calculated as 21.6666 days.

D. Procurement

Post harvest handling equipment was procured and arrived in country during the quarter. This included such items as a plot thresher, seed cleaner, moisture meter and packaging equipment for seed production as well as a bin stacker, pallet jack and hydraulic bin lift for handling harvested produce. Irrigation pump jets were identified, ordered and delivered to the project as were additional items used for low volume "drip" irrigation.

Support by Chemonics' home-office staff involved in procurement has been invaluable since the original project equipment order. A great deal of effort has been expended to correct, complete and modify shortcomings in the project equipment delivered during December of last year. A revised list of production equipment to be used on the 1987/88 on-farm trials has been started and will soon be ready for the Chemonics home-office to process and obtain the equipment in time for the next growing season.

E. Contract Financial Status

See attached chart.

III EXPORT CROPS

A. On-Farm Trials

Most subcontractors were represented by fieldmen during the entire quarter. Thrust of activity included actual production of on-farm trials, harvesting and handling of a number of the crops produced. Activities of both the fieldmen and farmer participants were monitored by the

CHART A
ALLOCATION OF MAN-MONTHS
CONTRACT LEVEL OF EFFORT

	CONTRACT REQUIRED	EXPENDED THROUGH 12/31/86	EXPENDED THIS QUARTER JAN-MAR, 1987	TOTAL EXPENDED THROUGH 3/31/87	REMAINDER
LONG-TERM TEAM					
Tokar	48.000	7.000	3.000	10.000	38.000
Neu/Bachofer	36.000	3.680	3.000	6.680	29.320
Chang/Braden	36.000	7.000	3.920	10.920	25.080
Subtotal Long-term LOE	120.000	14.680	9.920	24.600	95.400
SHORT-TERM TEAM					
Christiansen		2.220		2.220	
Mertely		0.970		0.970	
Paget-Wilkes		1.530		1.530	
Walker A. Williams Co.		3.231	3.415	6.646	
John Jackson		0.370		0.370	
William Grierson			0.600	0.600	
Subtotal Short-term LOE	33.000	8.321	4.015	12.336	20.664
HOME OFFICE					
Teele		0.507		0.507	
Hoiquin/Ressler		0.185	0.323	0.508	
Dobson		0.335	0.086	0.421	
Lowry		0.253		0.253	
Boyd		0.276	0.012	0.288	
Milne		0.150		0.150	
Concley		0.185		0.185	
Burdick		0.369		0.369	
Shah		0.196	0.352	0.548	
Christiansen		0.969		0.969	
Williams/kettendorf		0.162	0.156	0.318	
Subtotal Home-Office LOE	4.250	3.587	0.929	4.516	-0.266
SPECIALIZED FIELD TEAMS					
CMMS		5.030	3.277	8.307	
SRD		6.185	3.462	9.647	
Steins Pass		3.161	3.554	6.715	
Garrison Seed Co.		3.092	1.062	4.154	
Griffin Brand		0.092	0.000	0.092	
Subtotal Specialized Field Teams LOE	60.000	17.560	11.354	28.914	31.086
TOTALS	217.250	44.148	26.218	70.366	146.884
CARDI					
Sinha - Scientist		0.692	2.048	2.740	
Garcia - Technician		1.800	2.000	4.077	
Gonzales - Technician		2.077	2.000	4.077	
Subtotal CARDI LOE	185.000	4.569	6.048	10.617	174.383

E. CONTRACT FINANCIAL STATUS
AS OF MARCH 31, 1987

(all figures in U.S. Dollars)

CONTRACT LINE ITEM	CONTRACT BUDGET	INVOICED THROUGH 12/31/86	INVOICED THIS QUARTER JAN-MARCH 1987	TOTAL INVOICED THROUGH 3/31/87	REMAINDER
SALARIES	789,204.00	106,705.84	45,124.24	151,830.08	637,373.92
FRINGE BENEFITS	133,997.00	18,960.38	8,142.30	27,102.68	106,894.32
OVERHEAD	493,351.00	76,261.71	31,558.14	107,819.85	385,531.15
TRAVEL AND TRANSPORTATION	107,008.00	66,697.30	35,085.74	101,783.04	5,224.96
ALLOWANCES	401,222.00	45,326.65	43,055.54	88,382.19	312,839.81
OTHER DIRECT COSTS	106,087.00	44,457.32	39,458.16	83,915.48	22,171.52
EQUIPMENT	251,095.00	108,472.56	59,695.01	168,167.57	82,927.43
SUBCONTRACTS	721,361.00	126,540.02	123,853.05	250,393.07	470,967.93
G AND A	60,067.00	11,868.44	7,718.90	19,587.34	40,479.66
FIXED FEE	135,135.00	27,681.98	17,365.65	45,047.63	90,087.37
AWARD FEE	54,055.00	27,028.00	0.00	27,028.00	27,027.00
GRAND TOTAL	3,252,582.00	660,000.20	411,029.73	1,071,029.93	2,181,552.07

to coordinate production needs while the economist evaluated cost inputs and labor requirements of the trials. A preliminary evaluation of each of the production plots was made and will be discussed later in this report.

The following table outlines the acreage, area, crop, farmer and date of planting for each of the trials and subcontractor.

SUBCON- TRACTOR	FARMER	CROP	AREA	ACREAGE	DATE PLANTING
CMMS	CARILLO	SQUASH	OW	.97	01/19
		EGGPLANT	GW	.50	02/26,27
	PEREZ	SNAPBEAN	OW	1.00	01/14,15
		CUCUMBER	OW	.35	01/15
		SQUASH	OW	.25	01/16
	LEIVA	BEAN	OW	.60	01/21
		CUCUMBER	OW	.60	01/21
	MEDINA	BEAN	OW	.88	01/26
		CUCUMBER	OW	.88	01/26 03/09
	SRD GROUP	CARBALLO	SWEET CORN	OW	2.55
CARILLO		SWEET CORN	OW	2.35	02/10
SANTOS		SWEET PEPPER	OW	3.70	02/18 03/01,02
PEREZ		SWEET PEPPER	OW	3.80	02/07,08
POOT		SWEET CORN	CZL	2.0	02/18

SUBCON- TRACTOR	FARMER	CROP	AREA	ACREAGE	DATE PLANTING	
GARRISON SEED	AKERMAN	SORGHUM	CZL	1.00	12/01/86	
		SORGHUM SUDAN	CZL	1.50	12/11/86	
	SANTOS	SORGHUM	OW	1.80	12/29/86	
		SUNFLOWER	OW	.5	12/27/86	
CAMARA	CAMARA	CORN	OW	.5	12/12,19/86	
		AKERMAN	CORN	CZL	.25	11/28/86
	STEINS PASS	CAMARA	HOT PEPPER	OW	1.00	01/19- 26/03/04
SANTOS	SANTOS	CANTALOUPE	OW	2.1	01.24	
		CARILLO	CANTALOUPE	OW	1.6	01/23
	CAL	HOT PEPPER	OW	.98	02/7-10	
		CANTALOUPE	OW	.6	01/26	
	SOSA	CANTALOUPE	CZL	1.00	02/08	
	AKERMAN	CANTALOUPE	CZL	1.00	02/08	
	POOT	PEPPER	CZL	1.00	02/23	
	PEREZ	PEPPER	OW	.5	03/06	
	WAW&CO.	NURSERY PRODUCTION				
	BAGS:	PASSION FRUIT			390	
	PAPAYA			417		
SEED BED:	STAR FRUIT			500		
SEEDLING:	AVOCADO			130		
SEEDS:	AVOCADO			400		

B. Subcontractor Progress to Date

1. Garrison Seed Company

In order to make the most efficient use of time remaining on the Garrison Seed Co. work order for on-farm trials, fieldman Eric Wright did not remain in country for the total quarter. Mr. Wright rather developed a work schedule for the BABCO and Chemonics agronomists to follow and made a few short-term trips to the project. He was assisted by Garrison Seed Co.'s agronomist Robert Duffy who visited the on-farm trials during the latter part of January.

Bird damage to both Corn and Sorghum was heavy to moderate and in the case of one plot in Corozal the total corn crop was stripped and destroyed by birds. Fortunately, adequate data was gathered to evaluate the production capabilities of the variety. The bird damage most probably resulted from the fact that no other corn or sorghum was being produced in the area at that time, therefore, the field was a feeding ground for all birds in the area.

Negligence on the part of a participating farmer caused the corn on another plot to be destroyed when cows were allowed to graze in the plot. However, these were isolated cases and other plots developed as expected.

In the case of a hybrid sorghum seed production field, plants were properly cared for and good yields of the hybrid sorghum and pollinator of sorghum were reaped. This crop has subsequently been threshed, cleaned and will be exported to Garrison Seed Co. for further experimentation and marketing trials.

2. Steins Pass Trading Company

Field representative for Steins Pass, Ben Hatfield remained in country for the entire quarter. Following arrangements for irrigation, the plots used by Steins Pass were established. Both direct seeding and transplanting with seedlings were used in hot pepper trials. Preliminary evaluation indicates that the use of seedlings will enable plants to better withstand disease problems occurring in the area.

Direct seeded beds were very slow in taking off, however, in the last two weeks of March, the direct seeded plants increased in size by as much as 50 percent. All plants are flowering and picking should start in the third or fourth week of April.

Cantaloupe fields were planted in early January and have grown well. Three of the fields in particular have done very well, two of which were grown under drip irrigation. Melon harvest will start early in April and continue for approximately three weeks.

3. SRD Development Group

During the quarter, SRD group was represented in the field by two agronomists, Arden Christiansen from January through February and Lynn Kidman in March. In the sweet peppers trials both direct seeded and transplanted seedlings were used. During the growing period, several disease and irrigation related problems were encountered. Although both trial plots were abandoned before harvest, it is recommended that further trials be carried out before discarding sweet peppers as a viable crop.

It now appears that the pepper plots produced in the nursery seed bed were infected with leaf spot before being set out in the field. Plants also showed symptoms of several viruses during the growing season. One of the reasons for the extent of virus in the field may have been the fact that transplanting was late and root damage might have caused enough stress to weaken the seedlings. Poor germination following both the first seeding and the re-seeding of a second pepper field resulted in the decision to abandon the field.

Original indications were that poor irrigation facilities caused the poor results. However, it now appears that other factors including planting depth and fertilization may have contributed to the problem.

Sweet corn showed a little more success during the growing period. However, communication problems between the SRD agronomist and his farmers seemed to be a cause of misunderstanding during crop production and may have contributed to the poor results.

The SRD group contracted the services of Dr. Henry Nakasone to evaluate the potential of papaya, mango and pineapple production in Belize. His report indicates that these crops can be grown commercially, however cultural technology for production must first be developed, coordinated and disseminated in a manner that will not confuse growers and will provide the growers with "hands on" technical advice.

4. Caribbean Management and Marketing Services

Caribbean Management and Marketing Services (CMMS) was represented in the field by Leroy Bond and Walter Small. During the quarter, Joe Hollowell also assisted the CMMS fieldmen to develop specific pest management practices.

Personal problems caused Leroy Bond to leave the project and return to the United States early in the quarter. His replacement, Walter Small, arrived late in February. However, due to the lack of TA during this time the CMMS field trials suffered. Crops used in the CMMS trials initially showed good potential and it is expected that with further work on production practices economic yields can be achieved. Snap beans, cucumbers and zucchini squash showed promise as potential crops for commercial production. In the case of squash, much higher yields than expected were produced. It was interesting to note the dramatic yield differences between a plot that was irrigated and a dry land plot grown by the same farmer.

5. Walker A. Williams & Company

During the quarter, Walker A. Williams & Co. fieldman, Joe Tokar, worked with farmers to prepare orchard trial sites. Following site selection, orchard maps were prepared to show areas to be planted, distance between rows and row spacing, as well as row direction. Several sites were staked (to mark tree spacing) and irrigation systems were designed for each site. The nursery at Yo Creek Agricultural Station was further developed and planted with trees to be used in the trials. Carambola (star fruit), avocado and guanabana were planted for root stock for later budding. Several varieties of papaya have been seeded and passion fruit are being grown for later transplanting.

Bob Mack, a plant propagation specialist, was contracted by Walker A. Williams & Co. for a short term assignment to gather propagating material and provide recommendations on specific fruit crops. Following the completion of his assignment, a comprehensive report of nursery and production practices for tropical fruit crops was submitted.

C. Post Harvest

Dr. William Grierson, a post harvest handling specialist, was contracted by Chemonics to review appropriate handling procedures to be used in Belize and to prepare a manual to be followed in handling fruit and vegetables. During his assignment, Dr. Grierson made several meaningful suggestions regarding packing and grading. Several farmers were visited and handling demonstrations on a manual packing station were conducted with both fruit and vegetable crops. Two such packing stations were constructed and are now in place, one at Corozal with the papaya co-ops and one at San Lazaro where it was used to prepare sweet corn for packing.

Video slide presentations were given to farmers in Corozal and Orange Walk districts showing the importance of proper post harvest procedures. A comprehensive and very appropriate post harvest manual was prepared and will be available for distribution following approval by the BABCO board.

D. Objectives for Next Quarter

During the next quarter, following the completion of harvesting, activities will include evaluation of production and field trials. Evaluation of agronomic practices and marketing potential will fall largely on the project economist and his counterpart while evaluations of subcontractor performance and farmer participation will be handled by the project agronomists.

Small-scale field trials in cucumber production will start during May and continue for several months. The purpose of these trials will be to train BABCO extension officers and growers in proper scheduling for production activities.

IV IMPORT SUBSTITUTION CROPS

A. Progress to Date

The CARDI agronomist and technicians carried out farm trials in soybean, mustard, and sesame in Cayo and Corozal districts during the quarter.

Soybean trials were completed in Cayo during the quarter, however sesame trials in Corozal are ongoing.

Equipment ordered for CARDI during the last quarter has been the cause of much frustration for both CARDI and the Chemonics long-term team. Several pieces of the equipment was either misordered or not delivered. A revised list of equipment has been compiled and submitted to Chemonics' home-office for order before large-scale farm trials begin in July.

The CARDI field team has made several visits to farm sites in the northern districts in an effort to select farmers to participate in upcoming trials. Farmer selection and protocol signing will take place in April.

B. Objectives for Next Quarter

During the next quarter, following farmer selection, protocols will be signed and land preparation for planting soybean will start. One of the CARDI fieldman will take up residence in Corozal district so much closer ties with farmers in the northern districts will be possible.

V SPECIFIC PROJECT ACTIVITIES

A. Papaya Cooperatives

The team agricultural economist and his counterpart continued their work on the season-to-date costs for the papaya cooperatives. Heavy emphasis was placed on the preparation of recommendations for the establishment of a papaya packing operation. The study was presented to BABCO and used in the preparation of a report to the BABCO board of directors on the possibility of that organization packing and marketing tropical fruit.

B. Transport Economics

Transportation alternatives were investigated, inquiries were made regarding shipping costs via air, sea and overland transportation from Belize to U.S. ports. Comparative transportation costs were studied between regional competitors and cost experience in Belize. Information was obtained from various Central American and Caribbean countries and we are coordinating our communications with the transportation specialist from Chemonics' home-office, who is also working on the ROCAP project, for vessel schedules, port of call and shipping costs from each port in the region to various U.S. ports.

Other issues addressed during the quarter include credit projections for project farmers, market intelligence and information, and maintaining records on the inventory of food processing facilities.

A preliminary evaluation of the field trials was conducted by BABCO/CAC Project TA staff. Each field trial in the Orange Walk and Corozal district was visited and evaluated using several categories to rate each trial.

C. Evaluation of 1986-1987 of On-Farm Trials

1. Description of Evaluation Criteria

Categories included ratings for subcontractor, farmer, BABCO and agricultural potential of the crop. Numerical ratings ranged from 1.0 (failure) to 5.0 (excellent). A summary of the evaluations is as follows:

a. Subcontractor Involvement:

- Technical efficiency- If the field trial was managed in a timely and efficient manner
- Technical proficiency- If the field trial was managed in a knowing and professional manner and knowledge of the crop being grown was demonstrated

- Relations with the farmer- If relations with the cooperating farmer were maintained in a satisfactory manner
- Continuity- If technical assistance was provided as needed

b. Farmer Involvement:

- Participation- The degree of involvement in the field trial
- Aptitude - The potential for continued participation in the project was assessed

c. BABCO Involvement:

- Direct- How active was BABCO in the field trial
- Indirect- How BABCO supported the effort

d. Agricultural Potential:

- The agricultural potential of the crops, as demonstrated by the field trial results was rated.

2. Description of Rating Values

Rating Categories	Rating Values		
Subcontractor (Technical Assistance)	A	5.0	Excellent
● Technical efficiency	A-	4.6	
● Technical proficiency	B+	4.4	
● Relations with farmers	B	4.0	Good
● Continuity	B-	3.6	
	C+	3.4	
Farmers	C	3.0	Fair
● Participation	C-	2.6	
● Aptitude	D+	2.4	
	D	2.0	
BABCO	D-	1.6	
● Direct participation	E+	1.4	
● in-direct participation	E	1.0	Failed
Agricultural Potential of the Crop			

3. Summary of Crops, Acreage and Trials Planted

- a. CARDI has reported that a total of 13 field trials, using four different crops have been established. Only 3 trials (two sites) have been established in Orange Walk and Corozal districts and some 1.3 acres have been planted. The rest are in the Cayo District.
- b. CMMS has worked with 5 crops, has not established one trial in Corozal district, has about 11 acres planted (average 1.2 acres per field trial) and has planted only 56 percent of the trials planned.
- c. GSC has planted 7 field trials using 1.8 acres and information is not really available for all these trials.
- d. S/P has worked with two crops, planted over 9 acres, and has planted 82 percent of the trials planned.
- e. SRD has worked with 3 crops, will work with 4, has planted more than 24 acres (average 3.4 acres/field trial), and has completed 75 percent of the plantings planned.

4. Ratings of On-Farm Trials

These ratings represent a preliminary assessment of participants carried out by BABCO. A more detailed evaluation of this year's trials is being prepared with input from all participants and will be finalized in time for the next advisory panel meeting in June, 1987. Average ratings for subcontractor technical assistance, farmers and BABCO, are indicated below by subcontractor:

Average Rating

Tech Asst	1. Tech Efficiency	2. Tech Proficiency	3. Relations with farmer	4. Continuity	Total
S/P	3.5	3.8	3.0	4.0	14.4
GSC	3.3	3.7	2.9	3.7	13.5
SRD	2.4	3.0	2.6	2.0	10.0
CMMS	2.4	2.5	2.9	2.0	9.8
AVG	2.9	3.2	2.9	2.9	11.9

These ratings indicate that field trials conducted by S/P received the highest rating values. CMMS and SRD ratings were lower and their average rating values for continuity were lowest. Trials conducted by CMMS were rated low in efficiency and lowest in technical proficiency.

Average Rating

B. Farmer involvement.					C. BABCO involvement.				
Tech	asst	1. Part	2. Apt.	3. Total	Tech	Asst	1. Dir	2. In-dir	3. Total
CMMS		3.1	3.4	6.5	SRD		3.4	3.4	6.8
SRD		3.1	3.1	6.2	GSC		3.0	3.0	6.0
GSC		2.9	3.0	5.9	CMMS		2.7	2.8	5.4
S/P		2.7	3.2	5.8	S/P		2.5	2.6	5.1
AVG		2.9	3.2	6.1	AVG		2.9	2.9	5.9

As stated above, field trials conducted by CMMS and SRD received low average rating values; yet, farmer involvement in these trials was rated high. Also, BABCO involvement in the field trials conducted by SRD was rated highest.

5. Agricultural Potential of the Crops

In addition to subcontractor, farmer and BABCO involvement and/or performance, there has been a demonstration of the positive agronomic potential for successfully producing several crops in the two districts and at different farms. Nevertheless, there is much to be sorted out before we can determine if any one of these crops can be produced on a commercial basis.

6. Comments

Comments (mostly offered by Dr. Braden, the project agronomist) were noted for many of the field trials visited and evaluated by the BABCO staff. Some important observations follow:

- Plot size: All trial plot sizes were planted too large for the first trial. Technicians, local and expatriate, and farmers are all new to the region, its' problems and sometimes even the crops they are working with. Most useful information

would have been obtained if no more that 0.25 acre or at most 0.5 acre had been planted. Quality, not quantity should be the objective at this phase of the project.

- One variety- There have been a lot of one-variety trials planted. The failure of one variety might cause one to conclude that a crop has little potential. Sometimes there have been two or three varieties used but the different varieties were planted at different farms under different conditions. These cases do not allow for valid variety comparisons. Extreme care should be taken when interpreting results from such field trials.
- Accomplishments - In the rush to make use of the 1986-87 planting season, many things have been lost among the way; nevertheless, much has been accomplished. The effort has provided valuable information, training, and experience and has demonstrated that several crops have promise. Even with adequate time and preparation the first time around is always, but always, problematic.

VI SUPPORT ACTIVITIES

A. Training of BABCO Extension Personnel

BABCO Extension officers continue to work along side both project agronomists and subcontractor fieldmen. They have been involved with day-to-day operations of the project and are gaining experience in all aspects of production and post harvest handling.

The extension fieldmen will play an important part in the upcoming cucumber field trials since the Chemonics agronomist is placing much of the responsibility of trial documentation and operation in their hands. Under the supervision of the agronomist, the extension officers are gaining valuable hands-on and experience that will be necessary for the operation of next season's trials and commercial operations.

B. Market Development

Several potential marketers of produce were contacted during the quarter. These companies were especially interested in the possibilities of handling Belizean produce for several reasons. Transportation and the close proximity to the U.S. seemed to stimulate the most

interest. Two large producers within Belize have expressed interest in working with the project and in contracting with growers for production next season.

C. Objectives For Next Quarter

Trial shipments of melons and peppers will be made during the next quarter. These shipments will be made to determine arrival condition and inspection only. Tom Garrity of Caribe Farm has offered to ship small quantities of BABCO produce in his shipments going to McAllen Texas. Papaya shipments will also be made during the next quarter, however as the papaya co-ops have made marketing arrangements on their own, BABCO will concern itself primarily with post harvest handling aspects of the operation.