

**SIXTEENTH SEMI-ANNUAL  
(EIGHTH ANNUAL)**

**PROGRESS REPORT**

*(January 1 – December 31, 2002)*

January 31, 2003

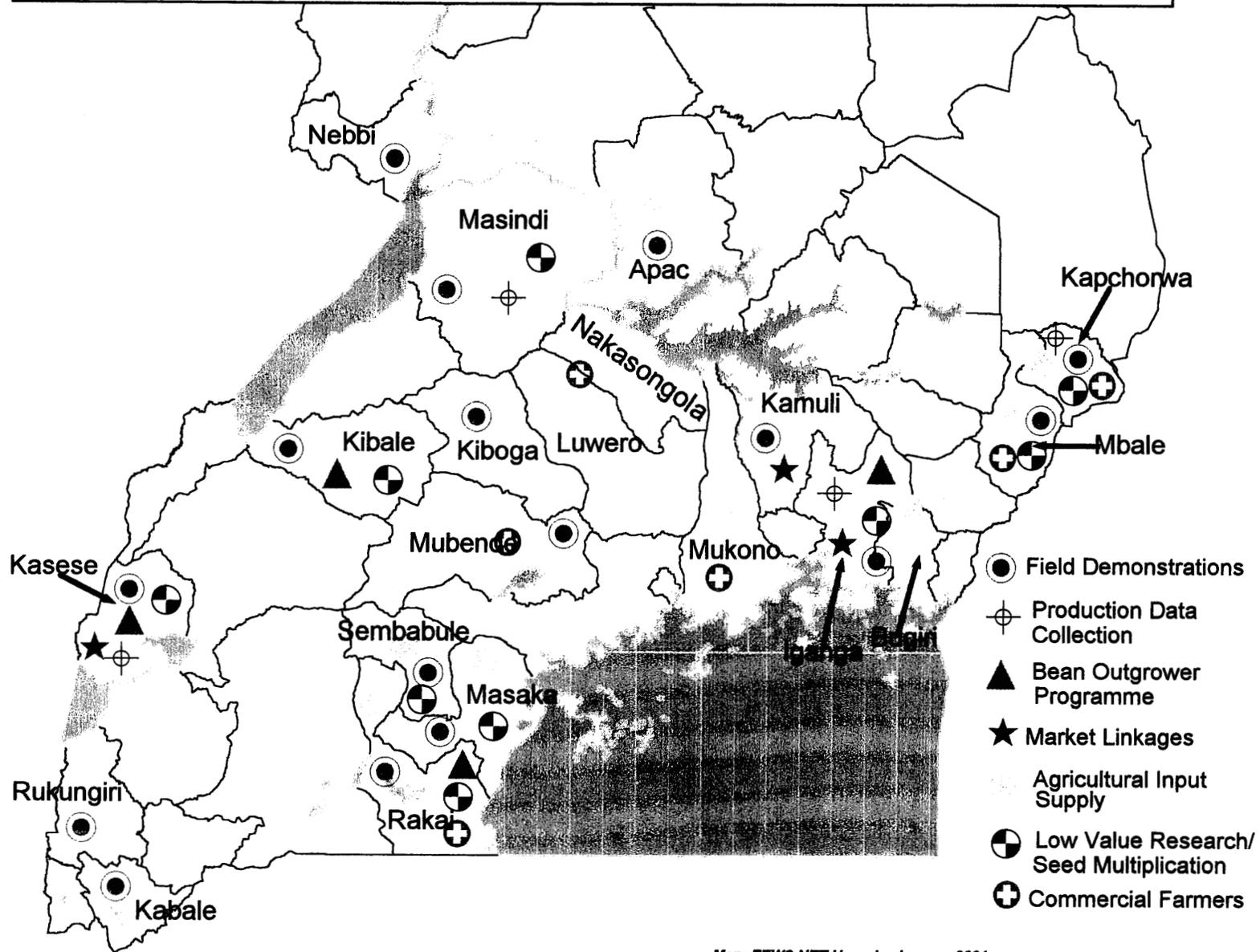
Prepared by the  
**Agribusiness Development Centre (ADC)**  
Uganda's Investment in Developing Export Agriculture (IDEA) Project

A USAID-funded Project  
Chemonics International Inc  
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# ADC/IDEA PROJECT

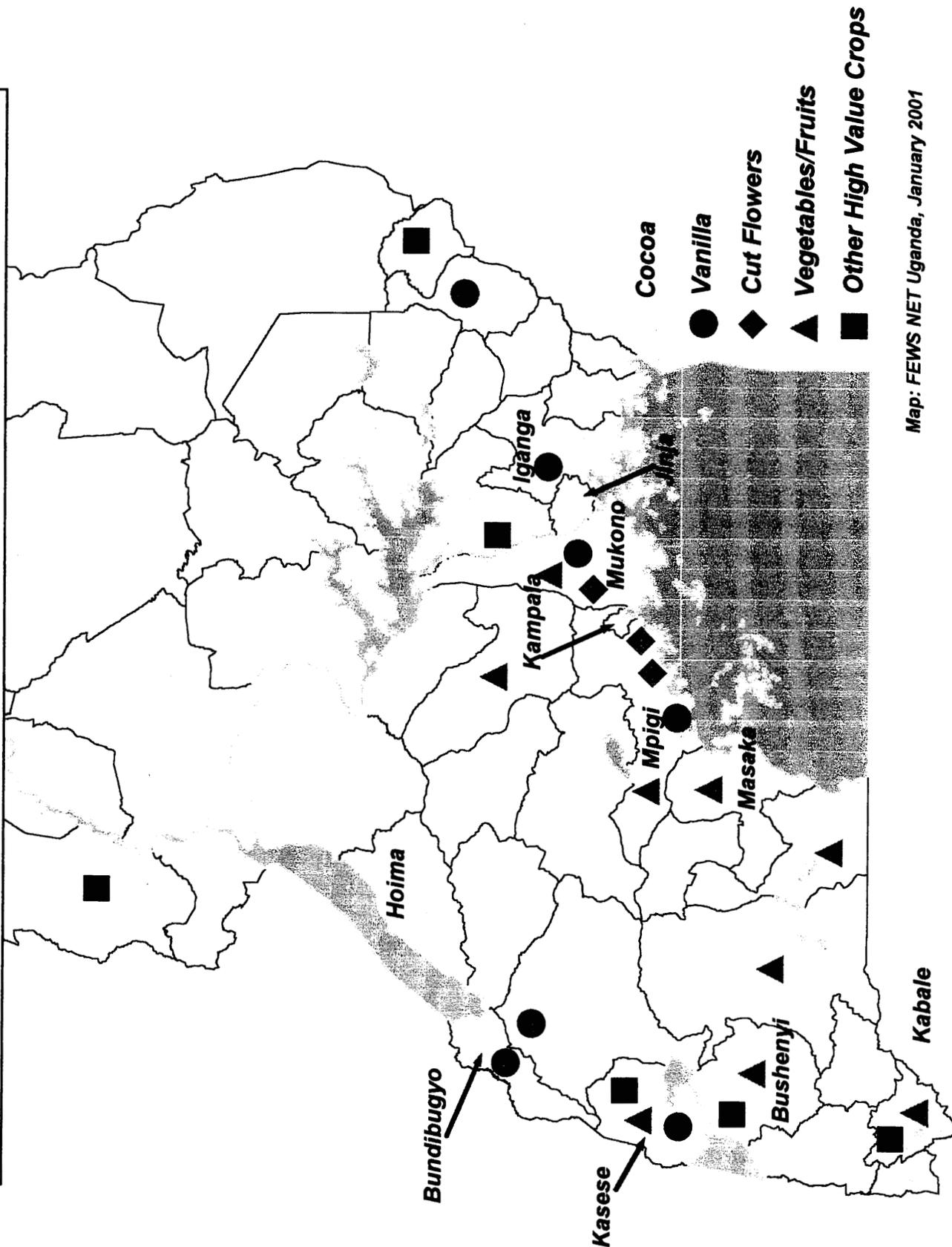
## Major Areas of Activity for Low Value Crops





# ADC/IDEA PROJECT

Major Areas of Activity for High Value Crops



Map: FEWS NET Uganda, January 2001



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## LIST OF ACRONYMS

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

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

<b>LV</b>	Low Value
<b>M&amp;E</b>	Monitoring and Evaluation
<b>MAAIF</b>	Ministry of Agriculture, Animal Industry and Fisheries
<b>MABS</b>	Masters in Agribusiness Studies
<b>MACOFA</b>	Masindi Commercial Farmers' Association
<b>MKIS</b>	Market Knowledge & Information Services
<b>Mt</b>	Metric ton
<b>MTTI</b>	Ministry of Tourism, Trade and Industry
<b>MU</b>	Makerere University
<b>MUFA</b>	MU Faculty of Agriculture
<b>NAARI</b>	Namulonge Agricultural and Animal Research Institute
<b>NARO</b>	National Agricultural Research Organization
<b>NASECO</b>	Nalweyo Seed Company
<b>NCRP</b>	National Cereals Research Program
<b>NEIC</b>	National Environment Information Centre
<b>NEMA</b>	National Environment Management Authority
<b>NGO</b>	Non Governmental Organization
<b>NSCS</b>	National Seed Certification Service
<b>NTAE</b>	Non-Traditional Agricultural Export
<b>NVRC</b>	National Variety Release Committee
<b>PBEYAA</b>	Presidential Best Exporters of the Year Achievement Awards
<b>PHH</b>	Post Harvest Handling
<b>PM</b>	Project Management
<b>PMB</b>	Produce Marketing Board
<b>PSF</b>	Private Sector Foundation
<b>PTA</b>	Preferential Trade Area
<b>PVO</b>	Private Voluntary Organization
<b>PY</b>	Project Year
<b>R4</b>	Results Review and Resources Request
<b>RAMS</b>	Rural Agricultural Marketing Systems
<b>REDSO/ESA</b>	Regional Economic Development Support Office/E & S Africa
<b>REE</b>	Research, Education and Extension
<b>RSA</b>	Republic of South Africa
<b>SAARI</b>	Serere Agricultural and Animal Research Institute
<b>SAFAD</b>	Silsoe Aid for Appropriate Development
<b>SCB</b>	Standard Chartered Bank
<b>SG 2000</b>	Sasakawa-Global 2000
<b>SO 1</b>	Strategic Objective Number One
<b>SOW</b>	Scope of Work
<b>SPEED</b>	Support for Private Enterprise Expansion and Development

<b>STTA</b>	Short Term Technical Assistance
<b>TA</b>	Technical Assistance
<b>TOR</b>	Terms of Reference
<b>UBOS</b>	Uganda Bureau of Statistics
<b>UCA</b>	Uganda Cocoa Association
<b>UCFA</b>	Uganda Commercial Farmers Association
<b>UCoP</b>	Uganda Code of Practice
<b>UDB</b>	Uganda Development Bank
<b>UEPB</b>	Uganda Export Promotion Board
<b>UFA</b>	Uganda Floricultural Association
<b>UFAL</b>	Uganda Farmers Association Limited
<b>UFEA</b>	Uganda Flowers Exporters Association
<b>UGCEA</b>	Uganda Ginners and Cotton Exporters Association
<b>UGT</b>	Uganda Grain Traders Limited
<b>UIA</b>	Uganda Investment Authority
<b>UIB</b>	Uganda Institute of Bankers
<b>UMA</b>	Uganda Manufacturers Association
<b>UMI</b>	Uganda Management Institute
<b>UNBS</b>	Uganda National Bureau of Standards
<b>UNCA</b>	Uganda National Cocoa Association
<b>UNDP</b>	United Nations Development Programme
<b>UNFA</b>	Uganda National Farmers Association
<b>UNIDO</b>	United Nations Industrial Development Organisation
<b>UNVA</b>	Uganda National Vanilla Association
<b>URA</b>	Uganda Revenue Authority
<b>USAID</b>	United States Agency for International Development
<b>USDA</b>	United States Department of Agriculture
<b>USh</b>	Uganda Shilling
<b>USP</b>	Uganda Seed Project
<b>USTA</b>	Uganda Seed Traders Association
<b>VCF</b>	Venture Capital Fund
<b>VOCA</b>	Volunteers in Overseas Cooperative Assistance
<b>WARDA</b>	West African Rice Development Association
<b>WB</b>	World Bank
<b>WFP</b>	World Food Program
<b>WTO</b>	World Trade Organization

# EXECUTIVE SUMMARY

## 1.0 INTRODUCTION

### 1.1 Overview

This is the sixteenth semi-annual (and also the eighth annual) progress report of the Uganda's Investment in Developing Export Agriculture (IDEA) Project. It covers the period January 1 through December 31, 2002. Like other previous progress reports, it brings out progress by component and compares 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 the 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 the 9<sup>th</sup> work plan year are presented in Chapter 3. Statistical annexes (Part II) include achievement indicators, time lines, active client portfolio, LV and HV training events, and IDEA Small Grants.

### 1.2 IDEA Project: Institutional Environment

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. The USAID Uganda Mission now has a new Integrated Strategic Plan (ISP) 2002-2007. With less than 18 months remaining, IDEA is essentially a transition project. It is incorporated under SO7, and is expected to have results reportable under all 4 Intermediate Results.

In terms of implementation strategy, IDEA has continued to provide 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, vanilla, cocoa and papain).

During the reporting period, the IDEA Project, through the Agribusiness Development Centre (ADC) continued to offer a wide range of professional expertise including crop production, market information, training, financial linkages, project management and evaluation. IDEA remains at full staffing, with 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 the Life of Project (LOP).

### 1.3 Overview of the Climatic Conditions and Grain Prices

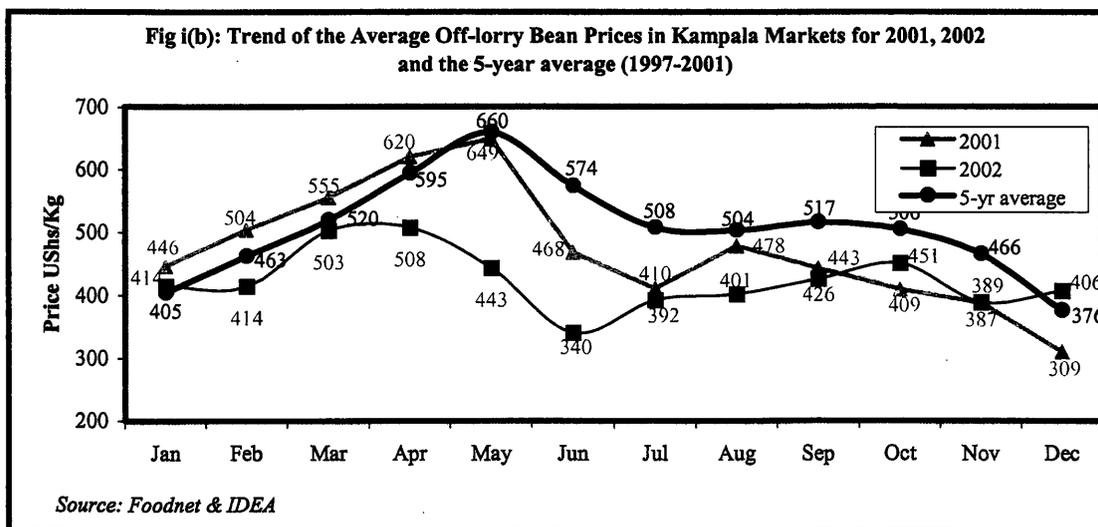
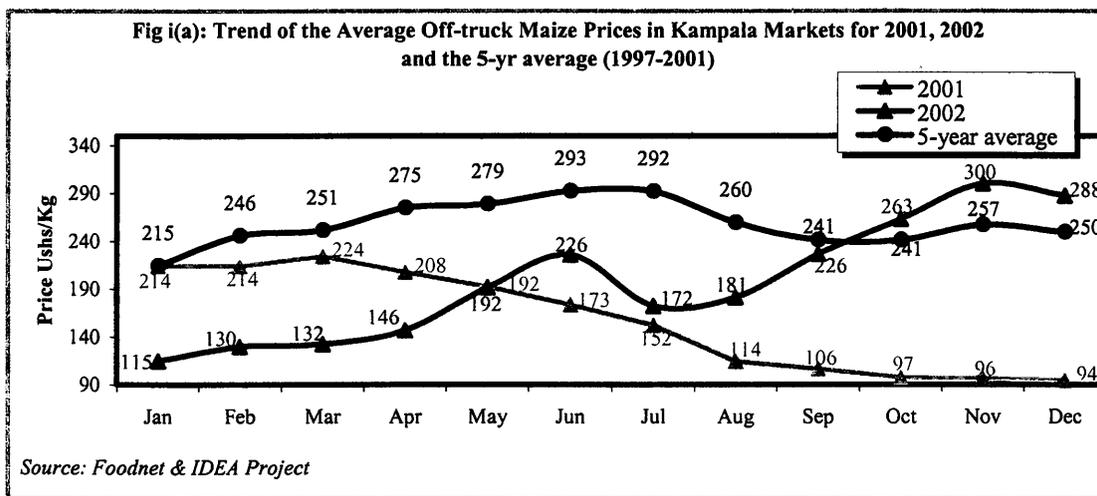
The first half of the period under review (January-June 2002) was generally characterized by an unusual weather pattern. In terms of rainfall distribution, the season got off in an unfamiliar manner with January 2002 being generally wetter than normal. This delayed 2001B harvest and affected subsequent post-harvest operations. The season was characterized by interruptions in rainfall intensity and distribution, which generally affected the growth of seasonal crops. The ADC estimated that as a result, 2002A output of most seasonal crops declined by 25-40% over the normal season. In particular, national maize and bean yields declined to about 1.0-1.4 mt/ha and 0.4-0.6 mt/ha respectively. Compared to 2001A season, these represent yield declines of about 25-40% and 33-45% in maize and beans respectively.

During the second half of the reporting period (July-December 2002), the rains started nearly six to eight weeks late (i.e late September to early October), causing a delay in planting. In the month of

November average to above average rainfall was recorded in many parts of the country, indicating full establishment of the second season. However, the mixed rainfall conditions experienced in most districts across the country caused distortions in farmers' cultivation activities. The second season was anticipated to be an *El Nino* event. Farmers hesitated in some areas to plant early given the threat of prolonged late rains. The *El Nino* event was not strongly evident and this led to some areas being affected by intermittent rains on late plantings. This particularly affected some early bean plantings.

Compared to 2001, the 2002 rainfall was generally shorter and more sporadic, though normal to above normal rainfall was experienced in some parts of the country. Despite the rather unfamiliar rainfall pattern, the supply of staple foods such as matooke, cassava and millet was generally good in most parts of the country. This enabled most households to have adequate access to food for normal consumption.

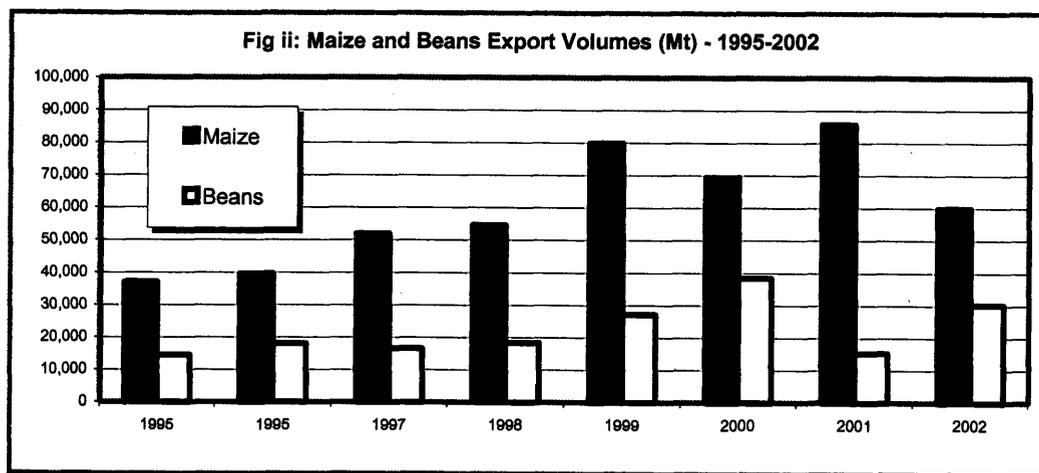
Of significance during the reporting period was the maize price. The harvest of the 2001B season crop was good and volumes on the market were high. The Kenyan domestic surplus situation, highlighted in the previous report, remained and maize prices were generally depressed. For the first 4 months of the reporting period, prices remained at 50-60% of the 5-year average. Bean prices, particularly between April and June 2002, were also significantly lower than the 2001 and 5-year average prices. Prices did show recovery in the second half of the year. These are illustrated in Figures i(a) and i(b) below.



### 1.4 The NTAE Sector Performance

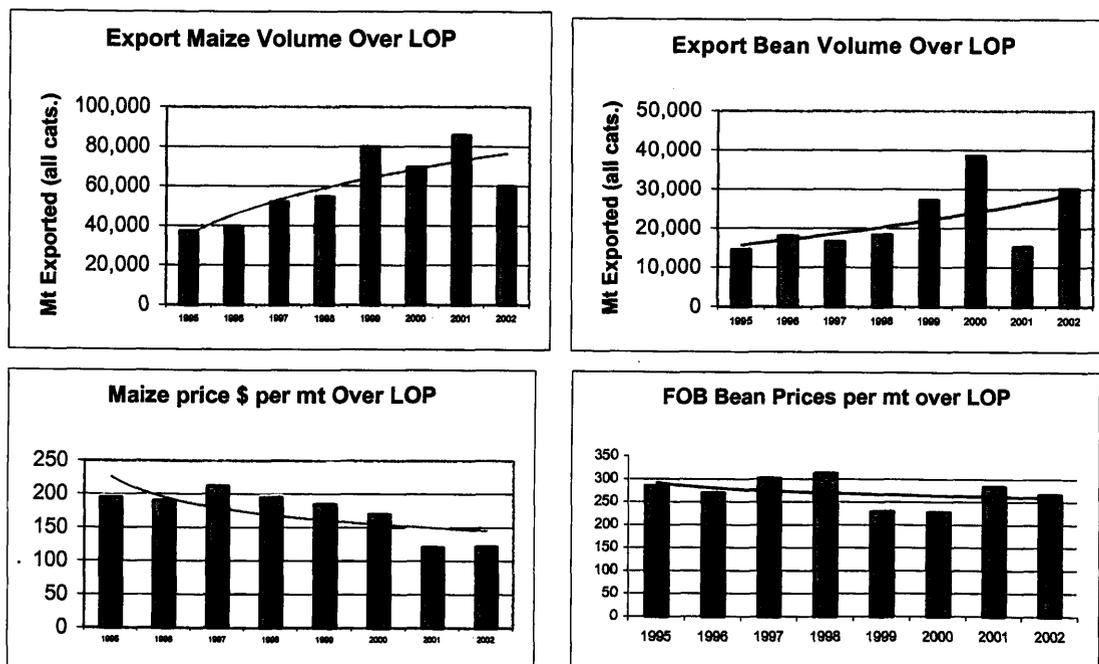
**A: Low Value Commodities:** During the year, over 60,000 mt of maize and 30,000 mt of beans were exported. Exports of maize and beans would have been higher, but for the stable supply in Kenya as a result of good rains received there. Efforts at marketing Ugandan grain in Southern Africa were finally successful with the signing of a contract that brought about the first ever commercial export of maize from Uganda. A total of 21,000 mt of maize grain valued at US\$2.31 million FOB was delivered by UGT to Zambia during the reporting period.

In terms of volume, maize exports decreased over 2001 by about 30% while the exports of beans increased in 2002 by nearly 100%. Similarly the value of maize exports was lower in 2002, while that of beans was higher. As can be seen from Figure ii, the export volumes of maize in particular, increased from about 37,000 mt in 1995 to over 85,000 mt in 2001 (an increase of 130% within a period of 7 years) before declining to about 60,000 mt in 2002.



LV performance to-date can also be summarized by commodity volume and prices/unit value as shown in Figure iii below.

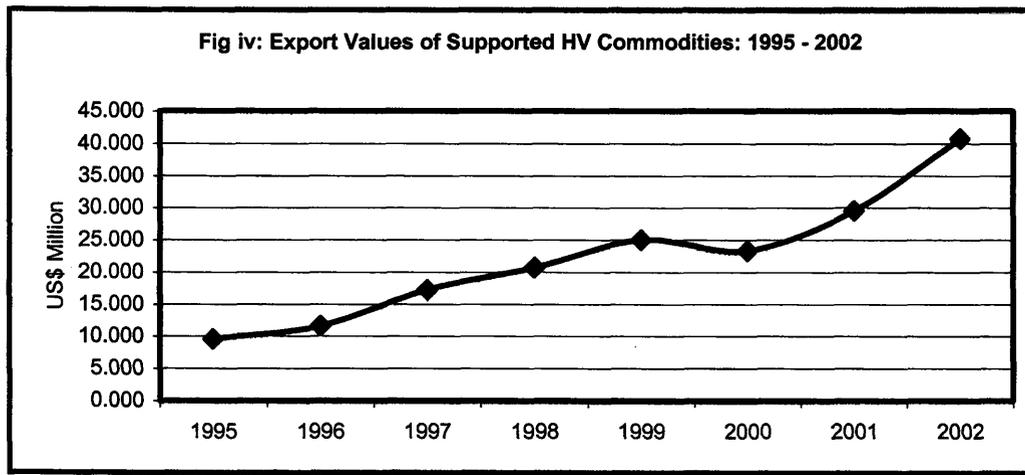
**Figure iii: Maize and Bean Export Volumes and Prices Over LOP**



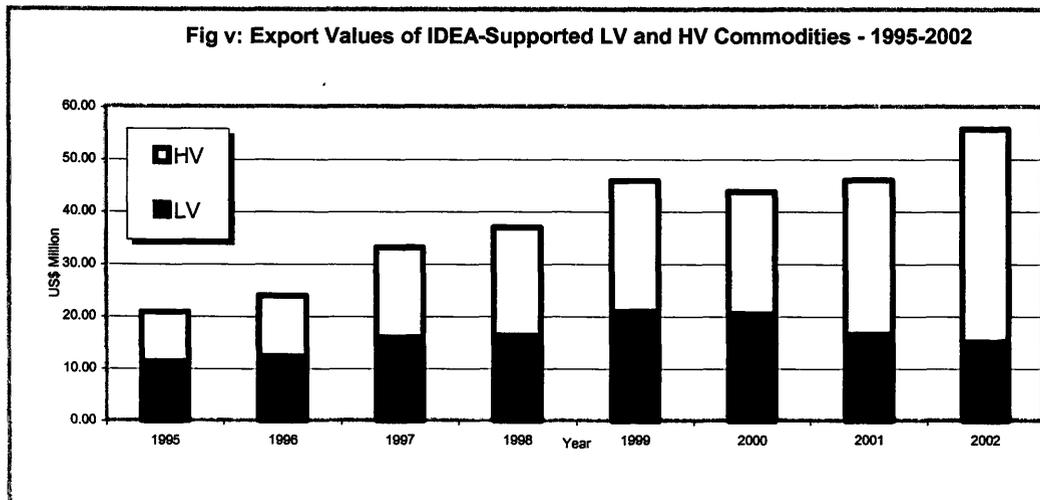
From the above, it is clear that the export volumes of the LV commodities has generally continued to increase over the LOP. However, during the same period, and due to increased production, prices for maize in dollar terms have declined by 33% over the LOP. Bean prices have on the other hand only declined by 13% on average over the LOP.

**B: High Value Products:** The export value of crops covered by the High Value portfolio was about US\$40.7 million FOB in 2002, a 38% increase over 2001 exports. This much-improved performance was due to new investment in floriculture; high world market prices for vanilla; and small but significant improvements in the export production of fresh produce, cocoa and other minor products.

Over the past years, the export value of supported HV commodities increased from just under US\$10 million in 1995 to nearly US\$41 million in 2002 (Figure iv).



Considering both the low and high value portfolios, there has been a tremendous growth in NTAE products supported by the IDEA project. As may be observed from Figure v, the export values of both LV and HV products supported by IDEA increased from about US\$21 million in 1995 to about US\$55 million in 2002.



These NTAE growth rates are very promising, considering that Uganda needs double-digit growth to eradicate poverty. This diversification has also had a cushioning effect, since world commodity prices for the traditional exports continue to be depressed. Uganda is still a very small player in the NTAE sector and there is plenty of room for expansion, and particularly at this stage now that these select commodity sectors have been established during IDEA's tenure.

## 2.0 HIGHLIGHTS OF PROGRESS DURING 2002

### 2.1 Low Value Crop Development

**2.1.1 Summary of Achievements:** Enhancing producer profitability through the demonstration program has remained the focus of technology transfer activities. Maize continued to receive a high priority, as it was this commodity that was most disappointing over the previous marketing period. Additionally, upland rice demonstrations were very successful in conjunction with Tilda (U) Ltd. The year saw additional partnerships materializing for technology transfer activity, with NAADS and SPEED, while private sector input suppliers all showed a willingness to engage in similar activities. The involvement of private sector funded demonstrations has been particularly encouraging as this is seen as a sustainable means of technology transfer.

Marketing also took great strides forward this year with the successful conclusion of the UGT Zambian exports (the company was paid in full for its exports) as well as the continued emergence of stronger producer groups through the RAMS centres. The first bean shipment to Angola took place in December and contracts were pending for supplies of both commodities to Zambia and Zimbabwe. The introduction of shellers through a USAID funded SAFGRAD partner grant to 6 RAMS operations showed the way to future expansion of rural producer group activity. RAMS and outgrower activity in partnership with the private sector was further consolidated with the expansion of the upland rice program with Tilda (U) Ltd.

Research activities have continued with the release through the National Variety Release Committee of a new improved sesame variety and 4 improved maize varieties, two locally bred and two transnational introductions.

Rural finance continued to receive emphasis through the banks, with both Centenary and Standard Chartered Banks investing additionally in support staff and expressing their desire to increase the portfolio value – this despite the market failure and unresolved repayments from some clients.

Highlights of LV achievements during the reporting period are presented in Table A.

**Table A: Summary of LV Progress for Selected Indicators: January – December 2002**

Indicator	Unit	Quantity/Value
<b>A: Maize and Bean Exports:</b>		
- Value of maize exports	US\$ Mill	7.331
- Volume of maize exports	Tons	60,001
- Value of bean exports	US\$ Mill	7.867
- Volume of bean exports	Tons	30,221
<b>B: Input Sales (National):</b>		
- Value of maize seed	US\$	650,309
- Volume of maize seed	Tons	1,051
- Value of bean seed	US\$	300,176
- Volume of bean seed	Tons	745
- Value of fertilizers	US\$	5,075,250
- Volume of fertilizers	Tons	16,250
<b>C: ATAIN Sales:</b>		
- Value of maize seed	US\$	202,203
- Volume of maize seed	Tons	289
- Value of bean seed	US\$	98,140
- Volume of bean seed	Tons	198
- Value of fertilizers	US\$	94,460
- Volume of fertilizers	Tons	279
- Number of input stockists	Number	350
- Number of farmers served	Number	110,595

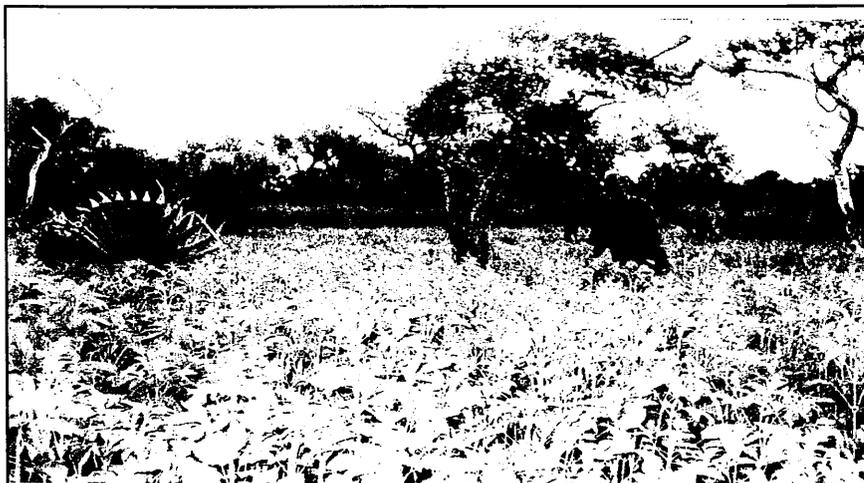
<b>D: Commercial Farming Operations:</b>		
- Number of commercial farmer clients	Number	1,104
- Area under maize by commercial farmer clients	Ha	7,583
- Area under beans by commercial farmer clients	Ha	1,002
- Estimated maize output by commercial farmer clients	Tons	21,209
- Estimated bean output by commercial farmer clients	Tons	745
- Maize yield by commercial farmer clients	Mt/Ha	2.81
- Bean yield by commercial farmer clients	Mt/Ha	0.74
- Number of commercial farmer clients receiving credit	Number	356
- Total credit received by commercial farmer clients	US\$	314,925
<b>E: Technology Transfer:</b>		
- Number of field demonstration sites	Number	2,346
- Number of farmers attending training (ADC-sponsored)	Number	109,895
- Percent of farmers trained (females)	%	37
- Estimated percent adopting low input technology	%	65
- Estimated percent adopting high input technology	%	10

**2.1.2 Efficient Production Technologies:** IDEA continued funding NARO research activities, though on reduced and focused activities. Two maize genotypes SC407 and Pan 77 were released during the first quarter of 2002 and four maize genotypes Longe6H, Longe7H, Longe8H (3-way cross hybrids) and Pan 15 were released in the last quarter of 2002. Early in 2002 two short duration, rosette resistant groundnut varieties- Serenut 3R and 4T were released. A production manual for groundnuts has been produced and distributed to growers. A Striga management leaflet was produced based on the observed results and comments obtained from farmers who hosted the demonstration plots. These leaflets were distributed to farmers in Kamuli, Iganga and Bugiri districts.

Four promising sunflower hybrids from Pannar Seed Company were received in the country, and planted in several districts of Eastern and Northern Uganda. Based on field performance, one genotype Pan 7351, was officially granted a partial release for commercial production and marketing in Uganda.

The National Bean Program carried out multi-location and on-farm testing of beans at different sites. At least two varieties RWR 1873 and RWR 1946 are scheduled for release in the first quarter of 2003. Two bean production leaflets and one recipe leaflet were produced during the reporting period.

Foundation seed of the newly released SESIM II was secured and given to two sesame exporting companies to establish demonstration plots in northern and north-western Uganda during 2002B season. A full release of this genotype was granted after more on-farm trials in 2002A were conducted by NARO.



Sesame demonstration plot in Northern Uganda. Sesame is one of the new introductions into the LV commodity portfolio.

Following on from the success of the earlier trials of the new WARDA upland rice varieties, 260 demonstration plots were established in Eastern Uganda. NARO and NASECO released four rice genotypes (NAARI 1, 2, 3 and Suparica 2, by NARO and NASECO, respectively) in the last quarter of 2002 for official production and marketing.

**2.1.3 Technology Transfer:** A total of 2,346 demonstrations were established for maize and upland rice during the year 2002. 1,210 were established in the 2002A season of, which 260 were under upland rice and 950 under maize. In the 2002B season 460 demonstrations were under upland rice, with 676 under maize. A total of 109,895 farmer visits were recorded through these demonstrations as outlined in Table B.

Apart from the districts of Iganga, Bugiri, Mbale and Sironko, upland rice demonstrations were extended to the districts of Hoima, Mubende, Rakai, Kamuli and Kasese in 2002B season. The newly released upland rice varieties WAB165 and WAB450 F91, now renamed Suparica1 and Suparica2 respectively, performed quite well even under stressful dry conditions that prevailed in first season and early in the second season compared to traditional upland varieties. Collaboration with Tilda (U) Ltd continued, with the company's interest centered on the districts of Bugiri, Sironko, Mbale, Kamuli and Iganga. These districts are within the outgrower reach planned by the company, needed to supplement their paddy rice production based at Kibimba.

Maize demonstrations were established with commercial farmers in the districts of Kapchorwa, Sironko, Mbale, Mubende, Kiboga, Iganga, Kamuli, Bugiri, Kasese, Rakai and Nebbi. Emphasis was put on efficient use of fertilizers, effective application of herbicides in a conservation tillage system, on a base of using improved seed, good plant population establishment and timeliness in all field operations.

**Table B: 2002 Maize and Upland Rice Field Demonstrations**

Category	Size (acres)	Number	Number of farmers exposed
Upland rice	0.25	720	37,440
Maize; high input with zero tillage	0.5 & 0.25	1,400	63,774
Maize; high input with minimum tillage by stockists	0.25	226	8,681
<b>Total</b>		<b>2,346</b>	<b>109,895</b>

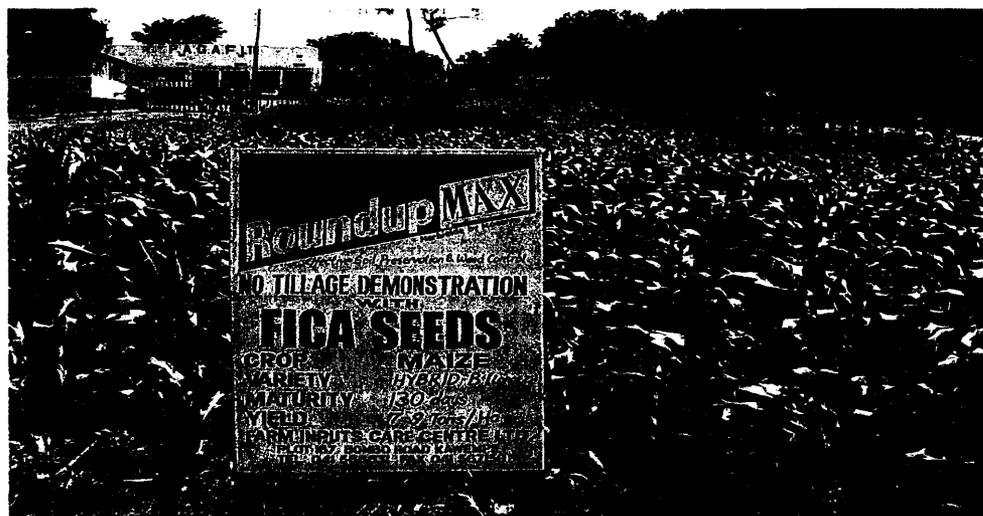
A total of 226 demonstrations (150 in 2002A season and 76 in 2002B season) were established by stockists in the districts of Rakai, Mpigi and Iganga as an avenue for promoting various products handled. A commendable start was made through this channel, which provides an ideal method of continuing demonstration activities outside project interventions.

A major participant in the demonstrations was Monsanto, which provided the new granulated Roundup<sup>R</sup> formulation and Lasso-atrazine herbicides for land preparation and pre-emergence applications respectively. Monsanto was also involved in a programme of intensive training for commercial farmers prior to the start of the 2002A season.

A total of 1,012 emerging commercial farmers received training in the districts of Mbale, Sironko, Kapchorwa, Mubende, Hoima, Kiboga, Kasese, Iganga, Bugiri, Kamuli and Rakai. These farmers planted over 4,020 hectares of maize during 2002A season and another 3,563 ha during 2002B season. The training also had a strong emphasis on practical construction of cribs, an essential post-harvest structure for maize producers. As a result of this training, farmers have so far constructed 108 cribs (Table C). Tractor training was also conducted at Namalere near Kampala for 30 tractor operators in conjunction with MAAIF and commercial machinery companies.

**Table C: Commercial Farmers Programme for 2002**

No. of commercial farmer clients trained	1,104
No. of cribs constructed	108
Area planted (ha)	7,583
Estimated maize production (mt)	21,209
Commercial farmers receiving credit	367
% Receiving credit that are female	7
Total credit received (US\$)	321,514



FICA Seeds demonstration plot on Zero Tillage. The involvement of the private sector and the use of cost-reduction technologies are seen as the way forward in sustaining the NTAE sector.

Despite the maize market depressions of 2001B and 2002A seasons, many commercial farmers who had received production credit from Standard Chartered Bank (SCB) and Centenary Rural Development Bank (CERUDEB) managed to fulfill their loan obligations. All the loans advanced to the farmers in Kapchorwa, Mbale, Sironko, Rakai, Hoima and Mubende were fully repaid. The banks are handling the few cases of loan arrears of farmers in Kasese, Kiboga, Iganga, Kamuli and Bugiri. Most of the pending cases have been rescheduled and will be repaid from the 2002B season crop. The equivalent of US\$321,514 was loaned out as production credit to 367 farmers during the year (Table D).

**Table D: Commercial Farming Production Credit: 2002A&B Seasons**

Area/Location	Bank/Branch	Number of farmers	Area planted (ha)	Loan amount (US\$)
Kapchorwa	CERUDEB*/Mbale	199	1,753	194,443
Mubende	CERUDEB/Mityana	28	83	17,422
Kiboga	- do -	9	54	4,333
Hoima/Masindi	CERUDEB/Hoima	57	187	28,350
Rakai/Ssembabule	CERUDEB/Kyotera	42	61	24,412
Kasese	CERUDEB/Kasese	12	58	13,889
Bugiri	CERUDEB/Tororo	17	73	8,110
Gulu	Standard Chartered	1	30	13,890
Wakiso	- do -	2	100	16,665
<b>Total</b>		<b>367</b>	<b>2,399</b>	<b>321,514</b>

\* CERUDEB: Centenary Rural Development Bank

**2.1.4 Input Supply:** During the year, ADC continued the activities of the former PL-480 Title II-funded ATAIN program. Emphasis was on increasing the outreach by extending the stockists network to new areas of Kiboga, Mubende, Kasese, Mityana and Lira, and diversifying the ATAIN scope to include stockists-initiated demonstration activities.

Support was maintained for 7 ATAIN distributors, 5 old and 2 new, and 132 new ATAIN stockists. The ATAIN input inventory credit guarantee was maintained for all the distributors for both locally sourced inputs and imports credit and also for the 132 new stockists enlisted under ATAIN during the year. The 218 old ATAIN stockists were graduated from the ATAIN guarantee and were able to access full distributor-assumed credit risk. The ATAIN stockists network was broadened to reach new areas where ADC's previous active intervention has had bigger impact on the demand for inputs. As in the previous years, the ATAIN program maintained its 100% credit recovery rate as a result of a well coordinated monitoring effort by both the distributor, ATAIN managers and ADC staff, and more importantly the good business discipline amongst the credit beneficiaries.

The depressed output market for low value crops experienced during 2001 and in the early part of 2002 directly impacted input purchases by farmers during the 2002A season partly due to a shortage of capital required to purchase these inputs and also due to farmer skepticism about the market. However, with the market recovery during 2002B season there were better prospects for increased input sales. Overall, improved maize and bean seed and fertilizers sales for the year were down compared to the previous year. The value of fertilizer sold by ADC-linked dealers was about US\$ 464,000 and that of seeds was about US\$451,000

About 110,595 farmers directly purchased their inputs, many of them on repeat times, from the ADC-facilitated stockists network. A total of 236 demonstration sites were established by the stockists as a way of improving their input sales and imparting knowledge to their farmer clients.

**2.1.5 Seed Multiplication and Distribution:** There was some modest recovery from the seed sales slump, which followed the commodity market crash of 2001, but the sales have yet to reach the levels of 2000. During the reporting period, 1,051 and 745 mt for maize and beans respectively were sold. Some modest increase was also made in the contracted seed crop, boosted by a production contract between Monsanto and FICA in which the latter planted about 200 acres of maize hybrid seed crop in Mubuku and Fort Portal. NASECO also planted about 112.5 acres of maize hybrid seed crop on contract to Seedco International, in addition to their own seed production.

One local company, FICA Seeds Ltd, with financial support from IDEA, has already taken steps to explore the regional markets by undertaking variety trials in Kenya and Tanzania.

**2.1.6 Market Knowledge and Information Services:** During the period between January and December 2002, 21 market reports were produced and disseminated to all the clients. The recipients of the LV reports were 195 for the whole year. The market information recipients included government ministries, donors, parastatals, farmers' associations, university students, extension workers, individual farmers and researchers. The reports were disseminated using e-mail, distributed during commercial farmer trainings, new extension workers training and field trips as well as collected by individuals from the ADC. Out of the 195 recipients, 16 were from East and Southern Africa and 9 from outside Africa.

The MKIS office coordinated the regular trade forecast meetings in conjunction with the FEWSNET Project and World Food Program (WFP). Seven meetings were held during the year and were attended by the Uganda Grain Traders (UGT), WFP, various WFP suppliers, FAO, Uganda Farmers Association Ltd (UFAL) as well as staff from FoodNet, FEWSNET and IDEA Projects.

**2.1.7 Rural Agricultural Marketing Systems (RAMS):** The established RAMS centres that IDEA has been working with continued to market their products with specific attention paid to having a product for sale that is clean, dry and available in volumes that can attract serious buyers.

All 13 shellers granted by SAFGRAD have been placed with commercial farmer groups and in each case the shellers are making a significant contribution to the groups involved. Volumes of product shelled varied from 30 mt to 430 mt depending on the size and level of organization of the group in question. The groups are charging the commercial rate for shelling the produce and that money is being retained by the group. This money will be spent on group activities and could be put towards purchase of additional machinery such as cleaners or more shellers.

WFP continued its policy of setting aside 10% of purchases from farmer groups, although success rate remains disappointing for a number of reasons. One of which is the difficulty that rural groups experience in putting up the required bid bonds. Another major hurdle is that of organizing logistics at village level to coincide with stipulated inspections from WFP.

Volumes of sesame purchased by RAMS were low as a result of depressed world prices. The total figure for beans marketed through RAMS was very encouraging and the figures are from two activities; one based in the Rakai area and another in Kibaale district. The Rakai activity (coordinated by CEDO) consists of 22 buying centres working with over 1,100 farmers. Similarly the Kibaale group known as BUFA coordinates over 8,000 farmers and enables these farmers to sell their surplus produce as a group. Performance of supported RAMS is shown in Table E.

**Table E: Performance of IDEA Supported RAMS**

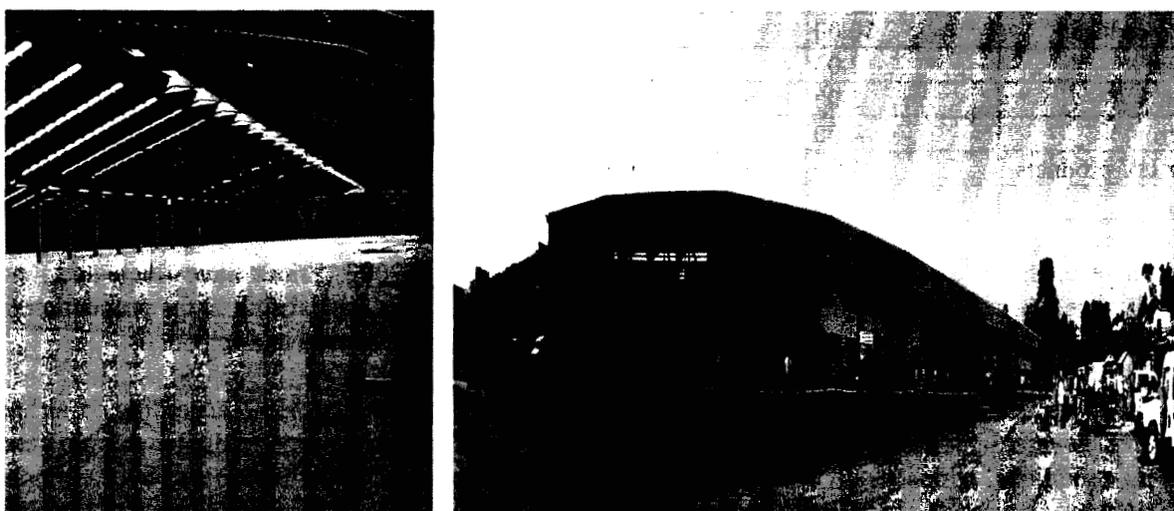
<b>RAMS</b>	<b>No of Centres</b>	<b>Quantity ( mt)</b>	<b>Value \$</b>	<b>No. of Producers</b>
<b>Maize</b>				
NALG	14	813	70,488	58
Kapchorwa	1	1,200	67,232	110
Kasese	1	180	10,085	30
Gukwatamanzi	1	1,402	102,895	117
Masindi	1	1,080	60,509	135
Bugiri	1	138	15,164	34
Mubende	1	47	5,054	18
Hoima	1	30	3,296	12
Kiboga	2	410	33,791	150
<b>Total Value of Maize Through Supported RAMS (US\$)</b>			<b>368,514</b>	
<b>Beans</b>				
Rakai	1	605	122,580	1,100
Kibaale	1	1,125	229,000	1,500
<b>Total Value of Beans Through Supported RAMS (US\$)</b>			<b>351,850</b>	
<b>Rice</b>				
Hoima	1	Harvest delayed		
Kibimba	1	Harvest delayed		

**2.1.7 Outgrower Initiatives:** ADC support to the traditional outgrower seed schemes continued with emphasis on better practices leading to higher productivity and better seed quality. Assistance was extended to Abasaija Kweyamba Cooperative Society at Mubuku Irrigation Scheme to construct cribs to handle the FICA/Monsanto seed crop being grown there.

Two new commodity outgrower schemes have come up with ADC's encouragement and support. One is a rice scheme in Hoima, centred around Nyati Millers, where about 62 farmers obtained and planted seed of WAB 165 through the Miller. Harvesting of this crop has started. Another is a sunflower scheme based in Kiryandongo, Masindi district and organized by Mukwano Industries. With ADC's intervention, a sunflower hybrid from Pannar seed company was officially released for this company.

**2.1.8 Support to Exporter Clients:** A major focus during the reporting period has been the ongoing support to Uganda Grain Traders (UGT) Ltd. UGT successfully exported 30,680 mt (21,000 mt in this reporting period) to Zambia, with a total FOB value of US\$3,374,800. A notable feature of the success was the effective collaboration between government, Barclays Bank, Uganda Railways, Trans Africa Railways, URA, UGT and IDEA. Logistically this was a complicated export but the willingness of all the stakeholders to make it a success made all the difference.

The Coffee Marketing Board Facility (where UGT initially operated from) was handed over to a Sri Lankan investor in May 2002. This unforeseen event led to considerable lobbying of government by UGT to find a suitable alternative site. After much negotiation, the facility was completed and leased from URA to UGT in October 2002. UGT negotiated a 25-year lease period with preferential rates for the first 3 years.



Uganda Grain Traders (UGT) new 35,000 mt export facility at Nakawa Kampala. With such a facility, Uganda can now become a major player in the regional grain market.

Table F shows maize, bean and sesame exports for 2002. The exports are broken down into formal, informal and internal relief sales.

**Table F: 2002 Export Volumes and Values of LV Commodities**

Commodity	Volume (mt)	Value (US\$ Million)
Maize (formal)	33,402	3.122
Maize (informal)	3,654	0.253
Maize (relief)	22,945	3.966
<b>Total Maize</b>	<b>60,001</b>	<b>7.331</b>
Beans (formal)	5,413	1.317
Bean (informal)	4,936	1.011
Beans (relief)	19,872	5.539
<b>Total Beans</b>	<b>30,221</b>	<b>7.867</b>
Sesame	2,500	0.980
<b>Grand Total</b>	<b>97,722</b>	<b>16.178</b>

## 2.2 High Value Crop Development

**2.2.1 Summary of Achievements:** The export value of crops covered by the High Value portfolio continued to increase during 2002. Good performances by the floriculture and vanilla sectors have taken the total to within US\$4.12 million of the EOP target. A summary of export values by major category is given in Table G.

Table 10: High Value Crop Exports: 1995-2002

Product	LOP Target (\$ Mill FOB)	1995 Value (\$ Mill FOB)	1999	2000	2001	2002
Roses	20.00	2.30	9.95	9.12	11.52	14.10
Plant cuttings	5.00	0.00	3.51	4.50	5.60	7.03
Fresh produce	10.00	0.63	3.13	3.16	3.20	4.24
Vanilla	2.00	0.24	1.50	2.02	5.72	9.43
Cocoa	3.00	0.64	2.80	2.02	2.70	4.97
Papain	4.00	4.46	4.20	0.98	0.72	0.71
Other HV products	1.00	2.40	0.70	0.50	0.60	0.20
<b>Total</b>	<b>45.00</b>	<b>10.67</b>	<b>25.79</b>	<b>22.30</b>	<b>30.06</b>	<b>40.68</b>

New investments in rose production increased area to 122 ha in 2002. Prices have fluctuated, and overall were slightly down on the previous year. There are now 4 farms specialising in the production of plant cuttings (19 ha), including large quantities of chrysanthemum, poinsettia and impatiens.

Overall quantities of fresh produce exports through Entebbe increased by 45%, according to airline statistics. Several opportunistic exporters withdrew from the market in response to tighter shipping and trading conditions, which made lower value products such as banana, sweet potato and avocado non-competitive. As a result, the average unit value of fresh produce exports increased. Some IDEA clients with supply contracts (Mubuku, African Organic, Mairye Estates) and freight agreements with FHL were able to increase their exports and margins significantly during the year.

The value of vanilla exports increased in 2002 to a record figure of US\$9.43 million following a good crop harvest in July/August. Growers received average farm gate prices of US\$20,000 per kg for green beans (US\$10.80/kg). Global prices for good quality cured vanilla dropped slightly to US\$120-140 per kg in December 2002, but this was still much higher than historical average prices since the large crop from Madagascar which was expected to come on to the market has not yet appeared. The average price return for Ugandan exporters was US\$125-130 per kg.

Total papain exports recorded through Entebbe exceeded 250 mt, valued at US\$3-4 million and additional amounts were reported through overland border posts. Up to 80% of this is thought to have originated in the DRC although production in Uganda has increased.

World demand for cocoa remained strong throughout 2002. Cocoa exports were estimated at 3,100 mt, valued at US\$4.97 million by the Uganda Cocoa Association (UCA), which was confirmed by shipping companies and exporters. IDEA grant support to UCA for training is playing an important role in this rehabilitation.

The value of other HV crops including dried pineapple and banana, birds eye chilli and other spice products was estimated at US\$200,000. These are minor products, which do not have a major impact on export earnings, but provide valuable income for families in some fragile areas of the country.

**2.2.2 Promoting Efficient Production Technologies:** Efforts at improving production technology continued through a combination of research, training, demonstrations, technical publications and other technology transfer activities. Rose varietal trials, supported by a grant from IDEA, continued at the

UFEA Research, Development and Training Centre. The trials are now fully managed by UFEA staff, with decreasing levels of technical assistance from IDEA. The research farm produces and distributes monthly newsletters to breeders and growers, evaluating varietal performance and various technical issues. Occasional open days are held for dissemination of information to growers. Growers are utilising UFEA results in the selection of new varieties for re-planting and have planted nearly 17 ha commercially with varieties that performed well in the UFEA trials.

Research trials on vegetables have been more difficult to carry out, since HORTEXA does not have the capacity and NARO has been unable to provide the level of field supervision required. Nevertheless, a series of trials on runner (climbing) beans were completed in Kabale in January 2002 and resulted in orders for up to 10 mt per week from UK importers. Trials on different types of fresh chilli continued at Mubuku and Mairye. Varietal trials at Mairye on greenhouse production of okra, aubergine and other tropical vegetables were badly damaged by a hailstorm in March 2002. These were repeated in the second half of the year. A full report on all vegetable trials carried out since 2000 at Mairye, Kasese and Kabale was completed.

Second phase contracts are continuing with NARO on passion fruit and banana. Production of improved passion fruit plants for distribution has been transferred to private nurseries and this is resulting in more rapid distribution of planting material. The NARO coffee research centre in Kituza is continuing to produce cocoa seedlings for distribution to growers in target areas.

Technical assistance and funding for demonstration plots of vanilla (30) and cocoa (6) was continued through UNVA and UCA. A "vanilla day", to promote more planting of vanilla at the national level, was held successfully in Mpigi, with personal attendance by the Minister of Agriculture and the Minister of Finance. TA was initiated to introduce cardamom as a spice crop with potential for smallholders. During the reporting period, UCA trained more than 4,000 farmers in all aspects of cocoa production.



A well-managed vanilla field such as this one is a source for increased rural incomes. The ADC has placed great emphasis on training of small holders through funding demonstration plots and extension workers.

Training, research, and seed distribution on papain production continued in conjunction with Reco Industries and outgrowers in Bushenyi and Kasese. Technical back-up was also provided to

TechnoServe on birdseye chilli, papain and dried fruit demonstrations in Arua and Nebbi. The first commercial exports of 1.8 mt of birds-eye chilli was produced from these trials.

In addition to TA provided directly by the HV team, IDEA has also been active in helping clients source funds from other donors. Grants totaling US\$1.5 million have been approved under the Netherlands PSOM program for Magric (steam sterilisation), Magic Flowers (plant propagation) and Hortipack (Airport packhouse). UNIDO have also approved a grant of US\$228,000 to assist with the replacement of methyl bromide in the horticulture industry.

**2.2.3 Increased Market Opportunities:** Past work in establishing market contacts and new business means that most exporters have stable marketing arrangements and buyers, who they visit on a regular basis without financial assistance from the ADC. However, the ADC continued to provide regular technical and market information to clients to assist them in planning these marketing trips, and made specific interventions to facilitate overseas visits where necessary. In 2002 these included organisation of the ATF marketing visit to Holland for 22 students from flower farms, MU, MAAIF and UFEA; assistance to Mairye Estates and Mubuku to negotiate new contracts with fresh produce buyers and identify new buyers of processed chilli products; organisation of field visits for US vanilla buyers; and direct intervention to identify UK supermarket buyers for roses produced by Rosebud, now the single biggest grower of roses in Uganda.

International buyers of flowers, fresh produce and vanilla, now visit Uganda on a routine basis, and that the ADC is invariably their first contact point. Many of the visits are still coordinated by the ADC, but increasingly they are handled by trade associations with assistance from us. So far, during 2002 buyers visited from three major vanilla importers, the two Dutch flower auctions, five large flower importers and two of the largest fresh produce companies in Europe. Many other buyers from smaller companies looking for new business have also visited and/or contacted the ADC on several occasions.

Price bulletins and market reports on roses, fresh produce and spices were sent out every month. These include 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 100 clients, plus many call-in requests. Draft up-dated market analyses have been completed for chilli, vanilla, cocoa, okra and passion fruit.

**2.2.4 Quality Control and Improved Post-harvest Handling:** Intensive technical assistance on post-harvest management has continued in 2002. The rapid growth of Fresh Handling and regular training by UFEA resulted in a general improvement in the market arrival quality, and better year-on-year prices for Ugandan roses. Temperature related losses are now rare. Although the importance of proper maintenance of the cold chain is better understood by exporters, monitoring has shown that there is still room for improvement. The FHL coldstore at Entebbe is operating at full capacity, and the new Roka Bonds/Anova coldstore next door, with 200 tons capacity, allows ample room for expansion. Together with the ENHAS coldstore, there are now 3 coldstores at Entebbe airport, and the increased competition has meant levels of service have improved. In June 2002 freight rates for flowers (US\$1.70/kg) and vegetables (US\$1.35/kg) reached the lowest level for five years, providing a strong incentive to fresh produce exporters.

Post-harvest handling facilities have been improved by almost all of the flower exporters, and several fresh vegetable shippers. Temperature and quality management is still practically non-existent for most of the smaller vegetable exporters. In general, their packing facilities are still poor, but their importers in the European ethnic markets are price-driven and not discerning enough to insist on improvements in quality if it is reflected in higher costs.



Improved hot pepper grading facility at Mubuku Irrigation Scheme in Kasese. Quality control and improved post-harvest handling has been one of the major areas of ADC interventions.

Assistance to flower farms to reach the standards of the Uganda National Code of Practice (CoP) continued throughout the year. Pre-audit visits were completed jointly with UFEA at all flower farms during 2002. The whole flower industry has agreed to work towards full compliance, and this has been incorporated into the UFEA constitution as a condition of membership. In 2003 this responsibility will be taken over by UFEA, and external auditors will be invited to check internal pre-audits, to give the audit process international credibility.

Training in CoP was continued with fresh produce growers through HORTEXA, focusing mainly on “safe use of pesticides”. A code of practice was written and agreed for the cocoa industry, and will be presented to exporters and growers early in 2003. The UNVA has also agreed on a draft CoP for vanilla, which will be finalized and presented to growers. Adherence to these guidelines will improve post harvest handling in particular, although there will be many overall benefits to the industries in relation to quality and market acceptability.

**2.2.5 Technical Assistance to HV Clients:** During 2002, direct technical assistance continued to 24 firms, 4 national private sector associations, 7 regional private sector associations, 2 NGOs and 5 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 floriculture is expected to push export values up at least 15% per annum over the next three years. Technical assistance from IDEA has been a significant factor in this success.

In conjunction with UNVA, MAAIF and the main processor/exporters, a major promotion has been initiated on vanilla as an alternative crop for growers hit by coffee wilt. Ugandan vanilla has been introduced successfully to all major world buyers, and they have confirmed that Uganda has the potential to compete successfully with Madagascar, Indonesia and other world suppliers, in the future.

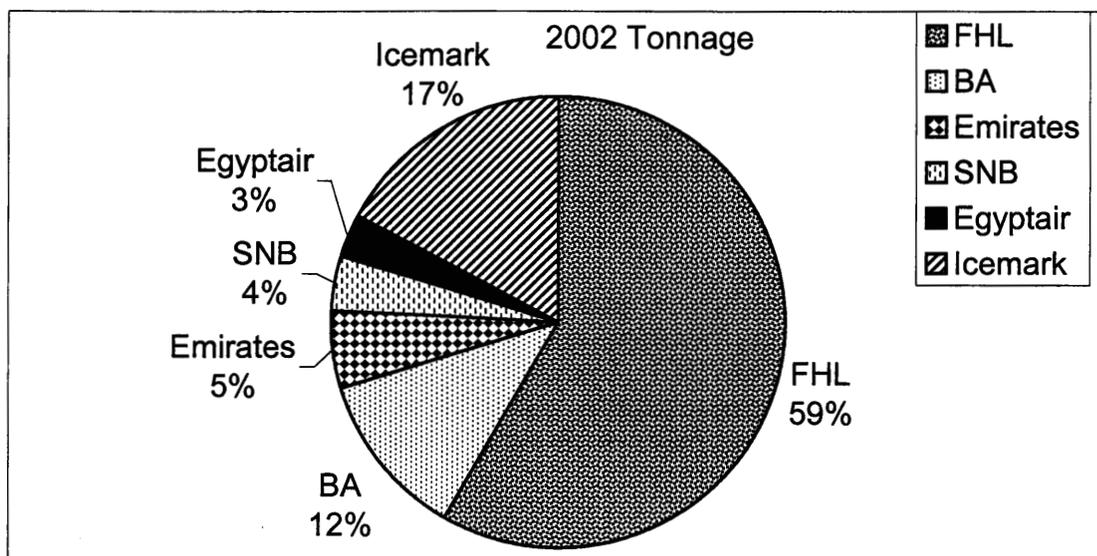
**2.2.6 Improve Airport Handling System:** Fresh Handling Ltd has grown rapidly into the main handling company for flowers and fresh produce at Entebbe Airport. The company has achieved a good financial performance over the first 24 months of operation. It has demonstrated clearly that dedicated handling of perishable products can result in quality improvements that yield better prices for growers. The growers themselves have come to realise the benefits of economies of scale, by working together and sharing information.

Direct negotiations between FHL and airlines has resulted in further freight rate reductions in 2002 (see above) which, if maintained, will deliver a saving to the floriculture industry of more than US\$600,000 compared to 2001.

FHL now receives weekly forecasts from all the growers, and consolidates 60% of all the perishable freight passing through Entebbe (see Figure vi). Growers sending to the same consignee share the same pallet. This consolidation has allowed favorable contracts to be negotiated for the whole season with airlines and clearing agents in Europe. Rates have come down, capacity has gone up, and competition has increased.

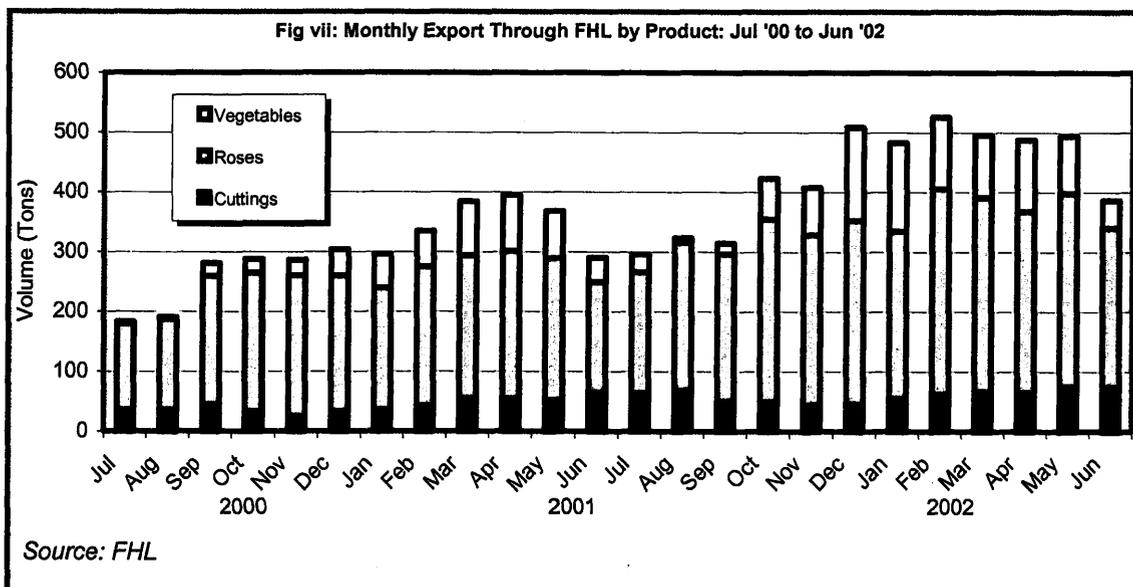
Dead freight has been minimised through increased grower commitment, better communications, and warnings given 48 hours in advance if a farm is going to be short of its projections. The strategic alliance formed between FHL and Anova, one of the largest fish exporters, remains intact and is being re-negotiated for 2003. If there is a shortage of one commodity, the shortfall can be filled by the other so contractual obligations are met with the airlines.

**Figure vi: Distribution of Perishable Cargo During 2002**



A working capital loan facility of US\$500,000 for Fresh Handling Air Cargo Ltd was agreed in September 2001, with Barclays Bank, using the USAID supported Export Credit Guarantee Fund administered by the Bank of Uganda. This financing has enabled FHL to contract directly with airlines at a better price than the previous year, and enabled airlines to offer more frequent direct services, mainly to Amsterdam and Ostend. At times there are more than 8 flights per week that growers can choose from. FHL has reduced its average overdraft level to US\$300,000 and maintained an excellent reputation with the bank in 2002.

Fresh vegetable exporters have responded to more competitive rates offered by FHL, and shipped more produce during 2002. This resulted in better market arrival quality for them, and more demand from customers. The performance by FHL during its 24 months of operation is depicted in Figure vii below.



### 3.0 CONCLUSION

There is a stable complement of long-term personnel at the ADC providing TA to NTAE clients. We obtained a contract modification from the USAID Mission to maintain our current complement of long-term staff through July 2003, so we can maintain the momentum under IDEA while the new projects become operational.

The 2002A season experienced shorter than normal rainfall over most of the country. Since this was insufficient for crops to fully mature (other than short season crops such as beans), output of most crops was down. This reduction in supply limited our field crop marketing abilities. There was food insecurity in some locations, but the magnitude was relatively small, except for rebel activity that escalated in the north during 2002.

Overall commodity prices remained under pressure during the reporting period. The exception was vanilla and cocoa. This has been discouraging to farmers because diversification was not even the savior. There was some recovery in maize prices, although they remain below the 5-year average. This has had a knock-on effect, because farmers have rationed the purchase of productivity enhancement inputs, as reflected in reduced improved seed, fertilizer and crop chemical sales. This, in turn, will create a vicious cycle. It will require one or two seasons of good rainfall and/or good prices to restore farmer confidence.

These low prices have enhanced accessibility to food and kept inflation low. Farm incomes are expected to decline due to lower yields and soft commodity prices. Some farmers will default on their loans.

The Uganda Shilling was relatively stable and weakened slightly during the period. The Euro and the British pound all gained some strength relative to the US\$, which enhances our HV NTAE export values.

As in previous reports, we still maintain that there are some very good investment opportunities in NTAEs. Diversification of Uganda's export base is still very important. Coffee prices are likely to be under pressure for several more years. Our main limitation is identifying qualified investors for the NTAE sector.



## **PART I: MAIN REPORT**



## 1.0 INTRODUCTION

### 1.1 Overview

This is the sixteenth semi-annual (and also the eighth annual) progress report of the Uganda's Investment in Developing Export Agriculture (IDEA) Project. It covers the period January 1 through December 31, 2002. Like other previous progress reports, it brings out progress by component and compares 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 the 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 the 9<sup>th</sup> work plan year are presented in Chapter 3. Statistical annexes (Part II) include achievement indicators, time lines, active client portfolio, LV and HV training events, and IDEA Small Grants.

### 1.2 IDEA Project: Institutional Environment

**1.2.1 Role and Institutional Framework:** 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. The USAID Uganda Mission now has a new Integrated Strategic Plan (ISP) 2002-2007. With less than 18 months remaining, IDEA is essentially a transition project. It is incorporated under SO7, and is expected to have results reportable under all 4 Intermediate Results.

In terms of implementation strategy, IDEA has continued to provide 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, vanilla, cocoa and papain).

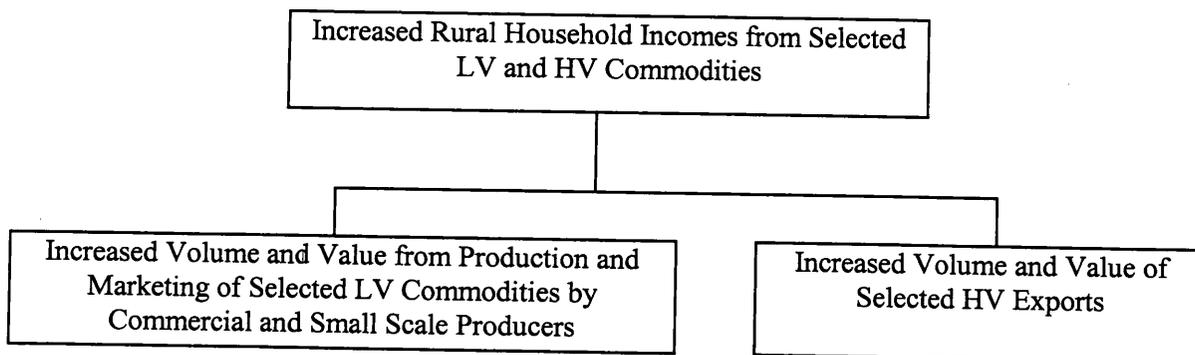
Although the basic project agreement is between USAID and the GoU's Ministry of Tourism, Trade and Industry (MTTI), IDEA operates principally for and in concert with the NTAE private sector. Thus, the IDEA Steering Committee (ISC) is made up largely of private sector representatives and a few representatives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

During the reporting period, the IDEA Project, through the Agribusiness Development Centre (ADC) continued to offer a wide range of professional expertise including crop production, market information, training, financial linkages, project management and evaluation.

IDEA remains at full staffing, with 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 the Life of Project (LOP).

**Figure 1: Results Framework for IDEA Project**



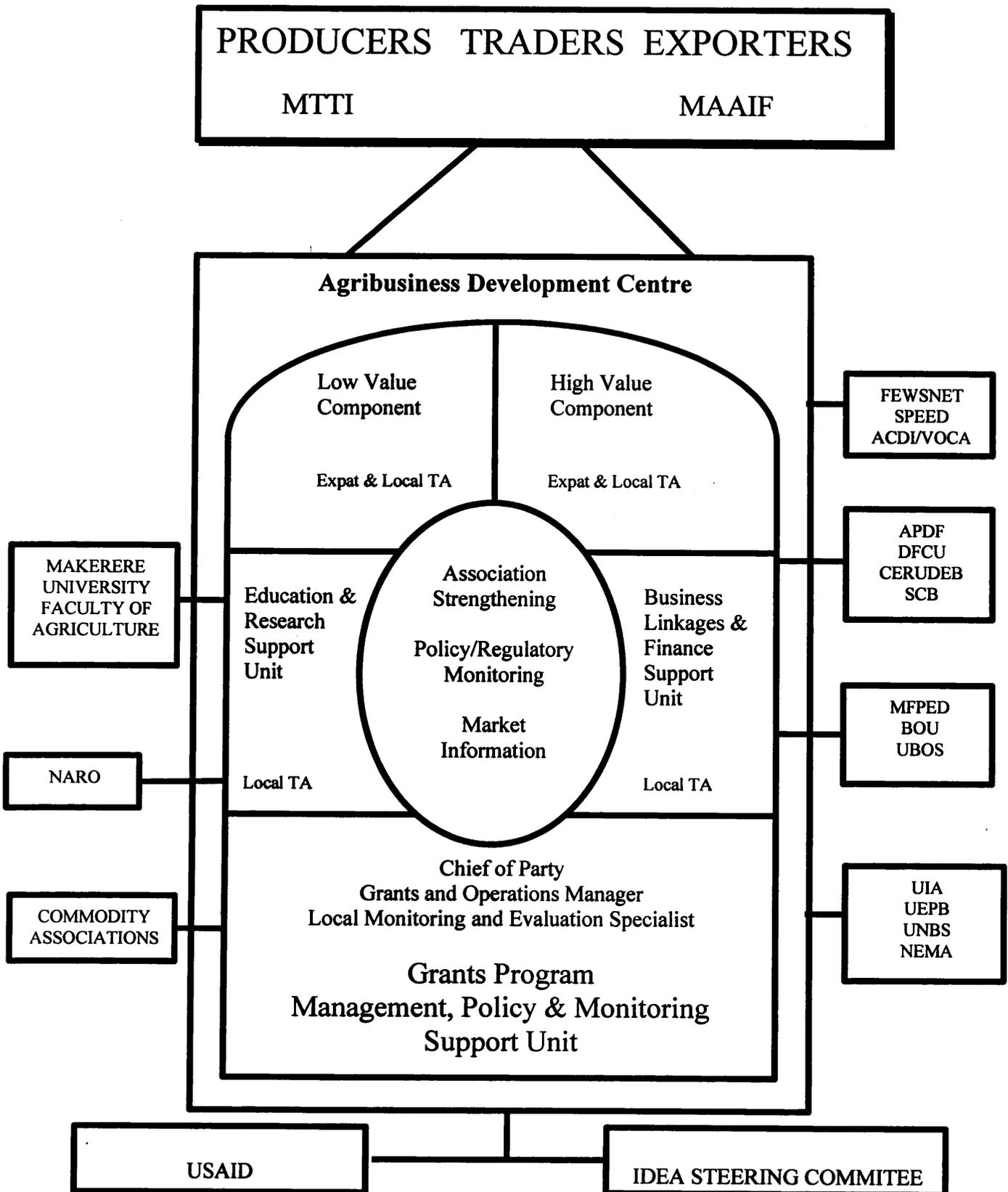
Current positions and contractors providing the TA under IDEA are shown in Table 1. A full list of the ADC long-term professional staff is indicated in Annex 2. Short-term expatriate and local technical assistance is also available over the life of the contract. The contract also provides for specialized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

**Table 1: IDEA Expatriate and Local TA Positions**

<b>Expatriate LTTA</b>
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) <sup>1</sup>
High Value Crop Production and Marketing Advisor (HV)
Grants and Operations Manager (GOM)
<b>Local LTTA</b>
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) <sup>2</sup>

- 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 8<sup>th</sup> work plan year, there were 13 STTA assignments and 7 purchase orders as shown in Tables 2(a) and 2(b) respectively.

**Table 2(a): ADC/IDEA Project STTA: January - December, 2002**

Name	Assignment	LOE (Days)
Michael Wallington	Managing storage facility, quality control and marketing of maize for Uganda Grain Traders (UGT) Ltd.	187
Edward Mwesigwa	Study on determining best practices for Rural Agricultural Marketing Systems (RAMS) in Uganda	11
Garry Tomlins	Technical trials in fruit and vegetable agronomy	42
Jim Middleton	Overseeing installation and commissioning of seed processing facilities	17
Denzil Phillips	Sourcing plant products for botanical pharmaceuticals research trials	30
Greg Cullen	Regional seed market survey	36
John Lapham	Opportunities for diversified flowers production	6
Roger White	Direct marketing of flowers	14
Laurentius Koop	Direct marketing of flowers/UFEA strategic plan	17
Cate Nakatugga	Supervision of vegetable research trials	88
Robert Anyang	Field crops seed production	110
Anne Milligan	HO supervisory visit/work plan	9
HO Support	Procurement	3

**Table 2(b): ADC/IDEA Project Purchase Orders: January – December, 2002**

Vendor	Deliverable
CIRAD	Post-harvest and quality control for cocoa
Uganda Commercial Farmers Association (UCFA)	Develop cashflows and budgets for commercial farmers
International Centre for Research in Agro-forestry (ICRAF)	Analyze the chemical quality of selected Ugandan provenances of <i>Prunus africana</i>
Farm Inputs Care Centre (FICA)	Regional seed trials for Ugandan maize varieties
Tilda (U) Ltd	Outgrower trials of upland rice
Global Crop Protection Federation	Safe use of pesticides training
CORI	Cocoa research and training

### 1.3 Overview of the Climatic Conditions and Grain Prices

The first half of the period under review (January-June 2002) was generally characterized by an unusual weather pattern. In terms of rainfall distribution, the season got off in an unfamiliar manner with January 2002 being generally wetter than normal. This delayed 2001B harvest and affected subsequent post-harvest operations. Normal dry conditions were generally experienced in February and by early March, some parts of the country had reported sporadic rainfall. Normal to above-normal rainfall was experienced in areas of central, eastern and parts of western regions

during March, signaling the start of 2002A season. However, rainfall amounts and distribution tapered off during the latter part of the month. This was followed by predominantly well-distributed rainfall in April. Yet again, an unexpected hiatus in rainfall intensity and distribution occurred in May, interrupting the well distributed rainfall experienced in most parts of the country since April. This coincided with critical maize grain formation and filling stages and generally affected the growth of seasonal crops. The ADC estimated that as a result, 2002A output of most seasonal crops declined by 25-40% over the normal season. In particular, national maize and bean yields declined to about 1.0-1.4 mt/ha and 0.4-0.6 mt/ha respectively. Compared to 2001A season, these represent yield declines of about 25-40% and 33-45% in maize and beans respectively.

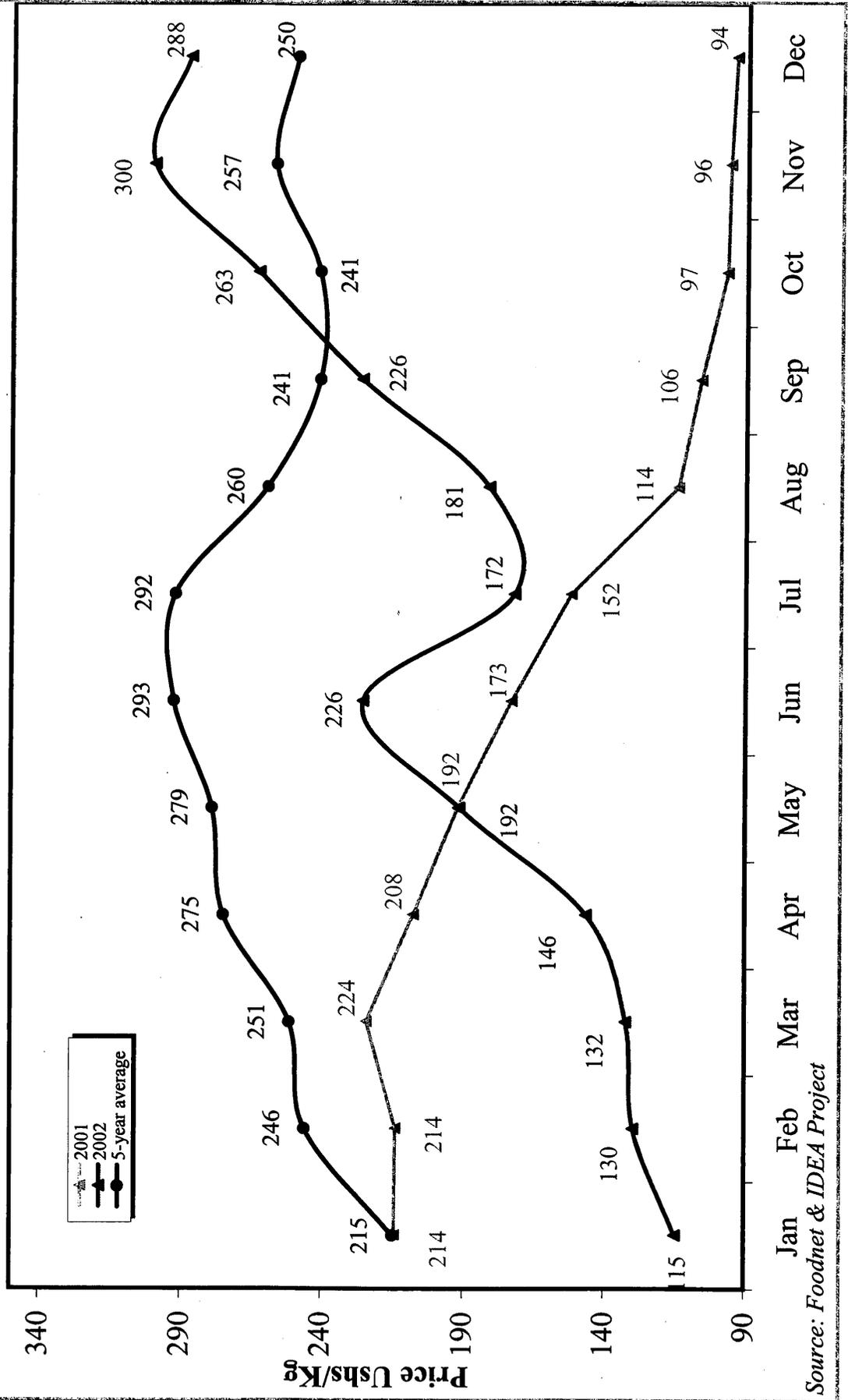
During the second half of the reporting period (July-December 2002), the rains started nearly six to eight weeks late (i.e late September to early October), causing a delay in planting. In the month of November average to above average rainfall was recorded in many parts of the country, indicating full establishment of the second season. However, the mixed rainfall conditions experienced in most districts across the country caused distortions in farmers' cultivation activities. In the later part of November, this initial rain gave way to drier conditions, which continued into December, with no significant rains recorded in most areas of the country.

The second season was anticipated to be an *El Nino* event. Farmers hesitated in some areas to plant early given the threat of prolonged late rains. The *El Nino* event was not strongly evident and this led to some areas being affected by intermittent rains on late plantings. This particularly affected some early bean plantings.

The overall rainfall situations for the first half of 2001 and 2002 are presented in Annex 3. Compared to 2001, the 2002 rainfall was generally shorter and more sporadic, though normal to above normal rainfall was experienced in some parts of the country. Despite the rather unfamiliar rainfall pattern, the supply of staple foods such as matooke, cassava and millet was generally good in most parts of the country. This enabled most households to have adequate access to food for normal consumption. Except in isolated cases, the harvest of the main seasonal crops, particularly beans, groundnuts, maize, millet and peas was generally good.

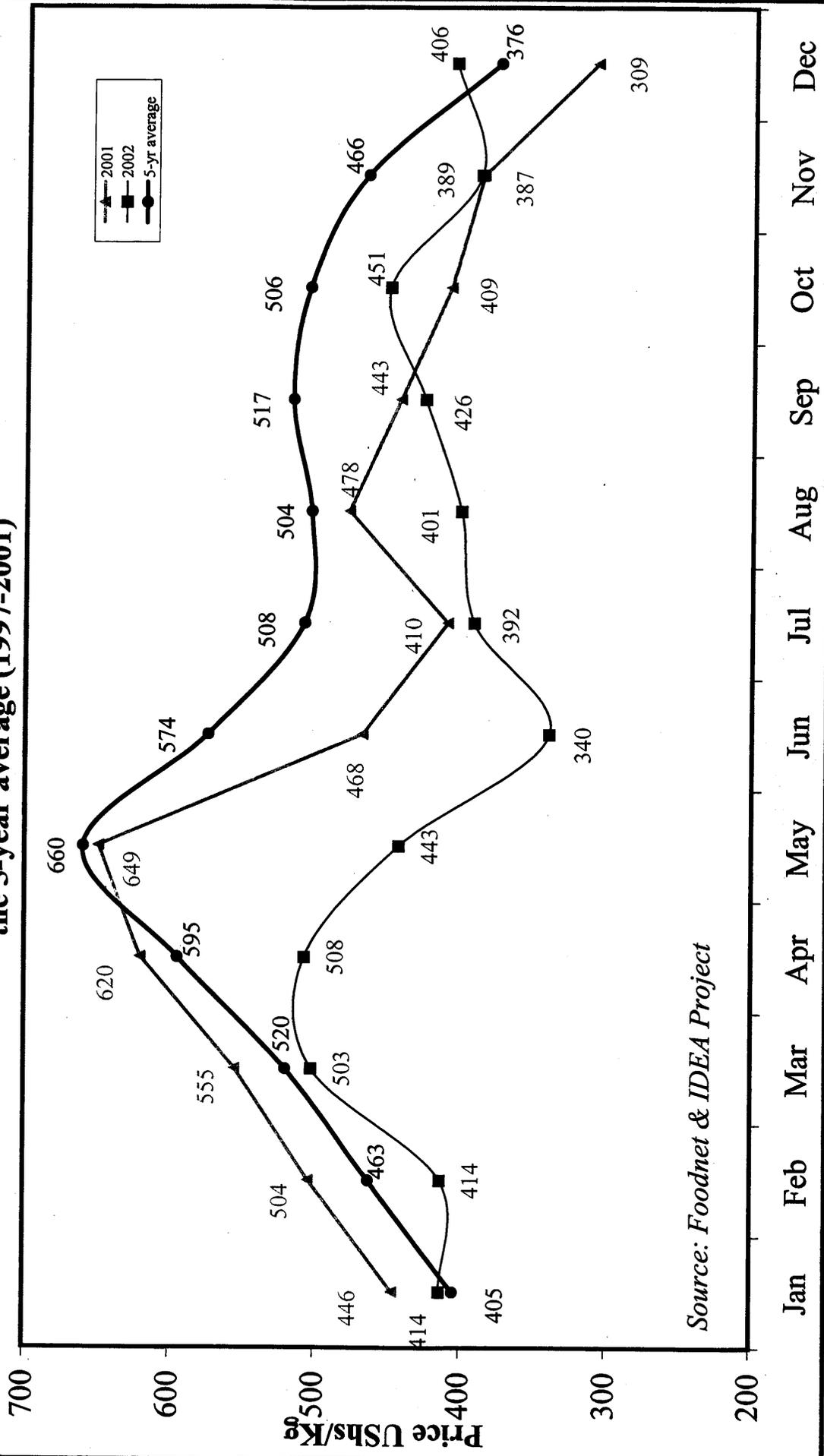
Of significance during the reporting period was the maize price. The harvest of the 2001B season crop was good and volumes on the market were high. The Kenyan domestic surplus situation, highlighted in the previous report, remained and maize prices were generally depressed. For the first 4 months of the reporting period, prices remained at 50-60% of the 5-year average. Bean prices, particularly between April and June 2002, were also significantly lower than the 2001 and 5-year average prices. Prices did show recovery in the second half of the year. These are illustrated in Figures 3(a) and 3(b) below.

## Trend of the Average Off-truck Maize Prices in Kampala Markets for 2001, 2002 and the 5-yr average (1997-2001)



Source: Foodnet & IDEA Project

**Trend of the Average Off-lorry Bean Prices in Kampala Markets for 2001, 2002 and the 5-year average (1997-2001)**

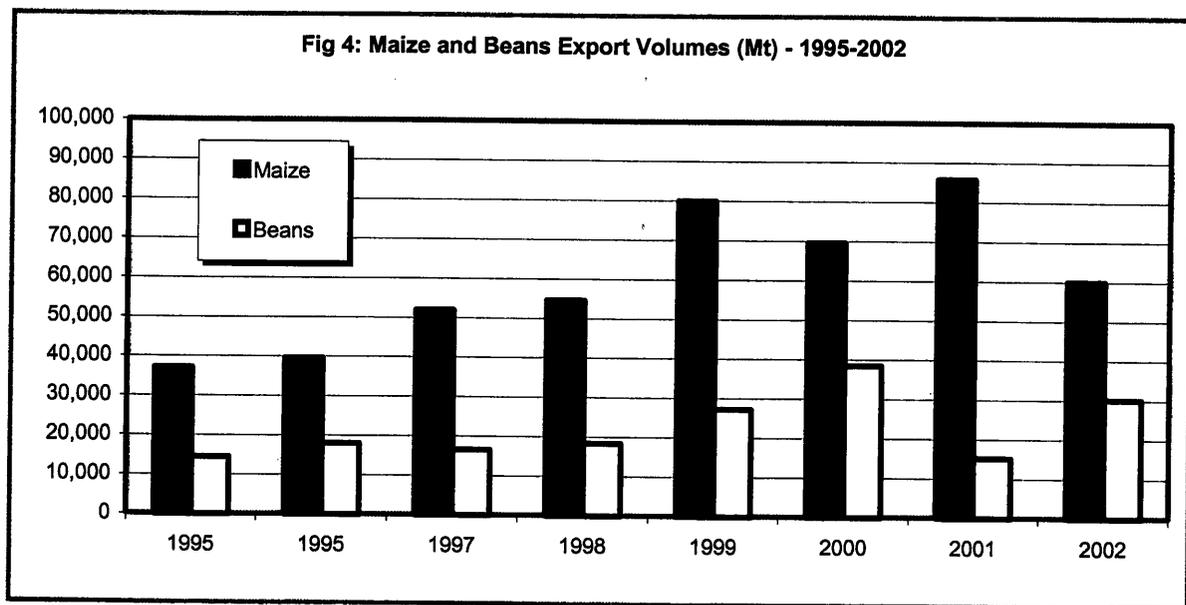


Source: Foodnet & IDEA Project

#### 1.4 The NTAE Sector Performance

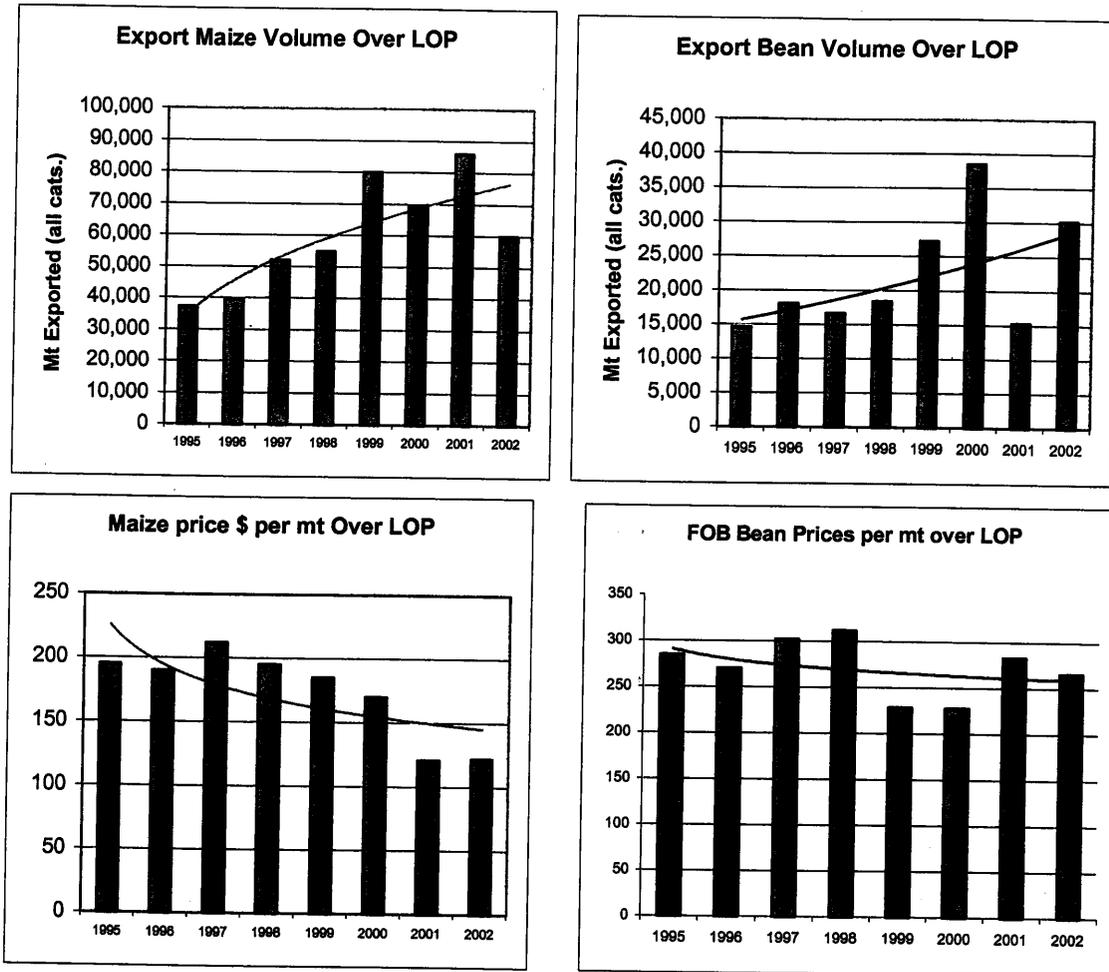
**Low Value Commodities:** During the year, over 60,000 mt of maize and 30,000 mt of beans were exported. Exports of maize and beans would have been higher, but for the stable supply in Kenya as a result of good rains received there. Efforts at marketing Ugandan grain in Southern Africa were finally successful with the signing of a contract that brought about the first ever commercial export of maize from Uganda. A total of 21,000 mt of maize grain valued at US\$2.31 million FOB was delivered by UGT to Zambia during the reporting period.

In terms of volume, maize exports decreased over 2001 by about 30% while the exports of beans increased in 2002 by nearly 100%. Similarly the value of maize exports was lower in 2002, while that of beans was higher. As can be seen from Figure 4, the export volumes of maize in particular, increased from about 37,000 mt in 1995 to over 85,000 mt in 2001 (an increase of 130% within a period of 7 years) before declining to about 60,000 mt in 2002.



LV performance to-date can also be summarized by commodity volume and prices/unit value as shown in Figure 5 below.

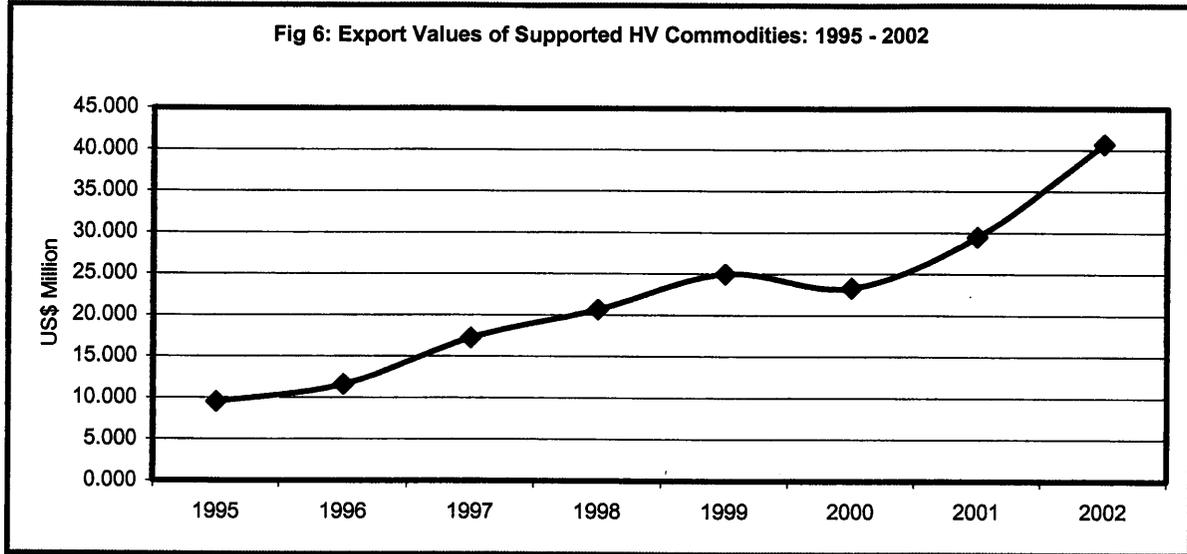
**Figure 5: Maize and Bean Export Volumes and Prices Over LOP**



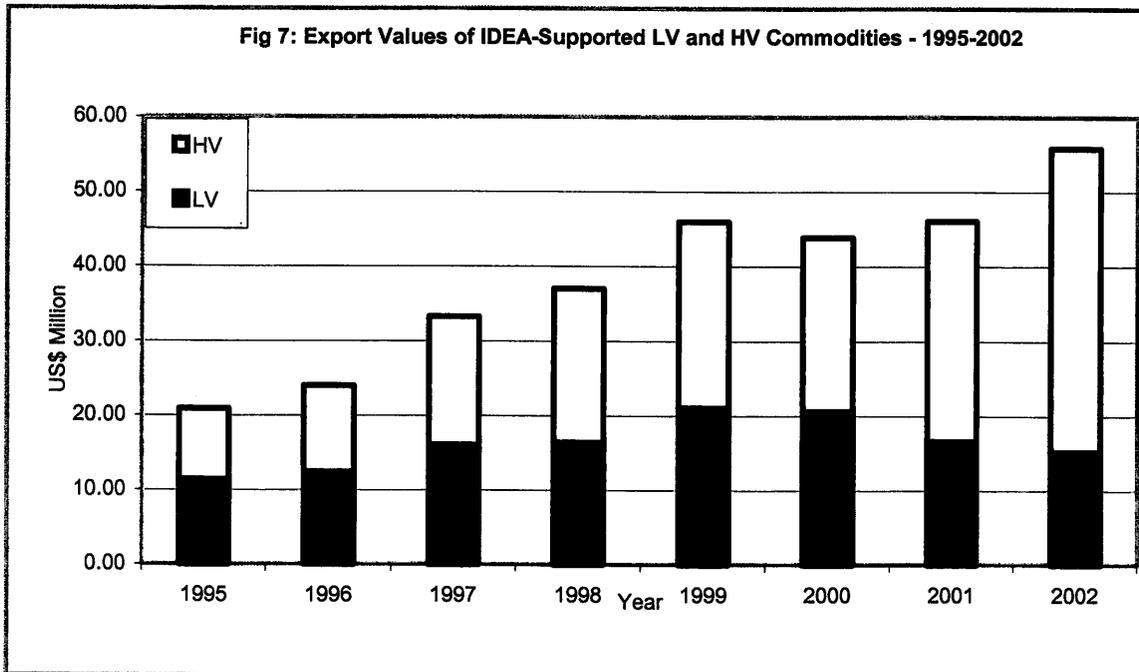
From the above, it is clear that the export volumes of the LV commodities has generally continued to increase over the LOP. Both maize and bean export volumes have doubled on average over the project period to date. However, during the same period, and due to increased production, prices for maize in dollar terms have declined by 33% over the LOP. Bean prices have on the other hand only declined by 13% on average over the LOP. These declines have clearly had a depressing effect on export values, but have been necessary to enhance the competitiveness of the commodities on the regional markets. The declines, particularly for maize, now put the industry in a position to compete effectively in the market and will enable operations such as UGT to penetrate these markets.

**High Value Products:** The export value of crops covered by the High Value portfolio was about US\$40.7 million FOB in 2002, a 38% increase over 2001 exports. This much-improved performance was due to new investment in floriculture; high world market prices for vanilla; and small but significant improvements in the export production of fresh produce, cocoa and other minor products.

Over the past years, the export value of supported HV commodities increased from just under US\$10 million in 1995 to nearly US\$41 million in 2002 (Figure 6).



Considering both the low and high value portfolios, there has been a tremendous growth in NTAE products supported by the IDEA project. As may be observed from Figure 7, the export values of both LV and HV products supported by IDEA increased from about US\$21 million in 1995 to about US\$55 million in 2002.



These NTAE growth rates are very promising, considering that Uganda needs double-digit growth to eradicate poverty. This diversification has also had a cushioning effect, since world commodity prices for the traditional exports continue to be depressed. Uganda is still a very small player in the NTAE sector and there is plenty of room for expansion, and particularly at this stage now that these select commodity sectors have been established during IDEA's tenure.

During the reporting period, the Small Grants Program continued its support to the four Fixed Amount Reimbursement Agreement (FARA) activities, which began in 2000/2001 and entered into three new FARAs with the NARO National Passion Fruit Research Program, National Maize Program and National Beans Program. Of the four FARA activities continued from 2001, two, NARO Maize 2001 and NARO Beans 2001, were successfully closed out. The FARA activity with the Africa Project Development Facility (APDF), which was originally scheduled to terminate in December 2002, was extended through December 2003 to accommodate one final subgrant activity.

There were ten active grants during this reporting period; however, the grants to Fresh Handling Limited (FHL) and the Uganda Flowers Exporters Association (UFEA) have been successfully completed. The ISC and the Mission approved a grant application from UFEA in for continued varietal research in December. Activities will not begin until January 2003. A grant application from Roka Ale for multiplication and distribution of an improved sesame seed variety was in the advanced stages of review at the end of the reporting period. It is anticipated that this application will be presented to the ISC in early 2003. Of the US\$1,600,000 set aside for the program, US\$1,554,044 has been committed to these activities (this figure includes the Ush 66,500,000 awarded to UFEA).

A small amount of funding, scheduled for disbursement to the two closed-out FARA activities and the FHL and UFEA grants, has been rolled back into the grant pool, leaving an uncommitted balance of US\$45,955.

Annex 8 provides a detailed breakdown of grant fund progress.



## **2.0 PROGRESS BY COMPONENT**

This chapter summarizes progress made during the period January 1 through December 31, 2002. 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. Annex 8 highlights IDEA small grants progress by grantee.

### **2.1 Low Value Crop Development**

#### **Overview**

The reporting year has been marked by the need to raise grower confidence as producer prices had been low over the latter months of 2001 and early 2002. Rainfall has been reasonable but the first season was marked by an early close of the rains. The second season was anticipated to be an El Nino event. Farmers hesitated in some areas to plant early given the threat of prolonged late rains. The El Nino event was not strongly evident and this led to some areas being affected by intermittent rains on late plantings. This particularly affected some early bean plantings.

Enhancing producer profitability through the demonstration program has remained the focus of technology transfer activities. Maize continued to receive a high priority, as it was this commodity that was most disappointing over the previous marketing period. Additionally, upland rice demonstrations were very successful in conjunction with Tilda (U) Ltd. The year saw additional partnerships materializing for technology transfer activity, with NAADS and SPEED, while private sector input suppliers all showed a willingness to engage in similar activities. The involvement of private sector funded demonstrations has been particularly encouraging as this is seen as a sustainable means of technology transfer. The requests for technical support in demonstration establishment have confirmed the utility of the IDEA mechanism and will ensure the continuation of similar activities after the close of IDEA in 2004.

Marketing also took great strides forward this year with the successful conclusion of the UGT Zambian exports (the company was paid in full for its exports) as well as the continued emergence of stronger producer groups through the RAMS centres. Confirming UGT's place in the marketing system has been an increase in external orders for both maize and beans. The first bean shipment to Angola took place in December and contracts were pending for supplies of both commodities to Zambia and Zimbabwe. UGT as a private initiative advertised a base price for commodities in September 2002. This was an attempt to bring some confidence to the producer and is potentially a valuable contribution to market stabilization and producer confidence in the future.

The introduction of shellers through a USAID funded SAFGRAD partner grant to 6 RAMS operations showed the way to future expansion of rural producer group activity. RAMS and outgrower activity in partnership with the private sector was further consolidated with the expansion of the upland rice program with Tilda (U) Ltd.

Research activities have continued with the release through the national variety release committee of a new improved sesame variety and 4 improved maize varieties, two locally bred and two transnational introductions. Of significance was the release of an introduced rice variety through NASECO. This represents the first full release using data entirely generated by a private sector player, thus setting the stage for independent variety development work. All three local seed companies continued to function, despite the low sales, and look well set for the new season in 2003. Of significance is the continued interest in Uganda as a seed producer and exporter to the

region. Both SeedCo and Monsanto continue to expand production and this looks set to become a useful export item under the NTAE function provided the impetus is maintained, particularly in the next 2 seasons.

Rural finance continued to receive emphasis through the banks, with both Centenary and Standard Chartered Banks investing additionally in support staff and expressing their desire to increase the portfolio value – this despite the market failure and unresolved repayments from some clients.

The reporting year has highlighted two major achievements of the Project – the power of partnership in developing sustainable agribusiness systems and that the private sector must be involved in this partnership from inception.

Highlights of LV achievements during the reporting period are presented in Table 3. 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 3: Summary of LV Progress for Selected Indicators: January – December 2002**

<b>Indicator</b>	<b>Unit</b>	<b>Quantity/Value</b>
<b>A: Maize and Bean Exports:</b>		
- Value of maize exports	US\$ Mill	7.331
- Volume of maize exports	Tons	60,001
- Value of bean exports	US\$ Mill	7.867
- Volume of bean exports	Tons	30,221
<b>B: Input Sales (National):</b>		
- Value of maize seed	US\$	650,309
- Volume of maize seed	Tons	1,051
- Value of bean seed	US\$	300,176
- Volume of bean seed	Tons	745
- Value of fertilizers	US\$	5,075,250
- Volume of fertilizers	Tons	16,250
<b>C: ATAIN Sales:</b>		
- Value of maize seed	US\$	202,203
- Volume of maize seed	Tons	289
- Value of bean seed	US\$	98,140
- Volume of bean seed	Tons	198
- Value of fertilizers	US\$	94,460
- Volume of fertilizers	Tons	279
- Number of input stockists	Number	350
- Number of farmers served	Number	110,595
<b>D: Commercial Farming Operations:</b>		
- Number of commercial farmer clients	Number	1,104
- Area under maize by commercial farmer clients	Ha	7,583
- Area under beans by commercial farmer clients	Ha	1,002
- Estimated maize output by commercial farmer clients	Tons	21,209
- Estimated bean output by commercial farmer clients	Tons	745
- Maize yield by commercial farmer clients	Mt/Ha	2.81
- Bean yield by commercial farmer clients	Mt/Ha	0.74
- Number of commercial farmer clients receiving credit	Number	356
- Total credit received by commercial farmer clients	US\$	314,925
<b>E: Technology Transfer:</b>		
- Number of field demonstration sites	Number	2,346
- Number of farmers attending training (ADC-sponsored)	Number	109,895
- Percent of farmers trained (females)	%	37
- Estimated percent adopting low input technology	%	65
- Estimated percent adopting high input technology	%	10

The sections that follow summarize LV achievements by objective for the period January-December 2002. 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**

ADC/IDEA Project continued funding NARO research activities, though on reduced and focused activities. The Cereals Research program planted parental maize genotypes to constitute the two 3-way cross hybrids that were officially released in November. Plots were also planted to increase seed for the parental genotypes of these hybrids. Multi-location tests were conducted in five different locations with 12 entries. At least four genotypes are expected to be advanced to on-farm trials in 2003. Two maize genotypes SC407 and Pan 77 were released during the first quarter of 2002 and four maize genotypes Longe6H, Longe7H, Longe8H (3-way cross hybrids) and Pan 15 were released in the last quarter of 2002.

Early this reporting period two short duration, rosette resistant groundnut varieties- Serenut 3R and 4T were released. FICA planted 25 kg of breeder seed for each of the varieties at Mubuku Irrigation Scheme for seed multiplication. This was again planted in the second season of 2002 for further seed multiplication. A production manual for groundnuts has been produced and distributed to growers.

Striga trials planted in Kamuli and Iganga districts to confirm preliminary results obtained from previous seasons were completed. A Striga management leaflet was produced based on the observed results and comments obtained from farmers who hosted the demonstration plots. These leaflets were distributed to 50 farmers in Kamuli, Iganga and Bugiri districts. During the second season more farmers utilized some of the recommended practices emphasized in the leaflet and considered them more appropriate for commercial farming in striga-infested fields.

Four promising sunflower hybrids from Pannar Seed Company were received in the country, a few kilograms were planted in the first season and the rest was planted in the 2002B season in several districts of Eastern and Northern Uganda. These were selected based on their yield potential from initial trials conducted at SAARI. Based on field performance of these materials, one genotype Pan 7351, was officially granted a partial release for commercial production and marketing in Uganda. Permission was also granted to import some reasonable quantities of the seed for other three genotypes for an extensive on-farm testing during 2003.

The National Bean Program carried out multi-location and on-farm testing of beans at different sites. At least two varieties RWR 1873 and RWR 1946 are scheduled for release in the first quarter of 2003. Two bean production leaflets and one recipe leaflet were produced during the reporting period.

Foundation seed of the newly released SESIM II was secured and given to two sesame exporting companies to establish demonstration plots in northern and north-western Uganda during 2002B season. A full release of this genotype was granted after more on-farm trials in 2002A were conducted by NARO.

Following on from the success of the earlier trials of the new WARDA upland rice varieties, 260 demonstration plots were established in Eastern Uganda. Results were encouraging and plans are underway to extend the demonstration programme and further multiply the seed material. NARO and NASECO released four rice genotypes (NAARI 1, 2, 3 and Suparica 2, by NARO and NASECO, respectively) in the last quarter of 2002 for official production and marketing.

**Benchmark 1.1:** *At least 3 research trials funded by IDEA project completed by 12/31/02 (5 research trials completed, 167% accomplished. Trials are: Sesame, G. nuts, Rice, maize, striga).*

**Benchmark 1.2:** *At least 1 new technology package developed and disseminated by 12/31/02 (2 packages developed, 200% accomplished. Upland rice commercial production and management of Striga leaflets produced and disseminated).*

**Benchmark 1.3:** *At least 5 new "products" introduced by 12/31/02 (14 products introduced, 280% accomplished. Ground nuts- 2 varieties, Sesame- 1 variety and Maize- 6 varieties, Sunflower- 1 variety, Rice- 4 varieties).*

## **Objective 2: Promote efficient production and post-harvest technologies**

A total of 2,346 demonstrations were established for maize and upland rice during the year 2002. 1,210 were established in the 2002A season of, which 260 were under upland rice and 950 under maize. In the 2002B season 460 demonstrations were under upland rice, with 676 under maize. A total of 109,895 farmer visits were recorded through these demonstrations as outlined in Table 4.

Apart from the districts of Iganga, Bugiri, Mbale and Sironko, upland rice demonstrations were extended to the districts of Hoima, Mubende, Rakai, Kamuli and Kasese in 2002B season. This was a result of the considerable interest generated by the upland rice demonstrations activity, with upland rice seen as a viable avenue of diversification on maize for commercial farmers. The newly released upland rice varieties WAB165 and WAB450 F91, now renamed Suparica1 and Suparica2 respectively, performed quite well even under stressful dry conditions that prevailed in first season and early in the second season compared to traditional upland varieties. The technology package demonstrated, like in maize included fertilisers and appropriate rice herbicides. Collaboration with Tilda (U) Ltd continued, with the company's interest centered on the districts of Bugiri, Sironko, Mbale, Kamuli and Iganga. These districts are within the outgrower reach planned by the company, needed to supplement their paddy rice production based at Kibimba.

Maize demonstrations were established with commercial farmers in the districts of Kapchorwa, Sironko, Mbale, Mubende, Kiboga, Iganga, Kamuli, Bugiri, Kasese, Rakai and Nebbi. Two plot sizes were utilised, the standard 0.25-acre and 0.5-acre, hosted by commercial farmers who received appropriate training but had themselves adopted a range of technologies being demonstrated. Emphasis was put on efficient use of fertilizers, effective application of herbicides in a conservation tillage system, on a base of using improved seed, good plant population establishment and timeliness in all field operations. The primary objective of these demonstrations

continued to be two fold, enabling farmers improve on the productivity or yields per unit area while using practices and technologies that allow them to limit their costs of production.

One of the requirements of handling a demonstration was the willingness to invite neighbouring farmers to these fields for observations and discussions on the various production technologies on promotion. The extension officers in charge of sub-counties provided both over sight and feedback. With the recovery of maize prices during the year, these demonstrations generated great interest among farmers. 226 demonstrations (150 in 2002A season and 76 in 2002B season) were established by stockists in the districts of Rakai, Mpigi and Iganga as an avenue for promoting various products handled. A commendable start was made through this channel, which provides an ideal method of continuing demonstration activities outside project interventions.

A number of lessons that have been learned out of this demonstrations activity with farmers include the following;

- To all farmers, seeing is believing. A well set up and managed demonstration is a great tool for technology transfer.
- Demonstrations need to be having periodic variations and updates in terms of new technology in order to maintain farmer's interest.
- Farmer adoptions follow when there is associated supply of inputs of good quality, in packages and at prices that are competitive in their locality.
- There are willing and trained field agricultural extension staff in the districts, who with some moderate motivation, have provided an effective field link between IDEA project and farmers.
- Field demonstrations are a tangible tool that agricultural extension staff can use for technology transfer.

**Table 4: 2002 Maize and Upland Rice Field Demonstrations**

Category	Size (acres)	Number	Number of farmers exposed
Upland rice	0.25	720	37,440
Maize; high input with zero tillage	0.5 & 0.25	1,400	63,774
Maize; high input with minimum tillage by stockists	0.25	226	8,681
<b>Total</b>		<b>2,346</b>	<b>109,895</b>

A major participant in the demonstrations was Monsanto, which provided the new granulated Roundup<sup>R</sup> formulation and Lasso-atrazine herbicides for land preparation and pre-emergence applications respectively. Monsanto was also involved in a programme of intensive training for commercial farmers prior to the start of the 2002A season. A total of 1,012 emerging commercial farmers received training in the districts of Mbale, Sironko, Kapchorwa, Mubende, Hoima, Kiboga, Kasese, Iganga, Bugiri, Kamuli and Rakai. These farmers planted over 4,020 hectares of maize during 2002A season and another 3,563 ha during 2002B season. The training also had a strong emphasis on practical construction of cribs, an essential post-harvest structure for maize producers. As a result of this training, farmers have so far constructed 108 cribs (Table 5). Tractor training was also conducted at Namalere near Kampala for 30 tractor operators in conjunction with MAAIF and commercial machinery companies.

**Table 5: Commercial Farmers Programme for 2002**

No. of commercial farmer clients trained	1,104
No. of cribs constructed	108
Area planted (ha)	7,583
Estimated maize production (mt)	21,209
Commercial farmers receiving credit	367
% Receiving credit that are female	7
Total credit received (US\$)	321,514

Despite the maize market depressions of 2001B and 2002A seasons, many commercial farmers who had received production credit from Standard Chartered Bank (SCB) and Centenary Rural Development Bank (CERUDEB) have managed to fulfill their loan obligations. All the loans advanced to the farmers in Kapchorwa, Mbale, Sironko, Rakai, Hoima and Mubende were fully repaid. The banks are handling the few cases of loan arrears of farmers in Kasese, Kiboga, Iganga, Kamuli and Bugiri. Most of the pending cases have been rescheduled and will be repaid from the 2002B season crop. As a result of the stringent recovery measures for loans in arrears instituted by the banks, cases of would-be defaulters have been minimized and farmers have learnt to negotiate payment rescheduling, thus enhancing the bank-borrower relationship, which is important for continuity. The equivalent of US\$321,514 was loaned out as production credit to 367 farmers during the year (Table 6). Both Centenary and Standard Chartered Banks are keen to continue with the commercial farmer lending and have started the selection and appraisal process for the 2003A season.

A grant was received from SAFGRAD, an OAU agency partially funded by USAID that was used to procure 13 high performance shellers for groups of commercial farmers in 7 districts. These have gone a long way in enhancing the quality of maize grain sold by these groups on the market.

Poor weather conditions during the 2002A and the early part of 2002B seasons, reduced on output from commercial farmers but it was encouraging to note that their yields were significantly better than those of other farmers with low input/low output production technologies. There is also a growing challenge of damage from termites and the parasitic weed, striga.

Some of the lessons learned in the area of commercial farmers development include the following;

- Commercial farmers respond to technologies that can ease their labour burdens, increase productivity and incomes.
- There is critical need for a supportive input supply system, credit tailored to needs of mostly small-scale commercial farmers and competitive market outlets.
- Moderate and focused credit provided in time, is better utilised by farmers and they easily pay it back than more liberal amounts.
- They also easily revert back to low input/low output production methods with price shocks e.g. a collapse in crop produce prices.
- It is an emerging sector that needs continued nurturing and encouragement.

The ADC continued to conduct pre-audits and follow-up visits for environmental compliance. The purpose of the pre-audit and follow-up visits was to assess the extent, type and methods of application, storage and disposal of pesticides as well as general environmental compliance by assisted commercial farmer clients. During the reporting period, 80 pre-audit visits and 23 (out of the 27 farmers pre-audited in 2001B season) follow up visits were made. Results of the visits were encouraging, with farmers using recommended pesticides and over 90% having received training in safe use and handling of pesticides. Most of the farmers were well conversant with pesticide application and proper handling. However, cases of poor storage (33% of the farmers visited), lack of adequate protective wear (50%) and improper disposal (20%) still exist. These will be regularly monitored and emphasized during commercial farmer training sessions.

**Table 6: Commercial Farming Production Credit: 2002A&B Seasons**

Area/Location	Bank/Branch	Number of farmers	Area planted (ha)	Loan amount (US\$)
Kapchorwa	CERUDEB*/Mbale	199	1,753	194,443
Mubende	CERUDEB/Mityana	28	83	17,422
Kiboga	- do -	9	54	4,333
Hoima/Masindi	CERUDEB/Hoima	57	187	28,350
Rakai/Ssembabule	CERUDEB/Kyotera	42	61	24,412
Kasese	CERUDEB/Kasese	12	58	13,889
Bugiri	CERUDEB/Tororo	17	73	8,110
Gulu	Standard Chartered	1	30	13,890
Wakiso	- do -	2	100	16,665
<b>Total</b>		<b>367</b>	<b>2,399</b>	<b>321,514</b>

\* CERUDEB: Centenary Rural Development Bank

- Benchmark 2.1a:** *Efficient production technologies promoted through 2,000 demonstration sites by 12/31/02 (2,346 demonstration sites established, 117% accomplished).*
- Benchmark 2.1b:** *Efficient post-harvest technologies promoted through 500 demonstration sites by 12/31/02 (108 sites used, 22% accomplished).*
- Benchmark 2.1c:** *200,000 farmers trained (totaling 450,000) in efficient production and post-harvest technologies by 12/31/02 (109,895 farmers trained at maize and upland rice demonstration sites, 55% accomplished but cumulative numbers trained reaching 882,895 beyond LOP target of 860,000.).*
- Benchmark 2.2a:** *6,000 ha cultivated by commercial farmers by 12/31/02 (8,585 ha cultivated, 143% accomplished).*
- Benchmark 2.2b:** *At least 20,000 mt of maize produced by commercial farmers by 12/31/02 (estimated 21,209 mt produced, 106% accomplished).*
- Benchmark 2.3:** *Production credit obtained for 500 commercial farmer clients by 31/12/02 (367 farmers received production credit, 73% accomplished).*
- Benchmark 2.4:** *At least 100 commercial farmer clients pre-audited for environmental compliance by 12/31/02 (80 farmers pre-audited, 80% accomplished).*

**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**

This objective aims at increasing the availability, accessibility and affordability of selected inputs at farmer level through a well linked and effective private sector input network. During the year, ADC continued the activities of the former PL-480 Title II-funded ATAIN program. Emphasis was on increasing the outreach by extending the stockists network to new areas of Kiboga, Mubende, Kasese, Mityana and Lira, and diversifying the ATAIN scope to include stockists-initiated demonstration activities.

Support was maintained for 7 ATAIN distributors, 5 old and 2 new, and 132 new ATAIN stockists. The ATAIN input inventory credit guarantee was maintained for all the distributors for both locally sourced inputs and imports credit and also for the 132 new stockists enlisted under ATAIN during the year. The 218 old ATAIN stockists were graduated from the ATAIN guarantee and were able to access full distributor-assumed credit risk. As in the previous years, the ATAIN program maintained its 100% credit recovery rate as a result of a well coordinated monitoring effort by both the distributor, ATAIN managers and ADC staff, and more importantly the good business discipline amongst the credit beneficiaries.

All the 50 stockists pre-audited in 2001 were visited again and 85 new ones pre-audited during the year. Proper display, labeling and storage of pesticides, as well as sales of protective wear continued to form a key focus during the visits. The ADC will continue to create awareness and encourage stockists in order to ensure pesticide usage compliance.

The depressed output market for low value crops experienced during 2001 and in the early part of 2002 directly impacted input purchases by farmers during the 2002A season partly due to a shortage of capital required to purchase these inputs and also due to farmer skepticism about the market. However, with the market recovery during 2002B season there were better prospects for increased input sales. Overall, improved maize and bean seed and fertilizers sales for the year were down compared to the previous year. Nevertheless positive developments were realized in the input supply sector that will boost the input sales in the coming years. The developments in the input sector during the year 2002 are summarized below:

- Two new distributors, FICA and Harvest Farm Seeds were selected and enlisted on the ATAIN program, bringing the total number of ATAIN distributors to seven.
- A total of 132 new stockists were selected by both new and existing distributors, trained and enlisted on ATAIN. Also refresher/review workshops were held for 72 existing stockists of Rakai Farm Supply, El-Shaddai and Tweyambe. Rakai Farm Supply was facilitated to train 38 shop attendants of its stockists, and 24 non-ATAIN stockists for Technoserve were trained and are linked to non-ATAIN distributors. The training events were arranged by distributors and facilitated by the ADC. A number of suppliers maintained active participation in the training events by providing facilitators and, demonstrating their products and providing promotional materials. ADC facilitated a one-day workshop on handling and safe use of crop protection chemicals for Kampala-based dealers with 65 participants attending.
- ATAIN stockists network was broadened to reach new areas where ADC's previous active intervention has had bigger impact on the demand for inputs.

- Guarantee was maintained for both distributor and stockists' credit for the participating ATAIN distributors and new stockists respectively. All existing stockists at the beginning of the year were graduated from the guarantee and the distributors undertook the full credit risk for supplies to these stockists. There were no cases of credit repayment default reported during the year by the distributors. Stockists' credit recovery was maintained at 100%. The impressive credit recovery is attributed to an effective monitoring system of the ATAIN program through distributor ATAIN managers and ADC field visits, and the ADC-facilitated regular dialogue maintained between the parties in the input network.
- Nsanja, one of the ATAIN distributors, accessed a total of US\$65,000 guaranteed import credit and, as previously, has fully paid the credit and is seeking a new guarantee for more imports in the coming year. In addition, credit guarantee was maintained for FICA, El-Shaddai and Nsanja for fertilizer imports from Kenya. FICA and RFS paid off their input loans with Standard Chartered Bank (SCB), and the Bank is keen to extend similar facilities to them. Due to the reduced demand for inputs and increased access to non-bank finance and credit by distributors, there was limited bank finance mediation for ATAIN distributors during the year.
- Value of fertilizer sold by ADC-linked dealers was about US\$ 464,000
- Value of seeds sold by ADC-linked dealers was about US\$451,000
- 110,595 farmers directly purchased their inputs, many of them on repeat times, from the ADC-facilitated stockists network.
- A total of 236 demonstration sites were established by the stockists as a way of improving their input sales and imparting knowledge to their farmer clients.
- ADC facilitated USTA and UGT to carry out extensive media promotion aimed at encouraging farmers to increase acreage and use improved inputs.

**Benchmark 3.1:**        *Functioning input supply system, reaching 100,000 farmers by 12/31/02 (110,595 farmers reached with inputs, 111% accomplished).*

**Benchmark 3.2:**        *At least 100 new stockists (totaling 306) trained and integrated into the ATAIN program by 12/31/02 (132 new stockists integrated into ATAIN, 132% accomplished).*

**Benchmark 3.3a:**        *50 stockists receive routine pesticide compliance audits by 12/31/02 (50 stockists regularly visited, 100% accomplished).*

**Benchmark 3.3b:**        *100 stockists receive pesticide compliance pre-audits by 12/31/02 (85 stockists pre-audited, 85% accomplished).*

**Benchmark 3c:**        *At least 100 stockists effectively undertaking demonstration program by 12/31/02 (Demonstration sites established with 150 stockists, 150% accomplished).*

**Benchmark 3.4a:**        *US\$500,000 worth of seeds sold through ADC-linked dealers by 12/31/00 (US\$451,851 worth of seeds sold, 90% accomplished).*

**Benchmark 3.4b:**        *US\$500,000 worth of fertilizers sold through ADC-linked dealers by 12/31/02 (US\$464,171 worth of fertilizers sold, 92 % accomplished).*

**Benchmark 3.5:** 12 MUFA interns placed with agribusiness firms by 12/31/02 (11 interns placed, 92% accomplished).

**Benchmark 3.6:** 5 ATAIN distributors assisted to access bank finance by 12/31/02 (2 distributors assisted, 40 % accomplished).

#### **Objective 4: Support seed multiplication and distribution**

There was some modest recovery from the seed sales slump, which followed the commodity market crash of 2001, but the sales have yet to reach the levels of 2000. During the reporting period, 1,051 and 745 mt for maize and beans respectively were sold. Some modest increase was also made in the contracted seed crop, boosted by a production contract between Monsanto and FICA in which the latter planted about 200 acres of maize hybrid seed crop in Mubuku and Fort Portal. NASECO also planted about 112.5 acres of maize hybrid seed crop on contract to Seedco International, in addition to their own seed production.

Seed production for the new crop varieties continues to increase to meet the anticipated rising demand. These include:

- **NERICA upland rice varieties:** Two varieties handled by NASECO were officially released by the NSCS, namely; WAB 165 and WAB 450 P91, which were renamed **Suparica 1 and 2** respectively. At the same time NARO also released two varieties, which were renamed **Narica 1 and 2**. Meantime NASECO put up nearly 100 acres of seed crop for the two varieties they are handling and are expecting about 100 mt of clean seed. There should be no problem selling off this seed considering the demand for upland rice seed. It is not yet clear which companies will pick up the new NARO varieties.
- **Maize Hybrids and Varieties:** NASECO planted over 200 acres of Longe 1 & 5, while FICA has grown about 270 acres of Longe 2H and 185 acres of Longe 4 & 5.
- FICA produced about 600 kg each of foundation seed for the two new groundnut varieties Serenut 3R & 4T at Mubuku Irrigation Scheme. This seed has been re-planted for the production of Registered seed.
- Outspan Enterprises and Roka Ale, two companies promoting the adoption of Sesim2 in Northern Uganda, planted over 200 acres of seed with selected farmers in Apac, Arua and Kaberamaido.

ADC contracted the services of a short-term Seed Business Advisor who conducted a market survey in the East African Community countries of Uganda, Kenya and Tanzania. The idea was to document the opportunities available, in the region, to the indigenous Ugandan seed companies following the revival of EAC and the process of harmonization of seed policies, laws and regulations. The survey was followed by a two day meeting of all stakeholders, under the auspices of USTA, which did a SWOT analysis to establish the industry's ability to engage in regional seed exports. Recommendations arising from these two activities include action to be taken by the seed companies individually, action to be taken by USTA and further support that could be given by IDEA (or other donor programs).

As indicated in the previous semi-annual report, one local company, FICA Seeds Ltd, with financial support from IDEA, has already taken steps to explore the regional markets by undertaking variety trials in Kenya and Tanzania. While all went well technically with successful trials and demos, no official release has so far been obtained in either country as anticipated. This is a result of absence of any Legal/Political document from the numerous harmonization meetings

that have taken place, throwing into doubt the authenticity of the whole exercise. ADC will continue to explore ways of intervening to facilitate regional seed exports.

**Benchmark 4.1:** *At least 1,000 mt of improved maize seed (a decline of 33% over last year) multiplied and distributed by 12/31/02 (1,051 mt distributed, 105% achieved).*

**Benchmark 4.2:** *At least 500 mt of imported improved maize seed distributed by 12/31/02 (200 mt distributed, 40% achieved).*

**Benchmark 4.3:** *At least 600 mt of improved bean seed multiplied and distributed by 12/31/02 (745 mt distributed, 124% achieved).*

**Benchmark 4.4:** *At least 3 seed firms supported by 12/31/02 (4 firms supported, 133% achieved).*

**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**

During the period between January and December 2002, 21 market reports were produced and disseminated to all the clients. The recipients of the LV reports were 195 for the whole year. The market information recipients included government ministries, donors, parastatals, farmers' associations, university students, extension workers, individual farmers and researchers. The reports were disseminated using e-mail, distributed during commercial farmer trainings, new extension workers training and field trips as well as collected by individuals from the ADC. Out of the 195 recipients, 16 were from East and Southern Africa and 9 from outside Africa.

The MKIS Manager continuously updated the market information on the LV web page. It is hosted at the IDEA web site [www.ugandaidea.org](http://www.ugandaidea.org) as [www.ugandagrains.com](http://www.ugandagrains.com). Weekly price information in the region, the bi-monthly market report, minutes from the trade forecast meetings and news updates are available on-line. The Uganda Seed Traders' web site is still under construction and will soon be linked to the LV web page.

The MKIS office coordinated the regular trade forecast meetings in conjunction with the FEWSNET Project and World Food Program (WFP). Seven meetings were held during the year and were attended by the Uganda Grain Traders (UGT), WFP, various WFP suppliers, FAO, Uganda Farmers Association Ltd (UFAL) as well as staff from FoodNet, FEWSNET and IDEA Projects.

During the reporting period, the UGT chairman and secretary made contacts and visits to stimulate the potential for commercial high-volume trade links. Development trips were primarily made to Southern Africa, which is experiencing significant production shortfall as a result of drought. Samples of beans were also sent to traders. Visits were made with WFP to stimulate its procurement from the farmers' groups in the districts. WFP plans to procure 10% of its total procurement directly from farmers. It procured over 40,000 mt of grains from the local market during the whole year.

- Benchmark 5.1:** *At least 20 MKIS bulletins/crop forecast data produced and disseminated by 12/31/02 (21 market reports disseminated, 105% accomplished).*
- Benchmark 5.2:** *At least 200 clients served with MKIS publications by 12/31/02(195 clients served, 98% accomplished).*
- Benchmark 5.3:** *At least 15 web sites carry LV web site links by 12/31/02 (6 sites carry LV web link, 40% accomplished).*

**Objective 6: Establish and Promote Rural Agricultural Marketing Systems**

Continued market linkage and emphasis on quality of product for sale were the main items on the RAMS agenda for the year. Maize prices in the second half of the year, particularly the last quarter were very high – supplies of maize were still relatively low – which meant that farmers did not have a problem marketing their produce. The established RAMS centres that IDEA has been working with continued to market their products with specific attention paid to having a product for sale that is clean, dry and available in volumes that can attract serious buyers.

All 13 shellers granted by SAFGRAD have been placed with commercial farmer groups and in each case the shellers are making a significant contribution to the groups involved. Volumes of product shelled varied from 30 mt to 430 mt depending on the size and level of organization of the group in question. The groups are charging the commercial rate for shelling the produce and that money is being retained by the group. This money will be spent on group activities and could be put towards purchase of additional machinery such as cleaners or more shellers. It is at the group's discretion how the funds are spent but should be spent on activities or items that will enhance the group's performance.

WFP continued its policy of setting aside 10% of purchases from farmer groups, although success rate remains disappointing for a number of reasons. One of which is the difficulty that rural groups experience in putting up the required bid bonds. Another major hurdle is that of organizing logistics at village level to coincide with stipulated inspections from WFP. WFP will continue with this initiative in 2003 but will try to modify its procurement activity in line with lessons learned in 2002.

We have seen tremendous interest in the new rice varieties and the emergence of two RAMS activities specifically for rice - one in Hoima and the other at Tilda (U) Ltd. The new varieties are being harvested (which is about one month later than expected as planting was delayed due to dry weather conditions at normal planting time).

Volumes of sesame purchased by RAMS were low as a result of depressed world prices. The total figure for beans marketed through RAMS was very encouraging and the figures are from two activities; one based in the Rakai area and another in Kibaale district. The Rakai activity (coordinated by CEDO) consists of 22 buying centres working with over 1,100 farmers. CEDO links produce buyers with the various groups and provides the market information necessary for both parties to complete the trading transactions. Similarly the Kibaale group known as BUFA coordinates over 8,000 farmers and enables these farmers to sell their surplus produce as a group. In addition to having larger volumes of produce available, BUFA provides a product that is cleaner, drier and already sorted. The farmers receive between 10 and 20% premium for this product and BUFA receives US\$10 per kg as commission for the service it provided. Performance of supported RAMS is shown in Table 7.

**Table 7: Performance of IDEA Supported RAMS**

<b>RAMS</b>	<b>No of Centres</b>	<b>Quantity ( mt)</b>	<b>Value \$</b>	<b>No. of Producers</b>
<b>Maize</b>				
NALG	14	813	70,488	58
Kapchorwa	1	1,200	67,232	110
Kasese	1	180	10,085	30
Gukwatamanzi	1	1,402	102,895	117
Masindi	1	1,080	60,509	135
Bugiri	1	138	15,164	34
Mubende	1	47	5,054	18
Hoima	1	30	3,296	12
Kiboga	2	410	33,791	150
<b>Total Value of Maize Through Supported RAMS (US\$)</b>			<b>368,514</b>	
<b>Beans</b>				
Rakai	1	605	122,580	1,100
Kibaale	1	1,125	229,000	1,500
<b>Total Value of Beans Through Supported RAMS (US\$)</b>			<b>351,850</b>	
<b>Rice</b>				
Hoima	1	Harvest delayed		
Kibimba	1	Harvest delayed		

**Benchmark 6.1:** *At least 10 new rural buying centres (totaling 31) established by 12/31/02(2 new RAMS centres established, 20% accomplished).*

**Benchmark 6.2a:** *At least 500 mt of beans marketed through RAMS by 12/31/02 (1,730 mt of beans marketed, 346% accomplished).*

**Benchmark 6.2b:** *At least 6,000 mt of maize marketed through RAMS by 12/31/02 (5,300 mt of beans marketed, 88% accomplished).*

**Benchmark 6.3:** *At least 150 mt of new upland rice sold through RAMS by 12/31/02 (0 mt of upland rice sold, 0% accomplished. Sales anticipated in 2003A season).*

**Benchmark 6.4:** *At least 500 mt of sesame marketed through RAMS by 12/31/02 (318 mt of sesame marketed, 37% achieved).*

**Objective 7: Promote outgrower initiatives**

ADC support to the traditional outgrower seed schemes has continued with emphasis on better practices leading to higher productivity and better seed quality. In maize, hybrid seed production poses fresh challenges, which require closer supervision and technical oversight. Assistance was extended to Abasaija Kweyamba Cooperative Society at Mubuku Irrigation Scheme to construct cribs to handle the FICA/Monsanto seed crop being grown there.

There was delay in formalising the upland rice outgrower scheme with Tilda (U) Ltd in Eastern Uganda because of the overwhelming interest shown by farmers all over Uganda in growing the crop. It was agreed that the farmers who grew the demo crop should sell off their rice as “seed” to the other farmers in order to accelerate the rate of adoption. This happened with farmers coming from as far as Soroti and Hoima, and paying as much as US\$ 1,000 per kg of paddy! In addition,

ADC collaborated with Tilda (U) Ltd to buy some of the paddy and use it as seed for demonstration activities in Kasese, Hoima, Kiboga, Mubende, Masindi and Kamuli districts. NAADS also conducted demonstrations in Iganga and Soroti using the same seed in collaboration with ADC. Some 50 kg of seed was given to Hunger Alert, an NGO working in Gulu, out of which 10 kg was planted out as demonstrations and 40 kg was multiplied for seed, producing about 3,000 kg. A lot of interest has been aroused in Gulu.

Two new commodity outgrower schemes have come up with ADC's encouragement and support. One is a rice scheme in Hoima, centred around Nyati Millers, where about 62 farmers obtained and planted seed of WAB 165 through the Miller. Harvesting of this crop has started. Another is a sunflower scheme based in Kiryandongo, Masindi district and organized by Mukwano Industries. With ADC's intervention, a sunflower hybrid from Pannar seed company was officially released for this company. This is expected to boost production as it is a much better yielder than the OPV sunflowers on the market. Table 8 shows seeds, which were contracted out.

**Table 8: Maize and Bean Seed Contracted: January – December 2002**

Company/Crop Type	Area planted (Ha)	Expected Output (MT)	Farm gate Value (Mill USh)
<b>FICA</b>			
Beans (K132)	500.6	691.6	295.37
Maize (OPV)	161.2	522.2	177.27
Maize (Hybrid)	213.5	424	324.4
<b>NASECO</b>			
Beans	191.0	296.4	139.38
Maize (OPV)	177.2	674.4	199.80
Maize (Hybrid)	45.0	195.0	99.920
Upland rice	40.0	100.0	45.00
<b>USL</b>			
Beans	241.0	360.0	144.00
Maize (OPV)	142.6	624.0	156.00
Maize (Hybrids)	60.6	121.0	145.20
<b>HFS</b>			
Beans (K132)	28.45	28.5	15.65
Maize (OPV)	8.0	20.0	5.70

**Notes:**

1. Uganda Seeds Ltd [USL] figures for 2002B season only.
2. Harvest Farm Seeds [HFS] figures for 2002A season only.
3. FICA & NASECO figures include both 2002A & 2002B seasons.

**Benchmark 7.1:** At least 6 seed outgrower schemes (an increase of 20% from last year) assisted by 12/31/02 (5 seed schemes assisted, 83% achieved).

**Benchmark 7.2a:** At least 1,000 mt of seed maize produced by 12/31/02 (2,202 mt of seed maize produced, 220% achieved).

**Benchmark 7.2b:** At least 600 mt of seed beans produced by 12/31/02 (1,356 mt of seed beans produced, 226% achieved).

**Benchmark 7.2c:** At least 150 mt of commercial upland rice produced by 12/31/02 (237 mt of commercial upland rice produced, 158% achieved).

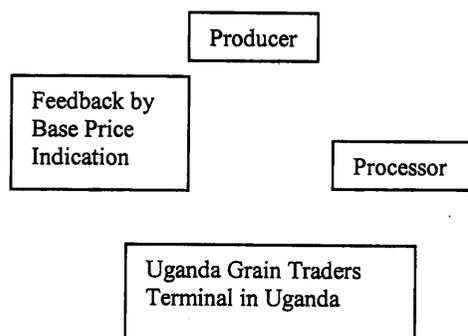
**Benchmark 7.3:** At least 2 initiatives supported with processing facilities by 12/31/02 (2 initiatives supported, 100% achieved).

### **Objective 8: Provide support to exporter clients**

A major focus during the reporting period has been the ongoing support to Uganda Grain Traders (UGT) Ltd. UGT successfully exported 30,680 mt (21,000 mt in this reporting period) to Zambia, with a total FOB value of US\$3,374,800. A notable feature of the success was the effective collaboration between government, Barclays Bank, Uganda Railways, Trans Africa Railways, URA, UGT and IDEA. Logistically this was a complicated export but the willingness of all the stakeholders to make it a success made all the difference.

The Coffee Marketing Board Facility (where UGT initially operated from) was handed over to a Sri Lankan investor in May 2002. This unforeseen event led to considerable lobbying of government by UGT to find a suitable alternative site. After much negotiation, the facility was completed in record time and leased from URA to UGT in October 2002. UGT negotiated a 25-year lease period with preferential rates for the first 3 years. The speed of the contract completion clearly shows the commitment of the GOU to the operation of a large-scale commodity procurement facility. A production-marketing feedback mechanism as shown in Figure 8 reduces price risks and ensures a stable production.

**Figure 8: Production – Marketing Feedback Loop**



For the first time there exists a private sector player that has sufficient capacity to put a base price into the market prior to planting. This will give the necessary signal to the producer and encourage planting as dictated by the market conditions. UGT issued a pre-planting price announcement in November 2002 for both maize and beans, with the full support of the GOU. The company intends to continue doing so each season as an inducement to production or in the case of weak market signals, to slow production where necessary. This should expose the producer to lower price risk and stabilize production and commercial off-take. UGT completed its first financial year, produced a full set of audited accounts, and is in the process of negotiating its second year working capital facility through a commercial bank. The facility will continue to receive BOU and GOU backing.

**Angola Beans** – The initial market indication was for 3,000 mt delivered by sea to Luanda. After much negotiation and some complex financial instruments, 500 mt of small seeded Lira beans was shipped and paid for during December 2002 with an FOB value of \$137,500. This represents the first shipment of Lira (Northern) beans to a commercial consumer. Additional contracts have been signed for a continuation of the beans to Angola as well as beans (Nambale K132) to Lusaka. The continued demand for product serves to highlight the importance of the raised profile of Uganda as an exporter. In addition to the UGT contract for beans to Angola, one firm shipped 840 mt through a donor agency, highlighting the potential of this market.

ADC TA has maintained a constant effort in support of UGT over the past year. This has indirectly supported 16 grain exporting companies. Support has been in the form of an advisory

position on the board as well as direct interventions on behalf of the company at the financial mediation level with Ministry of Finance, Bank of Uganda and Commercial Banks. TA has also endeavored to ensure that the operations' quality control and procurement policies are effective in maintaining induction quality as well as storage and transport qualities.

WFP has continued to purchase maize and beans and by the end of the reporting period, it had purchased a total of 41,772 mt - a mix of maize, maize meal, unimix (corn-soya blend) and beans, valued at US\$10.75 million. The quantity of maize exported by the informal sector was greatly reduced, as prices in Kenya, the usual destination for this produce, were at an all time low and during the latter half of the year stocks remained high, although of poor and declining quality. Of interest is the fact that for the first time, commercial (non-relief sales) amount to 67% of formal exports. This is significant in that it points to sustainable marketing of Ugandan commodity.

Table 9 shows maize, bean and sesame exports for 2002. The exports are broken down into formal, informal and internal relief sales.

**Table 9: 2002 Export Volumes and Values of LV Commodities**

<b>Commodity</b>	<b>Volume (mt)</b>	<b>Value (US\$ Million)</b>
Maize (formal)	33,402	3.122
Maize (informal)	3,654	0.253
Maize (relief)	22,945	3.966
<b>Total Maize</b>	<b>60,001</b>	<b>7.331</b>
Beans (formal)	5,413	1.317
Bean (informal)	4,936	1.011
Beans (relief)	19,872	5.539
<b>Total Beans</b>	<b>30,221</b>	<b>7.867</b>
Sesame	2,500	0.980
<b>Grand Total</b>	<b>97,722</b>	<b>16.178</b>

**Benchmark 8.1:** *At least 10 exporter clients assisted by 12/31/02 (16 exporter clients assisted, 160% achieved).*

**Benchmark 8.2a:** *At least 40,000 mt (25% increase over last year) of maize exported commercially through exporter clients by 12/31/02 (56,345 mt of maize exported, 141% achieved).*

**Benchmark 8.2a:** *At least 10,000 mt (33% decrease over last year) of beans exported commercially through exporter clients by 12/31/02 (25,285 mt of beans exported, 252% achieved)*

**Benchmark 8.3:** *Export value of maize and beans reach US\$25million (increase of more than 30% over last year) by 12/31/02 (US\$15.20 million realized, 61% accomplished).*

## 2.2 High Value Crop Development

### Overview

The export value of crops covered by the High Value portfolio continued to increase during 2002. Good performances by the floriculture and vanilla sectors have taken the total to within US\$4.12 million of the EOP target. A summary of export values by major category is given in Table 10. The values are best estimates based on various data sources. Volumes are calculated from production and export statistics collected from CAA, MAAIF, URA, Fresh Handling Ltd, airlines, national associations, individual clients and traders. These are then converted into values using average 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. Primary data and information on sources, assumptions and calculations are held at the ADC.

**Table 10: High Value Crop Exports: 1995-2002**

<b>Product</b>	<b>LOP Target (\$ Mill FOB)</b>	<b>1995 Value (\$ Mill FOB)</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>
Roses	20.00	2.30	9.95	9.12	11.52	14.10
Plant cuttings	5.00	0.00	3.51	4.50	5.60	7.03
Fresh produce	10.00	0.63	3.13	3.16	3.20	4.24
Vanilla	2.00	0.24	1.50	2.02	5.72	9.43
Cocoa	3.00	0.64	2.80	2.02	2.70	4.97
Papain	4.00	4.46	4.20	0.98	0.72	0.71
Other HV products	1.00	2.40	0.70	0.50	0.60	0.20
<b>Total</b>	<b>45.00</b>	<b>10.67</b>	<b>25.79</b>	<b>22.30</b>	<b>30.06</b>	<b>40.68</b>

New investments in rose production increased the production area to 122 ha in 2002. Prices have fluctuated, and overall were slightly down on the previous year. There are now four farms specialising in the production of plant cuttings (19 ha), including large quantities of chrysanthemum, poinsettia and impatiens. The success and expansion of these products, which have a higher unit value than cut roses, contributed more to floriculture earnings in 2002 than in previous years. The 10% rise in value of the euro during the year also improved dollar earnings. As the only project working in this difficult sector, which requires a highly technical and detailed approach, IDEA is closely associated with its success.

Overall quantities of fresh produce exports through Entebbe increased by 45%, according to airline statistics. Several opportunistic exporters withdrew from the market in response to tighter shipping and trading conditions, which made lower value products such as banana, sweet potato and avocado non-competitive. As a result, the average unit value of fresh produce exports increased. Some IDEA clients with supply contracts (Mubuku, African Organic, Mairye Estates) and freight agreements with FHL were able to increase their exports and margins significantly during the year. This trend, which favors the development of vertically-integrated exporters, as opposed to cost-driven traders, is likely to continue in future. Surveys also showed that cross-border trade in banana, pineapple and passion fruit to neighbouring countries also increased in 2002, to an estimated 2,539 mt valued at US\$0.93 million. The net result was that the combined value of fresh produce exports appears to have increased by at least US\$1.2 million over the previous year. But the large number of exporters and products, and the lack of official documentation makes this a difficult product category to monitor accurately.

The value of vanilla exports increased in 2002 to a record figure of US\$9.43 million following a good crop harvest in July/August. Growers received average farm gate prices of US\$ 20,000 per kg for green beans (US\$10.80/kg). Global prices for good quality cured vanilla dropped slightly to US\$120-140 per kg in December 2002, but this was still much higher than historical average prices since the large crop from Madagascar which was expected to come on to the market has not yet appeared. The average price return for Ugandan exporters was US\$125-130 per kg. The success of IDEA in promoting vanilla as a smallholder crop in Uganda is widely recognised by international buyers in the USA and Europe. If technical assistance is increased they believe that Uganda could become a major player in the vanilla market with exports rising to 200 mt over the next five years, valued at over US\$20 million at current prices.

Total papain exports recorded through Entebbe exceeded 250 mt, valued at US\$3-4 million and additional amounts were reported through overland border posts. Up to 80% of this is thought to have originated in the DRC although production in Uganda has increased. Table 10 shows exports estimated to have originated in Uganda only.

World demand for cocoa remained strong throughout 2002. Cocoa exports were estimated at 3,100 mt, valued at US\$4.97 million by the Uganda Cocoa Association (UCA), which was confirmed by shipping companies and exporters. This is the highest figure recorded since the start of the IDEA Project and reflects the strong market demand and high prices of up to US\$ 2,000 per kg (US\$1.05 per kg) paid to growers this year. The annual total is expected to increase again in 2003, since many farmers are working hard to rehabilitate and re-plant cocoa, as an alternative to coffee. IDEA grant support to UCA for training is playing an important role in this rehabilitation. During the reporting period, UCA trained more than 4,000 farmers in all aspects of cocoa production.

The value of other HV crops including dried pineapple and banana, birds eye chilli and other spice products was estimated at US\$200,000 for 2002. These are minor products, which do not have a major impact on export earnings, although they provide valuable income for families in some fragile areas of the country.

## **Progress by Objective**

### **Objective 1: Promote efficient production technologies**

Efforts at improving production technology continued through a combination of research, training, demonstrations, technical publications and other technology transfer activities.

Throughout the life of the project, research trials have been carried at demonstration sites located either on private farms or at NARO research stations. In general, trials have been managed better on private farms, but this required intensive inputs from NARO and IDEA staff to ensure that data is properly collected and analysed. The data collected was not always reliable and often incomplete. In some cases the plots were neglected or valuable planting material was lost. Nevertheless some useful results have been obtained and documented. Some of the key research activities initiated since January 2002 are outlined below.

Rose varietal trials supported by a grant from IDEA, continued at the UFEA Research, Development and Training Centre. The trials are now fully managed by UFEA staff, with decreasing levels of technical assistance from IDEA. The research farm produces and distributes monthly newsletters to breeders and growers, evaluating varietal performance and various technical issues. Occasional open days are held for dissemination of information to growers.

## HV RESEARCH ACTIVITIES SUPPORTED, FEBRUARY 2000 - PRESENT (IDEA II)

### A. Flowers:

- More than 50 rose varieties evaluated from five different breeders at Uganda Flowers Exporters Association Research & Training facility (completed).
- Gerbera trials as a new cut flower for Uganda, at Melissa Flowers (current).
- Temperature control of cut flowers in a cold chain to export market with FHL and UFEA (completed).

### B. Vegetables and fruits:

- Trials on French & runner beans in Kabale with Zed Horticulture and Mairye Estates (completed).
- Screening for rust resistance of new varieties of French and Dutch beans at Mairye Estates (completed).
- Evaluation of promising varieties of chilli, okra, passion fruit, papaya and other fresh vegetables at Mairye Estates and Mubuku (current).
- Passion fruit trials on virus and root rot indexing for clean planting material and establishment of demonstration plots by NARO (current).
- Banana production technology transfer in low, medium and optimal production zones of Uganda by NARO (current).
- Integrated Pest Management of peri-urban vegetables by NARO/ICIPE (completed).

### C. Spices:

- Chemical analysis of vanillin content in cured vanilla from various production areas by UNVA and Chemiphar (completed).
- Integrated pest management of Cocoa pests by NARO (completed).
- Yield potential and demonstration of best practices for vanilla and cocoa production and post-harvest handling on smallholder demo plots (current).

Growers are utilising UFEA results in the selection of new varieties for re-planting and have planted nearly 17 ha commercially with varieties that performed well in the UFEA trials. From January 2003 all primary testing of new rose varieties will be carried out on different farms under contract with breeders. The UFEA initiative has been instrumental in achieving this. UFEA will concentrate on researching different techniques to achieve maximum yield and quality from eight selected varieties. With the assistance of a follow-up grant from IDEA, a small chrysanthemum demonstration plot and a range of new flower types will be established at the UFEA Research and Training Centre. Trials are also being supported through a grant to Melissa Flowers designed to evaluate Gerbera as a new cut flower crop for Uganda. The UFEA research team will provide technical back-up to these various on-farm activities.

The Netherlands Embassy has provided funds for a UFEA Executive Director, for a two-year period. We have assisted UFEA to find a senior executive, due to take up his post in January 2003, who can represent and promote the floriculture industry at the level required to exploit its full potential, and achieve maximum growth over the next three years.

Research trials on vegetables have been more difficult to carry out, since HORTEXA does not have the capacity and NARO has been unable to provide the level of field supervision required. Nevertheless, a series of trials on runner (climbing) beans were completed in Kabale in January 2002 and resulted in orders for up to 10 mt per week from UK importers. Commercial development now depends upon a suitable investor emerging in Kabale. Trials on different types of fresh chilli continued at Mubuku and Mairye. The best performing varieties are already incorporated into their 2002/03 commercial programs. Varietal trials at Mairye on greenhouse production of okra, aubergine and other tropical vegetables were badly damaged by a hailstorm in March 2002. These were repeated in the second half of the year. A full report on all vegetable trials carried out since 2000 at Mairye, Kasese and Kabale was completed.

Second phase contracts are continuing with NARO on passion fruit and banana. Production of improved passion fruit plants for distribution has been transferred to private nurseries and this is resulting in more rapid distribution of planting material. The NARO coffee research centre in Kizuza is continuing to produce cocoa seedlings for distribution to growers in target areas, but progress has been hampered by poor performance.

Technical assistance and funding for demonstration plots of vanilla (30) and cocoa (6) was continued through the Uganda National Vanilla Association (UNVA) and the Uganda Cocoa Association (UCA). A "vanilla day", to promote more planting of vanilla at the national level, was held successfully in Mpigi, with personal attendance by the Minister of Agriculture and the Minister of Finance. Technical assistance was initiated to introduce cardamom as an additional spice crop with potential for smallholders.

#### **HV TRAINING ACTIVITIES - FEBRUARY 2000-PRESENT (IDEA II)**

**A: FORMAL TRAINING** - Through collaboration with Makerere University:

- Internship Program for third year B.Sc. Agriculture students [The best 25 students are selected and are attached to different ADC/IDEA clients for practical skills for three months: In 2000, 15 interns placed to HV client firms, 2001, 14 students were attached and 17 students attached in 2002]
- Masters in Agribusiness Studies was started with some input from ADC/IDEA Project. [Each year the project sponsors two students for a two-year program, six students so far benefited and increased enrollment for this program is recorded by the faculty]
- Bachelor of Science degree program in Horticulture was approved by the Makerere University Council and is due to commence in Oct. 2003.
- A certificate in Applied Tropical Floriculture course. Joint partnership between Uganda Flowers Exporters Association (UFEA) and Makerere University. Flower farm middle class managers, government officials from ministry of agriculture, NARO and Makerere University are given basic principles of flower production and marketing. A total of 58 students have graduated in the past three years. This has resulted in the following:
  - (a) Increased number of ATF graduates promoted and taken up more responsibility in the running of the farms
  - (b) Increased interest by MU in this area of specialization and contributes significantly to the resource pool in the teaching of this course.

#### **B: FIELD TRAINING**

This takes a bigger part of ADC/IDEA Project training activities. Training is conducted by HV staff and various other NGO, MAAIF, NARO and other partners, mainly through practical seminars and field days conducted in various areas on the different commodities. Permanent demo plots managed by progressive farmers are used for vanilla, cocoa and banana training in key areas, but many more are needed. More than 13,000 farmers, extension staff and exporters have been trained since 2000.

Training, research, and seed distribution on papain production continued in conjunction with Reco Industries and outgrowers in Bushenyi and Kasese. Technical back-up was also provided to TechnoServe on birdseye chilli, papain and dried fruit demonstrations in Arua and Nebbi. The first commercial exports of 1.8 mt of birds-eye chilli was produced from these trials and growers are expected to increase this significantly from their own plots in 2003.

Yield increases on commercial farms are difficult to monitor on a regular basis. However, rose growers report average yield increases of more than 20% over the past two years (national average is now 33 mt of exportable roses per hectare), with concurrent improvements in quality. The continuous technical assistance provided to UFEA has been an important factor in achieving this.

Similar improvements in yields of chilli have been achieved and recorded by Mubuku and Mairye Estates, the two most successful growers. Some new chilli introductions are producing more than 50 ha/ha. Surveys of growers around banana demonstrations showed that yield increases of over 100% were achieved on the demo plots. Yield improvements of vanilla and cocoa achieved by growers close to demonstration plots are also evident, with some vanilla growers achieving up to 4kgs per plant stand. These will be recorded and documented in the revised commercialisation bulletins currently being prepared.

Table 11 shows average banana production yield improvement attained in the demonstration plots in five Districts during 2002

**Table 11: Average Banana Yield from Selected Districts**

Particulars	District				
	Mpigi	Masaka	Rakai	Mbarara	Bushenyi
Bunch weight from demo plot (kg)	21.98	15.97	35.77	31.63	46.86
Bunch weight from surrounding farmers (kg)	14.90	6.90	15.81	14.70	31.10
Percentage yield improvement (%)	47.5	131.4	126.2	115.2	50.7

Source: *Banana Demonstration Site Coordinators*

In addition to TA provided directly by the HV team, IDEA has also been active in helping clients source funds from other donors. Grants totaling US\$1.5 million have been approved under the Netherlands PSOM program for Magric (steam sterilisation), Magic Flowers (plant propagation) and Hortipack (Airport packhouse). Each of these projects involves an equivalent amount of investment by the Ugandan company and a Dutch partner. UNIDO have also approved a grant of US\$228,000 to assist with the replacement of methyl bromide in the horticulture industry.

**Benchmark 1.1:** *Total 12 research contracts identified and 6 completed by 12/31/02 (100% completed).*

**Benchmark 1.2:** *At least 3,000 farmers trained at over 60 demo sites by 12/31/02 (6,474 farmers trained, 216% accomplished).*

**Benchmark 1.3:** *10 bulletins/manuals written or updated by 12/31/02 (5 bulletins updated, 50% completed)*

**Benchmark 1.4:** *Up to 20% yield improvements achieved and recorded on at least 20 commercial farms and smallholdings by 12/31/02 (100% completed)*

### **Objective 2: Increase market opportunities for selected HV products**

Past work in establishing market contacts and new business means that most exporters have stable marketing arrangements and buyers, who they visit on a regular basis without financial assistance from the ADC. However, ADC continued to provide regular technical and market information to clients to assist them in planning these marketing trips, and made specific interventions to facilitate overseas visits where necessary. In 2002 these included organisation of the ATF marketing visit to Holland for 22 students from flower farms, MU, MAAIF and UFEA; assistance to Mairye Estates and Mubuku to negotiate new contracts with fresh produce buyers and identify new buyers of processed chilli products; organisation of field visits for US vanilla buyers; and direct intervention to identify UK supermarket buyers for roses produced by Rosebud, now the single biggest grower of roses in Uganda.

One of the most obvious indicators of our contribution to the success of the horticulture sector is that international buyers of flowers, fresh produce and vanilla, now visit Uganda on a routine basis, and that the ADC is invariably their first contact point. Many of the visits are still coordinated by the ADC, but increasingly they are handled by trade associations with assistance from us. So far, during 2002 buyers visited from three major vanilla importers, the two Dutch flower auctions, five large flower importers and two of the largest fresh produce companies in Europe. Many other buyers from smaller companies looking for new business have also visited the ADC or contacted us by telephone and e-mail on an almost daily basis.

At present we do not have marketing problems 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 would buy much more than the quantities we have available to sell. Current orders are limited by relatively low production for all products and, for fresh produce, the shortage of well-financed farms and packing facilities.

Price bulletins and market reports on roses, fresh produce and spices were sent out every month. These include 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 100 clients, plus many call-in requests. Draft up-dated market analyses have been completed for chilli, vanilla, cocoa, okra and passion fruit.

**Benchmark 2.1:** *At least 10 inward buyer visits supported by 12/31/02 (100% completed).*

**Benchmark 2.2a:** *At least 20 market bulletins produced and disseminated by 12/31/02 (24 reports disseminated, 120% completed).*

**Benchmark 2.2b:** *At least 150 clients served with MKIS publications by 12/31/02 (100% completed).*

**Benchmark 2.3:** *At least 4 market analyses completed by 12/31/02 (2 completed, 50% completed).*

**Benchmark 2.4:** *Competitiveness analysis completed on sweetheart roses by 12/31/02 (30% completed)*

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

Intensive technical assistance on post-harvest management has continued in 2002. The rapid growth of Fresh Handling and regular training by UFEA resulted in a general improvement in the market arrival quality, and better year-on-year prices for Ugandan roses. Temperature related losses are now rare. Although the importance of proper maintenance of the cold chain is better understood by exporters, monitoring has shown that there is still room for improvement. So, post-harvest and temperature management will receive further attention during 2003. The FHL coldstore at Entebbe is operating at full capacity, and the new Roka Bonds/Anova coldstore next door, with 200 tons capacity, allows ample room for expansion. Together with the ENHAS coldstore, there are now 3 coldstores at Entebbe airport, and the increased competition has meant levels of service have improved. In June 2002 freight rates for flowers (US\$1.70/kg) and vegetables (US\$1.35/kg) reached the lowest level for five years, providing a strong incentive to fresh produce exporters.

Post-harvest handling facilities have been improved by almost all of the flower exporters this year, and several fresh vegetable shippers. Temperature and quality management is still practically non-existent for most of the smaller vegetable exporters. In general, their packing facilities are still poor, but their importers in the European ethnic markets are price-driven and not discerning enough to insist on improvements in quality if it is reflected in higher costs.

Assistance to flower farms to reach the standards of the Uganda National Code of Practice (CoP) continued throughout the year. Pre-audit visits were completed jointly with UFEA at all flower farms during 2002. The whole flower industry has agreed to work towards full compliance, and this has been incorporated into the UFEA constitution as a condition of membership. In 2003 this responsibility will be taken over by UFEA, and external auditors will be invited to check internal pre-audits, to give the audit process international credibility.

Training in CoP was continued with fresh produce growers through HORTEXA, focusing mainly on “safe use of pesticides”. A code of practice was written and agreed for the cocoa industry, and will be presented to exporters and growers early in 2003. The UNVA has also agreed on a draft CoP for vanilla, which will be finalized and presented to growers. Adherence to these guidelines will improve post harvest handling in particular, although there will be many overall benefits to the industries in relation to quality and market acceptability.

Local analysis of export batches of vanilla was conducted by Chemiphar Laboratories, an EU accredited company, which enables exporters to obtain certificates of analysis prior to export. This provides exporters with the information to agree a provisional price with their buyers before shipment. Technical assistance will continue to Chemiphar in 2003 to obtain more consistency between the results of their analyses and those obtained by buyers on arrival.

Courses on health issues were held for the flower sector at UFEA, and at the Mubuku irrigation scheme in Kasese. These included topics such as “HIV AIDS awareness and counseling”, as well as “malaria control and prevention” and “family planning and STD prevention”, delivered by service providers such as TASO and CMS.

- Benchmark 3.1:** *At least two additional improved packing facility established by 12/31/02 (1 facility in place, 50% completed).*
- Benchmark 3.2:** *At least 10 training events conducted for smallholders on post-harvest handling in passion fruit/other products by 12/31/02 (100% completed).*
- Benchmark 3.3:** *Uganda Code of Practice (CoP) pre-audit visits on all 20 existing flower farms completed by 12/31/02 (100% completed).*
- Benchmark 3.4:** *CoP pre-audit visits on at least 3 direct exporters of fresh produce completed by 12/31/02 (100% completed).*
- Benchmark 3.5:** *Uganda CoP adapted and promoted for vanilla and cocoa growers by 31/12/02 (50% completed).*
- Benchmark 3.6:** *Internal CoP audit system fully operational at UFEA by 31/12/02 (50% completed).*
- Benchmark 3.7:** *Two community healthcare courses run at UFEA research center by 12/31/02 (100% completed).*

#### **Objective 4: Promote production and export of HV commodities**

During 2002, direct technical assistance continued to 24 firms, 4 national private sector associations, 7 regional private sector associations, 2 NGOs and 5 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). This massive demand for technical assistance means that on average each client can only receive 1-2 days per month of attention from one of the HV professional staff. More field staff would have a direct and immediate positive impact on productivity.

Estimated export values for 2002 of flowers, cuttings, fresh produce, vanilla, cocoa, papain and other minor high value products are shown in Table 10. The data indicate that the FOB value and volume of export products assisted by the HV team increased this year by 35% and 12% respectively.

New investment in floriculture is expected to push export values up at least 15% per annum over the next three 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, with an emphasis on diversification into new flowers, foliage and cuttings/mini-plants. Technical assistance will also be provided to achieve more efficient marketing, through cooperation between growers to offer larger consolidated shipments.

In conjunction with UNVA, MAAIF and the main processor/exporters, a major promotion has been initiated on vanilla as an alternative crop for growers hit by coffee wilt. Ugandan vanilla has been introduced successfully to all major world buyers, and they have confirmed that Uganda has the potential to compete successfully with Madagascar, Indonesia and other world suppliers, in the future. Enhanced levels of technical assistance will be necessary to maintain the high quality standards needed to develop competitive advantage when the market scarcity recedes.

Fresh produce exports increased in 2002. This improvement is expected to accelerate through 2003, since freight rates have dropped to below US\$1.50/kg to European destinations and the market interest in Uganda is still strong. Emphasis on promoting chilli, passion fruit and okra, for which Uganda has proven production advantages, has been supported strongly by the main buyers.

With much work having been done, and continuing, on market development and product quality, Uganda has more market demand for its floriculture products, vegetables and vanilla than it can supply. World cocoa prices are high, and since Uganda is a small supplier, there will be a niche for all of its production for the foreseeable future. The papain market is strong and prospects look good. Work has therefore been continued to increase the production of papain in areas with a long-term future for this crop, which is one of the few for which smallholders have comparative advantage in production.

**Benchmark 4.1:** *Total of 5 outgrower arrangements in place by 12/31/02 (100% completed).*

**Benchmark 4.2:** *At least 30 existing clients, and 5 new firms assisted by 12/31/02 (100% completed).*

**Benchmark 4.3:** *New investment of at least US\$2 million, distributed between at least 5 clients, mediated by 12/31/02 (100% completed).*

- Benchmark 4.4a:** Floriculture exports increased by at least 25%, to over 5,500 mt of flowers, valued at US\$22 million by 12/31/02 (4,614 mt valued at US\$21 million, 90% completed).
- Benchmark 4.4b:** Exports of fresh produce increased by at least 10%, to over 3,500 mt, valued at US\$3 million, by 12/31/02 (6,083 mt valued at US\$4.4 million, over 160% accomplished).
- Benchmark 4.4c:** Exports of vanilla increased by at least 20% to over 60 mt, valued at US\$6 million, by 12/31/02 (75 mt valued at US\$9.4 million, over 140% accomplished).
- Benchmark 4.4d:** Over 20 mt of papain, valued at \$0.80 million exported by 12/31/02 (50 mt valued at US\$0.71 million, 90% accomplished).
- Benchmark 4.4e:** Exports of cocoa increased by at least 20% to over 3,500 mt of cocoa beans, valued at US\$3.5 million, by 12/31/02 (3,095 mt valued at US\$4.97, 140% accomplished).
- Benchmark 4.5:** At least 25,000 households earning incomes from HV commodities by 12/31/02 (100% completed).

#### **Objective 5: Promote agricultural processing of HV products**

The vanilla processing capacity was further upgraded by exporters in 2002 to allow for expansion of the industry to 3-4 times current production levels.

The niche markets for dried pineapple, apple banana and chilli are growing and potential sales could reach US\$1-2 million over the next three years using existing capacity. The main constraint to growth is low and unreliable supply of raw material.

Continued technical assistance to House of Quality Spices has assisted them to increase production of various spices for the local and regional market. Technical support is also being continued to TechnoServe to introduce birdseye chilli, papain and dried fruits as cash crops to more than 5,000 growers in West Nile and Northern Uganda.

- Benchmark 5.1:** A total of 3 new processing facilities established by 12/31/02 (100% completed).
- Benchmark 5.2:** Exports of papain and dried products increased by at least 20% to over 150 mt, valued at US\$1 million, by 12/3/02 (US\$1.01 million of dried HV products, 100% accomplished).

#### **Objective 6: Improve airport handling system**

Fresh Handling Ltd has grown rapidly into the main handling company for flowers and fresh produce at Entebbe Airport. The company has achieved a good financial performance over the first 24 months of operation. It has demonstrated clearly that dedicated handling of perishable products can result in quality improvements that yield better prices for growers. The growers themselves have come to realise the benefits of economies of scale, by working together and sharing information.

Direct negotiations between FHL and airlines has resulted in further freight rate reductions in 2002 (see above) which, if maintained, will deliver a saving to the floriculture industry of more than US\$600,000 compared to 2001.

A review of all on-farm and airport post-harvest operations was initiated with FHL, and the results were presented at various training seminars for managers and supervisors, held at UFEA during the second half of the year.

**Benchmark 6.1:** *At least 30 exporter clients utilize improved handling facilities cold store facilities by 12/31/02 (100% accomplished).*

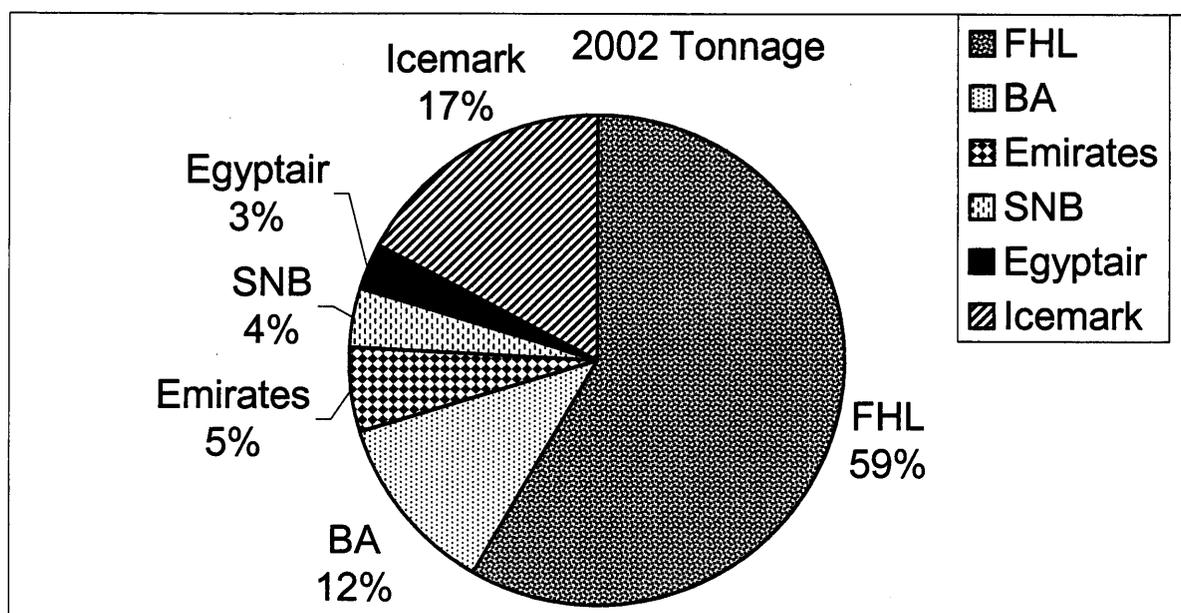
**Benchmark 6.2:** *At least 600 mt/month of HV products exported through improved airport handling facilities by 12/31/02 (500 mt/month exported, 83% completed).*

**Benchmark 6.3:** *At least 20 farm and airport managers trained in cold chain management by 12/31/02 (100% completed).*

**Objective 7: Consolidate freight at Entebbe International Airport**

FHL now receives weekly forecasts from all the growers, and consolidates 60% of all the perishable freight passing through Entebbe (see Figure 9). Growers sending to the same consignee share the same pallet. This consolidation has allowed favorable contracts to be negotiated for the whole season with airlines and clearing agents in Europe. Rates have come down, capacity has gone up, and competition has increased.

**Figure 9: Distribution of Perishable Cargo During 2002**



Dead freight has been minimised through increased grower commitment, better communications, and warnings given 48 hours in advance if a farm is going to be short of its projections. The strategic alliance formed between FHL and Anova, one of the largest fish exporters, remains intact and is being re-negotiated for 2003. If there is a shortage of one commodity, the shortfall can be filled by the other so contractual obligations are met with the airlines.

A working capital loan facility of US\$500,000 for Fresh Handling Air Cargo Ltd was agreed in September 2001, with Barclays Bank, using the USAID supported Export Credit Guarantee Fund administered by the Bank of Uganda. This financing has enabled FHL to contract directly with airlines at a better price than the previous year, and enabled airlines to offer more frequent direct services, mainly to Amsterdam and Ostend. At times there are more than 8 flights per week that growers can choose from. FHL has reduced its average overdraft level to US\$300,000 and maintained an excellent reputation with the bank in 2002.

Fresh vegetable exporters have responded to more competitive rates offered by FHL, and shipped more produce during 2002. This resulted in better market arrival quality for them, and more demand from customers.

**Benchmark 7.1:** *Weekly forecasts on tonnage prepared by 12/31/02 (100% completed)*

**Benchmark 7.2:** *Adequate freight capacity of at least 9,000 mt made available to all exporters by 12/31/02 (100% accomplished)*

**Benchmark 7.3:** *Freight and handling costs maintained at competitive rates by 12/31/02. Target average airfreight rates of \$1.55/kg for vegetables and \$1.80/kg for flowers to Europe during the year (100% accomplished).*

#### **Objective 8: Strengthen institutional systems**

Technical support to UFEA continued at a reduced level during 2002. The Research and Training Centre is generally operating successfully and is being utilised by growers. It also receives many visitors (buyers, breeders, growers from other countries) and is a great promotional facility for Ugandan floriculture. Trial roses are being sold on both the local and export markets. However, technical problems reduced sales revenue, and the centre did not meet its target of financial self-sufficiency in 2002. UFEA members contributed loans to provide temporary cash flow. The fifth course in applied tropical floriculture was successfully completed and a total of 19 participants were awarded certificates. Various other training courses and seminars were held at the UFEA training centre, including cross-cutting training on HIV/AIDS awareness.

Assistance to HORTEXA is restricted 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 demands 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 was made through FHL (see above) and the issue of residue levels is being addressed through regular training of export growers on safe use of chemicals. Training on banana production continued and demonstration plots were increased to 36 in 2002, with more direct linkages to exporters, through a grant program with NARO. Farmer-group training is being emphasized and resulting in increased adoption rates.

The Uganda National Vanilla Association (UNVA), with IDEA grant support, has continued to expand the reach of its weekly radio programs as well as its training and extension services. The association has also grown stronger during 2002 as a result of high world market prices, which have provided good returns to growers and processors. The processor/exporter members contributed more than \$1,000 per company towards staff salaries and transport to increase the level of extension and training provided by UNVA. Technical assistance continued to focus on production training and quality assurance. A draft by-law was introduced in Mukono District on a

trial basis, to control premature harvesting and theft of vanilla. The bill has been tabled by the Mukono LCV District Council for discussion.

The Uganda Cocoa Association (UCA) is managing its IDEA grant well, and conducted about 120 training activities in 2002 addressing areas of nursery management, plantation rehabilitation and establishment and post-harvest issues. More than 4,000 farmers have benefited from these training events. Cocoa continues to make rapid growth as a substitute for coffee in certain areas devastated by coffee wilt disease and has the potential to become a relatively large export crop, if quality can be improved and niche markets developed.

A total of seventeen third year students from the Makerere University Faculty of Agriculture successfully completed their internship program with HV clients in 2002. Three post-graduate students pursuing Masters Degrees in Agri-Business Studies (MABS) at the same institution completed their course and submitted their research theses for examination. A second group of two MABS post-graduate students were awarded scholarships. One has completed the first year of study successfully and the other together with another group of two students enrolled for the program last October 2002. The HV team has been instrumental in establishing a new degree course in horticulture, in the department of crop science at MU. The University Council approved the course and it is due to start in October 2003.

The HV team has continued to assist MAAIF and NEMA to review and adjust policies on registration of agricultural chemicals and methyl bromide importation, to ensure that the government is fully aware of the commercial consequences related to restriction of chemical usage in the country. We also provided intensive technical input to the GoU's strategic export initiative, and multi-donor discussions leading up to the 2002 budget. We are on the committee responsible for evaluating and distributing GoU grant funds for export diversification.

- Benchmark 8.1:** *At least 1 policy and regulatory intervention undertaken by 12/31/02 (3 undertaken, 300% completed).*
- Benchmark 8.2:** *At least 4 HV associations assisted by 12/31/02 (100% completed).*
- Benchmark 8.3a:** *At least 2 scholarships awarded in Masters in Agri-business Studies by 12/31/02 (100 % completed).*
- Benchmark 8.3b:** *Two MABS scholarship holders graduate by 12/31/02 (50% completed, awaiting graduation).*
- Benchmark 8.4:** *At least 12 MU interns placed by 12/31/02 (100% completed).*
- Benchmark 8.5:** *At least 12 supervisors from flower farms achieve a Certificate in Applied Tropical Floriculture (ATF) Course by 12/31/02 (100% completed)*
- Benchmark 8.6:** *Makerere University assisted to start a degree course in Horticulture by 31/12/02 (90% completed).*

## 2.3 Project Management, Monitoring and Evaluation

### Overview

The 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 continued to maintain close collaboration with the USAID Mission, which has the overall project monitoring and evaluation responsibility.

At the beginning of the eighth work plan year, seven objectives were identified under Project Management, Monitoring and Evaluation. The sections that follow highlight progress by objective during the eighth 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/9th annual work plan

This was conducted in mid-December 2002. There were two sessions. The first session involved the ISC, USAID, and the ADC team brainstorming on the way forward. The second session involved the ISC reconvening and approving the 9<sup>th</sup> annual work plan and training plan.

**Benchmark 1.1:** *Ninth annual work plan approved by the ISC by 12/16/02 (100% accomplished).*

**Benchmark 1.2:** *Training plan approved by 12/16/02 (100% accomplished).*

### 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.

There was a large turnover of personnel at the USAID/Kampala Mission, and this required orientation sessions on our behalf for the replacement personnel. The Mission is also in the process of implementing its new ISP, which required regular input from IDEA.

Chemonics submitted a contract modification to the Mission at the beginning of the reporting period, and this was executed.

Work permits have been renewed for expatriate TAs and dependents.

During the reporting period, the Small Grants Program continued its support to the four Fixed Amount Reimbursement Agreement (FARA) activities, which began in 2000/2001 and entered into three new FARAs with the NARO National Passion Fruit Research Program, National Maize

Program and National Beans Program. Of the four FARA activities continued from 2001, two, NARO Maize 2001 and NARO Beans 2001, were successfully closed out. The FARA activity with the Africa Project Development Facility (APDF), which was originally scheduled to terminate in December 2002, was extended through December 2003 to accommodate one final subgrant activity. There were ten active grants during this reporting period; however, the grants to Fresh Handling Limited (FHL) and the Uganda Flowers Exporters Association (UFEA) have been successfully completed. The ISC and the Mission approved a grant application from UFEA in for continued varietal research in December. Activities will not begin until January 2003. A grant application from Roka Ale for multiplication and distribution of an improved sesame seed variety was in the advanced stages of review at the end of the reporting period. It is anticipated that this application will be presented to the ISC in early 2003. Of the US\$1,600,000 set aside for the program, US\$1,554,044 has been committed to these activities (this figure includes the Ush 66,500,000 awarded to UFEA).

A small amount of funding, scheduled for disbursement to the two closed-out FARA activities and the FHL and UFEA grants, has been rolled back into the grant pool, leaving an uncommitted balance of US\$45,955. Annex 8 provides a detailed breakdown of grant fund progress. IDEA anticipates that the remaining funds will be committed in early 2003. 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 (non-contract cost) and copies of liability insurance documents filed by 12/31/02 (100% accomplished).*
- Benchmark 2.2:** *Documentation of expatriate status and all work permits and visas required for project personnel to reside in Uganda completed by 12/31/02 (100% accomplished).*
- Benchmark 2.3:** *ISC meetings held on at least a quarterly basis by 12/31/02 (100% accomplished).*
- Benchmark 2.4:** *Updated local office procedures manual developed by 12/31/02 (100% accomplished).*
- Benchmark 2.5:** *Updated local employee handbook developed by 12/31/02 (100% accomplished).*
- Benchmark 2.6:** *Monthly vouchers (12) submitted by 12/31/02 (100% accomplished).*
- Benchmark 2.7:** *Two semi-annual progress reports submitted by 12/31/02 (100% accomplished). Fourteenth semi-annual progress report submitted on 1/15/02).*
- Benchmark 2.8:** *Audits of project-financed activities completed by 12/31/02 (0% accomplished, no audits conducted).*
- Benchmark 2.9:** *Procurement/receiving/inventory/marketing completed by 12/31/02 (100% accomplished).*
- Benchmark 2.10:** *STTA reports completed by 12/31/02 (100% accomplished).*

### **Objective 3: Collaborate with other economic growth initiatives**

The reporting period was busy with respect to this objective. The USAID Mission was implementing its new 6 year Integrated Strategic Plan (ISP) and implementing partners such as IDEA were frequently engaged in dialogue with the Mission. With the large turnover in Mission management IDEA has held several orientation meetings designed to introduce the new staff to the IDEA team and its activities. Three new RFP's were released during the reporting period for 3 new initiatives under SO7, namely U-TRADE, PRIME/West and APEP. IDEA TAs have briefed several consulting firm teams bidding on these new projects.

ADC has had frequent meetings with team members and consultants from SPEED and COMPETE. We also participated in the President's Competitiveness Conference, and close out workshops for COMPETE and the Uganda Trade Capacity Building Project. Other donors and NGOs also make daily contact with the ADC.

The ADC has provided input on the ECGS (particularly in relation to revolving loan facilities for Fresh Handling Ltd. and UGT Ltd.).

The COP continues to chair the ACDI/VOCA/PL-480 Technical Review Committee and serves as a peer reviewer for FoodNet grants and on the Makerere University Agribusiness Advisory Committee. He was also an invited speaker at the African Women in Agribusiness Network Development conference, and the EARTH University Sustainability, Education and the Management of Change in the Tropics conference.

OECD/DAC selected USAID/Uganda as one of its donor review targets. IDEA participated in briefings and filed visits to flowers and vegetable beneficiaries. Secretary of the U.S. Treasury Paul O'Neill, rock star celebrity Bono, and comedian Chris Tucker also visited Uganda and IDEA orchestrated a field visit to UFEA and Fiduga.

IDEA TAs have been collaborating on a regular basis with the PMA Secretariat, UEPB, and other donors/NGOs.

**Benchmark 3.1:** *At least 1 competitiveness study updated with COMPETE on an IDEA NTAE by 12/31/02 (100% accomplished, presented at the President's Conference on Competitiveness).*

**Benchmark 3.2:** *At least 1 engagement completed with SPEED where a new financial instrument is made available for access to credit by NTAE clients by 12/31/02 (50% accomplished, DCA facility now in place).*

**Benchmark 3.3:** *ADC LTTA serve on PL-480 TRC and attends at least 4 meetings by 12/31/02 (100% accomplished).*

**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, 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 activities, number of people trained and technology adoption.

During the year, data was periodically up-dated in order to track project inputs and outputs. The semi-annual reporting format was reviewed and the fourteenth and fifteenth semi-annual progress reports produced and disseminated on time.

**Benchmark 4.1:**        *AIMS reviewed and maintained consistent with SO7 requirements by 12/31/02 (100% accomplished).*

**Benchmark 4.2:**        *Semi-annual reporting format reviewed by 6/4/02 (Review incorporated changes in results framework, 100% accomplished).*

**Benchmark 4.3:**        *Fourteenth semi-annual progress report produced and disseminated by 1/15/02 (Report disseminated, 100% accomplished).*

**Benchmark 4.4:**        *Fifteenth semi-annual progress report produced and disseminated by 8/1/02 (Report disseminated, 100% 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 has been on export data for those NTAEs being promoted by IDEA. During the reporting period the ADC also took the initiative to consult other data providers, notably UCDA, CDO and UCGEA.

**Benchmark:**            *Secondary data collected and updated by 12/31/02 (100% accomplished).*

**Objective 6: Conduct commodity studies for impact evaluation**

During the reporting period, no commodity study was conducted. The ADC instead focused on areas of successes and lessons learned, with a view to determining best practices. The study, which was commissioned to determine best practices for Rural Agricultural Marketing Systems (RAMS) was completed.

The cross border data collection mechanism established in 2000 was maintained. However, the number of border points was reduced to 4, since they were found to be major exit points for the NTAEs promoted by IDEA. 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. The low prices prevailing in Kenya resulted in reduced exports to Kenya.

**Benchmark 6.1:** *At least three commodity/impact studies conducted by 12/31/02 (None undertaken. However, study of best RAMS practices started in 2001 was completed. 0% accomplished).*

**Benchmark 6.2:** *Data on cross border trade collected and disseminated by 12/31/02 (100% accomplished).*

### **Objective 7: Assess project interventions and prepare Agribusiness Highlights**

During the seventh work plan year, four intervention areas were assessed. These were: the assessment of the effectiveness of commercial farmer training; IDEA's support to the Uganda Grain Traders (UGT) Limited; ADC's support to Fresh Handling Limited (FHL); and issues influencing the success of rose production in Uganda. Arising from these in-house assessments, 3 Agribusiness Highlights were finalized.

During the ninth work plan year, other project intervention areas will be assessed and Agribusiness Highlights prepared as appropriate. Possible areas of assessment include the safe use and handling of pesticides, bank lending to commercial maize producers and the impact of the UFEA research development and training center.

**Benchmark:** *At least 4 project intervention areas assessed and Agribusiness Highlights prepared by 12/31/02 (3 highlights produced, 75% accomplished).*

## **3.0 CONCLUSION**

There is a stable complement of long-term personnel at the ADC providing TA to NTAE clients. We obtained a contract modification from the USAID Mission to maintain our current complement of long-term staff through July 2003, so we can maintain the momentum under IDEA while the new projects become operational.

The 2002A season experienced shorter than normal rainfall over most of the country. Since this was insufficient for crops to fully mature (other than short season crops such as beans), output of most crops was down. This reduction in supply limited our field crop marketing abilities. There was food insecurity in some locations, but the magnitude was relatively small, except for rebel activity that escalated in the north during 2002.

Overall commodity prices remained under pressure during the reporting period. The exception was vanilla and cocoa. This has been discouraging to farmers because diversification was not even the savior. There was some recovery in maize prices, although they remain below the 5-year average. This has had a knock-on effect, because farmers have rationed the purchase of productivity enhancement inputs, as reflected in reduced improved seed, fertilizer and crop chemical sales. This, in turn, will create a vicious cycle. It will require one or two seasons of good rainfall and/or good prices to restore farmer confidence.

These low prices have enhanced accessibility to food and kept inflation low. Farm incomes are expected to decline due to lower yields and soft commodity prices. Some farmers will default on their loans.

The Uganda Shilling was relatively stable and weakened slightly during the period. The Euro and the British pound all gained some strength relative to the US\$, which enhances our HV NTAE export values.

As in previous reports, we still maintain that there are some very good investment opportunities in NTAEs. Diversification of Uganda's export base is still very important. Coffee prices are likely to be under pressure for several more years. Our main limitation is identifying qualified investors for the NTAE sector.

## **PART II: STATISTICAL ANNEXES**

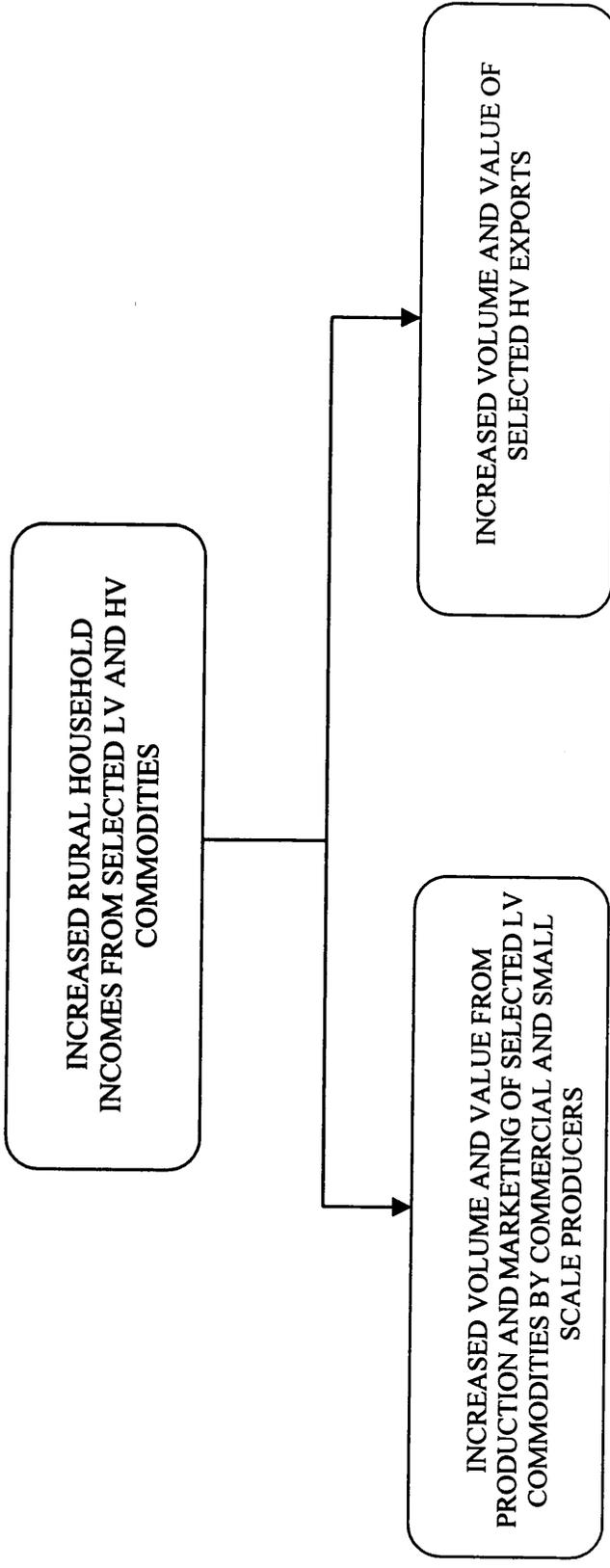


***Annex 1***

**Results Framework for Low and High Value Components**



**Fig 1: RESULTS FRAMEWORK FOR IDEA PROJECT**



# 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

- No of research contracts
- No of variety & agronomic trials
- No of technology packages developed
- No of new products
- No of new commodity 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 31-Dec-02	Balance
<b>Expat:</b>				
Clive Drew	Chief of Party	52	34	18
Chris Donohue	Grants and Operations Manager	51	33	18
Steve New	High Value Crop Production and Marketing Advisor	49	34	15
Steve Humphreys	High Value Crop Production and Marketing Advisor	41	34	7
Mark Wood	Low Value Crop Production and Marketing Advisor	49	34	15
Frank O'Brien	Low Value Crop Production and Marketing Advisor	39	32	7
<b>Local:</b>				
Peter Wathum	Monitoring and Evaluation Specialist	52	34	18
Umran Kaggwa	High Value Horticultural Specialist	50	34	16
Christine Kiwanuka	High Value Horticultural Specialist	40	29	11
Martin Wamaniala	Low Value Commodity Specialist	50	34	16
Fred Muhhuku	Low Value Commodity Specialist	41	30	11
Asaph Besigye	Business Advisory Specialist	50	34	16
Fred Ssango	Research, Extension and Education Specialist	49	34	15
<b>Totals</b>		<b>613</b>	<b>430</b>	<b>183</b>

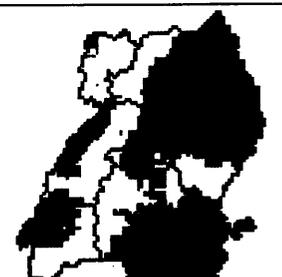
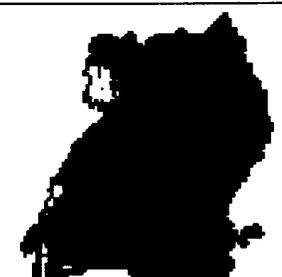


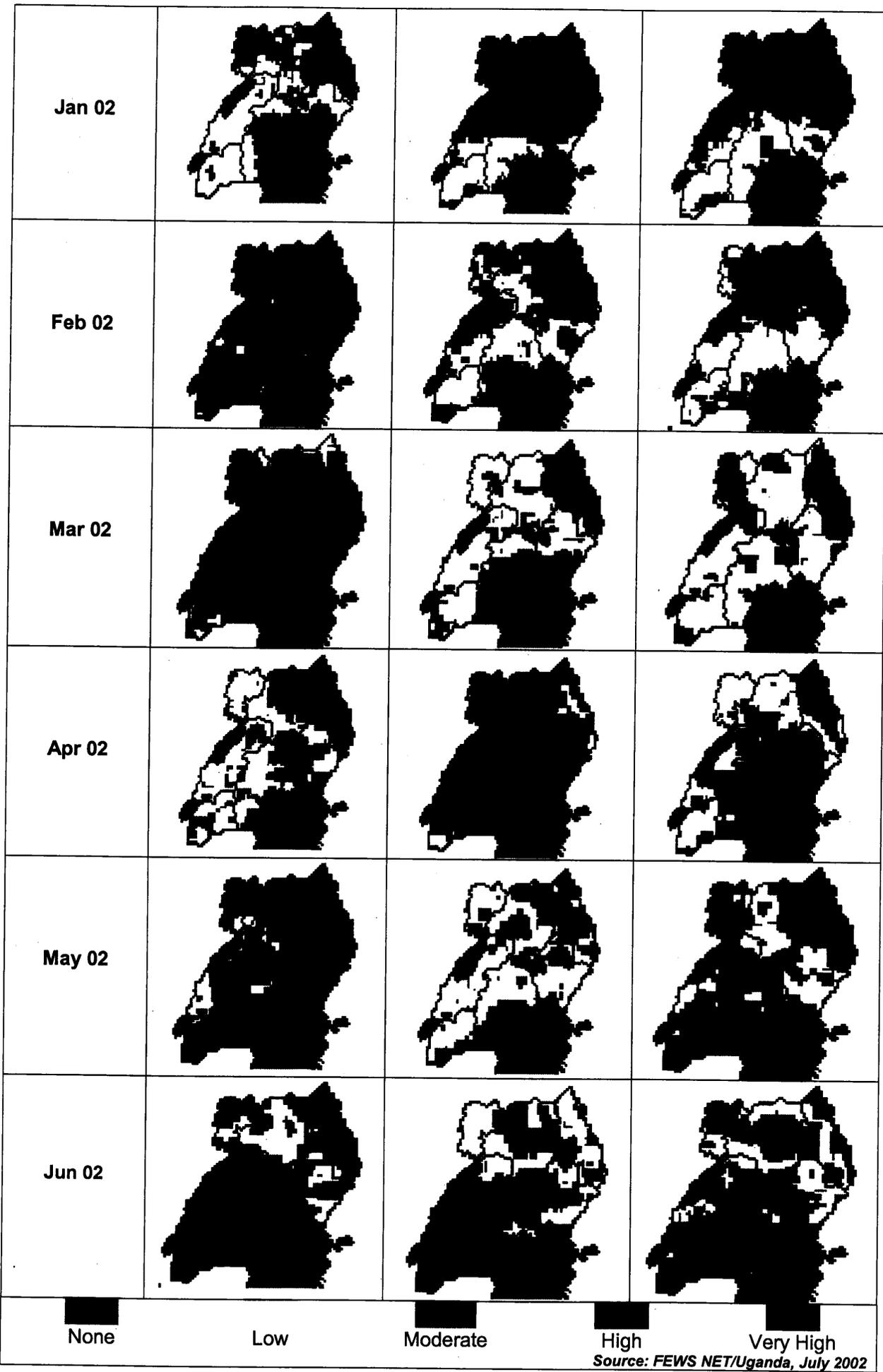
***Annex 3***

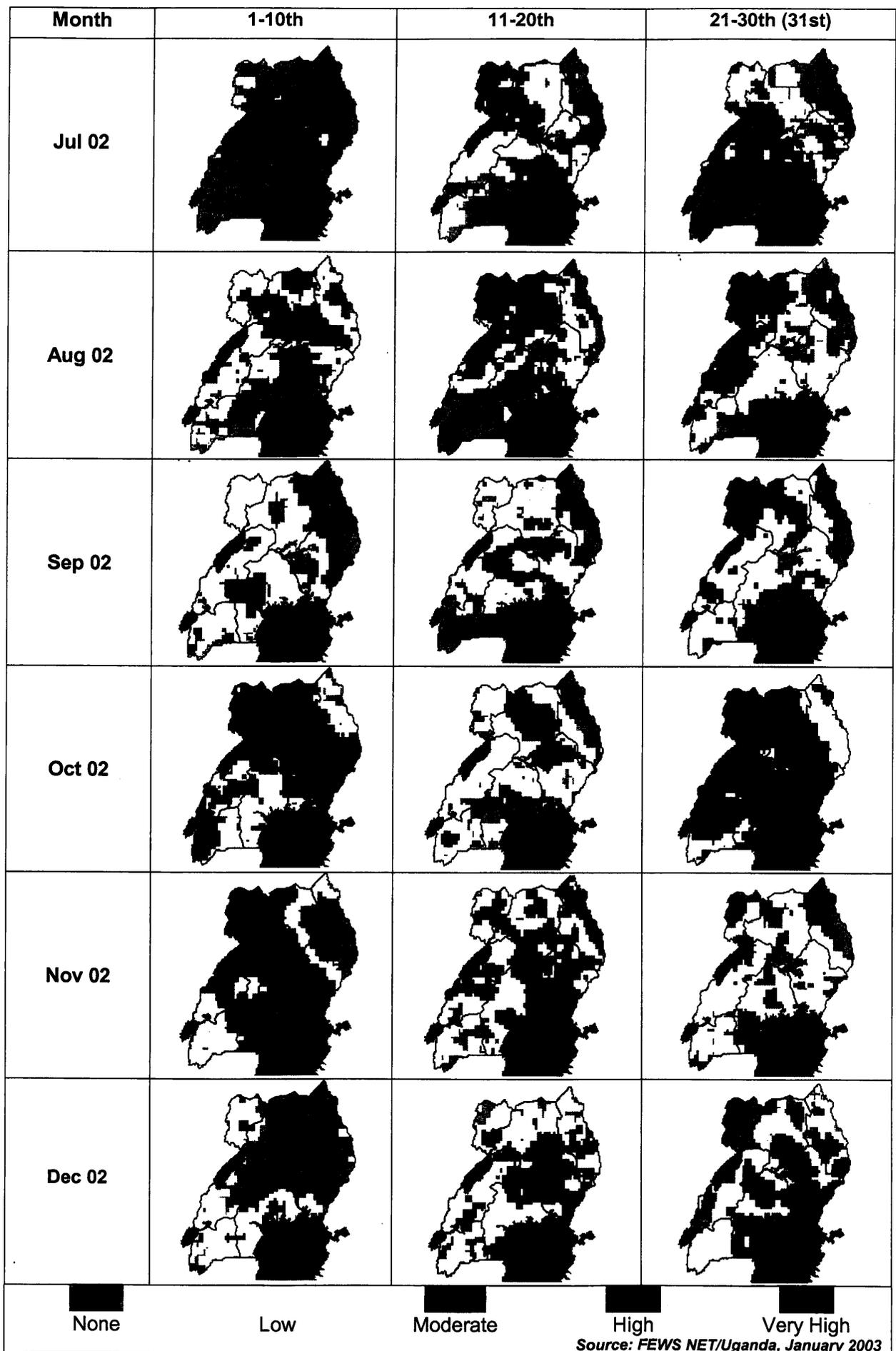
**Seasonal Rainfall Patterns for 2001/2002, and Maize and  
Bean Price Trends**



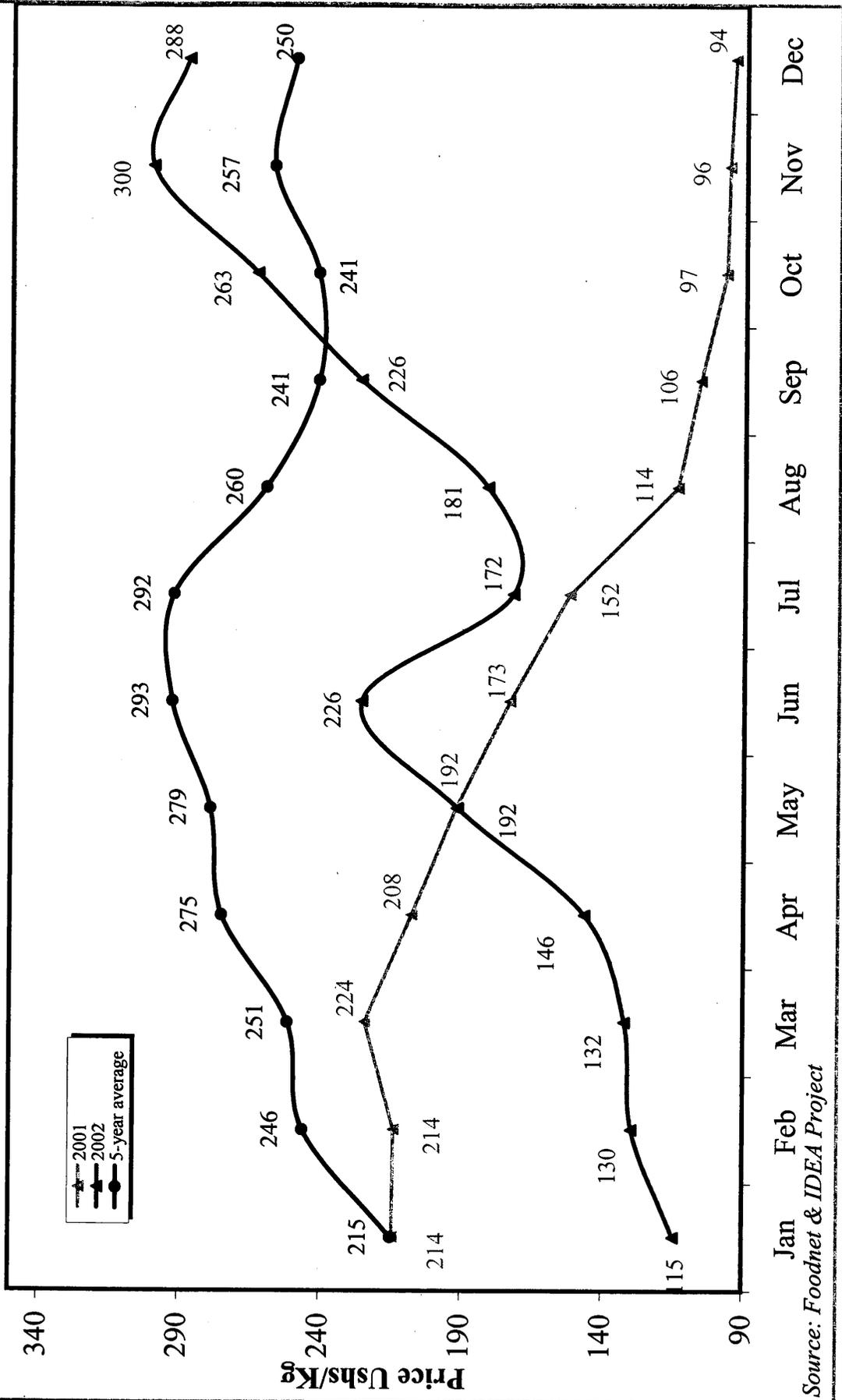
Month	1-10th	11-20th	21-30th (31st)
Jan 01			
Feb 01			
Mar 01			
Apr 01			
May 01			
Jun 01			

Jul 01			
Aug 01			
Sep 01			
Oct 01			
Nov 01			
Dec 01			



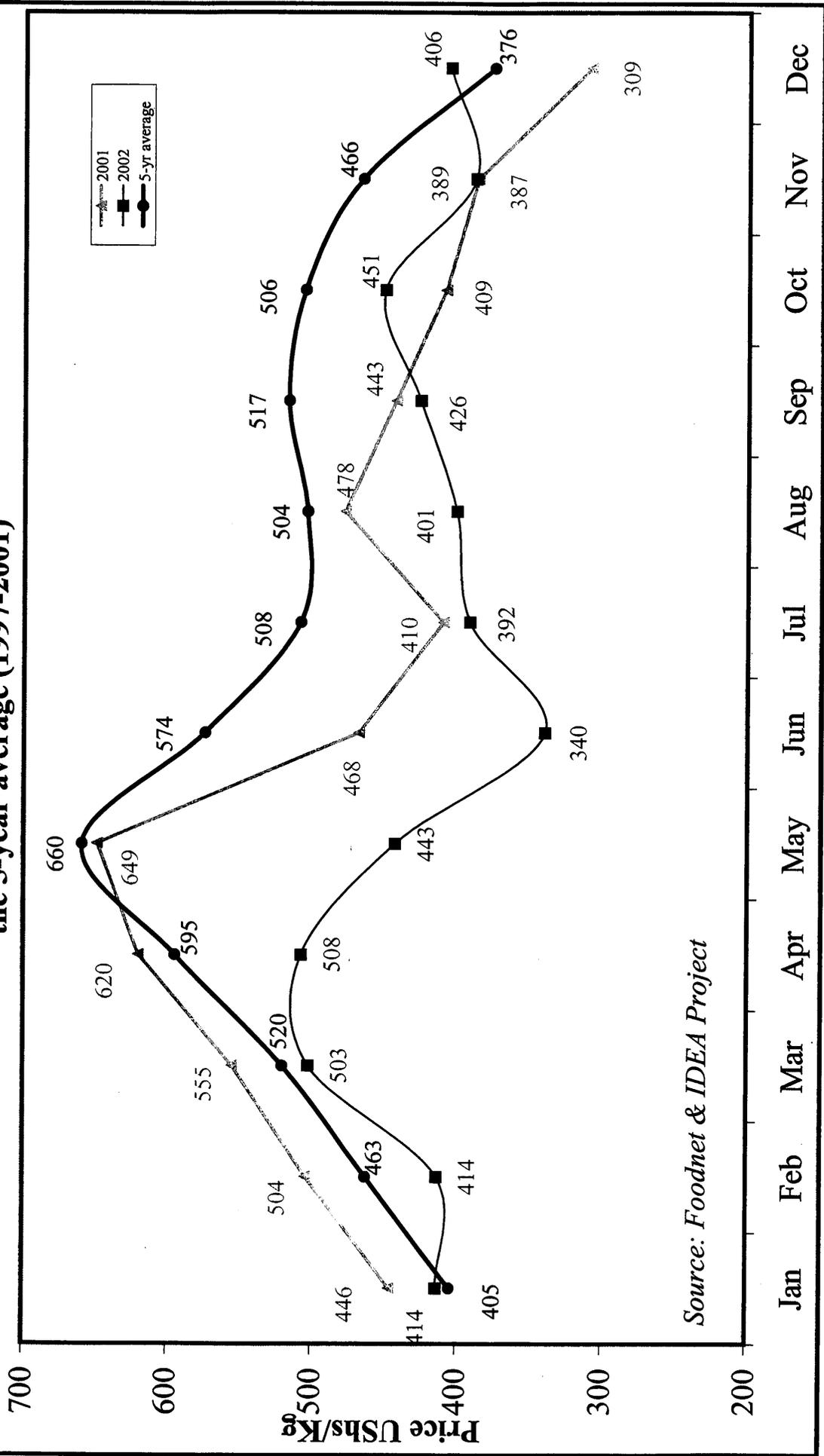


### Trend of the Average Off-truck Maize Prices in Kampala Markets for 2001, 2002 and the 5-yr average (1997-2001)



Source: Foodnet & IDEA Project

**Trend of the Average Off-lorry Bean Prices in Kampala Markets for 2001, 2002 and the 5-year average (1997-2001)**



Source: Foodnet & IDEA Project

***Annex 4***

**Summary of LV and HV Achievements: Jan –Dec 2002**



*Annex 4 (a)*

**Low Value Achievement Indicators: Jan – Dec 2002**



**EXPORTS OF NTAE COMMODITIES SUPPORTED BY IDEA PROJECT: 1995-2002**  
(Value in US\$ Million and Volume in Metric Tons)

Commodity	Year										Total to-date	Average	
	1995	1996	1997	1998	1999	2000	2001	2002	2002	2002			
<b>A: LOW VALUE (LV)</b>													
Maize													
Value	7.250	7.530	11.024	10.660	14.800	11.835	10.371	7.331					
Volume	37,179	39,632	52,000	54,667	80,000	69,548	85,810	60,001					
Beans													
Value	4.150	4.880	5.025	5.740	6.240	8.787	4.335	7.867					
Volume	14,561	18,074	16,639	18,397	27,249	38,526	15,288	30,221					
<b>Total LV Value</b>	<b>11,400</b>	<b>12,410</b>	<b>16,049</b>	<b>16,400</b>	<b>21,040</b>	<b>20,621</b>	<b>14,706</b>	<b>15,198</b>					
<b>B: HIGH VALUE (HV)</b>													
Roses													
Value	3.610	6.110	8.650	7.705	9.950	11.070	10.932	14.095					
Volume	721	1,222	1,792	1,541	2,000	2,594	3,069	3,820					
Cuttings													
Value	0.000	0.120	1.120	2.340	3.510	3.540	4.974	7.031					
Volume	0	14	133	224	352	430	641	795					
Fresh produce													
Value	0.630	1.420	2.050	2.300	3.280	3.650	3.561	4.437					
Volume	792	1,518	2,153	2,874	3,280	3,500	4,528	6,083					
Vanilla													
Value	0.008	0.475	0.637	0.750	1.860	2.020	6.594	9.426					
Volume	0.2	15	25	30	60	42	66	75					
Papain													
Value	4.460	2.230	2.800	4.940	4.200	0.960	0.545	0.714					
Volume	223	114	140	247	211	96	26	50					
Cocoa													
Value	0.800	1.230	1.950	2.600	2.170	2.020	2.865	4.975					
Volume	950	1,656	1,898	2,480	2,728	2,800	3,170	3,095					
<b>Total HV Value</b>	<b>9,508</b>	<b>11,585</b>	<b>17,207</b>	<b>20,635</b>	<b>24,970</b>	<b>23,260</b>	<b>29,471</b>	<b>40,678</b>					
<b>Total LV + HV Value</b>	<b>20,908</b>	<b>23,995</b>	<b>33,256</b>	<b>37,035</b>	<b>46,010</b>	<b>43,881</b>	<b>44,177</b>	<b>55,876</b>					
<b>Total</b>	<b>32,308</b>	<b>36,405</b>	<b>49,255</b>	<b>53,435</b>	<b>66,010</b>	<b>64,141</b>	<b>63,883</b>	<b>75,874</b>					
<b>Total</b>	<b>80,801</b>	<b>478,837</b>	<b>178,955</b>	<b>127,824</b>	<b>15,978</b>	<b>15,978</b>	<b>15,978</b>	<b>15,978</b>					

Note: Fresh produce includes both fresh fruits and vegetables. It also includes cross border trade to Kenya valued at between US\$0.6-1.2 million per annum.



**RURAL AGRICULTURAL MARKETING SYSTEMS (RAMS): 2002 A AND B SEASONS**

PARTICULARS	2002												2002 TOTAL				
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec					
Number of producers selling through RAMS	450	450	450	450	450	450	3,264	3,264	3,264	3,264	3,264	3,264	3,264	3,264	3,264	3,264	
Volume of maize marketed through RAMS (mt)	1,000	1,450	1,050	260	0	0	320	380	400	320	120	0	0	0	0	0	5,30
Value of maize marketed through RAMS (\$)	56,100	81,200	58,800	14,560	0	0	35,161	41,754	43,952	35,161	13,185	0	0	0	0	0	379,87
Volume of beans marketed through RAMS (mt)	0	0	0	24	72	0	450	400	450	350	80	0	0	0	0	0	1,82
Value of beans marketed through RAMS (\$)	0	0	0	5,700	17,100	0	91,350	81,200	91,350	71,050	16,240	0	0	0	0	0	373,99
Number of rural buying centres	23	23	23	23	23	23	48	48	48	48	48	48	48	48	48	48	4

**SEED SALES: 2002 A AND B SEASONS**

PARTICULARS	2002												2002 TOTAL
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Volume of maize seed (mt)	1.3	98.0	263.3	195.6	32.7	0.4	52.8	319.1	45.6	35.0	5.0	1.7	1,050.1
Value of maize seed (\$)	764	47,644	196,953	168,780	35,858	170	33,971	117,836	28,888	16,777	1,967	701	650,308.1
Volume of bean seed (mt)	19.1	19.2	67.6	36.7	9.9	8.7	26.8	498.2	27.9	29.6	1.1	0.0	744.1
Value of bean seed (\$)	4,642	10,332	33,705	19,623	5,179	2,094	13,732	178,379	13,846	18,058	565	22	300,175.1
Volume of maize seed multiplied (mt)	—	—	—	—	—	1,119	—	—	—	—	—	—	3,463.1
Value of bean seed multiplied (mt)	—	—	—	—	—	425	—	—	—	—	—	—	544.1
Number of seed firms assisted	4	4	4	4	4	4	4	4	4	4	4	4	4

D: AGRIBUSINESS TRAINING AND INPUT NETWORK (ATAIN): JAN - DEC 2002

PARTICULARS	Month												2002 TOTAL
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>National Sales</b>													
Value of maize seed (\$)	764	47,644	196,953	168,780	35,858	170	33,971	117,836	28,888	16,777	1,967	701	650,31
Volume of maize seed (mt)	1	98	263	196	33	0	53	319	46	35	5	2	1,01
Value of bean seed (\$)	4,642	10,332	33,705	19,623	5,179	2,094	13,732	178,379	13,846	18,058	565	22	300,11
Volume of bean seed (mt)	19	19	68	37	10	9	27	498	28	30	1	0	71
Value of fertilizers sold (\$)	244,000	762,500	1,067,500	610,000	305,000	152,500	357,500	585,000	552,500	243,750	195,000	0	5,075,21
Volume of fertilizers sold (mt)	800	2,500	3,500	2,000	1,000	500	1,100	1,800	1,700	750	600	0	16,21
<b>Sales under ATAIN</b>													
Value of maize seed (\$)	6,468	4,579	53,890	51,874	12,192	0	14,400	42,800	8,800	5,600	800	800	202,21
Volume of maize seed (mt)	6	5	44	41	10	0	36	107	22	14	2	2	21
Value of bean seed (\$)	730	1,460	5,840	1,460	730	0	5,555	74,235	7,070	555	0	505	98,11
Volume of bean seed (mt)	1	2	8	2	1	0	11	147	14	11	0	1	11
Value of fertilizers sold (\$)	1,875	0	16,875	6,000	4,875	5,625	11,100	17,280	15,660	10,360	4,070	740	94,41
Volume of fertilizers sold (mt)	5	0	45	16	13	15	30	64	58	20	11	2	21
Number of distributors	5	7	7	7	7	7	7	7	7	7	7	7	7
Number of input stockists	218	248	248	248	248	248	331	350	350	350	350	350	31
Number of input stockists (females)	30	39	39	39	39	39	60	61	61	61	61	61	1
Recovery rate on credit guarantee (%)	100	100	98	98	98	98	98	98	98	98	98	98	1
# of employees in input supply system	436	538	538	538	538	538	662	700	700	700	700	700	71
Percent of employees females (%)	50	50	50	50	50	50	50	50	50	50	50	50	1
Number of farmers served	11,500	35,000	58,095	41,000	28,750	22,500	16,800	21,250	52,500	47,000	28,250	24,000	110,51

**E: COMMERCIAL FARMING OPERATIONS: 2002 A AND B SEASONS**

<b>PARTICULARS</b>	<b>Unit</b>	<b>Season A 2002</b>	<b>Season B Year 2002</b>	<b>Total Year 2002</b>
<b>Small Scale Commercial Farmers:</b>				
Number of small-scale commercial farmer clients	no	571	621	621
Number of small-scale commercial farmer clients (females)	no	82	93	93
Area under maize by small-scale commercial farmer clients	ha	1,713	1,103	2,816
Area under beans by small-scale commercial farmer clients	ha	387	412	799
Maize yield from small-scale commercial farmer clients	mt/ha	2.50	3.00	2.69
Bean yield from small-scale commercial farmer clients	mt/ha	0.72	0.75	0.74
Maize output from small-scale commercial farmer clients	mt	4,280	3,309	7,589
Bean output from small-scale commercial farmer clients	mt	279	309	588
Number of small-scale commercial farmer clients receiving credit	no	104	19	123
% of small-scale commercial farmer clients receiving credit who are females	%	9	8	9
Total credit received by small-scale commercial farmer clients	\$	66,444	7,200	73,644
Loan repayment rate	%	86	n.a	n.a
<b>Medium Scale Commercial Farmers:</b>				
Number of medium-scale commercial farmer clients	no	441	483	483
Number of medium-scale commercial farmer clients (females)	no	39	42	42
Area under maize by medium-scale commercial farmer clients	ha	2,307	2,460	4,767
Area under beans by medium-scale commercial farmer clients	ha	90	113	203
Maize yield from medium-scale commercial farmer clients	mt/ha	2.70	3.00	2.86
Bean yield from medium-scale commercial farmer clients	mt/ha	0.80	0.75	0.77
Maize output from medium-scale commercial farmer clients	mt	6,240	7,380	13,620
Bean output from medium-scale commercial farmer clients	mt	72	85	157
Number of medium-scale commercial farmer clients receiving credit	no	187	57	244
% of medium-scale commercial farmer clients receiving credit who are females	%	5	5	5
Total credit received by medium-scale commercial farmer clients	\$	206,528	41,342	247,870
Loan repayment rate	%	78	n.a	n.a
<b>Total/Overall Commercial Farming Operations:</b>				
Number of commercial farmer clients	no	1,012	1,104	1,104
Number of commercial farmer clients (females)	no	121	135	135
Area under maize by commercial farmer clients	ha	4,020	3,563	7,583
Area under beans by commercial farmer clients	ha	477	525	1,002
Maize yield from commercial farmer clients	mt/ha	2.62	3.00	2.81
Bean yield from commercial farmer clients	mt/ha	0.74	0.75	0.74
Maize output from commercial farmer clients	mt	10,520	10,689	21,209
Bean output from commercial farmer clients	mt	351	394	745
Number of commercial farmer clients receiving credit	no	291	76	367
Percent of commercial farmer clients receiving credit who are females	%	7	6	7
Total credit received by commercial farmer clients	\$	272,972	48,542	321,514
Loan repayment rate	%	82	n.a	n.a

Low Value Indicators at I.R 1 and Input Levels : 2002 A AND B Seasons

Indicator	Unit	Jan-Jun	Jul-Dec	Total 2002
<b>I.R LEVEL:</b>				
Export value of maize	\$	5.264	2.067	7.331
Export value of beans	\$	3.098	4.769	7.867
Export volume of maize	mt	48,265	11,736	60,001
Export volume of beans	mt	14,161	16,060	30,221
Estimated farm gate value of maize exports	\$	3.527	1.385	4.912
Estimated farm gate value of bean exports	\$	2.169	3.338	5.507
Total volume of maize produced (estimate - excludes Kapchorwa)	mt	171,000	359,100	530,100
Total volume of beans produced (estimate)	mt	105,000	192,000	297,000
Total area under maize (estimate)	ha	132,000	245,000	377,000
Total area under beans (estimate)	ha	209,000	192,000	401,000
Maize yield (estimate)	mt/ha	1.295	1.466	1.406
Bean yield (estimate)	mt/ha	0.502	1.000	0.741
<b>INPUT LEVEL:</b>				
<b>Obj 1: Generation of Efficient Production Technologies</b>				
Number of agronomic/research contracts completed	no	3	2	5
Number of technology packages developed	no	2	0	2
Number of new products released	no	5	9	14
<b>Obj 2: Promotion of Efficient Production &amp; Post Harvest Technologies</b>				
Number of field demonstration sites	no	1,210	1,136	2,346
Number of farmers attending training	no	51,720	58,175	109,895
Percent of farmers trained (female)	%	38	36	37
Percent of farmers trained adopting LI technology	%	64	66	65
Maize production from commercial farmer clients	mt	10,520	10,689	21,209
Maize yield obtained by commercial farmer clients	mt/ha	2.62	3.00	2.81
Bean production from commercial farmer clients	mt	351	394	745
Bean yield obtained by commercial farmer clients	mt/ha	0.74	0.75	0.74
Number of commercial farmer clients receiving credit	no	291	76	367
Percent of commercial farmer client receiving credit female	%	7	6	7
Total credit received by commercial farmer clients	\$	272,972	48,542	321,514
Loan repayment rate by commercial farmer clients	%	82	n.a	n.a
Number of commercial farmer clients (medium scale)	no	441	483	924
Number of commercial farmer clients (small scale)	no	571	621	1,192
Number of commercial farmer client female	no	121	135	256
Percent of commercial farmer client female	%	12	12	12
Area under commercial client farms medium scale	ha	2,397	2,573	4,970
Area under commercial client farms small scale	ha	2,100	1,515	3,615
Number of commercial farmers with cribs	no	172	175	175
Number of commercial farmers with shellers	no	22	29	29
Number of commercial farmers with dryers	no	8	8	8
Number of commercial farmers with storage	no	644	654	654
Number of commercial farmer clients participating in seed multiplication	no	15	144	144

Indicator	Unit	Jan-Jun	Jul-Dec	Total 2002
<b>Obj 3: Functioning Input Supply System</b>				
Sales value of maize seeds	\$	450,169	200,140	650,309
Sales volume of maize seeds	mt	591	459	1,051
Sales value of bean seeds	\$	75,575	224,601	300,176
Sales volume of bean seeds	mt	161	584	745
Sales value of fertilizers	\$	3,141,500	1,933,750	5,075,250
Sales volume of fertilizers	mt	10,300	5,950	16,250
ATAIN maize sales value as percentage of National sales	%	29	37	31
ATAIN maize sales volume as percentage of National sales	%	18	40	28
ATAIN bean sales value as percentage of National sales	%	14	39	33
ATAIN bean sales volume as percentage of National sales	%	9	32	27
ATAIN fertilizers sales value as percentage of National sales	%	1	3	2
ATAIN fertilizers sales volume as percentage of National sales	%	1	3	2
Number of farmers through the input supply system	no	58,095	52,500	110,595
Recovery rate on credit guarantees (All support mechanisms)	%	98	98	98
Number of input supplier clients	no	10	10	10
Number of input distributor clients	no	7	7	7
Number of input stockists (ADC direct linked)	no	248	350	350
Number of input stockists female	no	39	61	61
Number of employees in the input system	no	538	700	700
Percent of employees female	%	50	50	50
<b>Obj 4: Seed Multiplied and Distributed</b>				
Sales value of maize seeds	\$	450,169	200,140	650,309
Sales volume of maize seeds	mt	591	459	1,051
Sales value of bean seeds	\$	75,575	224,601	300,176
Sales volume of bean seeds	mt	161	584	745
Volume of maize seed multiplied	mt	1,119	2,344	3,463
Volume of bean seed multiplied	mt	425	119	544
Number of LV policy, beauracratc and regulatory interventions	no	3	0	3
Number of seed firms	no	4	6	6
<b>Obj 5: Market Information System in Operation</b>				
Number of crop forecast data bulletins disseminated	no	12	9	21
Number of market analyses	no	0	1	1
Number of clients/subscribers with market information from MKIS	no	123	195	195
<b>Obj 6: Rural Agricultural Marketing Systems (RAMS)</b>				
Number of producers selling through RAMS	no	450	3,264	3,264
Volume of maize marketed through RAMS	mt	3,760	1,540	5,300
Value of maize marketed through RAMS	\$	210,660	169,213	379,873
Volume of beans marketed through RAMS	mt	96	1,730	1,826
Value of beans marketed through RAMS	\$	22,800	351,190	373,990
Number of rural buying centres	no	23	48	48

Indicator	Unit	Jan-Jun	Jul-Dec	Total 2002
<b>Obj 7: Outgrower Initiative</b>				
Volume of maize produced through outgrower arrangement	mt	236	1,966	2,202
Value of maize produced through outgrower arrangement	\$	71,292	449,990	521,282
Volume of beans produced through outgrower arrangement	mt	257	1,099	1,356
Value of beans produced through outgrower arrangement	\$	65,198	255,929	321,127
Number of new outgrower schemes assisted	no	1	2	3
Number of schemes accessing credit	no	0	0	0
Number of producers under outgrower schemes	no	374	1,840	2,214
Percent of outgrower producers female	%	26	30	28
Number of outgrower groups participating in seed multiplication	no	6	6	12
<b>Obj 8: Increased Exports</b>				
Volume of maize exported by the assisted firms	mt	33,148	23,199	56,347
Value of maize exported by the assisted firms	\$	4,336,233	2,741,767	7,078,000
Volume of beans exported by the assisted firms	mt	6,866	18,419	25,285
Value of beans exported by the assisted firms	\$	1,769,301	5,086,699	6,856,000
Number of firms accessing exporter finance	no	1	3	4
Number of policy and regulatory interventions regarding exports	no	1	1	2
Number of exporters assisted	no	14	16	16

*Annex 4 (b)*

**High Value Achievement Indicators: Jan – Dec 2002**



## High Value Exports by Commodity Group for 2002

Product/Commodity	Month												2002 TOTAL				
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec					
<b>Flowers:</b>																	
: Roses																	
: Rose port value (\$)	1,155,474	1,366,002	1,073,743	784,771	1,910,205	1,177,754	542,631	1,151,217	1,176,208	1,152,583	1,497,351	1,107,288					14,095,227
: Rose port volume (mt)	279.1	342.7	324.1	302.3	321.8	278.1	299.3	309.8	326.0	338.1	360.2	338.0					3,820
: Cuttings																	
: Cuttings port value (\$)	488,070	548,970	592,470	570,720	662,940	658,590	764,100	730,260	534,690	478,890	508,860	492,840					7,031,400
: Cuttings port volume (mt)	56.1	63.1	68.1	65.6	76.2	75.7	84.9	81.1	59.4	53.2	56.5	54.8					795
: Other flowers port value of flowers	1,643,544	1,914,972	1,666,243	1,355,481	2,573,145	1,836,344	1,306,731	1,881,477	1,710,898	1,631,473	2,006,211	1,600,128					21,126,627
: Other flowers port volume of flowers	335	406	392	388	398	354	384	391	385	391	417	393					4,614
<b>Fresh Produce:</b>																	
: Banana - matooke																	
: Banana - matooke port value (\$)	67,749	53,433	51,778	44,058	66,190	102,960	89,189	82,524	74,635	75,098	75,079	99,778					882,471
: Banana - matooke port volume (mt)	105.2	83.1	96.6	102.7	126.8	176.0	105.3	105.8	113.6	113.1	98.4	135.2					1,362
: Banana - apple																	
: Banana - apple port value (\$)	11,777	8,521	7,091	16,770	10,320	15,402	21,444	10,480	16,022	12,808	10,294	11,529					152,458
: Banana - apple port volume (mt)	8.4	13.7	8.7	12.9	20.0	30.2	17.9	12.3	16.2	13.3	11.3	12.6					178
: Hot pepper																	
: Hot pepper port value (\$)	111,312	60,974	47,972	47,675	60,003	52,015	66,831	83,393	72,155	33,534	45,588	93,646					775,098
: Hot pepper port volume (mt)	53.8	45.3	67.0	54.3	67.8	78.1	55.6	44.5	61.2	54.0	52.4	60.3					694
: Green Chilli																	
: Green Chilli port value (\$)	64,944	54,096	17,061	87,007	30,418	42,994	71,827	42,047	41,450	82,486	95,954	64,130					694,414
: Green Chilli port volume (mt)	41.0	41.2	21.3	43.7	26.2	25.9	28.8	17.9	21.3	34.6	44.3	26.9					373
: Bobby/Fine/Runner Beans																	
: Bobby/Fine/Runner Beans port value (\$)	3,227	2,892	3,132	3,553	4,484	6,912	3,216	3,678	3,288	4,159	2,957	1,732					43,230
: Bobby/Fine/Runner Beans port volume (mt)	2.7	2.8	2.7	3.1	3.8	7.2	5.0	3.8	4.4	5.3	3.5	3.7					48
: Okra																	
: Okra port value (\$)	6,394	3,399	6,392	8,814	12,096	9,790	12,864	13,915	4,110	4,807	9,398	8,775					100,754
: Okra port volume (mt)	7.4	4.1	8.4	12.7	14.0	11.1	16.0	11.5	4.4	4.9	8.9	15.0					118
: Passion Fruit																	
: Passion Fruit port value (\$)	1,877	1,312	2,808	3,561	1,566	3,954	812	1,132	3,698	2,826	473	642					24,661
: Passion Fruit port volume (mt)	1.1	1.2	2.3	3.3	1.6	1.7	0.4	0.5	1.6	1.2	0.30	0.50					16
: Pineapple																	
: Pineapple port value (\$)	6,796	11,745	18,593	16,394	17,800	15,695	0	1,810	370	377	126.0	103					89,809
: Pineapple port volume (mt)	7.3	14.5	18.3	16.2	17.8	16.4	0.0	1.0	0.2	0.2	0.1	0.1					92
: Cross border trade value																	
: Cross border trade value port value (\$)	99,000	105,000	114,000	104,000	59,000	53,000	12,000	19,000	49,000	24,000	147,000	145,000					930,000
: Cross border trade value port volume (mt)	255.4	264.4	284.4	268.6	150.4	135.9	35.0	53.0	143.0	78.6	428.0	442.5					2,539
: Other (includes dried products)																	
: Other (includes dried products) port value (\$)	59,043	42,307	59,094	60,997	63,434	104,334	60,357	49,079	50,802	61,088	74,664	59,690					744,889
: Other (includes dried products) port volume (mt)	56.5	41.6	58.8	61.8	64.4	86.8	47.6	42.2	50.2	46.0	61.0	45.6					663
: Total port value of fresh produce	432,119	343,679	327,921	392,629	325,311	407,056	338,540	307,058	315,530	301,183	461,533	494,384					4,437,143
: Total port volume of fresh produce	538.8	511.9	568.5	579.3	492.8	569.3	311.6	292.5	416.1	351.2	708.2	742.4					6,083

Product/Commodity	Month												2002 TOTAL				
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec					
Vanilla																	
Port value of vanilla (\$)	13,525	180,000	550,000	1,122,000	220,000	0	125,000	250,000	4,550,000	2,025,000	390,000	0					9,425,525
Port volume of vanilla (mt)	0.1	1.5	5.0	10.2	2.0	0.0	1.0	2.0	35.0	15.0	3.0	0.0					74.8
Cocoa																	
Port value of papain (\$)	15,000	14,000	31,200	20,000	26,400	223,500	102,000	93,000	87,000	75,000	15,000	12,000					714,100
Port volume of papain (mt)	1.5	1.4	2.4	2.0	2.4	14.9	6.8	6.2	5.8	5.0	1.0	0.8					50
Cocoa																	
Port value of cocoa (\$)	260,766	259,011	354,142	109,070	182,947	1,294,366	406,638	203,319	294,234	404,308	407,376	798,674					4,974,791
Port volume of cocoa (mt)	198.0	181.0	226.0	69.0	113.0	789.0	246.0	123.0	178.0	244.0	246.0	482.0					3,095
Port value of HV products (\$)	2,364,954	2,711,662	2,929,476	2,999,340	3,327,803	3,761,256	2,278,909	2,734,854	6,957,662	4,436,964	3,280,120	2,895,186					40,678,186

HIGH VALUE INDICATORS AT I.R 1 AND INPUT LEVELS: 2002 A AND B SEASONS

Indicator	Unit	Jan-Jun	Jul-Dec	2002 TOTAL
<b>I.R 1: INCREASED VOLUME AND VALUE OF SELECT HV NTAEs</b>				
Export value of flowers	\$	10,989,709	10,136,918	21,126,627
Export volume of flowers	mt	2,253	2,361	4,614
Export value of fresh produce	\$	2,228,915	2,208,228	4,437,143
Export volume of fresh produce	mt	3,261	2,822	6,083
Export value of vanilla	\$	2,085,525	7,340,000	9,425,525
Export volume of vanilla	mt	19	56	75
Export value of papain	\$	330,100	384,000	714,100
Export volume of papain	mt	25	26	50
Export value of cocoa	\$	2,460,242	2,514,549	4,974,791
Export volume of cocoa	mt	1,576	1,519	3,095
<b>INPUT LEVEL:</b>				
<b>Obj 1: Efficient Production Technologies Promoted</b>				
Number of research contracts completed	no	4	2	6
Number of technology packages developed	no	0	2	2
Number of new products/varieties released	no	0	1	1
Number of field demonstration sites	no	83	3	86
Number of farmers trained	no	3,741	2,733	6,474
Percent of farmers trained female	%	23	39	31
Number of commercialization bulletins	no	4	1	5
<b>Obj 2: Increase in Market Opportunities</b>				
Number of trade missions supported	no	0	5	5
Number of inward buyer visits supported	no	6	4	10
Number of importers buying Ugandan produce	no	50	50	50
Number of products exported	no	17	18	18
Number of new exporters	no	1	1	2
Number of MKIS reports disseminated	no	12	12	24
Number of clients served with MKIS publications	no	100	150	150
Number of new products	no	1	1	2
Number of new markets	no	1	0	1
Number of market analyses	no	0	2	2
Number of exporter clients assessing finance through ADC	no	0	2	2
<b>Obj 3: Improved Quality and Post-Harvest Handling</b>				
Number of pack house/processing facilities in place	no	1	0	1
Number of firms implementing code of practice	no	18	20	20

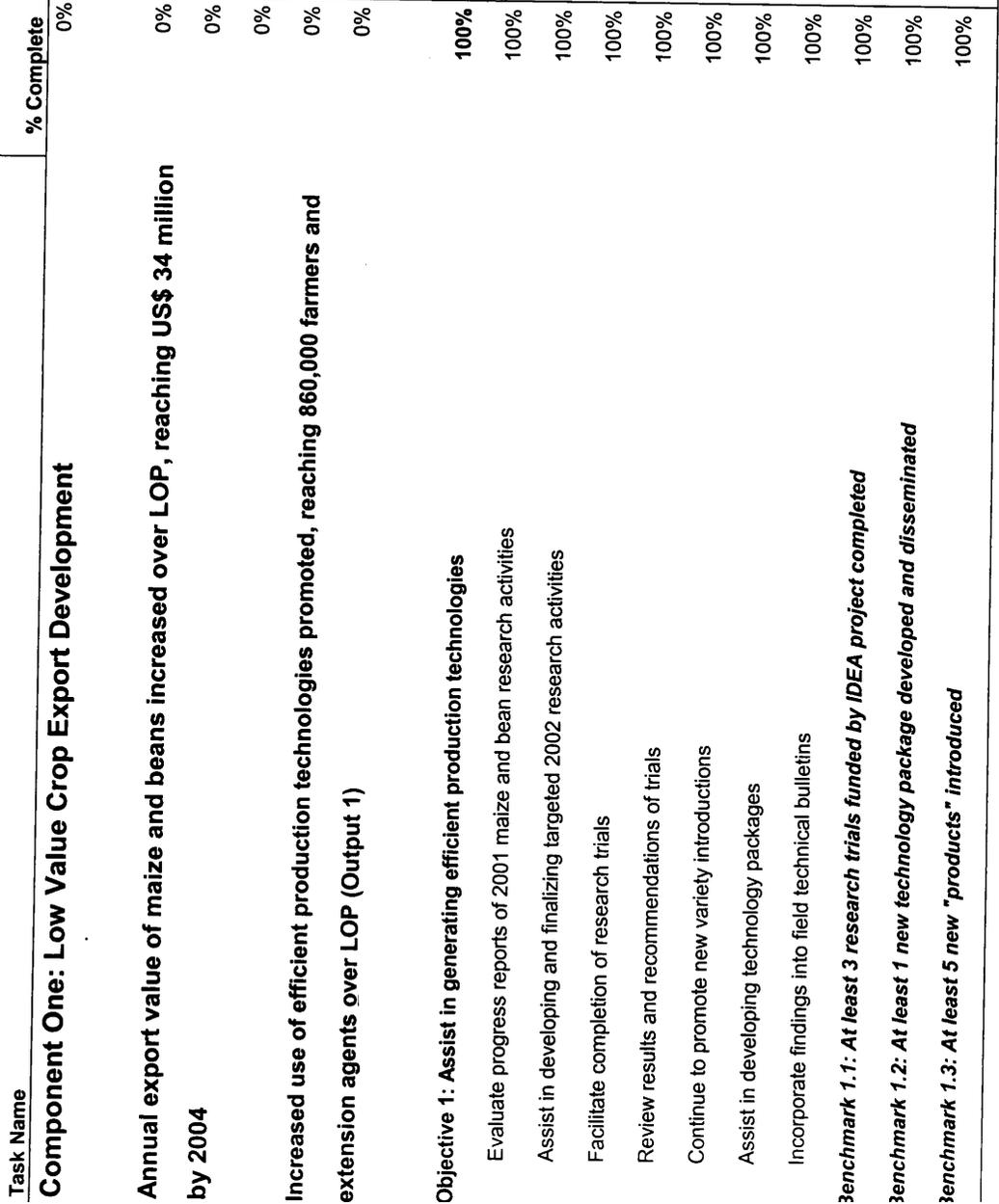
Indicator	Unit	Jan-Jun	Jul-Dec	2002 TOTAL
<b>Obj 4: Increased Volumes of Production</b>				
Volume of flowers exported	mt	2,253	2,361	4,614
Volume of fresh produce exported	mt	3,261	2,822	6,083
Volume of vanilla exported	mt	19	56	75
Volume of papain exported	mt	25	26	50
Volume of cocoa exported	mt	1,576	1,519	3,095
Number of flower farms	no	20	20	20
Number of fresh produce growers supplying exporters	no	2,900	2,917	2,917
Percent of fresh produce growers female	%	25	25	25
Number of vanilla growers	no	6,000	10,000	10,000
Percent of vanilla growers female	%	45	45	45
Number of papain growers	no	3,100	3,100	3,100
Percent of papain growers female	%	10	10	10
Number of cocoa growers	no	7,000	7,000	7,000
Percent of cocoa growers female	%	15	15	15
Number of employees at flower farms	no	4,800	4,800	4,800
Percent of employees at flower farms female	%	65	65	65
Number of new outgrower schemes assisted	no	3	2	5
Number of client producers/farms accessing production credit	no	1	1	2
<b>Obj 5: Agricultural Processing Promoted</b>				
Number of firms assisted in agricultural processing	no	2	2	2
Quantity of HV products processed	mt	3.30	5.00	8.30
Value of HV products processed	\$	363,000	650,000	1,013,000
Value added through HV processing	\$	180,100	245,000	425,100
<b>Obj 6: Improved Airport Handling System</b>				
Total capacity of handling facilities	mt/day	30	30	30
Capacity of cold store facilities	mt/day	30	30	30
Number of exporter clients using FHL	no	30	30	30
Throughput volumes	mt/week	125	125	125
<b>Obj 7: Consolidation of Freight</b>				
Total freight capacity	mt/week	125	100	113
Frequency of flights	no/week	8	8	8
Destinations of products (countries)	no/week	3	3	3
Average freight/handling cost of flowers	\$/kg	1.80	1.70	1.75
Average freight/handling cost of fresh produce	\$/kg	1.50	1.35	1.43
Average freight/handling cost of vanilla	\$/kg	4.00	4.00	4.00
Average freight/handling cost of papain	\$/kg	3.40	3.40	3.40
Average freight/handling cost of cocoa	\$/kg	0.50	0.50	0.50
<b>Obj 8: Institutional Systems in Place</b>				
Number of policy/regulatory interventions	no	3	0	3
Number of NTAE associations	no	39	39	39

***Annex 5***

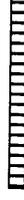
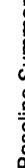
**Timelines for LV, HV and Project Management and  
Monitoring: Jan – Dec 2002**

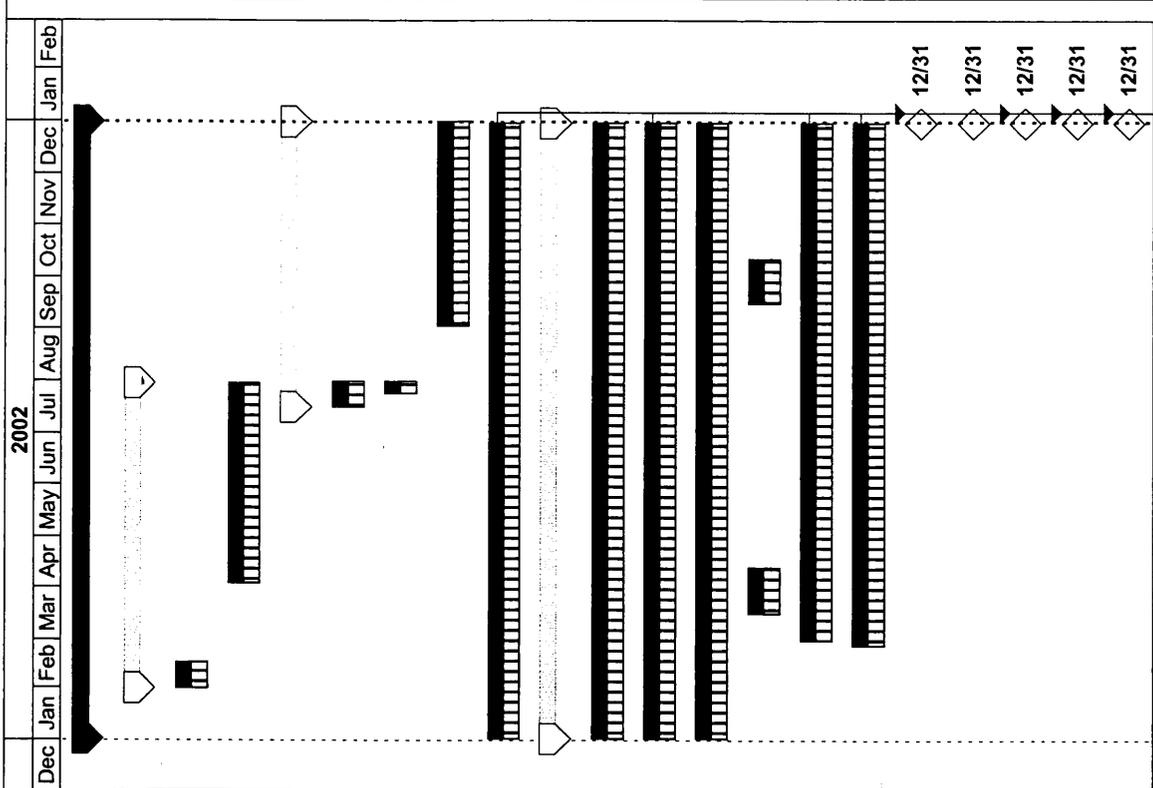


Task Name	2002											
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
<b>Component One: Low Value Crop Export Development</b>	0%											
Annual export value of maize and beans increased over LOP, reaching US\$ 34 million by 2004	0%											
Increased use of efficient production technologies promoted, reaching 860,000 farmers and extension agents over LOP (Output 1)	0%											
<b>Objective 1: Assist in generating efficient production technologies</b>	100%											
Evaluate progress reports of 2001 maize and bean research activities	100%											
Assist in developing and finalizing targeted 2002 research activities	100%											
Facilitate completion of research trials	100%											
Review results and recommendations of trials	100%											
Continue to promote new variety introductions	100%											
Assist in developing technology packages	100%											
Incorporate findings into field technical bulletins	100%											
<b>Benchmark 1.1: At least 3 research trials funded by IDEA project completed</b>	100%											
<b>Benchmark 1.2: At least 1 new technology package developed and disseminated</b>	100%											
<b>Benchmark 1.3: At least 5 new "products" introduced</b>	100%											



Project: WORKPLA8  
Date: Tue 12/31/02

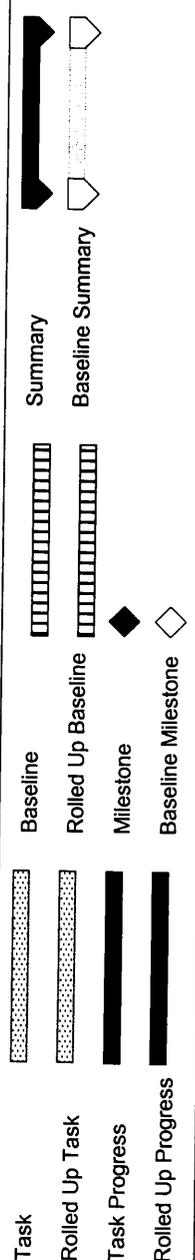
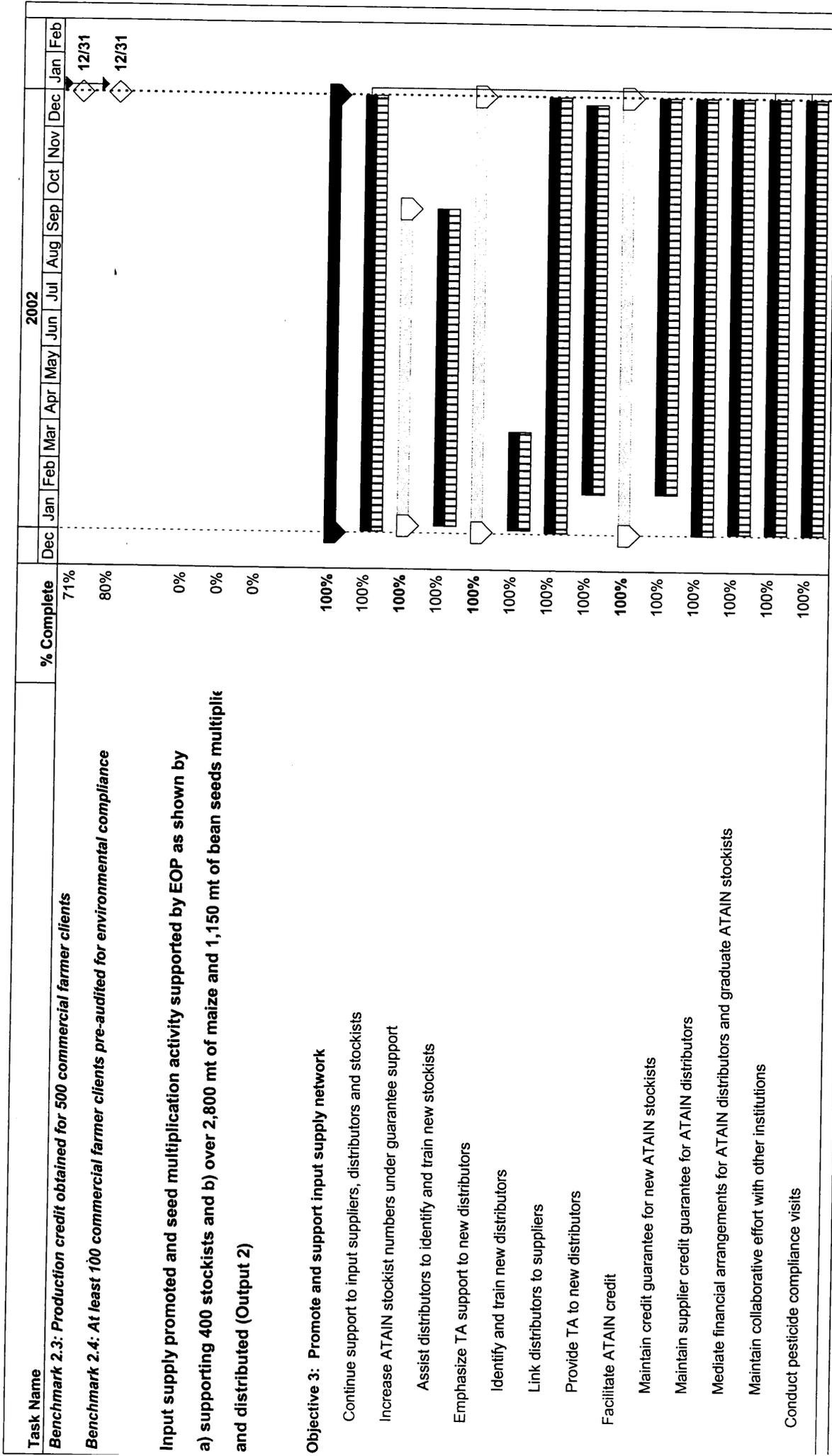
	Task		Baseline		Summary
	Rolled Up Task		Rolled Up Baseline		Baseline Summary
	Task Progress		Milestone		
	Rolled Up Progress		Baseline Milestone		



Task Name	% Complete	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
<b>Objective 2: Promote efficient production and post-harvest technologies</b>	100%	[Progress bar]															
Facilitate 2002 A season demonstration work	100%	[Progress bar]															
Conduct review workshop for district coordinators	100%	[Progress bar]															
Conduct technical visits	100%	[Progress bar]															
Evaluate 2002 A demonstration activity and implement 2002 B demonstration work	100%	[Progress bar]															
Evaluate season A demonstration activity	100%	[Progress bar]															
Conduct 2002 B workshop for district coordinators	100%	[Progress bar]															
Conduct technical visits during season 2002 B	100%	[Progress bar]															
Facilitate promotion of appropriate post-harvest technologies	100%	[Progress bar]															
Continue to expand and support commercial farmer clients	100%	[Progress bar]															
Actively support graduates of commercial farmer training schools with customized TA	100%	[Progress bar]															
Continue to seek funding for commercial farmer working capital fund	100%	[Progress bar]															
Expand commercial farmer training program	100%	[Progress bar]															
Conduct training for tractor operators	100%	[Progress bar]															
Monitor production and levels of environmental compliance	100%	[Progress bar]															
Encourage and monitor adoption of low input (LI) and high input (HI) technologies	100%	[Progress bar]															
<b>Benchmark 2.1a: Efficient production technologies promoted through 2,000 demonstration sites</b>	100%	[Progress bar]															
<b>Benchmark 2.1b: Efficient post-harvest technologies promoted through 500 demonstration sites</b>	22%	[Progress bar]															
<b>Benchmark 2.1c: 200,000 farmers trained (totaling 450,000) in efficient production and post-harvest technologies</b>	100%	[Progress bar]															
<b>Benchmark 2.2a: 6,000 ha cultivated by commercial farmers</b>	100%	[Progress bar]															
<b>Benchmark 2.2b: At least 20,000 mt of maize produced by commercial farmers</b>	100%	[Progress bar]															

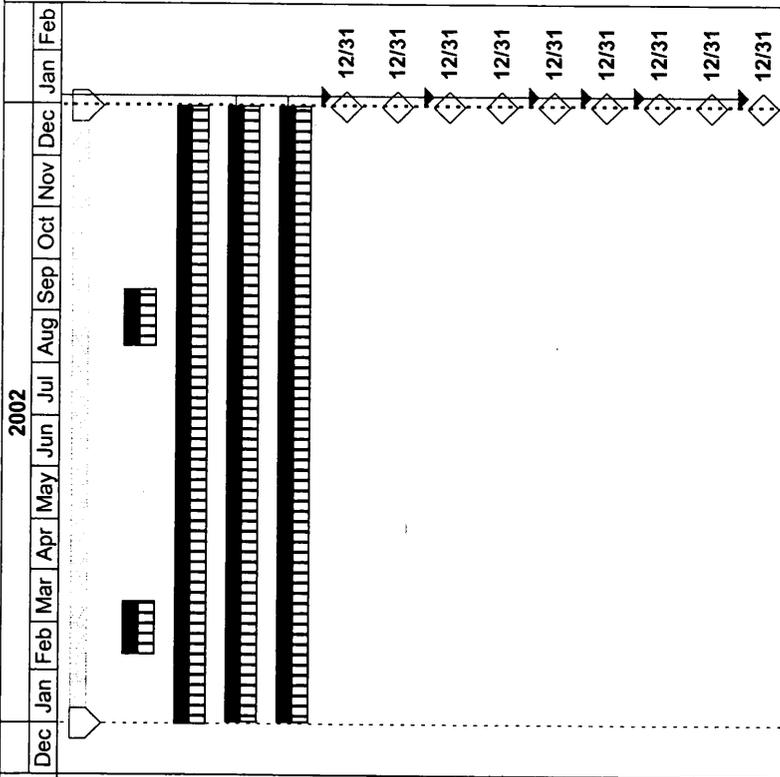
Project: WORKPLA8  
Date: Tue 12/31/02

Task	[Pattern]	Baseline	[Pattern]	Summary
Rolled Up Task	[Pattern]	Rolled Up Baseline	[Pattern]	Baseline Summary
Task Progress	[Solid]	Milestone	◆	
Rolled Up Progress	[Solid]	Baseline Milestone	◇	



Project: WORKPLA8  
Date: Tue 12/31/02

2002



Task Name	% Complete	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Facilitate dialogue	100%															
Hold review workshops for existing stockists	100%															
Maintain ATAIN supplier/distributor regular dialogue	100%															
Monitor sales volumes and values of inputs and credit recovery under ATAIN	100%															
Facilitate stockist demonstration sites	100%															
<b>Benchmark 3.1: Functioning input supply system, reaching 100,000 farmers</b>	100%															
<b>Benchmark 3.2: At least 100 new stockists (totaling 306) trained and integrated into the ATAIN program</b>	100%															
<b>Benchmark 3.3 a: 50 stockists receive routine pesticide compliance audits</b>	100%															
<b>Benchmark 3.3 b: At least 100 stockists receive pesticide compliance pre-audits</b>	85%															
<b>Benchmark 3.3 c: At least 100 stockists effectively undertaking demonstration program</b>	100%															
<b>Benchmark 3.4 a: US\$500,000 worth of seeds sold through ADC input-linked dealers</b>	90%															
<b>Benchmark 3.4 b: US\$500,000 worth of fertilizers sold through ADC input-linked dealers</b>	92%															
<b>Benchmark 3.5: 12 MUFA interns placed with Agribusiness firms</b>	100%															
<b>Benchmark 3.6: 5 ATAIN distributors assisted to access bank finance</b>	40%															

Task

Rolled Up Task

Task Progress

Rolled Up Progress

Baseline

Rolled Up Baseline

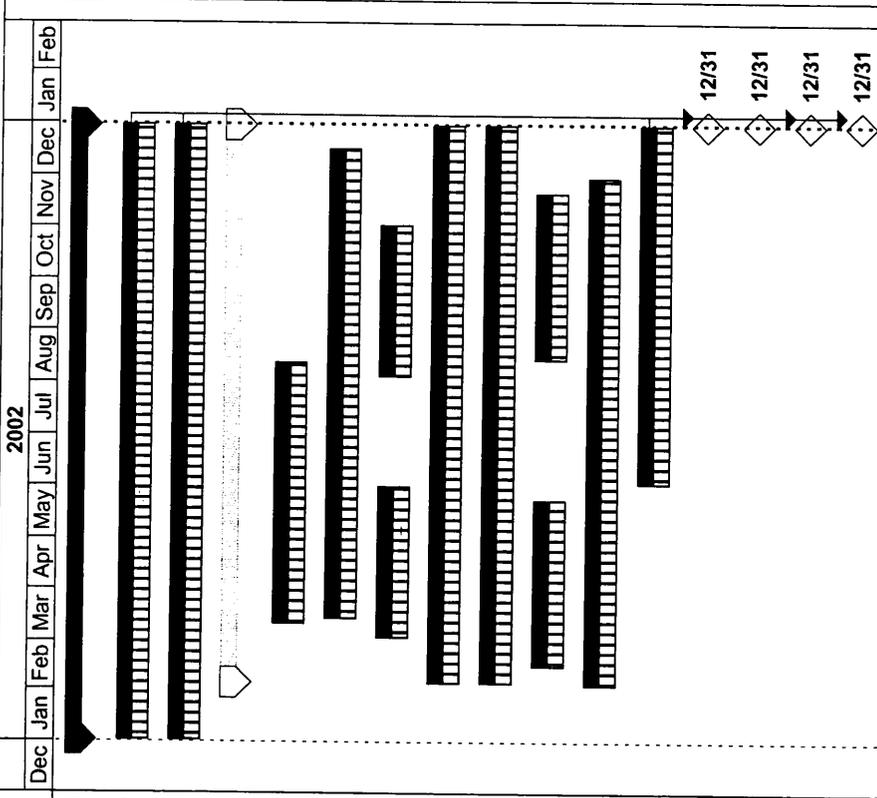
Milestone

Baseline Milestone

Summary

Baseline Summary

Project: WORKPLA8  
Date: Tue 12/31/02

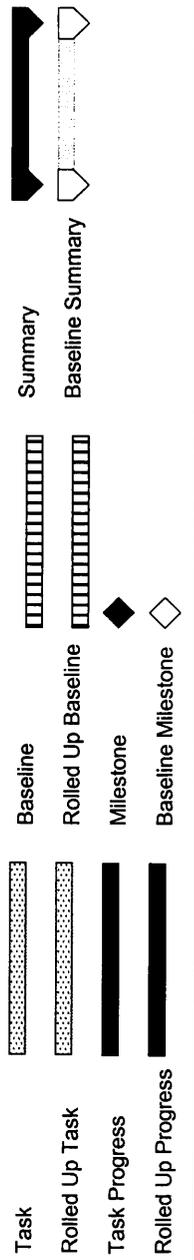


Task Name	% Complete
<b>Objective 4: Support seed multiplication and distribution</b>	<b>100%</b>
Continue to liaise with Seed Certification Authority (SCA)	100%
Support new private sector entrants in production and marketing of seeds	100%
Encourage commercial farmer involvement in seed production of newly released & imported hybrids	100%
Identify commercial farmers and outgrowers with capacity to participate	100%
Liaise with seed firms	100%
Initiate multiplication of new groundnuts and sesame varieties with private seed firms	100%
Provide guidance on seed production	100%
Coordinate seed certification visits and monitor production	100%
Establish multiplication of Zimbabwe and South African hybrids in-country	100%
Monitor upland rice seed multiplication at Tilda	100%
Monitor volumes and values of seed multiplied and distributed	100%
<b>Benchmark 4.1: At least 1,000 mt of improved maize seed (a decline of 33%) multiplied and distributed</b>	<b>40%</b>
<b>Benchmark 4.2: At least 500 mt of imported improved maize seed distributed</b>	<b>100%</b>
<b>Benchmark 4.3: At least 600 mt of improved bean seed (a decline of 20%) multiplied and distributed</b>	<b>100%</b>
<b>Benchmark 4.4: At least 3 seed firms supported</b>	<b>100%</b>

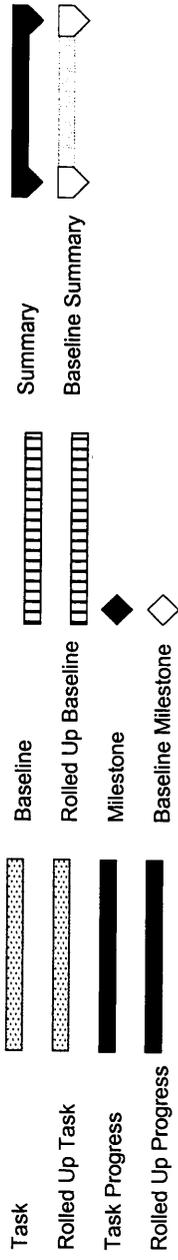
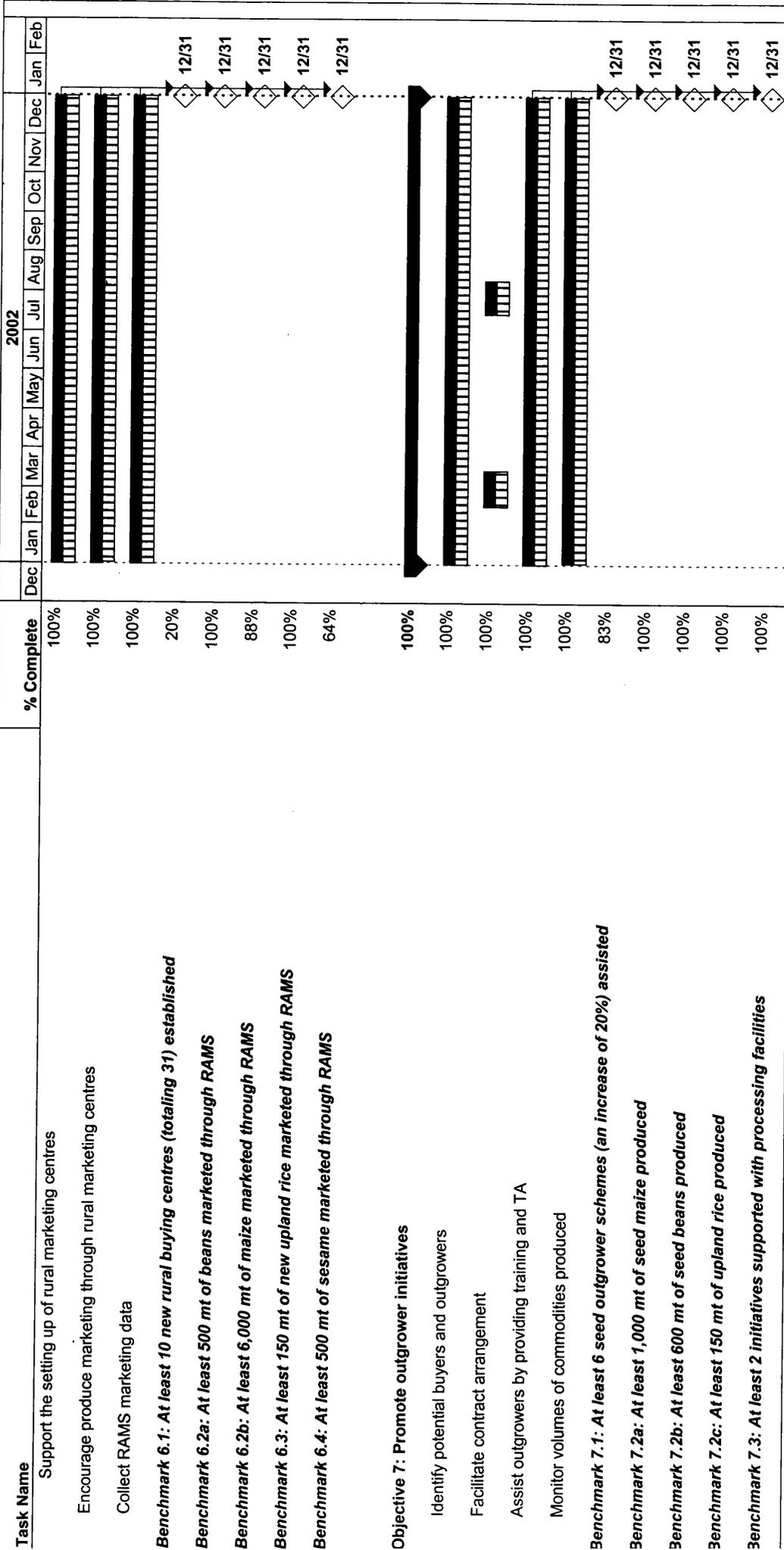
Project: WORKPLA8  
Date: Tue 12/31/02

Task		Baseline		Summary	
Rollled Up Task		Rollled Up Baseline		Baseline Summary	
Task Progress		Milestone			
Rollled Up Progress		Baseline Milestone			

Task Name	% Complete	2002														
		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
<b>Market efficiency increased over LOP as measured by a) functional MKIS, b) the establishment of 25 RAMS centres, 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)</b>	0%															
<b>Objective 5: Provide Market Knowledge and Information Services</b>	100%															
Update MKIS and disseminate information to subscriber clients	100%															
Continue to provide bi-monthly bulletins	100%															
Seek client feedback on usefulness of bulletins and update subscription lists	100%															
Upgrade website	100%															
Design and implement upgrades on bulletins and website	100%															
Coordinate crop industry forecast meetings	100%															
Synthesize and disseminate crop forecast and price data	100%															
<b>Benchmark 5.1a: At least 20 MKIS bulletins/crop forecast data produced and disseminated</b>	100%															
<b>Benchmark 5.1b: At least 200 clients served with MKIS publications</b>	98%															
<b>Benchmark 5.2: At least 15 web sites carry LV web site links</b>	40%															
<b>Objective 6: Establish and promote rural agricultural marketing systems (RAMS)</b>	100%															
Facilitate the establishment of rural buying centres	100%															
Identify NGOs and other partners	100%															
Assist with funds solicitation	100%															
Provide technical information and support	100%															

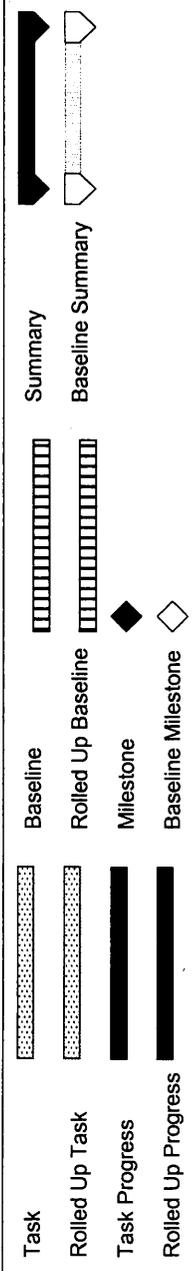


Project: WORKPLAB  
Date: Tue 12/31/02



Project: WORKPLA8  
Date: Tue 12/31/02

Task Name	% Complete	2002														
		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
<b>Objective 8: Provide support to exporter clients</b>	100%															
Provide support to export-oriented client groups and firms	100%															
Identify market outlets for Ugandan produce	100%															
Provide legal, policy and regulatory advice	100%															
Monitor cross border trade	100%															
<b>Benchmark 8.1: At least 10 exporter clients assisted</b>	100%															
<b>Benchmark 8.2 a: At least 40,000 mt (25% increase) of maize exported commercially through exporter cli</b>	100%															
<b>Benchmark 8.2 b: At least 10,000 mt (33% decrease) of beans exported commercially through exporter cli</b>	100%															
<b>Benchmark 8.3: Export value of maize and beans reach US\$25 million (increase of more than 30%)</b>	100%															



Project: WORKPLA8  
Date: Tue 12/31/02

Task Name

**Component Two: High Value Export Crop Development**

2002

Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb

% Complete

0%

Annual export value of selected HV commodities increased over LOP, reaching US\$ 4 million by 2004

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**

Support research and technology transfer activity

Identify new trials

Facilitate funding for trials

Initiate and support implementation and completion of research trials

Review results and recommendations of trials

Promote existing and new variety and technology introductions

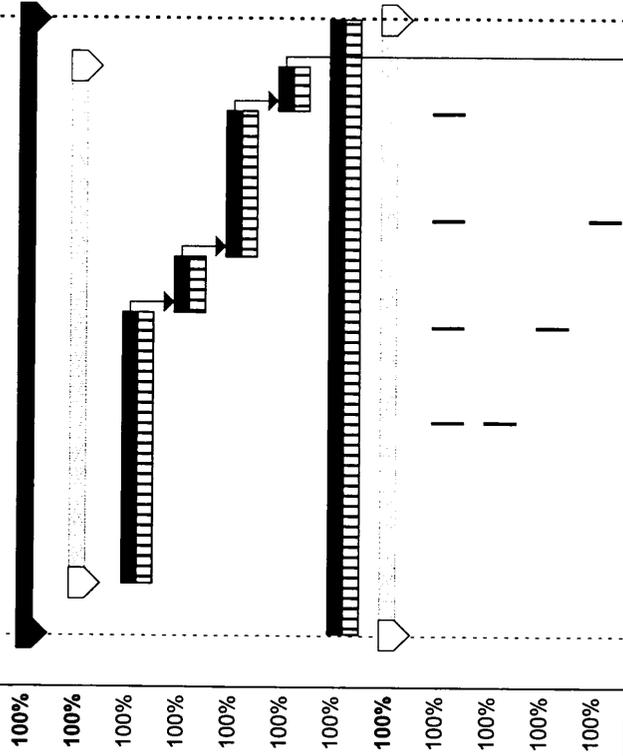
Maintain demonstration centres

Conduct review workshops of demo centre staff

Conduct review workshops of demo centre staff 1

Conduct review workshops of demo centre staff 2

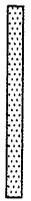
Conduct review workshops of demo centre staff 3



Task



Rolled Up Task



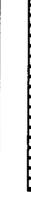
Task Progress



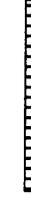
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Baseline



Rolled Up Baseline



Milestone



Baseline Milestone



Summary

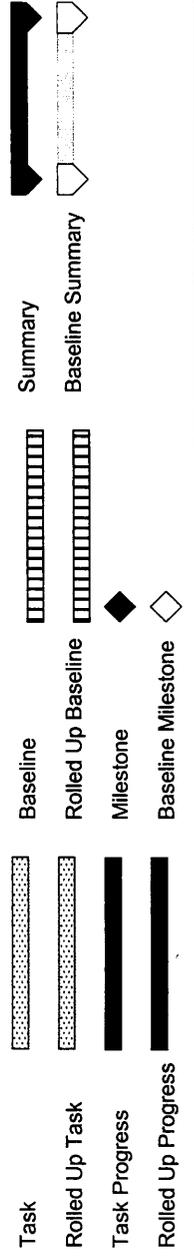
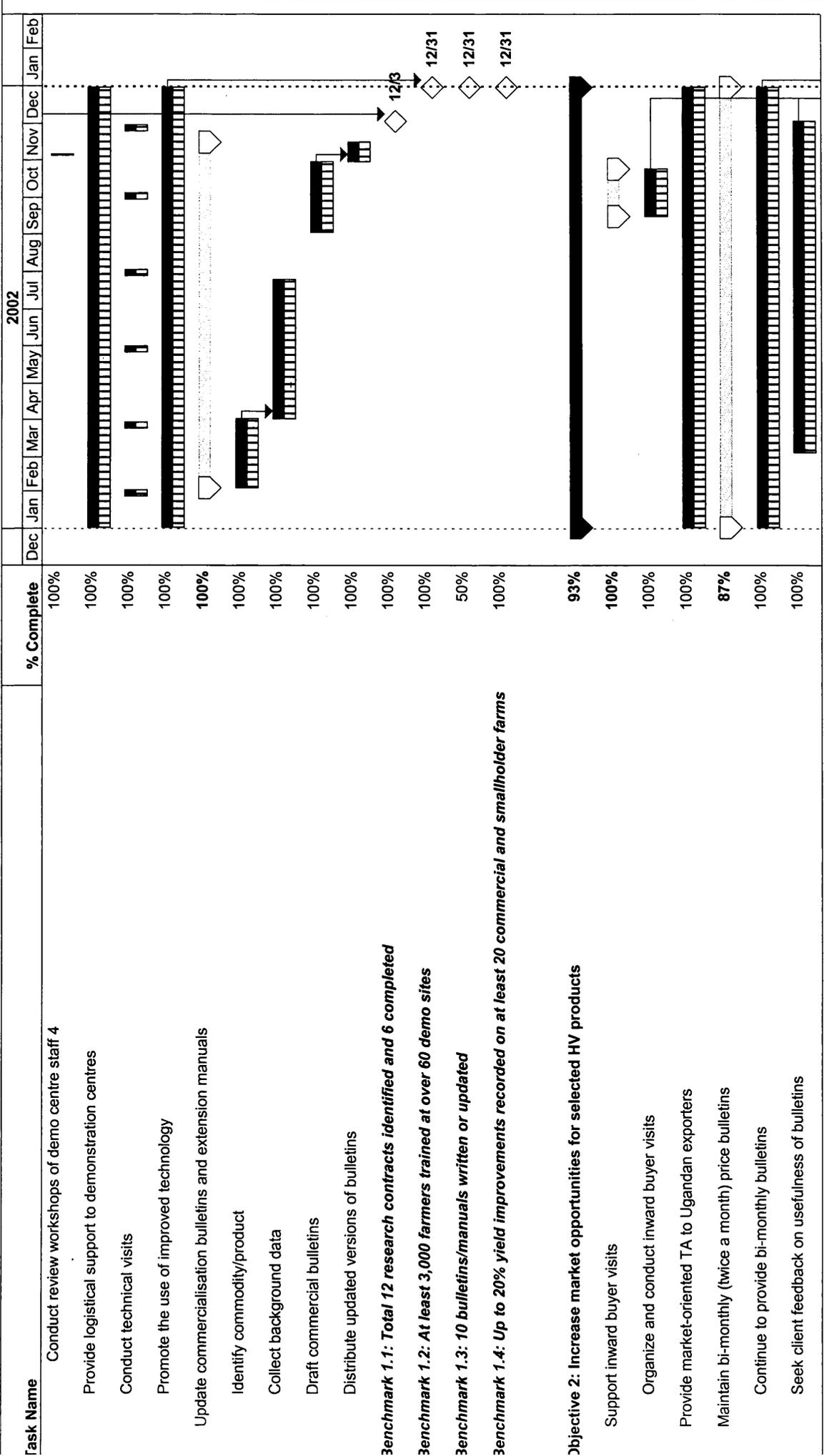


Baseline Summary

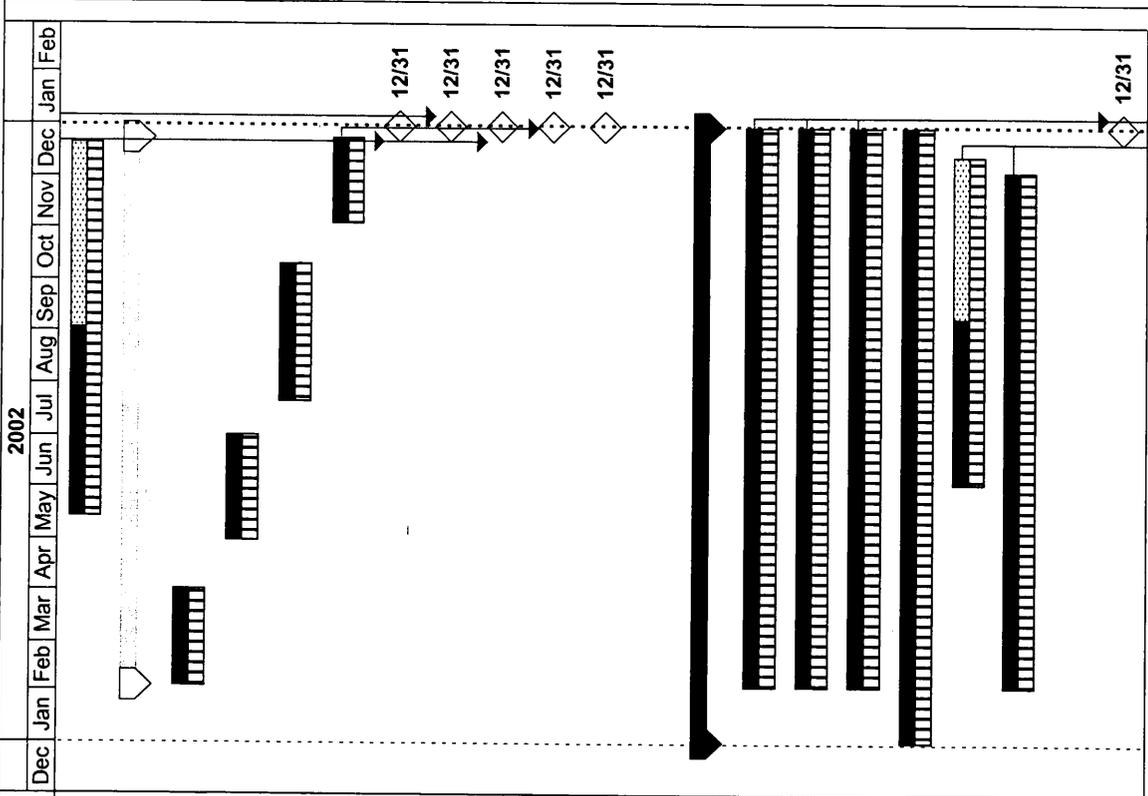


Project: WORKPLA8

Date: Tue 12/31/02



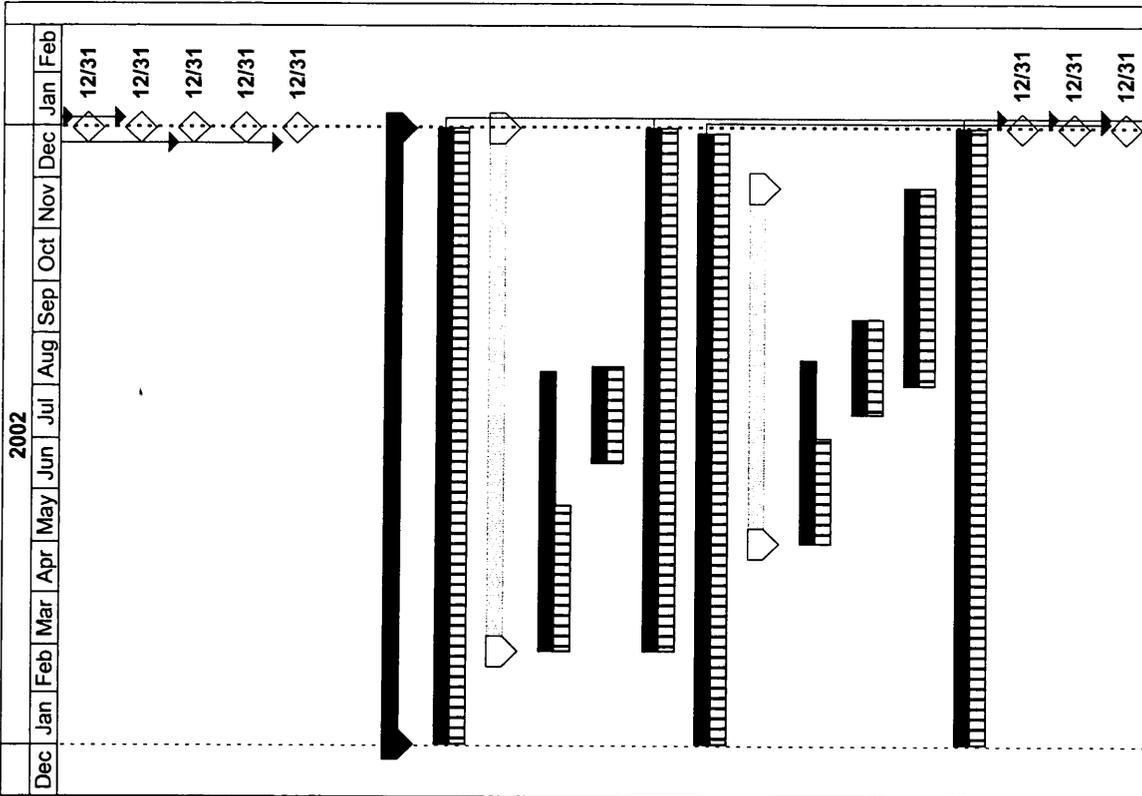
Project: WORKPLA8  
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Task Name	% Complete
Identify and implement improvements to bulletins where necessary	50%
Undertake market surveys and analyses of HV commodities	100%
Prioritise commodities for in-depth study	100%
Design scope of work for study	100%
Implement studies	100%
Finalise market studies	100%
<b>Benchmark 2.1: At least 10 inward buyer visits supported</b>	100%
<b>Benchmark 2.2a: At least 40 market bulletins produced and disseminated</b>	100%
<b>Benchmark 2.2b: At least 150 clients served with MKIS publications</b>	100%
<b>Benchmark 2.3: At least 4 market analyses completed</b>	50%
<b>Benchmark 2.4: Competitive analysis updated on Ugandan roses</b>	30%
<b>Objective 3: Promote product quality and improved post-harvest handling of fresh produce</b>	95%
Assist firms in establishing grading and packing facilities	100%
Provide training on post-harvest and handling	100%
Encourage HV firms and growers to adopt code of practice	100%
Conduct pre-audit visits on flower farms and fresh produce exporters	100%
Design code of practice for vanilla and cocoa growers	50%
Facilitate healthcare courses at UFEA centre	100%
<b>Benchmark 3.1: At least 2 additional improved packing facilities established</b>	50%
<b>Benchmark 3.2: At least 10 training events conducted for small-holders on post-harvest handling</b>	100%

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

Project: WORKPLA8  
Date: Tue 12/31/02



Task Name	% Complete	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
<b>Benchmark 3.3: Uganda Code of Practice pre-audit visits on all 20 existing flower farms completed</b>	100%															
<b>Benchmark 3.4: Code of Practice pre-audit visits on at least 3 direct exporters of fresh produce completed</b>	100%															
<b>Benchmark 3.5: Uganda Code of Practice adapted and promoted for vanilla and cocoa growers</b>	50%															
<b>Benchmark 3.6: Internal Code of Practice audit system fully operational at UFEA</b>	50%															
<b>Benchmark 3.7: Two community healthcare courses run at UFEA research centre</b>	100%															
<b>Objective 4: Promote production and export of HV commodities</b>	100%															
Provide TA and training to HV firms, associations and producers	100%															
Support outgrower initiatives	100%															
Identify potential buyers, growers and outgrowers	100%															
Facilitate contract arrangements	100%															
Provide TA and training to growers	100%															
Promote new investments in high value products	100%															
Source credit for clients	100%															
Identify funding sources for producer clients	100%															
Assist with business plan preparation	100%															
Mediate financing for clients	100%															
Monitor and report on volumes and values of HV exports	100%															
<b>Benchmark 4.1: Total of 5 outgrower arrangements in place</b>	100%															
<b>Benchmark 4.2: At least 30 existing clients and 5 new firms assisted</b>	100%															
<b>Benchmark 4.3: New investments of at least US\$2 million, distributed between at least 5 clients mediated</b>	100%															

Project: WORKPLA8  
Date: Tue 12/31/02

Task: [Patterned Bar] Task [Patterned Bar] Task [Patterned Bar] Task [Patterned Bar]

Rolled Up Task: [Patterned Bar]

Task Progress: [Patterned Bar]

Rolled Up Progress: [Patterned Bar]

Baseline: [Patterned Bar]

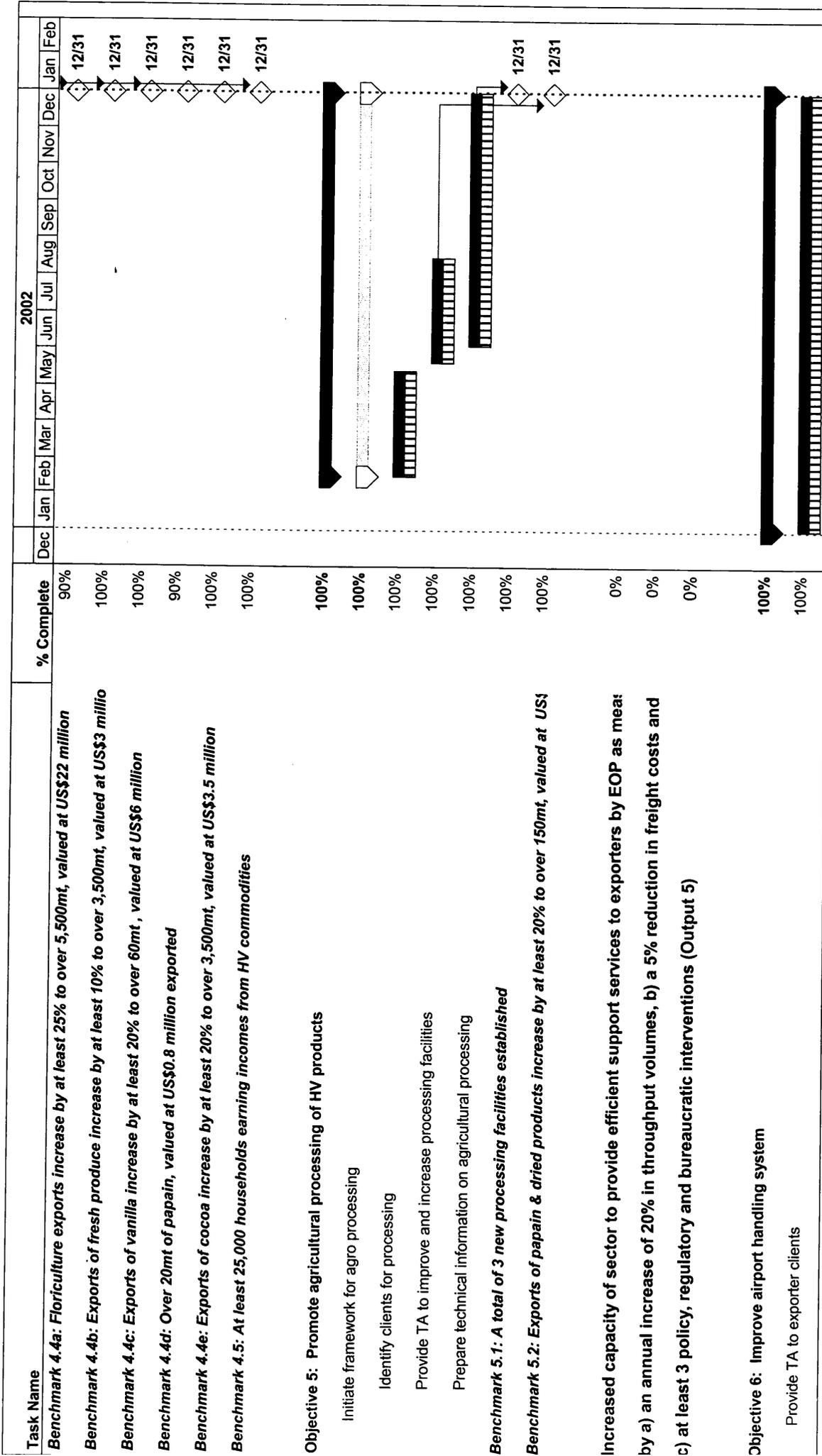
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Milestone: [Diamond]

Baseline Milestone: [Diamond]

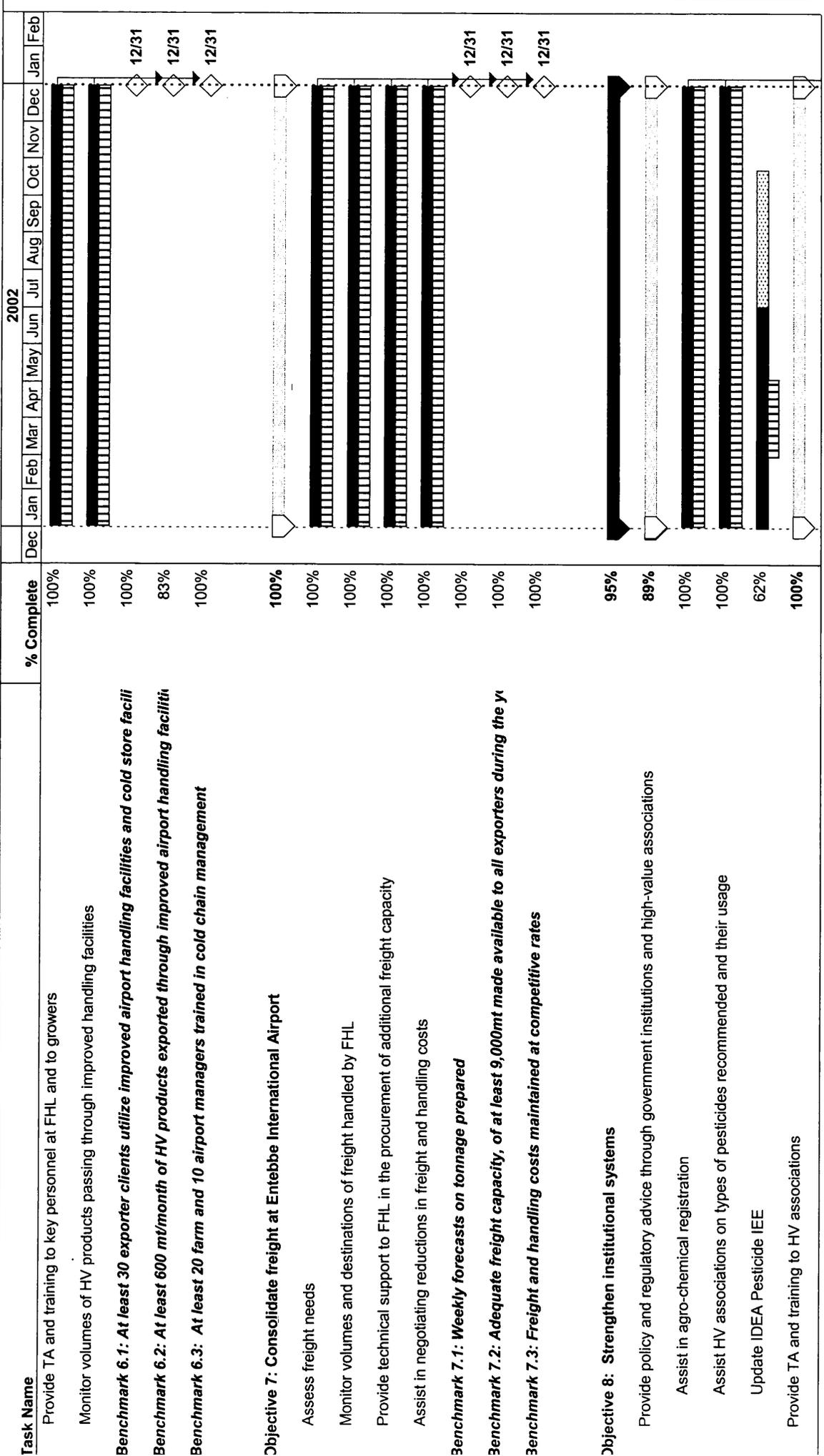
Summary: [Arrow]

Baseline Summary: [Arrow]



Project: WORKPLA8  
Date: Tue 12/31/02

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

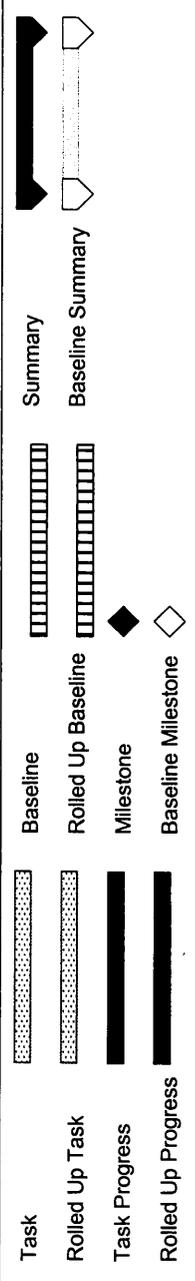
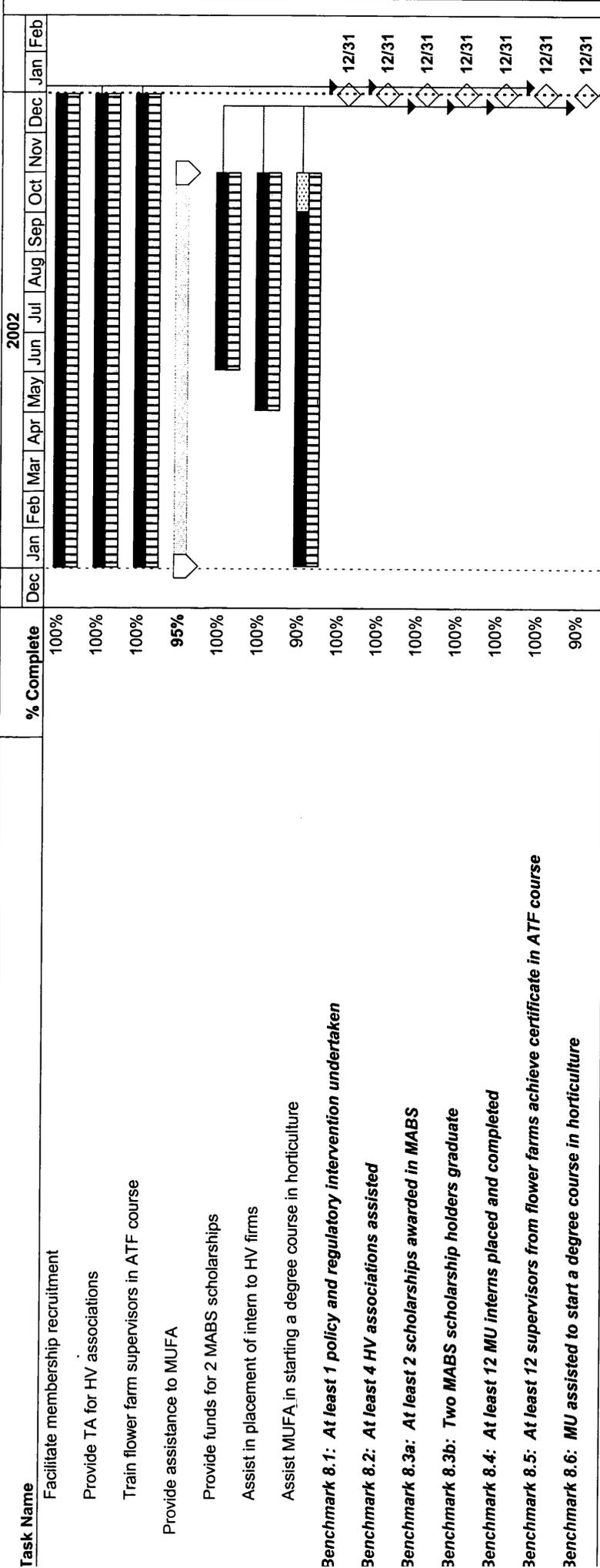


Project: WORKPLA8  
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Task: [Pattern] Task  
 Rolled Up Task: [Pattern] Rolled Up Task  
 Task Progress: [Pattern] Task Progress  
 Rolled Up Progress: [Pattern] Rolled Up Progress

Baseline: [Pattern] Baseline  
 Rolled Up Baseline: [Pattern] Rolled Up Baseline  
 Milestone: [Pattern] Milestone  
 Baseline Milestone: [Pattern] Baseline Milestone

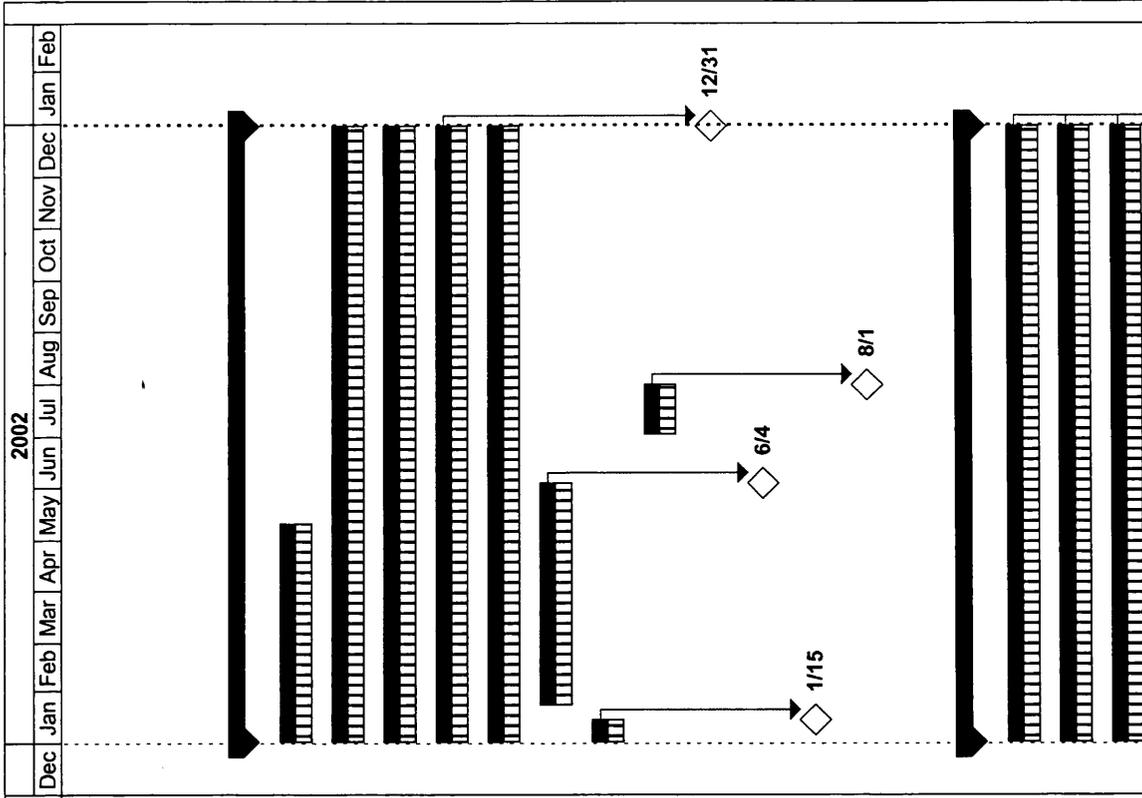
Summary: [Pattern] Summary  
 Baseline Summary: [Pattern] Baseline Summary



Project: WORKPLA8  
 Date: Tue 12/31/02







Task Name	% Complete
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	0%
Objective 4: Review and maintain monitoring system	100%
Review and update M&E system	100%
Liaise with USAID on SO7 reporting needs	100%
Review reporting needs for monitoring and impact assessment	100%
Review impact indicator framework and revise procedures to integrate M&E efforts	100%
Review outputs against targets for each component	100%
Review and modify semi-annual reporting format	100%
Prepare fourteenth semi-annual progress report	100%
Prepare fifteenth semi-annual progress report	100%
Benchmark 4.1: AIMS reviewed and maintained consistent with SO7 requirements	100%
Benchmark 4.2: Semi-annual reporting format reviewed	100%
Benchmark 4.3: Fourteenth semi-annual progress report produced and disseminated	100%
Benchmark 4.4: Fifteenth semi-annual progress report produced and disseminated	100%
Objective 5: Update M&E data from secondary sources	100%
Maintain contacts and identify new areas of collaboration	100%
Review data collection formats and establish frequency of collection	100%
Update data, prepare briefs and disseminate information	100%

Project: WORKPLA8  
Date: Tue 12/31/02

Task: [Patterned Bar]

Roller Up Task: [Patterned Bar]

Task Progress: [Solid Bar]

Roller Up Progress: [Solid Bar]

Baseline: [Patterned Bar]

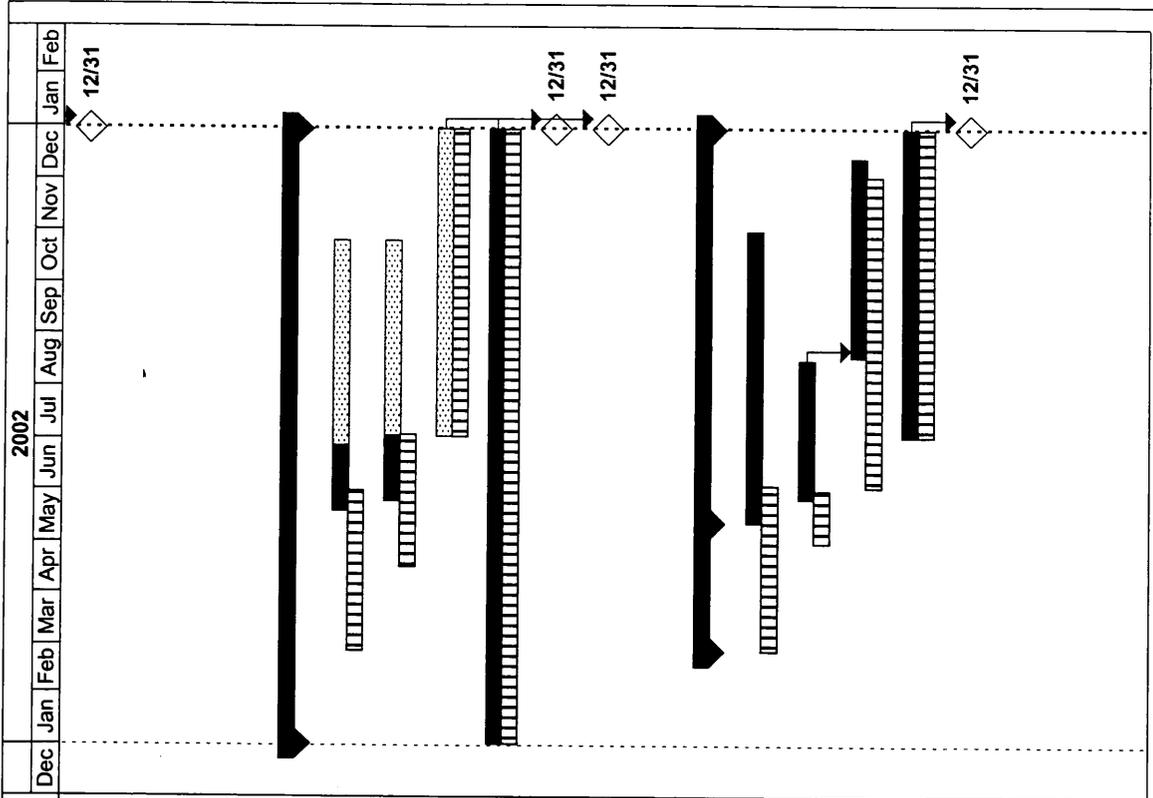
Roller Up Baseline: [Patterned Bar]

Milestone: [Diamond]

Baseline Milestone: [Diamond]

Summary: [Thick Arrow]

Baseline Summary: [Thin Arrow]



Task Name	% Complete
<b>Benchmark: Secondary data collected and updated</b>	100%
<b>Gender-disaggregated targeted commodity studies conducted over LOP</b>	0%
<b>Objective 6: Conduct commodity studies for impact evaluation</b>	51%
Design studies to describe producer/export chain in NTAE sub-sector	25%
Select indicators, commodities, and respondents	25%
Conduct series of commodity studies	0%
Monitor cross border trade	100%
<b>Benchmark 6.1: At least 3 commodity/impact studies conducted</b>	0%
<b>Benchmark 6.2: Data on cross border trade collected and disseminated</b>	100%
<b>Objective 7: Assess project interventions &amp; prepare Agribusiness Highlights</b>	100%
Design procedures to assess project interventions	100%
Select project initiatives, areas of intervention, indicators, commodities, and clients	100%
Conduct series of targeted assessments	100%
Prepare and disseminate a series of Agribusiness Highlights	100%
<b>Benchmark: At least 4 project intervention areas assessed and Agribusiness Highlights prepared</b>	75%
	0%
	0%

Project: WORKPLA8  
Date: Tue 12/31/02

Task

- Task
- Rolled Up Task
- Task Progress
- Rolled Up Progress

Summary

- Baseline
- Rolled Up Baseline
- Milestone
- Baseline Milestone



***Annex 6***

**Technical Assistance Offered to NTAE Clients:  
Jan – Dec 2002**



*Annex 6 (a)*

**Low Value Clients Served with Technical Assistance:  
Jan – Dec 2002**



**Technical Assistance Provided to LV Clients: January – December 2002**

#	Name	Description	Activity category
1	Commodity Exports International	Linkage with Nakisenhe, Kamuli and Kasese marketing programs	Marketing
2	Kiboga Commercial farmers	Commercial maize farming	Training & finance
3	Sukura Agro Inputs	Wholesaler linkages locally and regionally.	Input supply
4	Bugangaizi Farmers Association	Bean seed multiplication activity for production of various beans for export.	Production, Export Marketing
5	Nsanja Family Stores - Masaka	Training and market links - input supply	Input Supply
6	IFCD - Rakai	Seed production and marketing activity. Commercial bean production for export. Training in leadership and planning for managers	Production, Marketing
7	Rakai Farm Supply	Training and market links in input supply	Input supply
8	Roka Ale	Procurement and export of grains	Marketing
9	Afro Kai	Procurement and export of grains	Marketing
10	Kinoni Farm Produce	Technical assistance in maize production and marketing.	Production Marketing
11	NASECO Seed Co	Seed production and marketing	Production
12	Kasese Commercial Farmers	Commercial maize farming	Training & finance
13	Hoima Commercial Farmers	Commercial maize farming	Training & finance
14	Mubuku Growers Association	Technical assistance in maize seed production	Production
15	Harvest Farm Seeds	Seed trading activity	Production & marketing
16	Kaddu Enterprises	Commercial farming activity	Production and marketing
17	Kapchorwa Commercial Farmers	Commercial maize farming	Training and finance
18	Masindi Commercial Farmers	Commercial maize farming	Training and finance
19	El Shaddai	Technical assistance in input supply	Input supply

20	Farm Engineering Industries Ltd	Machinery inputs supply. Participation in tractor operators course	Market advice and technical assistance
21	Nakisenhe Adult Literacy Group	Maize marketing through RAMS	Technical assistance
22	Mubende Commercial Farmers	Commercial maize farming	Training and finance
23	Iganga Commercial Farmers	Commercial maize farming	Training and finance
24	Kamuli Commercial Farmers	Commercial maize farming	Training and finance
25	Bugiri Commercial Farmers	Commercial maize farming	Training and finance
26	Sironko Commercial Farmers	Commercial maize farming	Training and finance
27	Farm Inputs Care Centre	Seed enterprise – Maize and beans	Production and market linkages
28	Outspan Enterprises	Support for certification and export logistics	Export marketing and market study
29	Monsanto	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
30	SEEDCO	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
31	East African Seeds	Crop chemical wholesaling, production demonstration and marketing linkages	Market advice and producer linkages
32	Kakira Sugar Works	Bean intercropping	Demonstration
33	Commodity Trading International	Procurement and export of grains	Marketing
34	Uganda Grain Trading Limited	Grain trading by a consortium of companies	Technical, Marketing and financial support
35	Centenary Rural Development Bank Ltd.	Banking Services/Seasonal finance	Product and Client Development
36	Standard Chartered Bank (U) Ltd.	Banking Services/Seasonal finance	Product and client Development
37	Development Finance Co. of Uganda Ltd.	Development finance (Long term finance)	Product and client development
38	Namalere Agricultural Training Institute	Training institution	Tractor training

39	Uganda Seed Trade Association	Association representing Uganda seed traders	Association formation and management
40	Tilda Rice	Outgrower program and contract growing	Training
41	Keith Associates	Input supply	Market advice and input linkage
42	SPEED Project	Project cooperation	Training
43	Nyakatonzi Cooperative Union	Cotton growing	Training and demonstration
44	North Bukedi Cotton Co.	Cotton buying	Demonstration
45	General and Allied	Input supply	Input market linkages
46	Tractor & Farm Implements	Agro machinery supplies	Market linkages
47	Andrew Lubega	Maize production	Production
48	Luzinga Estates	Commercial maize production	Production



*Annex 6 (b)*

**High Value Clients Served with Technical Assistance:  
Jan – Dec 2002**



## Technical Assistance provided to HV Firms and Associations, Jan-Dec 2002

Name of firm	Products	Type of assistance
<b>National associations:</b>		
HORTEXA	All fruits and veg.	Market information, training, consultancy
UCA	Cocoa	Training, consultancy, grant
UFEA	Flowers	Marketing, TA, training, research, grant
UNVA	Vanilla	Training, extension, market development, grant
<b>Local associations:</b>		
Mubuku Growers	Hot pepper, passion fruit	Training, consultancy
Comfarnet	Banana, vanilla, vegetables	Technical assistance, training
Buhweju Growers	Passion fruits	Training
Makonzi-Kasanda	Hot pepper, okra, passion fruit	Training, technical support
TEFU	Dry fruits	Training
Masaka Organic Growers	Dried fruits, vanilla	
Kasese Growers	Passion Fruits	Training
<b>Floriculture firms:</b>		
Melissa Flowers	Roses, gerbera	Research trials, grant
Magic Flowers	Roses	TA - PSOM funding for propagation
Bel Flowers	Tropical flowers	Trials
MK Flora	Roses	Management support, EU funding
Rosebud	Roses	Management support, marketing
Ugarose	Roses	Management support, sourcing finance
Fiduga	Cuttings	Technical support - MeBr
Van Zanten	Cuttings	Technical support - MeBr
WFS/Wagagai	Roses, cuttings	Technical support, PSOM funding
<b>Fruit and veg firms:</b>		
African Organic	Organic produce	Technical support, organic certification
Zed Hort.	Runner beans	Research, consultancy, marketing
Mairye Estates	Vegetables	TA, research, EU funding, grant
Jaco Comm. Agencies	Pineapple	Marketing, TA
Hortipack	Fruits and vegetables	Technical assistance, PSOM funding
Makonzi	Vegetables	Technical assistance,
<b>Vanilla and Spices</b>		
Ndali Estate	Vanilla	Technical assistance
Uganda Crop Industries	Vanilla, cardamom	Technical support
Esco	Chilli, papain, vanilla	Marketing, technical support
House of Spice	Spices	Technical support
<b>Other Products</b>		
Magric	Equipment	Technical support - steam sterilisation
Madhvani Group	Medicinal plants	Research
Reco Industries	Papain	Research
Fresh Handling	Air freight Services	Management, technical support
Chemiphar	Chemical analysis	Technical assistance
<b>NGOs:</b>		
Technoserve	Chilli, Papain	Technical support
VEDCO	Vegetables, Passion fruits	Technical support, planting material
<b>Government:</b>		
Makerere University	Agribusiness	Training, interns, P/G degree sponsorship
CDP	Cocoa	TA, training, consultancy,
NARO	Various	Research funding, TA, grants
PMA/NAADS	Export crops	Technical support - strategic exports
NEMA/UNIDO	MeBr	Technical support



***Annex 7***

**NTAE Training Events Conducted/Sponsored by ADC:  
Jan – Dec 2002**



*Annex 7 (a)*

**High Value Training Events: Jan – Dec 2002**



**NTAE Training Events Conducted by the ADC: January 1 – December 31 2002**

**A: High Value Training Events**

Sr No	No. of training events	Type	Title/Purpose	No. of Participants		Participant days	Clients
				Male	Female		
1.	1	Field days	Production and post harvest handling of cocoa in different districts in the month of January	261	57	318	Farmers from Mukono, Kamuli, Mayuge, Hoima, Bundibugyo
2		Field days	Production and post harvest handling of cocoa in different districts in the month of February	508	114	622	Farmers from Mukono, Kamuli, Mayuge, Hoima, Bundibugyo
3		Field days	Cocoa field establishment and management of young plants in the field training events in the month of March	274	60	334	Old and new cocoa farmers in Bundibugyo, Bunyoro, Buganda and Busoga regions
4		Field days	Cocoa marketing and group formation in the month of April	310	67	377	Cocoa growers in Bundibugyo, Bunyoro, Buganda and Busoga regions
5		Field days	Harvesting and post harvesting of cocoa and field establishment in the month of May	329	110	439	Cocoa growers in Bundibugyo, Bunyoro, Buganda and Busoga regions
6		Field days	Planting and establishing cocoa orchard in Mayuge in August	63	12	75	Cocoa growers in Mayuge district
7		Field days	Cocoa plantation establishment by UCA	51	12	63	Cocoa growers in Kamuli district
2.	1	Field days	Passion fruit training on nursery management and grafting techniques	246	34	280	Passion fruit growers in different sub/counties of Kasese district
2		Seminar	Demonstrate planting of passion fruit and initial seedling care	61	21	82	Growers of passion fruit and other farmers from within and outside the Irrigation Scheme.
3.	1	Promotion day	Increased awareness of vanilla production and income opportunities available in March	436	178	614	Vanilla farmers and those intending to start growing the commodity from Central Uganda.

2	Field days	Increased production of high quality vanilla beans in the month of April	145	62	207	Farmers from different vanilla growing districts
3	Field days	Production and post harvest quality control of vanilla various districts	88	67	155	Farmers from different vanilla growing districts
4	Workshop	Technical review meeting on vanilla production	41	5	46	Farmers' representatives, extension staff of UNVA and buyers
4.	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in February	32	9	41	Flower farm managers, supervisors, MAAIF, and MUK staff
2	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in March	26	8	34	Flower farm managers, supervisors, MAAIF, and MUK staff
3	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in April	28	13	41	Flower farm managers, supervisors, MAAIF, and MUK staff
4	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in May	32	17	49	Flower farm managers, supervisors, MAAIF, and MUK staff
5	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in June	36	22	58	Flower farm managers, supervisors, MAAIF, and MUK staff
6	Study Tour	Visit Kenya flower industry and learn from the growers, cargo handling companies and breeders	15	10	175	Flower farm managers, supervisors, MAAIF, MUK and New Vision staff
7	Study Tour	Visit the Netherlands to get some exposure to flower market requirements and quality standards	10	9	152	Flower farm managers, supervisors, MAAIF, MUK and New Vision staff
8	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in July	23	12	35	Flower farm managers, supervisors, MAAIF, and MUK staff

9	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in August	20	12	32	Flower farm managers, supervisors, MAAIF, and MUK staff
10	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in September	22	10	32	Flower farm managers, supervisors, MAAIF, and MUK staff
11	Workshop	Applied Tropical Floriculture in Uganda for middle class farm managers and supervisors in October	13	4	17	Flower farm managers, supervisors, MAAIF, and MUK staff
12	Field day	Field day for the flower industry hosted at Wagagai and Melissa	64	18	82	Flower farm owners, managers, input suppliers, bankers and staff from public institutions.
5. 1	Workshop	Introduce the concept of fire fighting at places of work especially for flower farm workers	39	1	40	Workers from different flower farms
2	Seminar	Micro-care and AIDS for flower farms	11	6	17	Flower farm supervisors
3	Seminar	Improvement of flower quality through enhancing post harvest standards	30	16	46	Flower farm supervisors
4	Seminar	Malaria control, family planning & STDs (flower farms)	18	15	33	Flower farm supervisors
5	Workshop	Launching of Cardamom growing in Mukono at Sezibwa	70	40	110	Mainly growers of vanilla in Mukono
6	Seminar	Organic produce for export, what are the challenges	20	10	30	Growers of fresh vegetables and fruits
7	Seminar	Safe use of agro-chemicals in several districts of Uganda	260	73	333	Flower farm supervisors, fresh fruits and vegetable growers and agro-inputs dealers
8	Seminar	Improvement of cold chain in the flower industry in August	10	5	15	Flower farm supervisors
9	Seminar	Cold chain maintenance in December	10	13	23	Flower farm supervisors

10	Workshop	Malaria control and post harvest of passion fruit in Kasese in November	55	29	84	Fresh vegetable growers from Mubuku irrigation scheme and Kasese district
6. 1	Field day	Promote production of apple banana for export	19	19	38	Banana growers in Kingo sub/county, Masaka district.
2	Field day	Demonstrate improved methods of banana production	80	53	133	Banana growers in Masaka, Kalungu subcounty.
3	Field day	Demonstrate improved methods of banana production in July	130	189	319	Banana growers in various districts
4	Field day	Banana production techniques, training events in the month of August	252	82	334	Banana growers from various districts of ADC operation
5	Field day	Banana plantation management and establishing of new ones, training events conducted in the month of September	99	178	277	Banana growers from several districts.
6	Field day	Banana plantation management and establishing of new ones, training events conducted in the month of October	69	187	256	Banana growers from several districts.
7	Field day	Demonstration of rehabilitation and good maintenance of a banana field in Buwama sub-county / Mpigi district	17	21	38	Farmers from Buwama women groups
8	Workshop	What is the role of NAAADS in line with PMA	186	26	212	Farmers and other stakeholders in agriculture modernization
<b>HV Total</b>			<b>4,509</b>	<b>1,908</b>	<b>6,669</b>	

*Annex 7 (b)*

**Low Value Training Events: Jan – Dec 2002**



**B: Low Value Training Events**

Sr No	No. of training events	Type	Title/Purpose	No of participants		Participant days	Clients
				Male	Female		
1.	1	Workshop	Stockists Training	13	5	36	Stockists for Technoserve
	2	Workshop	ATAIN stockists Training	7	3	20	New stockists of Rakai Farm Supply
	3	Workshop	ATAIN Review workshop	21	8	29	ATAIN old stockists
	4	Workshop	ATAIN stockists Training	17	9	52	New stockists of FICA and Harvest farm seed
	5	Workshop	ATAIN Stockists Training	14	8	44	New stockists of Nsanji in Jinja
	6	Workshop	ATAIN Stockists Training	19	6	50	New stockists of Nsanji in Mbale
	6	Workshop	ATAIN Stockists Training	11	7	36	New stockists of Nsanji in Mbarara
	7	Workshop	ATAIN Stockists Training	7	5	36	New stockists of Tweyambe
	8	Workshop	ATAIN Stockists Training	6	1	21	New stockists of Rakai Farm supply
	9	Workshop	ATAIN Stockists Training	18	0	54	New stockists of El-Shaddai
2	1	Workshop	ATAIN Stockists' Review workshop	11	7	18	Old stockists of Tweyambe
	2	Workshop	ATAIN Stockists' Review workshop	27	8	35	Old Stockists of Rakai farm Supply
	3	Workshop	ATAIN Stockists' Review workshop	14	2	16	Old Stockists of El-Shaddai
	4	Workshop	ATAIN Stockists' Shop Attendants Training	16	21	37	Shop Attendants of Rakai Farm Supply

5	Workshop	Commercial Farm technical training	16	3	- 38	CERUDERS agric. Loan Officers
	Workshop	Stockists training- Handling and safe use	51	14	65	Chemical dealers in Kampala
3	Workshop	Principles of commercial maize production and post harvest handling	65	5	140	Commercial farmers from Mubende district
	Workshop	Principles of commercial maize production and post harvest handling	79	6	170	Commercial farmers from Kiboga district
	Workshop	Principles of commercial maize production and post harvest handling	46	6	104	Commercial farmers from Kamuli
	Workshop	Principles of commercial maize production and post harvest handling	48	12	120	Commercial farmers from Iganga
	Workshop	Principles of commercial maize production and post harvest handling	45	8	106	Commercial farmers from Bugiri
	Workshop	Principles of commercial maize production and post harvest handling	98	22	240	Commercial farmers from Kapchorwa
	Workshop	Principles of commercial maize production and post harvest handling	23	7	60	Commercial farmers from Mbale and Sironko
	Workshop	Principles of commercial maize production and post harvest handling	124	56	360	Commercial farmers from Kasese
	Workshop	Principles of commercial maize production and post harvest handling	37	13	100	Commercial farmers from Hoima
	Workshop	Commercial farmers training in Rakai	27	5	64	Commercial farmers from Rakai
	Workshop	Commercial farmers training from Bugiri	35	7	84	Commercial farmers from Bugiri
	Field day	District field day Kiboga	96	39	135	Commercial farmers from Kiboga
	Field day	District field day – Mubende	73	18	91	Commercial farmers from Mubende

14	Field day	District field day – Kamuli	49	14	63	Commercial farmers from Kamuli
15	Field day	District field day – Bugiri	52	14	66	Commercial farmers from Bugiri
4	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	262	38	150	Commercial farmers from Kapchorwa
2	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	64	8	36	Commercial farmers from Mubende
3	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	74	23	48.5	Commercial farmers from Kiboga
4	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	46	6	26	Commercial farmers from Kamuli
5	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	25	7	16	Commercial farmers from Sironko and Mbale
6	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	49	13	31	Commercial farmers from Iganga
7	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	45	8	26.5	Commercial farmers from Bugiri
8	Preseason review and field practice	Field practices in fertilizer application, spacing, herbicide application etc	124	56	90	Commercial farmers from Kasese
5	Workshop	Tractor Operators and maintenance training course	22	0	220	Commercial farmers and tractor operators mainly from Kapchorwa and a few from Masindi
2	Seminar	Rice demonstration training for farmers and Kasese Field Extension Workers	31	6	37	Farmers and Field Extension Workers
3	Seminar	Rice demonstration training in Rakai	11	2	13	Farmers and FEWS
4	Seminar	Rice demonstration training in soroti	9	0	9	Farmers and FEWS
5	Seminar	Rice demonstration training at Tilda	3	1	4	District coordinators
6	Seminar	Upland rice training in Kamuli	6	3	9	District extension staff

7	Seminar	Upland rice training in Mubende	24	6	30	Commercial farmers from Mubende
8	Seminar	Upland rice training in Iganga	9	3	12	Extension staff
9	Field day	District field day in Kasese	53	28	81	Kasese commercial farmers
10	Workshop	Training on cotton demonstration establishment in Kasese	57	12	69	Commercial farmers and Extension staff
11	Workshop	End of 2002B season review and planning for 2003A season	24	4	56	District demonstration coordinators and commercial contact farmers
<b>LV Total</b>			<b>2103</b>	<b>563</b>	<b>3454</b>	

***Annex 8***

**IDEA Small Grants Program**



Fund Tracker

IDEA SMALL GRANTS FUND TRACKER									
*Italicized Numbers=Uganda Shillings									
No.	GRANTEE/FARA Recipient	IDEA Small Grant/FARA Budget	Period of Grant/FARA	Agreement Amount	Amount Obligated	Expended to Date (\$)	Agreement Amount Remaining	Total Funds Remaining	
1	African Project Development Facility-FARA No. 1		3/1/00-12/31/02	\$400,000	\$400,000	345,181	54,819		
2	NARO Maize Program 2000-FARA No. 2		3/1/00-2/28/01	112,331,000	112,331,000	55,843	16,730,147	Returned to Grant Pool	
3	NARO Beans Program 2000-FARA No. 3		3/1/00-2/28/01	69,195,948	69,195,948	39,563	1,255,317	Returned to Grant Pool	
4	NARO Sesame Program-FARA No. 4		5/1/00-4/30/01	9,748,550	9,748,550	2,495	5,342,062	Returned to Grant Pool	
5	Fresh Handling Limited-CII-IDEA-001		3/16/01-3/15-02	\$80,000	\$80,000	79,961	39	Returned to Grant Pool	
6	Uganda Flowers Exporters Association-CII-IDEA-002		3/28/01-3/27/02	161,500,000	161,500,000	91,527	2,430,783	Returned to Grant Pool	
7	Uganda Cocoa Association-CII-IDEA-003		3/29/01-3/28/03	47,600,000	13,600,000	26,401	1,049,600	Returned to Grant Pool	
8	Farm Inputs Care Centre-CII-IDEA-004		3/16/01-6/30/03	\$99,000	\$99,000	99,250	-250		
9	Harvest Farm Seeds-CII-IDEA-005		3/16/01-6/30/03	\$99,000	\$99,000	99,115	-115		
10	NASECO-CII-IDEA-006		3/16/01-6/30/03	\$60,000	\$60,000	60,016	-16		
11	Outspan Enterprises Ltd.-CII-IDEA-007		3/1/01-2/28/02	\$98,272	\$87,969	68,332	29,940		
12	NARO Maize Program 2001-FARA No. 5		3/1/01-2/28/02	111,573,950	111,573,950	61,111	7,687,145	Returned to Grant Pool	
13	NARO Beans Program 2001-FARA No. 6		3/1/01-2/28/02	104,754,200	104,754,200	55,061	6,873,520	Returned to Grant Pool	
14	Mairyve Estates Limited-CII-IDEA-008		6/1/01-5/31/03	\$87,000	\$85,000	62,191	34,809		
15	Uganda National Vanilla Association-CII-IDEA-009		6/1/01-5/31/03	140,250,000	140,250,000	54,593	44,163,500		
16	Melissa Flowers Ltd.-CII-IDEA-010		1/1/02-6/30/03	52,900	52,900	52,900	0		
17	NARO National Banana Program-FARA No. 7		2/1/02-7/31/03	88,023,200	88,023,200	34,317	26,547,170		
18	NARO National Passion Fruit Program-FARA No. 8		2/1/02-7/31/03	68,091,360	68,091,360	31,422	12,401,820		
19	NARO National Maize Program 2002-FARA No. 9		3/1/02-2/28/03	28,274,000	28,274,000	9,709	11,061,238		
20	NARO National Beans Program 2002-FARA No. 10		3/1/02-2/28/03	28,625,000	28,625,000	8,512	13,520,752		
21	Uganda Flowers Exporters Association-CII-IDEA-011		11/1/03-12/31/03	66,500,000	66,500,000	0	66,500,000		
<b>TOTAL</b>		1,600,000				1,337,500	216,544	45,955	

