

THIRTEENTH SEMI-ANNUAL
PROGRESS REPORT

(January 1 - June 30, 2001)

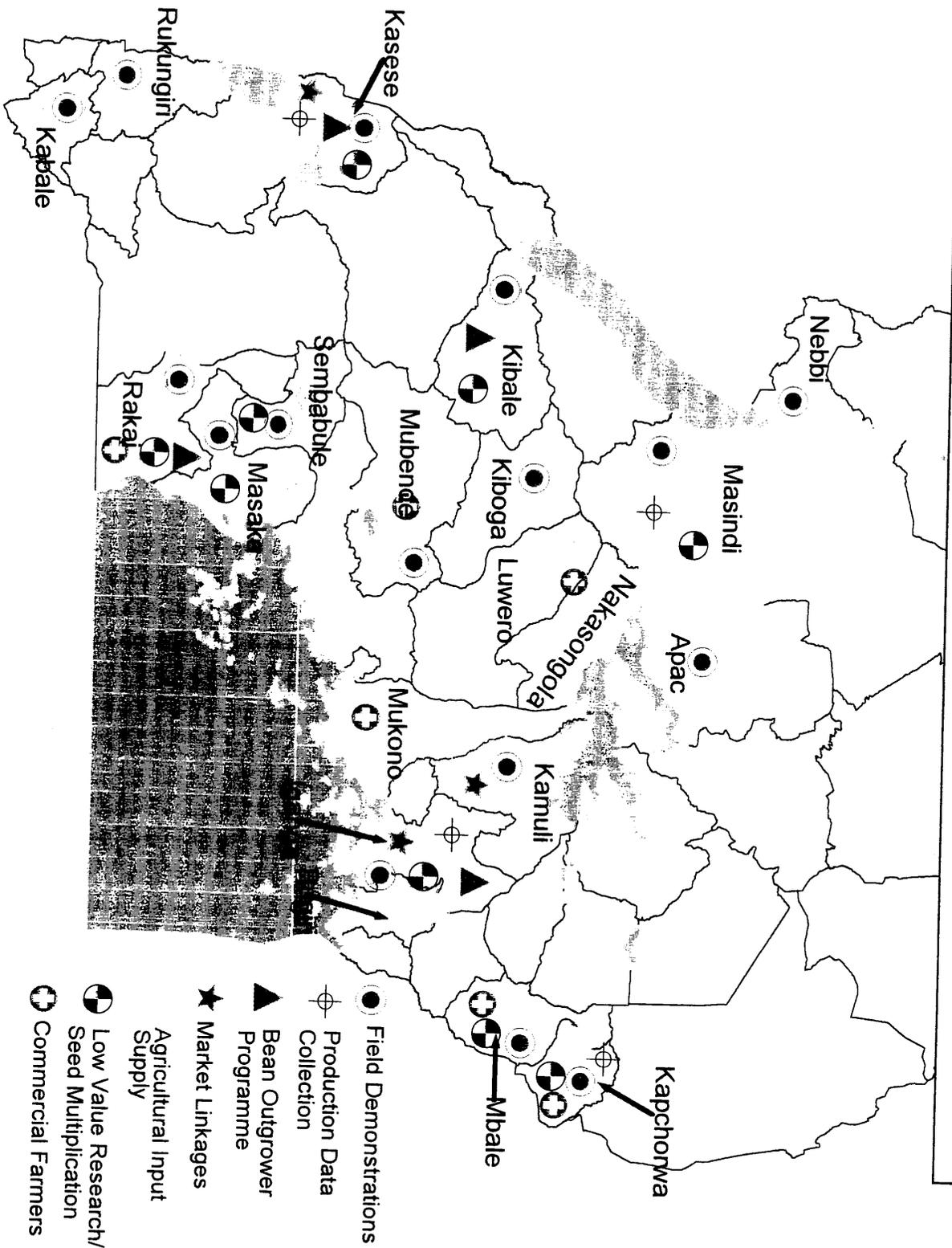
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Agribusiness Development Centre (ADC)
Uganda's Investment in Developing Export Agriculture (IDEA) Project

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ADC/IDEA PROJECT

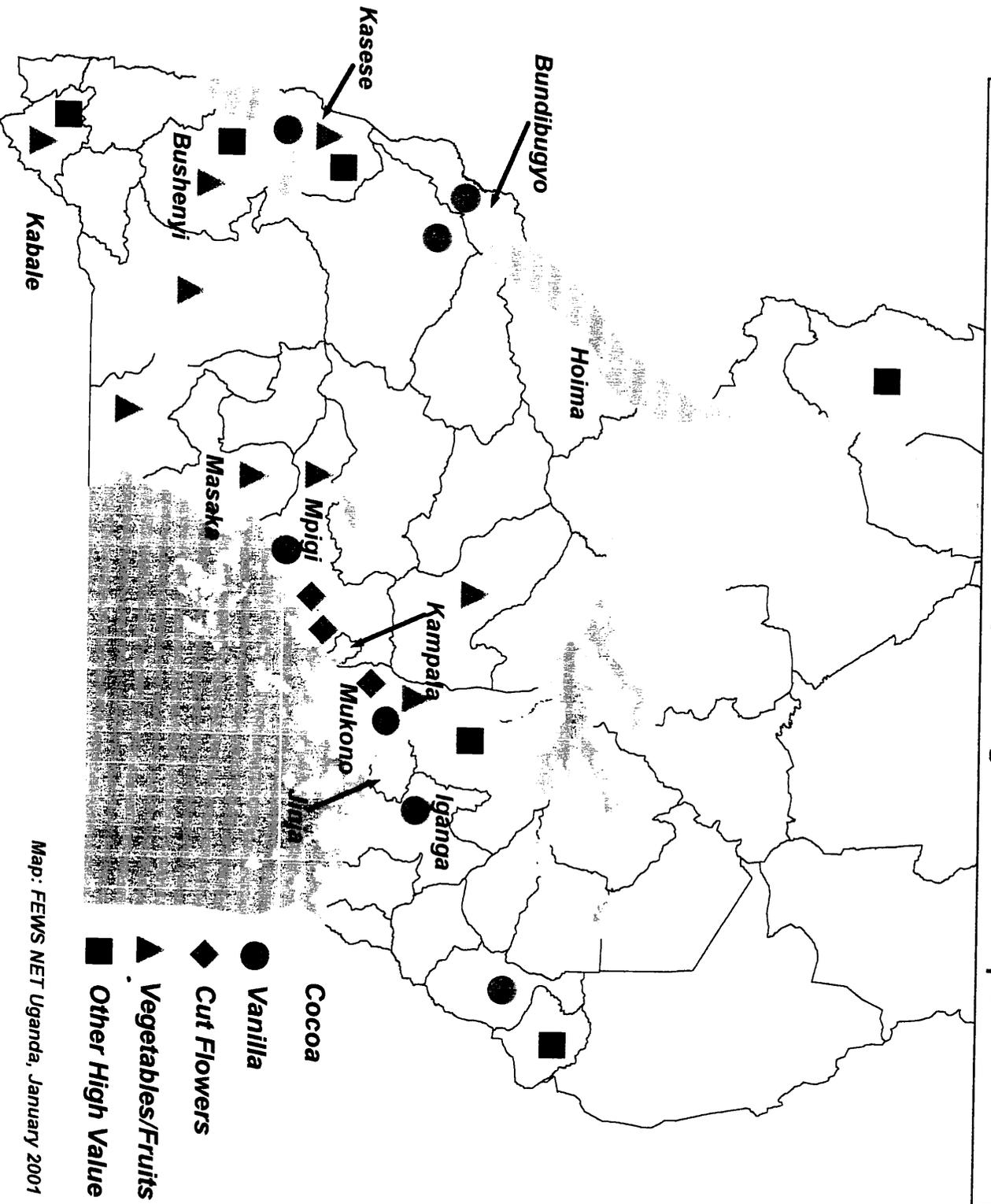
Major Areas of Activity for Low Value Crops



Map: FEWS NET Uganda, January 2001

ADC/IDEA PROJECT

Major Areas of Activity for High Value Crops



Map: FEWS NET Uganda, January 2001

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LIST OF ACRONYMS

ACE	Audit Control Expertise
ADB	Africa Development Bank
ADC	Agribusiness Development Centre
AIMS	Agribusiness Impact Monitoring Systems
ANEPP	Agricultural Non-Traditional Export Promotion Program
APDF	The Africa Project Development Facility
APS	Annual Program Statement
ASPPG	Agricultural Sector Pesticide Procedures Guide
AT(U)	Appropriate Technology, Uganda
ATAIN	Agribusiness Training and Input Network
ATF	Applied Tropical Floriculture
BAF	Business and Finance
BOU	Bank of Uganda
BUCADEF	Buganda Kingdom Development Fund
BUFA	Bugangaizi Farmers' Association
CAA	Civil Aviation Authority
CAEC	Continuing Agriculture Education Centre
CAF	Consultant Access Fund
CCF	Commercial Contact Farmer
CDP	Cocoa Development Programme
CDO	Cotton Development Organisation
CEI	Commodity Exports International Limited
CERUDEB	Centenary Rural Development Bank
CIAT	Central Internacional de Agricultura Tropical
CLS	Contractor Logistical Support
CO	Contracts Officer
COLEACP	Organization for Promotion of European Imports of Fresh Fruits and Vegetables
COMPETE	Competitive Private Enterprise and Trade Expansion
COP	Chief of Party
CoP	Code of Practice
COREC	Coffee Research Centre
CTI	Commodity Trading International
CTO	Cognizant Technical Officer
DAO	District Agricultural Officer

DCA	Department of Credit Assistance
DFCU	Development Finance Company of Uganda
DRC	Democratic Republic of Congo
EADB	East Africa Development Bank
ECABREN	East and Central African Bean Research Network
ECGS	Export Credit Guarantee Scheme
EIR	Environmental Impact Review
EOPS	End of Project Status
ERS	Export Refinance Scheme
EU	European Union
FAO	Food and Agriculture Organisation, United Nations
FEWS NET	Famine Early Warning Systems Network
FHL	Fresh Handling Limited
FICA	Farm Inputs Care Centre
FOB	Free on Board
FY	Financial Year
GDP	Gross Domestic Product
GM	Grants Management
GOM	Grants and Operations Manager
GoU	Government of Uganda
HO	Home Office
HORTEXA	Uganda Horticultural Exporters Association
HV	High Value
IARCs	International Agricultural Research Centres
ICIPE	International Centre for Insect Physiology and Ecology
IDEA	Investment in Developing Export Agriculture
IEE	Initial Environmental Examination
IFCD	Irish Foundation for Cooperative Development
IITA	International Institute for Tropical Agriculture
IPM	Integrated Pest Management
IR	Intermediate Result
ISC	IDEA Steering Committee
KADIFA	Kabale District Farmers' Association
KARI	Kawanda Agricultural Research Institute
KCFA	Kapchorwa Commercial Farmers Association
Kg	Kilogram
LAWODA	Lira Apac Women's and Orphans Development Association

LOE	Level of Effort
LOP	Life of Project
LTTA	Long Term Technical Assistance
LV	Low Value
M&E	Monitoring and Evaluation
MAAIF	Ministry of Agriculture, Animal Industry and Fisheries
MABS	Masters in Agribusiness Studies
MACOFA	Masindi Commercial Farmers' Association
MKIS	Market Knowledge & Information Services
Mt	Metric ton
MTTI	Ministry of Tourism, Trade and Industry
MU	Makerere University
MUFA	MU Faculty of Agriculture
NAARI	Namulonge Agricultural and Animal Research Institute
NARO	National Agricultural Research Organization
NASECO	Nalweyo Seed Company
NCRP	National Cereals Research Program
NEIC	National Environment Information Centre
NEMA	National Environment Management Authority
NGO	Non Governmental Organization
NSCS	National Seed Certification Service
NTAE	Non-Traditional Agricultural Export
NVRC	National Variety Release Committee
PBEYAA	Presidential Best Exporters of the Year Achievement Awards
PHH	Post Harvest Handling
PM	Project Management
PMB	Produce Marketing Board
PSF	Private Sector Foundation
PTA	Preferential Trade Area
PVO	Private Voluntary Organization
PY	Project Year
R4	Results Review and Resources Request
RAMS	Rural Agricultural Marketing Systems
REDSO/ESA	Regional Economic Development Support Office/E & S Africa
REE	Research, Education and Extension
RSA	Republic of South Africa
SAARI	Serere Agricultural and Animal Research Institute

SAFAD	Silsoe Aid for Appropriate Development
SCB	Standard Chartered Bank
SG 2000	Sasakawa-Global 2000
SO 1	Strategic Objective Number One
SOW	Scope of Work
SPEED	Support for Private Enterprise Expansion and Development
STTA	Short Term Technical Assistance
TA	Technical Assistance
TOR	Terms of Reference
UBOS	Uganda Bureau of Statistics
UCA	Uganda Cooperative Alliance
UCFA	Uganda Commercial Farmers Association
UDB	Uganda Development Bank
UEPB	Uganda Export Promotion Board
UFA	Uganda Floricultural Association
UFEA	Uganda Flowers Exporters Association
UGCEA	Uganda Ginners and Cotton Exporters Association
UIA	Uganda Investment Authority
UIB	Uganda Institute of Bankers
UMA	Uganda Manufacturers Association
UMI	Uganda Management Institute
UNBS	Uganda National Bureau of Standards
UNCA	Uganda National Cocoa Association
UNDP	United Nations Development Programme
UNFA	Uganda National Farmers Association
UNIDO	United Nations Industrial Development Organisation
UNVA	Uganda National Vanilla Association
URA	Uganda Revenue Authority
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
USh	Uganda Shilling
USP	Uganda Seed Project
VCF	Venture Capital Fund
VOCA	Volunteers in Overseas Cooperative Assistance
WB	World Bank
WFP	World Food Program
WTO	World Trade Organization

1.0 INTRODUCTION

1.1 Overview

This thirteenth semi-annual progress report of the Uganda's Investment in Developing Export Agriculture (IDEA) Project covers the period January 1 through June 30, 2001. Like other previous progress reports, it brings out progress by component and compares the planned and actual implementation of various tasks.

The report consists of two parts - **the main report (Part I) and statistical annexes (Part II)**. The main report comprises three chapters with the first chapter giving an overview of IDEA Project and the macro environment prevailing during the reporting period. Chapter 2 presents a detailed narrative of progress (by objective) made by the Low Value (LV) and High Value (HV) components. Overall operation of the Project is presented under Management, Monitoring and Evaluation. The Project's strategies, highlighting challenges and opportunities and an outlook for second half of the 7th work plan year are presented in Chapter 3. Statistical annexes (Part II) include achievement indicators, time lines, active client portfolio, and LV and HV training events.

1.2 IDEA Project: Institutional Environment

1.2.1 Role and Institutional Framework: IDEA Project goal is to increase rural incomes of men and women. The main intermediate result (IR) under IDEA is increased value of selected non-traditional agricultural exports (NTAEs) as the source of increased incomes. Other intermediate results include increased production of selected food products and increased use of financial services by rural households.

In terms of implementation strategy, IDEA provides direct assistance to producers, traders, and exporters of selected NTAEs using a vertically-integrated, "commodity systems" approach. IDEA works to expand LV food crop exports (primarily maize and beans); and increase production and exports of HV crops (such as flowers, fresh produce, cocoa, papain and vanilla). The Low Value and High Value production and marketing components form the cornerstones of IDEA. The two components are actively supported by the business and finance, research, education and training, market information service, grants management, monitoring and evaluation, and project management units.

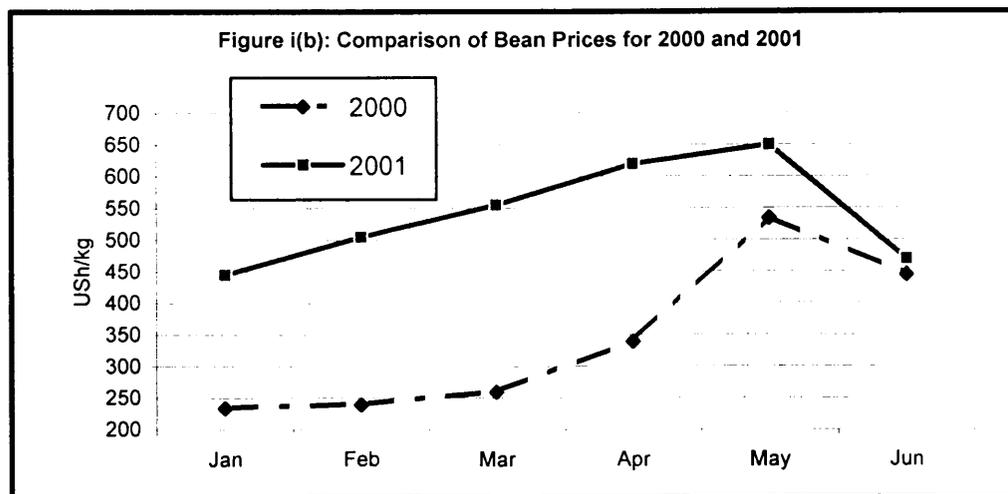
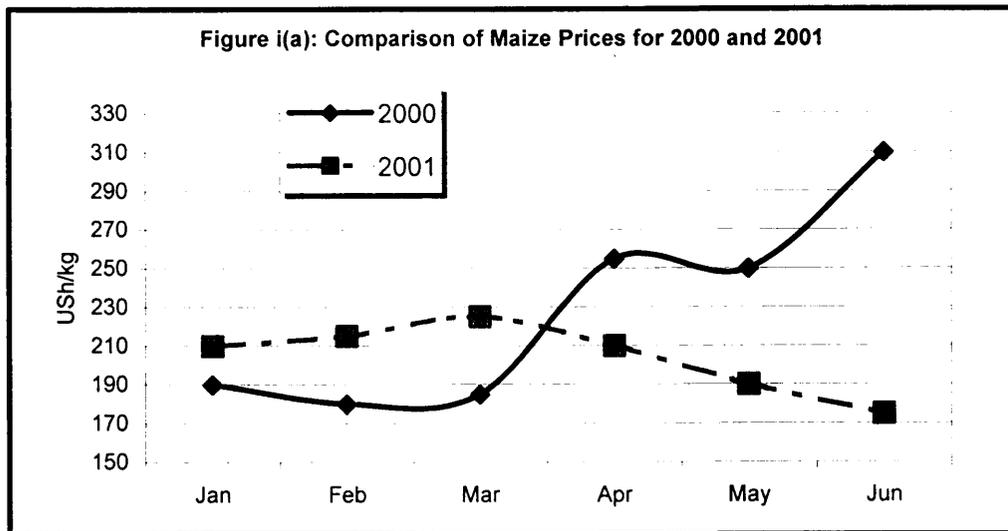
Although the basic project agreement is between USAID and the GoU's Ministry of Tourism, Trade and Industry (MTTI), IDEA operates principally for and in concert with the NTAE private sector. Thus, the IDEA Steering Committee (ISC) is made up largely of private sector representatives and a few representatives of ministries and parastatal entities involved in promoting the NTAE sector in Uganda.

IDEA Project, through the Agribusiness Development Centre (ADC) continues to offer a wide range of professional expertise including crop production, market information, training, financial linkages, project management and evaluation. Currently, IDEA is at full staffing, including 6 long-term expatriate advisors and 8 counterpart local professionals plus short-term technical assistance, for a total of 1,381.25 person months of technical assistance over Life of Project (LOP).

1.3 Overview of the Climatic and Crop Conditions

The period under review (January – June 2001) was characterized by timely onset of first season rainfall, with normal to above normal rainfall recorded in most parts of the country. The favourable crop conditions are expected to result in good crop yields and above normal production for most agricultural commodities. In the case of maize and beans (which are the principal LV commodities), crop outputs for 2001A season is expected to exceed those of similar seasons in the recent past. Yields for maize and beans in IDEA project districts are estimated at 3.0-3.8 mt/ha and 0.7-1.0 mt/ha respectively. Some farmers who planted in time and adopted high input technology are expected to attain maize yields of 3.75-4.25 mt/ha. A normal to above normal harvest is expected with over 370,000 mt of maize and 130,000 mt of beans projected out of the 2001A season harvest.

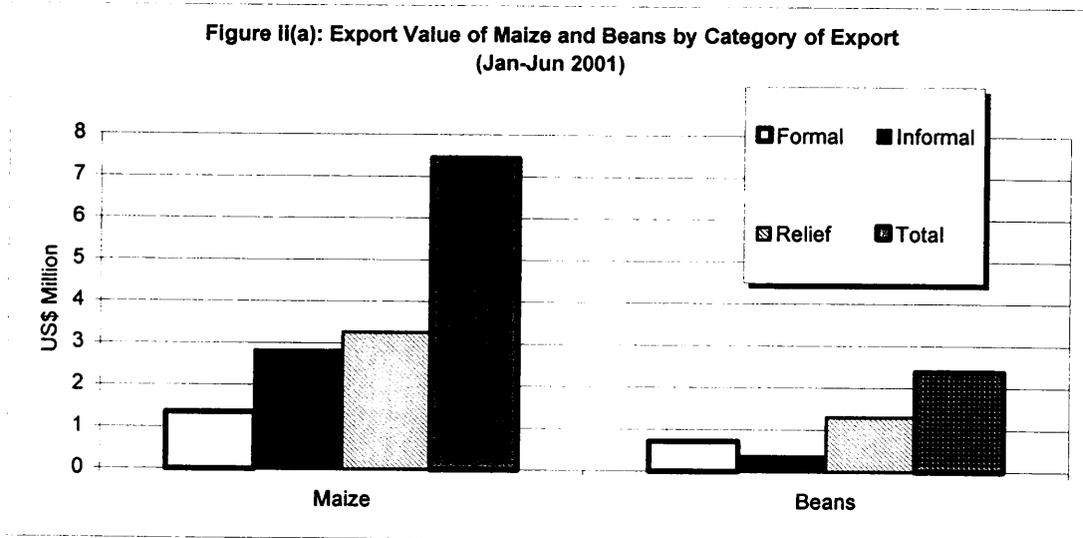
Prices have maintained expected seasonal trends for the first half of the year, rising towards the end of the first quarter and now receding starting May/June. Figures i(a) and i(b) show that between January and March, price of maize was higher in 2001 than in 2000. From April to June the price of maize in 2001 was significantly below that of 2000. This may be explained by better crop harvests during the preceding season (August to December 2000) compared to the corresponding season in 1999, when lower than normal harvests were realized. In the case of beans, however, the price level in 2001 was higher than in 2000, particularly between January and May.



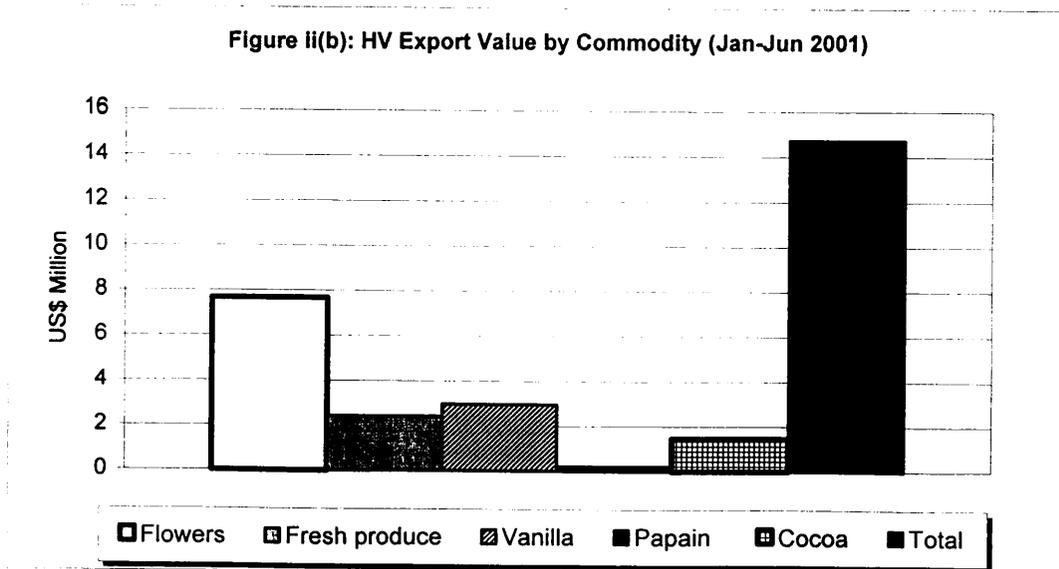
2.0 HIGHLIGHTS OF PROGRESS DURING REPORTING PERIOD

2.1 Overview

Over 47,000 mt of maize and 7,000 mt of beans were exported, generating US\$7.44 and US\$2.38 million in export earnings respectively (Figure ii(a)). Exports of maize and beans would have been higher, but for the fairly stable supply in Kenya. For a good part of the season, prices of maize in Uganda were higher than what was being offered at the Kenyan borders. As a result, the bulk of the Kapchorwa maize (which normally goes to Kenya) was brought to Mbale and traded within the country.



The values of HV products for 2001 are estimated to increase by up to 20% over 2000. New investment in roses and cuttings is expected to push export values up at least 15% per annum over the next 3 years. Fresh produce exports are expected to increase in 2001 since freight rates could drop by 10-20% and the market interest in Uganda is still strong. Cross border trade with neighbouring countries, particularly Kenya is also expected to increase during the year. World cocoa prices have improved in 2001 and this should help increase export value of cocoa. Exports of vanilla are expected to reach US\$3.5 million. Figure ii(b) shows export values of the various HV commodities supported by IDEA.



2.2 Low Value Crop Development

2.2.1 Summary of Progress: During the reporting period, emphasis was placed on the development of commercial farming activity with associated input supply and production credit. IDEA Project continued to focus on technology generation, resulting in upland rice, groundnuts and sesame, being added to the ADC LV crop portfolio. Rapid adoption of improved technologies has been observed, resulting in a significant growth in fertilizer sales to the emerging commercial sector. Whereas fertilizer sales were virtually zero in 1996, sales during 2001A season were almost 2,000 mt. It is estimated that fertilizer was applied to 8,000 - 12,000 ha of maize.

Production credit support has shown encouraging results, with advances to commercial farmers now in the region of US\$1 billion. Loan recovery rates over the past few seasons have been better than expected and currently running at 98.5%. This good performance has been due to an excellent partnership between the ADC, PL-480, the borrower/clients and the banks. For the period under review, a total of 2,635 ha of commercial crop production was opened up as a result of working capital funding from the banking sector.

There was a considerable increase in the volume of maize purchased by WFP. During the reporting period (2001A season), over 18,000 mt of maize were procured by WFP, compared to only 6,600 mt procured during 2000A season. The estimated export values of maize and beans during the period under review were US\$7.4 and US\$2.4 respectively. In terms of volume, over 47,000 mt of maize and 7,250 mt of beans were exported during the reporting period. Highlights of achievements during the reporting period are presented in Table A.

Table A: Summary of LV Progress for Selected Indicators: January-June 2001

Indicator	Unit	Quantity/Value
A: Maize and Bean Exports:		
- Value of maize exports	US\$	7,437,000
- Volume of maize exports	Tons	47,011
- Value of bean exports	US\$	2,381,000
- Volume of bean exports	Tons	7,262
B: Input Sales (National):		
- Value of maize seed	US\$	895,000
- Volume of maize seed	Tons	1,127
- Value of bean seed	US\$	234,023
- Volume of bean seed	Tons	440
- Value of fertilizers	US\$	3,150,000
- Volume of fertilizers	Tons	10,000
C: ATAIN Sales:		
- Value of maize seed	US\$	366,654
- Volume of maize seed	Tons	294
- Value of bean seed	US\$	26,288
- Volume of bean seed	Tons	36
- Value of fertilizers	US\$	210,750
- Volume of fertilizers	Tons	562
- Number of input stockists	Number	206
- Number of farmers served	Number	38,750
D: Commercial Farming Operations:		
- Number of commercial farmer clients	Number	407
- Area under maize by commercial farmer clients	Ha	3,106
- Area under beans by commercial farmer clients	Ha	125

- Estimated maize output by commercial farmer clients	Tons	11,391
- Estimated bean output by commercial farmer clients	Tons	105
- Maize yield by commercial farmer clients	Mt/Ha	3.67
- Bean yield by commercial farmer clients	Mt/Ha	0.84
- Number of commercial farmer clients receiving credit	Number	223
- Total credit received by commercial farmer clients	US\$	531,149
E: Technology Transfer:		
- Number of field demonstration sites	Number	2,160
- Number of farmers attending training	Number	88,300
- Percent of farmers trained (females)	%	36
- Estimated percent adopting low input technology	%	61
- Estimated percent adopting high input technology	%	10

2.2.2 Generation of Efficient Production Technologies: Like in previous years, research activities continued to receive support from IDEA project during the 7th work plan year. However, since funding by the IDEA Project for the maize and bean research programs will expire at the end of 2001, emphasis has been placed on trials that will be completed during the year. No new trials have been initiated that will run for more than two seasons.

In the case of **maize**, both Seed-Co and PANNAR have materials that are likely to be released later this year for commercial sale in 2002A season. Approval has been granted for the import of 5 mt of Sc-407 for pre-release demonstration work by the IDEA project. This is a shorter season high yielding hybrid, which is ideally suited to the more marginal areas/seasons.

Work continues with the termiticide fungus, metarrhizium. In addition to this, a new seed-dressing venture is under investigation in conjunction with Aventis. The material will be assessed for its potential as a candidate product under the IDEA IEE, which has been recently completed. Close liaison with Monsanto has resulted in some important conservation tillage introductions and these have been placed in each district as adopter demonstrations. A total of nine cereal trials have been conducted, although results are pending.

Regarding **beans**, research on multiple constraint breeding, which began last year, has been advanced to multi-location testing on specific constraints dominant in the low land and high altitude regions. Regional collaboration with CIAT this year resulted in a program to strengthen the breeding activities within the East African region. Nurseries with over 100 lines were planted at NAARI and Kachwekano in Kabale district. Six research trials have been planted this year. Funds were also allocated to the National Bean Program for publication, mainly of leaflets, in technology promotion and transfer of new bean varieties. Four varieties of climbing and bush type are expected for submission for official release this year.

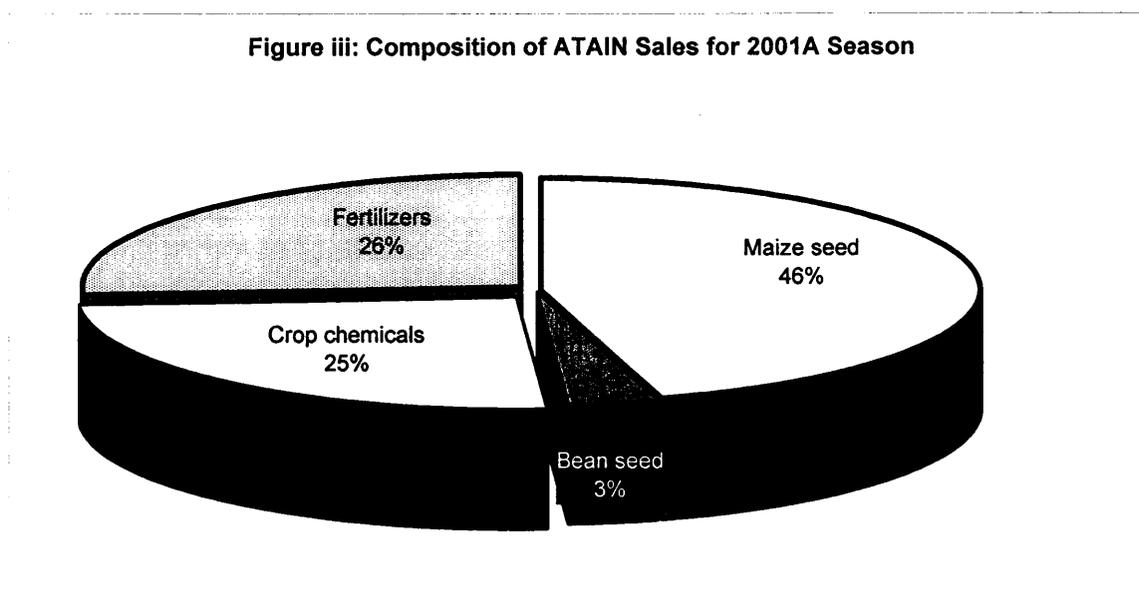
2.2.3 Technology Transfer: During 2001A season, 2,160 demonstration sites were established for maize and beans, reaching over 88,000 farmers. Additionally, 250 sites for conservation tillage were established in conjunction with Monsanto. Attendance at traditional sites for maize and beans is gradually declining, further emphasizing the strategy of a complete withdrawal from set demonstrations by the end of 2003. On the other hand, farmer-to-farmer information exchange in conjunction with input suppliers as informants continue to take center stage. Private sector support to the demonstration program continues to gain momentum with stockists and distributors contributing some of the materials placed at demonstration sites.

For the first time, training of commercial farmers was conducted in Kasese and Kapchorwa districts. It is of significance that these 2 districts now have the highest level of bank supported

farmer clients in the country. Kapchorwa with 101 farmers and Kasese with 37 represent almost 60% of farmers who received credit in the season. Kinoni Training School at Katugo in Nakasongola district, will continue to be a training focus for other districts until such a time that they too graduate to district-based training programs.

Production credit has been restructured for the second season to ensure that inputs are received in kind from the client's loan rather than as cash in advance. This will avoid the possibility of diversion from the essential input supply package and maximize the yield advantage to be gained. CERUDEB has also agreed to a phased disbursement of funds to avoid additional risk of diversion. The ADC conducted training in conjunction with CERUDEB for all branch loans officers to give them some agricultural background necessary for effective loan appraisal and monitoring. This was well received and has already changed the attitude of some bank officials in the districts.

2.2.4 Input Supply: Through the ATAIN program, nearly 39,000 farmers were reached through a network of 206 stockists. Slightly over US\$392,900 worth of maize and bean seeds and about US\$210,750 worth of fertilizers were sold through the ATAIN stockists. Crop chemicals, though not directly under the ATAIN program, formed a substantial portion of total input sales. Composition of ATAIN sales is illustrated in Figure iii below.



During the period under review, additional guarantee funding was negotiated with PL-480 primarily to provide capacity to enhance supplier-distributor transactions. Of note have been transactional guarantees for Nsanja Family Stores. Three successive guarantees totaling US\$140,000 have been granted and fully repaid— putting an additional US\$170,000 into the cash flow of the company. Wholesaler guarantees have been effective with Sukura and El Shaddai in supporting transactions for fertilizer and Kenyan hybrid seed imports. Guarantee to local suppliers was maintained for all the 5 ATAIN distributors. El Shaddai has been appointed the agent for Eastern Uganda for Bayer and extensive product training was held in Mbale and Kapchorwa.

The training of stockists, El Shaddai staff and of 170 commercial farmers was conducted by Bayer Nairobi in conjunction with El Shaddai. It is encouraging that this training was arranged without ADC assistance as it shows willingness for the private sector to invest in extension. Suppliers and distributors have now become an important part of all ATAIN training sessions. In addition to the

existing ATAIN distributors, both East African Seeds and General & Allied have sold significant volumes of fertilizers in Uganda. With over 350 mt of fertilizer sales in 2001A season, the companies are keen to expand their business during 2001B season. These companies have worked closely with the ADC in developing their business.

Stockists continued to receive training and support from the ATAIN program with positive results being realized in terms of input volumes sold and the impressive credit recovery. During the review period, ADC trained 50 potential new stockists for Technoserve. In the second half of 2001, ADC will commence carrying out pre-audits for pesticide usage compliance by stockists. Tables B and C show outreach and sales value by distributor respectively. The distributors shown in Table C also include those not directly under the ATAIN program.

Table B: 2001A Season Outreach by ATAIN Distributor

Company	Number of stockists	Additional stockists (2001A season)	Farmers reached
Sukura Agro Supplies	83	5	16,600
El Shaddai	16	16	2,960
Tweyambe	7	0	1,190
Rakai Farm Supply	50	7	9,750
Nsanja Family Stores	50	0	8,250
Totals	206	28	38,750

Table C: 2001 A Season Sales of Principal Inputs by Distributor

Company	Fertilizer sales value (US\$)	Seed sales value US\$ (Maize & Beans)
Sukura Agro Supplies	63,000	150,505
El Shaddai	95,250	175,500
Rakai Farm Supply	5,625	9,082
Tweyambe	13,500	25,906
Nsanja Family Stores	33,375	31,898
General & Allied	76,875	n.a
East African Seeds	67,500	n.a
Total	355,125	392,891

2.2.5 Seed Multiplication and Distribution: During the period under review 1,127 mt of maize seed worth US\$895,000 were sold. The corresponding sale for bean seed was 440 mt (worth about US\$234,000). The focus of this activity has been to maintain the momentum of the private seed sector by working closely with the 4 established seed firms, namely Harvest, FICA, NASECO and East African Seeds. A total of nearly 500 mt of imported improved seed came from PANNAR in South Africa, Seed-Co in Zimbabwe and Kenya Hybrid from Kenya Seed Company.

2.2.6 Market Knowledge and Information Services: During the first half of 2001, 7 market reports were produced and disseminated to all the 78 clients. These IDEA clients included 11 from the region and 2 from outside Africa. The internal clients included; government ministries, donors, parastatals, farmers' associations, individual farmers and researchers. The monthly rainfall and vegetation satellite imagery continues to be very useful to the program.

The MKIS manager attended a 2-week web site design training course with Fintrac Inc in the USA. This training has given the component the ability to develop and maintain a high-class site with useful information. The LV web site is currently hosted at ugandagrains.com.

The MKIS office coordinated the monthly trade forecast meetings in conjunction with the FEWSNET Project. Three meetings were held during the first half of the year. Those who attended the meetings included, traders, relief agencies like WFP, World Vision, Uganda Commercial Farmers, Government officials, as well as staff from FEWSNET, IITA (MIS) and IDEA Project.

2.2.7 Rural Agricultural Marketing Systems (RAMS) Centres: In the period under review, attention was paid to both forms of RAMS activity (namely, centers operated by groups of commercial farmers and a system to support small-scale and commercial producers). Areas of commercial farmer groupings have been developed in Masindi, Kiboga, Hoima and Kapchorwa. Only one serious smallholder RAMS unit is active in Iganga.

A total of 261 farmers were able to sell their produce at 21 RAMS centers. About 1,400 mt of maize grain (estimated at US\$202,870) and 60 mt of beans (worth about \$15,150) were sold through these RAMS centers. The ADC TA continued to provide in-field procurement and storage advice as well as market linkages for the RAMS activities. At least two large traders have established direct links with RAMS centers.

Work has been conducted with WFP in establishing a direct purchasing arrangement. This program is designed to enable the better-established RAMS centers to sell directly to the WFP. The Masindi commercial farmer group has now secured 2 contracts with WFP, one for 88 mt and another for 100 mt. WFP have also agreed to reserve 10% of their contracts for farmer groups to test the capacity of these groups to supply quantities under direct contract.

2.2.8 Outgrower Initiatives: Support to the outgrowers (Table D) ranged from direct technical assistance to market related activities. work with the contracting companies in financial mediation and contract implementation with growers has been essential. To maintain quality production standards, it is imperative that ADC and the seed companies work together to ensure that the required production standards are in place. This requires close cooperation with the National Seed Certification Service (NSCS).

Table D: ADC Outgrower Support for 2001A Season
(excludes companies own farms)

Company	Contracted Crop	Projected output (mt)	Farm gate value (US\$)
Harvest	Maize (open pollinated)	360	64,719
	Beans (large)	20	5,056
	Beans (small)	49	9,595
	Finger millet	106	41,685
FICA	Maize (open pollinated)	1,125	202,373
	Maize (hybrid)	40	30,412
	Beans (large)	707	178,761
	Beans (small)	426	83,823
	Groundnuts	55	30,898
NASECO	Maize (open pollinated)	150	26,966
	Maize (hybrid)	15	11,376
	Beans (large)	27	6,825
	Beans (small)	27	6,825
Seed Co	Maize (hybrid)	65	22,100
Total maize		1,755	357,946
Total beans		1,256	290,885

2.2.9 Support to Exporter Clients: Support to exporter clients during the review period focused on market information, with dissemination of monthly price bulletins and holding market forecast meetings. Exporter clients receiving support include CTI, CEI, Afro-Kai, Magric and Outspan Enterprises. About 18,240 mt of maize and 3,730 mt of beans were exported by the assisted exporter clients.

During the previous review period, the ADC initiated a request to the Department of Credit Assistance (DCA) in Washington to support the grain trade sector. This proposal was finalized and submitted through the USAID Uganda mission. This has recently been approved and IDEA is looking forward to a DCA country and bank risk assessment mission by the middle of July 2001. The program should result in US\$ 5 million of trade credit for speculative grain inventories. To prepare for this, detailed discussions have been held with Standard Chartered Bank (SCB), Citi-Bank and Bank of Baroda. Additionally, implementation discussions have been held with Audit Control and Expertise (ACE) and SGS. In line with its policy of product diversification, the ADC has extended support for export of organic sesame, which has resulted in export of 288 mt of organic sesame, worth US\$175,000. Outspan Enterprises has received a grant from the IDEA grants unit to assist in the development of its export capacity.

2.3 High Value Crop Development

2.3.1 Summary of Progress: The ADC has continued to focus its efforts on clients and products, which have competitive advantage and show good potential for growth over the next 2-3 years. Technical support to the floriculture industry has contributed significantly to renewed confidence and new investment during the past 6 months. The Uganda vanilla industry should also continue to move forward over the next year due to a combination of sustained technical assistance and high market demand. Fresh produce exports are still disappointing but the market demand remains strong and this sector will benefit most from lower airfreight rates in future, made possible by the rapid growth and development of Fresh Handling Limited (FHL).

The total export value of crops covered by the High Value portfolio during January-June 2001 was US\$14.73 million. The export volumes and values of specific commodities and selected key indicators are shown in Table E.

Table E: HV Progress for the Period January-June 2001

Indicator	Unit	Value/Quantity
A: Exports of HV Products:		
Flower value	US\$	7,680,293
Flower volume	Mt	1,653
Fresh produce value	US\$	2,413,800
Fresh produce volume	Mt	3,117
Vanilla value	US\$	2,970,000
Vanilla volume	Mt	33
Papain value	US\$	205,100
Papain volume	Mt	11
Cocoa value	US\$	1,463,384
Cocoa volume	Mt	1,700
Total HV export value	US\$	14,732,577
B: Technology Generation:		
Number of research contracts completed	Number	3
Number of technology packages developed	Number	3

Number of demonstration sites	Number	58
Number of people trained	Number	1,019
Percent of farmers trained female	Percent	23
C: Market Opportunities:		
Number of trade missions supported	Number	2
Number of inward buyer visits supported	Number	5
Number of clients served with MKIS publications	Number	70
D: Airport Handling and Freight:		
Capacity of cold storage	Mt/day	40
Number of exporter clients using FHL	Number	27
Throughput volumes	Mt/week	89
Total freight capacity	Mt/week	75

2.3.2 Efficient Production Technologies: UFEA rose trials have been expanded from 4,000 to 10,000 sq.m and a full complement of staff has been recruited and trained. The research farm started publishing a monthly newsletter in April 2001. Five varieties have been selected for expansion to commercial level trials of 1,000-2,000sq.m per variety. The fourth course in Applied Tropical Floriculture (ATF) was completed. Various training courses in safe use of chemicals, first aid and methyl bromide substitution were held at the UFEA training centre, mostly linked to implementation of the Ugandan national code of practice.

Trials on French beans and runner beans were completed at Mairye Estates and in Kabale. Results indicated that some new varieties of fine beans can be grown commercially at Mairye, but that runner bean yields and quality were far superior in Kabale. These trial results have been incorporated into the 2001/02 commercial program between Mairye and their UK buyers. Trials on 12 varieties of different types of fresh chillies were completed at Mubuku and Mairye. The best performing varieties are already incorporated into the 2001/02 commercial program. The chilli varieties so far released for commercial production include Fresno standard and Fresno supreme, short Thai and long Thai.

Passion fruit, banana and vegetable IPM contracts with NARO and NARO/ICPIE were completed successfully. Second phase proposals have been requested on passion fruit and banana. Vegetable research will be continued in a joint venture between Mairye Estates and NARO, which includes trials with selected outgrowers at Namulonge, Kabale and Makonzi.

Training on banana production continued and demonstration plots (14) were maintained at a reduced level pending the agreement on a second phase programme with NARO. One demonstration farm on organic apple banana production in Masaka has been introduced by IDEA to African Organic, and this should stimulate production in the area.

In a series of 8 one-day workshops, exporters and producers in Kasese, Mairye, UFEA/Nsimbe, Mubende, Mukono, Masaka, Mpigi, and Luweero received training in the safe use of agro-chemicals. The last five of these were conducted specifically for HORTEXA members, and a total of 227 farmers (25% of whom were females) received training.

Cocoa research trials continued through funding to NARO. Training events were held with major contributions from an international cocoa expert seconded from CIRAD. Over 3,000 cocoa seedlings were raised at the Kizuza research centre and 2,900 of these have been distributed to farmers in Mukono (2,700) and Luweero (200). Demonstration plots of vanilla (30) and cocoa (6) were maintained and new grants to cover training and technology transfer were approved for the Uganda National Vanilla Association (UNVA) and the Uganda Cocoa Association (UCA).

Intensive technical support was provided to the UNVA to ensure that vanilla was not harvested at a premature stage, despite pressure from buyers anxious to cash in on very high market prices.

A cost-sharing agreement for training and further research on papain production was agreed with RECO Industries, one of the two main exporters. Technical assistance to initiate new papain production within Uganda was also provided to ESCO. The banana extension manual was completed and distributed. The cocoa manual is in final draft and will be distributed in September 2001. Work is in progress on updating all commercialisation bulletins.

2.3.3 Market Opportunities: A group of 20 participants on the Applied Tropical Floriculture (ATF) training course visited auctions and four major buyers in Holland in March 2001. One fruit exporter was also assisted in visiting Saudi Arabia to meet a trial sea shipment of pineapple. Past work in establishing market contacts and new business means that most exporters assisted by the ADC now have stable marketing arrangements and buyers, who they visit on a regular basis. This maintains and consolidates the reputation of Uganda as a reliable and growing supplier of NTAEs.

International buyers of roses, fresh produce and vanilla have visited Uganda almost every week during the reporting period. Most of these visits is coordinated by the ADC, though trade associations are increasingly playing a lead role. Requests to purchase vanilla through the UNVA web site continue to come in on a daily basis.

An analysis of the UK fresh chilli market is in progress. Discussions have been initiated on the competitiveness analysis of sweetheart roses, to be carried out with COMPETE. Further assistance has been provided to CAA, FHL and national associations, to enable them obtain more reliable estimates of export values.

2.3.4 Quality Control and Post-harvest Handling: Technical assistance to FHL and UFEA has resulted in better temperature management and improvement in the quality of roses. This was widely acknowledged by importers and reflected in the prices of Ugandan roses, which no longer sell at a quality discount other than for stem length.

Assistance to fresh produce exporters has focused on several target farms where post-harvest handling facilities are being improved each year (Mairye, Mubuku, Heritage, ZED, Amfri Farms). Temperature and quality management is still practically non-existent for most of the vegetable exporters. However, they have responded positively to training in safe use of chemicals, since illegal residues pose a real threat to the future of their businesses. In general, packing facilities for fresh produce are falling further behind facilities in the flower industry and in other exporting countries.

Work to assist flower farms to reach the standards of the national code of practice continued. Pre-audit visits have been conducted at 13 flower farms. Training in Code of Practice (CoP) has been continued with fresh produce growers through HORTEXA. Work to extend CoP to include vanilla, cocoa and papain has started and will be extended in the second half of the year. Local quality analysis of vanilla using an accredited company has been a big success. Improvement of cocoa quality is an objective of the grant approved for the Uganda Cocoa Association.

2.3.5 Technical Assistance: During 2001, direct technical assistance continued to 18 firms, 4 national private sector associations, 3 regional associations, 2 NGOs and 2 government agencies. Assistance was given to floriculture, fresh produce, vanilla and other products. It covered the complete spectrum of research, technology transfer, training, market information and management support.

New investment in roses and cuttings is expected to push export values up at least 15% per annum over the next 3 years. The research and training centre is operating successfully and is being fully utilized by growers. It also receives many visitors (buyers, breeders, growers from other countries) and has proven to be a great promotional activity for Ugandan floriculture.

Assistance to HORTEXA is limited due to the lack of investment capital of its members who are generally opportunistic traders rather than integrated production and marketing companies. The two immediate threats to the businesses of HORTEXA members are high freight rates and illegal residue levels. Progress on reducing freight rates is being made through FHL and the issue of residue levels is being addressed through regular training of exporters and growers on safe use of chemicals. This comes under compliance to the national code of practice.

The Uganda National Vanilla Association (UNVA) has been awarded a grant of US\$76,000 following its successful utilisation of a previous USAID grant. Technical assistance has continued to focus on production training and quality assurance.

A grant for training and technology transfer has been awarded to the new Uganda Cocoa Association (UCA), following a model used successfully with the UNVA. The needs of cocoa and vanilla growers are very similar and, in some areas (Bundibugyo, Mukono and Iganga), farmers grow both crops. Cocoa is also becoming important as a substitute for coffee in some areas devastated by coffee wilt disease.

Arrangements have been made for 10 third year students of MUFA to carry out internships on 8 HV farms. Three post-graduate students are pursuing Masters Degrees in Agri-business Studies (MABS) at the same institution and are in the second year of course and research work. A second group of 3 MABS post-graduate students are in their first year.

The USAID-funded ECGS scheme has been successfully utilized to obtain a working capital loan of US\$500,000 for FHL. The ADC HV component has also worked closely with the Royal Netherlands Embassy and Dutch aid programs to source grant funds for clients. Up to US\$1.2 million has been approved for diversification initiatives in roses (plant propagation and substrate production) under the PSOM program, and a US\$200,000 grant has been approved to fund an executive director for UFEA. The EU-funded CDE has accepted proposals prepared with technical assistance from the ADC and approved about US\$120,000 in small grants for flower and vegetable farms. Other grants are in the pipeline, such as US\$300,000 from UNIDO for introducing steaming to replace the use of methyl bromide for soil fumigation.

2.3.6 Airport Handling System: FHL has grown rapidly into the main handling company for flowers and fresh produce at Entebbe International Airport. The company is in profit after only 9 months of operation and already needs to double its cold storage capacity to cope with demand from exporters. At least 27 exporters are utilizing the facility and volume of products exported through FHL has now reached 356 mt/month.

Direct negotiations between FHL and airlines have resulted in an average freight rate reduction of US\$0.15/kg to Europe for the 2001 "off-season" (May-August). This is a saving of US\$15,000 for a typical exporter of 5 mt/week, and an overall saving to the industry of more than US\$200,000 in 4 months. Current negotiations could result in even bigger savings for the main 2001/2002 season.

Three managers and 20 support staff at FHL were trained in cold chain management. Continued technical assistance was provided by the HV team and regular meetings held with the FHL management staff.

FHL has introduced a weekly freight forecasting system, which has allowed favourable contracts to be negotiated for the whole year. Rates have come down, capacity has gone up and offers from new carriers are well ahead of projected volumes for 2001/2002. Dead weight has been minimized through a high level of grower commitment and by employing shared consignments with fish exporters.

A working capital loan facility of US\$500,000 has been agreed with Barclays Bank, using the Export Credit Guarantee Fund (ECGF). This will enable full charters to be introduced, providing improved services direct to Amsterdam and other European destinations by September 2001. Fresh produce exporters have finally realised the consolidation and quality advantages of FHL and have requested substantial additional space for 2001/2002. This could have a major positive impact on the quantity of fresh produce exported over the next 3 years.

3.0 CONCLUSION

There is a stable complement of long-term personnel at the ADC providing TA to NTAE clients.

The 2001A season experienced above average rainfall over most of the country. This has resulted in bumper crops for many of the food commodities, and Uganda is relatively food secure at the moment. Marketing of crops such as maize is expected to be problematic over the coming months due to good crops and carryover stocks in neighbouring countries, and abundance of other foodstuffs such as matooke and root and tuber crops. Prices will be lower on all food crops, that enhances accessibility and keeps inflation low. Despite the large harvests, farmers are likely to experience lower farm incomes because prices could show drastic declines.

World coffee prices remain depressed due to oversupply, with Uganda also experiencing reduced supply, primarily the result of coffee wilt which is now prevalent in the key districts. This reinforces the need for NTAE diversification and growth. The Uganda Shilling stabilized and strengthened during the period. The Euro, Dutch guilder and the British pound all remained relatively weak to the US\$, which deflates our HV NTAE export values.

Presidential and parliamentary elections were held during the reporting period, with the return of the incumbent, President Museveni and many of the parliamentarians, with some unseated. It is anticipated that the GoU and its partners will be able to forge ahead with implementation of the PEAP and the PMA.

We still maintain that there are some very good investment opportunities in NTAE, our main limitation is identifying qualified investors.

1.0 INTRODUCTION

1.1 Overview

This thirteenth semi-annual progress report of the Uganda's Investment in Developing Export Agriculture (IDEA) Project covers the period January 1 through June 30, 2001. Like other previous progress reports, it brings out progress by component and compares the planned and actual implementation of various tasks.

The report consists of two parts - **the main report (Part I) and statistical annexes (Part II)**. The main report comprises three chapters with the first chapter giving an overview of IDEA Project and the macro environment prevailing during the reporting period. Chapter 2 presents a detailed narrative of progress (by objective) made by the Low Value (LV) and High Value (HV) components. Overall operation of the Project is presented under Management, Monitoring and Evaluation. The Project's strategies, highlighting challenges and opportunities and an outlook for second half of the 7th work plan year are presented in Chapter 3. Statistical annexes (Part II) include achievement indicators, time lines, active client portfolio, and LV and HV training events.

1.2 IDEA Project: Institutional Environment

1.2.1 Role and Institutional Framework: IDEA Project goal is to increase rural incomes of men and women. The main intermediate result (IR) under IDEA is increased value of selected non-traditional agricultural exports (NTAEs) as the source of increased incomes. Other intermediate results contributing to USAID's SOI include increased production of selected food products and increased use of financial services by rural households.

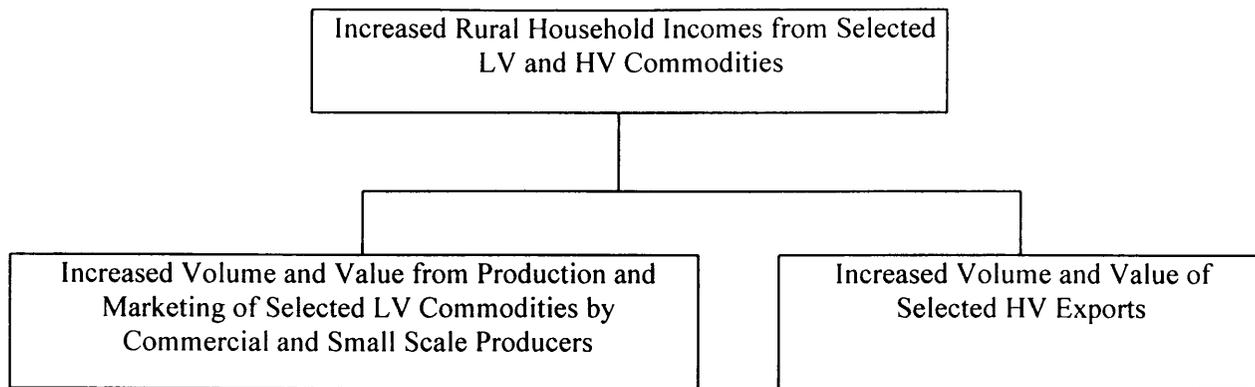
In terms of implementation strategy, IDEA provides direct assistance to producers, traders, and exporters of selected NTAEs using a vertically-integrated, "commodity systems" approach. IDEA works to expand LV food crop exports (primarily maize and beans); and increase production and exports of HV crops (such as flowers, fresh produce, cocoa, papain and vanilla).

Although the basic project agreement is between USAID and the GoU's Ministry of Tourism, Trade and Industry (MTTI), IDEA operates principally for and in concert with the NTAE private sector. Thus, the IDEA Steering Committee (ISC) is made up largely of private sector representatives and a few representatives of ministries and parastatal entities involved in promoting the NTAE sector in Uganda.

The overall IDEA results framework and institutional environment are shown in Figures 1 and 2 respectively. Results frameworks for Low Value (LV) and High Value (HV) components are provided in Annex 1. As can be seen from the figures, IDEA has 2 operational components directed at accomplishing project results. These two, namely the Low Value and High Value production and marketing components form the cornerstones of IDEA. The two components are actively supported by the business and finance, research, education and training, market information service, grants management, monitoring and evaluation, and project management units.

IDEA Project, through the Agribusiness Development Centre (ADC) continues to offer a wide range of professional expertise including crop production, market information, training, financial linkages, project management and evaluation. Currently, IDEA is at full staffing, including 6 long-term expatriate advisors and 8 counterpart local professionals plus short-term technical assistance, for a total of 1,381.25 person months of technical assistance over Life of Project (LOP).

Figure 1: Results Framework for IDEA Project



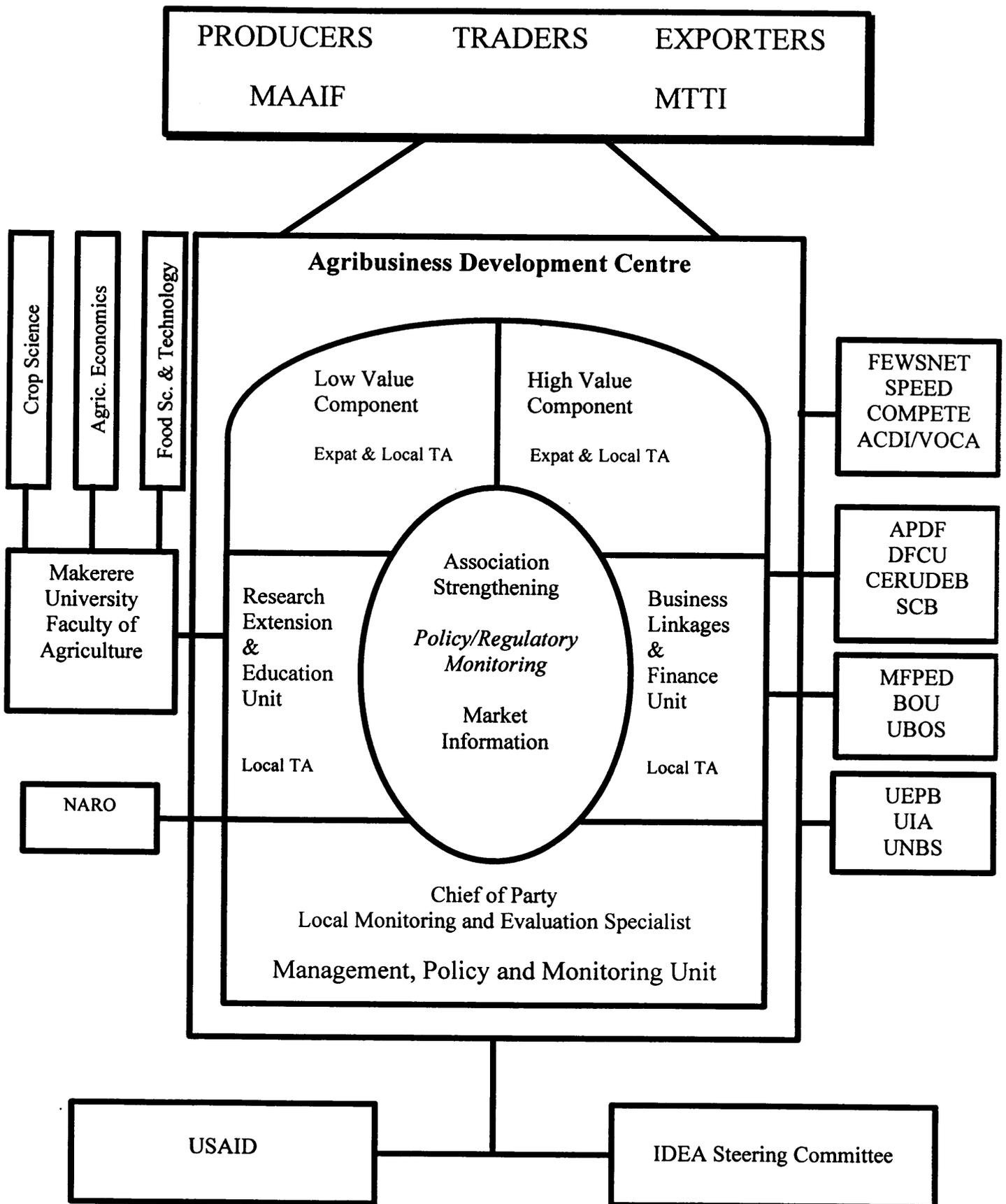
Current positions and contractors providing the TA are shown in Table 1(a). A full list of the ADC long-term professional staff is indicated in Annex 2. Short-term expatriate and local technical assistance is also available over the life of the contract. The contract also provides for specialized training and commodities (vehicles, computers, etc) for the ADC. To enhance support to ADC clients, IDEA contains a cost-sharing agreement and grants facility administered directly by the TA contractor, Chemonics International Inc.

Table 1(a): IDEA Expatriate and Local TA Positions

Expatriate LTТА
Chief of Party (COP)
Low Value Crop Production and Marketing Advisor (LV)
Low Value Crop Production and Marketing Advisor (LV)
High Value Crop Production and Marketing Advisor (HV) ¹
High Value Crop Production and Marketing Advisor (HV)
Grants and Operations Manager (GOM)
Local LTТА
Monitoring and Evaluation Specialist (M&E)
Low Value Commodity Specialist (LV)
Low Value Commodity Specialist (LV)
High Value Horticulture Specialist (HV)
High Value Horticulture Specialist (HV)
Research, Extension & Education Specialist (REE)
Business Advisory Specialist (BAF)
Market Information Manager (MKIS) ²

- 1 Fintrac employee
- 2 Funded by GoU counterpart contribution

Fig 2: Institutional Environment of ADC/IDEA Project



1.2.2 IDEA Project STTA: During the first half of the 7th work plan year, there were 8 STTA assignments and 5 purchase orders as shown in Tables 1(b) and 1(c).

Table 1(b): ADC/IDEA PROJECT STTA: January - June, 2001

Name	Assignment	LOE (days)
Karen Menczer	Initial Environment Examination (IEE) for Pesticides	11
Greg Cullen	Strengthen the Private Sector Seed Industry	29
Howard Gridley	Multiple Constraint Resistance in Bean Breeding	7
Jaqueline Boardman	Technical Assistance to comply with European Import requirements and insure reliable quality of Fruits and Vegetables	21
Garry Tomlins	Technical trials in Vegetable Agronomy	43.5
Karrie McLaughlin	Administrative Audit	3
John Lichte	Review and synthesize empirical data related to future agricultural development issues relevant to Strategic Objective 7 and IDEA Project	35
Lawrence Eturu	Review and synthesize empirical data related to future agricultural development issues relevant to Strategic Objective 7 and IDEA Project	12
Jay Kaufman	Web site design and market data management	22

Table 1(c): ADC/IDEA Project Purchase Orders: January – June 2001

Vendor	Deliverable
Okello Louis	Develop farm cash flows and budgets
Independent Consulting Group	Business Plan for Producing & Marketing Upland Rice
Institute International D'Agriculture Tropicale	Metharrhizum Plant Assessment on Termite Control
Bisereko Kyomuhendo	Draft Contracts between NARO and Generic Seed Cos.
Uganda National Farmers Association	Develop services designed to simplify loan application packaging and monitor loan performance

1.3 Overview of the Climatic Conditions and Export Environment

The period under review (January – June 2001) was characterized by timely onset of first season rainfall, with normal to above normal rainfall recorded in most districts in the country. The favourable crop conditions are expected to result in good crop yields and above normal production for most agricultural commodities. In the case of maize and beans (which are the principal LV commodities), crop outputs for 2001A season is expected to exceed those of similar seasons in the recent past. Yields for maize and beans in IDEA project districts are estimated at 3.0-3.8 mt/ha and 0.7-1.0 mt/ha respectively. Some farmers who planted in time and adopted high input technology are expected to attain maize yields of 3.75-4.25 mt/ha.

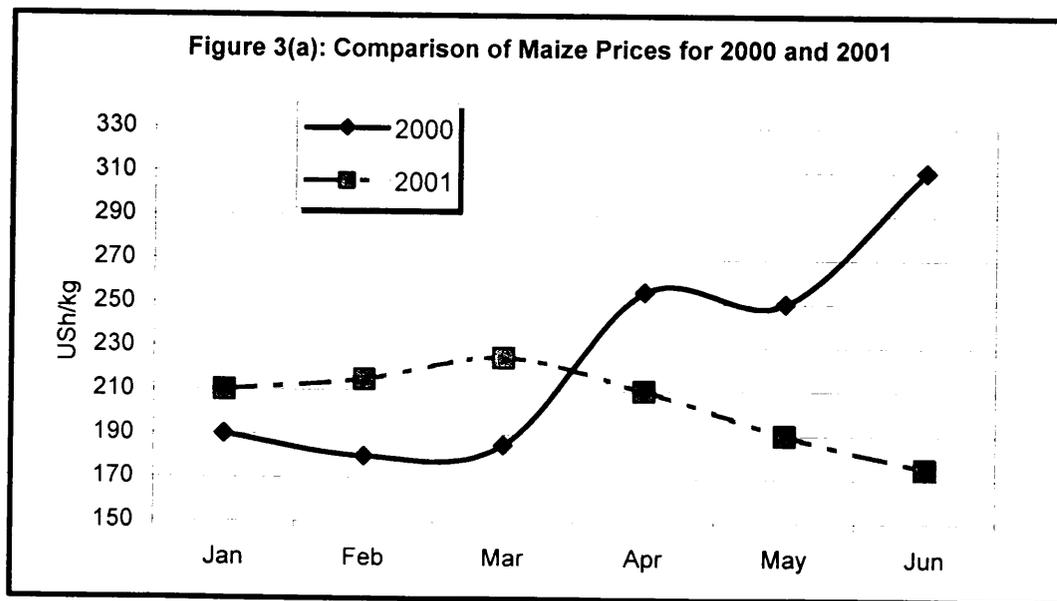
The overall rainfall situations for the first half of 2000 and 2001 are presented in Annex 3. Compared to 2000, the January-June rainfall in 2001 was above normal in most parts of the country.

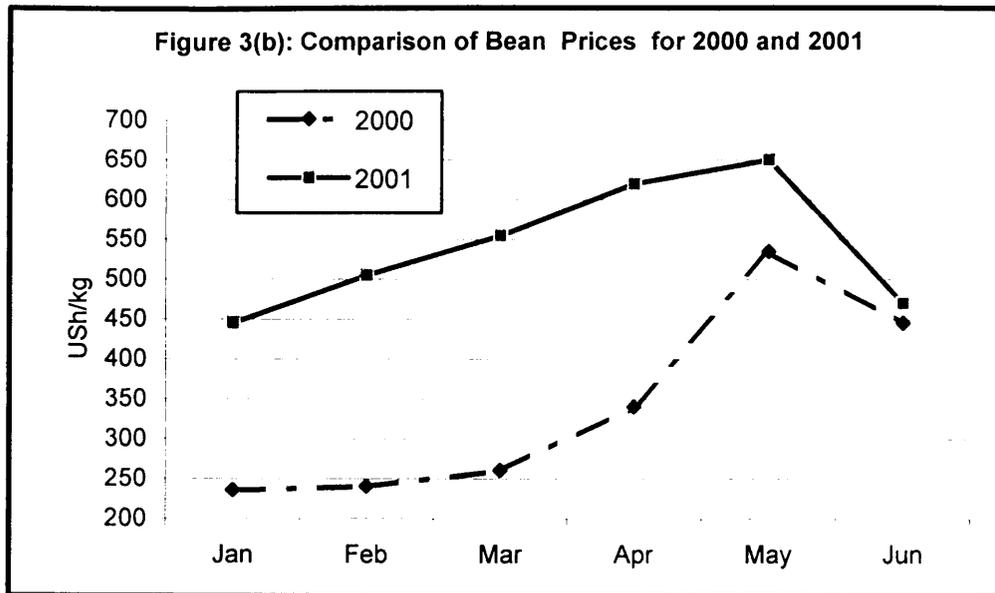
According to FEWSNET food assessment report, both household and national food security are expected to improved following the onset of 2001A season harvest and supply of staple food in the market.

Low rainfall intensity and distribution since June signify the start of the dry season, which favours crop harvesting and drying. A normal to above normal harvest is expected with over 370,000 mt of maize and 130,000 mt of beans projected out of the 2001A season harvest. Of this, at least 70,000 mt and over 30,000 mt of maize and beans respectively, should be commercially available in the market.

Except in isolated cases where crops were cultivated late after April, many farmers have already started harvesting their crops, particularly beans, groundnuts, maize, millet and peas. Harvest of maize in most parts of the country is expected to commence mid July. The production and supply of banana/matoke in Mbarara and Bushenyi districts (the major supply base) is reported to be normal to above normal. This has resulted in a decline in prices locally in the districts as well as in urban markets such as Kampala and other locations. Banana is a staple food in central and south-western Uganda. Cassava and sweet potato (the key food security crops in many parts of Uganda especially eastern, central and northern districts) are available in adequate amounts, augmenting households' food needs.

Normal trade has been reported in major markets of Uganda where supply is adequate. The situation is expected to improve as the 2001A outputs begin to enter the market. Prices have maintained expected seasonal trends for the first half of the year, rising towards the end of the first quarter and now receding starting May/June. Figures 3(a) and 3(b) show that between January and March, price of maize was higher in 2001 than in 2000. From April to June the price of maize in 2001 fell drastically and was significantly below that of 2000. This may be explained by better crop harvests during the preceding season (August to December 2000) compared to the corresponding season in 1999, when lower than normal harvests were realized. In the case of beans, however, the price level in 2001 was higher than in 2000, particularly between January and May.





Regarding exports, 47,000 mt of maize and 7,000 mt of beans were exported, with at least 70% traded across the Kenyan border. Exports of maize and beans would have been higher, but for the fairly stable supply in Kenya. For a good part of the season, prices of maize in Uganda were higher than what was being offered at the Kenyan border. As a result, the bulk of the Kapchorwa maize (which normally goes to Kenya) was brought to Mbale and traded within the country.

On the High Value side, export values (in US\$ terms) for the year 2001 continued to be affected by such factors as the appreciation of the US\$ against the Dutch guilder and other European currencies, a global higher fuel oil prices, the war in the Democratic Republic of Congo(DRC), and rebel activity in parts of western Uganda. Despite these bottlenecks, the values of HV products for 2001 are estimated to increase by up to 20% over 2000.

New investment in roses and cuttings is expected to push export values up at least 15% per annum over the next 3 years. Fresh produce exports are expected to increase in 2001 since freight rates could drop by 10-20% and the market interest in Uganda is still strong. Cross border trade with neighbouring countries, particularly Kenya is also expected to increase during the year. World cocoa prices have improved in 2001 and this should help increase export value of cocoa. Exports of vanilla are expected to reach US\$3.5 million.

Overall, prospects for HV commodity exports look promising. Ugandais becoming recognized as a player in the market, and quality aspects continue to improve. We can supply greater quantities of HV commodities without worries about flooding the market. As an example, Uganda's market share of sweetheart roses in the Dutch auctions is a mere 1%!

2.0 PROGRESS BY COMPONENT

This chapter summarizes progress made during the period January 1 through June 30, 2001. Details of progress by activity, objective and output are presented in Annex 4 (Performance Indicators) and Annex 5 (Time Lines). Technical assistance provided and NTAE training supported by ADC/IDEA are given in Annexes 6 and 7 respectively.

2.1 Low Value Crop Development

Overview

During the reporting period, emphasis was placed on the development of commercial farming activity with associated input supply and production credit. At the same time, the IDEA Project continued to focus on technology generation, resulting in upland rice, groundnuts and sesame being added to the ADC LV crop portfolio.

Continued work with introduction of improved maize varieties has resulted in the first production of hybrids from foreign seed companies. Seed sales, particularly hybrid maize sales, have been excellent (with annual growth rates exceeding 50%), and partner companies have shown good logistical and financial performance. The increase in hybrid maize sales alone has resulted in an additional 10,000 ha under improved maize production. This achievement has mainly been made possible with the continued work of the program in input supply systems development. Such systems have improved dramatically with the continued support of the private sector. There are currently 3 multinationals and 2 transnational suppliers actively engaged in the seed industry.

Rapid adoption of improved technologies has been observed, resulting in a significant growth in fertilizer sales to the emerging commercial sector. Whereas fertilizer sales were virtually zero in 1996, sales during 2001A season were almost 2,000 mt. It is estimated that fertilizer was applied to 8,000 - 12,000 ha, which in the final analysis can be equated to higher yields and higher farm gate incomes.

Production credit support has shown encouraging results, with advances to commercial farmers now in the region of US\$1 billion. Loan recovery rates over the past few seasons have been better than expected and currently running at 98.5%. This good performance has been due to an excellent partnership between the ADC, PL-480, the borrower/clients and the banks. For the period under review, a total of 2,635 ha of commercial cropping production was opened up as a result of working capital funding from the banking sector.

There was a considerable increase in the volume of maize purchased by WFP. During the reporting period (2001A season), over 18,000 mt of maize was procured by WFP, compared to only 6,600 mt procured during the 2000A season. Local companies such as CTI and Afro-Kai have made attempts at securing export contracts to Kenya. It is hoped that the first of these contracts will be in place and operational during the second half of 2001.

The estimated export values of maize and beans during the period under review were US\$7.4 and US\$2.4 respectively. In terms of volume, over 47,000 mt of maize and 7,250 mt of beans were exported during the reporting period.

Highlights of achievements are presented in Table 2. Achievement indicators are shown in Annex 4, while Annex 5 depicts progress by objective. Technical assistance rendered and training events conducted are presented in Annexes 6(a) and 7(b) respectively.

Table 2: Summary of LV Progress for Selected Indicators: January-June 2001

Indicator	Unit	Quantity/Value
A: Maize and Bean Exports:		
- Value of maize exports	US\$	7,437,000
- Volume of maize exports	Tons	47,011
- Value of bean exports	US\$	2,381,000
- Volume of bean exports	Tons	7,262
B: Input Sales (National):		
- Value of maize seed	US\$	895,000
- Volume of maize seed	Tons	1,127
- Value of bean seed	US\$	234,023
- Volume of bean seed	Tons	440
- Value of fertilizers	US\$	3,150,000
- Volume of fertilizers	Tons	10,000
C: ATAIN Sales:		
- Value of maize seed	US\$	366,654
- Volume of maize seed	Tons	294
- Value of bean seed	US\$	26,288
- Volume of bean seed	Tons	36
- Value of fertilizers	US\$	210,750
- Volume of fertilizers	Tons	562
- Number of input stockists	Number	206
- Number of farmers served	Number	38,750
D: Commercial Farming Operations:		
- Number of commercial farmer clients	Number	407
- Area under maize by commercial farmer clients	Ha	3,106
- Area under beans by commercial farmer clients	Ha	125
- Estimated maize output by commercial farmer clients	Tons	11,391
- Estimated bean output by commercial farmer clients	Tons	105
- Maize yield by commercial farmer clients	Mt/Ha	3.67
- Bean yield by commercial farmer clients	Mt/Ha	0.84
- Number of commercial farmer clients receiving credit	Number	223
- Total credit received by commercial farmer clients	US\$	531,149
E: Technology Transfer:		
- Number of field demonstration sites	Number	2,160
- Number of farmers attending training	Number	88,300
- Percent of farmers trained (females)	%	36
- Estimated percent adopting low input technology	%	61
- Estimated percent adopting high input technology	%	10

The sections that follow summarize LV achievements by objective for the period January-June 2001. In conformity with the LV results framework (Annex 1), objectives 1 and 2 are presented under Output 1. These two objectives discuss progress towards increased use of efficient production technologies. Objectives 3 and 4 (under Output 2) discuss progress regarding input supply and utilization. Objectives 5 to 9 (under Output 3) present achievements related to market efficiency.

Progress by Objective

Increased use of efficient production technologies promoted, reaching 860,000 farmers and extension agents over LOP (Output 1)

Objective 1: Assist in generating efficient production technologies

Like in previous years, research activities continued to receive support from IDEA project during the 7th work plan year. Progress on cereals, beans, sesame, groundnuts, upland rice and sunflower during the reporting period is highlighted below.

(i) Cereals:

Since funding by the IDEA Project for the maize research programme will expire at the end of 2001, emphasis has been placed on trials that will be completed during the year. No new trials have been initiated that will run for more than two seasons. Collaboration between CIMMYT, the National Maize Program and the ADC resulted in a new approach of rapid multi-locational screening and farmer response. It is hoped that this “mother and baby” approach, as it is known, will open the way for more cost-effective approaches to primary introductions.

Both Seed-Co and PANNAR have materials that are likely to be released later this year for commercial sale in 2002A season. Approval has been granted for the import of 5 mt of Sc-407 for pre-release demonstration work by the IDEA project. This is a shorter season high yielding hybrid, which is ideally suited to the more marginal areas/seasons. The 3-way crosses by the National Maize Program are promising but release is still at least 2 seasons away. This implies that the release of the first possible local 3-way crosses could be in 2003A season.

Work continues with the termiticide fungus, metarrhizium. To further the commercialization of the product, the ADC has approached Kakira Sugar Works to promote its production in their under-utilized Rhizobium facility. Initial response has been favourable. Discussions have been held with ICIPE in Nairobi as to their involvement in any commercial venture. It is anticipated that the outstanding toxicology trials will be conducted during this year in conjunction with ICIPE, and approval for formal release will be made by the end of the year. A consultancy involving Dr. A. Cherry from IITA in Benin was concluded in May 2001. In addition to the work with metarrhizium, a new seed-dressing venture is under investigation in conjunction with Aventis. The material will be assessed for its potential as a candidate product under the IDEA IEE, which has been recently completed.

Close liaison with Monsanto has resulted in some important conservation tillage introductions and these have been placed in each district as adopter demonstrations. The benefits of this cost-saving introduction may be highlighted this year. A total of nine cereal trials have been conducted, although results are pending.

(ii) Beans:

Like the case with support to maize, only on-going bean research trials from the previous year were approved and are in progress. This is mainly on crop improvement and on-farm testing. Research on multiple constraint breeding, which began last year, has been advanced to multi-location testing on specific constraints dominant in the low land and high altitude regions. Regional collaboration with CIAT this year resulted in a program to strengthen the breeding activities within the East African region. Nurseries with over 100 lines were planted at NAARI and Kachwekano in Kabale district.

Six research trials have been planted this year. Funds were also allocated to the National Bean Program for publication, mainly of leaflets, in technology promotion and transfer of new bean varieties. Four varieties of climbing and bush type are expected for submission for official release this year.

(iii) Sesame:

Field trials on the agronomy of sesame under different fertilizer combinations and rates were completed early this year. The final report is expected in July 2001. However, on-farm testing of Sesame II is on-going and is expected for re-submission for a full release later this year.

(iv) Groundnuts:

A research proposal on groundnut on-farm testing of new promising genotypes with shorter maturity period and resistance to rosette has been approved. During the reporting period, on-farm testing of these materials was planted in over 90 farmer fields in eastern and northern Uganda. Seed multiplication of groundnut varieties ready for release is on-going. Two varieties are expected for release this year.

(v) Upland rice:

To-date a total of 30 NERICA (new rice for Africa) varieties have been screened in Uganda. Of these 5 were superior in terms of drought tolerance, disease resistance and yield. Their performance is shown in Table 3 below.

Table 3: NERICA Upland Rice Performance
(Based on average for 2 seasons of trial in eastern Uganda)

Variety	Yield (Mt/Ha)
WAB 450-11-1-P40-1-HB	3.835
WAB 165	3.850
ITA 257	3.000
WAB 450-1-B-1-HB	3.485
WAB 189-B-B-B-8-HB	3.100

During April, LV TA visited the West African Rice Development Association (WARDA) in Cote d'Ivoire. Arrangements have been made to obtain some seed of these varieties from WARDA for extensive on-farm trials with a view to releasing them in Uganda.

(vi) Sunflower:

In order to bring sunflower yields to an economic level, 7 hybrid varieties were accessed by IDEA and delivered to Serere (SAARI) for testing. The crop is in the field at the moment and results will be out in the next reporting period. Two new varieties are expected for submission for official release later this year.

Benchmark 1.1: *At least 10 research trials completed by 12/31/01 (0% completed).*

Benchmark 1.2: *At least 4 technology packages developed and disseminated (50% completed, one on new groundnut and another on sesame varieties).*

Benchmark 1.3: *At least 5 new products introduced (0% completed).*

Objective 2: Promote efficient production and post-harvest technologies

During 2001A season, 2,160 demonstration sites were established for maize and beans, reaching over 88,000 farmers. Additionally, 250 sites for conservation tillage were established in conjunction with Monsanto.

Attendance at traditional sites for maize and beans is gradually declining, further emphasizing the strategy of a complete withdrawal from set demonstrations by the end of 2003. On the other hand, farmer-to-farmer information exchange in conjunction with input suppliers as informants continue to take center stage. Private sector support to the demonstration program continues to gain momentum with stockists and distributors contributing some of the materials placed at demonstration sites.

The impact of the technology transfer program is highlighted by the adoption of Seed-Co and PANNAR hybrids. In areas where no demonstrations were made, adoption has been much less than that of exposed areas.

Commercial farmer training received a strategic change. For the first time, training of commercial farmers was conducted in Kasese and Kapchorwa districts. It is of significance that these 2 districts now have the highest level of bank supported farmer clients in the country. Kapchorwa with 101 farmers and Kasese with 37 represent almost 60% of farmers who received credit in the season (Table 4). Kinoni Training School at Katugo in Nakasongola district, will continue to be a training focus for other districts until such a time that they too graduate to district-based training programs.

Production credit has been restructured for the second season to ensure that inputs are received in kind from the client's loan rather than as cash in advance. This will avoid the possibility of diversion from the essential input supply package and maximize the yield advantage to be gained. CERUDEB has also agreed to a phased disbursement of funds to avoid additional risk of diversion.

The ADC conducted training in conjunction with CERUDEB for all branch loans officers to give them some agricultural background necessary for effective loan appraisal and monitoring. This was well received and has already changed the attitude of some bank officials in the districts.

During 2001B season, the ADC will conduct pre-audits for environmental compliance by commercial farmer clients, now that the IDEA IEE has been finalized.

Table 4: Commercial Farming Production Credit: 2001A Season

District	Number of Farmers	Area (ha)	Loan value (US\$)
Masindi	20	414	71,067
Hoima	9	106	24,325
Kasese	37	372	97,191
Kamuli/Iganga	11	214	48,595
Mbale/Kapchorwa	117	762	141,573
Other Districts	29	714	148,398
Total	223	2,582	531,149

The experience of the ADC in promoting improved technologies resulted in the Uganda Ginners and Cotton Exporters Association (UGCEA) approaching IDEA Project for advice on establishing a demonstration program for cotton. Where the Project and cotton growing areas overlap, the ADC provided technical guidance to the Cotton Development Organisation (CDO) and UGCEA to establish 1,200 demonstrations.

Benchmark 2.1a: *Efficient production and post-harvest technologies promoted through 4,000 demonstration sites by 12/31/01 (54% accomplished).*

Benchmark 2.1b: *240,000 farmers trained in efficient production and post-harvest technologies by 12/31/01 (38% completed).*

Benchmark 2.2a: *4,000 ha cultivated by commercial farmers by 12/31/01 (80% accomplished)*

Benchmark 2.2b: *At least 15,000 mt of maize produced by commercial farmers by 12/31/01 (0% achieved [no harvest to date – estimated output is 11,500 mt]).*

Benchmark 2.3: *Production credit obtained for 150 commercial farmer clients by 12/31/01(148% accomplished).*

Benchmark 2.4: *At least 20 commercial farmer clients pre-audited for environmental compliance (0% accomplished. Slated for second half of work plan year).*

Input supply promoted and seed multiplication activity supported by EOP as shown by a) supporting 400 stockists and b) over 2,800 mt of maize and 1,150 mt of bean seeds multiplied and distributed (Output 2)

Objective 3: Promote and support input supply network

During the period under review, additional guarantee funding was arranged with PL-480 primarily to provide capacity to enhance supplier-distributor transactions. These have proved particularly effective for large volume consignments. Of note have been transactional guarantees for Nsanja Family Stores. Three successive guarantees totaling US\$140,000 have been granted and fully repaid – putting an additional US\$170,000 into the cash flow of the company. Wholesale guarantees have been effective with Sukura and El Shaddai in supporting transactions for fertilizer and Kenyan hybrid seed imports. Guarantee to local suppliers was maintained for all the 5 ATAIN distributors. El Shaddai has been appointed the agent for Eastern Uganda for Bayer and extensive product training was held in Mbale and Kapchorwa.

The training of stockists, El Shaddai staff and of 170 commercial farmers was conducted by Bayer Nairobi in conjunction with El Shaddai. It is encouraging that this training was arranged without ADC assistance as it shows willingness for the private sector to invest in extension. Suppliers and distributors have now become an important part of all ATAIN training sessions. In fact the suppliers and distributors have specifically requested to be informed when these activities are taking place so that they can attend.

In addition to the existing ATAIN distributors, both East African Seeds and General & Allied (two private companies based in Kampala), have for the first time sold significant volumes of

fertilizers in Uganda. With over 350 mt of fertilizer sales in 2001A season, the companies are both keen to expand their business during 2001B season. Both companies have worked closely with the ADC in developing their business.

Stockists continued to receive training and support from the ATAIN program with positive results being realized in terms of input volumes sold and the impressive credit recovery. The impressive performance of the ATAIN program has resulted in other organizations, with interests in developing input supply, soliciting training support from ADC. During the review period, ADC trained 50 potential new stockists for Technoserve. This is expected to contribute towards increased volumes of inputs sold and help maintain higher yields and incomes. In the second half of 2001, ADC will commence carrying out pre-audits for pesticide usage compliance by stockists.

Through the ATAIN program, nearly 39,000 farmers were reached through a network of 206 stockists. Slightly over US\$392,900 worth of maize and bean seeds and about US\$210,750 worth of fertilizers were sold through the ATAIN stockists. Tables 5(a) and 5(b) show outreach and sales value by distributor respectively. The distributors shown in Table 5(b) include those not directly under the ATAIN program.

Table 5(a): 2001A Season Outreach by ATAIN Distributor

Company	Number of stockists	Additional stockists (2001A season)	Farmers reached
Sukura	83	5	16,600
El Shaddai	16	16	2,960
Tweyambe	7	0	1,190
Rakai Farm Supply	50	7	9,750
Nsanja	50	0	8,250
Totals	206	28	38,750

Table 5(b): 2001 A Season Sales of Principal Inputs by Distributor

Company	Fertilizer sales value (US\$)	Seed sales value US\$ (Maize & Beans)
Sukura	63,000	150,505
El Shaddai	95,250	175,500
Rakai farm supply	5,625	9,082
Tweyambe	13,500	25,906
Nsanja	33,375	31,898
General & Allied	76,875	n.a
East African Seeds	67,500	n.a
Total	355,125	392,891

Benchmark 3.1: *Functioning input supply system, reaching 75,000 farmers by 12/31/01 (52 % achieved).*

Benchmark 3.2: *At least 30 new stockists trained and integrated into the ATAIN program by 12/31/01 (93% achieved).*

Benchmark 3.3a: *At least 30 stockists pre-audited for pesticide compliance (0% achieved. Scheduled for second part of work plan year).*

- Benchmark 3.4:a** US\$480,000 worth of seeds sold under ATAIN by 12/31/01 (82% achieved).
- Benchmark 3.4b:** US\$400,000 worth of fertilizers sold under ATAIN by 12/31/01 (53% achieved).
- Benchmark 3.5:** 12 interns placed with Agribusiness firms by 12/31/01 (0% achieved. Scheduled for second half of work plan year).

Objective 4: Support seed multiplication and distribution

During the period under review 1,127 mt of maize seed worth US\$895,000 were sold. The corresponding sale for bean seed was 440 mt (worth about US\$234,000). The focus of this activity has been to maintain the momentum of the private seed sector by working closely with the 4 established seed firms, namely Harvest Farm Seeds, FICA, NASECO and East African Seeds.

Harvest Farm Seeds: The company has been fully registered and is now a separate company from its parent CEI. This, combined with the arrival of a full-time financial manager has resulted in improved accounting and financial management. Stock and quality control has improved greatly and there have been no in-field quality problems this season. Sales volume of hybrid seed maize has increased remarkably and Sc-627 is by far the most popular hybrid. Seed-Co has agreed to local production trials of Sc-627.

Multiplications at Mubuku and NASECO are in progress with reasonable yields forecast. Sales volumes are projected to be higher in 2001B season and already imports are in transit. Harvest Seeds has requested and been granted a seed processing plant to support its activities. This is being sourced from South Africa and should be in place during October 2001. The APDF support for the sales manager of the company came to an end during the review period. The company has successfully taken over the salary of the manager.

FICA: The company has progressed very well, with no in-field quality problems experienced, highlighting the well-structured management of the company. FICA still does not have a hybrid seed maize variety in its portfolio and this will limit its competitive capacity. This is because, although it is trying to multiply the Uganda hybrids, there are still bureaucratic constraints to sort out with NARO to grant exclusive rights over the hybrids. ADC is taking up this matter with NARO. The company has developed a good network of outgrowers in the west and north. An APDF support to management has been finalised with the employment of a technical manager from Kenya. This will strengthen the management team and allow FICA to make maximum use of the IDEA grant for a seed processing plant sourced from the same company as for Harvest. This too should be in place during October 2001.

NASECO: The company continues to be the only source of registered seed for supply to the certified seed producers. It has the largest portion of hybrid multiplication for Seed-Co. It has received APDF support for its technical manager, a breeder from West Africa. It is likely that the company will take over his salary at the completion of the support period. The company is aggressively looking to its own breeding unit and multiplication of open and selfing crops.

East African Seeds: This is a new entrant, which is the agency for PANNAR seed and is currently selling PAN 67. This is expected to be a popular variety and sales are likely to increase during 2001B season.

A total of nearly 500 mt of imported improved seed came from PANNAR in South Africa, Seed-Co in Zimbabwe and Kenya Hybrid from Kenya Seed Co. Ultimately, non-Ugandan hybrids will be produced in-country, as it will become logistically difficult to cope with relying on the timely arrival of larger and larger volumes of imported seed.

- Benchmark 4.1:** *At least 2,000 mt of improved maize seed multiplied and distributed (56% achieved).*
- Benchmark 4.2:** *At least 700 mt of imported improved seeds distributed (71% achieved).*
- Benchmark 4.3:** *At least 1,000 mt of improved bean seed multiplied and distributed (44% achieved).*
- Benchmark 4.4:** *At least 3 seed firms supported (133% achieved).*
- Benchmark 4.5:** *At least 1.5 mt of newly released groundnuts and 3mt of sesame seed multiplied (10% achieved).*
- Benchmark 4.6:** *Bulletins produced and distributed on best practices for pest management (0 % achieved. Scheduled for second half of work plan year).*

Market efficiency increased over LOP as measured by a) functional MKIS, b) the establishment of 25 RAMS centers, c) 8 outgrower schemes assisted, d) maize and bean export value of US\$34 million, and e) at least 2 firms assisted with agricultural processing activity (Output 3)

Objective 5: Provide Market Knowledge and Information Services

Bi-monthly market reports have continued as the central strategy of this component, with reports stimulating interest and feedback from clients. The client base for the LV reports has grown to 78. The monthly rainfall/vegetation satellite imagery continues to be very useful to the program. During the first half of 2001, 7 market reports were produced and disseminated to all the 78 clients. These IDEA clients included 11 from the region and 2 from outside Africa. The internal clients included; government ministries, donors, parastatals, farmers' associations, individual farmers and researchers. The reports were disseminated using e-mail and individuals collecting them from the ADC.

The MKIS manager attended a 2-week web site design training course with Fintrac, Inc in the USA. This training has given the unit the ability to develop and maintain a high-class site with useful information. The LV web page is now hosted at the IDEA web site www.ugandaidea.org as www.ugandagrains.com. Weekly price information in the region, the bi-monthly market report and minutes from the trade forecast meetings would be accessed on-line.

The MKIS office coordinated the regular trade forecast meetings in conjunction with the FEWSNET Project. Three meetings were held during the first half of the year. Those who attended the meetings included, traders, relief agencies like WFP, World Vision, Uganda Commercial Farmers, Government officials, as well as staff from FEWSNET, IITA (MIS) and IDEA Project.

Additional to the trade forecast sessions, LV TA visited the principal maize millers in Kenya during June 2001 to stimulate the potential for commercial high-volume trade links. It is too early to determine the value of these visits, although offers have been made. This could result up to 10,000 mt being commercially exported during the second part of the work plan year. Additionally, reports have been generated with the intention of stimulating local procurement by WFP. WFP has the intention to procure locally at least 30,000 mt before the end of 2001.

Benchmark 5.1: *At least 20 MKIS bulletins/crop forecast data produced and disseminated to cover all the districts by 12/31/01 (35% accomplished).*

Benchmark 5.2: *At least 150 clients served with MKIS publications by 12/31/01 (52% accomplished).*

Benchmark 5.3: *At least 8 forecast meetings held at the ADC by 12/31/01 (38% accomplished).*

Objective 6: Establish and promote Rural Agricultural Marketing Systems (RAMS) centres

In the period under review, attention was paid to both forms of RAMS activity (namely, centres operated by groups of commercial farmers and a system to support small-scale and commercial producers). Areas of commercial farmer groupings have been developed in Masindi, Kiboga, Hoima and Kapchorwa. Only one serious smallholder RAMS unit is active in Iganga.

As can be seen from Table 6 below, 261 farmers were able to sell their produce at 21 RAMS centres. About 1,400 mt of maize grain (estimated at US\$202,870) and 60 mt of beans (worth about \$15,150) were sold through these RAMS centers.

Table 6: Performance at RAMS Centres for 2001A Season

RAMS Center	Number of centres used	Volume of maize procured (mt)	Average price (US cents per Kg)	Farmers Served
NALG (Iganga- small scale)	16	450	11.2	180
Kapchorwa (Commercial)	1	No sales	-	-
Kiboga/Hoima (Commercial)	2	270	12.3	15
Masindi (Commercial)	1	340	13.5	50
Kasese (Individually)	1	400	10.1	16
Totals	21	1,460		261

The ADC TA continued to provide in-field procurement and storage advice as well as market linkages for the RAMS activities. This activity is perceived as the only way for rural producers to have more direct access to the market and to receive a higher price for product of acceptable quality. At least two large traders have established direct links with RAMS centers, and communication is now directly between the traders and the RAMS coordinators.

Work has been conducted with WFP in establishing a direct purchasing arrangement. This program is designed to enable the better-established RAMS centers to sell directly to the WFP. The Masindi commercial farmer group has now secured 2 contracts with WFP, one for 88 mt and

another for 100 mt. WFP have also agreed to reserve 10% of their contracts for farmer groups to test the capacity of these groups to supply quantities under direct contract.

Benchmark 6.1: *At least 20 rural buying centres established by 12/31/01 (105% achieved).*

Benchmark 6.2a: *At least 700 mt of beans marketed through RAMS by 12/31/01 (9% achieved).*

Benchmark 6.2b: *At least 3,000 mt of maize marketed through RAMS by 12/31/01 (52% achieved).*

Objective 7: Promote outgrower initiatives

Table 7 shows outgrower support offered by the ADC during the reporting period. Support to the outgrowers ranged from direct technical assistance to market related activities. Additionally, work with the contracting companies in financial mediation and contract implementation with growers has been essential. As the local demand for improved seeds is now expanding very rapidly, a direct requirement is a corresponding increase in both the number of outgrowers and the areas under outgrower production. To maintain quality production standards, it is imperative that ADC and the seed companies work together to ensure that the required production standards are in place. This automatically requires close cooperation with the National Seed Certification Service (NSCS), which acts in its formal capacity in authorising sale of certified seed.

Table 7: ADC Outgrower Support for 2001A Season
(excludes companies own farms)

Company	Contracted Crop	Projected output (mt)	Farm gate value (US\$)
Harvest	Maize (open pollinated)	360	64,719
	Beans (large)	20	5,056
	Beans (small)	49	9,595
	Finger millet	106	41,685
FICA	Maize (open pollinated)	1,125	202,373
	Maize (hybrid)	40	30,412
	Beans (large)	707	178,761
	Beans (small)	426	83,823
	Groundnuts	55	30,898
Naseco	Maize (open pollinated)	150	26,966
	Maize (hybrid)	15	11,376
	Beans (large)	27	6,825
	Beans (small)	27	6,825
Seedco	Maize (hybrid)	65	22,100
Total maize		1,755	357,946
Total beans		1,256	290,885

Benchmark 7.1a: *At least 5 outgrower schemes continue to receive assistance by 12/31/01 (80% achieved).*

Benchmark 7.2a: *At least 1,100 mt of seed maize produced by 12/31/01 (160% achieved).*

Benchmark 7.2b: *At least 1,100 mt of seed beans produced by 12/31/01 (114% achieved).*

Objective 8: Provide support to exporter clients

Support to exporter clients during the review period focused on market information, with dissemination of monthly price bulletins and holding market forecast meetings. Exporter clients receiving support include CTI, CEI, Afro-Kai, Magric and Outspan Enterprises. About 18,240 mt of maize and 3,730 mt of beans were exported by the assisted exporter clients. Continuous liaison with WFP was maintained. During the reporting period, WFP purchased over 18,000 mt of maize. It is hoped that this level of purchase will continue into the second half of 2001. It is anticipated that the establishment of WFP regional center in Kampala will facilitate increased in-country purchases as procurement decisions can now be made in Kampala.

During the previous review period, the ADC initiated a request to the Department of Credit Assistance (DCA) in Washington to support the grain trade sector. This proposal was finalized and submitted through the USAID Uganda mission. This has recently been approved and IDEA is looking forward to a DCA country and bank risk assessment mission by the middle of July 2001. The program should result in US\$ 5 million of trade credit for speculative grain inventories. To prepare for this, detailed discussions have been held with Standard Chartered Bank (SCB), Citi-Bank and Bank of Baroda. Additionally, implementation discussions have been held with Audit Control and Expertise (ACE) and SGS. IDEA is collaborating with SPEED on this initiative. In line with its policy of product diversification, the ADC has extended support for export of organic sesame, which has resulted in export of 288 mt of organic sesame, worth US\$175,000. Outspan Enterprises has received a grant from IDEA to assist in the development of its export capacity.

Benchmark 8.1: *At least 5 exporter clients assisted by 12/31/01 (100% achieved).*

Benchmark 8.2a: *At least 32,000 mt of maize exported through exporter clients by 12/31/01 (56% achieved).*

Benchmark 8.2b: *At least 15,000 mt of beans exported through exporter clients by 12/31/01 (25% achieved).*

Objective 9: Promote agricultural processing

The ADC has focused on the development of seed processing over the review period. Seed processing facilities for Harvest Farm Seeds, FICA and NASECO have been procured under the IDEA Project grant facility. The processing facilities should be in place and operational by the end of October 2001. As these companies continue to grow, it is imperative that their respective processing installations are able to produce seed to international standards. All three companies will have precleaners, driers, graders and seed treaters in place. FICA and Harvest will in addition have automatic bag weighing and packing facilities.

ADC continues to promote small scale processing at village level. It has proven difficult to source equipment, which is cost effective both in terms of actual and operational costs. However, some possibilities are being explored in conjunction with the more organized farmer groups. ADC has also continued to carry on activity that was formerly the responsibility of the PHHS project.

Benchmark: *At least 5 agricultural processing clients assisted in establishing processing facilities by 12/31/01 (60% achieved).*

Benchmark: *3 commercial farmer groups establish primary processing centres by 12/31/012 (0% achieved. Possibilities being explored).*

2.2 High Value Crop Development

Overview

The export value of crops covered by the High Value portfolio was estimated at US\$22.30 million in 2000. This was lower than expected due to the negative effect of a strong dollar on revenue from roses, the leading HV export crop, even though volumes increased. Based on provisional half-year figures, an overall increase of 15-20% is expected in 2001. A summary of exports by major category is given in Table 8. The volume estimates are based on production and export statistics collected from the URA, CAA, MAAIF, national associations, individual clients and traders. Values are derived from prices provided directly by exporters and importers, official statistics, trade journals and on-line price databases. Since no single source gives a complete or accurate picture of volume and value, the figures have been cross-checked and adjusted to give conservative average estimates. Estimates for 2001 may change significantly as actual export figures are made available.

Table 8: High Value Crop Exports: 1995-2001

Product	LOP Target (US\$ Mill FOB)	1995 Value (US\$ Mill FOB)	1998	1999	2000	2001 (Estimate)
Roses	20.00	2.30	11.68	9.95	9.12	11.00
Plant cuttings	5.00	0.00	2.34	3.51	4.50	5.50
Fresh produce	10.00	0.63	2.30	3.13	3.16	3.30
Vanilla	2.00	0.24	0.75	1.50	2.02	3.50
Cocoa	3.00	0.64	2.12	2.80	2.02	2.50
Papain	4.00	4.46	4.94	4.20	0.98	0.70
Other HV products	1.00	2.40	0.59	0.70	0.50	0.60
Total	45.00	10.67	24.72	25.79	22.30	27.10

Although the volume of roses exported increased by more than 10% in 2000, a 25% depreciation of the Dutch Guilder against the dollar caused the export value to decrease by 4.5%. However, due to strong growth in cuttings, the total dollar value of floriculture exports increased slightly. New investment in floriculture has increased the total area under production in June 2001 by a further 20%. The guilder also stabilized at 2.45-2.50 to the US dollar for the first half of 2001. The estimated flower export value for 2001 is US\$16.5 million.

Fresh produce exports remained more or less constant at an FOB value of \$3.16 million in 2000, mainly due to increases in air freight charges on British Airways (BA) to London, which most of the small exporters depend on. Sales of IDEA-targeted crops such as green beans, courgettes, okra and hot pepper actually increased. Cross-border sales of banana, pineapple and other HV produce were valued at US\$900,000 by ADC field surveys carried out in 2000. Export value of fresh produce is estimated to reach US\$3.3 million in 2001.

The value of vanilla exports increased in 2000 to US\$2.02 million. The quantity exported actually reduced by 20% to 40 mt, due to normal cyclical production factors, but world prices reached an average of US\$90/kg, the highest level for 10 years. Growers received farm gate prices of up to US\$6,000 per kg for green vanilla beans. Production in 2001 should slightly exceed 40 mt and prices appear to be holding, although some buyers feel that there is a risk that consumers will move back to synthetically produced product if the price remains at this high level. It is estimated that export value of vanilla in 2001 will reach US\$3.5 million.

The value of papain exports fell dramatically from US\$4.20 million in 1999 to US\$0.98 million in 2000 based on volumes reported by the two main exporters. This was a direct result of war in the Democratic Republic of Congo (DRC), which disrupted movement of raw papain into Uganda for re-export, and eliminated Ugandan production in border areas. Papain exports are expected to remain low in 2001, with an estimated value of US\$0.7 million.

Cocoa exports were valued at US\$2.02 million in 2000, following a survey of traders. This slight drop resulted from low world prices and civil disruption in Bundibugyo, one of the main production areas. Prices and production have increased in 2001, so the overall value of exports could increase by as much as 25%.

The value of other HV crops including dried pineapple, banana, birds eye chilli and other minor spices was estimated at US\$0.5 million for 2000. This should increase in 2001 following some direct marketing and technical support to growers by the ADC, in conjunction with Technoserve and several dried fruit and spice processors.

The ADC has continued to focus its efforts on clients and products, which have competitive advantage and show good potential for growth over the next 2-3 years. Technical support to the floriculture industry has contributed significantly to renewed confidence and new investment during the past 6 months. The Uganda vanilla industry should also continue to move forward over the next year due to a combination of sustained technical assistance and high market demand. Fresh produce exports are still disappointing but the market demand remains strong and this sector will benefit most from lower airfreight rates in future, made possible by the rapid growth and development of Fresh Handling Limited (FHL).

The sections that follow present details of progress by objective over the past six months. Detailed achievement indicators are presented in Annex 4, while detailed activity timelines are shown in Annex 5. Highlights of technical assistance provided to HV firms and associations are presented in Annex 6(b). In conformity with the HV results framework, progress is presented under 2 outputs. The first output deals with increased production efficiency, while the second one encompasses aspects of improved export environment.

Progress by Objective

**Increased capacity of firms to respond to global market requirements as measured by
a) 20% increase p.a in value of selected HV commodities and b) number of
exporters assisted increasing by 5% p.a over LOP (Output 4)**

Objective 1: Promote efficient production technologies

UFEA rose trials have been expanded from 4,000 to 10,000 sq.m and a full complement of staff has been recruited and trained. The research farm started publishing a monthly newsletter in April 2001. Varietal performance is being compared on a monthly basis and detailed results distributed to breeders and growers. Five varieties have been selected for expansion to commercial level trials of 1,000-2,000 sq.m per variety. UFEA transferred its executive office to the farm in March 2001, and monthly open days are held for dissemination of information to growers. The fourth course in Applied Tropical Floriculture (ATF) was completed. Various training courses in safe use of chemicals, first aid and methyl bromide substitution were held at the UFEA training centre, mostly linked to implementation of the Ugandan national code of practice.

Objective 2: Increase market opportunities for selected HV products

A group of 20 participants on the Applied Tropical Floriculture (ATF) training course visited auctions and four major buyers in Holland in March 2001. One fruit exporter was also assisted in visiting Saudi Arabia to meet a trial sea shipment of pineapple. Past work in establishing market contacts and new business means that most exporters assisted by the ADC now have stable marketing arrangements and buyers, who they visit on a regular basis. This maintains and consolidates the reputation of Uganda as a reliable and growing supplier of NTAEs.

International buyers of roses, fresh produce and vanilla have visited Uganda almost every week during the reporting period. Most of these visits is coordinated by the ADC, though trade associations are increasingly playing a lead role. Requests to purchase vanilla through the UNVA web site continue to come in on a daily basis.

There is no marketing problem with any of the ADC target products. Neither does Uganda need to "find new markets". Buyers are extremely positive regarding future potential for roses, cuttings, fresh produce and vanilla, and overall would buy at least ten times the quantity Uganda has available to sell. Current orders are limited by relatively low production for all products and, for fresh produce, the shortage of well-capitalized farms, and packing facilities, cold rooms, consistent quality control, and reliable airfreight.

Price bulletins and market reports on roses, fresh produce and spices were sent out every 2-4 weeks. These included comments by importers and specific information on the quality and quantity of Ugandan products in the market. The demand for these bulletins is growing with a current mailing list of more than 60 clients, plus many call-in requests.

An analysis of the UK fresh chilli market is in progress. Discussions have been initiated on the competitiveness analysis of sweetheart roses, to be carried out in conjunction with COMPETE. Further assistance has been provided to CAA, FHL and national associations, to enable them obtain more reliable estimates of export values.

Benchmark 2.1: At least 3 outward trade missions supported by 12/31/01 (67% completed).

Benchmark 2.2: At least 5 inward buyer visits supported by 12/31/01 (100% completed).

Benchmark 2.3a: At least 20 market bulletins produced by 12/31/01 (60% completed).

Benchmark 2.3b: At least 100 clients served with MKIS publications by 12/31/01 (70% completed).

Benchmark 2.4: At least 3 market analyses completed by 12/31/01 (33% completed).

Benchmark 2.5: Competitiveness analysis completed on sweetheart roses by 12/31/01 (10% completed).

Objective 3: Promote product quality and improved post-harvest handling of fresh produce

Technical assistance to FHL and UFEA has resulted in better temperature management and improvement in the quality of roses. This was widely acknowledged by importers and reflected in the prices of Ugandan roses, which no longer sell at a quality discount other than for stem length.

Trials on French beans and runner beans were completed at Mairye Estates and in Kabale. Results indicated that some new varieties of fine beans can be grown commercially at Mairye, but that runner bean yields and quality were far superior in Kabale. These trial results have been incorporated into the 2001/02 commercial program between Mairye and their UK buyers. Trials on 12 varieties of different types of fresh chillies were completed at Mubuku and Mairye. The best performing varieties are already incorporated into the 2001/02 commercial program. The chilli varieties so far released for commercial production include Fresno standard and Fresno supreme, short Thai and long Thai.

Passion fruit, banana and vegetable IPM contracts with NARO and NARO/ICIPIE were completed successfully. Second phase proposals have been requested on passion fruit and banana. Vegetable research will be continued in a joint venture between Mairye Estates and NARO, which includes trials with selected outgrowers at Namulonge, Kabale and Makonzi.

Training on banana production continued and demonstration plots (14) were maintained at a reduced level pending the agreement on a second phase programme with NARO. One demonstration farm on organic apple banana production in Masaka has been introduced by IDEA to African Organic, and this should stimulate production in the area.

In a series of 8 one-day workshops, exporters and producers in Kasese, Mairye, UFEA/Nsimbe, Mubende, Mukono, Masaka, Mpigi, and Luwero received training in the safe use of agro-chemicals. The last five of these were conducted specifically for HORTEXA members, and a total of 227 farmers (25% of whom were females) received training.

Cocoa research trials continued through funding to NARO. Training events were held with major contributions from an international cocoa expert seconded from CIRAD. Over 3,000 cocoa seedlings were raised at the Kituza research centre and 2,900 of these have been distributed to farmers in Mukono (2,700) and Luwero (200). Demonstration plots of vanilla (30) and cocoa (6) were maintained and new grants to cover training and technology transfer were approved for the Uganda National Vanilla Association (UNVA) and the Uganda Cocoa Association (UCA). Intensive technical support was provided to the UNVA to ensure that vanilla was not harvested at a premature stage, despite pressure from buyers anxious to cash in on very high market prices.

A cost-sharing agreement for training and further research on papain production was agreed with RECO Industries, one of the two main exporters. Technical assistance to initiate new papain production within Uganda was also provided to ESCO. The banana extension manual was completed and distributed. The cocoa manual is in final draft and will be distributed in September 2001. Work is in progress on updating all commercialisation bulletins.

Dr. Chris Bishop of Writtle College UK, has been conducting research on the cold chain for 5 flower exporters to identify the weak links. This work was completed and an interim report presented to UFEA in March 2001. Monitoring by FHL has shown that farms are improving their temperature management, but that it is still not optimal.

Benchmark 1.1: *Total 7 research contracts identified and 3 completed by 12/31/01 (70% completed).*

Benchmark 1.2: *At least 2,000 farmers trained at over 50 demo sites by 12/31/01 (51% accomplished).*

Benchmark 1.3: *6 bulletins/manuals written or updated by 12/31/01 (50% completed).*

Assistance to fresh produce exporters has focused on several target farms where post-harvest handling facilities are being improved each year (Mairye, Mubuku, Heritage, ZED, Amfri Farms). Temperature and quality management is still practically non-existent for most of the vegetable exporters. However, they have responded positively to training in safe use of chemicals, since illegal residues pose a real threat to the future of their businesses. In general, packing facilities for fresh produce are falling further behind facilities in the flower industry and in other exporting countries.

Work to assist flower farms to reach the standards of the national code of practice continued. Pre-audit visits have been conducted at 13 flower farms. Training in Code of Practice (CoP) has been continued with fresh produce growers through HORTEXA. Work to extend CoP to include vanilla, cocoa and papain has started and will be extended in the second half of the year. Local quality analysis of vanilla using an accredited company has been a big success. Improvement of cocoa quality is an objective of the grant approved for the Uganda Cocoa Association

Benchmark 3.1: *At least one additional improved packing facility established by 12/31/01 (0% completed).*

Benchmark 3.2: *Code of Practice implemented by at least 6 firms by 12/31/01 (50% completed).*

Benchmark 3.3: *Pre-audits of at least 3 firms conducted by 12/31/01 (100% completed).*

Objective 4: Promote production and export of HV commodities

During 2001, direct technical assistance continued to 18 firms, 4 national private sector associations, 3 regional associations, 2 NGOs and 2 government agencies. Assistance was given to floriculture, fresh produce, vanilla and other products. It covered the complete spectrum of research, technology transfer, training, market information and management support. Details of technical assistance provided by HV to each client are shown in Annex 6(b).

Estimated values for 2001 of flowers, cuttings, fresh produce, vanilla, cocoa, papain and other minor high value products are shown in Table 8. They are calculated from data collected for the first 3-5 months of 2001 and are therefore subject to significant adjustments in the next report.

New investment in roses and cuttings is expected to push export values up at least 15% per annum over the next 3 years. Technical assistance from IDEA has been a significant factor in this success. Support for floriculture research, training and technical consultancy will continue at current levels.

Fresh produce exports remained constant in 2000 and this sector is still under-achieving. Some improvement is expected in 2001 since freight rates could drop by 10-20% and the market interest in Uganda is still strong. Cross border trade with neighbouring countries is also expected to increase during the year.

With much work having been done (and continuing) on market development and product quality, Uganda is in the unusual situation of having more market demand for its roses, vegetables and vanilla than it can supply. World cocoa prices have improved in 2001, and since Uganda is such a small supplier, there is no problem in selling all of its production. Papain exports recorded through Entebbe declined to less than US\$1 million in 2000. Instability in the DRC and western Ugandan border areas, which are the traditional suppliers of raw papain was responsible for this catastrophic drop. Work has been initiated to increase the production of papain in more stable

areas of Uganda to ensure a long-term future for this crop, which is one of the few for which small-holders have a comparative advantage in production.

Banks have continued to support the flower industry in 2001 and, for the first time since 1996, none of the flower farms appear to have serious financial problems. This is due to a combination of new ownership and financial restructuring in which the HV team has been closely involved. The USAID-funded ECGS scheme has been successfully utilized to obtain a working capital loan of US\$500,000 for FHL. The ADC HV component has also worked closely with the Royal Netherlands Embassy and Dutch aid programs to source grant funds for clients. Up to US\$1.2 million has been approved for diversification initiatives in roses (plant propagation and substrate production) under the PSOM program, and a US\$200,000 grant has been approved to fund an executive director for UFEA. The EU-funded CDE has accepted proposals prepared with technical assistance from the ADC and approved about US\$120,000 in small grants for flower and vegetable farms. Other grants are in the pipeline, such as US\$300,000 from UNIDO for introducing steaming to replace the use of methyl bromide for soil fumigation.

Benchmark 4.1: *At least 3 outgrower arrangements in place by 12/31/01 (67% completed).*

Benchmark 4.2a: *Over 4,000 mt of flowers exported by 12/31/01 (41% completed).*

Benchmark 4.2b: *Over 6,000 mt of fresh produce exported by 12/31/01 (52% completed).*

Benchmark 4.2c: *Over 50 mt of vanilla exported by 12/31/01 (66% completed).*

Benchmark 4.2d: *Over 20 mt of papain exported by 12/31/01 (55% completed).*

Benchmark 4.2e: *Over 2,500 mt of cocoa exported by 12/31/01 (68% completed).*

Benchmark 4.3: *Production credit obtained for at least 2 producer/exporter clients by 12/31/01 (50% completed).*

Objective 5: Promote agricultural processing of HV products

All vanilla processors have improved their existing facilities or are constructing new processing plants this year, in anticipation of a rapid growth in the industry. The new grant to UNVA allows for some cost-sharing on equipment for processing in remote areas, and applications have already been received.

There is niche market interest in dried pineapple, apple banana and chilli from Uganda. This is not big business but potential sales could reach US\$500,000 over the next 3 years. Provisional agreement has been reached with 3 companies to provide technical support to increase their production and processing facilities, including payment for organic certification of outgrowers mainly in the Luwero area. As always, the main problem is low and unreliable supply of raw material. Technical and grant assistance to House of Spices has resulted in increased production of various spices for the local and regional market.

Benchmark: *At least 2 new processing facilities established by 12/31/01 (100% completed).*

**Increased capacity of sector to provide efficient support services to exporters by EOP as measured by a) an annual increase of 20% in throughput volumes, b) a reduction in freight costs and c) at least 3 policy, regulatory and bureaucratic interventions
(Output 5)**

Objective 6: Improve airport handling system

FHL has grown rapidly into the main handling company for flowers and fresh produce at Entebbe International Airport. The company is in profit after only 9 months of operation and already needs to double its cold storage capacity to cope with demand from exporters. At least 27 exporters are utilizing the facility and volume of products exported through FHL has now reached about 350 mt/month.

This has demonstrated clearly that dedicated handling of perishable products can result in quality improvements and better prices for growers.

Direct negotiations between FHL and airlines have resulted in an average freight rate reduction of US\$0.15/kg to Europe for the 2001 "off-season" (May-August). This is a saving of US\$15,000 for a typical exporter of 5 mt/week, and an overall saving to the industry of more than US\$200,000 in 4 months. Current negotiations could result in even bigger savings for the main 2001/2002 season.

Three managers and 20 support staff at FHL were trained in cold chain management. Continued technical assistance was provided by the HV team and regular meetings held with the FHL management staff.

***Benchmark 6.1:** At least 20 exporter clients utilize FHL cold store facilities by 12/31/01 (135% accomplished).*

***Benchmark 6.2:** At least 350 mt/month of HV products exported through FHL by 12/31/01 (100% completed).*

***Benchmark 6.3:** At least 10 managers and 30 support staff trained in cold chain management by 12/31/01 (50% completed).*

Objective 7: Consolidate freight at Entebbe International Airport

FHL has introduced a weekly freight forecasting system, which has allowed favourable contracts to be negotiated for the whole year. Rates have come down, capacity has gone up and offers from new carriers are well ahead of projected volumes for 2001/2002. Dead weight has been minimized through a high level of grower commitment and by employing shared consignments with fish exporters.

A working capital loan facility of US\$500,000 has been agreed with Barclays Bank, using the Export Credit Guarantee Fund (ECGF). This will enable full charters to be introduced, providing improved services direct to Amsterdam and other European destinations by September 2001.

Fresh produce exporters have finally realised the consolidation and quality advantages of FHL and have requested substantial additional space for 2001/2002. This could have a major positive impact on the quantity of fresh produce exported over the next 3 years.

Benchmark 7.1: *Weekly forecasts on tonnage prepared by 12/31/01 (50% completed).*

Benchmark 7.2: *Adequate freight capacity made available to at least 20 exporters by 12/31/01 (90% completed).*

Benchmark 7.3: *Pre-shipment finance available to at least 20 exporters using FHL by 12/31/01 (0% completed. ECGF facility being finalised).*

Objective 8: Strengthen institutional systems

(a) UFEA:

Technical support to UFEA has continued at a high level and is having major impact. The research and training centre is operating successfully and is being fully utilized by growers. It also receives many visitors (buyers, breeders, growers from other countries) and has proven to be a great promotional activity for Ugandan floriculture. Trial roses are being sold successfully on the local and export markets, and the centre should be financially self-sufficient by September 2002.

UFEA members have agreed to pay a fee of US\$4,000 per farm to fund development of the facility during 2001, to be collected as a US\$0.05/kg levy by FHL. Following research on joint procurement of inputs directly from overseas suppliers, local suppliers were given copies of quotations. As a result of this, they (local suppliers) have reduced prices of fertilizers and chemicals by 10-20%.

(b) HORTEXA:

Assistance to HORTEXA is limited due to the lack of investment capital of its members who are generally opportunistic traders rather than integrated production and marketing companies. This means they have limited opportunities on the European market, which is demanding higher levels of product management and traceability than they can provide.

The two immediate threats to the businesses of HORTEXA members are high freight rates and illegal residue levels. Progress on reducing freight rates is being made through FHL (see Objective 7 above) and the issue of residue levels is being addressed through regular training of exporters and growers on safe use of chemicals. This comes under compliance to the national code of practice.

(c) UNVA:

The Uganda National Vanilla Association (UNVA) has been awarded a grant of US\$76,000 following its successful utilisation of a previous USAID grant. The association has strengthened significantly this year due to high world market prices, which have provided high returns to growers and processors. Technical assistance has continued to focus on production training and quality assurance.

(d) UCA:

A grant for training and technology transfer has been awarded to the new Uganda Cocoa Association (UCA), following a model used successfully with the UNVA. The needs of cocoa and vanilla growers are very similar and, in some areas (Bundibugyo, Mukono and Iganga), farmers grow both crops. Cocoa is also becoming important as a substitute for coffee in some areas devastated by coffee wilt disease. Over the long term, cocoa has the potential to become a relatively large export crop, if quality can be improved and niche markets developed.

(e) MUFA:

Arrangements have been made for 10 third year students of Makerere University from the Faculty of Agriculture to carry out internships on 8 HV farms. Three post-graduate students supported by IDEA are pursuing Masters Degrees in Agri-business Studies (MABS) at the same institution and are in the second year of course and research work. A second group of 3 MABS post-graduate students supported by IDEA are in their first year.

It is difficult to know the effect of IDEA activities on government policies, although since ADC is the main source of information on HV exports, it must have some influence. At a national level, there are still tax disincentives for NTAEs and the recent increase in electricity tariffs will affect everyone. However, the liberalisation policy at Entebbe International Airport has already had major positive effects, and GoU has apparently approved funds of US\$ 2 billion to assist floriculture in the 2001 budget. No details of how these funds will be used are available. An interesting development at local level in Mukono district is the passing of by-laws to prohibit picking of vanilla before the date agreed by the UNVA. This has already resulted in several arrests!

- Benchmark 8.1:** *At least 1 policy and regulatory intervention undertaken by 12/31/01 (0% completed).*
- Benchmark 8.2:** *At least 4 HV associations assisted by 12/31/01 (50% completed. Ongoing activity).*
- Benchmark 8.3:** *At least 2 scholarships awarded in Masters in Agri-business Studies by 12/31/01 (150% completed).*
- Benchmark 8.4:** *At least 12 interns placed by 12/31/01 (0% accomplished. Implementation scheduled for second half of work plan year).*

2.3 Project Management, Monitoring and Evaluation

Overview

Project Management, Monitoring and Evaluation unit is an integral part of the project. It is meant to ensure that the project is making progress towards meeting its overall economic development goal. To monitor progress towards reaching this goal, the ADC has maintained close collaboration with the USAID Mission, which has the overall project monitoring and evaluation responsibility. During the reporting period, greater emphasis was placed on contract administration, collaboration and reporting.

At the beginning of the seventh work plan year, eight objectives were identified under Project Management, Monitoring and Evaluation. The sections that follow highlight progress by objective during the first half of the 7th work plan year.

Progress by Objective

Project on time, on budget and on target over LOP as measured by a) at least 20% increase p.a. in exports of supported NTAEs, b) a 10% increase in rural incomes and c) reports being submitted on time

Objective 1: Facilitate team building/8th annual work plan

This will be conducted mid December 2001. The first session will involve the ISC, USAID, and the ADC team. The second session will involve the ISC reconvening and approving the 8th annual work plan and training plan.

Benchmark 1.1: *Eighth annual work plan approved by the ISC by 12/15/01 (0% accomplished. Scheduled for second half of work plan year).*

Benchmark 1.2: *Training plan approved by 12/15/01 (0% accomplished. Scheduled for second half of work plan year).*

Objective 2: Effect contract administration and reporting

The IDEA project has efficient systems of contract administration and reporting. This is reinforced by Chemonics experience in implementing USAID contracts and the HO support provided to the field. The Project Management unit has good working relationships with USAID, the ISC, ADC clients, the GoU and other collaborators.

Additional grants were approved and executed during the reporting period for the Uganda National Vanilla Association, on-farm vegetable research trials at Mairye Estates and the NARO Maize and Beans research programmes. Existing grants have been closely monitored by project TAs and the Grants Manager.

There was no change in staffing at the ADC during the reporting period.

- Benchmark 2.1:** *All expatriate staff's personal vehicles registered and copies of liability insurance documents filed by 12/31/01 (50% accomplished. Ongoing activity).*
- Benchmark 2.2:** *Documentation of expatriate status and all work permits and visas completed by 12/31/01 (50% accomplished. Ongoing activity).*
- Benchmark 2.3:** *ISC meetings held on at least a quarterly basis by 12/31/01 (50% accomplished. On-going activity).*
- Benchmark 2.4:** *Updated local office procedures manual developed by 12/31/01 (0% accomplished).*
- Benchmark 2.5:** *Updated local employee handbook developed by 12/31/01 (0% accomplished).*
- Benchmark 2.6:** *Monthly vouchers submitted by 12/31/01(50% accomplished. On-going activity).*
- Benchmark 2.7:** *Two semi-annual progress reports submitted by 12/31/01 (50% accomplished. Twelfth semi-annual progress report submitted on 1/15/01).*
- Benchmark 2.8:** *Audits of project-financed activities completed by 12/31/01 (0% accomplished).*
- Benchmark 2.9:** *Procurement/receiving/inventory/marketing completed by 12/31/01 (0% accomplished).*
- Benchmark 2.10:** *STTA reports completed by 12/31/01 (0% accomplished).*

Objective 3: Collaborate with other economic growth initiatives

The reporting period was busy with respect to this objective. The USAID Mission was preparing its new 6 year Integrated Strategic Plan (ISP) and implementing partners such as IDEA were frequently engaged in dialogue with the Mission, and with consulting teams brought in by the Mission to prepare analytical narratives. John Lichte carried out an analysis of ADC/IDEA NTAE activities and showed a net benefit:cost ratio of approximately 11:1 for the project.

ADC has had frequent meetings with team members and consultants from SPEED and COMPETE. Other donors and NGOs also make daily contact with the ADC.

The ADC has provided input on the ECGS (particularly in relation to a revolving loan facility for Fresh Handling Ltd.). We have also been active with the planned DCA credit risk insurance program (especially for the grain exporters).

The COP continues to chair the ACDI/VOCA/PL-480 Technical Review Committee and serves as a peer reviewer for Foodnet grants.

- Benchmark 3.1:** *At least 1 competitiveness study undertaken for COMPETE on an IDEA NTAE (0% accomplished. Analysis on sweetheart roses to be undertaken during second half of work plan year).*

Benchmark 3.2: *At least 1 engagement completed with SPEED for access to credit by NTAE clients (10% accomplished).*

Benchmark 3.3: *ADC LTTA serve on PL-480 TRC and attends at least 4 meetings (50% accomplished. On-going activity).*

Monitoring system functioning over LOP as shown by a) M&E system in place, b) systematic monitoring of project outputs and c) secondary data updated and disseminated

Objective 4: Review and maintain monitoring system

The IDEA M&E system is in place and functioning. The system stresses simplicity and allows USAID and the project team to incorporate monitoring efforts in the daily management and technical requirements of the project and at the same time capture gender-disaggregated data in the NTAE chain from rural producers through to exporters. The system revolves around a database set up, which allows for monthly tracking of project inputs. The Agribusiness Impact Monitoring System (AIMS) tracks project inputs such as firms assisted, training and outputs such as completed research grants, number of people trained and technology adoption.

During the period under review, data was periodically up-dated in order to track project inputs and outputs. Semi-annual reporting format was reviewed and the twelfth semi-annual progress report produced and disseminated on time.

Benchmark 4.1: *AIMS reviewed and maintained consistent with SOI requirements by 12/31/01 (50% accomplished. On-going activity).*

Benchmark 4.2: *Semi-annual reporting format reviewed by 6/4/01 (100% accomplished).*

Benchmark 4.3: *Twelfth semi-annual progress report produced and disseminated by 1/15/01 (100% accomplished).*

Benchmark 4.4: *Thirteenth semi-annual progress report produced and disseminated by 8/1/01 (0% accomplished).*

Objective 5: Update M&E data from secondary sources

The ADC maintained contacts, which had already been established with secondary data providers during the past 6 years. Information was sought on production, yields, marketing, exports, incomes, prices and other relevant macro-economic data. Close liaison continued to be maintained with the Bank of Uganda (BOU), Uganda Export Promotion Board (UEPB), Uganda Bureau of Statistics (UBOS) and the Uganda Revenue Authority (URA). The focus of collaboration with these institutions was on export data for the NTAEs being promoted by IDEA. UBOS intends to undertake a cross border trade study and the findings of the study will certainly be used to compare with ADC monthly cross border data.

Benchmark: *Secondary data collected and updated by 12/31/01 (50% accomplished. On-going activity).*

Objective 6: Conduct commodity studies for impact evaluation

Three commodity groupings, namely maize/beans, floriculture and fresh produce have been identified as commodities to be studied during the second part of the work plan year. A census of paw paw production and papain processing will also be conducted during the second half of the year.

The overall objective of the commodity studies will be to identify impacts associated with IDEA intervention and lessons learned. The studies will also specifically help establish benchmarks upon which IDEA can set targets and re-assess its resource allocation.

The cross border data collection mechanism established in 2000 was maintained. However, the number of border points was reduced since only 4 were found to be major exit points for NTAEs. These were Suam, Lwakhakha, Malaba and Busia (all along the Kenyan border). The NTAEs covered included maize, beans, matooke, apple banana and bogoya, pineapple, passion fruit and dried cassava.

Benchmark 6.1: *At least two commodity studies conducted by 12/31/01 (0% accomplished, slated for second part of work plan year).*

Benchmark 6.2: *Data on cross border trade collected and disseminated by 12/31/00 (50% accomplished. On-going activity).*

Objective 7: Assess project interventions and prepare Agribusiness Highlights

In-house assessment of project interventions continued during the period under review. The assessment of the effectiveness of commercial farmer training is currently underway. It is expected that the outcomes of the assessment will form a key input in the re-design of the training program for commercial maize producers. During the second half of the work plan year, the M&E Specialist will further collaborate with the project TA and identify other possible areas of assessment.

Arising from the commodity studies and in-house assessment, Agribusiness Highlights will be prepared and disseminated during the second half of the year. It is anticipated at least 2 Agribusiness Highlights will be prepared and disseminated.

Benchmark: *At least 3 project intervention areas assessed and Agribusiness Highlights prepared by 12/31/01 (0% accomplished. Slated for second half of the year).*

Environmental assessments and surveys conducted over LOP

Objective 8: Conduct environmental impact assessments of NTAE growers and firms

Like the case during the previous period, no formal impact assessment was conducted during the period under review. Since the outcome of the USAID-funded pesticide IEE had not yet been released, it was decided to defer any assessment of assisted firms. The rationale for this was that

the pesticide IEE would lay the framework and guidelines upon which IDEA clients would be monitored.

Now that the pesticide IEE has been finalized and submitted to USAID, M&E will collaborate with other IDEA TA to implement this objective. Where needed, STTA will be utilized. Commodity studies to be conducted during the second part of the year will also include aspects of environmental assessment.

On a routine basis, IDEA continued to provide on-spot technical assistance and advice and either sponsored or collaborated with other institutions on matters related to Integrated Pest Management (IPM).

The key areas of focus were on use of improved/resistant varieties, improved crop husbandry practices, product knowledge, proper handling, transportation, handling and storage of chemicals, safety measures, use of organic principles, correct dosage of recommended chemicals and disposal, and post-harvest handling and storage.

Benchmark 8.1: *At least two annual NTAE grower environmental surveys conducted and updated by 12/31/01 (0% accomplished, slated for second half of work plan year).*

Benchmark 8.2: *Environmental assessments conducted for 10 assisted firms by 12/31/01 (0% accomplished, slated for second half of work plan year).*

Benchmark 8.3: *Updated pesticide IEE submitted to USAID by 12/31/01 (100% accomplished).*

3.0 CONCLUSION

There is a stable complement of long-term personnel at the ADC providing TA to NTAE clients. The 2000A season experienced above average rainfall over most of the country. This has resulted in bumper crops for many of the food commodities, and Uganda is relatively food secure at the moment.

Marketing of cash crops such as maize is expected to be problematic over the coming months due to good crops and carryover stocks in neighbouring countries, and abundance of other foodstuffs such as matooke and root and tuber crops. Prices will be lower on all food crops, that enhances accessibility and keeps inflation low. Despite the large harvests, farmers are likely to experience lower farm incomes because prices could show drastic declines.

World coffee prices remain depressed due to oversupply, with Uganda also experiencing reduced supply, primarily the result of coffee wilt which is now prevalent in the key districts. This reinforces the need for NTAE diversification and growth.

The Uganda Shilling stabilized and strengthened during the period. The Euro, Dutch guilder and the British pound all remained relatively weak to the US\$, which deflates our HV NTAE export values.

Presidential and parliamentary elections were held during the reporting period, with the return of the incumbent, President Museveni and many of the parliamentarians, with some unseated. It is anticipated that the GoU and its partners will be able to forge ahead with implementation of the PEAP and the PMA.

We still maintain that there are some very good investment opportunities in NTAE, our main limitation is identifying qualified investors.

Annex 1
Results Framework for Low and High Value
Components

RESULTS FRAMEWORK FOR LOW VALUE COMPONENT

INCREASED RURAL HOUSEHOLD INCOMES FROM SELECTED LV COMMODITIES

INCREASED VOLUME & VALUE FROM PRODUCTION AND MARKETING OF SELECTED LV COMMODITIES BY COMMERCIAL AND SMALL SCALE PRODUCERS

INCREASED USE OF EFFICIENT PRODUCTION TECHNOLOGIES

- Increase in output and yields
- Reduction in unit costs for commercial enterprises
- Increased no of small scale adopters
- Increased no of commercial farmer clients
- Increased no of commercial farmer clients accessing production credit
- Increased no of commodity interventions

INCREASED SUSTAINABILITY OF INPUT SUPPLY

- Increased sales of inputs (seed, fertilizer, crop chemicals)
- Increased number of suppliers, distributors and stockists
- Increased number of farmers using off-farm inputs
- Increased number of policy and regulatory interventions
- Increased no of associations assisted

INCREASED MARKET EFFICIENCY

- Increased volumes marketed
- Price premium through RAMS
- Increased sales from commercial farmer clients
- Increased number of policy regulation interventions

Generation of Efficient Production Technologies

- Increase in research of variety & economic trials
- Increase in technology packages developed
- Increase in new products
- Increase in new technology interventions

Promotion of Efficient Production & Post Harvest Technologies

- No of commercial farmer clients adopting improved post harvest handling systems
- No of field demos
- No of commercial farms
- Area, output & yields under commercial farms
- No of farmers trained by gender
- No of technology adopters by gender
- No of commercial farmers accessing credit

Functioning Input Supply System

- No of suppliers, distributors and stockists
- Sales volume & value of seed, fertilizers & other inputs
- No of farmers using off-farm inputs
- Cumulative ATAIN credit guarantee amount provided
- No of firms accessing credit
- Recovery rate on credit guarantees
- No of associations assisted

Seed Multiplied & Distributed

- No of participants
- Volume and value of seed multiplied and distributed
- No of policy, regulatory and bureaucratic interventions
- No of associations assisted

Market Information System in Operation

- No of MKIS reports disseminated
- No of crop forecast data disseminated
- No of market analyses
- No of clients subscribers

Rural Agricultural Marketing Systems (RAMS)

- No of private sector participants
- No of rural buying centres
- No of producers selling through RAMS
- Price premium received
- Volume & value of commodities marketed

Outgrower Initiative

- No of schemes
- No of producers by gender
- Volume & value of commodities produced
- No of schemes accessing credit

Increased Exports

- No of exporters assisted
- Volume/value of commodities exported
- No of firms accessing exporter finance
- No of policy, regulatory and bureaucratic interventions

Agricultural Processing Promoted

- No of firms assisted
- Quantity processed
- Value of processed products/value added
- No of policy, regulatory and bureaucratic interventions

RESULTS FRAMEWORK FOR HIGH VALUE COMPONENT

INCREASED RURAL HOUSEHOLD INCOMES FROM SELECTED HV COMMODITIES

INCREASED VOLUME AND VALUE OF SELECTED HV EXPORTS

INCREASED CAPACITY OF FIRMS TO RESPOND TO GLOBAL MARKET REQUIREMENTS THROUGH INCREASED EFFICIENCY AND COMPETITIVENESS

- Increased output of selected HV commodities
- Increased export volumes and values of select HV commodities
- Increased number of exporters

INCREASED CAPACITY OF SECTOR TO PROVIDE EFFICIENT SUPPORT SERVICES TO EXPORTERS

- Reduced handling and shipping costs
- Increased use of facilities
- Increased volume of operation
- Increased number of active trade associations

Efficient Production Technologies Promoted

- No of field demos
- No of varieties released
- No of technology adopters
- No of commercialization bulletins

Increase in Market Opportunities

- No of MKIS reports disseminated
- No of new products and markets
- No of market analyses
- No of exporter clients accessing finance through ADC interventions

Improved Quality and Post-harvest Handling

- No of pack houses/processing facilities in place
- Market share at farm gate
- No of firms adopting code of conduct

Increased Volumes of Production

- Volume of select HV commodities
- No of producers & farms
- No of employees
- No of outgrower schemes
- No of producer clients accessing production credit through ADC interventions

Agricultural Processing Promoted

- No of firms
- Quantity of product processed
- Value of processed products
- Value added

Improved Airport Handling System

- Capacity of handling facilities
- No of exporter clients using facilities
- Throughput volumes

Consolidation of Freight

- Total capacity available
- Frequency of flights
- Average freight/handling costs
- Destinations of products

Institutional Systems in Place

- No of legal policy and regulatory interventions
- No of HV NTAE associations assisted
- Paid up association membership

Research Activities

- No of research contracts
- No of variety and agronomic trials
- No of technology packages developed
- No of new products

Promotion of Products

- No of trade missions supported
- No of inward buyer visits supported
- No of importers buying Ugandan produce
- No of products exported
- No of exporters

Annex 2

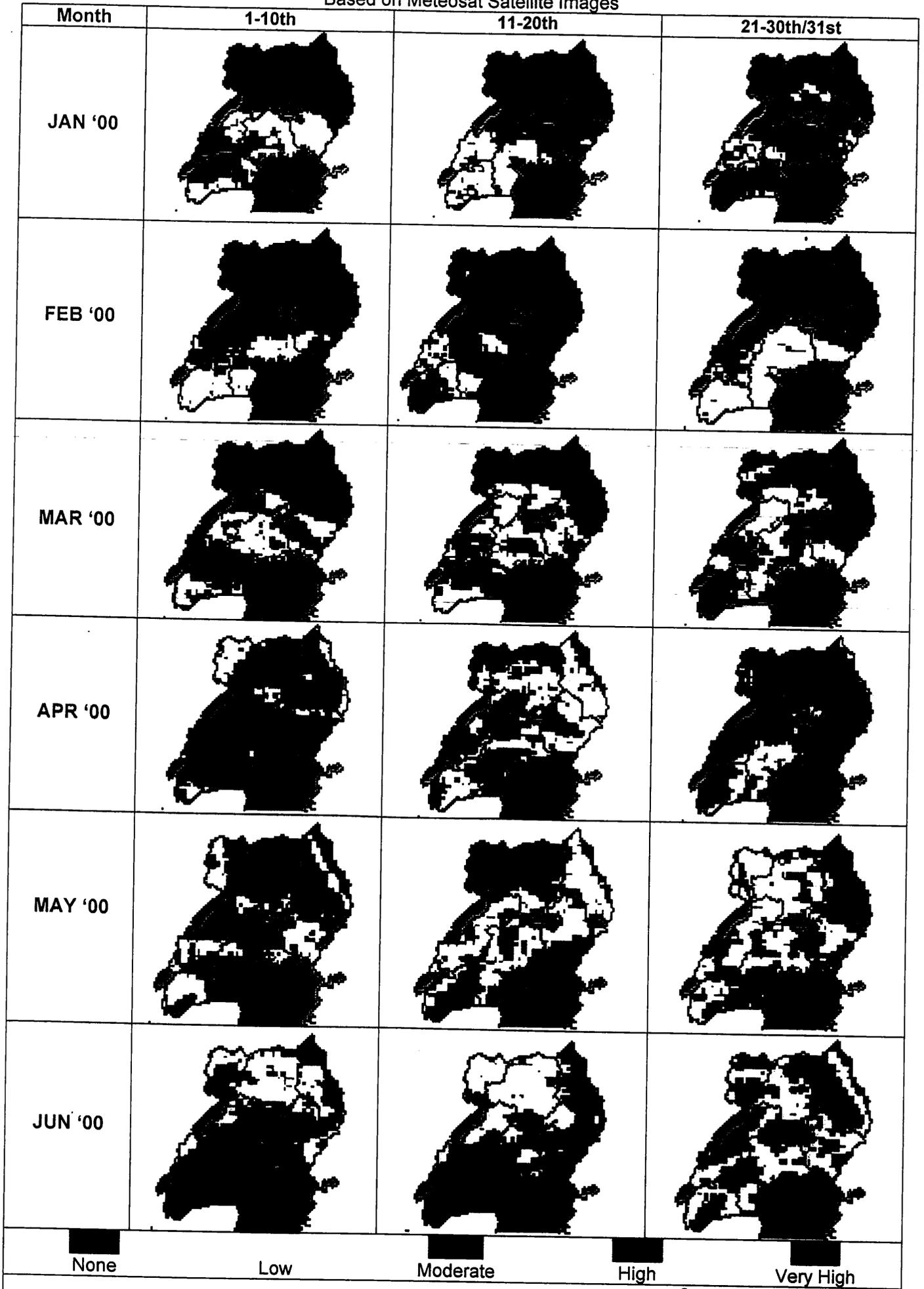
ADC/IDEA Project Long Term Professionals

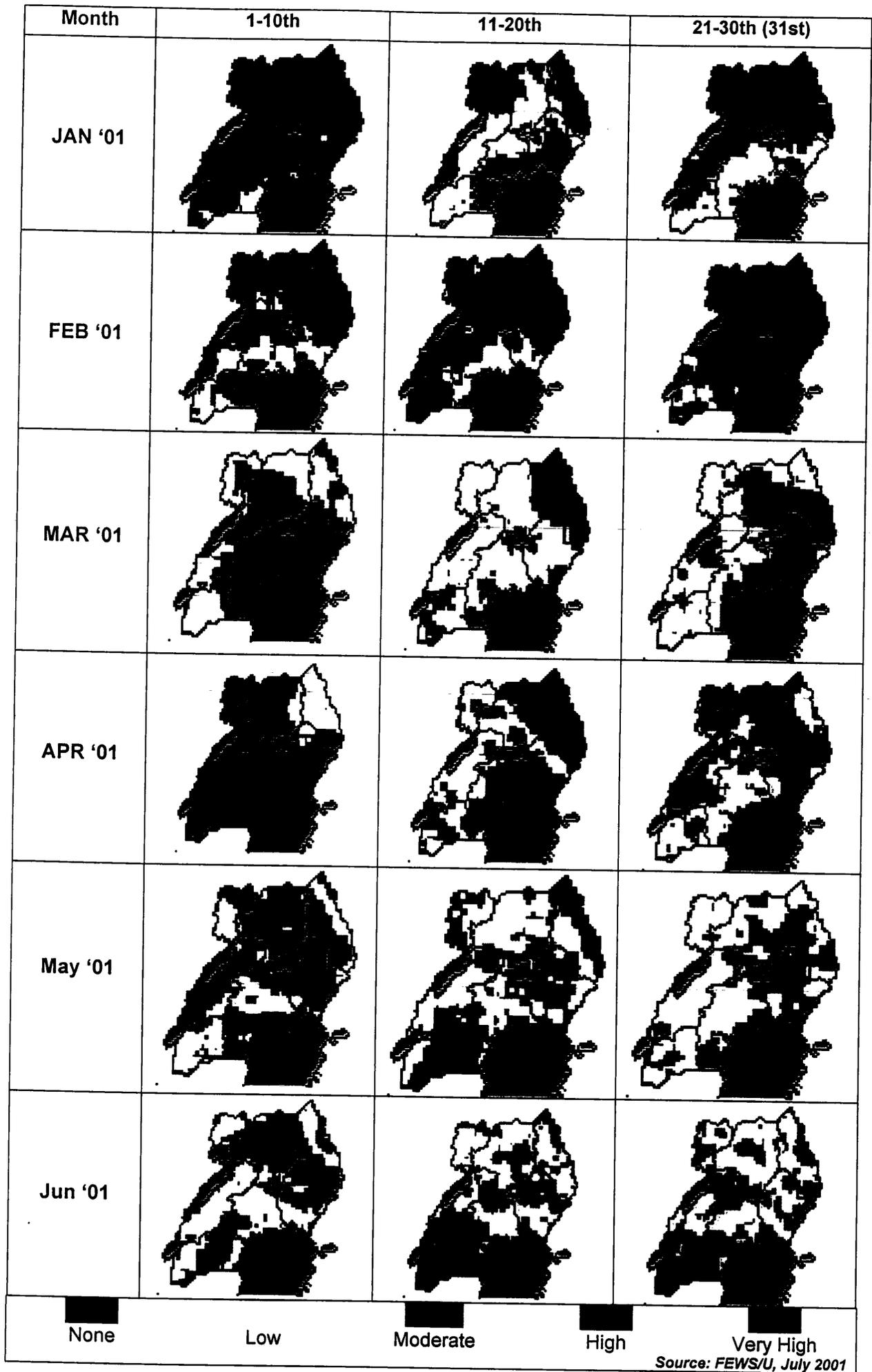
LOE for Long Term ADC/IDEA Professionals

Name	Position	Months		
		Programmed under IDEA Extension	Utilized up-to 30-Jun-01	Balance
Expat:				
Clive Drew	Chief of Party	52	16	36
Chris Donohue	Grants and Operations Manager	51	15	36
Steve New	High Value Crop Production and Marketing Advisor	48	16	32
Steve Humphreys	High Value Crop Production and Marketing Advisor	32	16	16
Mark Wood	Low Value Crop Production and Marketing Advisor	48	16	32
Frank O'Brien	Low Value Crop Production and Marketing Advisor	32	14	18
Local:				
Peter Wathum	Monitoring and Evaluation Specialist	51	16	35
Umran Kaggwa	High Value Horticultural Specialist	50	16	34
Christine Kiwanuka	High Value Horticultural Specialist	40	11	29
Martin Wamaniala	Low Value Commodity Specialist	50	16	34
Fred Muhhuku	Low Value Commodity Specialist	41	13	28
Asaph Besigye	Business Advisory Specialist	40	16	24
Fred Ssango	Research, Extension and Education Specialist	40	16	24
Totals		575	197	378

Annex 3
Rainfall Patterns

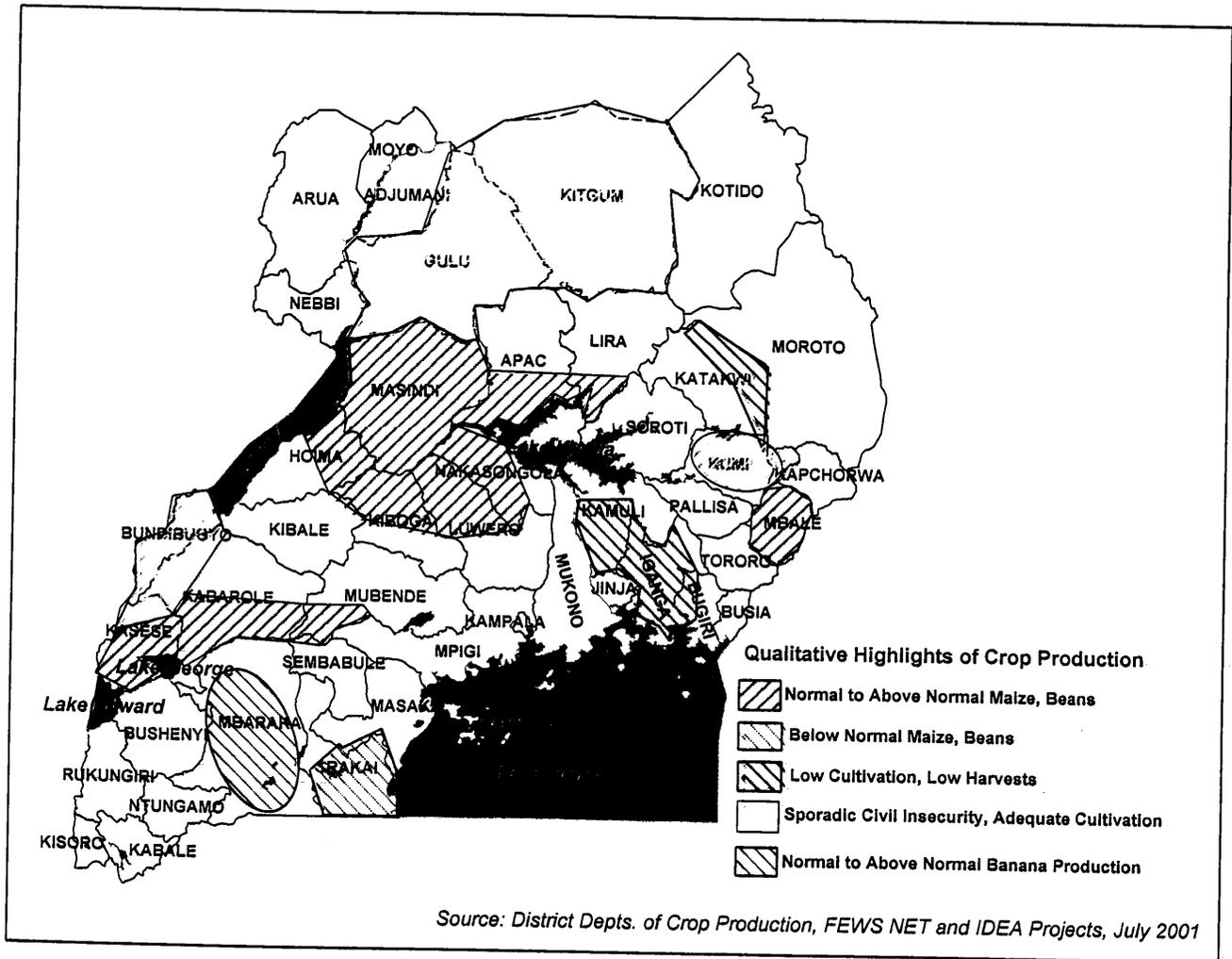
Rainfall Estimates for Seasons 2000A and 2001A
Based on Meteosat Satellite Images





Source: FEWS/U, July 2001

Highlights of First Season Crop Production



Annex 4

Summary of LV and HV Achievements:
January - June 2001

Annex 4 (a)

Low Value Achievement Indicators: January – June 2001

A: MAIZE AND BEAN EXPORTS FOR 2001

Commodity							TOTAL
	Jan	Feb	Mar	Apr	May	Jun	
Maize Volume (Mt):							
Formal exports	5,313	4,203	354	58	55	2	9,985
Informal exports	7,700	5,570	2,480	1,715	612	710	18,787
Internal relief exports	6,135	2,888	1,000	1,470	2,483	4,263	18,239
Total maize volume	19,148	12,661	3,834	3,243	3,150	4,975	47,011
Maize Values (US\$ Million):							
Formal exports	0.733	0.558	0.049	0.007	0.006	0.000	1.353
Informal exports	1.217	0.854	0.346	0.214	0.095	0.098	2.824
Internal relief exports	1.166	0.537	0.182	0.257	0.410	0.708	3.259
Total maize value	3.116	1.949	0.577	0.478	0.511	0.806	7.437
Bean Volumes (Mt):							
Formal exports	1,394	642	56	25	38	121	2,276
Informal exports	80	50	150	280	270	425	1,255
Internal relief exports	1,207	574	0	1,134	626	190	3,731
Total bean volume	2,681	1,266	206	1,439	934	736	7,262
Bean Values (US\$ Million):							
Formal exports	0.450	0.200	0.017	0.008	0.010	0.028	0.713
Informal exports	0.027	0.015	0.043	0.087	0.079	0.116	0.367
Internal relief exports	0.398	0.198	0.000	0.403	0.229	0.073	1.301
Total bean value (US\$ Million)	0.876	0.413	0.060	0.498	0.318	0.217	2.381
Value of maize & beans (US\$ Million)	3.991	2.362	0.637	0.976	0.829	1.022	9.817

B: RURAL AGRICULTURAL MARKETING SYSTEMS (RAMS): 2001

PARTICULARS	2001						TOTAL
	Jan	Feb	Mar	Apr	May	June	
Number of producers selling through RAMS	253	253	253	253	253	253	253
Volume of maize marketed through RAMS (mt)	0	50	400	600	275	225	1,550
Value of maize marketed through RAMS (\$)	0	5,885	47,080	70,620	32,367	26,482	182,434
Volume of beans marketed through RAMS (mt)	0	60	0	0	0	0	60
Value of beans marketed through RAMS (\$)	0	15,160	0	0	0	0	15,160
Number of rural buying centres	21	21	21	21	21	21	21

C: SEED SALES: 2001

PARTICULARS	2001						TOTAL
	Jan	Feb	Mar	Apr	May	Jun	
Sales volume of maize seed (mt)	67	297	426	260	76	1	1,127
Sales value of maize seed (\$)	53,207	235,860	338,305	206,489	60,345	794	895,000
Sales volume of bean seed (mt)	17	110	245	50	18	0	440
Sales value of bean seed (\$)	9,027	58,510	130,317	26,595	9,574	0	234,023
Volume of maize seed multiplied (mt)	83	372	530	325	90	0	1,400
Volume of bean seed multiplied (mt)	20	120	300	60	0	0	500
Number of seed firms assisted	5	5	5	5	5	5	5

D: AGRIBUSINESS TRAINING AND INPUT NETWORK (ATAIN): 2001

PARTICULARS	-----						Total
	Jan	Feb	Mar	Apr	May	Jun	
National Sales							
Value of maize seed (\$)	53,207	235,860	338,305	206,489	60,345	794	895,000
Volume of maize seed (mt)	67	297	426	260	76	1	1,127
Value of bean seed (\$)	9,027	58,510	130,317	26,595	9,574	0	234,023
Volume of bean seed (mt)	17	110	245	50	18	0	440
Value of fertilizers sold (\$)	157,500	236,250	945,000	945,000	551,250	315,000	3,150,000
Volume of fertilizers sold (mt)	500	750	3,000	3,000	1,750	1,000	10,000
Sales under ATAIN							
Value of maize seed (\$)	16,814	57,149	160,051	102,076	30,564	0	366,654
Volume of maize seed (mt)	16	49	131	74	24	0	294
Value of bean seed (\$)	7,300	2,190	11,688	4,380	730	0	26,288
Volume of bean seed (mt)	10	3	16	6	1	0	36
Value of fertilizers sold (\$)	15,750	39,375	49,500	51,000	36,375	18,750	210,750
Volume of fertilizers sold (mt)	42	105	132	136	97	50	562
Number of distributors	5	5	5	5	5	5	5
Number of input stockists	178	194	199	199	206	206	206
Number of input stockists (females)	27	29	35	35	35	35	35
Recovery rate on credit guarantee (%)	100	100	100	100	100	100	100
# of employees in the input supply system	356	388	388	398	412	412	412
Percent of employees females (%)	50	50	50	50	50	50	50
Number of farmers served	38,750	38,750	38,750	38,750	38,750	38,750	38,750

E: COMMERCIAL FARMING OPERATIONS: 2001

PARTICULARS	Unit	Season A Year 2001
Small Scale Commercial Farmers:		
Number of small-scale commercial farmer clients	no	154
Number of small-scale commercial farmer clients (females)	no	24
Area under maize by small-scale commercial farmer clients	ha	506
Area under beans by small-scale commercial farmer clients	ha	110
Maize yield from small-scale commercial farmer clients	mt/ha	3.50
Bean yield from small-scale commercial farmer clients	mt/ha	0.75
Maize output from small-scale commercial farmer clients	mt	1,771
Bean output from small-scale commercial farmer clients	mt	83
Number of small-scale commercial farmer clients receiving credit	no	30
% of small-scale commercial farmer clients receiving credit who are females	%	7
Total credit received by small-scale commercial farmer clients	\$	10,500
Loan repayment rate	%	n.a
Medium Scale Commercial Farmers:		
Number of medium-scale commercial farmer clients	no	253
Number of medium-scale commercial farmer clients (females)	no	21
Area under maize by medium-scale commercial farmer clients	ha	2,600
Area under beans by medium-scale commercial farmer clients	ha	15
Maize yield from medium-scale commercial farmer clients	mt/ha	3.70
Bean yield from medium-scale commercial farmer clients	mt/ha	1.50
Maize output from medium-scale commercial farmer clients	mt	9,620
Bean output from medium-scale commercial farmer clients	mt	23
Number of medium-scale commercial farmer clients receiving credit	no	193
% of medium-scale commercial farmer clients receiving credit who are females	%	6
Total credit received by medium-scale commercial farmer clients	\$	520,649
Loan repayment rate	%	n.a
Total/Overall Commercial Farming Operations:		
Number of commercial farmer clients	no	407
Number of commercial farmer clients (females)	no	45
Area under maize by commercial farmer clients	ha	3,106
Area under beans by commercial farmer clients	ha	125
Maize yield from commercial farmer clients	mt/ha	3.67
Bean yield from commercial farmer clients	mt/ha	0.84
Maize output from commercial farmer clients	mt	11,391
Bean output from commercial farmer clients	mt	105
Number of commercial farmer clients receiving credit	no	223
Percent of commercial farmer clients receiving credit who are females	%	6
Total credit received by commercial farmer clients	\$	531,149
Loan repayment rate	%	n.a

Low Value Indicators at I.R 1 and Input Levels : First Season of 2001

Indicator	Unit	Jan-Jun 01
I.R LEVEL:		
Export value of maize	\$	7.437
Export value of beans	\$	2.381
Export volume of maize	mt	47,011
Export volume of beans	mt	7,262
Estimated farm gate value of maize exports	\$	4.834
Estimated farm gate value of bean exports	\$	1.714
Total volume of maize produced (estimate)	mt	380,000
Total volume of beans produced (estimate)	mt	140,000
Total area under maize (estimate - excludes Kapchorwa area)	ha	220,000
Total area under beans (estimate)	ha	190,000
Maize yield (estimate)	mt/ha	1.727
Bean yield (estimate)	mt/ha	0.737
Total volume of maize marketed (estimate)	mt	n.a
Total volume of beans marketed (estimate)	mt	n.a
INPUT LEVEL:		
Obj 1: Generation of Efficient Production Technologies		
Number of agronomic/research contracts completed	no	0
Number of technology packages developed	no	2
Number of new products released	no	0
Obj 2: Promotion of Efficient Production & Post Harvest Technologies		
Number of field demonstration sites	no	2,160
Number of farmers attending training	no	88,300
Percent of farmers trained (female)	%	36
Percent of farmers trained adopting LI technology	%	61
Maize production from commercial farmer clients	mt	11,391
Maize yield obtained by commercial farmer clients	mt/ha	3.67
Bean production from commercial farmer clients	mt	105
Bean yield obtained by commercial farmer clients	mt/ha	0.84
Number of commercial farmer clients receiving credit	no	223
Percent of commercial farmer client receiving credit female	%	6
Total credit received by commercial farmer clients	\$	531,149
Loan repayment rate by commercial farmer clients	%	n.a
Number of commercial farmer clients (medium scale)	no	253
Number of commercial farmer clients (small scale)	no	154
Number of commercial farmer client female	no	45
Percent of commercial farmer client female	%	11
Area under commercial client farms medium scale	ha	2,615
Area under commercial client farms small scale	ha	616
Number of commercial farmers with cribs	no	104
Number of commercial farmers with shellers	no	12
Number of commercial farmers with dryers	no	8
Number of commercial farmers with storage	no	202
Number of commercial farmer clients participating in seed multiplication	no	10

Indicator	Unit	Value
Obj 3: Functioning Input Supply System		
Sales value of maize seeds	\$	895,000
Sales volume of maize seeds	mt	1,127
Sales value of bean seeds	\$	234,023
Sales volume of bean seeds	mt	440
Sales value of fertilizers	\$	3,150,000
Sales volume of fertilizers	mt	10,000
ATAIN maize sales value as percentage of National sales	%	40.97
ATAIN maize sales volume as percentage of National sales	%	26.09
ATAIN bean sales value as percentage of National sales	%	11.23
ATAIN bean sales volume as percentage of National sales	%	8.18
ATAIN fertilizers sales value as percentage of National sales	%	6.69
ATAIN fertilizers sales volume as percentage of National sales	%	5.62
Number of farmers through the input supply system	no	38,750
Recovery rate on credit guarantees (All support mechanisms)	%	100
Number of input supplier clients	no	10
Number of input distributor clients	no	5
Number of input stockists (ADC direct linked)	no	206
Number of input stockists female	no	35
Number of employees in the input system	no	412
Percent of employees female	%	50
Obj 4: Seed Multiplied and Distributed		
Sales value of maize seeds	\$	895,000
Sales volume of maize seeds	mt	1,127
Sales value of bean seeds	\$	234,023
Sales volume of bean seeds	mt	440
Volume of maize seed multiplied	mt	1,400
Volume of bean seed multiplied	mt	500
Number of LV policy, beauracratc and regulatory interventions	no	0
Number of seed firms	no	6
Obj 5: Market Information System in Operation		
Number of crop forecast data bulletins disseminated	no	7
Number of market analyses	no	1
Number of new clients subscribers with market information from MKIS	no	5
Obj 6: Rural Agricultural Marketing Systems (RAMS)		
Number of producers selling through RAMS	no	253
Volume of maize marketed through RAMS	mt	1,550
Value of maize marketed through RAMS	\$	182,434
Volume of beans marketed through RAMS	mt	60
Value of beans marketed through RAMS	\$	15,160
Number of rural buying centres	no	21
Obj 7: Outgrower Initiative		
Volume of maize produced through outgrower arrangement	mt	1,755
Value of maize produced through outgrower arrangement	\$	357,946
Volume of beans produced through outgrower arrangement	mt	1,256
Value of beans produced through outgrower arrangement	\$	290,885
Number of new outgrower schemes assisted	no	2
Number of schemes accessing credit	no	4
Number of producers under outgrower schemes	no	1,760
Percent of outgrower producers female	%	30
Number of outgrower groups participating in seed multiplication	no	5

Indicator	Unit	Jan-Jun 09
Obj 8: Increased Exports		
Volume of maize exported by the assisted firms	mt	18,239
Value of maize exported by the assisted firms	\$	3,259,421
Volume of beans exported by the assisted firms	mt	3,732
Value of beans exported by the assisted firms	\$	1,300,606
Number of firms accessing exporter finance	no	0
Number of policy and regulatory interventions regarding exports	no	0
Number of exporters assisted	no	5
Obj 9: Agricultural Processing Promoted		
Quantity of maize processed (estimate)	mt	2,000
Value of processed product (estimate)	\$	440,000
Number of policy/regulatory interventions regarding processing	no	0
Number of firms supported in agricultural processing	no	2

Annex 4 (b)

High Value Achievement Indicators: January – June 2001

High Value Exports by Commodity Group for the Year 2001

Product/Commodity	Month							Jan-Jun '01
	January	February	March	April	May	June		
Flowers:								
(a): Roses								
Export value (\$)	774,060	952,840	894,375	911,310	922,708	684,200	6,119,493	
Export volume (mt)	203.7	232.4	238.5	246.3	237.2	184.5	1,343	
(b): Cuttings								
Export value (\$)	301,125	360,525	462,000	458,700	438,075	540,375	2,560,800	
Export volume (mt)	36.5	43.7	56.0	55.6	53.1	65.5	310	
Export value of flowers	1,075,185	1,313,365	1,356,375	1,370,010	1,360,783	1,204,575	7,680,293	
Export volume of flowers	240	276	295	302	290	250	1,653	
Fresh Produce:								
(a): Banana - matooke								
Export value (\$)	28,178	22,653	24,247	34,511	34,351	27,132	171,072	
Export volume (mt)	59.7	48.3	51.7	74.7	73.4	59.5	367	
(b): Banana - apple								
Export value (\$)	3,744	3,500	4,300	6,455	5,412	6,762	30,173	
Export volume (mt)	3.7	3.5	4.3	6.5	5.5	6.9	30	
(c): Hot pepper								
Export value (\$)	135,476	46,704	49,344	77,606	61,408	36,269	406,807	
Export volume (mt)	68.7	41.7	43.9	66.5	60.8	39.9	322	
(d): Green Chill								
Export value (\$)	11,045	9,649	10,575	15,260	12,990	9,999	69,518	
Export volume (mt)	11.1	11.5	9.4	10.8	10.4	9.9	63	
(e): Bobby/Fine/Runner Beans								
Export value (\$)	8,963	3,683	2,436	1,948	4,484	4,512	26,026	
Export volume (mt)	7.5	3.1	2.1	1.7	3.8	4.7	23	
(f): Okra								
Export value (\$)	5,300	3,400	4,116	3,310	5,184	2,551	23,861	
Export volume (mt)	5.3	3.4	4.2	3.3	5.2	2.6	24	
(g): Passion Fruit								
Export value (\$)	561	331	307	1,405	1,631	1,077	5,312	
Export volume (mt)	0.3	0.2	0.2	0.8	0.9	0.8	3	
(h): Pineapple								
Export value (\$)	6,100	5,649	13,716	8,703	10,000	4,594	48,762	
Export volume (mt)	6.1	5.5	13.5	8.6	10.0	4.8	49	
(i) Cross border trade value								
Export value (\$)	204,000	107,000	255,000	348,000	236,000	246,000	1,396,000	
Export volume (mt)	286	160	378	496	350	330	2,000	
(j): Other								
Export value (\$)	35,739	31,120	38,894	49,153	40,287	41,076	236,269	
Export volume (mt)	34.2	30.6	38.7	49.8	40.9	42.0	236	
Export value of fresh produce	439,106	233,689	402,935	646,361	411,747	379,672	2,413,600	
Export volume of fresh produce	482.6	307.8	646.0	718.7	680.9	601.1	3,117	
Vanilla								
Export value of vanilla (\$)	0	352,000	366,000	1,836,000	63,000	353,000	2,970,000	
Export volume of vanilla (mt)	0.0	4.0	3.9	20.4	0.7	4.0	33	
Papain								
Export value of papain (\$)	20,000	22,600	65,000	39,100	11,000	47,600	205,100	
Export volume of papain (mt)	2.0	1.5	2.6	2.3	1.1	1.9	11	
Cocoa								
Export value of cocoa (\$)	164,260	179,740	215,000	424,340	267,149	212,895	1,463,384	
Export volume of cocoa (mt)	191.0	209.0	250.0	490.0	311.0	249.0	1,700	
Export value of HV products (\$)	1,699,661	2,101,294	2,406,310	4,216,801	2,113,679	2,197,642	14,732,677	

HIGH VALUE INDICATORS AT I.R 1 AND INPUTS LEVELS: 2001A SEASON

Indicator	Unit	Jan-Jun 01
I.R 1: INCREASED VOLUME AND VALUE OF SELECT HV NTAEs		
Export value of flowers	\$	7,680,293
Export volume of flowers	mt	1,653
Export value of fresh produce	\$	2,413,800
Export volume of fresh produce	mt	3,117
Export value of vanilla	\$	2,970,000
Export volume of vanilla	mt	33
Export value of papain	\$	205,100
Export volume of papain	mt	11
Export value of cocoa	\$	1,463,384
Export volume of cocoa	mt	1,700
INPUT LEVEL:		
Obj 1: Efficient Production Technologies Promoted		
Number of research contracts completed	no	3
Number of technology packages developed	no	3
Number of new products/varieties released	no	3
Number of field demonstration sites	no	58
Number of farmers trained	no	1019
Percent of farmers trained female	%	23
Number of technology adopters	no	762
Percent of technology adopters female	%	23
Number of commercialization bulletins	no	3
Obj 2: Increase in Market Opportunities		
Number of trade missions supported	no	2
Number of inward buyer visits supported	no	5
Number of importers buying Ugandan produce	no	54
Number of products exported	no	15
Number of new exporters	no	2
Number of MKIS reports disseminated	no	12
Number of clients served with MKIS publications	no	70
Number of new products	no	0
Number of new markets	no	2
Number of market analyses	no	1
Number of exporter clients assessing finance through ADC	no	1
Obj 3: Improved Quality and Post-Harvest Handling		
Number of pack house/processing facilities in place	no	0
Number of firms implementing code of practice	no	3

Indicator	Unit	Jan-Jun 01
Obj 4: Increased Volumes of Production		
Volume of flowers exported	mt	1,653
Volume of fresh produce exported	mt	3,117
Volume of vanilla exported	mt	33
Volume of papain exported	mt	11
Volume of cocoa exported	mt	1,700
Number of flower farms	no	20
Number of fresh produce growers	no	6,600
Percent of fresh produce growers female	%	60
Number of vanilla growers	no	5,700
Percent of vanilla growers female	%	40
Number of papain growers	no	3,000
Percent of papain growers female	%	20
Number of cocoa growers	no	6,000
Percent of cocoa growers female	%	25
Number of employees at flower farms	no	3,700
Percent of employees at flower farms female	%	65
Number of new outgrower schemes assisted	no	0
Number of client producers/farms accessing production credit	no	1
Obj 5: Agricultural Processing Promoted		
Number of firms assisted in agricultural processing	no	2
Quantity of HV products processed	mt	40
Value of HV products processed	\$	360,000
Value added through HV processing	\$	183,000
Obj 6: Improved Airport Handling System		
Total capacity of handling facilities	mt/day	40
Capacity of cold store facilities	mt/day	40
Number of exporter clients using FHL	no	27
Throughput volumes	mt/week	89
Obj 7: Consolidation of Freight		
Total freight capacity	mt/week	75
Frequency of flights	no/week	5
Destinations of products (countries)	no/week	2
Average freight/handling cost of flowers	\$/kg	1.75
Average freight/handling cost of fresh produce	\$/kg	1.55
Average freight/handling cost of vanilla	\$/kg	4.00
Average freight/handling cost of papain	\$/kg	3.00
Average freight/handling cost of cocoa	\$/kg	1.50
Obj 8: Institutional Systems in Place		
Number of policy/regulatory interventions	no	1
Number of NTAE associations	no	4
Paid up association membership	no	65

Annex 5

Timelines for LV, HV and Project Management &
Monitoring: January - June 2001

Task Name

Component One: Low Value Crop Export Development

Annual export value of maize & beans increased over LOP, reaching US\$34 million by 2004

Increased use of efficient production technologies promoted, reaching 860,000 farmers and extension agents over LOP (Output 1)

Objective 1: Assist in generating efficient production technologies

Evaluate progress reports of 2000 maize and bean research activities

Assist in developing and finalizing 2001 research programs

Research new varieties

Identify new varieties for agronomic trials

Facilitate funding for trials

Initiate and support implementation and completion of research trials

Review results and recommendations of trials

Continue to promote new variety introductions

Assist in developing technology packages

Incorporate findings into field technical bulletins

benchmark 1.1: At least 10 research trials completed

benchmark 1.2: At least 4 technology packages developed and disseminated

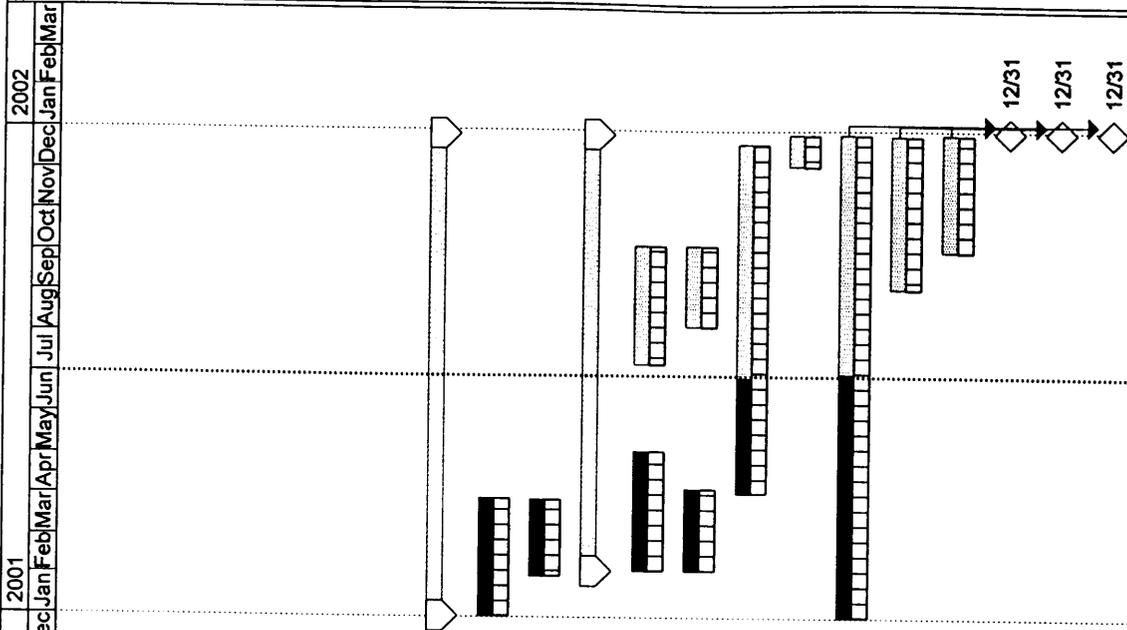
benchmark 1.3: At least 5 new products introduced

2001

2002

% Complete

43%
100%
100%
40%
50%
50%
33%
0%
50%
0%
0%
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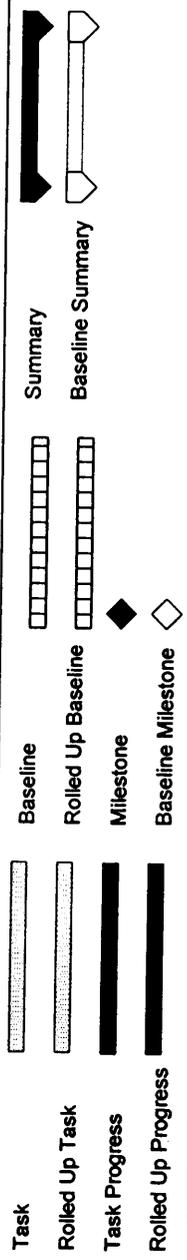
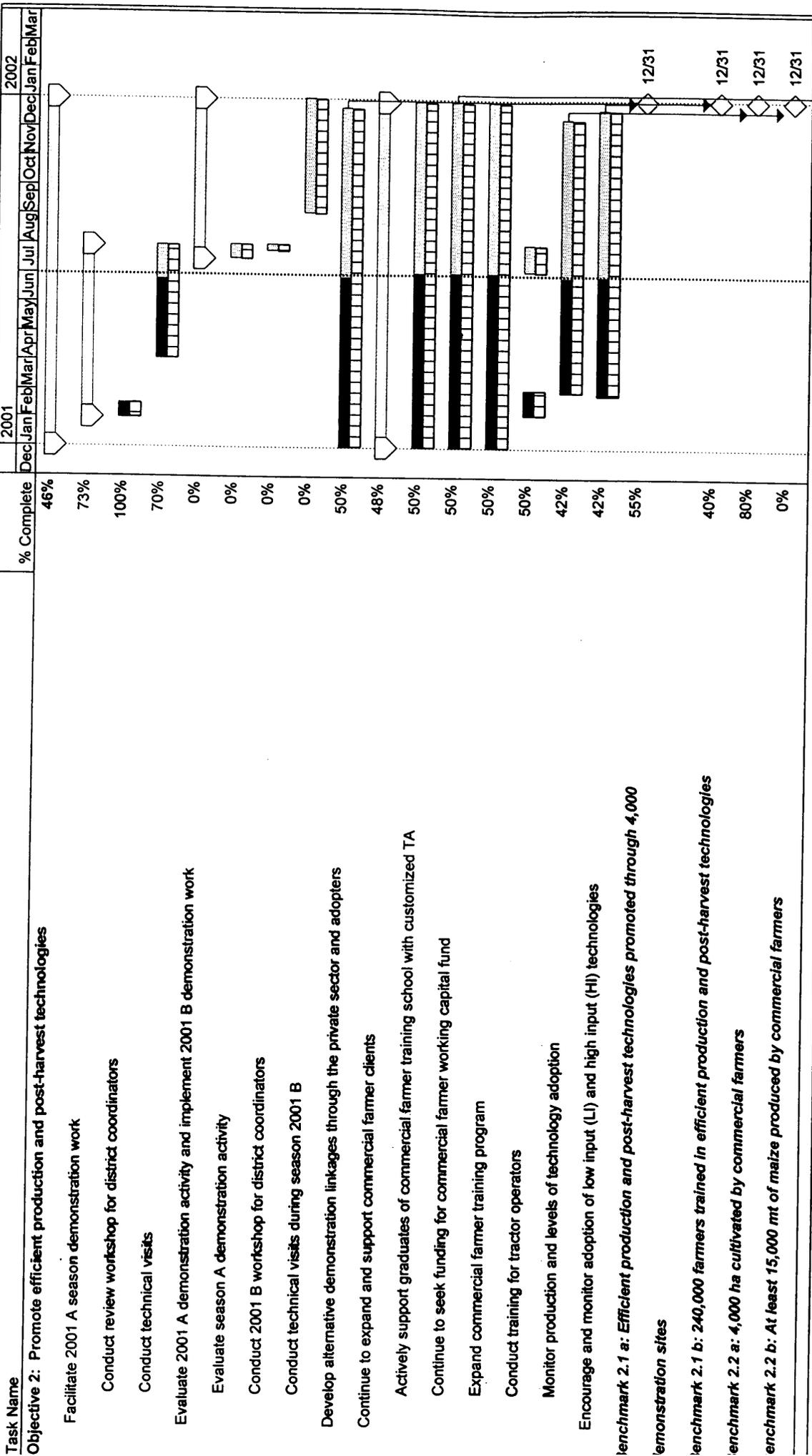
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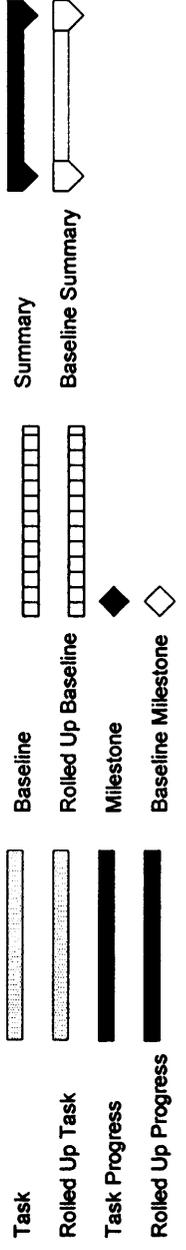
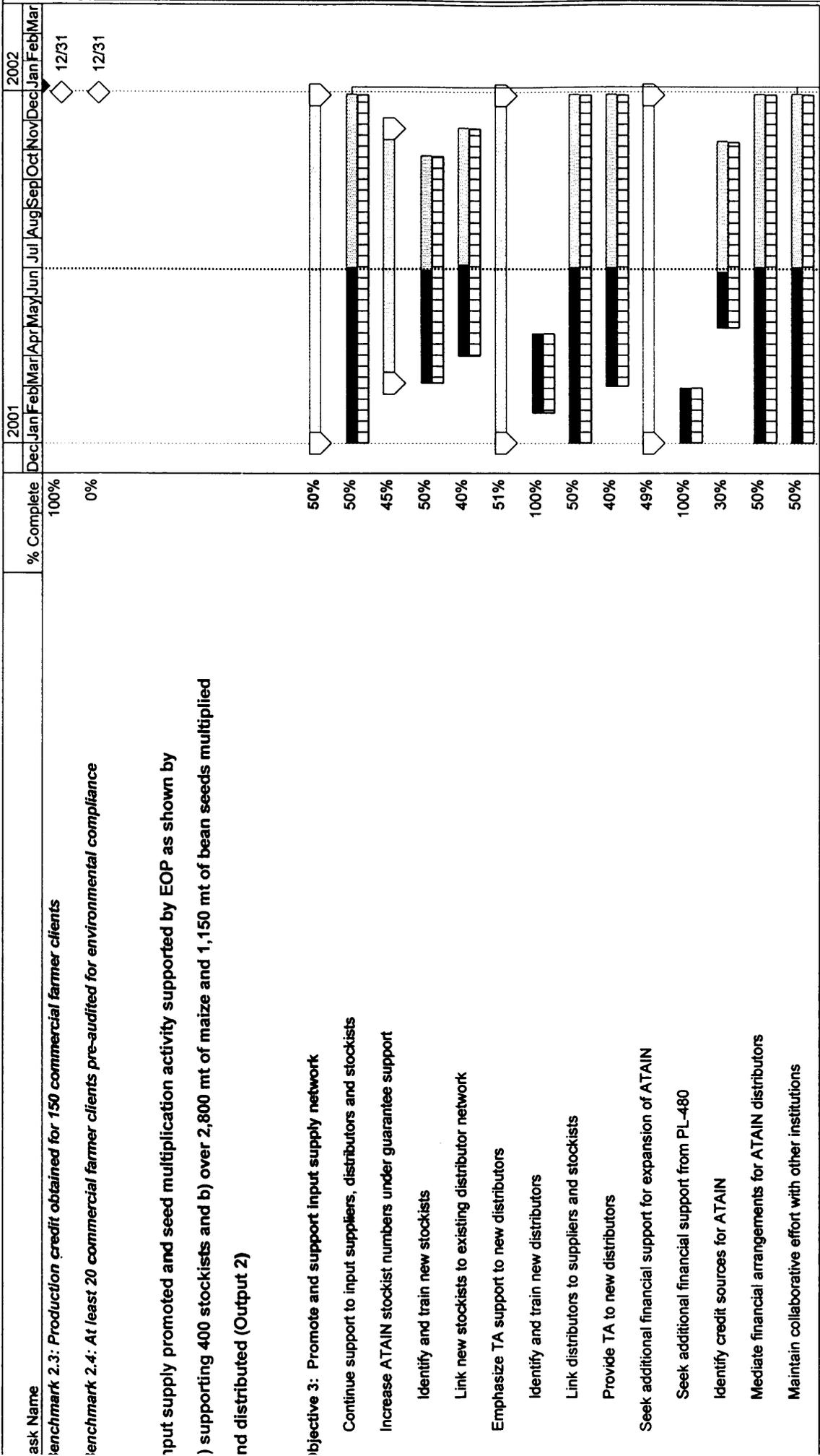
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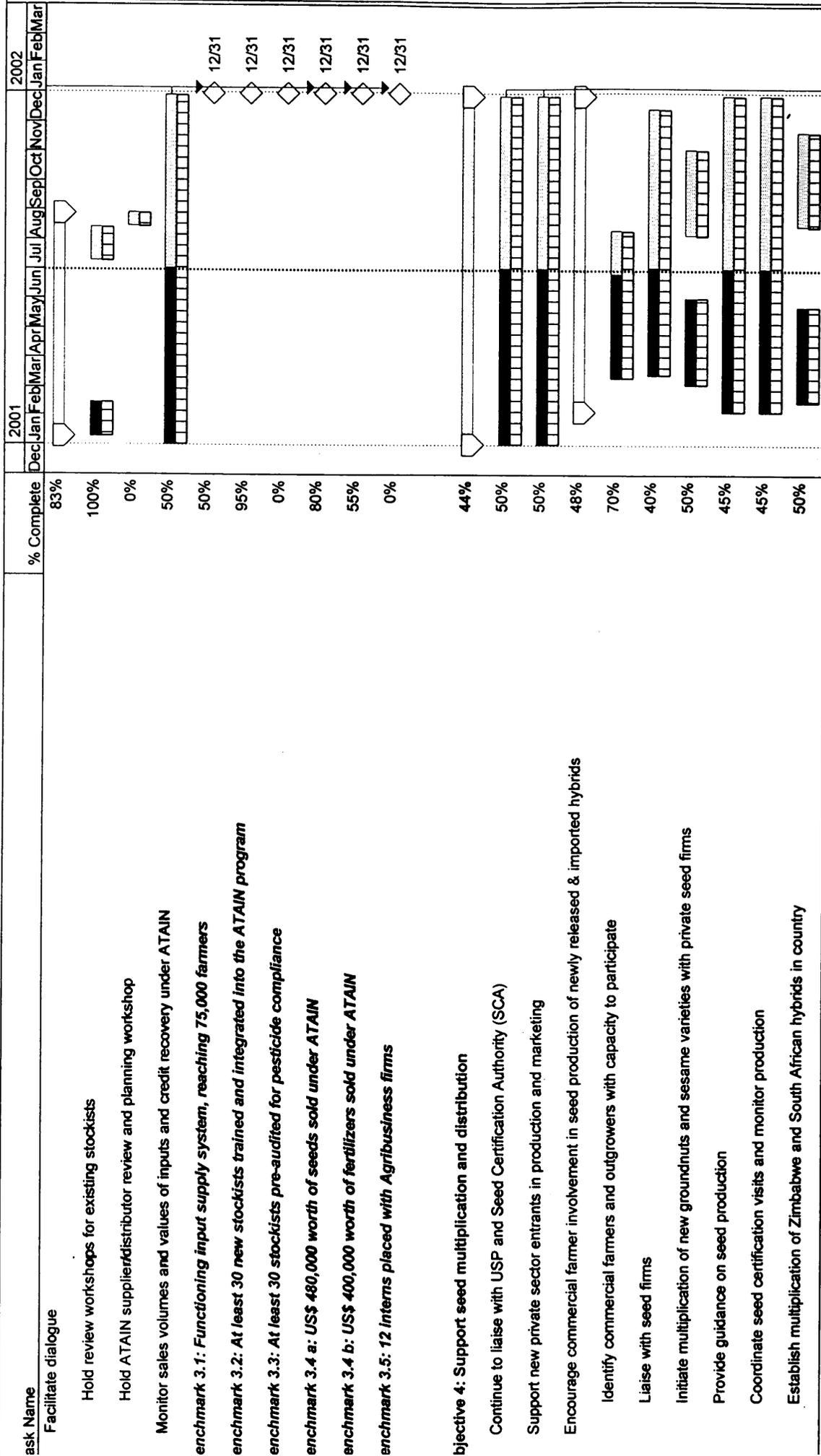
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Date: Sat 6/30/01



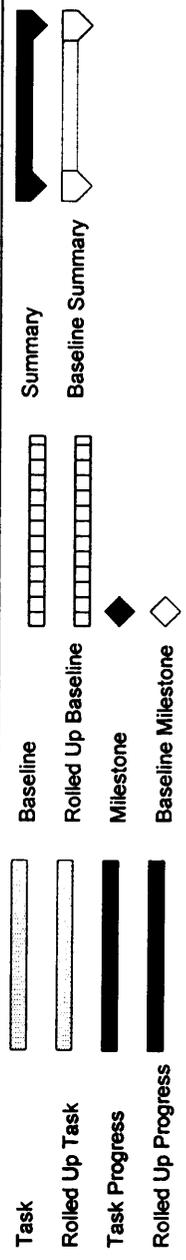
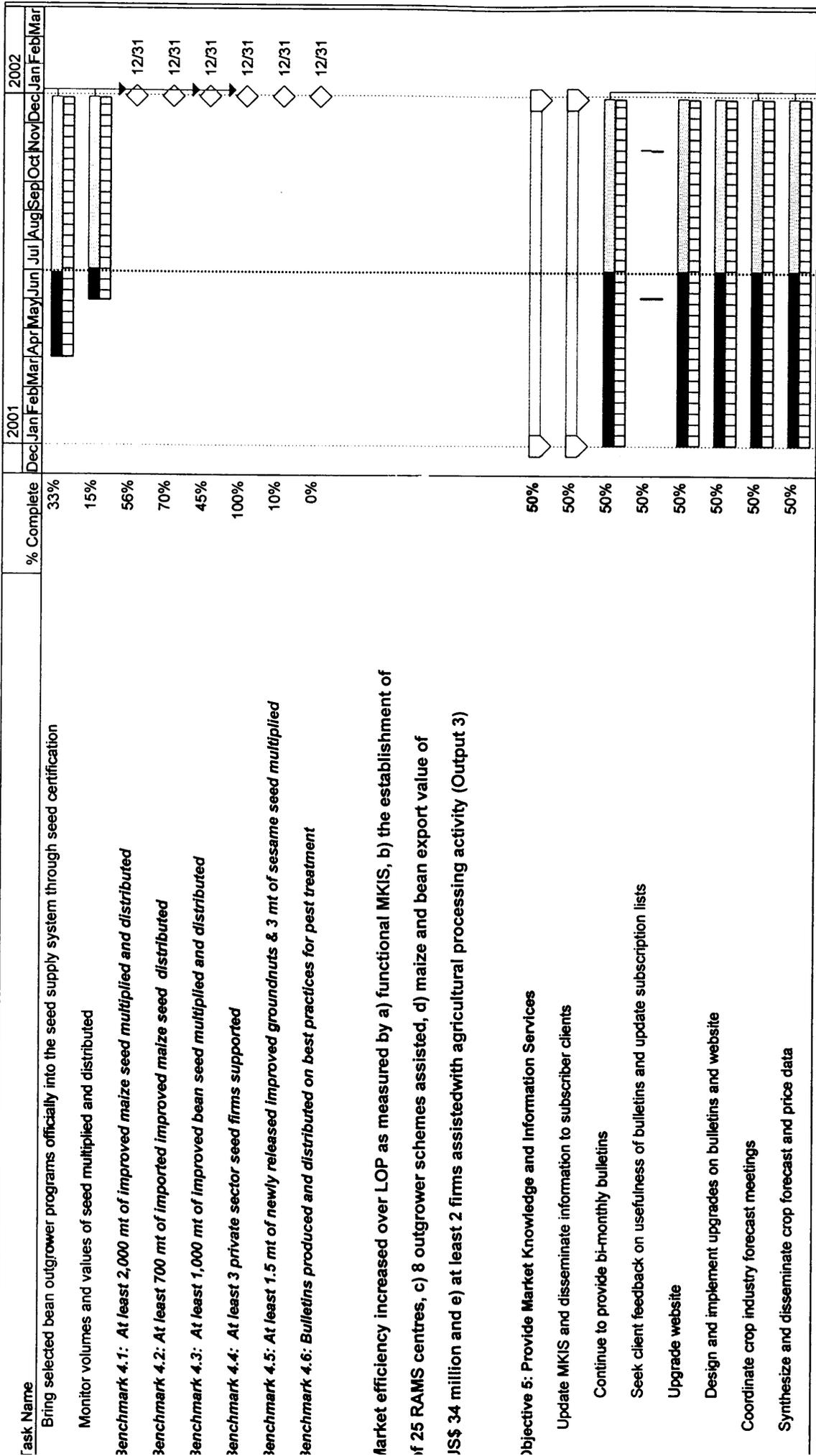
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 Date: Sat 6/30/01



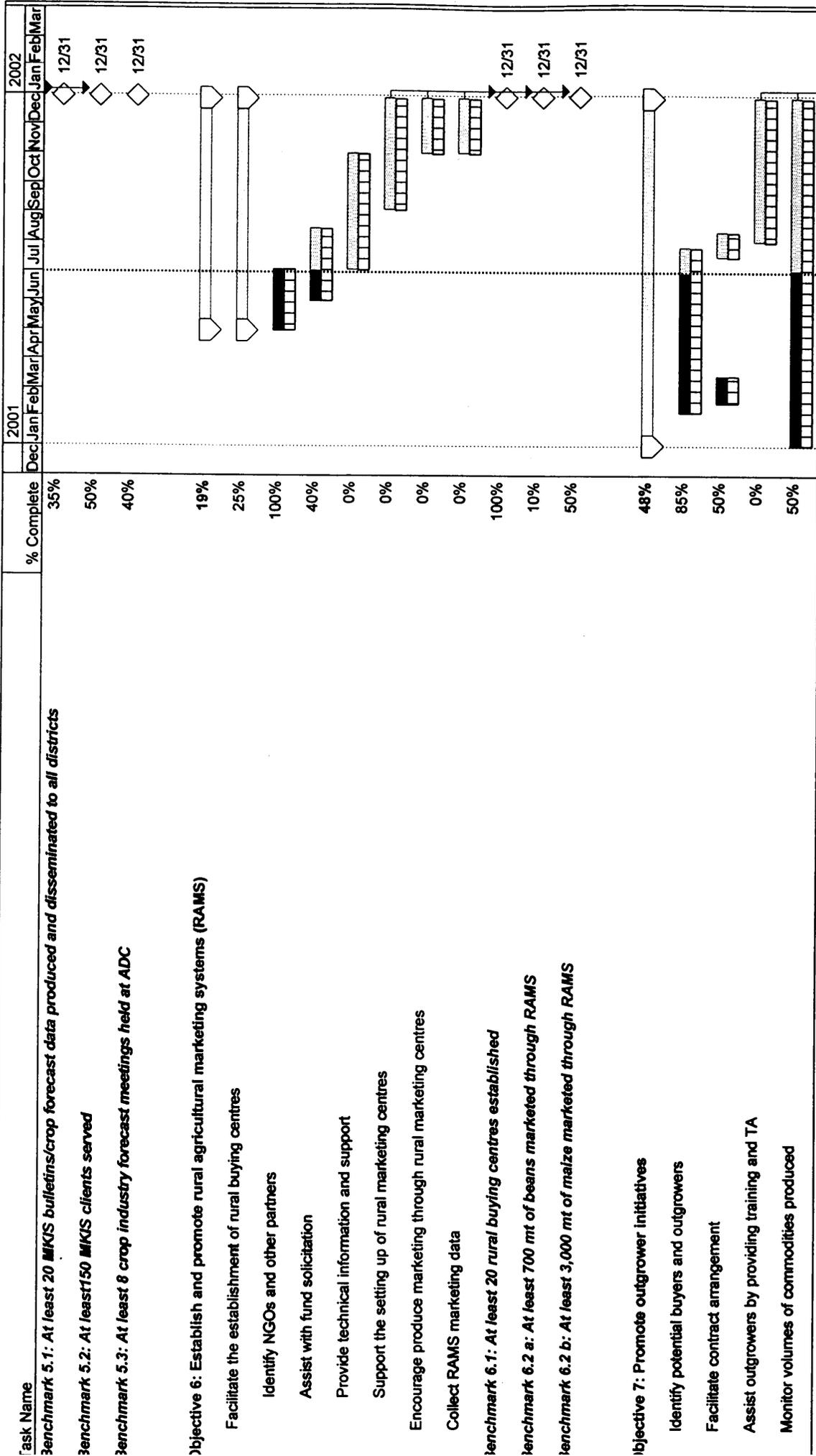
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 Date: Sat 6/30/01



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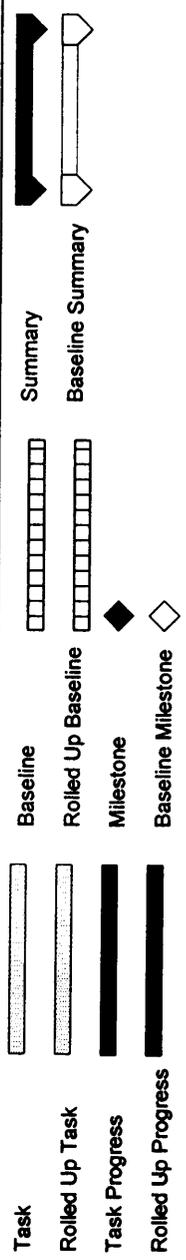
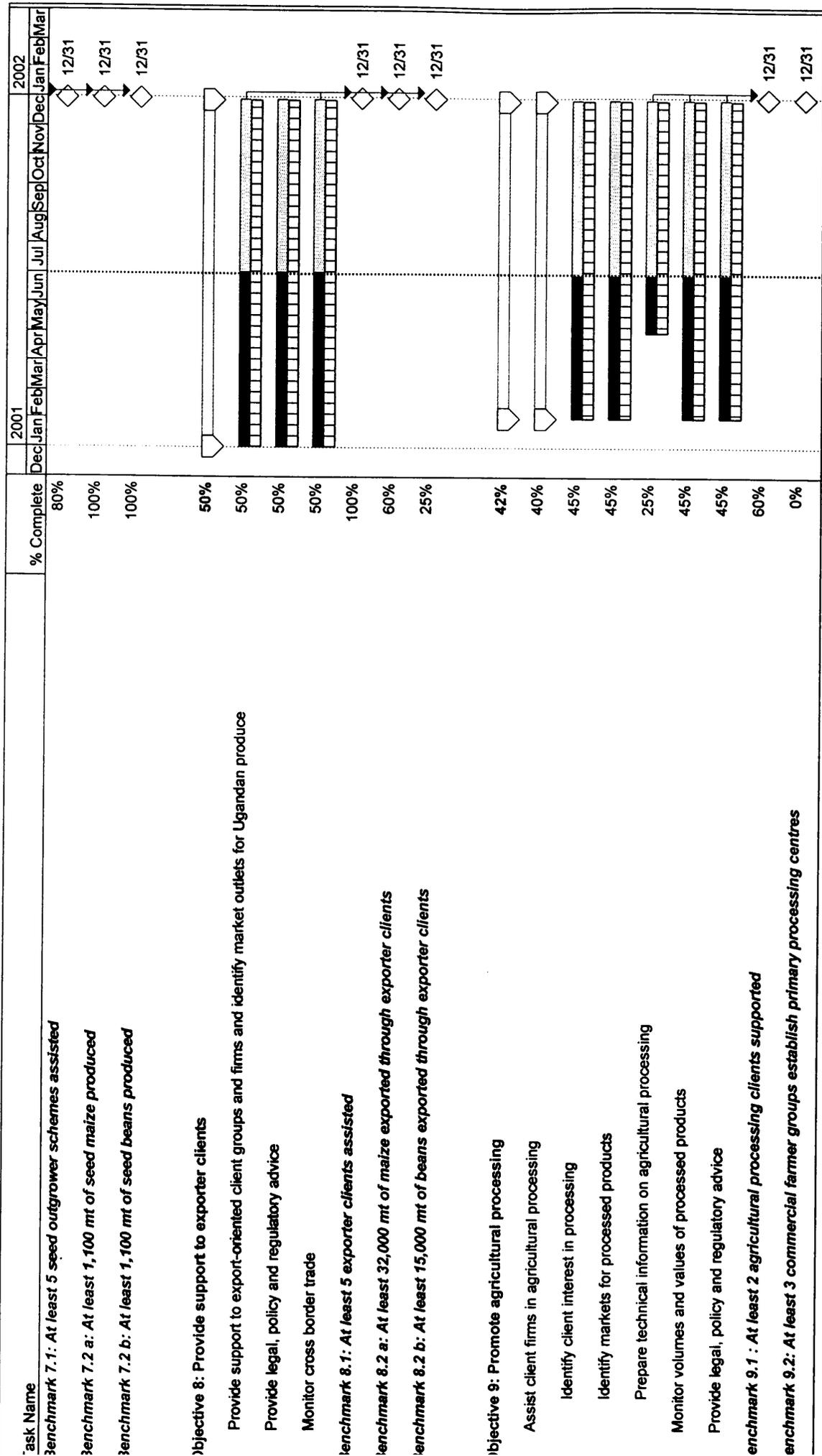


Project: 13thsemi1
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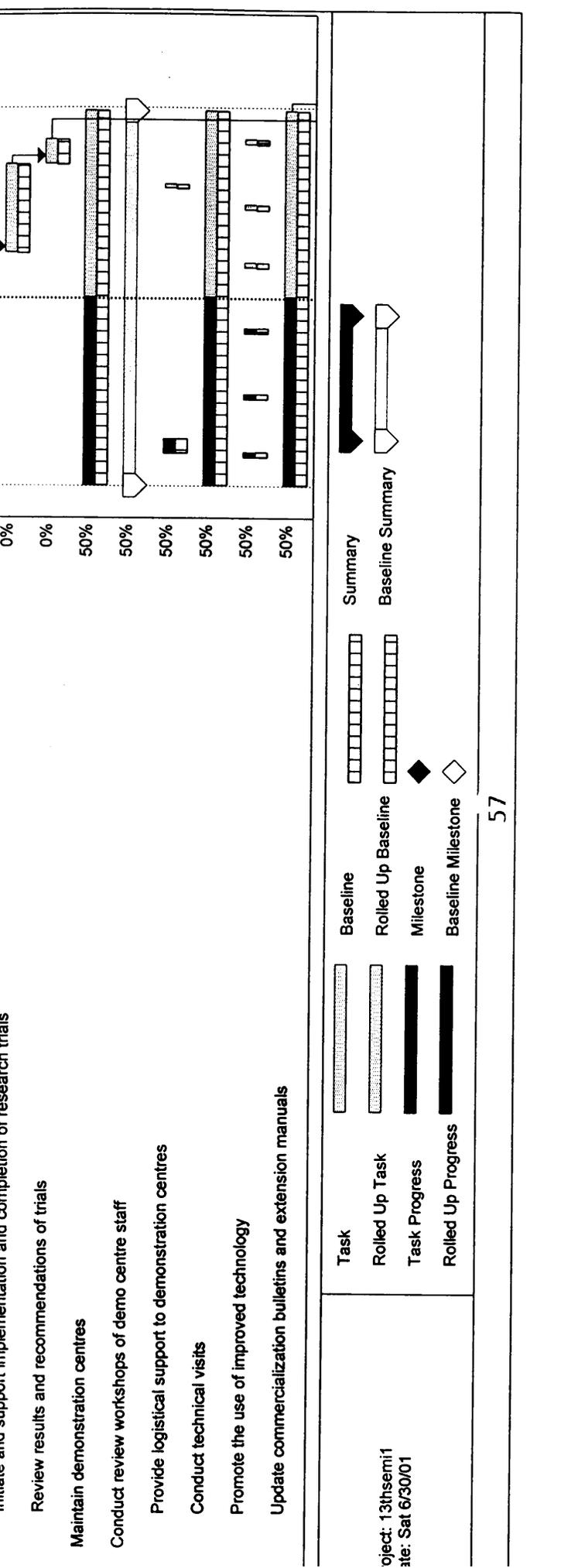


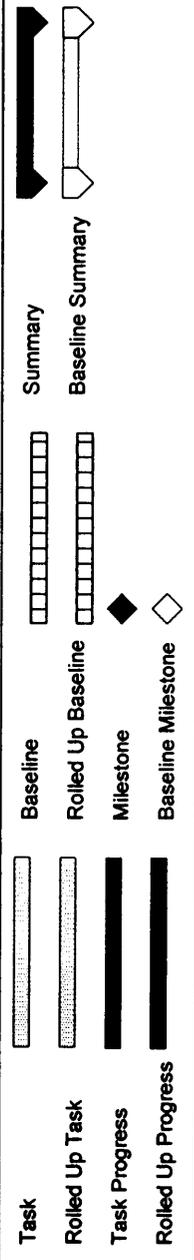
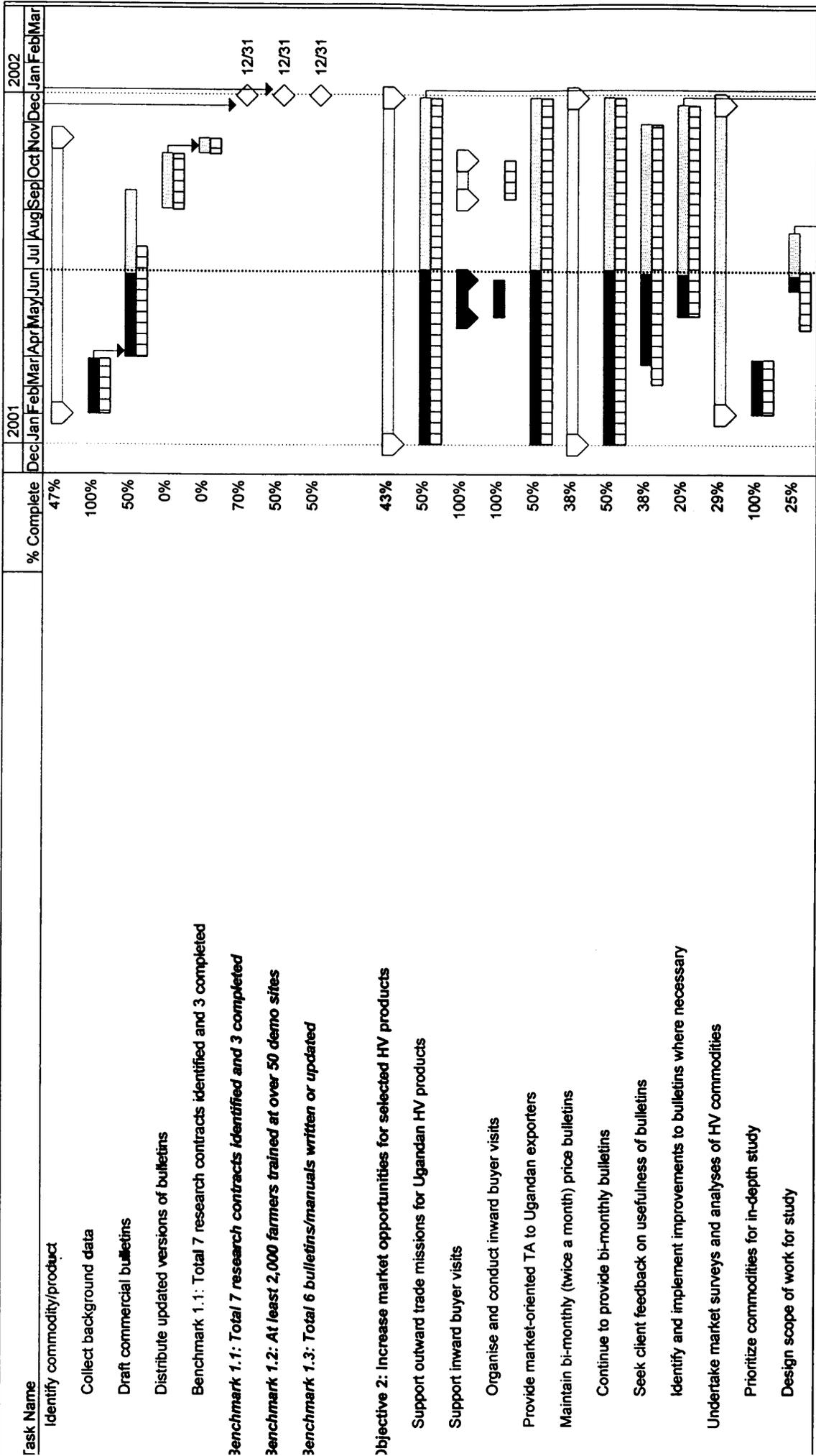
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 Baseline
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 Milestone
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 Summary
 Baseline Summary

Project: 13thsemi1
 Date: Sat 6/30/01

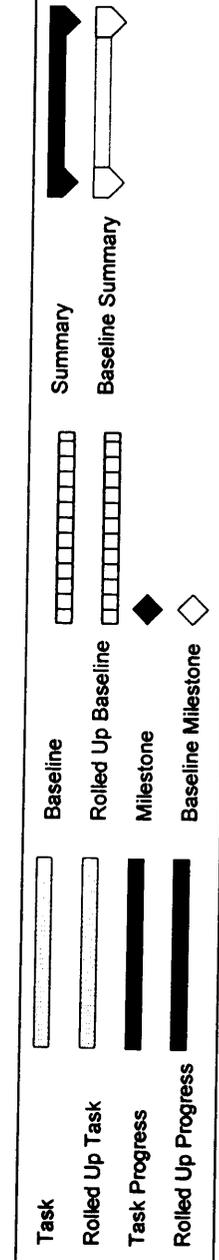
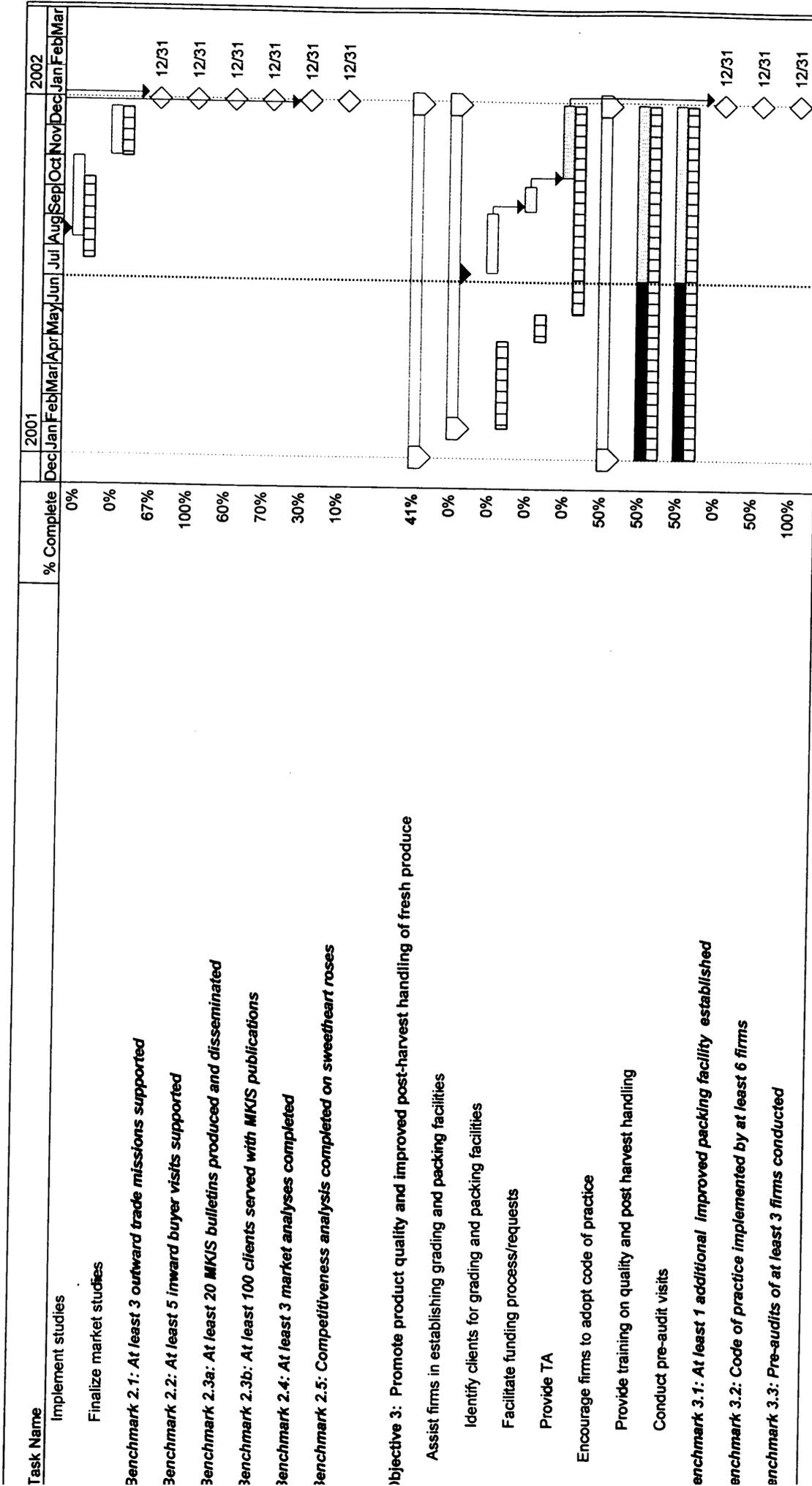


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 Date: Sat 6/30/01

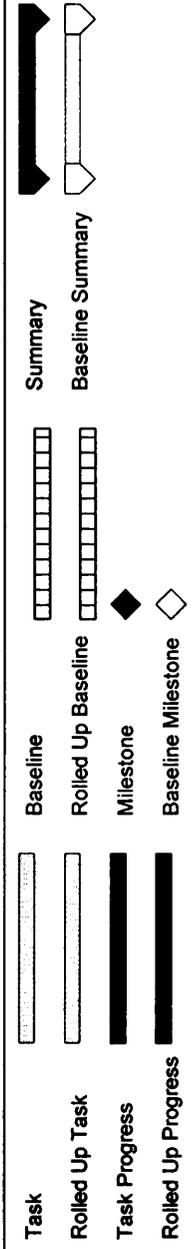
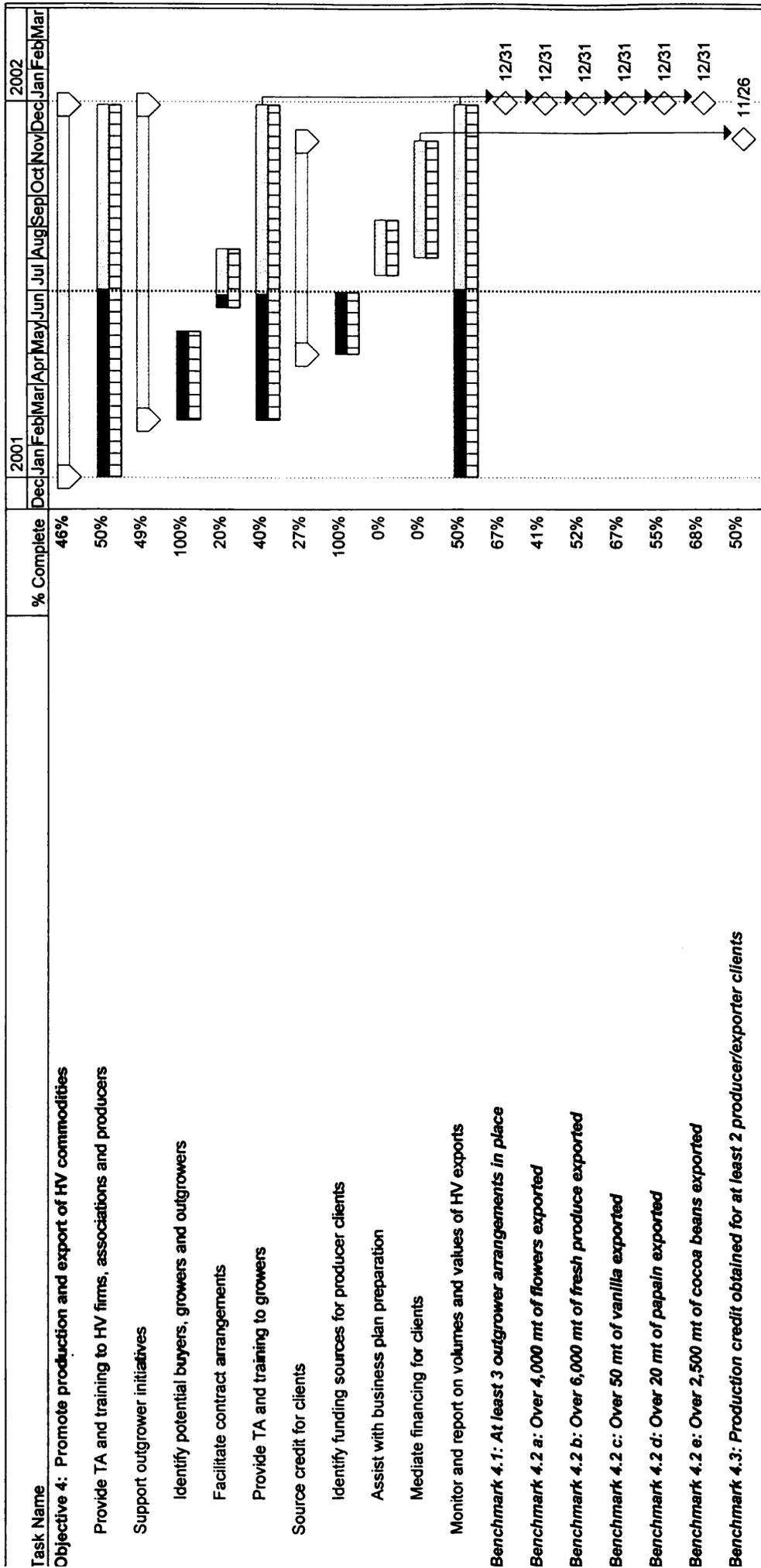




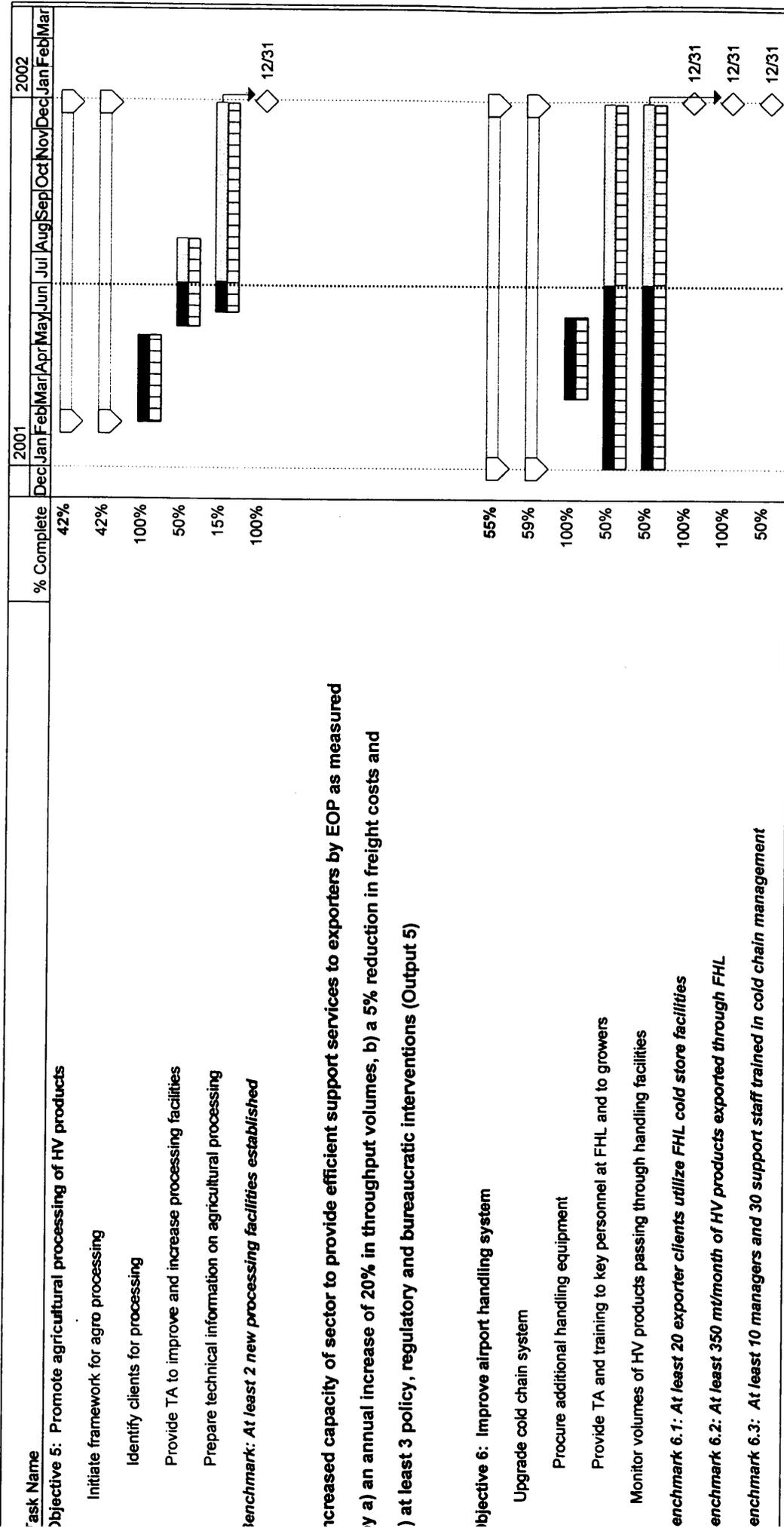
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Date: Sat 6/30/01



Project: 13thsemi1
 Date: Sat 6/30/01

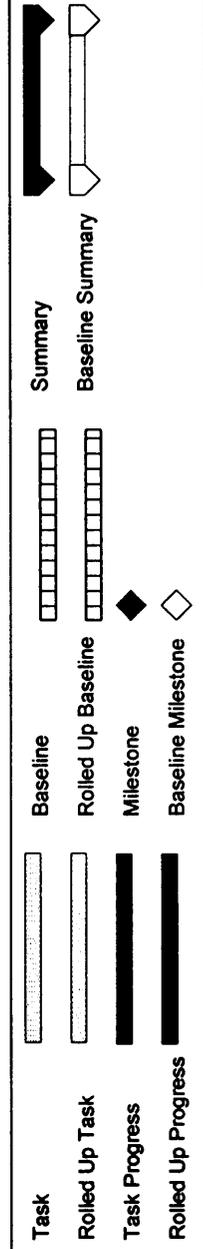
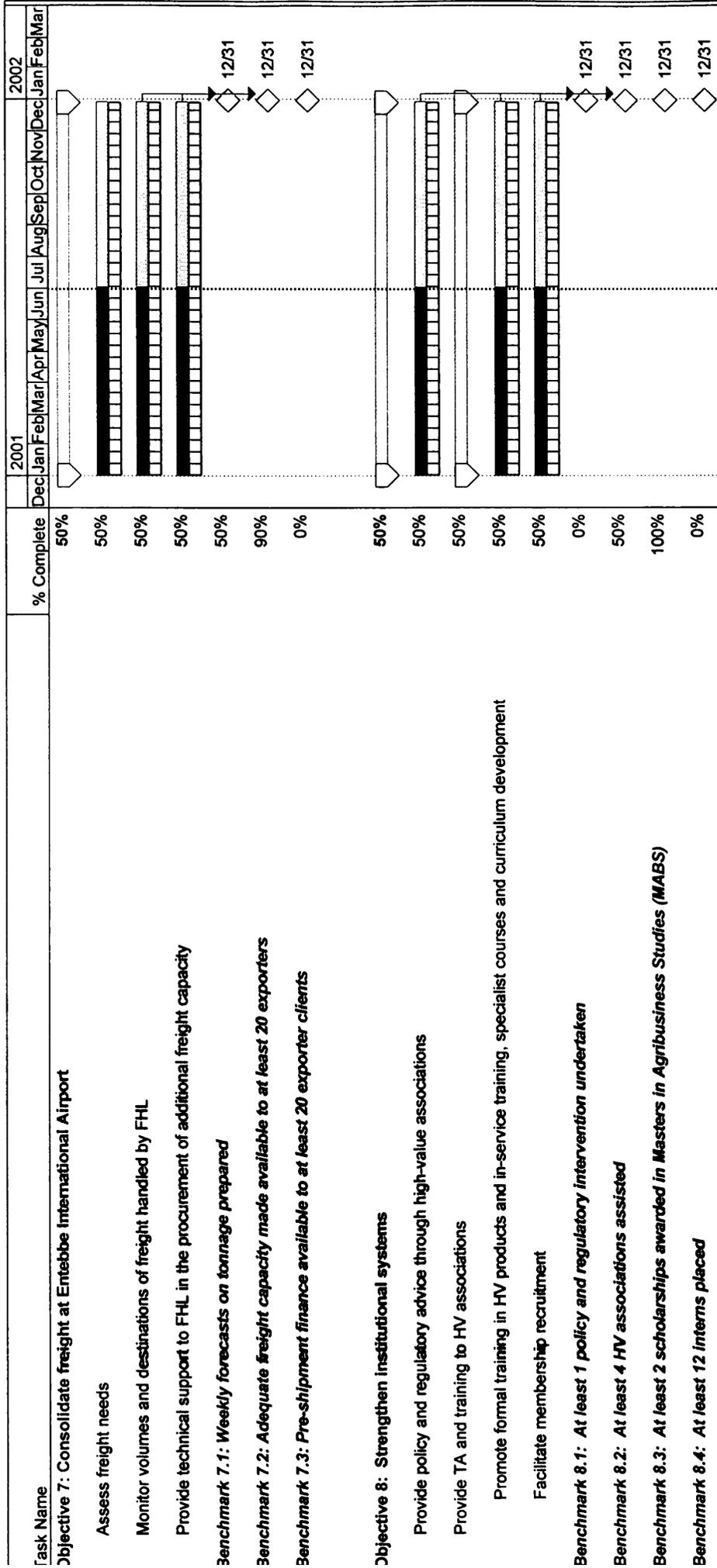


Project: 13thsemi1
Date: Sat 6/30/01



Project: 13thsemi1
Date: Sat 6/30/01

Task		Baseline		Summary	
Rolled Up Task		Rolled Up Baseline		Baseline Summary	
Task Progress		Milestone			
Rolled Up Progress		Baseline Milestone			



Project: 13thsemi1
Date: Sat 6/30/01

Task Name	2001												2002		
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	% Complete														

Project Management, Monitoring and Evaluation

Project functioning and providing feedback to facilitate management for results over LOP

Project on time, on budget and on target over LOP as measured by a) at least 20% increase p.a in

Exports of supported NTAEs, b) a 10% increase in rural incomes & c) reports being submitted on time

Objective 1: Facilitate team building/8th annual work plan

Coordinate the design of training and commodity procurement plans

Conduct work planning workshop at ADC offices

Seek ISC input to and approval of work plan and budget

benchmark 1.1: Eighth annual work plan approved by ISC

benchmark 1.2: Training plan approved

Objective 2: Effect contract administration and reporting

Liaise with USAID, HO, ISC, Subs, APDF, GoU, etc

Update procedures and personnel policies

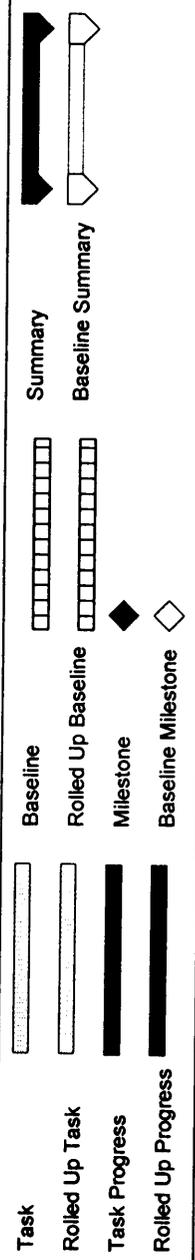
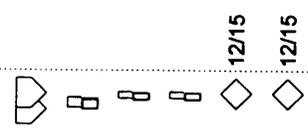
Seek approvals of STTA

Submit contract compliance reports

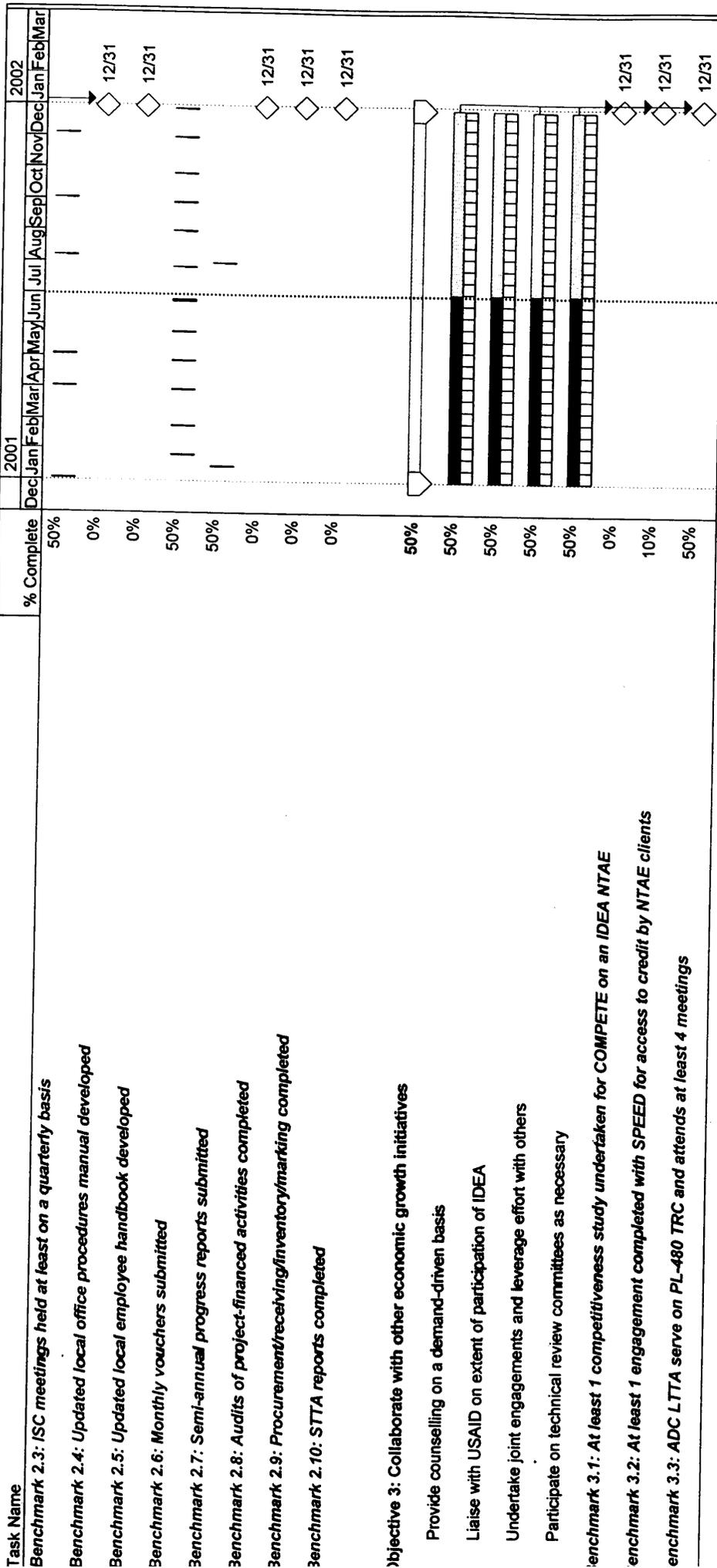
benchmark 2.1: Expat. staff's personal vehicles registered & copies of liability insurance documents filed

benchmark 2.2: Documentation of expat. status and work permits/visas completed

0% 0% 0% 0% 0% 0% 50% 50% 50% 50% 50% 0% 0%

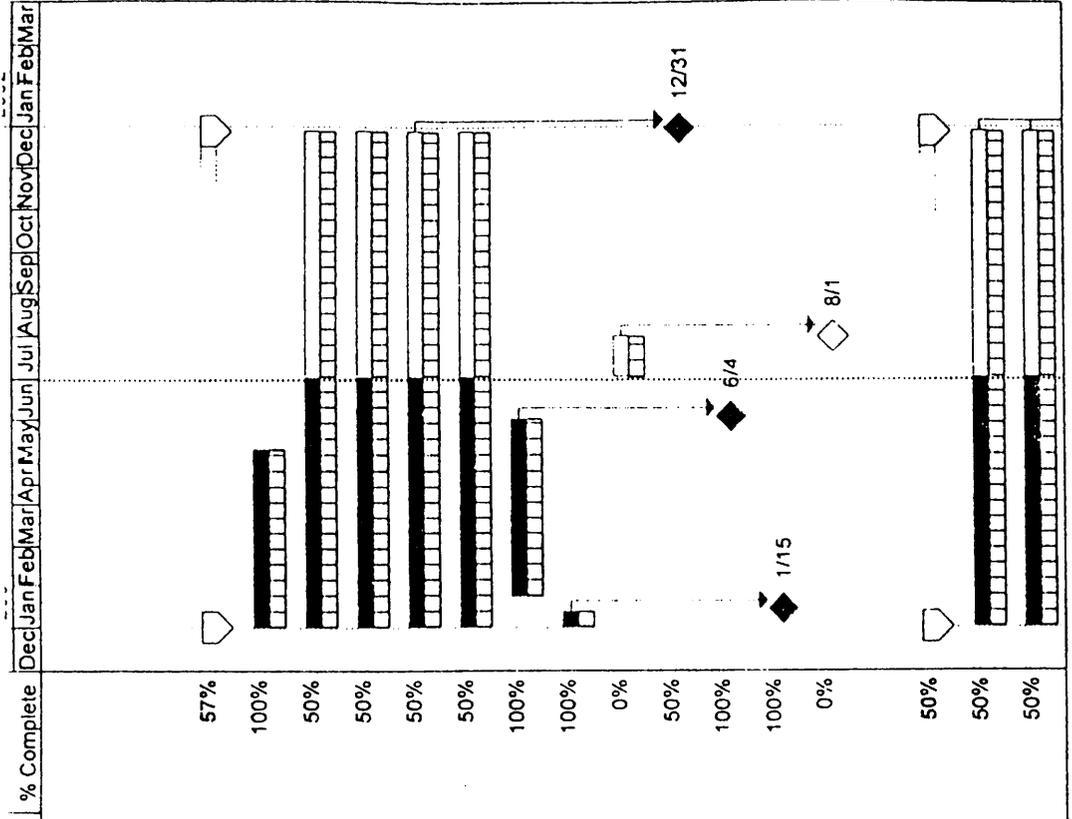


Project: 13thsemi1
Date: Sat 6/30/01



Project: 13thsemi1
Date: Sat 6/30/01

Task		Baseline		Summary	
Rolled Up Task		Rolled Up Baseline		Baseline Summary	
Task Progress		Milestone			
Rolled Up Progress		Baseline Milestone			



Task	% Complete
Review and maintain monitoring system	57%
Review and update M&E system	100%
Review reporting needs for monitoring and impact assessment	50%
Review impact indicator framework and revise procedures to integrate M&E efforts	50%
Review outputs against targets for each component	50%
Review and modify semi-annual reporting format	50%
Prepare twelfth semi-annual progress report	100%
Prepare thirteenth semi-annual progress report	100%
AIMS reviewed and maintained consistent with SO1 requirements	0%
Semi-annual reporting format reviewed	50%
Twelfth semi-annual progress report produced and disseminated	100%
Thirteenth semi-annual progress report produced and disseminated	100%
Update M&E data from secondary sources	50%
Maintain contacts and identify new areas of collaboration	50%
Review data collection formats and establish frequency of collection	50%

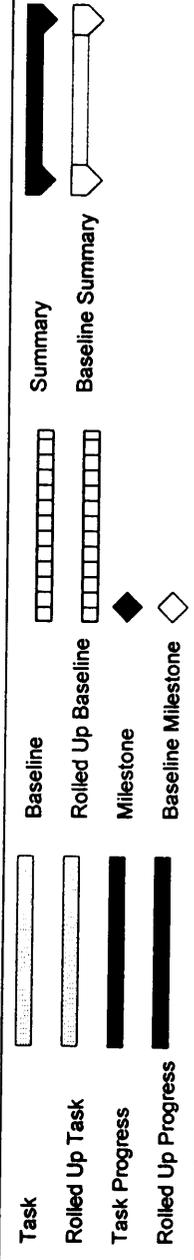
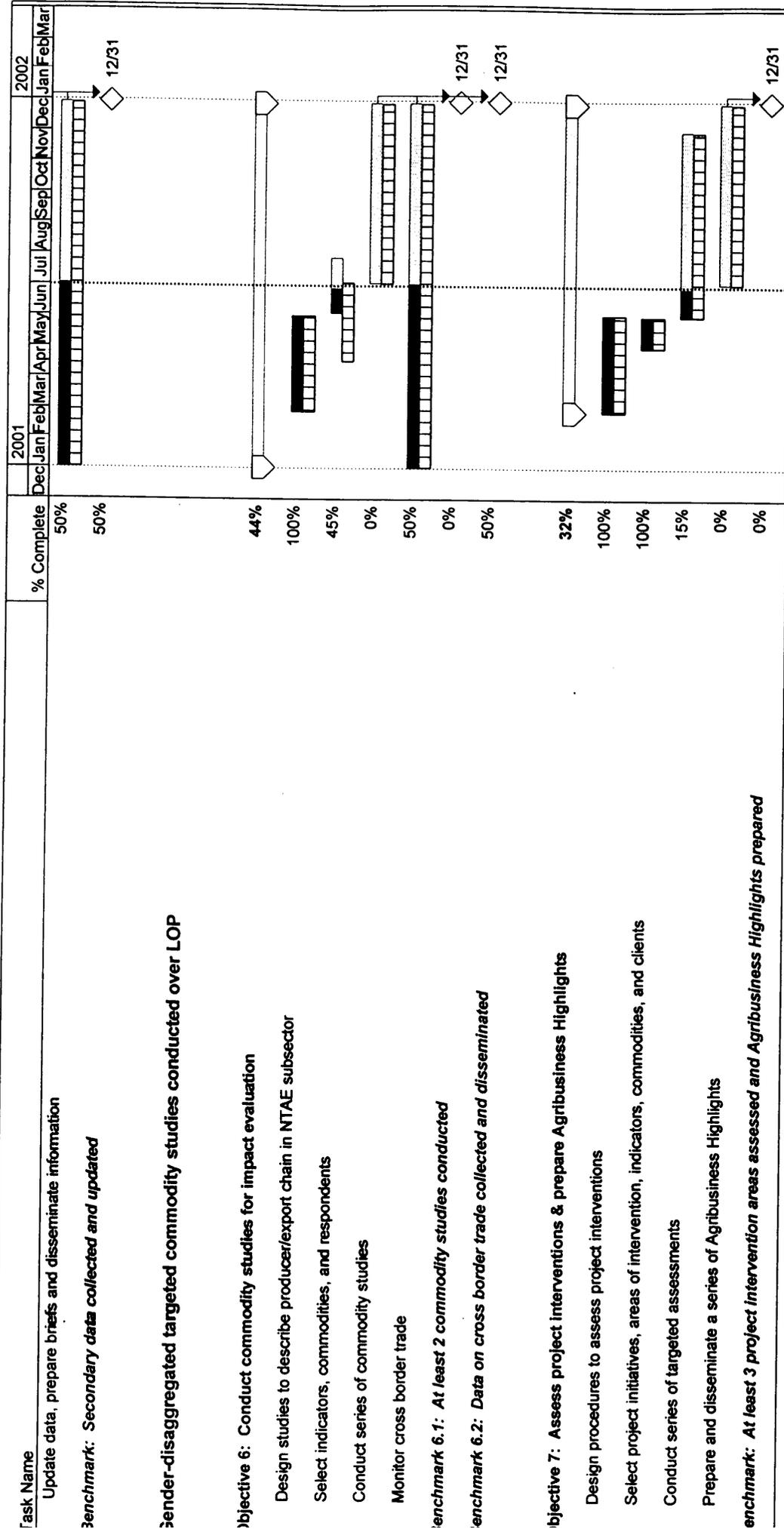
Task Baseline Summary

 Rolled Up Task Rolled Up Baseline Baseline Summary

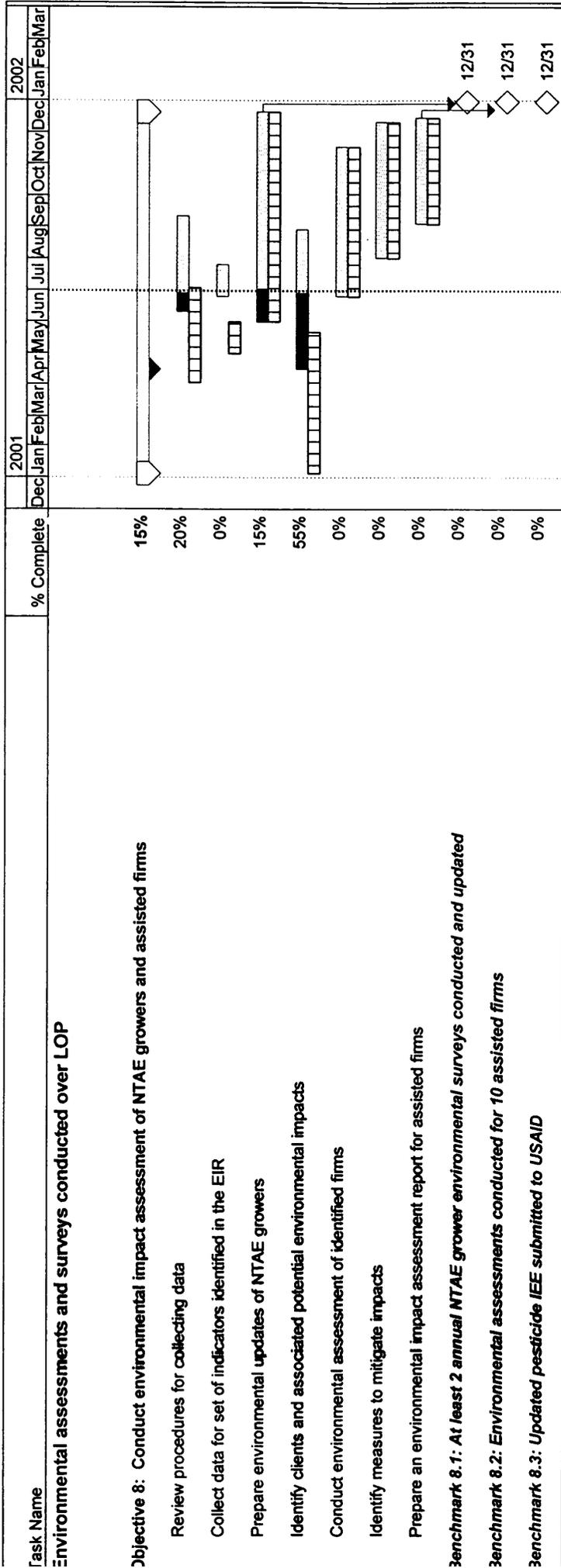
 Task Progress Milestone

 Rolled Up Progress Baseline Milestone

13thsemi
 Sat 6/30/01



Project: 13thsemi1
 Date: Sat 6/30/01



<p>Project: 13thsemi1 Date: Sat 6/30/01</p>	<p>Task [Progress Bar]</p> <p>Rolled Up Task [Progress Bar]</p> <p>Task Progress [Progress Bar]</p> <p>Rolled Up Progress [Progress Bar]</p>	<p>Baseline [Progress Bar]</p> <p>Rolled Up Baseline [Progress Bar]</p> <p>Milestone [Diamond]</p> <p>Baseline Milestone [Diamond]</p>	<p>Summary [Progress Bar]</p> <p>Baseline Summary [Progress Bar]</p>
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Annex 6

Technical Assistance Offered to NTAE Clients:
January - June 2001

Annex 6 (a)

**Low Value Clients Served with Technical Assistance:
January – June 2001**

Technical Assistance Provided to LV Clients: January – June 2001

#	Name	Description	Activity category
1	Magric Uganda Limited	Linkage with MTEA/Kamuli marketing programs	Marketing of grain
2	Commodity Exports International	Linkage with MTEA/Kamuli/Kasese marketing programs	Marketing
3	Lira Millers	Liaison with international commodity brokers	Marketing
4	Sukura Agro Inputs	2 VOCA volunteers addressing management/records. Wholesaler linkages locally and regionally.	Input supply
5	Bugangaizi Farmers Association	Bean seed multiplication activity for production of various beans for export. SEEDCO-Zimbabwe Linkage	Production, Export Marketing
6	Uganda Seed Project	Continuation of weekly promotional radio programs highlighting seed as part of technology packages.	Marketing
7	Duetch Forst Consult	Advised on cropping practice - commercial maize.	Production
8	Balton Uganda	Introduced small pack fertilizer market/ pack size/ style. Outlet links.	Input supply
9	Nsanja Family Stores - Masaka	Training and market links - input supply	Input Supply
10	IFCD - Rakai	Seed production and marketing activity. Commercial bean production for export. Training in leadership and planning for managers	Production, Marketing
11	Busoga Forest	Technical assistance in maize grain production	Production
12	LAWODA	Technical assistance in bean and maize production on group basis	Production
13	Agrico International	Technical assistance in maize grain production	Production
14	Rakai Farm Supply	Training and market links in input supply	Input supply
15	Roka Ali	Procurement and export of grains	Marketing
16	Afro Kai	Procurement and export of grains	Marketing
17	Kinoni Farm Produce	Technical assistance in maize production and marketing. Farmers field school venue	Production Marketing
18	NASECO Seed Co	Seed production and marketing	Production
20	Kabale Farmers' Association (KADIFA)	Technical assistance in climbing bean production	Production
21	KREDA	Technical assistance in input supply	Input supply
22	Mubuku Growers Association	Technical assistance in maize seed production	Production
23	Harvest Seeds	Seed trading activity	Production & marketing
24	Atwoki Luka	Commercial farming activity	Production & marketing

25	Kisumbwa Ranching Scheme Ltd	Commercial farming activity	Production and marketing
26	Kaddu Enterprises	Commercial farming activity	Production and marketing
27	Rhone Poulenc	Crop chemical wholesaling	Small farmer promotions
28	Kapchorwa Commercial Farmers	Commercial maize farming	Training and finance
29	Masindi Commercial Farmers	Commercial maize farming	Training and finance
30	El Shaddai	Technical assistance in input supply	Input supply
31	Farm Engineering Industries Ltd	Machinery inputs supply. Participation in tractor operators course	Market advice and technical assistance
32	Nakisheni Adult Literacy Group	Maize marketing through RAMS	Technical assistance
33	Mubende Commercial Farmers	Commercial maize farming	Training and finance
34	Iganga Commercial Farmers	Commercial maize farming	Training and finance
35	Kamuli Commercial Farmers	Commercial maize farming	Training and finance
36	Commodity Trading International	Exploring contacts for organic sesame production and marketing	Market study and initiation of activity towards organic farming
37	Afro Kai Farm Inputs Care Centre	Seed enterprise – Maize and beans	Production and market linkages
38	Outspan Enterprises	Organic sesame export - certification discussions	Export marketing and market study
39	Monsanto	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
40	AVENTIS	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
41	SEEDCO	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
42	East African Seeds	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
43	Kinyara Sugar Works	Sugar beet research with Novartis and NARO	Third trial
44	Commodity Trading International	Procurement and export of grains	Marketing

Annex 6 (b)

**High Value Clients Served with Technical Assistance:
January – June 2001**

Technical Assistance Provided to HV Firms and Associations: January-June 2001

Name of firm	Products	Type of assistance
National associations:		
HORTEXA	All fruits and veg.	Market information, training, consultancy
UCA	Cocoa	Training, consultancy
UFEA	Flowers	Market information, training, research, consultancy
UNVA	Vanilla	Training, extension, market development
Local associations:		
Mubuku Growers	Hot pepper, beans	Training, consultancy
Namulonge Growers	Vegetables	Training, trials
Comfarnet	Bananas, vegetables, vanilla, passion fruit	Technical assistance
Floriculture firms:		
Melissa Flowers	Roses	Management support, p/h trials
MK Flora	Roses	Management support
Rosebud	Roses	Management support, marketing, bank finance
Ugarose	Roses	Management support, marketing
Fiduga	Cuttings	Technical support - MeBr
Van Zanten	Cuttings	Technical support - MeBr
WFS/Wagagai	Roses	Management support
Fruit and veg firms:		
African Organic	Organic produce	Technical support, marketing
Carnrose/ZED Hort.	Runner beans	Research, consultancy, technical support
Mairye Estates	Vegetables	Consultancy, technical support, research
Uganda Heritage	Vegetables	Management technical and marketing support
Makonzi	Vegetables	Technical assistance
Other products:		
House of Spice	Spices	Technical support
Madhvani Group	Medicinal plants	Research
Reco Industries	Papain	Research
Esco	Chilli, papain	Marketing, technical support
Fresh Handling	Air freight	Management, technical support
Tefu	Dried fruits	Technical assistance
NGOs:		
Technoserve	Chilli, ess. Oils	Technical support
VEDCO	Vegetables, fruit	Marketing, technical support
Government:		
CDP	Cocoa	Technical support, training, consultancy
NARO	Various	Research funding, technical support

Annex 7

NTAE Training Events Conducted/Sponsored by
the ADC: January - June 2001

Annex 7 (a)

High Value Training Events: January – June 2001

NTAE Training Conducted by ADC: January – June 2001

A: High Value Training Events

#	Type	Title/Purpose	# of participants		Participant days	Clients
			Male	Female		
1.	Field days	Peri – urban vegetable IPM	85	18	103	Farmers from three sub-counties of Buwama, Busaku and Namulonge
2.	Field days	Post harvest handling a means to quality improvement of cocoa	63	8	71	Cocoa growers, Extension workers from Mukono, and Mayuge districts
3.	Field days	Post harvest handling of cocoa a means to quality improvement	215	33	248	Cocoa growers, extension workers from Hoima and Bundibugyo districts
3.	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors	12	8	400	Flower farm managers, supervisors and NARO, MUK scientists
4.	Seminar	Safe Use and Effective Handling of agro-chemicals	168	57	225	Fresh vegetable producers and exporters.
5.	Seminar	Passion fruit grafting	8	4	12	Passion fruit mother garden attendants and field supervisors.
6.	Seminar	Alternatives to use of methyl bromide in the floriculture industry in Uganda	15	3	18	Flower farm owners, managers and supervisors
7.	Workshop	Agro-enterprise development	18	8	260	Flower farm owners and fresh produce exporters
8.	Seminar	Temperature monitoring	33	11	22	FHL staff, flower farm post harvest supervisors and truck drivers
9.	Workshop	Basic first Aid training	11	12	115	Flower farm supervisors
10.	Seminar	Production of improved varieties of papayas for latex production	90	11	101	Farmers from Bushenyi and Kaseses districts

11.	Workshop	Organizational development workshop for UFEA board	5	2	7	UFEA board members
12	Workshop	Quality improvement for senior managers	18	7	75	Senior flower farm managers and supervisors
13.	Workshop	Banana management	45	51	96	Farmers from Mpigi and Wakiso districts.

Annex 7 (b)

Low Value Training Events: January – June 2001

B: Low Value Training Events

#	Type	Title/Purpose	# of participants		Participant days	Clients
			Male	Female		
1.	Workshop	Stockist training workshop	21	5	52	Stockists for Technoserve
2.	Workshop	Training of loan officers on how to handle loans for commercial farming	22	4	52	Bank Loan Officers
3.	Workshop	ATAIN Stockists Training	7	3	20	Training of new stockists
4.	Workshop	Stockists workshop	12	5	34	Technoserve stockists
5.	Workshop	ATAIN Review Workshop	15	10	25	Input stockists
6.	Workshop	ATAIN stockists training	25	5	60	Input stockists for El- Shaddai
7.	Workshop	Commercial farm management (Records & planning)	32	6	76	Maize commercial farmers in Kasese
8.	Workshop	Commercial farm management (Records & Planning)	88	12	200	Commercial maize farmers in Kapchorwa
9.	Workshop	Tractor operators and maintenance course	26	0	130	Tractor operators and commercial farmers from different districts and government prison farms.
10.	Workshop	Review of commercial farming activities with commercial contact farmers	16	0	16	Commercial contact farmers.
11.	Workshop	Review of demonstration work of 2001A and plan for 2001B season	20	2	22	District demonstration coordinators.
12.	Field day	Discuss modern farming techniques and show performance of Pan 67	130	20	150	Maize commercial farmers from Kasese district.

