

Commercial Village Stores (CVS) Establishment

Quarterly Progress Report; January –March 2010

Regions: Bushenyi (Uganda) and Meru (Kenya)



Presented to:
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Introduction

Commercial Villages Stores (CVS) Programme has been developed and is being implemented by Farm Concern International (FCI) with financial support from USAID/COMPETE in Kenya and Uganda. The programme, which commenced in September 2009, is aimed at graduating smallholder farmers from subsistent farming to market-oriented production as active and reliable agri-commodity value chain players. Through the CVS programme, FCI is mobilizing villages to establish village-based storage facilities for a wide range of cereals and tropical legumes as sourcing hubs for structured smallholder grains trading. Increasing storage capacity of lower-end producer's is a critical intervention for value chain efficiency, reduced post-harvest losses, food security and sustainable access to markets.

Progress Table – Quarter 2

Activity	Deliverables	Achievements	Remarks
1. Selection of commercial village stores ♦ Stores identification and negotiation ♦ Stores branding	Stores hired	♦ In Kenya, 2 stores have been hired at Maburua in Tigania and Tunyai in Igoji; ♦ In Bushenyi, Uganda, 2 stores have been identified and 1 hired in Katerera. ♦ Hired stores have been branded and signage put up. ♦ Dunnages have been constructed in the hired stores	♦ Commercial village farmers have provided 6 more additional stores in their respective commercial producer groups
2. Procurement of drying / quality control equipment and hermetic cocoons ♦ Screening quotations ♦ Supplier selection	Equipment and cocoons procured	♦ 4 weighing machines have been bought and commissioned at the commercial village stores ♦ 3 moisture meters procured and 3 oxygen meters (2 in Meru and 1 in Bushenyi respectively) ♦ 2 collapsible dryers have been installed ♦ 2 hermetic cocoons procured and installed in Tigania and Igoji sites respectively. ♦ 2 cocoon sites identified in Bushenyi [1 in Katerera and the other in Bukwesu]	♦ Hermetic storage technology under pilot testing

<p>5. Capacity building and training of store personnel</p> <ul style="list-style-type: none"> ◆ Development of training materials outline ◆ Hiring resource person ◆ Training 	<p>Training outline</p> <p>Training manuals & reports</p>	<ul style="list-style-type: none"> ◆ 2 resource persons engaged to train staff on grain post harvest management, handling and storage ◆ 8 personnel ; 2 store managers – 1 per site; 4 assistant store managers and the project manager trained on grains handling, post harvest management and storage 	<ul style="list-style-type: none"> ◆ Training report ◆ Attendance sheets
<p>6. EAC simplified grain standards materials for producers and traders</p> <ul style="list-style-type: none"> ◆ Repackage the EAC Maize standards in simple and local languages ◆ TOTs for EAC maize standards 	<p>Simplified EAC maize standards handbooks</p> <p>Maize standard training material</p>	<ul style="list-style-type: none"> ◆ 1 Stakeholders forum held on development of EAC maize standards ◆ Forum for development of simplified EAC maize standards to be held end of April, 2010 	<ul style="list-style-type: none"> ◆ To be finalized ◆ Training materials to be available
<p>7. Develop training materials for trainers, farmers and buyers</p> <p>1. Commercial village training materials</p>	<p>Training modules</p>	<ul style="list-style-type: none"> ◆ 4 training manuals on collective marketing, business planning, value addition, financial management and record keeping updated 	<ul style="list-style-type: none"> ◆ Training materials
<p>8. Conduct trainings on; Collective Marketing; Post harvest and Quality management (Marketing sub-committees, Commercial Village sub-committees and Warehouse management committees)</p> <ul style="list-style-type: none"> ◆ Organize workshops and training forums <p>Community technical farmers (COTEFs) capacity building</p> <ul style="list-style-type: none"> ◆ Conduct training workshops 	<p>Farmers attendance</p> <p>COTEFs attendance</p>	<ul style="list-style-type: none"> ◆ 392 farmers in Meru in their respective CPGs and 162 in Bushanyi have been exposed to post harvest management technologies and quality control. Storage and quality control demonstration have been conducted using equipment procured; weighing scales, moisture meters, oxygen meters and cocoon hermetic technology ◆ 14 COTEFs have been trained in Meru region while 8 COTEFs have been trained in Bushenyi, Uganda. ◆ The COTEFs and 56 commercial village leaders from 17 CVs were trained on collective marketing, negotiation skills, post harvest management, storage and record keeping as community service providers and leaders respectively 	<ul style="list-style-type: none"> ◆ Training in grain post harvest management and quality done to coincide with harvesting season ◆ COTEFs are community members/farmers developed through intense training to offer technical support and capacity building to the commercial village members

<p>9. Grain traders workshops on grain standards, specification and handling</p> <ul style="list-style-type: none"> ◆ Organize and conduct workshops 	<p>Number of traders attending</p>	<ul style="list-style-type: none"> ◆ Key traders in both sites have been identified and engaged on discussions on their critical success factors in grains trading and commodity attributes ◆ Traders have been sensitized on the benefits of collective bulking, direct linkages to producers and sourcing from organized farming systems 	<ul style="list-style-type: none"> ◆ Meeting notes developed from trader meetings
<p>10. Linking producers with buyers; Buyer seller forums</p> <ul style="list-style-type: none"> ◆ Organize and hold buyer seller business forums to ◆ Negotiation on trade parameters between commercial village farmers and key identified buyers 	<p>Key buyers identified and linked to commercial villages</p>	<ul style="list-style-type: none"> ◆ In Bushenyi, 2 formal buyer-seller forums were held and one key formal buyer, Bolax enterprises, linked to buy over 200 bags of maize from the commercial villages. ◆ In Meru 4 buyer seller forums were facilitated involving commercial village marketing committee representatives and key formal buyers including Afya Maize Millers, Igoji boys high school ◆ Trade parameters and buyer expectations are discussed and negotiated during the forums as well as market information sharing ◆ Business forums for improved collective trading with informal traders are ongoing for more enhanced sourcing at the village stores; an upgraded business model from farm gate sourcing that had been the case prior to the USAID/COMPETE support on village storage establishment ◆ Formal key grain buyers have been engaged into discussions at an advanced stage for direct sourcing and tenders from the commercial villages. For Meru they include PISU and Co. Ltd, ETC, INSTA, Afya Millers, Meru Central Multipurpose Cooperative Society, Meru Teachers Training College, St Pius X Seminary. In Bushenyi key formal buyers engaged in negotiations include Numa feeds, Unga 2000, Birungi Millers, Gombya millers and Bolax enterprises. 	<ul style="list-style-type: none"> ◆ Partnership agreements have been discussed with key buyers
<p>8. Link input suppliers with commercial village producers</p> <ul style="list-style-type: none"> ◆ Hold field days 	<p>Number of input suppliers</p>	<ul style="list-style-type: none"> ◆ In Meru, 3 field days have been held involving input supplies (Farm Chem, Osho chemicals, simlaw seeds) and Ministry of Agriculture. 	<ul style="list-style-type: none"> ◆ More field days will be conducted to coincide with planting season

<ul style="list-style-type: none"> ◆ Collective sourcing for inputs 		<ul style="list-style-type: none"> ◆ Partnership with Simlaw Seed Company is ongoing where 100 farmers in Tharaka region were subcontracted to multiply seeds for cowpeas and green grams. ◆ Farmers have also been able to collectively procure fertilizer from National Cereals Produce Board (Meru) and further collaboration with the Ministry of Agriculture 	
<p>10. Grow awareness on storage infrastructures services provided by FCI and COMPETE and benefits of utilizing this infrastructures.</p> <ul style="list-style-type: none"> ◆ Courtesy calls [MOA, Provincial administration/Counties, Local NGOs, Group reps] ◆ Hold community forums / barazas and focused village meetings 	<p>Number of attendants</p>	<ul style="list-style-type: none"> ◆ Meetings were conducted with the Ministry of Agriculture, group representatives and local NGOs in both sites. ◆ Courtesy calls have been made with the district administration, in Meru and the local government representatives, and NAADS in Bushenyi ◆ 6 barazas were held; 4 in bushenyi in 4 counties and 4 in Meru – 2 in Tharaka, 1 in Tigania and 1 in Igoji mainly to increase awareness on improved storage and grain handling technologies and collective action ◆ 4 additional awareness creation materials (banners) and signage signs developed and distributed to project sites; village structure awareness ◆ A local FM radio station, Mugambo FM used to intensify awareness for mass media in Meru 	<p>More awareness campaigns to be carried out in Q3</p> <ul style="list-style-type: none"> ◆ Embedded services to be leveraged from the business support service providers
<p>11. Collection, bulking cleaning, sorting, drying, storage</p> <ul style="list-style-type: none"> ◆ Collective bulking, sorting and quality control ◆ Increase sales ◆ Increase grain collectively bulked and stored ◆ Enhance record keeping ◆ Training on village stores management 	<p>Inventory records and grain banking passbooks</p> <p>Quantity of grain sold / stored</p> <p>Transactional documents (invoices, receipts, delivery notes</p>	<ul style="list-style-type: none"> ◆ Assorted grain have been bulked and stored in commercial village stores and cocoons in both Meru and Bushenyi. ◆ An estimated 860 metric tones of assorted grains including maize, green grams, sorghum, cow peas, beans and pigeon peas at an estimated gross revenue of Shs. 30,618,000 (USD 408,240) has been achieved during the harvest season (December – March 2010) ◆ Currently an estimated 1,200 bags of grain (mainly maize) has been stored in the commercial village stores and cocoons for sale and record keeping done. ◆ 24 COTEFs, 14 from Meru and 10 from Bushenyi have been capacity built on record keeping, sorting, grading 	<ul style="list-style-type: none"> ◆ More grain is being bulked for proper storage and speculation on producer price ◆ The rains extended beyond the expected period; leading to delayed drying of grain in Meru ◆ Bumper harvest was experienced in both regions exerting downward pressure on producer and market prices

		and commodity coding	
12. Build M& E capacity ♦ Training on M&E	M&E Tools List of attendants	<ul style="list-style-type: none"> ♦ FCI field staff trained on data capturing with USAID/COMPETE data capturing tool and events' participation tool being applied ♦ 21 COTEFs ; introduced to data capturing tools during training workshops 	♦ More intense training on M&E to be done in collaboration with COMPETE